

Buy, Buy, Buy: Why Late Summer Is the Perfect Time to Buy a Home



Is late summer a good time to buy a home? Should you wait until fall? Is August one of the best months to purchase a house?

While spring is often considered the busiest season for real estate, late summer offers several advantages that many buyers overlook. As the market begins to settle down, buyers may have more homes to choose from, more room to negotiate, and enough time to move in before winter arrives.

If purchasing a home is on your to-do list this year, here's why late summer deserves a closer look.

Sellers May Be More Ready to Make a Deal

Many homeowners put their homes on the market in the spring with hopes of moving before the new school year begins. By late summer, some are eager to sell so they can complete their move before fall or before the end of the year.

That can create opportunities for buyers. While every situation is different, sellers may be more open to negotiating on price, closing costs, or other terms if it helps them move forward.

Minnesota Weather Works in Your Favor

Anyone who has experienced a Minnesota winter knows that moving isn't much fun when snow and ice are involved.

Buying a home in late summer gives you more daylight for moving, favorable conditions for home inspections, and the chance to get settled before colder temperatures arrive. It's also a great time to complete outdoor projects before winter weather sets in.

Time to Make the Home Your Own

Whether it's a fresh coat of paint, new landscaping, or a kitchen update, buying in late summer gives you extra time to complete home improvement projects before the seasons change.

That means you can spend the colder months enjoying your new home instead of planning renovations for next spring.

Get to Know Your New Neighborhood

Summer is one of the best times to become part of a new community. Local events, parks, farmers markets, and neighborhood gatherings make it easier to meet your neighbors and explore the area before everyone heads indoors for the winter.

You May Find Better Buying Opportunities

Late summer isn't just convenient; it may also help your budget.

According to Zillow, **26% of home listings received price reductions during July and August in 2024**, the highest share of any time of year. Zillow also found that August offers buyers a strong combination of available homes and sellers who may be more willing to negotiate as they work toward selling before fall.

While great opportunities exist throughout the year, late summer can offer the right balance of selection and value for many buyers.

Ready to Make Your Move?

Whether you're buying your first home, moving into a larger space, or finding the right place to settle down, timing can make a difference.

If you're thinking about buying a home this season, the team at **Arcadia Credit Union** is here to help. From understanding your financing options to guiding you through the mortgage process, we're committed to helping you move forward with confidence.