

## Top 4 Post-Labor Day House Hunting Changes

A while back, *Forbes* noted what they called “*The Four Ways the Real Estate Market Changes*” after Labor Day. The article recognized a truism that holds for most parts of Virginia—namely, that the period between Labor Day and Thanksgiving is what most of us think of as “fall.” It went on to describe four ways the change of seasons alters the house hunting landscape.

Although I may not agree entirely with their broad brush proposition that a great number of house hunters throw in the towel after Labor Day, the four market changes described are often true enough.

1. **More of a buyer’s market.** Buyers who have held off through the prime selling seasons are more apt to find sellers who are more open to negotiation.
2. **Action increases for vacation homes.** This is prime time for Charlottesville home shoppers whose eyes are on vacation homes. By purchasing in the Fall, “you can have it bought and furnished by Spring.”
3. **Price dips.** House hunters find that asking prices, like the Autumn leaves, fall. *Forbes* may have simply been unable to resist the simile, but in many cases, it’s true!
4. **Open-ended house hunting.** Time pressures (like having to be moved in by the first day of school) will have vanished by Labor Day, so many Charlottesville house hunters tend to adopt a more leisurely house hunting attitude. There may also be something about crisp autumn days (and they’ll be here soon enough) that helps contribute to a more relaxed atmosphere—at least until the Holidays loom!

Every Charlottesville house hunter has specific individual goals and expectations—and of course, the same is true for sellers, as well. But it does seem to be true that post-Labor Day Charlottesville listings tend to include an uptick in price reductions—as well as some withdrawals that, as *Forbes* might have it, “will sprout anew” come springtime.

If your busy summer included activities and travel that kept you fully occupied, now may be an opportune time to inaugurate your own Charlottesville house hunting venture. When you’re ready to begin give us 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.

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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