



Monthly Newsletter

November 2025

Latest News

Hey Pitt Real Estate followers!

I hope your November was a good one and you had a fun Thanksgiving! I'm still recovering from all that turkey and apple pie myself...

It's finally starting to feel like winter—leaves have fallen, it's cold, and dark when I leave the office, but I do love wrapping up and sitting by the fire, though.

This month, we took a quick trip to the Smoky Mountains in TN and had a great time! We explored the Pigeon Forge and Gatlinburg areas. If you enjoy outdoorsy activities, fun shows, mountain coasters, and Dolly Parton, it's definitely a place to take your family. We especially loved Ana Keesta—amazing views, great food and drinks, and so many fun things to do, including a zip line (if you're into that kind of thing).

Pitt Real Estate had a busy month! We helped 7 clients buy or sell homes and put another 6 into new contracts. The market heated up this month, which was great for some of our clients who had to be patient this fall to find a buyer.

As for our local Charlottesville market, This month, 180 homes came on the market, which is 29 fewer than last month. The median sales price inched up from \$552,000 to \$555,000, and the average days on market increased from 10 to 12. Comparing to this time last year, we saw 159 new listings, a median sales price of \$551,000, and 11 days on market, today's numbers show a market with slightly more inventory, slightly longer selling times, and a modest \$4,000 rise in median price.

Mortgage rates have been trending slightly downward lately, giving buyers a bit of breathing room after the higher levels seen earlier in the year. The average 30-year fixed rate is now hovering around the low-6% range, with some lenders offering options just under 6% for well-qualified borrowers. This marks the lowest point in several months and follows a period when rates were sitting above 7%. While still higher than the historic lows of a few years ago, today's rates are more manageable and have helped motivate some buyers and refinancees back into the market.

This December is full of festive activities to enjoy here in Charlottesville! Here's a small list for you to check out if you're looking for some fun plans this month:

- **Winter Wander Trail of Lights — Boar's Head Resort (Nov 14 – Jan 3)** Lakeside walk with holiday lights, live music, festive food, and family-friendly displays.
- **Grand Illumination — Ting Pavilion (Fri, Dec 5, 5–8 PM)**
Downtown tree lighting, live music, holiday vendors, and family fun.
- **Holiday Market — Downtown (100 E. Water St.) (Saturdays through Dec 20)**
- **Holiday Bazaar — Charlottesville Waldorf School (Dec 5–7)**
Artisan and holiday shopping for families and gift hunters.
- **Wine Guild Holiday Market (Dec 6)**
- **McGuffey Art Center Winter Market (Various Dates through Dec 28)** Local art and handmade goods — a showcase of Charlottesville's creative scene.
- **Christmas at The Paramount — Paramount Theater (Dec 20)** Choral and orchestral holiday concert for music lovers and families.

All I want for Christmas is to help someone find their perfect home!

If you know anyone looking to make a move this season, now is the time to have them get in touch. Heading into the new year, it's the perfect opportunity to discuss your goals for spring.

Wishing you all a wonderful December, a Merry Christmas, and I look forward to catching up before 2026!

Talk soon!

Market Statistics for Charlottesville City & Albemarle County

November 30th



Total Number of Homes Listed (30 days)



Median Sales Price (30 days)



Average Days On Market (30 days)

180 homes were listed this month, 29 less than last month. Median sales price increased from \$552K to \$555K. Average days on market increased by two to 12.

Last year, we had 159 listed homes, a median sales price of \$551K, and 11 average days on market. Comparing to last year, number of homes listed is up (21 units), days on market is up by one (12), and median sales price is up by \$4K.

5 Home Design Trends We're Grateful For in 2025

The latest home trends celebrate individuality and comfort.

As the holidays approach, there's plenty to appreciate in the way homes are evolving. Forget cookie-cutter designs—today's trends are all about warmth, individuality and functionality. Here are a few standout home trends worth giving thanks for:

1. More personality, less cookie-cutter

The all-white kitchen and all-gray interior had their moment, but homeowners are craving color and character. Think tuxedo kitchens—contrasting upper and lower cabinets—bold backsplashes, and interiors that feel one-of-a-kind. Spaces are getting a personal stamp with a custom, memorable look.



2. Natural touches

Biophilic design—bringing nature indoors—continues to rise in popularity. From natural stone and wood finishes to greenery that softens a room, homeowners are looking for calm, grounded interiors that feel connected to the outdoors.



3. Texture, texture, texture

It's no longer just about how a space looks, but also how it feels. Textured elements—like boucle fabrics, grasscloth, fluted wood and handcrafted details—are adding dimension and depth. These tactile surfaces bring warmth and encourage people to literally reach out and touch.



4. The dirty kitchen

Open floor plans may be beautiful, but they don't leave much room to hide the mess. Enter the "dirty kitchen" or "back kitchen"—a hidden prep space or pantry often equipped

with appliances and cooking surfaces. It's the perfect sanity-saver, allowing everyday chaos to stay out of sight while the main kitchen remains a spotless, sleek showpiece for the home.



5. Accessibility with style

Designing for longevity is top of mind. Homeowners are embracing spaces that work for them now and later, blending function and style seamlessly. According to Houzz's 2025 Bathroom Trends Study, one in six renovated bathrooms now features a wet room—an open-concept design where the shower or tub flows into the rest of the room without bulky enclosures. These layouts not only maximize space and look modern, but they also make bathrooms more accessible for all ages and mobility levels.

The report also shows more remodeling homeowners are increasingly prioritizing nonslip flooring, grab floors, built-in seating and adopting more low-fuss maintenance design elements, like large-format tiles.



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



A big congratulations to our buyers, Jacob and Abby, on purchasing this cozy, updated Belmont cottage! We're so glad to have been part of your home-buying journey!

Recently Sold/Under Contract/Listed with Brad



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

[Link](#)



71 Branch Ln, Zion Crossroads - Under Contract, \$599,000



345 Redhawk Trl, Charlottesville(Ivy) - **For Sale**, \$919,000

[Link](#)



**803 Orangedale Rd,
Charlottesville** - Under
Contract \$294,900



**1511 Westfield Ct,
Charlottesville** - Under
Contract, \$375,000



**1075 Weybridge Ct. #103 -
For Sale, \$299,000**

[Link](#)



**2282 Hyland Ridge Dr,
Charlottesville** - Under
Contract, \$1,279,000



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

[Link](#)



**139 Old Fifth Circle,
Charlottesville** - For Sale,
\$409,900

[Link](#)

Local Spotlight



Albemarle Baking Co.

Albemarle Baking Co. is a Charlottesville and Brad favorite, known for its incredible artisan breads, flaky pastries, and gorgeous cakes. They bake everything fresh daily, from crusty sourdough to buttery croissants, making it the perfect spot to swing by for a treat or grab a loaf on your way home. A true local gem and great place to check out this Winter!

Check it out:

Upcoming Local Events



Crozet Winter Brews & Booze Fest

Mark your calendar for Saturday, December 6, 2025 (12–5 PM) at Claudius Crozet Park! The 7th Annual Winter Brews & Booze Fest returns with unlimited tastings (with ticket), live music, local artisans, and food trucks, all in a festive holiday atmosphere. Admission is free to the public, and costumes or ugly sweaters are encouraged. A perfect way to enjoy the season and connect with the Crozet community!

[Crozet Winter Brews & Booze Fest](#)

Home Tips



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!

Just saying...

I Hope You Had A Happy Thanks Giving!



Connect With Brad

If you have been thinking about a real estate decision or expect to be making one in 2025, reach out to us so we can help you get ahead on the process.

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