

Charlottesville Real Estate Agents, Radio Ads, and Boosting Income

Successful Charlottesville real estate agents almost universally share some common personality traits. Among them is one skill that's not usually mentioned when it comes to real estate agent requirements. By the time we've been on the job for long, Charlottesville real estate agents have necessarily become *really* experienced and skilled drivers!

When I'm chauffeuring a buyer on a Charlottesville property tour, the car radio is turned down. That's because we have much to chat about—everything from impressions from the homes we've just seen and background information on the next to the latest intelligence on neighborhood happenings. It's an enjoyable part of my day.

But when I'm by myself, driving solo to or from an appointment, the radio is probably on. That's how I know that all summer long there's been a raft of commercials from a company pitching the idea that truly successful people don't spend 24 hours a day tending to their main business. The most accomplished among them know "the secret" of how to control "both money *and* time" (by which is meant their *own* time). The spiel is actually a promotion for a self-help company that promises to school their customers in "how to create multiple income streams."

I couldn't agree more. Not about that self-help company, which may or may not dispense useful advice. I mean about the genius of fostering multiple income streams. Charlottesville real estate agents have seen it in practice, and it works as advertised.

Even better, you don't have to take a special course in business strategy to cash in on the concept. Just identify one of the current Charlottesville listings that would make a good rental property, double-check the arithmetic that forecasts positive cash flow combined with underlying principal appreciation, and act to become one of Charlottesville's real estate investors with multiple income streams generated by Charlottesville rental properties.

I know how to help with the whole process of broadening your income sources. With UVA, one of the nation's most prestigious universities in our backyard, there will always be tons of renters biting at the bit to become your new tenant. Your next real estate investment can start as soon as you give me a call!



kw | **charlottesville**

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!

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



Copyright 2017 Keller Williams® Realty, Inc. If you have a brokerage relationship with another agency, this is not a solicitation. All information deemed reliable but not guaranteed. Each office is independently owned and operated.