



4 Reasons Autumn is a Great Time to Buy Real Estate

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Me Molly Ellis

Associate Broker
**AB, ABR, ASR, CLHMS,
CRS, CNE, GRI, EcoBroker,
e-PRO, TRC**

Business: 360-692-6102
Seattle: 206-282-5340
Cell: 360-620-2690
mollyells@windermere.com
www.mollyells.com



Windermere Real Estate/West Sound, Inc.
9939 Mickelberry Rd NW - Silverdale, WA 98383

*If you are already working with an agent, this
is not meant as a solicitation for that business.*

It's that time of year again – crisp winds, kids back in school, and leaves falling. Autumn is in the air.

While spring and summer are generally considered “peak” seasons in real estate, smart buyers know that autumn is a fantastic time to make a move. Here's why:

1. Seller frustration.

Put yourself in the mindset of a seller who has had a home on the market since the spring. The busy season has passed—but their property still sits there with a big sign on the lawn.

Sellers are frustrated because they thought they would have sold their home by now. This is good news for buyers, as these sellers are going to be much more motivated to close a deal. They're sick of waiting and may consider an offer that would have seemed ridiculous three months ago – just to put an end to the months of waiting.

2. Inventory shift.

Once the summer is over, there is a lot less activity. Inventory drops as people pull their homes off the market.

On the surface, this may appear to be a negative for buyers. The truth is just the opposite. It means that there is less competition. Less competition means that less-serious sellers are

weeded out. The ones that remain are usually those who really want or *need* to sell. They are often much more willing to negotiate than the ones who took their homes off the market.

3. Tax implications.

November and December home sales are often precipitated by a necessity to sell for tax purposes. Many sellers need to get a transaction on the books before the end of the year to enhance their IRS return. These are the people who are going to be very flexible and accommodating to offers that may have fallen on deaf ears in the spring.

4. Faster transactions.

Another benefit of autumn real estate sales is speedier closings. Appraisals and inspections tend to get done more quickly in the fall because there just isn't as much activity.

If you're thinking about buying, don't wait until spring. Now is the time to find a deal that just wouldn't exist at any other time of year.

Want to see what's still on the market? Just give me a call at (360) 620-2690 or send an email to mollyells@windermere.com. I can identify the serious sellers by analyzing the days-on-market number, the price adjustments they've made, and the current status of their listing.

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