

Hardball Fouls in Charlottesville Home Selling Negotiations

When it comes to appraising and developing appropriate responses to offers on your Charlottesville home, I'm there to offer counsel and guidance. Even so, you are the ultimate decision maker. Especially for Charlottesville homeowners without previous selling experience, becoming familiar with some practical pointers for home selling negotiations is well worth doing. Charlottesville sellers can find one rich source at the National Association of REALTORS® web site. This month's World Series finale undoubtedly inspired the title for a list of home selling negotiation pitfalls. Published the morning of Houston's Game 7 victory, it dealt with errors in home selling negotiations. It was subtitled "*Negotiation Hardball Fouls.*"

Although the first "foul" was "*starting a bidding war,*" that was a slight overstatement. Obviously, a bidding war is any Charlottesville seller's ideal situation. What was spotlighted was *how* that situation could be mishandled. One misstep is setting an offer deadline too far in the future because time-pressed buyers might disappear. Another foul ball is passing up an already strong offer that might not reappear.

Another home selling negotiation tactic that Charlottesville sellers should think twice before adopting is being overly tough when responding to repair requests. That's similar to "being stubborn" about a host of other relatively minor points like setting the closing date, closing cost payment requests, and squabbling over inclusion list items.

Another tactic that might result in an expensive misfire: threatening to put the property back on the market. The problem here isn't only the stigma sometimes attached to the "*put back on the market*" tag. It's also the fact that interested buyers you'd expect to return might have moved on.

The valuable insight that underlies all of the NAR examples is a guiding principle I believe to be valid for all home selling negotiations. When you are coming down the home stretch (or are in game 7 of the Series), evaluate every aspect of an offer as part of the whole transaction. Individual details that might seem emotionally important lose their clout when viewed in relation to the whole. In other words, as every major (and minor) league batting coach will tell you, if you want to make contact, keep your eye on the ball.

No matter how exciting it might be, any World Series Game 7 is only a game. When it comes to selling your Charlottesville home, it's a much more meaningful exercise to the families it will affect for years to come. I keep that in mind during every aspect of your Charlottesville home's sale, from the listing's preparation to the final home selling negotiations. Call me! I will be there every step of the way.



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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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