

## Charlottesville Refi Warriors Take the Initiative

Back when Charlottesville mortgage interest rates plummeted by 46% in less than four years, it precipitated a sort of refi tsunami. The volume of Charlottesville refinancings was nothing short of enormous. For the first time in a long time, the benefit for homeowners who could lower their Charlottesville mortgage interest payments had become all but irresistible to everyone whose home loan predated the plunge. Lenders were swamped—and they loved it!

The current climate for Charlottesville refi's is much calmer and considerably less well publicized. Nonetheless, it still holds out the prospect of real savings for homeowners whose current Charlottesville home loan terms are less favorable than those offered on today's market. If you fall into that category, it will be worthwhile to do some investigating. In fact, if you follow what industry experts recommend, you'll take the bit in your teeth and become a *Refi Warrior*!

Most busy homeowners expect that applying for a refi will consist of gathering answers to the expected questions, filling out the forms, and awaiting an offer. Refi Warriors have a different mindset: they don't just passively apply to the first lender who advertises a low rate. Instead, they go after offers from multiple lenders.

The inventors of the FICO credit risk score that lenders use agree wholeheartedly. On their *myFICO.com* web site you can find what might be called the *Refi Warrior's Rules of Combat*:

- **Shop Around.** That is, get offers from multiple lenders.
- **Compare details.** Interest rates aren't the only consideration; take all the details into account.
- **Let 'em compete!** Don't be shy about sharing what you've been offered by others. As FICO puts it, "In most cases, the lender will be willing to work with you—especially in areas that other lenders are already offering you."

This aggressive consumer attitude may not come naturally, but since even the guiding lights at FICO recommend adopting it, there is no reason why it's not worth a try. The object is to get the best offer from every candidate—and the first offer is not necessarily that!

Your home is more than just the family's operational headquarters—and a timely refinancing can be an excellent way to maximize its value as an investment. For help and advice whenever Charlottesville real estate matters arise, we're standing by to offer help and advice!



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**SETH BATTON**

REALTOR, ABR®, e-PRO®, GREEN®

Born and raised in the Shenandoah Valley of Central Virginia, I love everything outdoors. Most of my free time is spent hiking, rock climbing, playing water sports, or cooking out on the back deck with friends. As a child, my parents built me with the core values of a southern gentleman. Trust starts with honesty and honesty builds integrity. I'm a technology guru! One of my favorite hobbies is restoring old homes in depressed neighborhoods to meet the needs of our generation today. My mission is to build a career worth having, a business worth owning, and a life worth living. Being GREEN® is more than just the resource efficiency of your home. It's a lifestyle choice! Let's discuss how to minimize your carbon footprint in everyday life by simplifying your daily commute, decreasing your household energy costs, and boosting the efficiency and sustainability of your daily routine!

I'm an Accredited Buyer's Representative (ABR®) with the National Association of Realtors. Which means I have extensive training to help walk you through the home buying process from start to finish. From lenders and home inspectors to mortgage agents and closing companies, together we will find the best home for your family's needs!

As an e-PRO®, I can show your home to over 500 million visitors today. And you don't even need to vacuum! Curb appeal isn't just about looking good from the street. It's about looking good from the digital highway!

### **For more information contact me at:**

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