

The Best Charlottesville Real Estate Agent's Top 5 Qualities

If you are just about to commit to buying or selling a home in Charlottesville, the first important task before you comes with identifying the best REALTOR[®] to assist your effort. That comes first because although you might begin by combing through the current Charlottesville listings or driving through the neighborhood to spot what's going on, there is always a possibility that acting without delay will be important. If that happens to be the case, zeroing in on the best Charlottesville agent takes first priority.

How you ultimately select that best real estate agent for you involves a selection process that's a lot like any business person's procedure—except that it's easier to identify the candidates. You won't have to post "help wanted" ads since the candidates (myself included) are all actively looking for *you*! We are the prominent Charlottesville brokers and agents whose names you see on the web and on our "*FOR SALE*" signs. They're all over the place.

The true lion's share of the work of identifying your best "hire" will come in the conversations you have with the leading candidates. Whether you call them up or drop in on them at their office (or run into them at an open house), it's important to bear in mind that these conversations, whether casual or not, are actually employment interviews. You're the boss; the agents are applicants—and the hiring decision is a very important one. During these interactions, if you can determine that the agent you're speaking with is strong in these five qualities, you've found your agent:

1. **Accessible.** The best Charlottesville real estate agent for you is easy to talk to—the kind of person you connect with automatically; who puts you at ease. The best agent will be someone who is engaging and enjoyable to talk with.
2. **Professional.** At the same time (it only *seems* to conflict with the above), the best agent is a professional at all times. After all, some of the most durable friendships wind up being with people we've "been through the wars with" in business!
3. **Sympathetic.** A lot of the business at hand will consist of pinpointing your personal tastes and leanings and prioritizing them correctly. The best Charlottesville real estate agent for you will be keenly aware of your preferences—which won't be the same as everybody else's.
4. **Authoritative.** That best agent knows Charlottesville inside and out; is personally familiar with the current crop of area listings; is known and widely respected by his or her Charlottesville real estate colleagues.
5. **Dedicated.** Your best partner in the upcoming campaign will be committed to the real estate profession—not just for this week or for this transaction, but for the long haul. The best Charlottesville real estate agent will be there for you the next time, too!

Needless to say, when you are narrowing the field for who you want to become your own best Charlottesville agent, I hope you'll call me for a chat!



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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.

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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