



Dead market - a live opportunity for home buyers

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With Christmas and New Year sales uppermost in many people's minds, very few home buyers are out there looking in January and December.

There could be some real opportunities for the determined home buyer. Any seller who is keen to get moving, may have to be flexible and realistic on price.

PR9.NET December 09, 2005 - London, UK- "This is a good time to buck the trend and think about buying," suggests Chris Dobson of EstatesForum (www.estatesforum.co.uk), the advice site for home buyers.

"Remember it's a slow time for agents with few deals being done. A genuine buyer is likely to get star treatment."

Buyers should ask agents if any of their clients are keen to sell quickly. Review details of unsold homes that were previously of interest but too expensive. Which sellers seemed anxious to move at that time, perhaps weeks or months ago? Is it time to step in with an offer?

While many sellers will wait until the market picks up in Spring, it only takes one seller who needs to sell now, to allow a buyer to negotiate a really keen price.

Buyers have nothing to lose by trying offers. They can negotiate better by turning their bargaining strength to their advantage.

It suggests how asking searching questions at viewings can help identify buyers who might listen to offers.

It's just as important to avoid pitfalls. Buying into an unknown area or home can reveal unexpected problems later. These have an impact on future value.

The advice to buyers wanting a good deal is to get out there and look now. December and January may not be the obvious time for home buying. But determined and persistent buyers could find some real opportunities to save money.

More information about home buying opportunity in December and January can be found www.estatesforum.co.uk

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We are a agency based in the UK.