

Optimal Timing For Your Charlottesville Home's Sale

Hardly anyone decides to put their own Charlottesville house up for sale without wondering whether there wouldn't be a better time to do so. There are a couple of different ways to look at the timing of your Charlottesville home's sale—but only one of them is controversial.

Controversial: timing by the calendar. A good number of real estate commentators think that the optimal timing for any home's sale is during the spring/summer season. In the residential real estate lexicon that's the "peak selling season." Statistics validate their point. Since the majority of transactions are in fact initiated during the good weather months when the sun shines the longest, it might seem to make the most sense.

The controversy arises when it's pointed out that this notion is so commonly held that timing your home sale to list it during *the peak* puts you in competition with many more sellers. Peak season proponents don't think that's a problem since there are also more buyers in the market. Naysayers counter that house-hunters in poorer weather are demonstrating that they are more committed—by definition, they are better prospects. And so on—and on. The argument isn't likely to be settled any time soon.

Non-Controversial: timing by your personal calendar. This argues for disregarding the wall calendar in favor of letting your personal situation dictate the timing for your own Charlottesville home sale. Financial commentators make the argument that when your home no longer fits your lifestyle, that's all the timing you need to pay attention to...*if* your financial ducks are in a row. The seasonal timing debate can be argued either way, but almost everyone agrees that the underlying economics should dictate the final word on timing.

Once your debt situation is in control, and you're confident that you can afford the move to your next house, the only timing issue remaining is allowing enough of it to bring your current Charlottesville home up to prime showing condition. Whenever your personal situation aligns to suggest it's time to start thinking about selling, one timing element I can heartily suggest is to give me a call. We'll have a no-obligation discussion about if and when to get the ball rolling!



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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:

Seth Batton, Realtor

3510 Remson Ct., Suite 301

Charlottesville, VA 22901

(c) 540-241-1877

(w) 434-220-2200

SethBatton.com

seth@FindHomesInCharlottesville.com



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