

Imaginary Real Estate Quiz for Charlottesville High Schoolers

Even though the average adult homeowner spends about a quarter of his/her hard-earned income on real estate-related expenses, there's no Charlottesville high school course that teaches real estate fundamentals. We may have all grown up accepting that fact, but when you think about it, it really is astonishing. Especially because most of us don't discuss the very fundamental details of homeownership with our parents, either (at least not until we need a little help coming up with that first down payment).

If there were a high school class on real estate, I think a good first order of business would be establishing how relevant the subject matter is to everyday life in Charlottesville. Imagining what a snap real estate quiz might look like at the end of the first week, here are some possible questions. They're multiple choice (to give the kids a chance!)—

1. **Last year, how many homes were sold?**
 - a) 1 million
 - b) 3 million
 - c) 5 million
 - d) 20 million
2. **What fraction of homebuyers were first-time buyers?**
 - a) 1/10
 - b) 1/4
 - c) 1/3
 - d) 1/2
3. **Over half of today's homebuyers first found their new homes via**
 - a) Newspaper and magazine ads
 - b) Yard or open house sign
 - c) The internet
 - d) Real estate agents
4. **Typical buyers prefer**
 - a) Neighborhood quality over size of the home
 - b) Shorter commute time over a larger yard
 - c) Both of the above
 - d) None of the above
5. **In the U.S., how long does it typically take for a home to sell?**
 - a) 10 days
 - b) 15 days
 - c) 3 weeks
 - d) 2 months
6. **Median sale price for a typical "For Sale by Owner" home vs. an agent-assisted sale:**
 - a) \$180,000 vs. \$120,000
 - b) \$200,000 vs. \$250,000
 - c) \$190,000 vs. \$249,000
 - d) They sell for about the same price

ANSWERS: I'll admit the last question is pro-real estate agent propaganda – but it's accurate, so why not? As you may have guessed, *all the correct answers are c*). For the answers to all your other Charlottesville real estate questions, just give me a call!



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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 you 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!

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