



Monthly Newsletter

May 2026

Latest News

Hey Pitt Real Estate Followers!

I can't believe we're already kicking off summer! School is out, the pools are open, and if you're anything like me, you're looking forward to a little extra time with family and friends over the next few months(but lets be real, we all know that I'll be working!).

Spring was a busy one for Pitt Real Estate, and I'm incredibly thankful for the opportunity to help some wonderful clients buy, sell, and move into the next chapter of their lives. There's nothing better than handing over the keys to a new homeowner or helping a seller successfully close a meaningful chapter. Thank you to everyone who continues to trust us with your real estate needs and referrals.

Looking at our local market, May brought 297 new listings to Charlottesville and Albemarle County, which was 53 fewer homes than we saw in April. The median sales price rose from \$551,000 to \$565,000, while the average days on market dropped from 13 days to just 9. Well-prepared and well-priced homes are still moving quickly, especially in popular neighborhoods and price points.

Compared to May of last year, inventory remains slightly lower, with 17 fewer homes hitting the market this year. Homes are selling a bit faster than they were a year ago, while the median sales price has adjusted from \$587,500 last May to \$565,000 this year. Overall, we're continuing to see a healthy market with opportunities for both buyers and sellers, especially as inventory gradually improves.

Mortgage rates moved slightly higher during May, ending the month around 6.5% for a 30-year fixed mortgage. While many buyers continue to hope for rates to move lower, most industry experts now expect rates to remain in the 6% range for the foreseeable future. The good news is that we're seeing more homes become available, giving buyers more options and reducing some of the competitive pressure we've experienced over the past few years. Many economists believe there is still significant pent-up demand waiting on the sidelines, which should continue to support our local housing market.

One of the many reasons we love living here is the incredible sense of community, and summer is one of the best times to get out and enjoy it. Some of my favorite local events

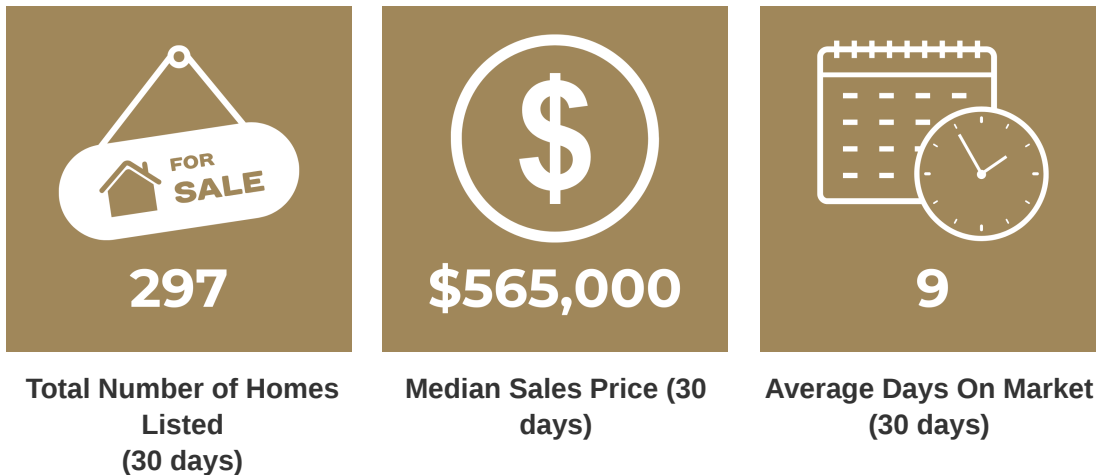
happening over the next couple of months include **Fridays After Five at Ting Pavilion**, **Sunday Polo at King Family Vineyards**, the **Virginia Theatre Festival**, and the always-popular **Crozet Independence Day Celebration**. The **Charlottesville-Albemarle County Fair** will also be returning later this summer and is always a great family outing.

As always, if you're curious about your home's value, considering a move, or simply have questions about the market, I'd love to help. Feel free to give this Brit a call anytime!

Have a wonderful June and speak soon!

Market Statistics for Charlottesville City & Albemarle County

Month Of May



297 homes were listed in the month of May, 53 less than April. Median sales price increased from \$551K to \$565K. Average days on market decreased by 4 to 9 days.

Last year, we had 314 listed homes, a median sales price of \$587.5K, and 10 average days on market. Comparing to last year, number of homes listed is down (17 units), days on market is down slightly to 9 (1), and median sales price down by \$22.5K.

Indoor-Outdoor Layering: How to Make Patios Feel Like Extra Rooms

Follow these six tips to make a home feel even larger by better connecting the indoors to the outdoors.

Real estate professionals understand that perception is as important as square footage. While some focus on perfecting spaces within the four walls, they may be overlooking opportunities for expansion. Patios and decks are rooms that embody sightline staging.

Here are six outdoor room ideas to create a seamless extension of your living space.

1. Establish color and material cohesion.

Your patio should have an unbroken visual path from the inside to the outside. This outdoor staging idea is rooted in psychology, as it tricks the brain into seeing two zones as one space. If possible, focus on using the same flooring—or at least similar color—across the living area and adjoining patio to further the illusion.

Shannon Asher, director at Asher Lasting Exteriors, says your backyard's aesthetic should align with the inside of your home to ensure sightline cohesiveness. While the match may not be exact, you should be aware of clashing materials. For example, stone and wood have better matches than vinyl or plastic. "You can accomplish this by incorporating interior trim and cabinet colors into the outdoor furniture or decking," Asher says.



2. Layer in rich textures.

Varied texture is essential when staging outdoor spaces. Layering rich, tactile surfaces can transform a patio into a sophisticated outdoor room. With texture, you can engage the senses by adding visual weight and an inviting touch.

Heather Stanwick, communications manager at Organized Living, says texture is a top trend within indoor-outdoor living, and she believes it's a lasting trend. "Adding texture to a space can help it feel more inviting, reflect style and convey different moods and tones," she says.

3. Create an outdoor hearth as an anchor.

Hearths have long been used for cooking and providing warmth. Now, you can use them as a destination when considering patio staging ideas. They make an excellent focal point for the eyes as they gaze from an interior room.

Cristy Ortiz, project manager at CW Architects, says hearths are powerful anchors that direct the flow of a home and draw people inside. "Aligning the kitchen island with indoor and outdoor fireplaces—the hearths of yesterday—creates a harmonious axis that allows us to create poetic alignments with indoor and outdoor spaces," she says.



4. Use high-performance fabrics.

Quick outdoor room ideas include incorporating fabrics that look and feel like living room fabrics. While older materials were stiff and plastic-like, modern fabrics offer performance similar to what you'd see indoors. You get rich colors and patterns that can still withstand the elements.

Anna Wheeler, a designer at Calico, says outdoor fabrics should be indistinguishable from the interior. Once you find your favorite materials, use them for outdoor pillows and cushion seating. Not much outdoor furniture? "Not a problem," she says. "Create large cushions or pillows in a variety of fade and stain-resistant performance fabrics."

5. Furnish to the correct scale.

While furniture is essential, make sure it's balanced and harmonious. Your approach when staging outdoor spaces must focus on appropriately sized pieces for the outdoor space. If oversized, a couch or chair could carry too much visual weight and shrink the space.

If your patio space is small, you can still make the most of it—even for barbecuing and relaxations, says Mark Simmers, executive vice president at Wolf Home Products. "Small outdoor spaces can still deliver big style and huge fun," he says. "All it takes are a few smart, tiny outdoor space ideas to transform any patio, yard or deck."

Simmers recommends using pops of color through rugs or cushions. Additionally, you can move seating and dining to the wall or borders to create larger openings in the middle.

6. Keep buyers in mind.

Once you've mastered the techniques of indoor-outdoor living, you can apply them through a strategic filter. Keep buyers in mind when staging, especially since they're showing a tendency to be more sophisticated and choosy in the modern market. Staging can highlight elements that most deeply resonate with the audience.

With a targeted approach, you can transform staged spaces into compelling sales arguments. Elaine Sutter Nevin, senior auction marketing specialist at J.P. King, recommends highlighting the features most compelling to specific buyer types.

"Emphasize investment potential for those driven by ROI, exclusive amenities and privacy for affluent homeowners and architectural pedigree or historical importance for passionate collectors," she says.

Staging is a lesson in psychological design. This process goes beyond decoration by deliberately crafting a journey for the buyer's eye. Once you unify materials and layer textures, you can dissolve the boundary separating the home and the outdoor spaces.

Credit/Source: Rosie Morrison. Rose Morrison is a home and lifestyle expert and managing editor for Renovated, dedicated to helping readers create spaces they love.

[Link to Blog](#)



Huge congratulations to our amazing buyers this month! Seeing those big smiles and handing over the keys on closing day is exactly why we do what we do. Wishing you a lifetime of happiness in your new homes!

Client Testimonial



"...Their understanding of the market was impressive, and their guidance helped us make confident decisions. We appreciated their honesty, patience, and the way they always made us feel like a top priority."



Recently Sold/Under Contract/Listed with Brad



Lot 153 North Pointe, Charlottesville - Under Contract, \$833,395

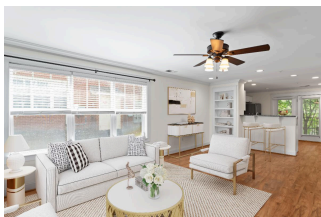


785 Park Ridge Dr., Crozet - **For Sale**, \$449,000



322 Marquette Ct. Crozet - Under Contract, \$339,900

[Link](#)



1840 Candlewood Ct. #101, Charlottesville - **For**



1883 Steeplechase Run Charlottesville - Under



6182 Rockfish Valley Hwy, Afton - Under Contract,

Sale, \$279,000

Contract, \$414,000

\$150,000

[Link](#)



**3706 Thicket Run Pl,
Charlottesville** - Leased,
\$5050 pm



**355 WhiteThorn Ct.
Ruckersville** - Under
Contract, \$375,000



**105 Hartmans Mill Rd,
Charlottesville** - For Sale,
\$394,900

[Link](#)



**10129 Spring Dr,
Gordonsville** - Under
Contract, \$434,900



**165 Walnut Ln,
Charlottesville** - Under
Contract, \$1,099,000



**345 Redhawk Trl,
Charlottesville(Ivy)** - [For Sale](#), \$830,000

[Link](#)

Local Spotlight



THE FOX DEN
Sports Bar & Soccer Fields

The Fox Den
Sports Bar & Soccer Fields

I recently stopped by Fox Den Sports Bar in Charlottesville and really enjoyed it. It's got that relaxed, neighborhood sports bar feel that makes it an easy spot to catch a game, grab some food and a beer, and hang out for a while. Nothing over the top — just good energy, plenty of TVs, and a great place to settle in, especially with the World Cup games starting up!

The Fox Den Sports Bar

Badgers For The Win!



Pitt Real Estate is proud to be one of the main sponsors of the Honey Badgers soccer team, who recently won the Spring SOCA League championship final!

Congrats to a huge win!

And a big shout out to our other Sponsors for their support in recent seasons:

Superfly Brewing Co.
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Thank you For Your Referrals!

SPRING THANKS

Rooted
in Gratitude,
Growing
Through *You*.



Your trust and thoughtful referrals truly mean so much— and we never take that for granted. Every introduction and kind word helps business grow in the most meaningful way, and we are incredibly grateful to be part of such a supportive community.

As spring brings a fresh sense of energy, it's a great time to refresh your home, too. A simple tip: open the windows, swap in lighter linens, and add a touch of greenery to instantly brighten your space.

Thank you again for your continued support—it truly helps Pitt Real Estate bloom season after season.

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Upcoming Local Events



"Weird Al" Yankovic: Bigger & Weirder 2026 Tour

Weird Al Yankovic is bringing his "Bigger & Weirder" tour to town, and it's sure to be a great night out. From classic parody songs to over-the-top performances, Weird Al always puts on an entertaining show that's packed with laughs and nostalgia. Whether you've been a fan for years or just want a fun local event on the calendar, this one should be worth checking out!

"Weird Al" Yankovic: Bigger and Weirder 2026 Tour

Home Tips/Trends

Seller FAQ: Can sound affect a buyer's showing experience?

YES — squeaks, drips, rattles, and humming appliances can make buyers think about future repairs. A quick “sound audit” before showings can help your home feel more peaceful, polished, and move-in ready.

PITT | REAL ESTATE

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 fact about me, a story, a joke, a meme, or a funny event that happened the month before. Thanks for reading!



Connect With Brad

If you have been thinking about a real estate decision or expect to be making one in 2026, reach out to us so we can help you get ahead on the process.

To Contact Me - [Click here](#)

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Bradley Pitt

Realtor at Keller Williams Realty

Cell: 434-422-0352

Email: bradleypitt@kw.com



Powered by Keller Williams Alliance

Pitt Real Estate | 3510 Remson Court Suite 401 | Charlottesville, VA 22901 US

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