

Selling Your Tenant Occupied Home In Charlottesville

Even investors whose Charlottesville rental homes have served long and well as income-producers can eventually decide it's time to sell. Given today's tight housing inventories, the current market does stack up as one where selling your tenant-occupied house can be a timely financial move.

But if that is under consideration, what should you do about the current tenant? Is it better to wait until the current lease expires—so that the vacated property can be shown without having to deal with an inconvenienced (and possibly miffed) tenant? Or will it be better to go ahead and list the property while it's still occupied? Virginia landlord-tenant laws will have to be observed in any case, and specifics depend on the terms of the rental agreement, but experience teaches that following a few straightforward guidelines will usually solve any tenant-occupied Charlottesville rental home sale issues before they become problematical.

As with so many "people" matters, keeping the lines of communication open should be the first order of business. For the planned sale of a tenant-occupied house, that means letting your tenant know as soon as possible that the house is going to be put on the market, and that you and your agent will actively minimize any inconvenience that might result. This is also the most opportune time to suggest that they consider buying the place themselves—an option that eliminates further complications.

If that's not a possibility, be prepared to address their likely concerns, such as—

1. **Having to allow strangers into their home.** Impress on the tenant that showings will only be conducted for qualified prospective buyers who will be escorted by an agent—a Virginia-licensed real estate professional.
2. **Having home life suddenly interrupted.** Let them know the terms of your agreement with your REALTOR® specifying the required advance notice for all showings.
3. **Having to move.** This is only a possibility since their good history as a tenant increases the possibility that the new owner may choose to continue to offer the property as a rental.

The solution depends on the specifics. If you are selling a property that tracks well as an investment, tenants may be a plus. If you are selling an upscale property, having it vacant and staged to the 9s may well be your best bet (and a good one, too!).

In any case, the most accurate advice will come when you give our team a call to come out and see your property. That's how we can develop the right game plan!



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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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