PITT REAL ESTATE

Monthly Newsletter

December 2024

Latest News

Hey Pitt Real Estate followers!

I hope that you all had a wonderful Christmas and are enjoying the holidays with your families and friends. Personally, I ate and drank way too much... (but hey, what else is there to do?).

Every year, I say it, but it's hard to believe it's already 2025. Those people weren't lying when they said time flews by as you got older! I also want to thank everyone who wished me a happy birthday. It was a good one! We enjoyed dinner at the Tobacco Co. in Richmond, on Cary St. I definitely recommend it. The atmosphere was great, the food was delicious, and being an architectural nerd, I loved checking out their old 1877 brick building that housed so much charm.

2024. What a year. I'm truly grateful to all the clients we were able to assist with the sale or purchase of their properties. This was Pitt Real Estate's best year ever, thanks to fantastic clients and referrals, as well as a top-notch team. I'm one lucky guy! Our team assisted over 75 clients in finding a home, selling their home, or putting them on under contract. Many of these clients were referred by other clients or agents, so thank you.

There is some exciting news to share with you. I am happy to announce the addition of a new agent to my team! Welcome Lexi, a new agent starting in January! She will assist me and the team with our buying clients. Pitt RE's growth will enable a better overall experience going forward for my clients, so it's an exciting time for us.

As the year 2024 draws to a close. I would like to thank my wonderful team, Rebecca, Angela & Amanda. Rebecca has been with me full time for 4 years this summer, and has been a super star since joining, now helping her own clients! Angela has been an invaluable asset to me with my clients who are under contract, cleaning up all my mistakes. Amanda with her creativity on social media, website, and marketing! Thanks to these talented individuals, PRE would not be where it is today. Wishing my clients, team, friends, family, and business partners a prosperous 2025! I am looking forward to what next year holds for us all.

I look forward to seeing you all in the new year!



Market Statistics for Charlottesville City & Albemarle County



December 29th

(30 days)

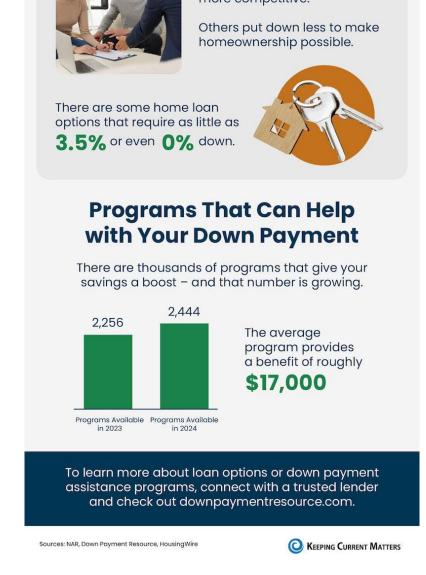
114 homes were listed this month, 45 less than last month. Median sales price decreased from \$551K to \$523K. Average days on market stayed the same at 11.

Last year, we had 108 listed homes, a median sales price of \$546K, and 8 average days on market. Comparing to last year, number of homes listed is up (6 units), days on market is three higher (11), and median sales price is down by \$23K.



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The Truth About Down Payments



Some Highlights

- There's a misconception going around that you have to put 20% of the purchase price down when you buy a home. But the truth is, many people don't put down that much unless they're trying to make their offer more competitive.
- And if you want to give your savings a boost, look into down payment assistance. There are thousands of programs that offer an average benefit of nearly \$17,000.



Congratulations to Pate & Logan on their new home! We loved assisting you with your first home purchase!

Recently Sold/Under Contract/Listed with Brad



2100 #11 Jefferson Park Ave, Charlottesville - Under Contract, \$303,000.



2104 Jefferson Park Ave G, Charlottesville - Under Contract, \$308,500.



354 Oliver Ridge Ln, Troy - Under Contract, \$529,900.





3207 Cliffstone Blvd,



209 Bayberry Ln, Zion Crossroads - Under Contract, \$539,900

Charlottesville - Under Contract, \$974,900.

2937 Templehof Ct, Earlysville - Under Contract, \$375,000.

Local Spotlight

SmyRNA

Smyrna Mediterranean Restaurant

Opened in June 2022, Smyrna has received notable mention from various sources. Located on the busy W. Main Street in Charlottesville, a mere walking distance from UVA, Smyrna strives to conform to the vibe set by the neighborhood, one of sheer diversity.

Smyrna's dishes are inspired by an Aegean/ Mediterranean cuisine, executed by chef Tarik Sengul. The use of locally sourced ingredients enhances each dish, by way of quality and taste.

Check them out:

Smyrna - Mediterranean Restaurant

Upcoming Local Events



Tyler Childers - On The Road

Country Singer Tyler Childers, will be performing on April 13th at the John Paul Jones Arena!

Get your tickets:

Tyler Childers - On The Road



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!



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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