PITT | REAL ESTATE

Monthly Newsletter

July 2026

Latest News

Hey Pitt Real Estate followers!

Somehow we're already in August… honestly, where has the summer gone? I hope you've all had a great July and managed to enjoy some sunshine, a vacation, or at the very least survived the Virginia humidity without melting.

The World Cup was a good one! Unfortunately, being English means I'm contractually obligated to get my hopes up just enough before they're spectacularly crushed. This tournament was no exception. Those late Argentina goals were a tough pill to swallow… but credit where it's due, the lads gave it everything. Maybe next time. (As every England fan has been saying since 1966.)

We also just got back from a week in Grand Cayman, and I can't recommend it enough. It's only about a 3-hour flight from DC, and within 10 minutes of landing you're on Seven Mile Beach with crystal-clear water and sand so soft it feels illegal. It's the perfect place to forget about emails, deadlines, and yes… even real estate. At least until your phone starts buzzing again.

And finally, parents… the finish line is in sight! School is almost back, which means the little angels—who've somehow eaten every snack in the house by 10 a.m. all summer—will soon be back in the classroom. Hang in there. You're almost there.

For our local Real Estate market update! July saw 232 new homes hit the market across the CAAR region, down 47 listings from June. Despite the drop in inventory, demand remained strong, with the median sales price climbing from $563,000 to $590,000, while the average days on market fell from 13 to just 11 days.

Compared to this time last year, the market continues to show solid growth. July 2025 saw 202 new listings, a median sales price of $513,000, and 11 average days on market. That means we're seeing 30 more homes come to market than last year, homes are selling just as quickly, and the median sales price for this month has increased by an impressive $77,000.

Mortgage rates crept up throughout July, with the average 30-year fixed mortgage rising from around 6.4% at the start of the month to roughly 6.6% by the end. While that's not the direction buyers were hoping for, rates have been bouncing around this range for a while now as inflation and the bond market continue to keep borrowing costs elevated.

The good news is buyers are adapting. More homes are hitting the market, giving people more choices and a little more room to negotiate than we've seen over the past few years. While everyone would love to see rates in the 5% range again, the reality is no one knows when that'll happen. If you find the right home today, remember you can always refinance the loan down the road, but you can't refinance the purchase price if home values continue to rise.

As for fun things to do this month, here are a few local favorites to help make the most of the last stretch of summer:

- Fridays After Five continues every Friday at Ting Pavilion with free live music, local food, and drinks.
- Soul of Cville (August 15–22) returns with a week of live music, art, food, and community events celebrating Charlottesville's culture.
- Veritas Starry Nights Music Festival on August 22 is always a great evening, combining live music, food, wine, and beautiful vineyard views.
- Carter Mountain Orchard is well worth a visit while peach season is in full swing. Grab some fresh peaches, take in the views, and treat yourself to a cider donut (or three… I won't judge).

Wishing you all a fantastic August! As always, if you know someone who's thinking about buying, selling, or even just has a few real estate questions, I'd love to help. Feel free to pass along my number or send their contact information my way, I always appreciate the referral!

Market Statistics for Charlottesville City & Albemarle County

Month Of July



Total Number of Homes Listed (30 days)



Median Sales Price (30 days)



Average Days On Market (30 days)

232 homes were listed in the month of July, 47 less than June. Median sales price increased from $563K to $590K. Average days on market decreased by 2 from 13 to 11 days.

Last year, we had 202 listed homes, a median sales price of $513K, and 11 average days on market. Comparing to last year, number of homes listed is up (30 units), days on market is the same at 11, and median sales price is up by around $77K.

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5 Inexpensive Ways to Upgrade a Home's Curb Appeal

Find inspiration on how to win more attention from the front stoop.

Whether getting ready to put a home on the market or just looking for ways to better protect a home's value, curb appeal remains one of the easiest ways to make a property feel more inviting and potentially more valuable. Boosting curb appeal doesn't have to mean taking on a costly renovation project.

Thumbtack's newly released "2026 Curb Appeal Report" found homeowners are increasingly focused on small outdoor upgrades that improve how their homes look, feel and function. But this year's trend is about more than simply keeping up appearances.

"It's less about maintaining perfection and more about self-expression," says Kendra Sinclair, home trends expert at Thumbtack. "It's more about: How do I inject some self-expression into the front of my property?"

It's about creating a more customized look, whether that's through the use of personalized accents—like a colorful or terracotta planter near the entryway, outdoor pillows or cushions for color pops, or window boxes filled with seasonal flowers.

The report, based on a survey of 1,000 homeowners, found most owners are spending between $100 to $500 on outdoor upgrades this year. Here are five budget-friendly ways homeowners can improve curb appeal.

1. Repaint the front door

Your front door is often one of the first things guests notice. A fresh coat of paint can instantly update a home's appearance and create a polished first impression. Design experts say homeowners are increasingly moving away from cool grays and embracing warmer tones, earthy neutrals and bold greens.

For many homeowners, the front door is one of the easiest DIY projects and often costs less than $100 to repaint, Sinclair says. "It can totally transform how your house pops when someone walks or drives by," she says.



2. Refresh landscaping

Thumbtack found nearly two-thirds of homeowners are updating plants, flowers or greenery this year. Fresh landscaping can send the message: This property is well-cared for.

Simple updates can include:

- Fresh mulch around flower beds
- Seasonal flowers near walkways
- Pruned shrubs and trees
- New planters near the front entrance

Sinclair says ornamental grasses are increasingly popular because they offer year-round visual interest while requiring relatively low maintenance. “I love a zebra grass or Karl Foerster” feather reed glass, she says. “They tend to work across climates.”



3. Upgrade outdoor lighting

Outdoor lighting can be one of the most overlooked curb appeal improvements but can dramatically improve both appearance and functionality.

Simple additions like solar-powered pathway lights, updated porch fixtures or subtle landscape lighting can make a home feel more inviting in the evening hours.

Sinclair says lighting upgrades can also improve safety while highlighting landscaping, architectural details and spotlighting outdoor gathering spaces.



4. Add small pops of color

More than 40% of homeowners say they're adding color accents to their outdoor spaces this year, according to Thumbtack's survey. From painted shutters to colorful planters and statement front doors, homeowners are moving away from playing it safe and adding more personality to their exterior design.

"Warm tones and creamy whites for the body of the house, paired with bold greens and browns for accent areas, are especially popular right now," says Juliano Da Cruz, a Thumbtack Pro Advisory Board member and operations manager at Paint LAB Painting.



5. Create a backyard sanctuary

One major finding from Thumbtack's survey is that homeowners increasingly want outdoor spaces designed for relaxation, spending time with family and gardening. Patios, seating areas, privacy fences and backyard retreats are becoming bigger priorities.

"The goal is really around comfort and a sense of escape—taking your inside approach to life and bringing it outside," Sinclair says.

Even simple additions like a porch chair, small bench, cozy seating area or string lights can help transform underused outdoor spaces into areas people want to spend time in.



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

Link to Blog



Huge congrats to Valentin and Laura on becoming new homeowners!

Thank you for trusting us with your home search! 🏡



Recently Sold/Under Contract/Listed with Brad



2217 Fowler Cir, Charlottesville - For Sale, $565,000

Link



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

Link



1019 Barkley View Ct. Crozet - Under Contract, $695,000



1800 JPA #91, Charlottesville, Under



345 Redhawk Trl, Charlottesville(Ivy) - For Sale, $830,000



Contract - $329,000

Link

360 Bayberry Way, Charlottesville - Under Contract, $545,000



3064 Amberfield Trl, Charlottesville - Under Contract, $650,000



3000 Cove Lane, Charlottesville - For Sale, $654,900



103 Hartford Ct., Charlottesville - Under Contract, $322,000

Link

Local Spotlight



Maggie's Midtown

A Virginia Pub

Maggie's Midtown Pub is one of Charlottesville's newest spots to check out, and, as a Brit, I have to say it's the closest thing we have to a proper British pub around here, so it gets an immediate thumbs up from me! 🇬🇧🍻

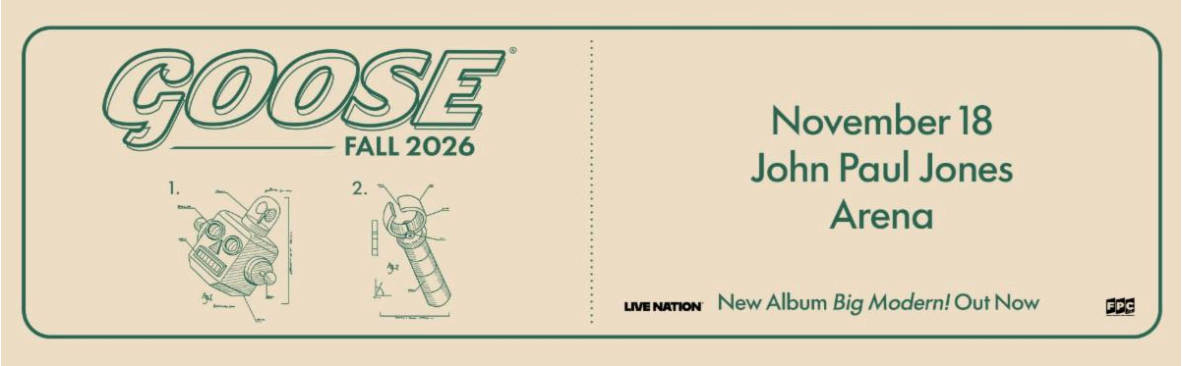
Whether you're looking for a casual bite, a drink with friends, or just a place with a good pub atmosphere (without having to cross the Atlantic), Maggie's is definitely worth checking out!

Maggie's Midtown: A Virginia Pub

Summer Sales



Upcoming Local Events



GOOSE, Fall 2026 Tour

Goose is bringing their high-energy live show to John Paul Jones Arena in Charlottesville on November 18. Known for their unique blend of indie rock, funk, folk, and improvisational jam music, Goose has quickly become one of the most exciting bands in the modern jam scene. Get ready for a night of dynamic performances and unforgettable jams! Click below for Tickets:

Goose Fall 2026 Tour

Home Tips/Trends



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!

Taking a client to a showing in 2026 when gas hits $5 per gallon



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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