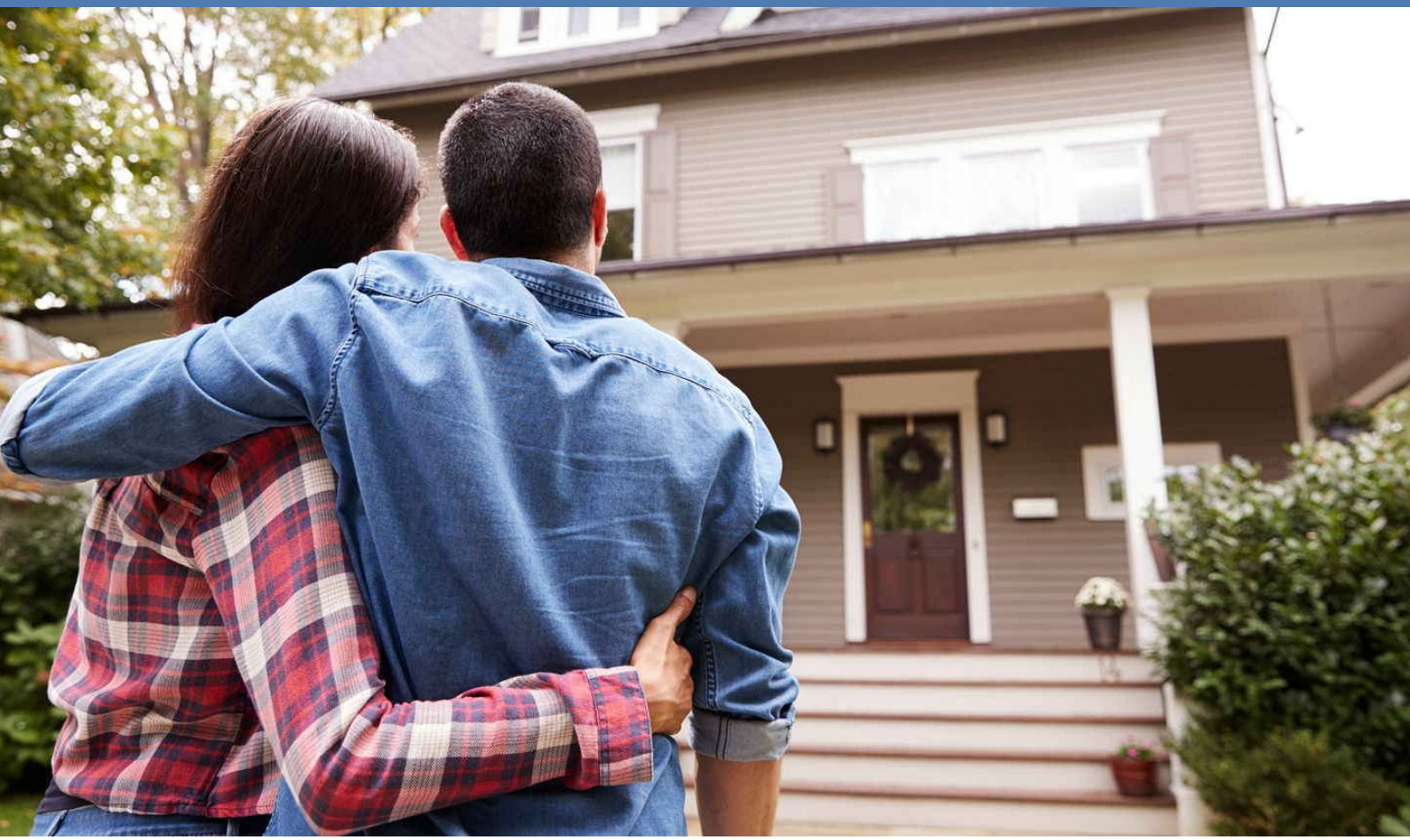
THE SECRET TO BUYING A HOME IN ANY SEASON

Winter, Spring, Summer, Fall: Which Season is Best to Buy a Home?
Score your dream home with research, planning and preparation.



Read Reviews from Local Home Buyers & Sellers: **DougHansen.BestClientReviews.com**

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The best time of year to buy a home depends on your goals and the needs of your family. Those with school-aged children can benefit from a spring or summer purchase, while buyers looking to save big might have more luck in a winter market. Understanding trends and the benefits of home hunting in every season will help you secure the home of your dreams.

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BUYING A HOME IN WINTER: STATS & TIPS

The real estate market trends downward in the winter months. With less supply and demand, there's less competition from other buyers. This means you're less likely to end up in a bidding war for that dream home you've been eyeing up.

The median sale price of homes drops by as much as 5% in the coldest months—a difference that can save buyers tens of thousands of dollars.

Tips for Buying a Home in Winter:

- **Lower home prices can tempt you to exceed your budget. Stick to your financial plan.**
- **Consult with a tax expert on the best time to close. Closing before the year is over could entitle you to a tax break.**
- **With less competition, you can feel confident about asking for repairs or a lower price due to issues revealed during the home inspection.**

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BUYING A HOME IN SPRING: STATS & TIPS

The real estate market trends hot in the spring. Homes can sell the same day they're listed, and the potential for getting into a bidding war is higher. This means you might need to make a higher offer than the list price to secure your dream home.

Tips for Buying a Home in Spring:

- **Be prepared to make competitive offers.**
- **Work with an expert real estate agent to help you negotiate strongly**
- **Don't wait to make an offer on a home you love.**
- **Get pre-approved for a mortgage before you go home hunting.**
- **Create a wishlist of what you need and want in your ideal home.**

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BUYING A HOME IN SUMMER: STATS & TIPS

The summer real estate market remains hot, but buyers can benefit from house hunting mid-June through August. Homes listed in the spring that haven't sold by summer might start coming down in price.

The summer is a great time to take on a fixer-upper at a lower cost, and it's easier to check out those neighborhood vibes when the weather is nice and warm. Competition from other buyers tends to slow down as the summer comes to a close. A late summer purchase still leaves room for families to get settled in before the school year starts.

Tips for Buying a Home in Summer:

- **The market is still hot, so be prepared to make competitive offers. Get mortgage pre-approval paperwork ready to speed up the process.**
- **Don't overlook fixer-uppers–the summer leaves room for minor repair work.**
- **Research home improvement costs to understand which repairs you can take on.**
- **Get to know the housing market in the area you're buying in.**

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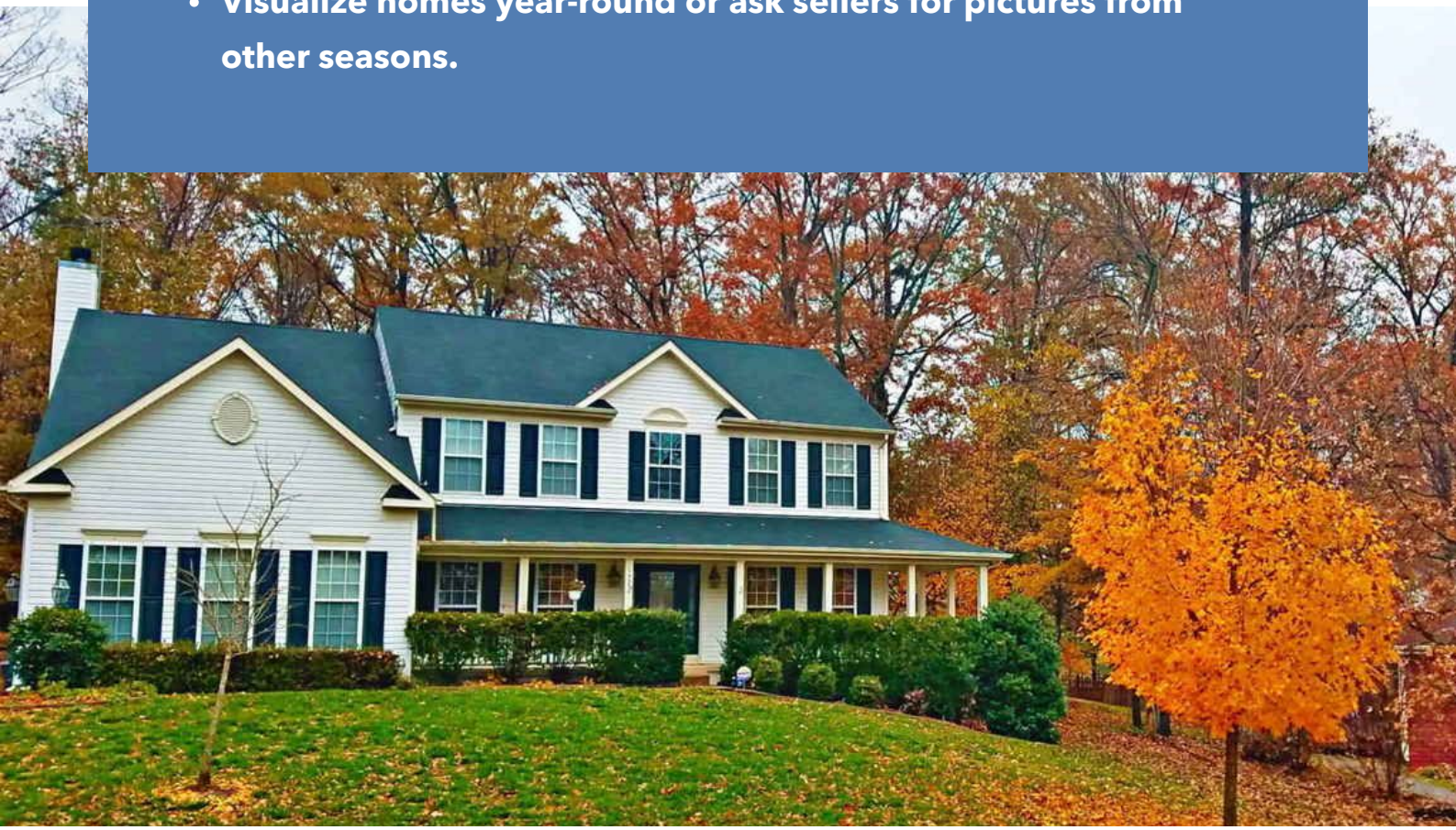
BUYING A HOME IN FALL: STATS & TIPS

The housing market slows down in the fall, which means there's less competition from other buyers. Colder weather and the start of the school year means there's less supply and demand, but this can work in a buyer's favor. With more time to search for your dream home, it's easier to get exactly what you want.

Tips for Buying a Home in Fall:

- **Take your time searching for a home you'll love. Find out why a seller is listing a home in the fall.**
- **Negotiate strongly. Fall sellers may be more flexible about price cuts and repairs.**
- **Visualize homes year-round or ask sellers for pictures from other seasons.**



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Understanding market trends and coming prepared for the season can help you secure your dream home and save big.

If you have questions or concerns about the best time of year to buy a home, give me a call! My goal is to help buyers find the best homes for the best prices. I'm always happy to help with expert tips and advice.

Get a FREE Home Value Update at : **DougHansen.FreeHomeValues.net**

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