



APRIL 2025 / VOL 3 / ISSUE 4

# THE REALTOR REPORT



A Real Estate Newsletter from Travar Middleton Realty



## JOB LOSS SUPPORT FOR FEDERAL EMPLOYEES

As a real estate agent, here's a quick breakdown of why tariffs can be both good and bad—especially in how they might affect the housing market:

### 👍 Why Tariffs Can Be Good:

- **Protect Local Industries:** Tariffs on imported materials like steel or lumber can boost domestic production. That might create jobs and help the local economy—good news for homebuyers and investors.
- **Encourages Local Sourcing:** Builders might turn to local suppliers, potentially creating more stable supply chains and even niche market opportunities for custom or green homes.

### 👎 Why Tariffs Can Be Bad:

- **Increases Construction Costs:** Higher prices on imported building materials drive up the cost of new homes. That can reduce affordability and slow down new development.
- **Slows Market Activity:** If building becomes too expensive, fewer homes get built, inventory stays tight, and prices stay high—not ideal for first-time buyers or the middle class.

So, in real estate, tariffs are a double-edged sword. They might help the economy in some ways, but they often make it harder and more expensive to build and buy homes.

Want me to focus more on how this affects a specific type of property or area?

## FEATURED THIS MONTH:

- 11-13 Phoebus 125th Anniversary Celebration
- 12 - Portsmouth Spring Wine Festival
- 24-26 Virginia International Tattoo
- 26-27 Air Power Over Hampton Roads Air Show
- 26 Hampton Mosaic Festival



## NEGOTIATION STRATEGIES: HOW TO GET THE BEST DEAL, WHETHER BUYING OR SELLING

Negotiating effectively is key in real estate. Whether you're buying or selling, these strategies can help you secure the best deal.

- 1. Understand the Market:** Know if you're in a buyer's or seller's market. In a seller's market, expect more competition, while in a buyer's market, you'll have more negotiating power.
- 2. Set Clear Goals:** Define your price range, timeline, and must-have conditions to avoid emotional decisions and stay on track.
- 3. Leverage Information:** Do your homework. Buyers should research the property, while sellers can learn about buyers' motivations to tailor negotiations.
- 4. Make a Strong First Offer:** Buyers should start with a reasonable offer below the asking price. Sellers should price competitively based on market trends.
- 5. Be Ready for Counteroffers:** Counteroffers are common. Buyers should stay calm if prices rise, and sellers should remain flexible but firm on price.
- 6. Work with a Professional:** A skilled agent will provide valuable advice and help with negotiations, ensuring the best possible deal.

Effective negotiation requires preparation. By understanding the market and setting clear goals, you can secure the best deal, whether buying or selling.

## SPRING INTO ACTION: WHY APRIL IS THE PERFECT TIME TO BUY OR SELL

Spring is here, and the real estate market is heating up! April is one of the best months to buy or sell a home, thanks to great weather, increased listings, and eager buyers.

### For Sellers: Boost Your Home's Appeal

Take advantage of the season by:

- **Enhancing Curb Appeal:** Fresh landscaping and a clean exterior make a great first impression.
- **Spring Cleaning:** A clutter-free home looks bigger and more inviting.
- **Pricing Smartly:** Homes sell faster in April, but strategic pricing is key.

### For Buyers: Be Ready to Act

With high demand, preparation is crucial:

- **Get Pre-Approved:** Strong financing gives you an edge.
- **Move Quickly:** Popular homes sell fast!
- **Consider Off-Market Options:** A good realtor can help you find hidden gems.

April's market is competitive but full of opportunity. If you're thinking about making a move, let's connect!



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