

## **Charlottesville's Calendar Delivers 6 Reasons It's Selling Season!**

This Tuesday, Charlottesville calendars mark the first day of spring: the vernal equinox. The onset of astronomical spring doesn't quite coincide with Charlottesville's real estate spring selling season, which most agree should be considered to start 12 days later, at the start of April.

Just about everything you need to know about why we expect Charlottesville's spring selling season to be as active (some say "frantic") as ever can be gleaned by a glance at the calendar. After the long winter, it explains why so many homebuyers seem to come out of the woodwork. Here are six of the calendar-based factors that help make spring *the* peak selling season:

1. Families with children are captives of the school year calendar. They want to get their sale or purchase out of the way so that moving won't disrupt next semester's activities.
2. Nicer weather moves people to get out to investigate. That may sound like a trivial reason, but when you add in the unarguable appeal of springtime gardens, the atmospherics alone would be enough to quicken sales.
3. Tax refund checks are headed for 83% of filers. With average amounts in the thousands of dollars, it's no wonder they give buyers a feeling of well-being. This year, 2018 federal tax reductions have also improved many a paycheck's bottom line.
4. Springtime provides a natural rebound from the typical Charlottesville winter real estate doldrums.
5. Longer daylight hours provide more time for showings—and in real estate parlance, "brighter" is synonymous with "more appealing."
6. This year especially, there's a 'tick-tock' factor: economy-minded homebuyers are incented to lock in Charlottesville properties before prices and interest rates rise.

There are always reasonable arguments for Charlottesville buyers and sellers to choose some other season, but over the long haul, the single point that's hardest to dispute is in the numbers. Nearly 40% of U.S. home sales occur between April and July.

If you've been thinking that springtime might be the right time to create your own Charlottesville selling season, it's not too late to make it happen! Give me a call to discuss how quickly we can turn that idea into action.



**kw** | **charlottesville**

**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](mailto:seth@FindHomesInCharlottesville.com)***



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