



Monthly Newsletter

March 2024

Latest News

Hey Pitt Real Estate followers!

We've finally had some nice weather lately! I hope your March has been relaxing one. These blue skies have me looking forward to some fun summer trips and vacations!

This month we had two very important anniversaries to celebrate. I've been at my new brokerage, Keller Williams for one full year now, and Wilbur (our pup) is one year old! Last year, I thought it would be a good idea to start a new business and get a puppy in the same month...boy, did it test my patience! Thankfully I have all under control...

A big thank you to the fire fighters who worked hard on those crazy brush fires that hit Western Albemarle/Augusta areas last Wednesday/Thursday. As those who know me well know, I come from a line of firefighters, and my Dad, an Albemarle firefighter, was out there until midnight with his crew putting them out. Luckily no one was hurt, but some farm buildings and acreage were destroyed. I could have been in a lot worse shape without their help! My team member Rebecca took these photos Wednesday night while showing homes (below).

If you read my December newsletter, you'll know that country singers, Kane Brown and Tyler Hubbard were coming to Charlottesville at JPJ. They were actually in town last night, we got tickets and checked it out, they were awesome! I'm slowly getting into your US country music...

Now to real estate. The Pitt Team has been busy in March! We closed 5 deals and put 8 buyers and sellers under contract! Right now, the market is still hot for sellers, most houses sell within a week. Looking at the number of listings this month, it was an improvement from last year, we saw 13 more listings. Days on market are up one day (7), and median sales price is up \$89K. Remember, this is just Charlottesville and Albemarle.

The 30-year conventional rate is floating around the high sixes right now. In

the meantime, it's still a good idea to buy and refinance when they lower some. High seller demand is keeping home prices strong so there's no sign yet of prices dropping anytime soon.

Once again, now's a great time to list your home or get out there and get on the property ladder! Feel free to reach out if you're thinking about it or know someone who is! I'm here to help.

Enjoy your Easter weekend and see you next month!

Talk soon!



Market Statistics for Charlottesville City & Albemarle County

March 27th



307

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



\$540,000

**Median Sales Price
(30 days)**



7

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

307 homes were listed this month, 75 more than last month. There was a \$53K increase in the median sales price to \$540,000. Average days on market dropped by 1 day to 7.

Compared to last year, we had 294 listed homes, a median price of \$451K, and 6 average days on market. Comparing to last year, number of homes listed is slightly higher (13), days on market is up by one day, and median sales price is up by \$89K.

4 Designer Tips for a Fashionable Entry

A pro shows how adding color, statement pieces and more to a foyer can set the right tone for the rest of the home

Often overlooked, the entry to a home can set the decorative vibe for the rest of the interiors. The area should be inviting and welcoming, but also should coordinate with the style throughout the home. And while there are many things you can do to make those things happen, here are my four go-to tips that I always return — or better yet, come home — to.

1. Bring Color to the Door

The exterior side of your front door will make the first impression on you and your guests, so it's an opportunity to let your and your home's personality radiate outward. And in my opinion, painting it a fetching color is the best way to do that.

But remember, the interior side of your door also will be on display indoors. So it's a chance to integrate a bold color into the entry decor — and you can use the color as a jumping-off point for accessories and accents.



Alternatively, you can look to your entry decor for inspiration in choosing your front door color. A door is a large vertical plane, so the color you choose is going to be fully in view and likely be a significant amount. So choose wisely.

You might want to consider a lighter shade of a color found in your wallcovering, rug or artwork. Painting the trim and ceiling the same color can have a dramatic effect as well.

In my experience, the most popular front door color is a shade of blue. Depending on the shade, it can be bold or read as a neutral. Either way, blues complement other popular tones and finishes, such as almost any wood tone and brass. Green, red, yellow and orange are other popular front door colors to consider.



Make sure you buy the correct paint for your door material. The most common door materials are fiberglass, steel and wood. If you're unsure about what type of paint would be best in terms of longevity, coverage and durability, consider consulting a paint specialist.

And don't forget the door hardware. Because the front door is often unlike any of the other doors throughout the home, feel free to go in a different direction with the pull or knob style to really elevate the look of your entry.





2. Make the Decor Flow

Linking your entryway to the rest of your home is critical from a design standpoint. You don't want the foyer to seem like afterthought.

Notice how the light wood used in the entry continues up the stairs. This pulls the eye into the home and creates design cohesion. Having no abrupt changes makes for a fluid entry sequence that leaves a positive lasting impression.



You can still set off your entry while creating design cohesion. Here, beautiful wall paneling runs throughout the entry and into the home, as does the chevron-pattern wood flooring. But a glass panel wall divider, an exquisite mural and an inset tile "rug" define the entry.

The style of your entryway furniture also should be consistent with what's found throughout your home. If your



home has a traditional feel with whimsical art, for instance, be sure to incorporate that in the entry with the pieces you select.

3. Dress the Walls

Even if your entrance is on the small side, it likely has usable wall space. Like doors, walls are large vertical planes that present great opportunities to make a big design statement.

In the compact entry seen here, the floating wood-wrapped bench would have made a significant impression all on its own. But the wood slats have been taken up the wall from floor to ceiling, adding visual texture and accentuating the height of the area rather than its width, creating the appearance of more space.





Adding applied molding is a cost-effective way to add a stunning feature to your foyer. These decorative millwork pieces are relatively inexpensive and can be applied to walls to create interesting patterns. You can choose to contrast the millwork with your wall color, or paint the millwork the same color as the walls.

If artwork is more up your alley, I recommend going with one large piece on a single wall rather than several smaller pieces. Take advantage of as much width and height as possible, leaving only a bit of breathing room around your artwork, and it'll stop you and your guests in your tracks every time.



You also can create personality and depth, as well as functionality, with wall storage. Tall cabinets or wall-mounted units will fill that vertical plane and give you a chance to bring in a contrasting material or color.



Wall hooks provide functionality as well, and you can play around with what you hang on them to bring in color, texture and interest. For example, a vintage coat or bag would add lovely personality.

4. Furnish It

With all the comings and goings happening in an entry, it's a good idea to consider adding pieces that allow you to sit and put on shoes or drop a bag or keys. This will give you functionality as well as help you round out your decor to create a thoughtful and welcoming feel that defines the rest of your home.

Many entryways open into a narrow hallway or tight vestibule. If this is the case with yours, consider a console table, a bench and small stools that can be tucked away — they can be game-changing.



If you've got a more open and spacious entry, consider pressing a long, narrow, backless bench against the wall to add seating and style. A round table with art books, accessories and a vase with fresh flowers beneath a large light fixture makes a timeless design statement.





Even if you prefer your entryway to be minimalist, and don't require storage or a place to sit, consider adding a few pieces that will finish off the space and tip off guests to the look and feel that are to come in the rest of your home.

A simple slim console table with a few accessories, a piece of art on the wall, a rug, some greenery and a low-profile light fixture will keep your entry feeling light and airy while creating an unforgettable vignette.

Make sure you contact a licensed and insured professional if you are considering updating or renovating your home. If you need help locating a local professional, I can suggest one.

SOLD



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Congratulations to Eliza & Gregg on closing their charming remodelled home
Downtown!

Recently Sold/Under Contract/Listed with Brad



**107 Lodge Creek Cir,
Charlottesville** - Under
Contract, \$349,900



**2840 Shannon Glen
Ct, Earlysville** - Under
Contract, \$649,900



**20 Laura Jean Ct,
Waynesboro** - Under
Contract, \$539,900

Local Spotlight



The Nook Restaurant

There's no denying that this is another Charlottesville favorite! Since 1961, the nook's has been serving yummy breakfasts, brunches, and lunches on downtown mall. P.S. They make amazing Bloody Marys!

Check them out:

[Click for The Nook Diner](#)

Upcoming Local Events



Country superstar Sam Hunt announces his Outskirts Tour 2024 produced by Live Nation. Dubbed "the most innovative mainstream Nashville performer" by *The New York Times*. Special guests include multi-Platinum-selling country artist Brett Young and fellow Georgia-native Lily Rose.

Get your tickets here:

[Sam Hunt - Outskirts Tour 2024](#)

Home Tips



SPRING CLEANING TIP

Start with the area that bothers you the most or gets the most use, like the kitchen or living room. Once you've finished decluttering and cleaning that space, move on to the next.

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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!

Happy Easter Sunday!

The Back Pew – Jeff Larson



FOR SALE – Single owner tomb. Only used three days, and still has that new tomb smell. Reason for sale.. resident was resurrected.

Connect With Brad

If you have been thinking about a real estate decision or expect to be making one in 2024, reach out to us so we can help you get ahead on the process.

Contact Me



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