



Monthly Newsletter

March 2025

Latest News

Hey Pitt Real Estate Followers!

Allergy season is here! As much as I love Springtime, seeing my car covered in pollen this morning sucked. I suffer really bad with the allergies here. The crazy thing is I never had any issues in the UK, then I moved to allergy central here! But I am so much happier now we have our beautiful blue skies, mountains, and awesome breweries and wineries to enjoy!

This month marks our 2 years at Keller Williams realty! Thank you to those who reached out to say congrats, especially those who have been a loyal client of mine since I first began my career back in 2015. This year will also be a decade for me as a realtor, gone so quick!

This month Charlottesville is hosting the 13th Tom Tom festival! If you haven't gone before, it's great fun, and you'll definitely learn something new. This year its theme is "evolve," which is exploring how we — as individuals, communities, organizations, and societies — adapt to change and grow into something new. Harnessing hope, creativity, and determination, we turn challenging circumstances into strength and resilience. If you're interested, I have put the link below in my newsletter for you.

Back to real estate! March has been a great month for our clients closing out their contracts. We helped 2 amazing families out of their homes, 2 into new homes, and signed 4 new contracts for buyers! March was a tough one for some of our buyers, we didn't win all the bids we were going in for, we had some buyers lose out to stronger offers, but we are always committed to making sure that regardless of losing out, we will always be here to see our job through, and sometimes it just means that the right and better option was right around the corner. Being in this industry for 10 years has taught me that not everything is going to go your way all the time, but it's how you handle those difficult moments and don't give up with helping those who have put their faith in you. Some things are out of our control, but we never give up in making sure you will achieve those goals eventually.

Looking at the market numbers. Comparing to last year, March was almost identical. We saw 20 fewer homes hit the market, which is not a huge difference, days on market is slightly longer (2 days), and median sales price is about the same (\$540K).

Now's the time to reach out if you're looking to sell/buy this spring! I'm seeing some really cool homes hit the market! If you know anyone looking to buy or sell who could use my help, have them reach out!

I hope you all have a wonderful Easter, talk to you all soon!

Market Statistics for Charlottesville City & Albemarle County

March 30th



327 homes were listed this month, 100 more than last month. Median sales price increased from \$493K to \$543K. Average days on market increased by 1 to 9.

Last year, we had 307 listed homes, a median sales price of \$540K, and 7 average days on market. Comparing to last year, number of homes listed is up (20 units), days on market is up by 2 (7), and median sales price is about the same (\$2.6K).

Best Living Room, Bedroom Colors For Home Sale

Home Stagers Weigh in with their favorites for 2025.

While attention-getting hues like lime green and bold pink were voted as the worst colors to use in real estate for 2025, home stagers and designers advise a softer color palette to make a home more sellable.

Fixr.com recently surveyed more than 60 top home staging and design professionals to uncover the best paint colors to attract potential home buyers. And while bright, dominating colors are a current focus in home design, stagers still overwhelmingly rank timeless neutrals for the real estate

win.

Here's a breakdown of their favorite colors for adding value when selling a home in 2025.

Top choice for living rooms: Soft, warm whites



Best Colors to Paint a Living Area in 2025

- Soft or warm whites: 85%
- Greige: 28%
- Beige: 24%
- Taupe: 18%
- Blush, earthy tones: 12%
- Soft greens: 10%
- Browns: 6%

Top choice for bedrooms: Warm neutrals



Best Colors to Paint a Bedroom in 2025

- Warm neutrals: 76%
- Soft or warm whites: 42%
- Earthy greens: 25%
- Cool blues: 18%
- Blush tones: 10%
- Taupe: 10%
- Beige: 8%

Top home exterior siding choice: Off-white



Best Siding Colors in 2025

Off-white: 45%
Natural wood: 36%
Dark gray: 24%
Natural stone: 18%
Taupe: 18%
Light gray: 15%
Black: 13%
Navy blue: 13%

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

[Link to Blog](#)

SOLD



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Congrats to the Chen family on their new home!

"We worked with Rebecca from Pitt Real Estate and found an ideal house. She is very professional and helpful. Being patient, knowledgeable and no push. We are very happy that we found her."

Jingson Chen

Recently Sold/Under Contract/Listed with Brad



**982 W Daffodil Rd,
Ruckersville** - Under
Contract, \$365,000



**241 Larchmont Cir -
For Sale, \$495,000**

[Link](#)



**109 Main St.
Greenville** - For Sale,
\$249,900

[Link](#)

Local Spotlight

THE FITZROY

The Fitzroy

The Fitzroy is my go-to on the Downtown Mall for great comfort food and creative cocktails! I love their steak frites and Fitzroy Burger, and their Sunday brunch is a must-try. Perfect for a casual dinner or late-night drinks!

Check them out:

The Fitzroy

Upcoming Local Events



Tom Tom Festival: Evolve

The Tom Tom Festival is one of my favorite events in Charlottesville! It's an annual celebration of music, art, and big ideas, all about bringing the community together. The next one is happening April 16–20, 2025, with the theme "EVOLVE," which is all about how we grow and adapt over time.

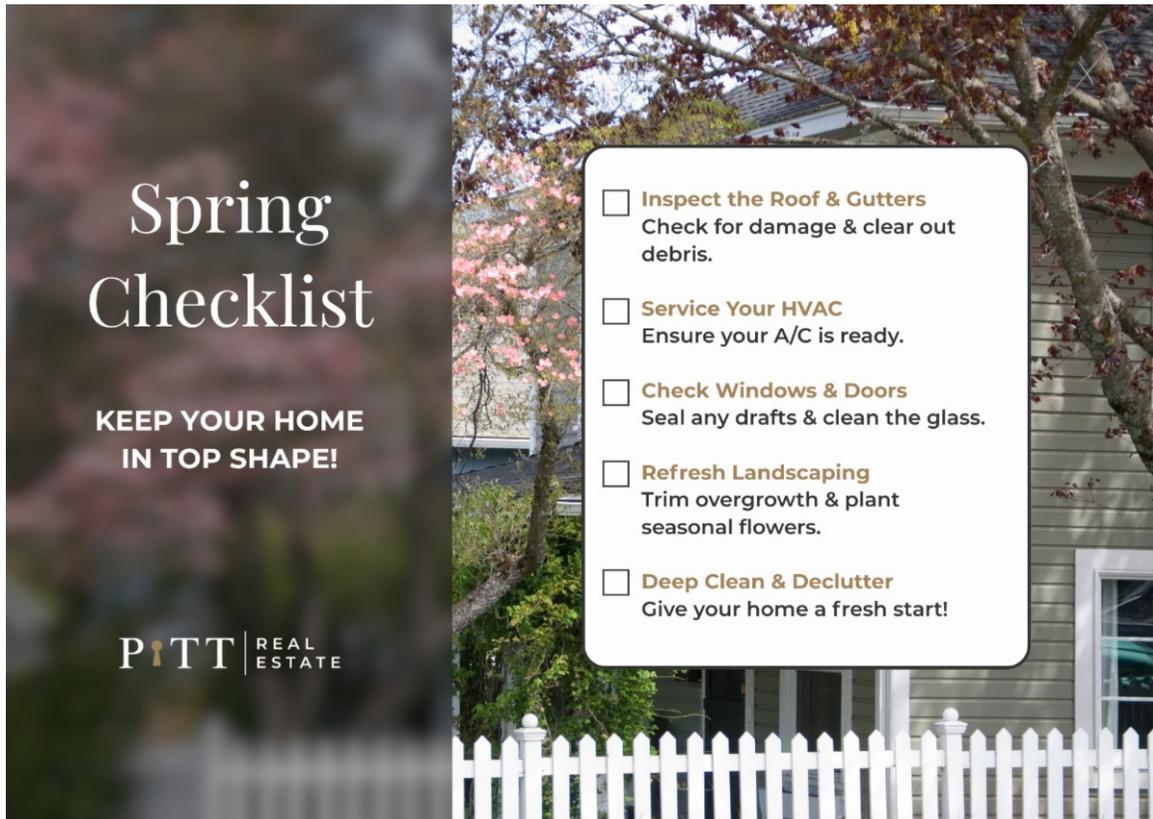
What I love about it is the mix of events—there are conferences, workshops, concerts, and even dance parties. And the best part? Most of the 170+ events are free or have flexible pricing, so it's super accessible for everyone.

It started back in 2012 with the goal of connecting people, sparking conversations, and inspiring action. If you're into creativity, innovation, and

community vibes, this festival is definitely worth checking out!

Tom Tom Festival: Evolve April 16-20

Home Tips



Spring Checklist

KEEP YOUR HOME IN TOP SHAPE!

PITT REAL ESTATE

- Inspect the Roof & Gutters**
Check for damage & clear out debris.
- Service Your HVAC**
Ensure your A/C is ready.
- Check Windows & Doors**
Seal any drafts & clean the glass.
- Refresh Landscaping**
Trim overgrowth & plant seasonal flowers.
- Deep Clean & Declutter**
Give your home a fresh start!

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!

This week, during my travels, I discovered two intriguing home items!



The first water vapor fireplace I've seen! It creates a flame-like effect using water vapor and LED lights, which is pretty cool. But honestly, it sounded more like a fish tank gurgling than a cozy fireplace. Not sure it's for me—I prefer my fireplaces without the aquatic ambiance!



I'm now going to have to add doggy feature walls to my staging estimates—fetching a whole new level of paw-some!

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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