



5 Reasons

YOU'LL FALL IN LOVE BUYING A HOME IN THE FALL

1 *There's less competition.*

In many areas, fall is considered the off-season in real estate. Just as the weather cools down, the market also cools down a bit. This means fewer buyers are actively searching and competing for the same properties. Shopping for a home during the fall season means you'll have more time to evaluate your options, make decisions, and not rush things due to bidding wars and fierce competition. That way, you can avoid buyer regrets and be more confident in your home purchase.



2 *Sellers are more motivated.*

Sellers who list their homes in the fall often have a time-sensitive reason to move. They are motivated to sell quickly before the busy holiday season begins and inclement weather becomes persistent. It could also be that the house has been on the market since summer and the seller is already getting anxious. Whatever the situation, you are more likely to have a competitive edge for negotiations regarding moving date, price, and other offers if you encounter a seller who's eager to unload their property as soon as possible.



3 *You can assess how the property will hold up against weather elements.*

While it's lovely to view a home at its peak beauty, surrounded by blooming flowers, lush gardens, and clear blue skies, house-hunting during the fall also has its advantages. This is a great time to see the home's true colors. With less focus on landscaping, you'll get more insight into the property's overall structural integrity, the state of the HVAC system, and how it will hold up against the elements. Not to mention that a lot of major issues can be exposed during the rain or snow. And if you're still impressed about the home even when all the plants have died off, you've probably found a winner.

4 *Professionals are less busy.*

In the spring and summer, most agents, appraisers, inspectors, movers, contractors, and other related professionals are super busy with their time divided among multiple clients due to the high demand. As the market slows down and becomes less competitive in the fall, these professionals can be more prompted to find steady business. This means they can devote more time specifically for you to ensure you're getting the best service.

5 *There's still time to settle before the holidays.*

By making your dream home purchase this fall, you can have more time to get acclimated to your new home before the holidays, which can be quite stressful. And what fun will it be to decorate your new space, try a seasonal theme or accent, and celebrate the season in your new home!

