



It's the Most Wonderful Time of the Year...to Buy a HOUSE!

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Although the real estate market seems to come to life as the snow melts and flower buds begin poking through the thawing ground, the busyness and competition of a spring real estate market can actually make it one of the *worst* times of the year to buy a house. Conversely, the holidays can present some unique advantages for buyers, making it a much better time to purchase that home you've been dreaming about.

Elizabeth Weintraub, realtor and *thebalance.com* contributor, explains why Christmas Day is the best best day of the year to buy a house.

Almost nobody looks at homes on Christmas Day. Whether you celebrate Christmas or not, there are typically a much lower number of buyers shopping for a

home in December. But buying on or near Christmas Day is a smart move. If you scout out the homes on which you'd like to make offers a few days before Christmas, you'll be better positioned.

Below are 5 reasons you should consider buying a home during the holidays:

1) Eating, drinking & being merry

People are in good moods, celebrating, opening presents, enjoying family and, let's face it, some are a little tipsy.

2) The giving mood

People are more inclined to be generous, even if it means coming down on the price. "Hey, it's Christmas; just sign it."

3) Little competition

Few buyers are out looking at homes during Christmas week, so the chance of multiple offers or any competition whatsoever is very low.

4) Low prices

Home prices typically drop to a 12-month low in December.

5) Year-end motivation

If a person has their home on the market over Christmas, that person is definitely serious about negotiating and selling that home. You can bet on it. Better yet, why not write an offer?

Of course, the key is to find a real estate agent who will:

- a) work on Christmas, and
- b) be aggressive enough to worm his or her way into the seller's home without batting an eyelash. Those agents are

out there.

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