



Monthly Newsletter

February 2022

Latest News

Firstly, I want to thank you for all the great feedback I received on last month's newsletter! So many people reached out to me and told me the January issue was a great read, so I'm glad to hear that. In preparation for the Spring market, I have been super busy since last month with both buyers and sellers. I have already engaged in many bidding wars with buyers, some of which we have lost, but thankfully, I have won most of them.

In terms of the real estate market, we are still experiencing low inventory even though listings have increased, so has buyer demand (which is expected). Rates are on the rise, but they aren't too bad since we've been spoiled with historically low interest rates for the past couple of years. These are still great rates to buy a house at. The only downside to these rate increases is that they may force some buyers out of the market. As price increases continue, if they were already at their maximum qualification toward the end of last year, this higher rate will reduce their purchasing power.

This is a great time to put your house on the market if you're looking to sell. Offers are likely to come within the first couple of days. My tips on buying in 2022 are included below in case you're considering buying. You'll want to be fully prepared if you decide to buy. My approach and strategy is consistently working for my buyers. Let me know if you'd like to talk (I don't disclose all my secrets online).

Looking forward to seeing what March has in store for us all! Talk soon.

Market Statistics for Charlottesville City & Albemarle County

February 15th



**Total Number of
Homes Listed
(30 days)**



**Median Sales Price
(30 days)**



**Average Days On
Market (30 days)**

Despite the increase in listings, there is still a shortage of inventory to meet the demand from buyers. Average days on market is at 4, although most sellers are allowing extra days for buyers to view before submitting their offers. As the weather improves, more listings should appear towards the end of February and into March.

Are You Buying?

Tips for Buying in 2022

There are many reasons to buy a home -- financial stability, building equity in a place of your own, and not having to follow a landlord's rules. Here are four important tips to help make your home buying dream a reality this year.

Contact your lender and set a budget

Due to a high demand for housing and a limited supply, home prices rose significantly in 2021. I expect the same trend in 2022. Contact your mortgage lender first and set the budget. This way, we can meet and see what neighborhoods you can afford. Often, buyers begin the search before examining the numbers. To get the best results, you should approach the process in the opposite way -- decide where you can afford to look, and then go out to see different houses in person with your realtor. You could fall in love with a home or town you can't afford if you take the opposite route.

Work on boosting your credit score

There is a good chance that you will not be able to buy a home outright this year. A mortgage is more likely. A high credit score increases your chances of getting approved for both a home loan and an affordable interest rate. There are a number of ways to improve your credit score. To begin with, make sure you pay your bills on time. If possible, pay off some of your existing credit card debt, especially if you have a high balance relative to your total credit limit. As a last step, check your credit report for errors and fix those that may be affecting your score.

Set aside extra money for a down payment and closing costs

Home values are so high that you can expect to pay more in 2022. If you want to avoid private mortgage insurance (PMI), you will need to put at least

20% down on a conventional loan. Work on boosting your cash reserves if you don't have that much saved. Buyers are paying their own closing costs in order to increase their chances of being selected; check with your lender on how much you'll need.

Be prepared for competition

Housing inventory may pick up in 2022, but there is no guarantee. Additionally, it could take months for enough inventory to hit the market to satisfy buyer demand. This is why if you're planning to buy a house this year, you'll need to prepare yourself to compete with other buyers. Now is a good time to talk with me about bidding war strategies. Getting a preapproval letter for a mortgage is an important step in this regard. Having your finances vetted already shows you're a serious home buyer. This may lead to a seller accepting your offer over a comparable one. You can take steps to increase your chances of success even if 2022 is a challenging year to buy a home. Check off these boxes if your goal is to become a homeowner in the next year.

If you or someone you know is considering buying this year, have them contact me, and I will be able to provide them with advice based on their specific situation.



Need A Hand?

"Bradley was an excellent agent. He is knowledgeable, available and understanding. He helped my fiancé and I buy our first home which would have been a daunting process without him.

He also went above and beyond when I texted him that I was going to propose at one of our walkthroughs. With maybe an hour to prepare, he had champagne, a card and took a video to capture our special moment. He's a great guy, they're a great company. I would highly recommend"

Josh Mann



Recently Sold/Under Contract with Brad



6216 Ruth Ln, Mineral
- Under contract,



707 Rock Creek Rd -
Under contract within
four days for cash.
\$425,000



236 Pebble Beach Ct -
Under contract, multiple

\$1,949,000.

offers.
\$395,000.

Local Spotlight

Aqua Hand Car Wash

I love having my car washed. Since a realtor spends so much time on the road and must always present well, I need it cleaned at least once a week. Thankfully, Aqua Hand Wash offers awesome membership packages for a very reasonable price. Members also receive Grit coffee in their waiting room! The owner, Jeff, and his staff are always friendly. It's a treat to come in every week for a cleaning!



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Upcoming Local Events



On April 9th, For King & Country will play at the John Paul Jones Arena in Charlottesville! One of their most popular songs is "God Only Knows". Book tickets here:

[Tickets To For King & Country](#)

Home Maintenance Tips & Tricks



Organize your home and your life...

The month of February is the perfect time to organize your life and home for the year ahead. If you're looking to sell this year, it can make your house stand out from the crowd. Here are a few tips on how to organize your home:

Clean, Clean, Clean:

This is first on this list because it's probably the most important. Many organizational issues stem from a lack of cleanliness, so the best way to get your home organized in 2022 is to create a chore regimen and stick to it. After all, cleaning is the foundation of a well-organized home.

And remember that you don't have to do this alone – get the whole family involved. And if you have trouble sticking to the cleaning schedule and have the means and opportunity, you can also consider hiring a cleaning service.

Minimize:

Minimizing is another secret key to a well-organized home. This isn't just one of those popularized home organization tips – this is the real deal.

Most of us have a bit of excess junk and clutter lying around. It's built up over the years, and we justifiably have a hard time throwing things away. But if you minimize your home and get rid of all the extra clutter, you will see amazing results, and it'll be way easier to keep your home organized.

Go One Room at a Time:

When you're cleaning, decluttering, minimizing, or creating an organizational structure, you should try to break up your tasks into small sections. Don't try to organize the entire house all at once because that'll just overwhelm you, and you'll never get anything done. Instead, go one room at a time. Take it slow.

Create a Donation Station:

While you're cleaning and decluttering, create a place in your home where you can store all of the items you'd like to donate (your very own "donation station"). This can be in a closet, your garage, or an extra bedroom – it doesn't matter. Wherever you decide to put it, just remember to take it to a local donation center once a month or whenever it fills.

Remember to Put it Away:

There's a very simple rule that all the organization and clutter experts in the world seem to stand by. Don't put it down; put it away. When you're finished with something, put it back in its place. If you do this, you won't have stuff just lying around where it doesn't belong, and you'll always know where things are.

Organize Your Digital Life:

Whether it's on our phones or computers, we spend a lot of time in digital spaces. And while this isn't technically a part of the home, we felt like it deserved to be on this list.

If your phone's memory is constantly hitting its limit, your desktop screen is littered with files you don't remember saving, and you have 10,000 pictures you still haven't uploaded to a hard drive for safekeeping – this can have a profoundly negative impact on your life. Organization is a key to unlocking a clear and happy mind. So, take the time this year to organize your digital life.

Moment Of The Month

A realtor's daily life is so unpredictable. It seems like you know what kind of day you're going to have, and then it's completely different, almost every time. Every month I will share a moment, a story, a joke or a funny event that happened the month before. Thanks for reading!

I Want To Work With Brad Pitt...

Having the same name as a famous actor has its frustrations and its perks, but when it pays off, it is great!

I receive a Brad Pitt joke or remark almost every day! I usually laugh it off or respond with something funny. It's all good, I like it, especially in my line of work, it's very easy to remember. However, this month was different. I had been in negotiations for my buyer when the listing agent called me and told me that their

seller was considering two similar offers. Ours was one of them. She called the next day, saying: "Brad, the seller has agreed to work with you and your buyer! And, believe it or not, they just wanted to work with Brad Pitt!" In other words, the seller benefited from my name.

Probably the craziest part is I told my buyer the good news and how we won. She told me Brad Pitt went to her high school too!

My cool ass name will never be taken for granted again.



Connect With Brad

If you have been thinking about a real estate decision or expect to be making one in 2022, reach out to us so we can help you get ahead on the process.

Contact Me



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