

Tips to Make the Most of Charlottesville Open House Visits

Spring is Charlottesville's prime selling season, which means that, in addition to the welcome appearance of springtime flowers, we can look forward to the seasonal crop of Charlottesville "Open House" signs that will be sprouting up around town. The Open House events they announce will draw a wide audience of visitors, from the inevitable looky-loos to the serious house hunters who are the target audience.

If you are among the latter group, you should know that the casual attitude most open house attendees adopt isn't for you. As in all other life pursuits, the choicest rewards tend to end up with those who come prepared. Believe it or not, there are some best practices that experienced open house attendees follow:

- Show up early. An open house your opportunity to inspect a listed home without going through the formalities involved in a prearranged showing, but you want to learn as much about the property as possible. Later in the day, you're likely to be part of a mob, so the agent-host won't have time to show you around and answer your questions. The first visitors to any Charlottesville open house usually get the most attention.
- Don't be shy about asking questions. The agent won't be put off—intelligent questioning is the hallmark of serious prospects. See if you can find out how motivated the owner is (determine if there have been asking price changes, days on market, etc.) and why the property is being sold.
- *DO* be shy about answering questions. Be courteous—but don't volunteer any more information about yourself and your house hunting than the minimum. The agent may well become someone you will be negotiating with: if so, there will be time enough to establish your *bona fides*. Keep a good poker face if you're thinking this may be the perfect house for you!

You never know; any Charlottesville Open House can turn out to have been the introduction to your next home. Knowing that the potential is there will make you an "ace" Open House visitor who makes the most of every opportunity. You can also call me to notify you about upcoming open houses that match up well with your 'must have' list!



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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!

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