

SOUND OFF *Lorraine Amaral*

Why is winter this year a great time to be a buyer?



Now that celebrations have passed and New Year's resolutions are well underway, this can be the most promising year yet if you are a new home buyer.

Welcome 2016! If you are searching for a home, January and February are a perfect time to purchase a property. First of all, during the winter months inventory is typically down, but this year many sellers have not temporarily removed their listings off of the market for the holiday. Therefore, this leads to

an abundance of different types of homes to choose from.

Also, with the lack of snow and the warmer temperatures, buyers are more active now than in prior years. The home prices have remained at a great value this time of the year and many homes may increase early spring.

In addition, the mortgage rates have currently stayed low but the projection for this new year will be that they will slowly rise making for a tougher payment plan. So don't hesitate working with your Realtor immediately if you

are searching in January and February. Your Realtor can impress upon you the importance of being aggressive with your showings.

Once you have decided upon your purchase, this time of the year is also a great time for professional building inspections. The weather is typically wetter now so many issues would be more obvious in a home that would not show up in the warmer drier months.

Buyers are also more conscious of snow, therefore making exteri-

or driveway and roads a concern where they might have been overlooked.

Spring is right around the corner where the homes may appear more appealing to the buyer, but smart buyers will continue to search now. If you can overlook the dreary and gray days of winter showings, you may be able to take advantage of the great home sale prices. Shop now and enjoy later.

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