

Porch Views & Property News

TRUST COMMUNITY CONNECTION

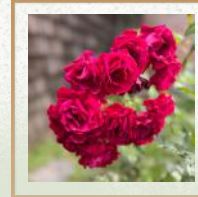
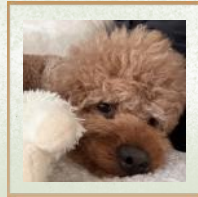


A Quick Hello from Me - From My Porch to Yours

don't know about y'all, but I've been finding every excuse I can to be outside lately. My front porch has officially become my favorite place to land at the end of the day—morning coffee, a little quiet in the evening, and just enjoying that shift in the air that this time of year brings. Benni is definitely excited about the folks that pass by so he can chat with from the front porch again! I've even been eyeing a 3 tier concrete fountain for the front yard (which gives me all the historic garden love), but I adore the idea of creating an even more intentional space that feels welcoming, peaceful, and just...mine. So stay tuned on that one!

And on that note, that's part of why I'm especially excited for the Fred Fair at the Fred Heutte Garden on April 25th. Being part of the garden—and serving as Board President—has made me appreciate outdoor spaces in a completely different way. This year, we're expanding it beyond the plant sale to include more community vendors and programming, so it really feels like a true gathering space. I'm already planning what I want to bring home to freshen things up in my garden and front porch for spring.

Some of my favorite moments recently didn't have anything to do with contracts or closings, though. I had the chance to spend an evening with clients doing breakfast for dinner, and another client—who makes the best sourdough bread—had a fresh loaf waiting for me when I stopped by to check in. Both were just so delicious and fed my heart and soul too! These are the simple, joyful moments that remind me not only what home is really about, but that what I do is so much more than transactional. It brings people into my life who become so much more than clients. And in a fun full-circle way, they also inspired a little something in this month's issue that I think you'll enjoy.



On the real estate side, I've been seeing some really encouraging movement. I recently closed on a home in Buckroe Beach that set the highest sale price in the MLS to date for that neighborhood, and it was one of those situations that really reinforced how much preparation matters. The seller took the time to get everything just right, and we were very intentional about how the home was presented and marketed. That combination created strong interest, multiple offers, and a result that reflected all of that effort.

I've also been spending some time updating a few of my buyer and seller resources—finding better ways to break things down and make the process easier to navigate. There's a lot of information out there, and my goal is always to make sure you have what you need in a way that actually makes sense.

And I'll say this—conversations have definitely been picking up. More buyers are stepping back into the market, and more homeowners are starting to explore what a move might look like. It's not rushed or overwhelming—it just feels steady, like things are opening up in a really healthy way.

What I'm Seeing in the Market

National: As we head into spring 2026, the market is stabilizing. Mortgage rates in the **low-6% range** are bringing buyers back, but with a more intentional approach. Inventory is improving, giving buyers more options, while price growth has softened. Nationally, things feel steady—**less urgency, more thoughtful decision-making** on both sides.

Virginia: Across Virginia, the market is gaining momentum as we move into spring. Sales activity has picked up, and the increase in listings is giving buyers more room to compare than they've had in recent years. That added choice is creating more separation—**well-prepared homes are still moving, while others are taking longer to stand out**. Values are holding steady overall, and the market continues to feel balanced, with **buyers approaching decisions more selectively** and sellers needing to be more intentional in how they position their homes.

Hampton Roads: Locally, that same balance is showing up across our region. Buyers have more options than they did last year, yet demand remains strong enough to keep prices steady. Many well-priced homes are still going under contract in just a few weeks, while others are taking longer depending on condition and pricing. The defining theme right now isn't speed or slowdown—it's a **more strategic, segmented market** where preparation and positioning are driving results.

Across Hampton Roads, we're seeing more separation between homes—well-prepared, well-priced properties are still moving quickly, while others are taking longer and requiring adjustments to find the right buyer.

April Home Care: Staying Ahead of the Season

As the days warm up across Hampton Roads, April is a good time to stay ahead of the parts of your home that are about to get used a little more. A few simple check-ins now can help everything run smoothly as we move further into the season.



- Schedule a quick HVAC check before the heat and humidity settle in
- Refresh outdoor spaces—porches, patios, and walkways for everyday use
- Check around windows, doors, and under the home for moisture or humidity shifts

Small seasonal check-ins like these can help prevent bigger repairs later—and keep your home feeling comfortable as the season settles in. And if you need a reliable vendor for any of these, I'm always happy to share the ones I trust.

Give me fresh air, something good to eat, and a little time on the porch, and I'm happy.

Between a breakfast-for-dinner evening and fresh bread shared with me recently, I've been reminded how much I love those simple moments around friends, food, and home.

Excited to try this one and add it into the mix! Let me know if you made it for dinner!

Ham & Gruyère

BRUNCH STRATA



Ingredients

- 6 cups day-old bread, cut into 1-inch cubes (overrings overt in the cube)
- 1 ½ cups diced cooked ham
- 1 cup shredded Gruyère cheese
- ½ cup shredded mozzarella or Swiss cheese
- 4 large eggs
- 2 cups whole milk
- 1 teaspoon Dijon mustard
- ¼ teaspoon salt
- ¼ teaspoon garlic powder
- ¼ teaspoon garlic powder
- 1 tablespoon butter (for greasing dish)

Directions

1. Preheat oven to 350°F and butter a 9x13 baking dish.
2. Spread the bread cubes evenly in the dish.
3. Sprinkle diced ham, and both cheeses or on bread.
4. In a bowl, whisk together eggs, milk, Dijon mustard, salt, pepper, and garlic powder.
5. Pour the egg mixture evenly over the bread and ham.
6. Gently press the bread down so it absorbs the custard.
7. Let sit 15–20 minutes (or cover and refrigerate overnight).
8. Bake 40–45 minutes, until the top is golden and the center is set.
5. Pour the egg mix evenly over the bread and ham.
6. Gently press the bread down so it absorbs the custard.
7. Let sit 15–20 minutes (or cover and refrigerate overnight).
8. Bake 40–45 minutes, until the top is golden and the center is set.
9. Sprinkle with fresh chives before serving.

Makes 6–8 servings
Prep Time: 15 minutes
Bake 40–45 minutes

Porch Tip
Prepare the night before and refrigerate, then bake in the morning for easy brunch!

Feeling at Ease At Home

This is the time of year when home starts to feel a little different—in the best way. Windows open more often, the air moves a little easier, and suddenly the spaces inside and outside begin to blend together.

Let the outdoors in. Open a door, step onto the porch, and allow fresh air to move through your home

Extend your space. Add simple touches like plants, seating, or lighting to make outdoor areas feel inviting

Enjoy the longer days. Slow down, step outside, and take advantage of the extra light this season brings

Sometimes it's not about changing your home— it's just about experiencing it a little differently.



THE MARKET & THE MOOD ... CITY BY CITY

Real estate isn't just numbers on a chart—it's how those numbers actually play out day to day. Whether you're keeping an eye on things or just curious what's been happening around town, this quick snapshot pulls together what I'm seeing locally and what it means right now.

Virginia Beach: Leading with Consistent Demand

Median Sale Price: \$385,000 (▼ 3.5% MoM)
Median Days on Market: 16 (▼ 18.4% MoM)
Sale-to-List Price Ratio: 99.5% (▲ 0.4% MoM)
Inventory: 758 homes (▼ 1.9% MoM)
New Listings: 680
Months Supply of Inventory: 1.9
Market Lean: Seller-Leaning (≈ 1.9 months supply)



Market Snapshot:

Virginia Beach is still moving at a healthy pace, with well-priced homes continuing to get attention quickly.

Norfolk: Settling into a More Balanced Rhythm

Median Sale Price: \$330,000 (▲ 7.7% MoM)
Median Days on Market: 24 (▼ 4.0% MoM)
Sale-to-List Price Ratio: 99.3% (▲ 0.2% MoM)
Inventory: 520 homes (▼ 4.2% MoM)
New Listings: 368
Months Supply of Inventory: 2.8
Market Lean: Balanced (≈ 2.8 months supply)



Market Snapshot:

Norfolk has settled into a more balanced rhythm, with buyers a bit more selective but strong homes still moving.

Chesapeake: Fast Movement, Continued Strength

Median Sale Price: \$435,000 (▲ 1.2% MoM)
Median Days on Market: 17 (▼ 41.1% MoM)
Sale-to-List Price Ratio: 99.5% (▼ 0.6% MoM)
Inventory: 529 homes (▼ 6.4% MoM)
New Listings: 417
Months Supply of Inventory: 2.0
Market Lean: Seller-Leaning (≈ 2.0 months supply)



Market Snapshot:

Chesapeake continues to hold strong on price, and well-prepared homes are still finding buyers quickly.

Portsmouth: Value Market with Tightening Supply

Median Sale Price: \$282,750 (▲ 3.6% MoM)
Median Days on Market: 22 (▼ 12.0% MoM)
Sale-to-List Price Ratio: 99.4% (▲ 0.2% MoM)
Inventory: 277 homes (▼ 12.1% MoM)
New Listings: 213
Months Supply of Inventory: 2.3
Market Lean: Seller-Leaning (≈ 2.3 months supply)



Market Snapshot:

Portsmouth still an attractive option for buyers looking for value, with well-positioned homes still finding buyers.

Hampton: Slower Pace Creating More Opportunity

Median Sale Price: \$295,000 (▲ 1.7% MoM)
Median Days on Market: 33 (▼ 13.2% MoM)
Sale-to-List Price Ratio: 98.6% (▼ 0.6% MoM)
Inventory: 371 homes (▼ 0.3% MoM)
New Listings: 212
Months Supply of Inventory: 2.9
Market Lean: Balanced (≈ 2.9 months supply)



Market Snapshot:

Hampton has settled into a steadier tempo, giving buyers a little more room while strong homes still draw solid interest.

Suffolk: More Inventory, More Strategy Required

Median Sale Price: \$402,500 (▲ 16.9% MoM)
Median Days on Market: 31 (▼ 19.5% MoM)
Sale-to-List Price Ratio: 99.2% (▲ 2.6% MoM)
Inventory: 491 homes (▲ 5.6% MoM)
New Listings: 284
Months Supply of Inventory: 4.0
Market Lean: Balanced (≈ 4.0 months supply)



Market Snapshot:

Hampton has settled into a steadier tempo. Buyers are taking a bit more time, but well-presented homes are still drawing solid interest.

Legend:

▲ / ▼ = change from last month
MoM = Month-over-Month
≈ = approximately

Market Lean:

Seller-Leaning = homes tend to sell faster
Balanced = neither side has a clear advantage
Buyer-Leaning = buyers have more time and options

Ask
Jennifer...

Looking to match your move with your lifestyle? Want a neighborhood or zip-code level breakdown? Message me directly or scan here—I've got your area covered.



SPRING SELLING: BEFORE YOUR HOME HITS THE MARKET



Most of what determines how a home performs doesn't happen once it's listed. It happens before. This is something I was reminded of with the sale I mentioned earlier—the preparation, the presentation, and how everything was positioned going into the market made all the difference in how buyers responded from day one.

Price isn't picked—it's positioned - It's based on what buyers are seeing right now, what they're comparing it to, and how your home fits into that picture—not an estimate or a number from last year.

Buyers are always comparing - They're not walking through your home in isolation. They're stacking it up against everything else they've seen that day—online and in person.

Condition, presentation, and positioning all have to align - With more options available, buyers aren't just noticing details—they're comparing them. The homes that feel cared for, well-positioned, and easy to say yes to are the ones creating the strongest response.

The first few days matter more than anything - That initial launch—how the home shows, how it's introduced, and how it's priced—is where momentum is created.

Not all homes are moving the same way - Even in a steady market, there's a clear gap forming. The homes that are priced and presented well are moving quickly—while others are sitting longer and requiring adjustments.



Thinking about selling this year? Now is the time to start planning, even if your move is months away.



BUYING RIGHT NOW: WHAT ACTUALLY MAKES THE DIFFERENCE

Buying a home right now isn't just about finding the right one—it's about how you move when you do. That's where I'm seeing the biggest difference.

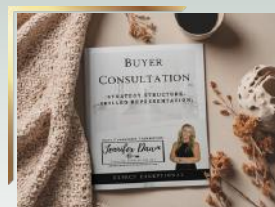
Preparation matters more than urgency The buyers who are most successful aren't the ones rushing—they're the ones who are clear. They know their numbers, their timeline, and how they want to approach the process before they ever step into a home.

Every offer is being evaluated more carefully Price is only one piece. Sellers are looking at how strong the financing is, how clean the contract feels, and how confident they are that everything will actually make it to closing.

How you structure an offer matters Terms, timelines, and how everything is written can make just as much of an impact as the number itself. The strongest offers feel clear, confident, and easy to work with.

The right REALTOR representation makes a difference There's a lot that happens behind the scenes—communication with listing agents, understanding what matters most to the seller, and knowing where there's room to create alignment and how to position a strategic offer. That's often where offers start to separate.

The takeaway: *More options mean more selectivity. Buyers have a little more room to choose right now, which means they're not just competing—they're being more intentional about what they move forward on.*



What's your home worth today? Scan to see your value & equity.



Scan here to Connect with Jennifer



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Pre-Listing Consultation & Seller Checklist

Thinking about your next move? Start with a clear understanding of how to prepare, position, and present your home in today's market.

Explore what matters most before listing—and how thoughtful preparation leads to stronger results.



Where Do You Start When Buying a Home

Buying today isn't about rushing—it's about understanding your options and knowing how to move with confidence.

Get clarity on the process, timing, and strategies that help you navigate the market with intention.



WHERE DO YOU FIT IN TODAY'S MARKET?

Even in a market that feels uncertain, there are still opportunities—if you know where to look and how to approach them.

There's a lot of conversation around the market right now—but stepping back, **the bigger picture is more balanced than it may seem.** We're not in a recession. Mortgage rates aren't at historic lows, but they're also not at historic highs. The job market has softened slightly, yet recent data released by the Bureau of Labor Statistics shows continued stability, with unemployment ticking down to 4.3% in March.

At the same time, **the housing market is evolving in a meaningful way.** Across Virginia, inventory has increased year-over-year, giving buyers more options, while home prices continue to rise at a measured pace. Recent reporting from the Virginia REALTORS® (VAR) shows sales activity trending upward year-over-year, with inventory expanding by just over nine percent. Even with that increase, supply remains below what economists consider a balanced market—something VAR research continues to highlight as a key factor influencing both pricing and availability.

This is where the market becomes more nuanced. National housing analysis from Homes.com shows that while home prices are still rising, they're doing so at a much slower pace—and that growth is no longer consistent across the country. In today's market, location plays a bigger role than ever, with some areas continuing to see upward pressure while others stabilize or adjust. That dynamic is shaping how people move. VAR's latest confidence survey shows buyer activity increasing as we move into the spring market, with clients approaching decisions more thoughtfully and with greater intention. For sellers, demand hasn't disappeared—it's become more selective, making preparation and positioning more important than ever. Well-prepared homes—those that are priced and marketed intentionally—are still commanding strong attention in today's market.

So where does that leave you? This market isn't about reacting—it's about positioning. Buyers, sellers, and even renters all have opportunities right now, but those opportunities look different depending on your goals, timing, and flexibility. The real question isn't whether the market is "good" or "bad." It's how to move within it—with clarity, strategy, and confidence.

Creating Future Opportunities

Even if a move isn't immediate, small, intentional updates made over time—like fresh paint, routine maintenance, or improved lighting—create flexibility when the timing is right.

In a market where preparation matters more than perfect timing, these steps allow you to move forward with clarity, not urgency—and ensure your home is ready when opportunity presents itself.

Positioning Starts Before You Move

Explore Homes & Prices in Your Neighborhood

Browse listings, see what homes are selling for, and follow market activity in your neighborhood or beyond.





SETTING THE STANDARD IN HAMPTON ROADS LISTINGS

The Story Behind a Best Seller

I often advise clients that marketing isn't a "one-size-fits-all" solution. Every property has a story to tell...but it needs the right person telling it to become a **"Best Seller"**! As the listing agent for **14 Bay Front Place**, I utilized a specialized, sign-free marketing strategy specifically tailored for the unique constraints of the gated environment. A **bespoke approach** that generated multiple offers while maintaining the neighborhood's exclusive aesthetic, included *curating the visual experience, cinematic visual storytelling, professional photography and videography, custom marketing pieces on site and digitally, showcasing seller added value, curated property webpage, unique property QR codes, editorial level property magazine, high level multi-channel exposure, and professional networking* - all part of a strategy to maximize engagement with discerning buyers..

This approach successfully resulted in a transaction that closed significantly over the asking price and established the highest sale price in the MLS to date for the neighborhood. It is a clear example of how adapting strategy to geography can maximize a home's value.

PROTECTING NEIGHBORHOOD EQUITY

The list-to-sale ratio reached 105.5%, driven by strategic high-water mark transaction at 14 Bay Front Place.

Real estate plays a meaningful role in long-term wealth, and protecting property values within a neighborhood requires thoughtful positioning and informed decision-making. This approach combines data-driven insight with hands-on market experience to support property values across changing market conditions.



HAMPTON ROADS SPRING EVENTS GUIDE 2026

From early spring festivals to live performances and outdoor experiences, here's a hand-picked lineup of ways to explore and enjoy communities across Hampton Roads.



Norfolk

- **Virginia International Tattoo** (Scope Arena) Apr 16–19.
- **Norfolk NATO Festival / International Village** (Downtown Norfolk) Apr 18.
- **Arbor Walk at the Fred** (Fred Heutte Garden) Apr 11.
- **Fred Fair Spring Plant Sale and Community Celebration** (Fred Heutte Garden) Apr 25.
- **Norfolk Tides Home Games** (Harbor Park) Apr 7–12; Apr 21–26;
- **Spring Town Point Virginia Wine Festival** (Town Point Park) May 2–3.
- **Bayou Bon Vivant Cajun Music & Food Festival** (Town Point Park) May 15–17.
- **Patriotic Festival Country Weekend** (Norfolk Scope) May 22–24.
- **Josh Gates LIVE!** (Harrison Opera House) May 29.

Virginia Beach

- **Stars, Stripes and Spurs: Virginia Beach Military Appreciation Weekend** (17th and 24th Street Parks) Apr 24–26.
- **Bulls & Barrels Beach Rodeo** (17th Street Park) Apr 25–26.
- **The Ultimate Tribute to the Bee Gees** (Sandler Center for the Performing Arts) May 2.
- **Atlantic Coast Kite Festival** (Virginia Beach Oceanfront) May 2–3.
- **Oceanfront Concert Series** (Virginia Beach Oceanfront) recurring spring dates.
- **Virginia Beach 10 Miler** (Virginia Beach Oceanfront) May 9.
- **Neptune's Spring Wine Festival** (Virginia Beach) May 16.
- **Pungo Offroad Monsters on the Beach** (Virginia Beach Oceanfront) May 16.
- **Band Aid Music Festival: Blackberry Smoke** (Holiday Trav-L-Park) May 30.
- **Dolphin Watching Boat Tours** (Virginia Beach) Apr 6–Oct 12

Chesapeake

- **Spring Sky Show** (Chesapeake Planetarium) Apr 10
- **Friday Farmers Market** (Great Bridge Baptist Church) Apr 10
- **Autism Society Event** (Hickory Community Center) Apr 11
- **Chesapeake Recycles Day** (Greenbrier Farms Park) Apr 11
- **Chesapeake Spring Arts Festival** (Chesapeake City Park) Apr 25–26
- **Paddle for the Border** (Dismal Swamp Canal Welcome Center) May 2
- **Bike Fest** (Dismal Swamp Canal Trail) May 3
- **Friends Social Hour** (Chesapeake Public Library) May 4
- **Friends Social Hour** (Major Hillard Library) May 4
- **Chesapeake Jubilee** (Chesapeake City Park) May 14–17

Suffolk

- **“Walk On The Wild Side” Exhibit** (Suffolk Center for Cultural Arts, 110 W Finney Ave) Apr 9–May 9
- **Oyster Fest: Beach Edition** (Sojourn Fermentory) Apr 11
- **Sightseeing & Tea Tasting** (Stillwater Tea House) Apr 11
- **Sightseeing & Tea Tasting** (Stillwater Tea House) Apr 11
- **Suffolk Spring Break Festival** (215 W Washington St) Apr 11
- **Family Fun Day** (The Silos, 1780 Bridgeport Way) Apr 12
- **Suffolk Earth & Arts Festival** (Historic Downtown Suffolk, N Main St) April 25
- **Adult Recess** (Bennett's Creek Park) Saturday, May 9
- **Cultural Fest** (Downtown Festival Park) Saturday, May 16

Hampton

- **Freedom's Fortress Walking Tour** (Fort Monroe National Monument) Apr/May
- **Fort Monroe Canoe Project** (Fort Monroe Marina) Apr 12
- **PBS Documentary + Special Tour** (Fort Monroe / Oozlefinch Brewery) Apr 9
- **Dinos Alive!** (Hampton Roads Convention Center) Apr 12–May 31
- **Mid-Atlantic Warmup Basketball Tournament** (Thomas Road Complex) Apr 18–19
- **The Millennium Tour: Boys 4 Life** (Hampton Coliseum) Apr 19
- **Country for Kids Concert** (Hampton Roads Convention Center) Apr 25
- **Hampton City Schools Run for the Stage 5K** (Sandy Bottom Nature Park) May 9

Portsmouth

- **Bunny Hop 5K & Family Fun Run** (Portsmouth Pavilion) Apr.11
- **Family Flow Yoga** (Portsmouth Public Library) Apr 6.
- **Museum and Fine Arts Commission** (Children's Museum of Virginia) Apr 7.
- **Trash to Treasure Crafts** (Portsmouth Public Library) Apr 18.
- **Portsmouth Naval Shipyard Tour** (Portsmouth Public Library) Apr 22.
- **Steel Seas & Sky Machines: Dieselpunk Art of Tony Snipes** (Portsmouth Art & Cultural Center) April 1–May 31.
- **Portsmouth Public Schools Student Art Show** (Children's Museum of Virginia) May 1–31.
- **STEM Studio** (Children's Museum of Virginia) every weekend Apr/May. Hands-on science activities, 10 AM–12 PM & 1–3 PM.
- **Umoja Festival Music Lineup** (Festival Park) May 23–25.



HAMPTON ROADS MARKET OVERVIEW APRIL 2026

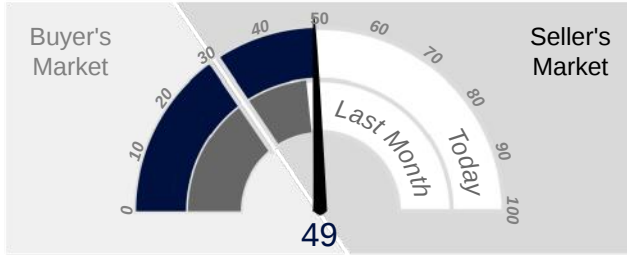
NORFOLK, VA

Single-Family Homes

This week the median list price for Norfolk, VA is \$350,000 with the market action index hovering around 49. This is an increase over last month's market action index of 47. Inventory has held steady at or around 298.

Market Action Index

This answers "How's the Market?" by comparing rate of sales versus inventory.



Strong Seller's Market

Market Narrative

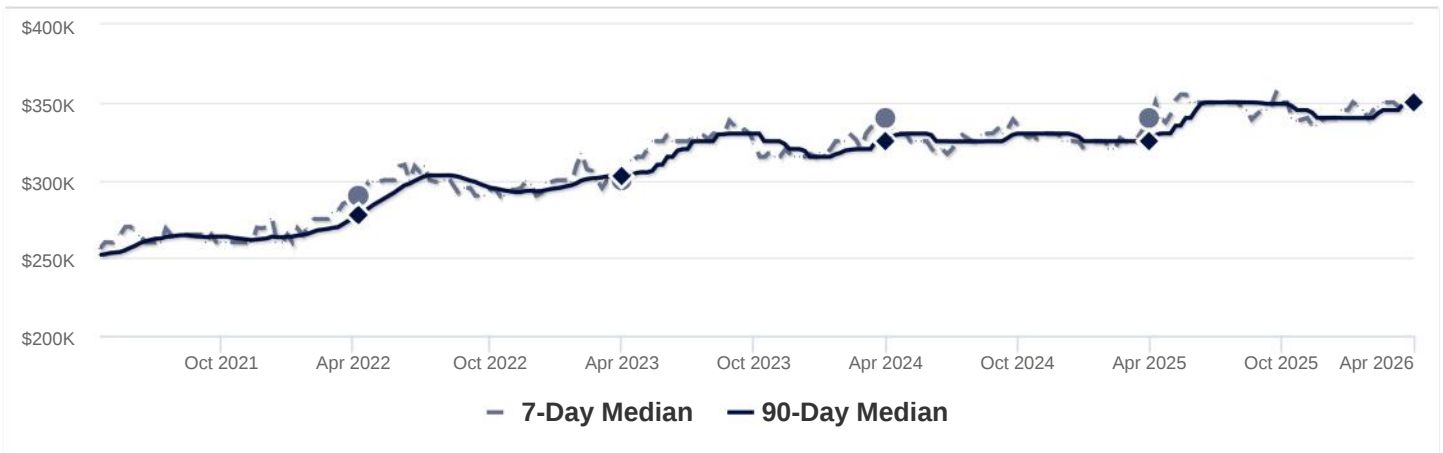
While the Market Action Index shows some strengthening in the last few weeks, prices have not seemed to move from their plateau. Should the upward trend in sales relative to inventory continue, expect prices to resume an upward climb in tandem with the MAI.

Real-Time Market Profile

Median List Price		\$350,000
Median Price of New Listings		\$350,000
Per Square Foot		\$214 91
Average Days on Market		39 26%
Median Days on Market		1% 17%
Price Decreased		298
Price Increased		\$2,250
Relisted		49
Inventory		
Median Rent		
Market Action		

Strong Seller's Market

Median List Price



Market Segments

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$689,000	2,718	4,500 - 6,500 sqft	4	3	41	6	9	56
\$399,250	2,000	4,500 - 6,500 sqft	4	2.5	69	14	15	24
\$320,000	1,575	-	3	2	79	12	17	28
\$247,400	1,156	-	3	1.5	85	10	14	56

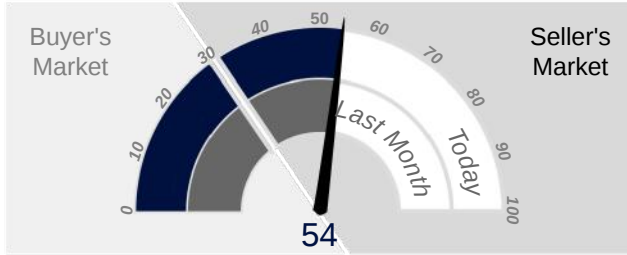
VIRGINIA BEACH, VA

Single-Family Homes

This week the median list price for Virginia Beach, VA is \$591,450 with the market action index hovering around 54. This is about the same as last month's market action index of 54. Inventory has increased to 324.

Market Action Index

This answers "How's the Market?" by comparing rate of sales versus inventory.



Strong Seller's Market

Market Narrative

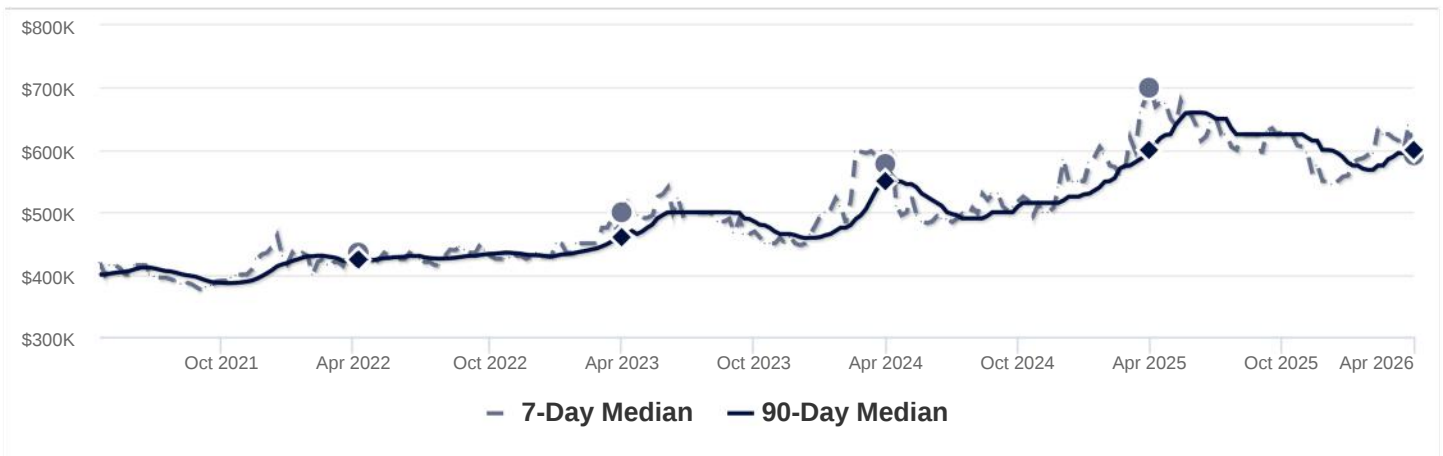
The market has been cooling over time and prices plateaued for a while. Despite the consistent decrease in MAI, we're in the Seller's zone. Watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

Real-Time Market Profile

Median List Price		\$591,450
Median Price of New Listings		\$475,000
Per Square Foot		\$278 62
Average Days on Market		21 25%
Median Days on Market		0% 12%
Price Decreased		324
Price Increased		\$2,250
Relisted		54
Inventory		
Median Rent		
Market Action		

Strong Seller's Market

Median List Price



Market Segments

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$1,600,000	3,726	0.25 - 0.5 acre	5	4	38	9	5	49
\$825,000	2,709	0.25 - 0.5 acre	4	3	31	12	17	28
\$519,999	2,047	6,500 - 8,000 sqft	4	2.5	42	20	14	14
\$387,500	1,566	0 - 4,500 sqft	3	2	48	32	25	7

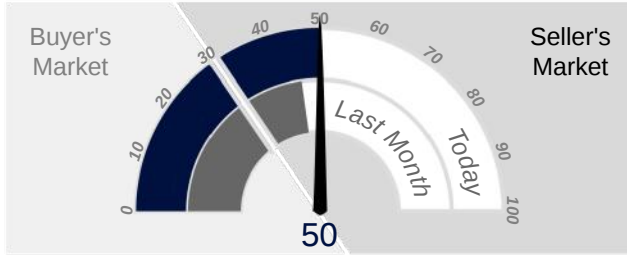
CHESAPEAKE, VA

Single-Family Homes

This week the median list price for Chesapeake, VA is \$575,000 with the market action index hovering around 50. This is an increase over last month's market action index of 46. Inventory has decreased to 267.

Market Action Index

This answers "How's the Market?" by comparing rate of sales versus inventory.



Strong Seller's Market

Market Narrative

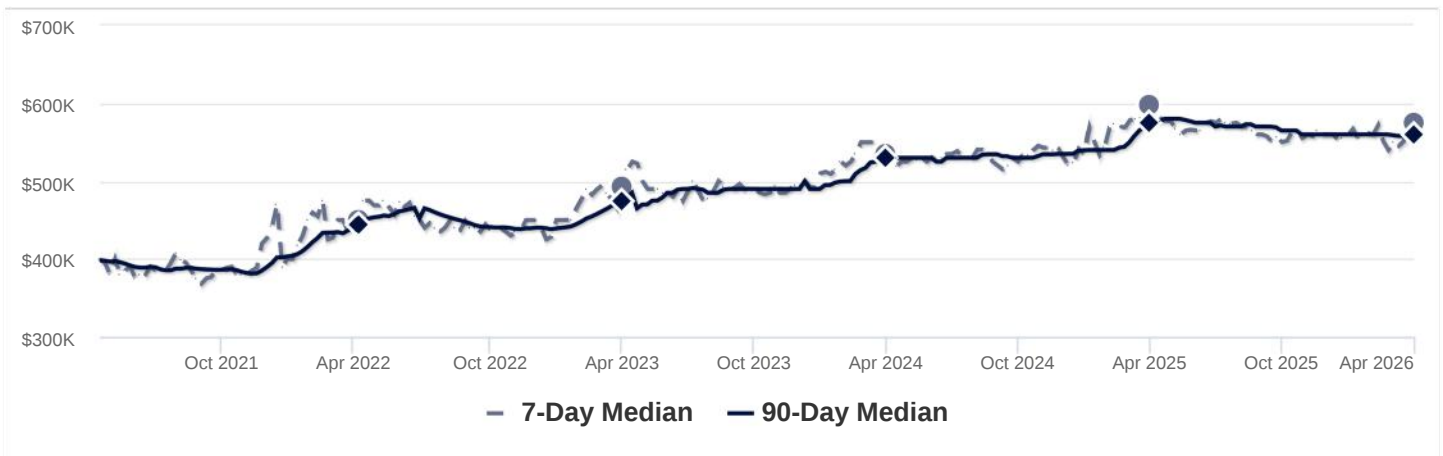
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Real-Time Market Profile

Median List Price		\$575,000
Median Price of New Listings		\$505,000
Per Square Foot		\$232 72
Average Days on Market		35 25%
Median Days on Market		7% 14%
Price Decreased		267
Price Increased		\$2,400
Relisted		50
Inventory		
Median Rent		
Market Action		

Strong Seller's Market

Median List Price



Market Segments

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$800,000	3,240	0.25 - 0.5 acre	5	3.5	0	9	10	49
\$649,000	2,652	-	4	3	10	10	3	35
\$509,900	2,200	8,000 - 10,000 sqft	4	2.5	35	12	13	35
\$325,000	1,453	0 - 4,500 sqft	3	2	70	13	14	21

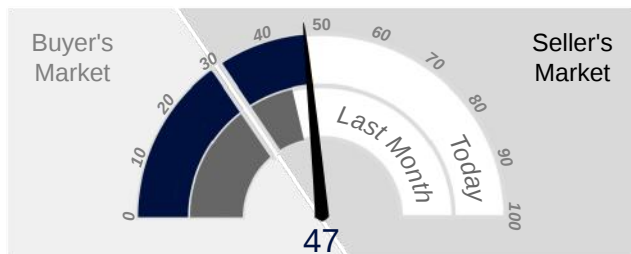
HAMPTON, VA

Single-Family Homes

This week the median list price for Hampton, VA is \$325,000 with the market action index hovering around 47. This is an increase over last month's market action index of 43. Inventory has decreased to 207.

Market Action Index

This answers "How's the Market?" by comparing rate of sales versus inventory.



Strong Seller's Market

Market Narrative

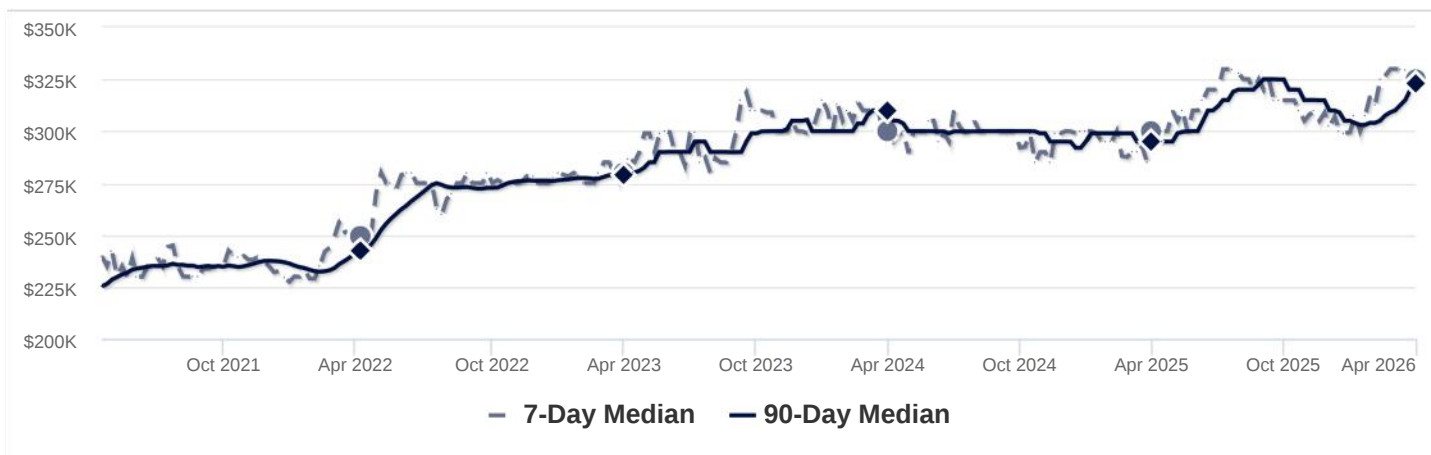
Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.

Real-Time Market Profile

Median List Price		\$325,000
Median Price of New Listings		\$322,500
Per Square Foot		\$201 98
Average Days on Market		56 37%
Median Days on Market		2% 16%
Price Decreased		207
Price Increased		\$1,900
Relisted		47
Inventory		
Median Rent		
Market Action		

Strong Seller's Market

Median List Price



Market Segments

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$565,000	2,661	4,500 - 6,500 sqft	4	3	27	6	8	73
\$360,000	1,835	8,000 - 10,000 sqft	4	2	60	7	13	59
\$299,900	1,504	6,500 - 8,000 sqft	3	2	64	12	8	38
\$229,900	1,125	0 - 4,500 sqft	3	1	72	3	8	91

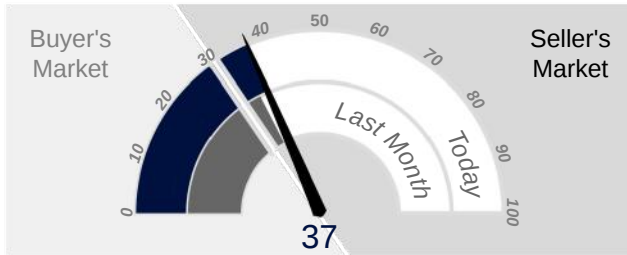
SUFFOLK, VA

Single-Family Homes

This week the median list price for Suffolk, VA is \$529,000 with the market action index hovering around 37. This is an increase over last month's market action index of 35. Inventory has decreased to 305.

Market Action Index

This answers "How's the Market?" by comparing rate of sales versus inventory.



Slight Seller's Advantage

Market Narrative

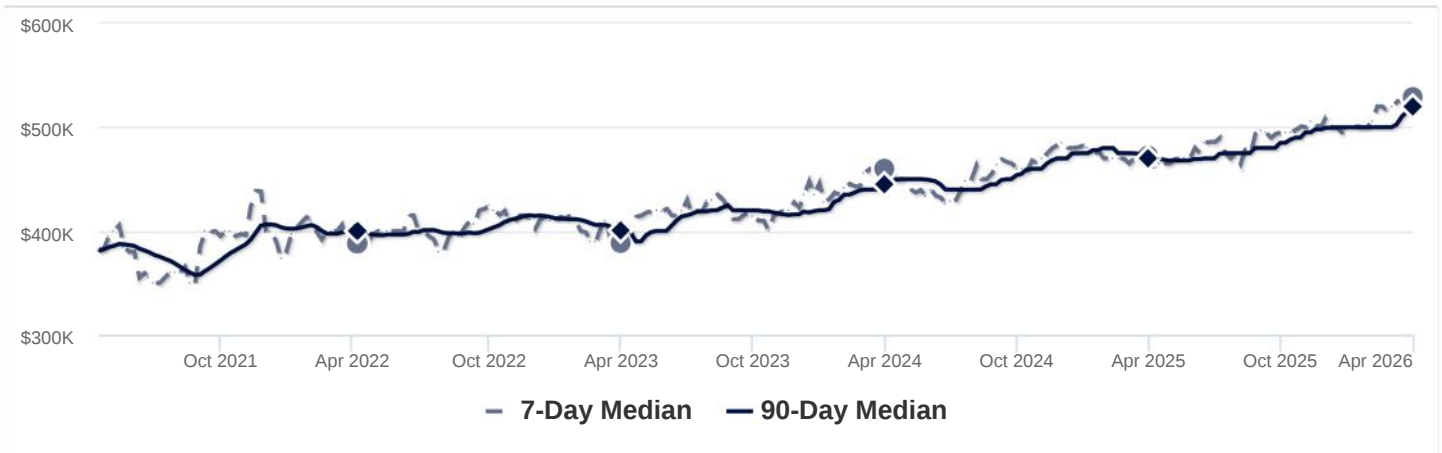
Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.

Real-Time Market Profile

Median List Price		\$529,000
Median Price of New Listings		\$487,450
Per Square Foot		\$213 122
Average Days on Market		49 21%
Median Days on Market		8% 18%
Price Decreased		305
Price Increased		\$2,400
Relisted		37
Inventory		
Median Rent		
Market Action		

Slight Seller's Advantage

Median List Price



Market Segments

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$714,900	3,226	0.25 - 0.5 acre	5	3.5	1	6	8	84
\$566,445	2,619	-	4	2.5	0	5	9	49
\$487,200	2,341	-	4	2.5	1	5	16	45
\$287,400	1,349	0 - 4,500 sqft	3	2	71	10	16	49

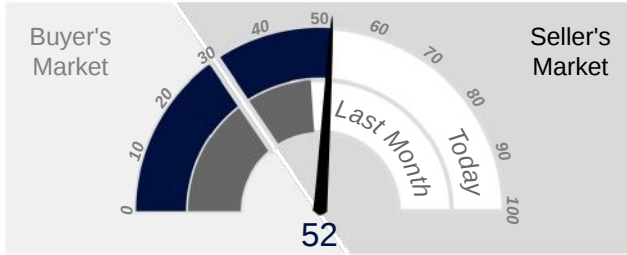
PORTSMOUTH, VA

Single-Family Homes

This week the median list price for Portsmouth, VA is \$295,000 with the market action index hovering around 52. This is an increase over last month's market action index of 48. Inventory has decreased to 180.

Market Action Index

This answers "How's the Market?" by comparing rate of sales versus inventory.

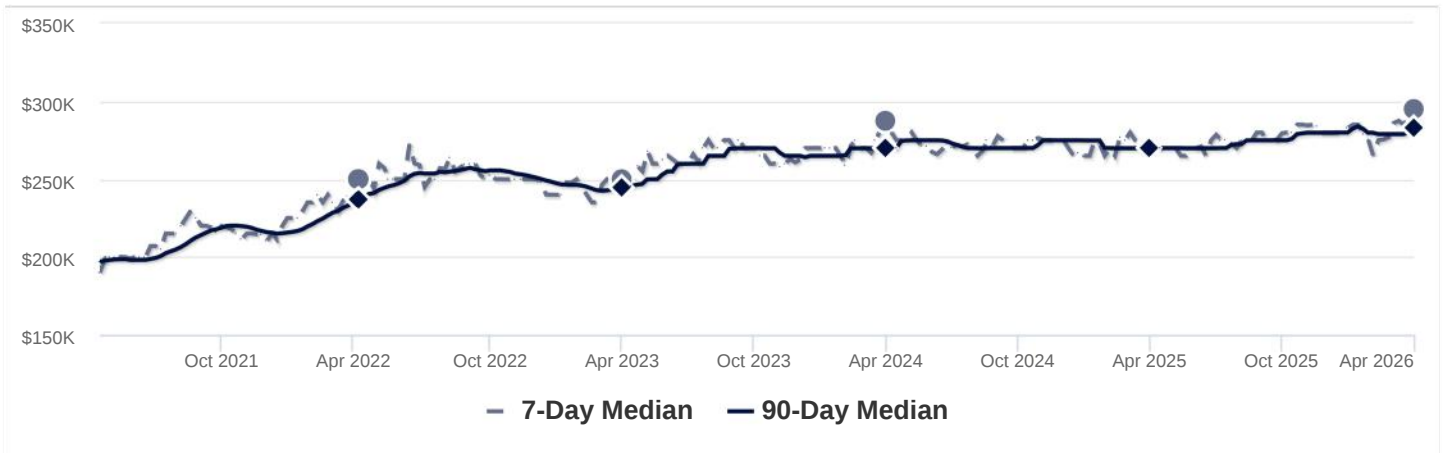


Strong Seller's Market

Market Narrative

The market has been strong for several consecutive weeks. Reflecting these inventory conditions, with the MAI in the Seller's zone, it is not surprising that prices have recently resumed their climb.

Median List Price



Market Segments

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$390,000	2,100	-	4	2.5	66	8	9	28
\$324,900	1,732	-	3	2	68	7	5	35
\$275,000	1,400	-	3	2	85	8	10	42
\$200,000	1,011	0 - 4,500 sqft	3	1	85	6	12	42

Real-Time Market Profile

Median List Price		\$295,000
Median Price of New Listings		\$299,999
Per Square Foot		\$187 70
Average Days on Market		39 32%
Median Days on Market		1% 15%
Price Decreased		180
Price Increased		\$1,813
Relisted		52
Inventory		
Median Rent		
Market Action		

Strong Seller's Market

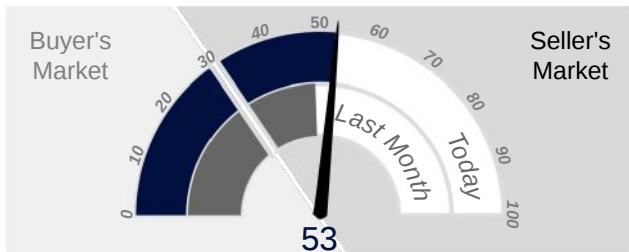
NEWPORT NEWS, VA

Single-Family Homes

This week the median list price for Newport News, VA is \$324,900 with the market action index hovering around 53. This is an increase over last month's market action index of 49. Inventory has decreased to 195.

Market Action Index

This answers "How's the Market?" by comparing rate of sales versus inventory.



Strong Seller's Market

Market Narrative

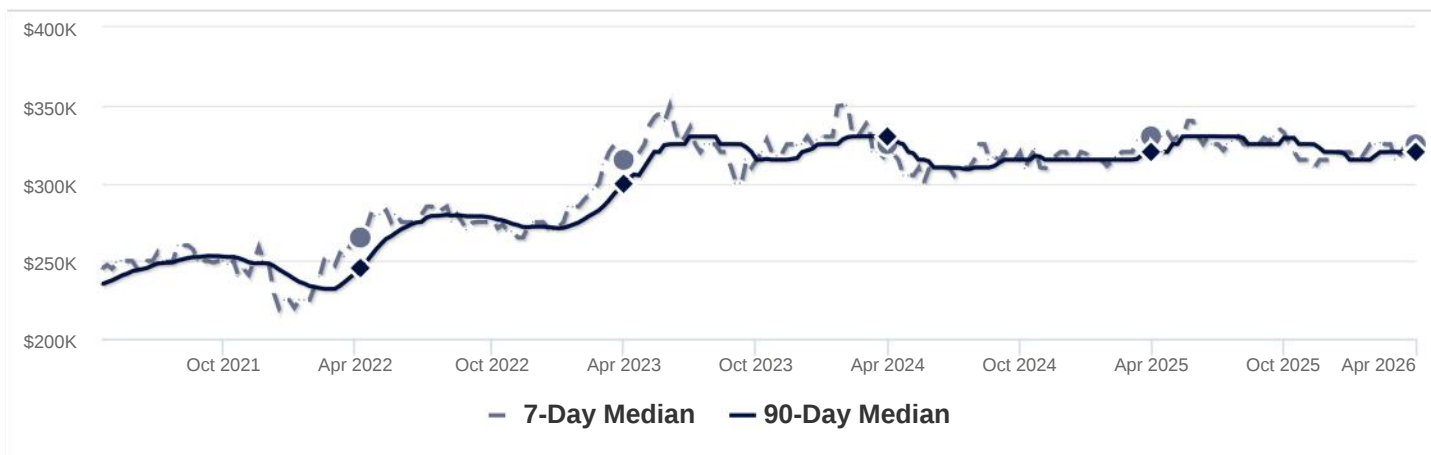
Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.

Real-Time Market Profile

Median List Price		\$324,900
Median Price of New Listings		\$312,000
Per Square Foot		\$199 77
Average Days on Market		35 29%
Median Days on Market		1% 11%
Price Decreased		195
Price Increased		\$1,950
Relisted		53
Inventory		
Median Rent		
Market Action		

Strong Seller's Market

Median List Price



Market Segments

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$488,990	2,626	6,500 - 8,000 sqft	4	2.5	35	9	7	35
\$354,900	1,764	8,000 - 10,000 sqft	3	2.5	54	11	16	28
\$299,900	1,447	4,500 - 6,500 sqft	3	2	66	14	8	21
\$211,250	1,120	0 - 4,500 sqft	3	1.5	85	11	11	38

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