

Here are the 5 Top Reasons Why Now is the Time for Selling Your House in Charlottesville

When you have a firm timeline that governs when you'll be selling your Charlottesville house, it's one decision that's made for you. Of course, it's not always that easy. If a move from one home to another, or from Charlottesville to another area isn't dictated by outside events, you have to make the decision anew every week or month.

On the one hand, the adventure and energizing prospect of a new home tugs in the direction of getting the project going...while on the other hand, the mountain of details and effort pulls in the direction of putting it off a bit longer. Here are five prime reasons why *now*—at the tail-end of this summer, right before autumn sets in—is an increasingly good time to be selling your Charlottesville house:

1. It's the BEST time to be moving up...at least for the foreseeable future. The most reliable projections say that prices are projected to appreciate 23.4% by 2021.
2. The season is right. Whenever the spring/summer selling season starts winding down, competition begins to fade. And as soon as you have made your own Charlottesville sale, the homeowners you will be looking to buy from are more likely to be flexible.
3. Selling your Charlottesville house can move faster. The processing (paperwork, approvals, etc.) tends to find quicker action as seasonal activity slows.
4. Overall, there's just less competition. Aside from the seasonal aspect, overall, the big picture continues to be one of a housing supply that isn't keeping pace with demand.
5. Life. You've decided to sell sooner or later—but until you make the decision to take the plunge, many aspects of your life can get stuck. Major changes of all sorts have to be postponed when a big move is in the wind (especially when it gets stuck in that wind)!

The prime reason for knowing you are going to be selling your Charlottesville house, but not acting on it, is the hassle factor (the many details that have to be attended to). I can be a major help with all those parts—and since I enjoy every part of what I do, it's a feeling that's easily spread to my clients!

Making the decision that now is the time is actually simpler than stewing over it any longer. Just give me a call!



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SETH BATTON

REALTOR, ABR®, e-PRO®

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!

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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