PITT | REAL ESTATE

Monthly Newsletter

September 2026

Latest News

Hey, Pitt Real Estate followers!

It's finally starting to feel like autumn!(oops, sorry I meant Fall). The Crisp mornings, a bit of a chill in the air, and leaves absolutely everywhere. Lovely, isn't it? Although I suspect whoever's in charge of clearing the driveway might have a slightly different opinion by the time they've finished!

First things first, I'm a little late getting September's newsletter out, so let's just pretend this is right on time. No judgment, please...

We're officially into spooky season, and I've got a few things lined up for October! Next week, we're off to Busch Gardens for some Halloween frights. I can't wait to feel 12 years old again, jumping out of my skin every time something pops out at me. Nothing quite like a grown man embarrassing himself in public, especially when the screams come with a British accent!

I do love a good concert, so next week we're off to DC to see Teddy Swims live at Capital One Arena. Should be a fun night! We also caught Mumford & Sons at JPJ Arena recently, and they were absolutely brilliant. If you ever get the chance to see them live, I'd highly recommend it. Nothing beats a bit of live music, does it?

Let's Talk Local Real Estate! September brought 281 new listings to the market, up 27 from August. The median sales price dropped from $560,000 to $477,500, and homes took a little longer to sell, averaging 16 days on the market compared to 13 in August.

Compared to this time last year, we're seeing more homes available, a slower pace, and lower median sales prices. In September 2025, there were 250 new listings, the median sales price was $610,000, and homes averaged just 11 days on the market.

So, what does this mean? Buyers have more choice and may have a bit more room to negotiate, which can open the door to some good deals. For sellers, getting the price right from the start and making a great first impression are more important than ever. Homes are still selling, but the days of sticking a sign in the garden and having buyers queue up around the block are a little harder to come by.

I’m not going to sugarcoat it, mortgage rates haven’t been going in the direction buyers were hoping for lately. The average 30-year fixed rate climbed from 6.71% at the beginning of September to around 7.40% in early October.

That said, it’s not all doom and gloom! We had similar rates in 2023. With more homes to choose from and some sellers becoming more flexible, there are still some great opportunities out there. If you’re thinking about buying, I wouldn’t automatically put your plans on hold just because rates have gone up.

My advice? It's always simple. Focus on what you can comfortably afford and what’s available right now, rather than trying to predict exactly where rates will go next. If rates come down in the future, refinancing may be an option. In the meantime, there could be a great deal waiting for you, and I’m always happy to help you find it.

Fun Things to Do Around Charlottesville This Month

As for fun things to do this month, I have you covered! October is one of my favorite times of year around Charlottesville, and there’s plenty happening locally.

Crozet Arts & Crafts Festival – Oct. 10–11: Spend the weekend browsing handmade art, crafts, and unique finds from talented artists. A great excuse to get outside and enjoy the fall weather!

Virginia Film Festival – Oct. 21–25: Film lovers, this one’s for you! Enjoy films from around the world, along with special screenings and events at venues throughout Charlottesville.

Charlottesville Monster Mash – Oct. 24: A fun afternoon at Ting Pavilion featuring pumpkin painting, crafts, face painting, bounce houses, live entertainment, and plenty of family-friendly Halloween fun.

Fantasy Fest – Oct. 31: Celebrate Halloween at IX Art Park with costumes, creativity, and spooky seasonal fun. A great way to wrap up the month.

Fall Fun Around Town: Don’t forget about the simple things, either. Apple picking, local orchards, and scenic drives.

I hope you’re all enjoying the cooler weather and getting a chance to enjoy everything this time of year has to offer. Before we know it, we’ll be talking about Thanksgiving, holiday shopping, and wondering where the year went...

As always, if you know someone thinking about buying, selling, or even just curious about what their home might be worth, I’m always happy to help. Feel free to pass along my number or send them my way. I truly appreciate every referral and the trust you continue to put in me. It means a lot!

Market Statistics for Charlottesville City & Albemarle County

Month Of September



Total Number of Homes Listed (30 days)



Median Sales Price (30 days)



Average Days On Market (30 days)

281 homes were listed in the month of September, 27 more than August. Median sales price decreased from $560K to $477,500. Average days on market increased by 3 from 13 to 16 days.

Last year, we had 250 listed homes, a median sales price of $610K, and 11 average days on market. Comparing to last year, number of homes listed is up (31 units), days on market is up by 5, and median sales price is down by around $132,500.

A Home’s Dirty Little Secret Gets a Design Solution

A thoughtfully staged drop zone or mudroom can turn an everyday catchall into a feature that catches a buyer’s eye.

Flip through real estate listings, and the usual scroll of pristine kitchens, bedrooms and bathrooms may now include another all-star within the photo collections: the mudroom.

Real estate pros are putting these hardworking spaces front and center, showcasing mudrooms and drop zones as features that can hook prospective buyers. These aren’t just a place to toss muddy shoes and wet coats, either. These spaces are getting makeovers in the home, including cubbies, drawers and built-in benches that transform them from the “messy space” of the house into a thoughtfully designed, highly functional area.



Architects are seeing more demand for these hardworking spaces, according to the American Institute of Architects' Q3 2026 Home Design Trends Survey of more than 300 residential architecture firms. Thirty percent of respondents reported that mudrooms are growing in popularity this year, up from 21% in 2025.

As homes have become increasingly multifunctional, homeowners may be looking for ways to keep the everyday mess of life from spreading into the rest of the house. A well-designed mudroom is serving as a home's landing zone. It's a place to drop shoes, coats, backpacks, sports equipment, pet gear and packages before making your way into the living spaces of the home.

Mudrooms don't require a big, dedicated space either. As long as they're near an entryway, they can be added into a small corner or hallway, laundry room or even the garage entrance.

What Makes a Good Drop Zone?

Mudrooms are less about square footage and more about providing creative storage solutions and drop zone areas. A well-designed mudroom takes into account:

Location: Drop zones work best near an entryway. If the kids kick off their shoes at the back door, that's where the storage should be—not across the room where they'll trek dirty shoes across the floor.

Landing spot for everyday gear: Hooks can be used to hold coats and bags. Cubbies, drawers and baskets can help keep smaller items contained.

The messy stuff: Durable flooring and easy-to-clean surfaces make a drop zone easier to maintain and better for storing muddy boots, shoes and everyday wear. A boot tray or rubber mat can be a good addition for wet shoes.

The little things: Homeowners may add practical extras, such as a charging station for their tech, a drop zone for the mail, hooks for car keys and pet leashes, and a bench for putting on shoes or boots.

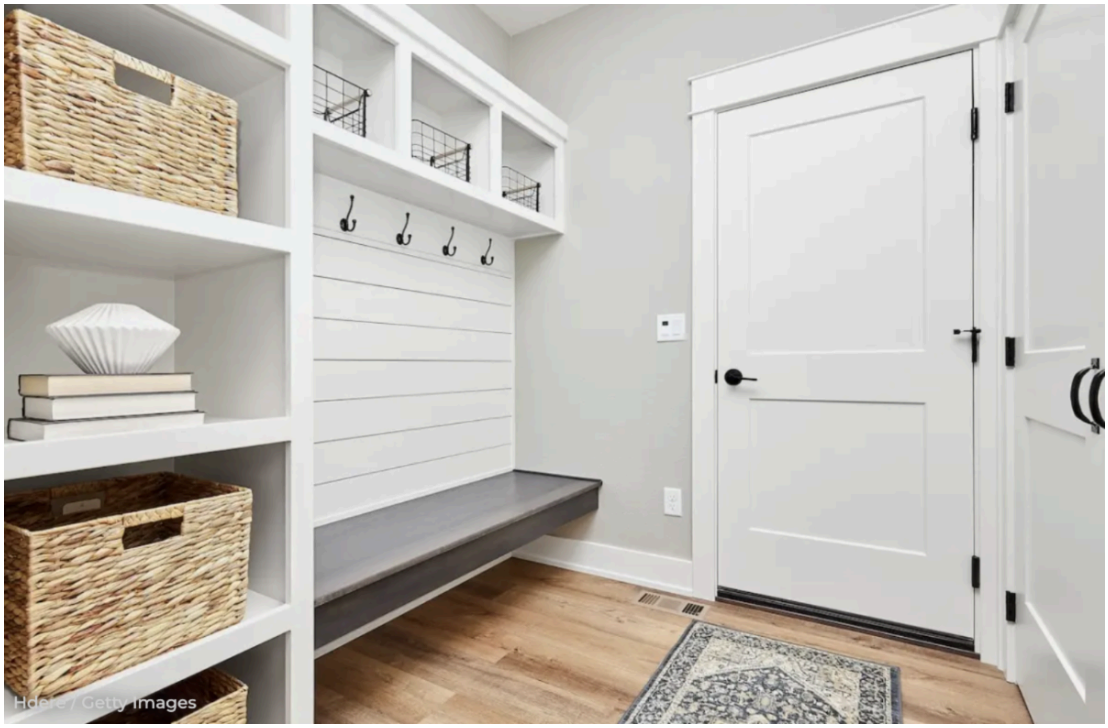
View some inspiration for mudroom design, which shows that they don’t always require a ton of space to add these in.











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

Link to Blog



Congratulations to our client, Song Sheng, on the purchase of his new home in Forest Lakes!

We're excited for him to start this next chapter in such a great Charlottesville community. Thank you, Song, for trusting PRE to help make it happen.

Wishing you many happy years and great memories in your new home!

Recently Sold/Under Contract/Listed with Brad



TBD Langdon Dr, Lot 3, Dyke, For Sale - $249,900

Link



3000 Cove Lane, Charlottesville - For Sale, $619,900

Link



2261 Locust Hollow Rd, Charlottesville - Under Contract, $649,900



1036 Locust Ave, Charlottesville, For Sale - $799,900

Link



42 Partridge Berry Ln, Troy - For Sale, $449,900

Link



1165 Sunset Ave Ext., Charlottesville - For Sale, $399,900

Link



2217 Fowler Cir, Charlottesville - For Sale, $529,900

Link



785 Park Ridge Dr., Crozet - For Sale, $439,900

Link



3 Langdon Dr, Dyke (Proposed Build) - For Sale, $1,049,000

Link



147 Woodlake Dr, Charlottesville - For Sale,





14 Shiloh Ct. Palmyra -

$267,500

Link

360 Bayberry Dr. Charlottesville - Sold, $550,000

Under Contract, $339,900

Local Spotlight

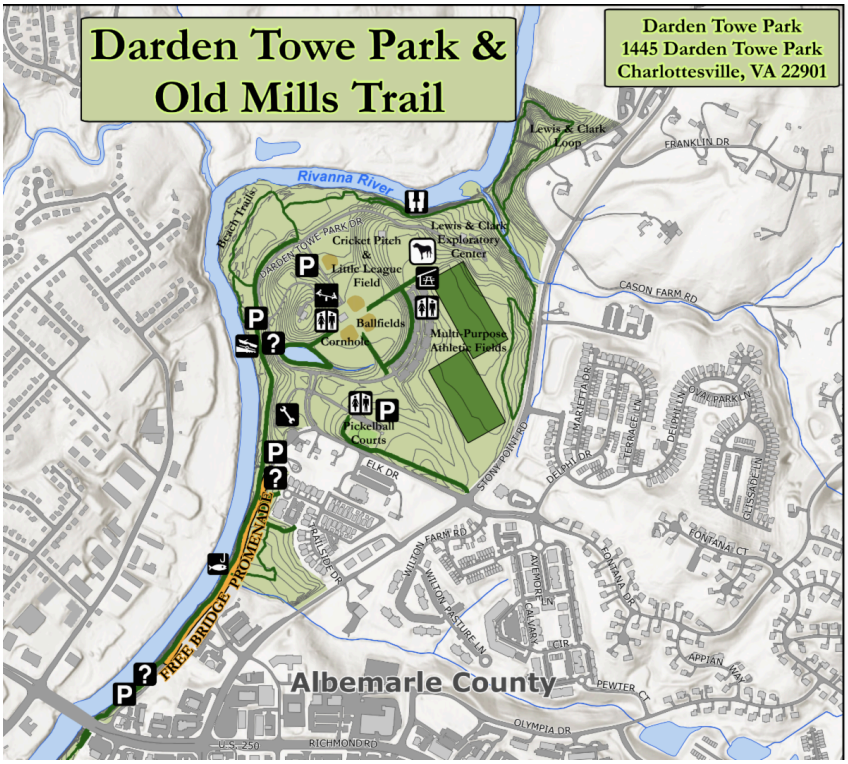
Local Parks



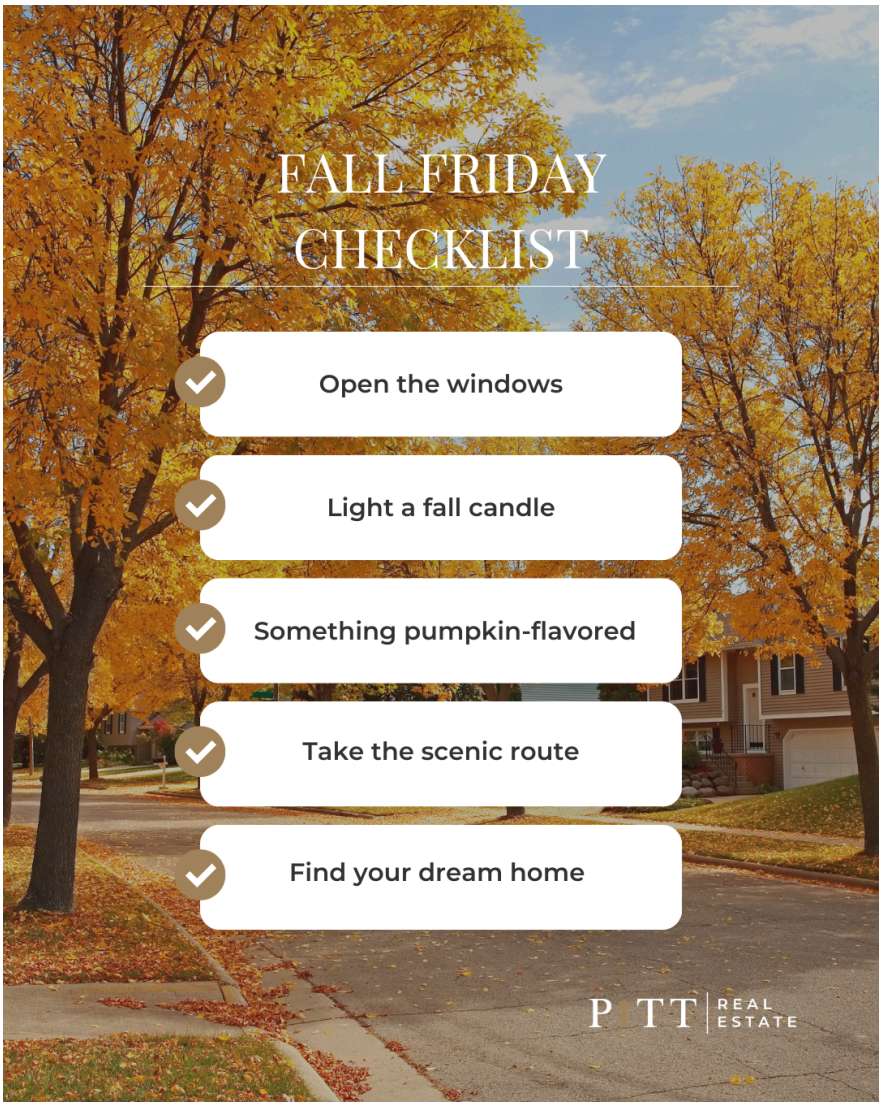
Darden Towe Park - Pantops

One of my favorite spots around Pantops is Darden Towe Park. It's right along the Rivanna River and has walking trails, open green space, picnic areas, a playground, and plenty of room to just get outside and enjoy the day. It's a great place for a walk, taking the dog, or spending a little time outside without having to go far from Charlottesville.

Darden Towe Park



Fall Checklist



Meeting The New Neighbors



One of my favorite past clients, Quinn, has already been introducing her new friend to the neighbors in her new neighborhood… you could say he's *dying* to meet everyone! 💀

Upcoming Local Events



Fantasy Fest

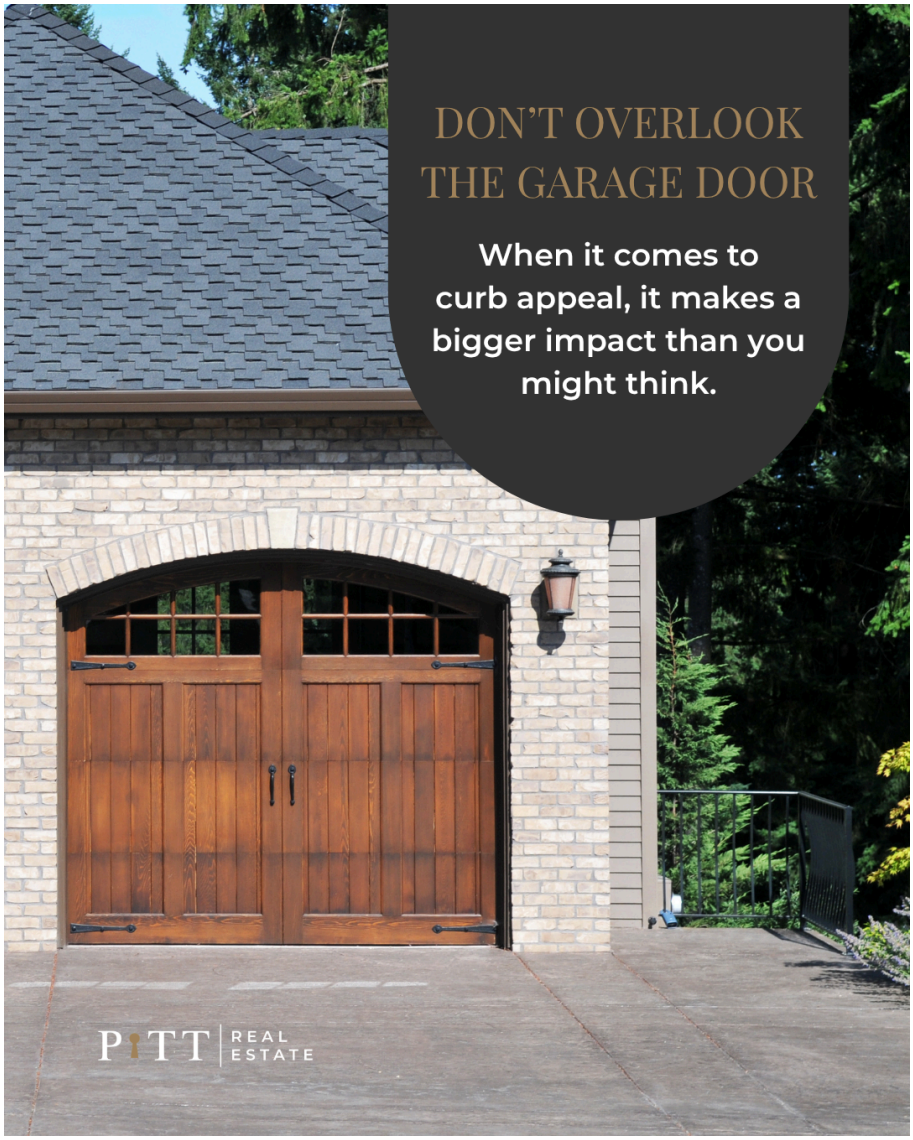
Looking for something fun to do this Halloween? Charlottesville's Fantasy Fest returns on October 31 with a festive evening of costumes, music, dancing, and Halloween fun. It's a great local event for adults looking to celebrate Halloween and enjoy a night out in Charlottesville!

SATURDAY, October 31 | 4 pm - 9 pm
IX Art Park + The looking glass

Afterparty (21+) | 9 PM – 2 AM | $15 Tickets

Fantasy Festival - Ix Park 10/31

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!



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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