

Charlottesville Real Estate Agents of All Stripes Share a Single Piece of Advice

The dual nature of Charlottesville real estate agents is unlike most other professions. A medical doctor who is a family physician in the morning doesn't switch hats and become a surgeon in the afternoon—any more than a lawyer who pleads in court for a defendant can decide to become a prosecuting attorney that afternoon.

On the other hand, Charlottesville REALTORS® may begin any single day in negotiations representing a seller, then spend the afternoon escorting a buyer client through a series of Charlottesville home showings. I'm happy to say this isn't evidence of a split personality disorder. It's perfectly normal (I tell myself everyday): the Virginia real estate agent's license I carry specifically permits me to perform as either a buyer's or a seller's agent. That's noteworthy because each of the agencies carries distinct professional obligations and independent skills acquired through years' experience in the industry.

The subject of the duality of being a real estate agent came to mind this week when I happened across an article on the topic of the 3 things you *shouldn't* talk about with a seller's agent. The author listed the 3 things: how much you like (or dislike) a house; the size of your budget; and (well, the last one wasn't specifically what not to talk about)—just the advice to buyers to “let your agent do the talking.”

I can vouch for all three, but go it one further: the same real estate agent advice works for sellers, too. Your agent is there to expertly gather and dispense relevant information, at the same time preventing the divulging of any and everything that might weaken your side of the coming bargain. Doing so while maintaining a positive, upbeat tenor is an art—one that sharpens with practice. For sure it's one place where there is no substitute for experience.

Whether your next Charlottesville real estate role will be as buyer or seller, I can be there to serve as your voice—as well to offer my experience, guidance, and advice you can count on. Call me – I'm here to help!



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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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