

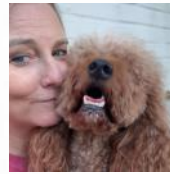
Porch Views & Property News



A Quick Hello from Me

September always feels like a turning point—the porch is still warm enough for iced tea in the afternoons, but the evenings are starting to invite sweaters and longer conversations. Around here, the first signs of fall aren't just in the air—they're in the rhythms of school routines, football Fridays, and neighbors swapping summer stories as we all look ahead.

This past month, I've been grateful for those porch-side pauses and the chance to reconnect with friends and neighbors. I also had the opportunity to continue my work with community advocacy—reminding me that real estate is never just about houses, but about people and the places we build together. As we move into fall, my hope is to carry that same spirit of connection into every conversation, whether it's about home projects, market timing, or simply sharing a plate of something warm.



From My Porch to Yours

Benni is still the porch greeter around here—fluffy as ever and quick to win smiles from anyone passing by the porch or out on neighborhood walks I've been enjoying quieter porch moments too, mixed with a few favorite fall rituals: picking out fall flowers for the front steps, browsing estate sales for vintage treasures, and savoring that first hint of cooler air in the evenings.

This month also brought a the moment that filled my heart with such joy. It was at the Fred Heutte Garden, where I had the chance to read during our Once Upon a Garden story time. Watching little ones sit among the blooms, wide-eyed and curious, reminded me how special it is to share both stories and spaces that nurture community. Whether it's tending porches, planting gardens, or gathering neighbors, I'm grateful for the chance to keep growing together. And with fall just beginning, I'm ready for all the cozy connections still ahead.

What I'm Seeing in the Market

National: Inventory keeps growing but at a slower pace — up 21% YoY, topping 1M active listings. Homes are sitting longer (60 DOM nationally), and nearly 1 in 5 listings saw price cuts. Median list price: \$429,990 (flat YoY).

Virginia: Inventory up ~10% YoY, median price near \$400,000. Homes averaging 28–32 DOM. Market leaning balanced, but well-prepped homes still get strong offers

Hampton Roads (July 2025 Data):

- Active Listings: 4,343 (▲ 17.6% YoY)
- Median Sales Price: \$357,900 (▲ 5.9% YoY)
- Days on Market: 20 (▲ 11% YoY)
- New Listings: 1,779 (▼ 10.2% YoY)

Investor Note: Rents up 3% in Hampton Roads; multifamily pipeline statewide still shrinking. while average rents are ▲ 2.5% statewide (Hampton Roads ▲ 3%).

Mortgage Rates (National & Virginia): 30-year fixed averaging 6.25–6.4%, nationally and in Virginia. Lower than earlier this year, helping buyers manage payments, but affordability still front of mind.

Sources: NAR, Virginia REALTORS®, REIN MLS & Domus Analytics, Realtor.com, Bankrate

Find community & market
reports for your specific city



If you're wondering what this means for your home or next move, just give me a ring.

🍂 Fall Home Care: Smart Steps for the Season Ahead



September is the season of fresh starts—school routines settle in, evenings cool off, and porches feel cozier by the day. A few thoughtful updates now can keep your home comfortable and ahead of the curve:

- Seal windows & doors to keep out drafts (and lower those energy bills).
- Clean gutters & downspouts after late-summer storms to prevent water damage.
- Test smoke & CO detectors and schedule a fireplace or chimney check.
- Service your heating system before the first cold snap.
- Plant cool-season flowers or pansies for fall color on the porch.



**Need a hand? Scan here
for my full vendor list and
seller concierge resources**

A little porch-side prep now means more cozy evenings later—and a smoother transition if you're planning a move this season.

What's Cooking: Spiced Pumpkin Bread

There's nothing like the smell of pumpkin spice drifting from the oven to remind you fall has truly arrived. This quick bread is simple, cozy, and perfect for porch-side snacking with neighbors.

Ingredients:

- 1 $\frac{3}{4}$ cups all-purpose flour
- 1 tsp baking soda
- $\frac{1}{2}$ tsp baking powder
- $\frac{1}{2}$ tsp salt
- 1 $\frac{1}{2}$ tsp cinnamon
- $\frac{1}{2}$ tsp nutmeg
- $\frac{1}{4}$ tsp cloves
- 1 cup pumpkin purée (not pie filling)
- $\frac{1}{2}$ cup vegetable oil
- 1 cup sugar
- 2 eggs
- 1 tsp vanilla extract

Servings: 8–10 slices

Prep Time: 15 minutes

Bake Time: 55–60 minutes

Directions:

1. Preheat oven to 350°F. Grease a 9x5 loaf pan.
2. In one bowl, whisk dry ingredients. In another, mix pumpkin, oil, sugar, eggs, and vanilla.
3. Combine wet and dry, pour into pan, and bake 55–60 minutes until toothpick comes out clean. Cool before slicing.



Porch Tip: Wrap slices in parchment and tie with twine for a neighborly fall treat.

What is happening Around Hampton Roads

🎃 **Harvest Fair & Pumpkin Patch** — Hunt Club Farm Sept 27 - Nov 2, 2025 • Daily from 10am-6pm Includes petting farm, hayrides, giant straw pile, DJ weekends, TreeWalk Adventure, and more family fun.

🍁 **Hickory Ridge Farm Fall Festival & Pumpkin Patch** — Chesapeake September 18 - October 31 Fall festival vibes every weekend (pumpkins, gourds, seasonal decor) at a beloved local farm.

🥬 **Cullipher Farm** — Virginia Beach Open now for seasonal produce, pumpkin patch, farm animals, and fall treats. U-pick pumpkins, apples, grapes, etc

📖 **Once Upon a Garden** (Fred Heutte Garden, 3rd Saturday of the month) – Children's storytelling among the blooms

🌿 **Fall Plant Sale** (Fred Heutte Garden, Norfolk, Sept 27, 10–3 PM) – Seasonal plants and support the garden.



THE MARKET & THE MOOD ... CITY BY CITY

Real estate isn't just about data points—it's about how people actually live. Whether you're tracking prices or just curious what's going on across town, this quick roundup brings it all together with insight—and a little personality.

Virginia Beach: Edging Toward Balance

- 📈 Median Sale Price: \$400,000 (▼ 1.0% MoM)
- 📅 Median Days on Market: 15 (▼ 9.1% MoM)
- 📊 Sale-to-List Price Ratio: 99.8% (unchanged MoM)
- 🏠 Inventory: 631 homes (▼ 15.6% YoY)
- 📍 Market Lean: Balanced, edging toward Buyer's Market

Market Snapshot:

Virginia Beach prices softened slightly while days on market ticked down, showing that well-priced homes are still moving quickly. Inventory remains limited, giving buyers a bit more leverage without fully shifting control.



Norfolk: Breathing Room Emerging

- 📈 Median Sale Price: \$329,000 (▼ 1.8% MoM)
- 📅 Median Days on Market: 21 (▲ 16.7% MoM)
- 📊 Sale-to-List Price Ratio: 99.4% (▼ 0.4% MoM)
- 🏠 Inventory: 363 homes (▼ 9.3% YoY)
- 📍 Market Lean: Balanced, easing from Seller's Market

Market Snapshot:

Norfolk's market cooled slightly with softer pricing and longer days on market, though most homes still sell close to asking. Buyers have more breathing room, but demand remains steady in sought-after neighborhoods.



Chesapeake: Holding Strong, Slowing Pace

- 📈 Median Sale Price: \$425,000 (▲ 2.3% MoM)
- 📅 Median Days on Market: 20 (▲ 30% MoM)
- 📊 Sale-to-List Price Ratio: 100.1% (▼ 0.1% MoM)
- 🏠 Inventory: 806 homes (▲ 3.3% MoM)
- 📍 Market Lean: Seller's Market, gradually softening

Market Snapshot:

Chesapeake prices edged higher, but homes are sitting longer and inventory is creeping up. Sellers still hold an advantage, though buyers are starting to gain leverage with more choices available.

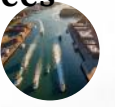


Portsmouth: More Options, Softer Prices

- 📈 Median Sale Price: \$260,000 (▼ 3.7% MoM)
- 📅 Median Days on Market: 18 (▼ 14.3% MoM)
- 📊 Sale-to-List Price Ratio: 100.8% (▲ 1.8% MoM)
- 🏠 Inventory: 209 homes (▼ 1.4% MoM)
- 📍 Market Lean: Balanced, tilting toward Buyers

Market Snapshot:

Portsmouth prices eased while days on market dropped, showing that motivated buyers are still moving quickly. Inventory remains relatively modest, giving buyers choices without overwhelming supply.



Hampton: Prices Steady, Pace Slower

- 📈 Median Sale Price: \$299,900 (▲ 2.7% MoM)
- 📅 Median Days on Market: 25 (▲ 2.1% MoM)
- 📊 Sale-to-List Price Ratio: 99.5% (▼ 0.3% MoM)
- 🏠 Inventory: 227 homes (▼ 11.7% MoM)
- 📍 Market Lean: Balanced

Market Snapshot:

Hampton's values held firm while homes took a bit longer to sell, reflecting a calmer pace. Buyers have slightly more time to decide, but competitive pricing still drives results.



Suffolk: Prices Slip, Time Stretches

- 📈 Median Sale Price: \$400,000 (▼ 3.6% MoM)
- 📅 Median Days on Market: 35 (▲ 25% MoM)
- 📊 Sale-to-List Price Ratio: 100.0% (flat MoM)
- 🏠 Inventory: 253 homes (▼ 14.8% MoM)
- 📍 Market Lean: Balanced, easing from Seller's Market

Market Snapshot:

Suffolk prices softened while homes stayed on the market longer, pointing to a more measured fall season. Sellers remain well-positioned if they prepare thoughtfully, but buyers have gained some negotiating space.



Ask
Jennifer...

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





Want to Know What's Happening in Your Community or Zip Code?
I've got neighborhood-level data and local stories that bring the numbers to life.
Scan here to see a detailed market snapshot for your area. Or just reach out—I'm happy to talk it through, porch-side or by phone.

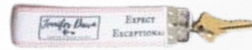


KEYS TO THE MARKET: HOW HAMPTON ROADS COMPARES

Nationally, the market is easing into balance—inventory keeps building (up more than 20% YoY), homes are taking longer to sell, and about one in five sellers reduced their asking price. Virginia is showing a similar rhythm, with listings up ~10% YoY and homes taking closer to a month to sell, though pricing has held steady near \$400,000.

Here in Hampton Roads, the story is the same but softer. Prices are mostly holding, inventory is up across several cities, and homes are staying on the market longer than last year. Buyers have gained a little more breathing room, but sellers who price wisely are still seeing solid results. It's less of a "cool down" and more of a market that's finding balance heading into fall

Keys to the Market: Should I Sell Now or Wait Until After the Holidays?



It's one of the most common fall questions. The truth is—there's no one-size-fits-all answer. Right now, buyers are still active, and with fewer listings than spring, well-prepped homes can shine with less competition before the holidays. Waiting until spring may bring more buyers into the market—but it also means more listings to compete with.

The smart move? Look at your goals, your timing, and how your home fits today's market. Sometimes selling now means standing out; other times, waiting works better. I'll walk you through options so you can feel confident about whichever path makes the most sense for you.

Coastal Condo Across from the Bay!



3129 Tidal Bay Lane

[Video tour available—scan to watch.](#)

History Heart & Home In Ghent



1005 Colonial Ave #3

[Want to take a look? Scan the QR code](#)



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