

Why Sell Your Charlottesville Home Now? Econ 101

“Give me one good reason why selling now is better than waiting until next spring,” is a perfectly legitimate request. It’s a challenge to the traditional peak of Charlottesville’s selling season. Why should right now, at the start of September, be the right time to sell your Charlottesville home?

Statistics show that more homes are sold in the spring and summer, that—plus sheer inertia—can be powerful arguments to the contrary.

So here’s the “one good reason.” In fact, it could be the best reason. It’s the textbook *Economics 101* basic rule about markets and pricing.

Simply put, the supply of housing all across the nation continues to be low. Really, *really* low. A few weeks ago, *USA Today* put inventories of homes for sale at “a 20-year low.” By the start of summer, that explained why the S&P CoreLogic Case-Shiller national home price index was up 5.6% from the year before—an all-time high.

Now, it could turn out that the supply of competing homes on the market remains low throughout the fall and winter—and even throughout 2018. But it’s also possible that conditions change, and that the housing inventory slump finally reverses. In fact, the economy, jobs reports, and consumer confidence *are* on the rise...

But until then, it’s what those Econ 101 introductory texts lay out: a basic truth that the price of an item is a reflection of supply and demand. Unless the annual pattern does a surprise about-face, come springtime, many more competing homes can be expected to enter the market. In other words, right now an already-constricted supply is likely to thin out even further. And most homeowners will wait for the traditional peak selling season to sell their Charlottesville homes.

The long and short of it is that listing now isn’t just *a* good time—it could be *the* good time. If you were looking for that “one good reason,” it’s also another reason, too—to give me a call me to discuss how best to sell your Charlottesville home!



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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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