



Monthly Newsletter

March & April 2026

Latest News

Hey Pitt Real Estate followers!

Happy May! Hope everyone is enjoying spring so far. This pollen has definitely been winning the battle with my allergies these past few weeks...

The spring market is officially in full swing, and it has been a busy few weeks for us at Pitt Real Estate helping clients make moves. Over the past 60 days, we've helped 18 clients get under contract on their listings or into new homes/contracts, and we also have some great new listings signed and coming to market soon to share!

For our March market update, we saw 350 homes listed, which was 55 more than February. The median sales price increased from \$500K to \$551K, while the average days on market rose by 13 days. Compared to March of last year, listings were up by 23 homes, median sales price increased by \$9K, and average days on market came in at 23 days. A big reason for that increase was seven individual closings that had each been listed for more than 250 days. That definitely pushed the average higher and doesn't reflect what most homes are experiencing in today's market.

For April, we saw 368 homes listed, which was 18 more than March. The median sales price stayed steady at \$550K, and average days on market dropped significantly from 23 days down to just 7. Compared to April of last year, listings were up by 6 homes, median sales price was down slightly by \$5K, and average days on market improved by 3 days. This tells us that well-priced homes are still moving quickly as buyers remain active this spring.

Mortgage rates have moved around a bit since March 1 but have mostly stayed within a fairly narrow range. Rates started March just under 6.0%, climbed through March and early April, eased later in April, and have ticked up slightly again this week. Right now, average 30-year fixed rates are sitting around 6.3% to 6.4%. The big picture is that rates are a little higher than they were in early March, but still better than many of the levels we saw in 2025.

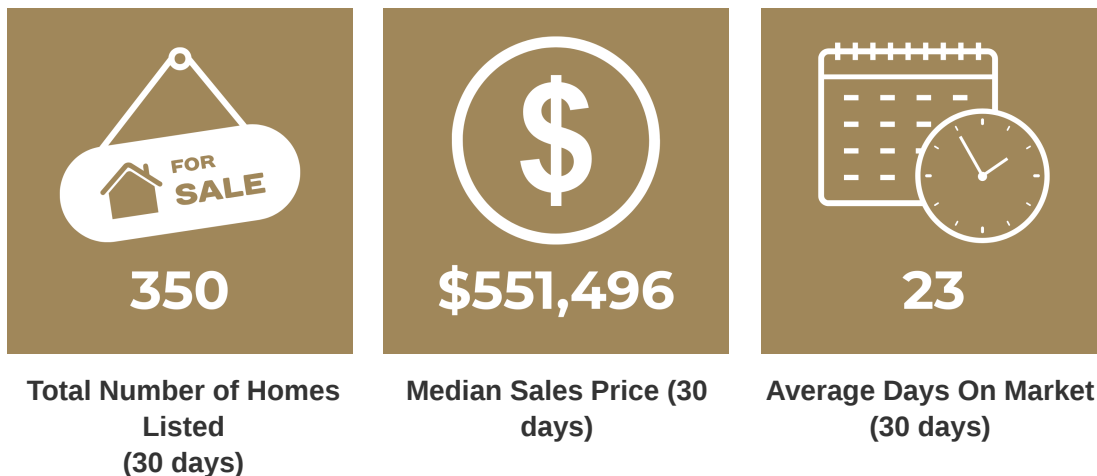
There's also plenty happening around Charlottesville this month with concerts, festivals, and great community events all over town. Here's a quick rundown of some highlights:

- **Fridays After Five at Ting Pavilion** is back for the season with free live music every Friday evening downtown. Great atmosphere, food, drinks, and an easy way to kick off the weekend.
- **Carter Mountain Sunset Series** runs Thursday evenings with live music, food trucks, cider, wine, and some of the best sunset views in the area. Always a local favorite this time of year.
- **Ole 60 at Ting Pavilion** is coming on May 7 for anyone looking for a fun night out and live country music downtown.
- **Charlottesville Arts Festival at IX Art Park** takes place May 23–24 and features artists, live music, immersive experiences, workshops, and family-friendly fun.
- **Journey at John Paul Jones Arena** comes to Charlottesville on May 28 for a big arena concert night.
- **Local winery weekends** are in full swing across the area, making May one of the best months to spend an afternoon at vineyards like King Family, Veritas, or Pippin Hill.
- **Downtown Mall patio season** is officially here. Even if you skip an event, grabbing dinner or drinks downtown and people-watching on a warm spring evening is hard to beat.

Here's to a fun-filled May! 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 March



350 homes were listed in the month of March, 55 more than February. Median sales price increased from \$500K to \$551K. Average days on market increased by 13.

Last year, we had 327 listed homes, a median sales price of \$542K, and 9 average days on market. Comparing to last year, number of homes listed is up (23 units), days on market is up significantly to 23 (14+), and median sales price is up by \$9K.

The average days on market is significantly higher this month because of seven individual closings that each had 250+ days on market. I don't believe this accurately reflects the majority of the current market, but it does raise the overall average for this month.

Month Of April



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



**Median Sales Price (30
days)**



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

368 homes were listed in the month of April, 18 more than March. Median sales price stayed about the same from \$551K to \$550K. Average days on market decreased by 14 to 7.

Last year, we had 362 listed homes, a median sales price of \$555K, and 10 average days on market. Comparing to last year, number of homes listed is up (6 units), days on market is down 3, and median sales price is down by \$5K.

Easy Fixes for the Most Common Buyer Turn-Offs in Staged Homes

Help buyers fall in love with a home from the moment they step inside.

A successful staged showing is a full sensory experience that allows potential buyers to envision themselves living in a house. But by focusing solely on price and location, you may miss seeing the smaller things that could cast doubt on interested buyers. Learn how to identify the hidden turnoffs and master low-cost fixes—so buyers feel confident in the space and will make an offer.



1. Unpleasant odors

If there's a foul-smelling odor in the home, buyers might instinctively associate the place with negative connotations. For example, a musty or damp scent can indicate mold or water damage. The smell of stale food, smoke or other scents can make them think the house is poorly maintained by current residents.

When fixing this issue, avoid heavy perfumes, chemical sprays and synthetic plug-ins. You might think they help create an inviting atmosphere, but an overbearing smell can give buyers the impression that you are covering up for a larger issue. Additionally, these strong scents can trigger allergies.

Instead, eliminate unwanted odors by washing walls with a mild vinegar solution and having carpets and soft furniture professionally cleaned.

Add citrus peels or a cinnamon stick to water on the stove to create a natural and light aroma before a showing. You also can try unscented charcoal bags in hidden spots around the home to help absorb strong odors.

2. Distracting noises

Small and unexpected sounds can distract buyers' attention. For example, a humming noise can be a sign of a failing garage door opener. And even minor issues such as dripping faucets and creaky floorboards can all add up in a buyer's mental checklist of future repairs and costs.

Consider doing a sound audit before your showing. Simple things you can do to fix sound issues, like replacing a toilet flange or using graphite lubricant on squeaky door hinges.

Thick area rugs, heavy curtains and upholstered furniture are great staging elements because they can absorb sound and help create a more serene atmosphere.

Realize what any strange sounds could indicate for major systems so you can address any buyer concerns or questions when they arise. Additionally, consider scheduling showings during off-peak hours if the house is located near busy areas.

3. Poor lighting

Lighting changes a room's mood and its perceived size. Showing a dimly lit room can make your potential buyers feel gloomy and unwelcome in the space. Harsh, cool-toned lighting can make it feel clinical or like an office. Clashing light temperatures, such as a warm lamp under a cool overhead light, can feel chaotic.

Choose lights that create a uniform and comfortable feeling. Good lighting will also photograph better for property listings.

Open the blinds and curtains to let natural light into the space. Choose the same color temperature across all bulbs for a consistent look. For energy-conscious buyers, mention how LED lights consume 75% less energy than incandescent lights.

Also, consider increasing the bulb wattage to make rooms feel brighter and larger. You can also add a stylish fixture to rooms, such as the dining room, for a high-ROI upgrade.

4. Awkward spaces

About 83% of buyers' agents agree that staging a home helps buyers better see the place as a potential home for themselves. Confusing layouts or undefined rooms can

prevent buyers from envisioning how to use the space. For example, a space that is part-office, part-storage and part-gym could create a disconnect in the buyer's eyes.

Additionally, obstructed walking paths can make the room feel tight. Furniture that is too large for the room makes it feel smaller than it actually is, while furniture that is too small can make the space look empty.

When staging, define each room's purpose. Turn a spare room into an office or a children's playroom. Arrange furniture so that it's visually pleasing and makes sense for the space. Remove clutter—personal items make it difficult for buyers to imagine living in the space. Hiding family photos, personal collections and knickknacks are often a top priority when staging.

Remove objects from horizontal surfaces, such as countertops, tables, nightstands and vanities. Additionally, closets, pantries and cabinets should not be overfilled with items. Many buyers want spacious storage, and having items stuffed inside these units makes them seem smaller. Advise sellers to use a storage unit for their items to bump up the property's perceived spaciousness.

Elevate the Showing and Secure the Sale

A successful home showing should appeal to the five senses to create a cohesive and welcoming experience for potential buyers. By proactively identifying issues, you are already ahead of the competition. Fix these sensory turnoffs to avoid missing out on deals. The effort in creating an inviting space is worth it in building buyer confidence, justifying the asking price and ensuring a smooth sale process.

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

SOLD



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Congrats to our first-time home buyers, Derek and Taylor!



Recently Sold/Under Contract/Listed with Brad



**1411 Terrace Lane,
Charlottesville** - For Sale,
\$574,900.

[Link](#)



785 Park Ridge Dr., Crozet
- **For Sale**, \$455,000

[Link](#)



6092 Flintstone Dr - Under
Contract, \$389,900



**708 Blenheim Ave,
Charlottesville** - Under



390 Bishopgate Ln, Crozet



**270 Winding Ridge Way,
Bumpass** - Under Contract,
\$350,000

Contract, \$595,000

- Under Contract, \$889,900



**10129 Spring Dr,
Gordonsville - For Sale,
\$434,900**

[Link](#)



**165 Walnut Ln,
Charlottesville - Under
Contract, \$1,099,000**



**345 Redhawk Trl,
Charlottesville(Ivy) - For
Sale, \$867,000**

[Link](#)



**1033 Sommer Chase Ct,
Charlottesville - Under
Contract, \$400,000**



**751 Exton Ct.
Charlottesville - Under
Contract, \$429,900**



**369 Sienna Ln, Earlysville
- Under Contract,
\$1,169,999**



**722 Exton Ct,
Charlottesville - Under
Contract - \$300,000**



**4985 Dunnagan Dr, Crozet
- Under Contract, \$409,000**



**330 Bishopgate Ln, Crozet
- Under Contract, \$895,000**



**349 10th St,
Charlottesville - Sold,
\$562,500**



**3822 Watts Passage,
Charlottesville - Sold,
\$325,000**



**2176 Whispering Hollow
Ln, Charlottesville - Sold,
\$420,000**



2364 Whitney Ct,
Charlottesville - Sold,
\$299,900

855 Kiddsville Rd,
Waynesboro - Sold,
\$395,000

2865 Old Lynchburg Rd,
North Garden - Sold,
\$525,000

Local Spotlight



Peter Chang's returning to Barracks; Shake Shack coming to Stonefield

I'm excited to share that two fan favorites are making a return to Charlottesville. Peter Chang's China Grill is expected to reopen in a refreshed new form in 2026, while Shake Shack is also set to open at Stonefield. New dining spots and returning favorites like these are part of what keeps Charlottesville growing and thriving, giving residents even more reasons to love calling this area home.

Credit/Source: Cville Right Now Photographer: Mike Barber

Peter Chang's returning to Barracks; Shake Shack coming to Stonefield

Upcoming Local Events



Mumford & Sons Prizefighter Tour

Mumford & Sons will be playing in Charlottesville on September 20. It's always great to see big-name artists coming through our area, and events like this are part of what makes living here so special. Between live music, local charm, and beautiful neighborhoods, Charlottesville continues to offer a lifestyle that's hard to beat!

Mumford & Sons Prizefighter - John Paul Jones Arena Sep 20

Home Tips/Trends

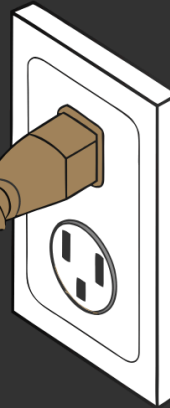
MOVING HACK

Before you unplug anything... take photos.

Snap a quick picture of:

- TV cords + router setup
- Back of your computer
- Cable boxes
- Gaming systems

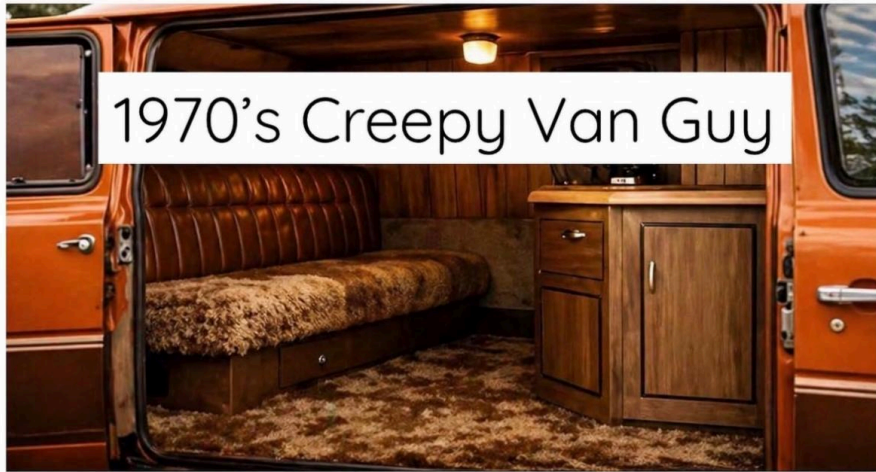
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Moment Of The Month

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!

Times Sure Have Changed



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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