

TIPS FOR SMART **SEASONAL HOME BUYING**

Spring home buying tips



- Get pre-approved before you start touring. It strengthens your offer and helps you move fast.
- Be prepared to act quickly. Homes move fast in spring, so don't wait too long to make decisions.
- Work with a local agent who understands how fast-moving the market is this time of year.
- Tour homes during weekdays, if possible, to beat weekend crowds and bidding wars.

Fall home buying tips



- Sellers are often more motivated—use this to negotiate on price, repairs, or closing costs.
- Ask your agent to look for price reductions and homes with more days on the market.
- Tour homes earlier in the day to take advantage of the shorter daylight hours.
- Look past cosmetic considerations like bare trees or faded landscaping. Focus on structure and layout.

Summer home buying tips



- Be strategic about timing. Inventory is high, but so is buyer competition—move fast but smart.
- Expect longer daylight hours to help with showings, but schedule tours in the cooler part of the day if needed.
- Don't skip inspections or overextend your budget to "win" a home. Know when to walk away.
- Consider homes that have lingered on the market—they may be ripe for negotiation.

Winter home buying tips



- Be patient. Fewer listings mean it may take longer to find the right home, but you'll face less competition.
- Inspect key systems carefully, especially heating, insulation, and the roof.
- Use weather conditions to your advantage. Snow, rain, or cold can reveal issues hidden in other seasons.
- Ask for seller concessions like closing cost help, repairs, or flexible closing dates.