

# Real Estate *Matters*



*The* **BROKER  
CORNER**

*with*

**Jeff Hollansworth**  
RE/MAX  
of Hot Springs Village

## Winter Home-Buyers

**QUESTION:** *Are the year-end holidays a good time to buy a home?*

**ANSWER:** *Yes, this could be a very good time to buy.* When real estate slows down, mortgages slow down, reducing the backlog of paperwork associated with mortgage approvals. That doesn't mean you'll have lax guidelines, rather it means that there are fewer loans to process and yours can move along faster.

Some sellers will avoid listing their home in December because of the short days, wintry weather and the belief that buyers are otherwise occupied with the holidays and travel. Truth is, those who continue to actively market their homes in the Winter are in some cases, under pressure and highly motivated to strike a deal. Also, there may be tax reasons motivating a seller to get a deal done prior to April creating a greater opportunity for negotiation.

If you're a serious buyer, you needn't be shy about intruding into sellers' homes around the holidays or the climax of football season. If a home is for sale, you can assume that the owner's sincerely want buyers to see it.

Often home prices are lower in the depths of winter compared to other months. Industry reporting services often show home appreciation slows in the fourth and first quarter, making homes more affordable.

Since winter is generally a slower time of year, you may find there aren't an abundance of buyers shopping for homes; which is exactly why this may be a good time to house-hunt. Fewer buyers could mean a great opportunity for you to make an offer and negotiate a favorable price.

"We have a larger than usual number of people that we've made reservations for this winter," remarked Jeff Hollansworth at RE/MAX. "With economists reporting that 2015 may provide some decent upside, now is the perfect time to take advantage of our Village home values."

And, if you are thinking of selling, contact RE/MAX for a no-obligation Market Analysis of your home. Send your street address to [HSVinfo@sbcglobal.net](mailto:HSVinfo@sbcglobal.net) for a prompt reply.