



Monthly Newsletter

February 2026

Latest News

Hey Pitt Real Estate followers!

Happy March, everyone! The ground is finally visible again after that awful ice storm we endured—warmer, sunnier days are on the way! This past weekend even felt like a little taste of summer...

The Spring market is in full swing for us and the real estate community, with a backlog from the snowstorm bringing plenty of great listings to the market.

Pitt Real Estate has been busy, getting six clients under contract in just the last few weeks. Plus, I've got some exciting new listings coming soon that I can't wait to share!

The Charlottesville market was pretty active last month, with 246 homes listed—100 more than the month before. The median sales price dipped slightly from \$525K to \$500K, while the average days on market stayed steady at 10 days.

Compared to this time last year, we had 227 homes listed, a median price of \$493K, and homes sold in 8 days on average. Year over year, that's 19 more homes listed, slightly longer days on market, and a \$7K bump in median pricing. All in all, there's a bit more room to breathe in the market this year.

Mortgage rates have been interesting lately—after hovering above 6% for so long, the average 30-year fixed rate has dipped to around 6% and even briefly dropped below that mark last month for the first time since 2022. Right now, most rates are in the low 6% range for 30-year loans and mid-5% for 15-year loans. While rates have fluctuated a bit over the past month, they're holding near multi-year lows, which is something for buyers and refinancers to watch as the Spring market picks up.

There's also plenty happening around Charlottesville this month. Concerts, festivals, and community events galore! Here's a quick rundown of some highlights:

Mar 6: Louisiana Calling (with Sonny Landreth & The Iguanas) at The Jefferson Theater

Mar 7: Donna the Buffalo at The Jefferson Theater

Mar 7: Virginia Cavaliers Men's Basketball vs. Virginia Tech

Mar 13: Harlem Globetrotters at John Paul Jones Arena

Mar 15: Amelia Day at The Southern Café & Music Hall

Mar 19: Pat Metheny (jazz guitar legend) at The Paramount Theater

Mar 20–22: Virginia Festival of the Book - a Charlottesville spring tradition with author talks, panels, and readings.

Mar 22: Diana Krall (world-renowned jazz artist) at The Paramount Theater

Mar 22: Charlottesville 10 Miler

Mar 26: Infinity Song at The Jefferson Theater

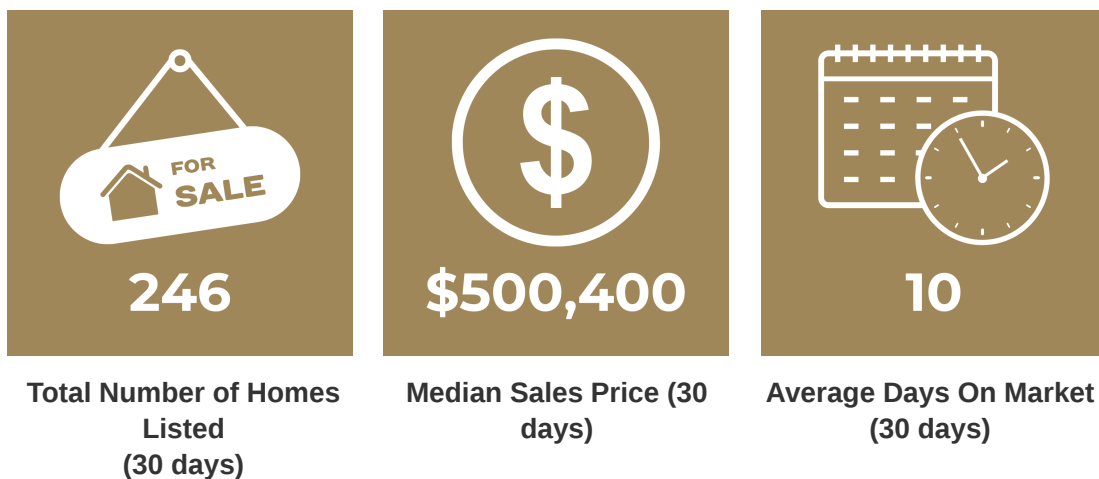
Mar 28: United We Dance – a big dance night at The Jefferson Theater

Mar 31: Ryan Caraveo wraps up the month with a show at The Jefferson Theater

Here's to a fun-filled March! The Spring market is here, so if you're thinking about making a move this year, let me know—we're here to help!

Market Statistics for Charlottesville City & Albemarle County

Month Of February



246 homes were listed this month, 100 more than last month. Median sales price decreased from \$525K to \$500K. Average days on market stayed the same at 10.

Last year, we had 227 listed homes, a median sales price of \$493K, and 8 average days on market. Comparing to last year, number of homes listed is up (19 units), days on market is up slightly (8), and median sales price is up by \$7K.

Are Open Floor Plans Still Popular?

Home buyer preferences are shifting, and it's influencing home layouts. Will closed floor plans replace open concepts?

For years, open floor plans have been the gold standard in residential real estate. Home buyers have long been drawn to the airy feel, openness and sunlight-filled spaces.

Yet, in recent years, with the rise of working from home, multigenerational households and a general greater emphasis on privacy, home buyers are beginning to reconsider knocking down the walls of their home. Priorities appear to be gradually shifting from spacious, open vibes to sustaining a lifestyle and routine where a little closed-offness may prove beneficial. Real estate agents who understand these shifts are using it to attract buyer attention to certain properties that may have been previously shunned.

The Open Concept Shift

An open floor plan typically entails removing the walls between common areas like the kitchen, dining room and living room to create a larger, more communal living space. It enhances flow and visibility, which helps people feel less confined while they're lounging at home.

Builders had fully embraced the open floor plan, as it increased perceived space and appealed to buyers who favored entertaining. However, as these floorplans became the status quo, the people living in them started to notice trade-offs. Noise travels easily, clutter looks more visible, and finding quiet or private areas can be challenging.

A 2023 survey conducted by Rocket Mortgage found that preferences are split: 51% of Americans prefer an open layout, and 49% prefer a more traditional, closed layout. Certainly, many buyers still appreciate open living, but don't dismiss the nearly half of Americans who also said they're feeling a pull toward homes with clearer boundaries. In fact, some homeowners are even spending money to add walls back into houses that had previously been taken down.



5 Reasons Open Floor Plans Are Getting Reimagined

Though open layouts still have their place in the market, there is an undeniable growing segment of homeowners who are looking for more defined spaces. Here's why.

1. Privacy matters more than before

As more companies in recent years have embraced remote work, privacy has become a top priority. Having a space with defined boundaries means being able to go into a separate room for work calls, use a designated workspace or just enjoy some well-deserved quiet time. When work and living worlds merge, homeowners may struggle to find balance.

2. Clutter feels more manageable

For better or worse, everything is visible at all times in an open layout. This means increased difficulty achieving a tidy appearance or simply escaping the clutter in another area. Dishes in a kitchen sink can be tough to ignore. Closed floor plans can offer greater comfort without the pressure of keeping spaces picture-perfect.

3. Homes can serve multiple functions

As great as it is to have a good-looking home, buyers today expect their properties to be functional, too. Dining rooms often double as offices, living rooms may host yoga sessions, and kitchens often act as gathering spaces. Closed floor plans make it more convenient to assign specific functions to rooms without constant setup or teardown.

4. Energy efficiency

Smaller, enclosed rooms are often easier to heat and cool than large open spaces. Buyers who are mindful of utility costs are increasingly viewing closed layouts as more practical and cost-effective.

5. Noise control is a real concern

Open floor plans allow for sound to travel more quickly. This is especially a concern in homes with children and pets. A 2022 study published in the *Frontiers in Psychology* found that 55% of remote workers feel that their home's acoustic environment negatively impacts their work performance.

What Does This Shift Mean for the Real Estate Market?

While there is renewed interest in closed floor plans, that doesn't mean an entire reversal in design trends. But it could mean a change in how homes are marketed and evaluated.

Some buyers may consider layout more than square footage or finishes. As a result, homes with defined rooms and the ability to add more separation may stand out more than they have in previous years. For sellers who are vigilant with trend shifts, this could represent an opportunity for those who own a more traditional, closed-off home.

After all, layouts that were considered “dated” not long ago now may appeal to a new wave of buyers who are prioritizing functionality and privacy. Simple updates like adding doors, creating home-office nooks or emphasizing room versatility can make a world of difference in how competitive your property is.



The Reemergence of the Closed Floor Plan?

Though the demand for open space still remains, demand for semi-open or closed layouts may encourage builders and renovators to offer more variety rather than a one-size-fits-all approach.

For real estate professionals, they're finding the key will always be understanding buyer intent. Some buyers may prefer defined rooms, some buyers may want flexibility and others may prefer a mix of both. Recognizing this shift allows real estate agents to better match their clients with properties that more closely align with their open or close preferences.

Credit/Source: Evelyn Long. Evelyn Long is a writer and editor with a passion for classic townhomes.
[Link to Blog](#)



Congrats to our first-time home buyer Austin on his new home! Pitt Real Estate loves big smiles on closing day!

Recently Sold/Under Contract/Listed with Brad



**1210 Cherry Ave,
Charlottesville** - For Sale,
\$489,900.

[Link](#)



785 Park Ridge Dr., Crozet
- **For Sale**, \$469,900

[Link](#)



**277 Oakmont Dr,
Gordonsville** - **For Sale**,
\$22,500

[Link](#)



**708 Westfield,
Charlottesville** - Sold,
\$580,000



6 Kingswood Rd, Palmyra
- Under Contract, \$330,000



**467 Rolkin Rd,
Charlottesville** - Under
Contract, \$434,900



377 Jefferson Dr, Palmyra
- **For Sale**, \$329,900

[Link](#)



2865 Old Lynchburg Rd -
Under Contract, \$525,000



**345 Redhawk Trl,
Charlottesville(Ivy)** - **For**
Sale, \$899,000

[Link](#)

Local Spotlight



Chicken Salad Chick

There's a new lunch spot in town! Chicken Salad Chick is now open at the Shops at Stonefield, serving up more than a dozen flavors of fresh, made-from-scratch chicken salad, plus sides, sandwiches, soups and sweet treats. With dine-in, takeout and catering options, it's an easy choice for a quick bite or a laid-back dinner.

Chicken Salad Chick - The Shops at Stonefield

Upcoming Local Events



Upfront Inc. Presents: Lue Elizondo – Persona Non Grata Tour

Looking for something a little different to do in town this spring? On April 30, 2026 at 7:30 PM, Luis Elizondo will be taking the stage at the Paramount Theater right here in Charlottesville. As part of his national speaking tour, he dives into conversations about UAPs (formerly known as UFOs), government programs, national security, and even the age-old question of whether we're alone in the universe...should be interesting!

Upfront Inc. Presents: Lue Elizondo – Persona Non Grata Tour

Home Tips/Trends



Home Tip



Light It Right.

Subtle lighting = instant upgrade.

P T T | REAL ESTATE

Moment Of The Month

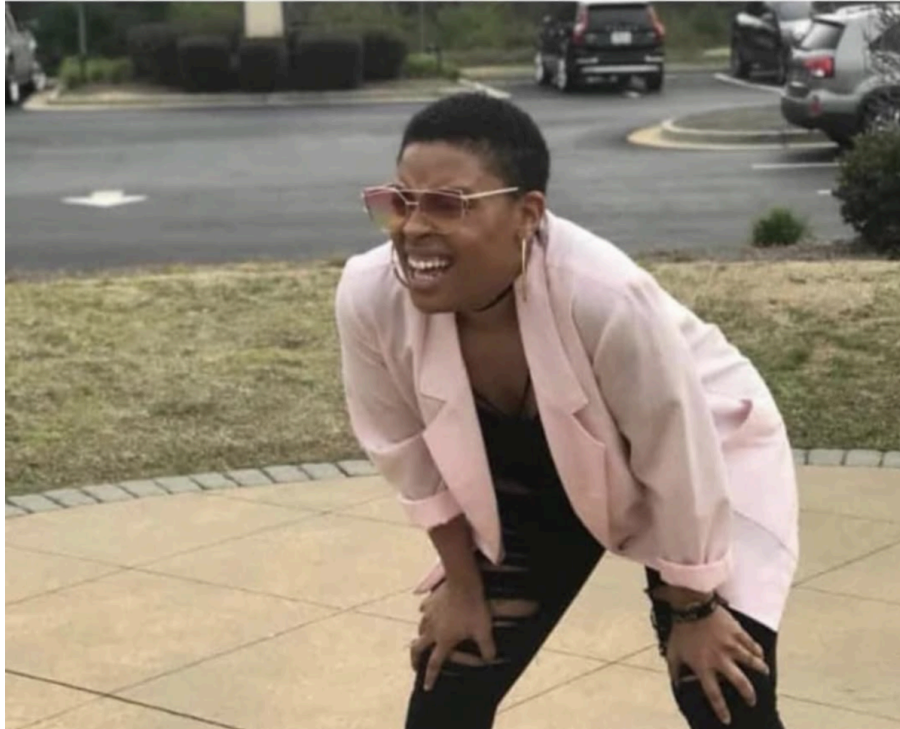
A realtor's daily life is so unpredictable. It seems like you know what kind of day you're going to have, and then it's completely different, almost every time. Every month I will share a moment, a fact about me, a story, a joke, a meme, or a funny event that happened the month before. Thanks for reading!

What's the best way to determine property lines?

A: Pull the tax records

B: Request a survey

C:



The Realtor version of being asked for directions — and still scanning the horizon for a second like you're both going to solve it together. We've all been there...

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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