



Monthly Newsletter

October 2022

Latest News

Hey Pitt Real Estate followers!

The spooky season is just around the corner and I hope that you are all ready for it! I hope you've got some fun plans for Halloween with your friends and family. There was definitely a crispness to the air this morning, Fall is officially upon us!

This month, the Pitt Real Estate team has been busy closing out the remaining summer deals. These clients have finally been able to move into their new homes and it's great to see. The rewards of hard work for all involved are always worth it.

According to the data from last month, not much has changed in the market. Listed homes have decreased slightly, but days on market have stayed the same at 8 and median sales price has risen by \$10K. Compared to previous months, buyers are still negotiating more and getting better deals. It's also exciting to see more new construction opportunities come onto the market or on the horizon! It's no secret that buyers love new homes and the benefits they offer. In addition, it's fun to see new communities being built in areas you never knew existed! It will be exciting to see what is in store for new homes over the next couple of years in and around Charlottesville. Send me a message if you're interested in new communities!

Rates are still a sensitive subject. The Fed is fighting inflation. We have some of the most talented local lenders who are offering creative ways to offset higher rates, making it easier for buyers and sellers to close deals.

In the near future, the days of crazy bidding wars are behind us for sellers(YAY for buyers!). The best thing you can do going forward is to make your house stand out. Buyers will always be interested in a well-priced, well-presented home. Getting your house ready for the inspection and making it the best it can be (within reason) will save you a lot of future stress. Check out the tips below for preparing your home for an inspection.

Wishing you a great end to October!

Talk soon!

Market Statistics for Charlottesville City & Albemarle County

October 19th



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



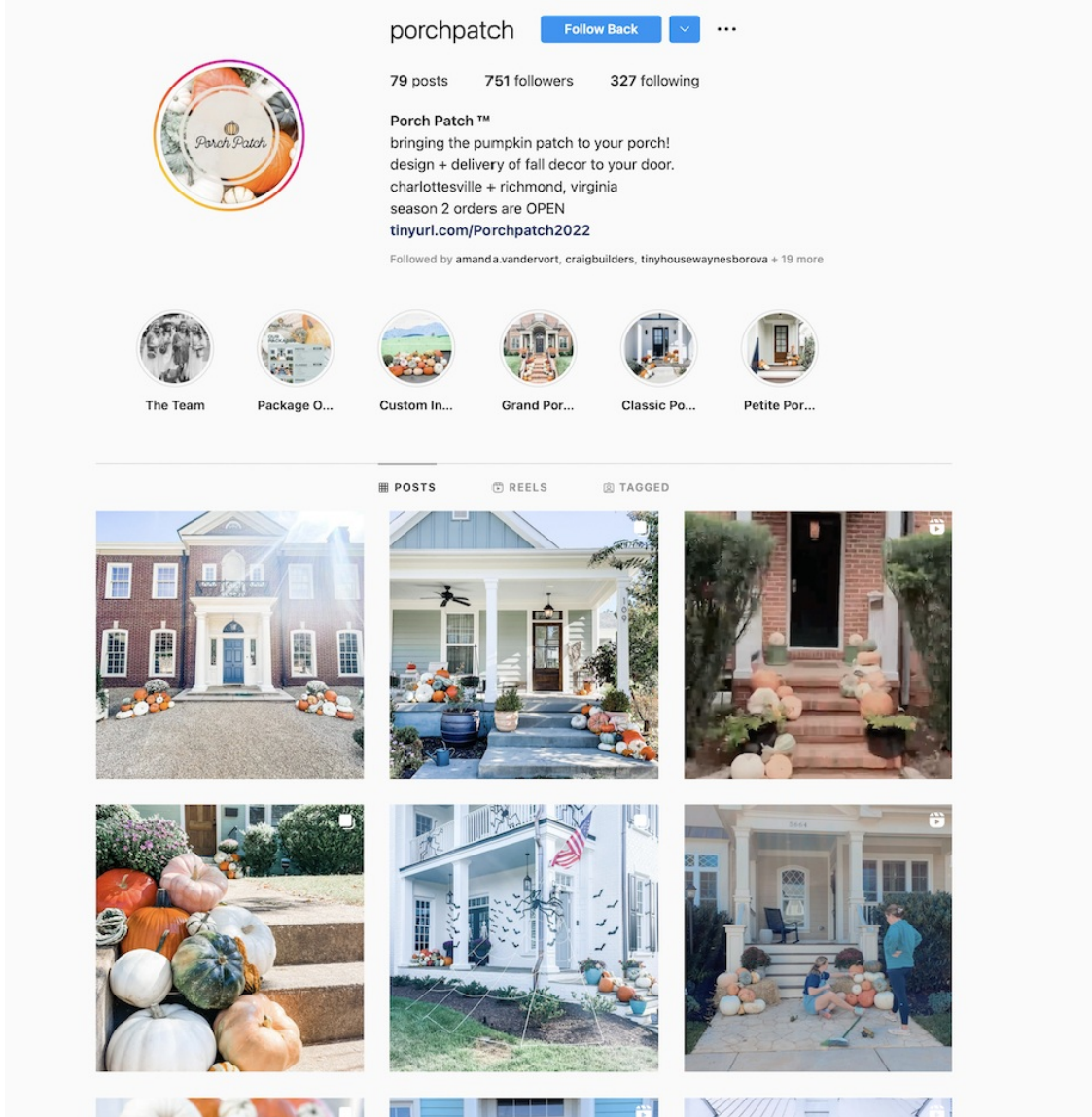
**Median Sales Price
(30 days)**



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

207 homes were listed this month, 14 fewer than last month. From \$443K to \$454K, median sales price increased around 11K, and days on market remained the same at 8. The market has remained steady from September to October.

Fall Finds



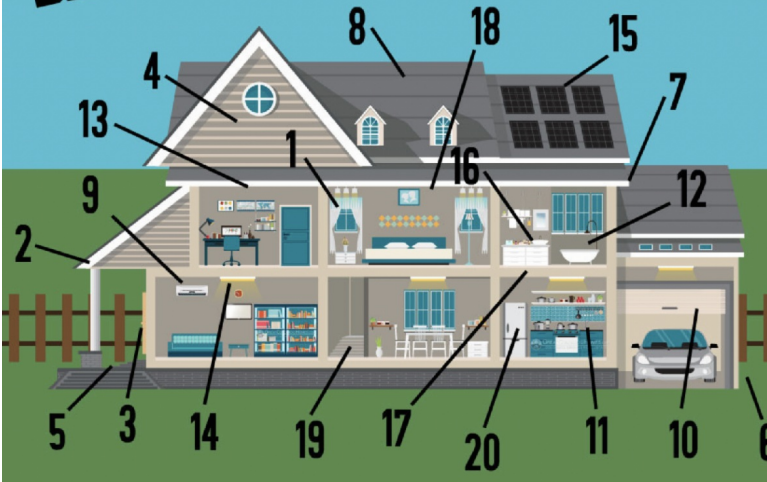
Looking for help decorating your house for Fall? Check out this local company, Porch Patch! See their past projects and pricing on their Instagram page.

Home Inspections

How To Prepare For A Home Inspection When Selling Your House

20 ITEMS TO CHECK BEFORE A

HOME INSPECTION



EXTERIOR

- 1 WINDOWS/SCREENS
- 2 PEELING PAINT
- 3 CRACKED CAULK
- 4 SIDING/TRIM
- 5 DECK/FENCES
- 6 POSITIVE DRAINAGE
- 7 GUTTERS
- 8 ROOF
- 9 AIR CONDITIONER
- 10 GARAGE DOOR

INTERIOR

- 11 WATER HEATER
- 12 SHOWERS/TUBS
- 13 CEILING FANS
- 14 LIGHT BULBS
- 15 ELECTRICAL
- 16 PLUMBING
- 17 TOILETS
- 18 SAFETY DETECTORS
- 19 STAIRS
- 20 APPLIANCES

A home inspection is one of the most critical steps in a house sale. Potential problems can be identified for both buyer and seller, making this a nerve-racking time for both parties. These tips will help you, the seller, prepare your home for an inspection so you have the best chance of closing.

Exterior

1.) **Windows/Screens:** If there are any cracked/broken windows, damaged or missing screens, they may be written up in the report. Don't panic. Just repair or replace what you choose in order to keep it off the report. If any double glass panels are "fogged" due to the seal being broken, it will probably be noted as well.

2.) **Peeling Paint:** Paint doesn't last forever. It's important to identify if your home needs new exterior paint before selling. Look for cracked, chipping, or bubbling paint around the exterior of the home, and areas where moisture builds up.

3.) **Cracked Caulk:** Caulking is important to seal a home from extreme weather conditions. For this reason, many home inspectors will look for cracked caulking around doors, windows, and water areas. This is an easy

one to fix. Just purchase some high-grade caulking that fits the application needed and take care of it before the inspector shows up.

4.) **Siding/Trim:** Check for any loose boards that need to be refastened or replaced before a home inspection. If replacing exterior siding, be sure to match it to the original color and texture to leave a uniform look.

5.) **Decks & Fences:** Check for boards that need to be replaced, and see if any railing is loose. Check the framing of the fence for loose panels, and secure them back in place as needed.

6.) **Positive Drainage:** Make sure there is nowhere directly around the outside of the house that rainwater could flow TOWARD the house. Water should do just the opposite for the first 3 feet. This might mean a little shovel work. Also, make sure that downspouts pour 3' away from the house or into a tray that does the same.

7.) **Gutters:** If the gutters are in need of cleaning, that may end up on the report. It's best to clean the gutters before listing your home for sale. This is particularly important if you have a two-story home that overlooks gutters from the upper level windows. Clean gutters send a message to the buyers that the home has been well maintained. It's an easy chore to knock out.

8.) **Roof:** A bad report can be at the top of the list of things buyers fear. You could be proactive and ask your agent to have a roofer give you an estimate on minor repairs (a tune-up). If you decide to do the repairs, you can then ask for a "Roof Certificate". This will help put the buyers at ease.

9.) **Air Conditioner:** The unit on the outside of the house should be free of leaves and bushes to allow it to cool properly. Simply clean the area around the outside units to ensure that they are not obstructed by debris.

10.) **Garage Door:** Do a simple test. Open the door, have someone hit the button to close it, then wave your foot in the path of the infrared beam (electric eye path near the ground). It should stop then reverse the door back to open position. Next, repeat this -except instead of waving your foot, grab the door with both hands and make it stop. It should offer some push against you then reverse back to open position. The inspector will most likely perform both of these tests.

Interior

11.) **Heating/Cooling/ Water Heater:** The inspector will turn on both of these systems just to note if they run. Remember to always replace the furnace filter, no matter what month it is.

12.) **Showers/Tub Surrounds:** These often get written up for cracks in the grout, or caulked joints. This can easily be fixed ahead of time if you are handy. Just match the grout color and texture and re-grout the damaged areas to make the tile look new again.

13.) **Ceiling Fans:** Most home inspectors will test every ceiling fan in the home to make sure that they all work properly. Be sure that you replace any broken fans before listing your home for sale.

14.) **Light Bulbs:** Replace any that don't work. Yes, they will actually check all lights (not lamps).

15.) **Electrical:** For about \$10, you can get an outlet tester at any home improvement store. This will inform you of any outlets that will fail the inspector's test (yes, they test every single one, inside and out). Some of these testers have a button to check GFI (ground fault interrupter) outlets. GFI outlets are usually located at wet areas: garage, exterior, baths, kitchen, and laundry depending upon the year built, because of changing codes. These outlets can also be protected by one device:

- either a GFCI (ground fault circuit interrupter) outlet or
- circuit breaker located in your main electrical panel.

Speaking of the panel, make sure it's easily accessible. All switches, outlets and junction boxes must have cover plates without cracks. There can be no

exposed "Romex" (home in-wall wire). It must be in a metal or plastic conduit.

16.) **Plumbing:** Fill all sinks halfway, then pull the plug to see if they drain normally. If slow, it might just need the P-Trap to be cleaned. Check in cabinets, under all sinks for any moisture on the bottom, supply lines or valves (use a dry paper towel and check by wiping).

17.) **Toilets:** All toilets will be flushed and noted. If there is a leaking sound before flushing, it's probably the flapper valve. These cost \$5-12 and need no tools to install. Toilets will also be checked for secure mounting (they shouldn't move).

18.) **Safety Detectors:** There are 2 types – A Carbon Monoxide detector is required within 15' of any bedroom, and at least one per level of the house. The Smoke detector is required inside each bedroom, in the hallway of bedrooms, and at least one on every level. It's a good idea to replace batteries and push the test button (earplugs anyone?).

19.) **Stairs:** The balustrade (entire baluster system) will be checked for sturdiness. If any of it is loose, you might want to have that repaired before inspection.

20.) **Kitchen Appliances:** The inspector will run the dishwasher through its cycles, turn on all range/cooktop burners, oven, vent fan & light and if included in the sale, check all functions of the refrigerator. Repair or replace any appliances as needed.

Few Extras To Be Aware Of

Radon, Mold, Meth, etc: There are several possible tests beyond the home inspection that your buyers may want to have performed.

Windows: All windows will be opened, closed and re-locked. Hard movement or failure to lock will be noted. Some of this can easily be improved by cleaning tracks/guides and using a clear spray silicone from a hardware store.

Interior- General: The inspector will note each room for things like moisture stains, drywall cracks, loose flooring, or uneven floors.

If you or someone you know is considering selling or buying this year, contact me and I can help.



"I'd recommend Bradley as an agent to anyone looking to buy their dream home."

Bradley was very good about learning our tastes in homes and sending us good fits as soon as they were on the market. We probably wouldn't have

gotten the house we did if we hadn't acted as extremely fast as we did, all with Bradley's guidance.

Bradley helped us know what we needed to try and sway sellers, and when we didn't win a bid he helped us keep high spirits and kept us on track for the next house that came.

We are SO happy with the house that we ultimately bought- it was the best fit of the the ones we looked at. We couldn't have done it without a real estate agent (which I've been telling all my dyi-home-searching friends), and I'd recommend Bradley as an agent to anyone looking to buy their dream home.

Kimberly Hamil & Lauren Read

Recently Sold/Under Contract/Listed with Brad



**32 Elizabeth Dr,
Barboursville** - Under
Contract - \$425,000.



**1508 Trailridge Rd,
Charlottesville** - Under
contract, \$455,000.



**4 Fowler Circle,
Charlottesville** - Under
Contract, \$499,900.

Local Spotlight

P1TTT | REAL ESTATE

Local Spotlight

LOOKING FOR SOME FAMILY FALL FUN?
CHECK OUT THE BLUE RIDGE MOUNTAIN MAZE -
A 5-ACRE MAZE LOCATED JUST 30 MINUTES
SOUTH OF CHARLOTTESVILLE!

DISCOVER CLUES AND FILL IN YOUR
NAVIGATION MAP ALONG THE WAY...
GOOD LUCK!



Blue Ridge Mountain Maze

Looking for something fun to do with the family this fall? I went to the Blue Ridge Mountain Maze recently and had a blast! They also have a petting zoo, pumpkins to buy, local snacks, and its next to Wood Ridge Farm Brewery with great lunch options! It's a great day out for everyone. Link below:

[Click for Blue Ridge Mountain Maze](#)

Upcoming Local Events

Liferview Marketing Presents: 11th Annual United Nations of Comedy Tour

Live Events | 11/18/2022 | 8:00PM

The United Nations of Comedy Tour returns to The Paramount Theater! This tour features national comedians as seen on HBO, Comedy Central, BET, Late Night with David Letterman, Netflix HULU, FOX, and more. The United

Nations of Comedy is one of the funniest national comedy tours to visit the area and has become a highly anticipated comedy event.

The tour was founded to promote diversity through laughter and focuses on choosing the perfect blend of national comics by selecting an eclectic mix of styles. This year's lineup includes a hysterical array of national comedians: Jordan Rock, Sean Donnelly, Liz Miele, and Funnyman Skiba.

Tickets can be purchased here:

[Annual United Nations Comedy Tour - November 18](#)

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 story, a joke or a funny event that happened the month before. Thanks for reading!

Realtor Jokes

If he's not British, you've got the wrong guy.

When a friend says they are going with another agent



Connect With Brad

If you have been thinking about a real estate decision or expect to be making one in 2022, reach out to us so we can help you get ahead on the process.

Contact Me





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