



Monthly Newsletter

September 2025

Latest News

Hey Pitt Real Estate followers!

I hope you all had a wonderful September! Fall is here, and it's definitely my favorite time of the year. The temperatures cool down, the leaves start to change, and fall festivities are in full swing.

We recently took a weekend getaway to the Tri-City area and stayed in Bristol. We explored some great local spots, and visited the Birthplace of country music museum! It was fascinating to learn about the origins of country music, especially being so close to its roots. We checked out a super fun show called "Murder for Two". It featured only two actors—one playing a detective and the other taking on multiple roles as all the suspects. It was seriously impressive and hilarious to watch! If you're ever in the Bristol area and love sweet treats like us, I highly recommend Blackbird Bakery—they have every cake, doughnut, pastry, and sweet treat you can imagine! We also splurged on a dinner at the Hickory restaurant at Nice Wonder Farm and Vineyard. The views at this vineyard were absolutely stunning, and it's definitely worth a visit.

I hope you all caught that incredible win against FSU this past weekend—what a game!

As for Pitt Real Estate, we've been bringing on some exciting new listings this month—be sure to check them out below.

As for our local market, this month, 250 homes were listed—46 more than last month—which means more options for buyers and a bit more competition for sellers. The median sales price jumped from \$533,000 to \$610,000, reflecting strong demand and activity at higher price points. While homes are still selling, the average days on market increased slightly from 9 to 11 days, giving buyers just a little more time to make decisions.

Compared to last year, there were 31 more homes listed this September, with the median sales price up \$31,000 from \$579,000. Days on market also ticked up slightly, from 9 days last year to 11 days now.

In short:

- More homes are hitting the market than both last month and last year.
- Prices are continuing to rise, both month over month and year over year.
- Overall homes are still selling quickly, though not quite at last year's pace.

Overall, Charlottesville's housing market remains active and competitive, with steady growth in values and a healthy amount of new listings coming online.

As for Mortgage Rates, they are currently averaging 6.2%–6.4% for a 30-year fixed mortgage, slightly up from last week but still below the highs we saw in 2023. Inflation, bond yields, and the Fed's actions are the main drivers here. Experts predict rates will stay in the mid-6% range, with a chance they could dip if inflation continues to ease.

What else is happening in October? Here are some fun events to check out:

TobyMac, MercyMe & Matthew West

☐ October 4 · ☐ 7:00 PM · ☐ John Paul Jones Arena

Three powerhouse Christian artists unite for an uplifting night of music and worship.

Fall Festival at Snow's Garden Center

☐ October 4 · ☐ 11:00 AM – 2:00 PM

Pumpkins, mums, and activities for kids — a charming local fall tradition.

Foxfield Family Day Races

☐ October 5 · All day

Steeplechase races with tailgating, kids' zones, and community fun.

Crozet Arts & Crafts Festival

☐ October 11–12

A showcase of 120+ artisans, local food, and live music at Claudius Crozet Park.

Virginia Film Festival

☐ October 22–26

One of the region's top film festivals featuring screenings, panels, and special events.

Apple Butter Makin' Festival & Pick-Your-Own Apples

☐ October 4 & 18 · ☐ Tyro, VA

Old-fashioned fun with live music, cider, crafts, and fresh apples.

Charlottesville City Market

☐ October 18 · ☐ 8:00 AM – 1:00 PM

Downtown's Saturday farmers market with local produce, baked goods, and crafts.

Virginia Cavaliers Football

☐ October 18 · ☐ 6:30 PM · ☐ Scott Stadium

UVA vs. Washington State — Saturday night lights in Charlottesville.

UVA Men's Soccer

☐ Early October · ☐ Klöckner Stadium

Catch the Cavaliers in ACC soccer action at home.

Thinking about making a move this year? Now's the time to reach out! I'm gearing up for a busy fall, so the sooner we connect, the more time we'll have to craft a plan that fits your needs—or anyone you know who might need a little real estate magic. And hey, since we're entering spooky season, why did the ghost go to the real estate agent? To find a boo-tiful new home! Wishing you a spooktacular October!

Talk soon!



Market Statistics for Charlottesville City & Albemarle County

September 30th



250 homes were listed this month, 46 more than last month. Median sales price increased from \$533K to \$610K. Average days on market increased by two to 11.

Last year, we had 219 listed homes, a median sales price of \$579K, and 9 average days on market. Comparing to last year, number of homes listed is up (31 units), days on market is up by two (11), and median sales price is up by \$31K.

Home Remodeling Can Strain Relationships, New Study Finds

Real estate pros may be able to help ease the tension when design disagreements arise.

As home remodeling soars in popularity, more couples are finding themselves battling it out over paint colors and floor finishes. The number of choices in a home remodel can strain relationships, according to the newly released 2025 U.S. Houzz Remodeling & Relationship Survey. But it's not always just the stress of choosing finishes—sometimes the bigger debate is whether to renovate at all or sell instead.

Regardless, the stress can prove so great that 12% of couples in relationships of five years or less said they even considered separating or divorcing during a home renovation, the Houzz survey finds.



"A home renovation is clearly one of the most demanding journeys a couple embarks on together, with numerous decisions, budget considerations and trade-offs along the way," says Marine Sargsyan, Houzz staff economist. "The findings highlight how communication, compromise and visualization technologies help mitigate disagreements and support productive collaboration throughout the renovation process among couples and the pros they hire."

How Real Estate Agents Can Be an Ally

Given the friction, real estate agents may step in as mediators, guiding clients toward smoother remodeling decisions.

Real estate agents are finding that as home remodeling surges, they can be a hero in recommending reputable contractors, designers and remodelers as well as resources to help ease the process.

Agents can share data for comparable homes in the neighborhood to help homeowners gauge what features competing homes offer. They can also provide industry insights on which renovation trends deliver the highest ROI so clients can make more informed choices. Resources like The National

Top Couple Complaints When Remodeling

The top sources of conflict during renovations, according to the Houzz study, are:

- **Difficulty staying on budget (31%)**
- **Disagreements over products, materials and finishes (28%)**
- **Agreeing on the project's scope or design (20%)**

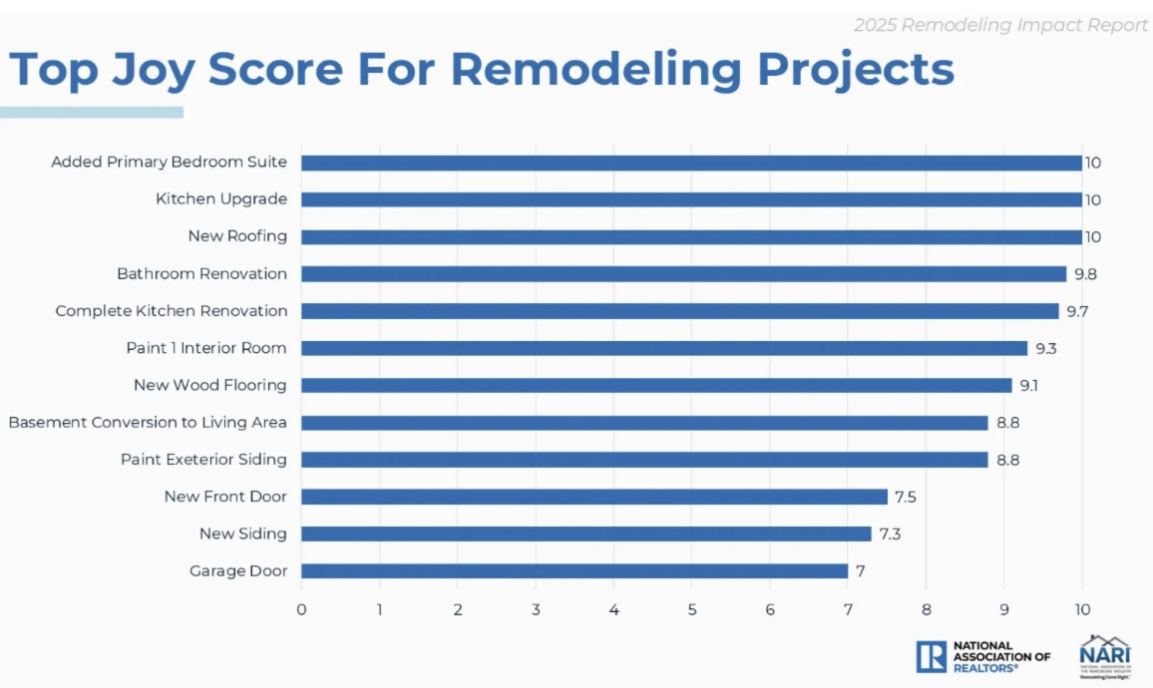
Also, about a third of couples said selections for paint colors, furniture and flooring materials were common sticking points during a remodel, according to the survey.

Couples at different stages of relationships tend to fight over different things during a remodel, the Houzz study finds. For example, younger couples—those together less than 10 years—tend to spat over furniture choices while couples of 21 to 30 years tended to have a high rate of flooring disagreements, and couples of 30 years or more most often disagreed over paint colors and flooring.

To get through these challenges, couples admitted to compromising as well as increasingly relying on tools to help them better visualize the finished result. Younger couples tended to be the most likely to compromise while longer-term couples were twice as likely to have one partner accept defeat and defer to the other, the Houzz survey finds.

Couples said the remodeling process would be easier if design and construction professionals were more transparent with pricing, communicated clearly and offered more accurate timelines, the survey finds.

That said, by the end of the remodeling project, most couples said they were satisfied, reporting their newly renovated home left them more comfortable, happier and less stressed. They just need to make it to the finish line.



Credit/Source: Melissa Dittmann Tracey. A contributing editor for REALTOR® Magazine and editor of the Styled, Staged & Sold blog.

[Link to Blog](#)



Congratulations on your first home purchase, Giulio! I'm so envious of your ability to walk to downtown!

Recently Sold/Under Contract/Listed with Brad



2282 Hyland Ridge Dr, Charlottesville - For Sale, \$1,299,000

[Link](#)



1951 Fowler St, Charlottesville - For Sale, \$699,000

[Link](#)



139 Old Fifth Circle, Charlottesville - For Sale, \$429,900

[Link](#)



**377 Jefferson Dr,
Charlottesville - For Sale, \$339,900**

[Link](#)



**104 Westerly Ave,
Charlottesville - Under
Contract, \$525,000**



**6406 Carter Ln,
Mineral - For Sale,
\$1,975,000**

[Link](#)

Local Spotlight



Charlottesville Farmers Market - IX Park

Every Saturday, IX Art Park transforms into a lively farmers market with fresh produce, baked goods, local crafts, and delicious eats. It's a favorite Charlottesville spot to shop local, grab breakfast, and enjoy community vibes year-round!

Check it out:

Farmers Market IX Park

Upcoming Local Events



Toby Mac, Mercy Me, Matthew West: Live On Tour

MercyMe, TobyMac, and Matthew West are uniting for one unforgettable night of music, worship, and community. Known for songs of hope, faith, and inspiration, these artists share a heart for uplifting others through powerful lyrics and unforgettable performances. Don't miss this special concert experience!

Check them out at the John Paul Jones Arena on Saturday October 4th!

[Toby Mac, Mercy Me, Matthew West: Live On Tour](#)

Home Tips



3 SIMPLE WAYS TO START FRESH THIS FALL

1

Closet Cleanout → Pack away summer clothes and donate items you haven't worn in a year.

2

Pantry Purge → Toss expired products and make room for cozy fall staples.

3

Entryway Reset → Create a welcoming, clutter-free entrance that feels warm and inviting.

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!

Guess who didn't buy their first home in 2022 and has paid \$90,000 in rent since then that they'll never see again ?



Connect With Brad

If you have been thinking about a real estate decision or expect to be making one in 2025, reach out to us so we can help you get ahead on the process.

To Contact Me - Click [here](#)

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