



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



Total Number of Homes Listed



Median Sales Price (30 days)



Average Days On Market (30 days)

(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.

The Truth About Down Payments

**THE TRUTH ABOUT
Down Payments**

✘ The Misconception
"I have to put 20% of the purchase price down"

The Reality
Many people don't, especially first-time buyers

Median Down Payments Today



First-Time Homebuyers



All Homebuyers



Common Misconception

And you don't even have to put that much down.



Some people choose to put down more to make their offer more competitive



more competitive.
Others put down less to make homeownership possible.

There are some home loan options that require as little as **3.5%** or even **0%** down.



Programs That Can Help with Your Down Payment

There are thousands of programs that give your savings a boost – and that number is growing.



The average program provides a benefit of roughly **\$17,000**

To learn more about loan options or down payment assistance programs, connect with a trusted lender and check out downpaymentresource.com.

Sources: NAR, Down Payment Resource, HousingWire



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.
-

SOLD



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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

with special guest
S.G. GOODMAN

APRIL 13
JOHN PAUL JONES ARENA
CHARLOTTESVILLE

TYLERCHILDERSMUSIC.COM

LIVE NATION 

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



ESSENTIAL HOME CARE TIPS

A list of the top five must-know tips for keeping your home clean and healthy.

PITT REAL ESTATE

- 1 Declutter regularly to maintain a tidy home
- 2 Establish a cleaning schedule to stay on top of household chores
- 3 Use natural cleaning products to protect your health and the environment
- 4 Keep cleaning supplies organized and within reach for efficient cleaning
- 5 Deep clean high-touch areas regularly to prevent the spread of germs

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!

I'm ready to paaaartaay



and by party, I mean
drink coffee
& show houses

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



Bradley Pitt

Realtor at Keller Williams Realty

Cell: 434-422-0352

Email: bradleypitt@kw.com



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Pitt Real Estate | 3510 Remson Court Suite 401 | Charlottesville, VA 22901 US

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