

# Porch Views & Property News

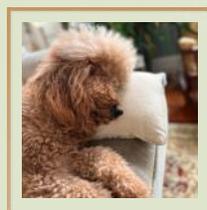


## A Quick Hello from Me

December arrived with a full heart and an even fuller calendar – the kind of season I love, where service, connection, and celebration weave together. Normally this time of year, I'm elbow-deep in pie boxes for my annual Pie Party, but this season I switched things up. We traded pumpkin spice for peppermint and gathered for a Soirée with Santa – and watching families make memories reminded me why I love hosting these moments.

Professionally, December brought meaningful milestones. I earned my **North Carolina real estate license**, was installed again as an **HRRR Director-at-Large**, and was honored with the **Good Neighbor Award** – a recognition tied to the community work I care deeply about: neighborhood advocacy, connection, and showing up for people.

*And somewhere in the midst of all that movement and joy... a quiet milestone birthday slipped in, reminding me to hold this season with gratitude.*



## From My Porch to Yours

As porch lights glow earlier and the year winds itself down, I've found myself reflecting on the quieter moments that stitched this season together. One of my favorites was our volunteer appreciation dinner at the Fred Heutte Foundation – a simple gathering that reminded me how much strength comes from people who pour into their neighborhoods.

Serving as President this year gave me a front-row seat to how deeply community can bloom when folks show up for one another. And Benni has been right beside me through it all, keeping watch over the twinkle lights and nudging me to slow down and savor the moments in between.

This month also wrapped up another year of service within our REALTOR® family – a season of collaboration, advocacy, and heartfelt conversations about shaping Hampton Roads with intention. Whether I'm sitting around a policy table or tending to the garden paths at The Fred, the thread is always the same: connection.

From my porch to yours, Benni and I are wishing you a December filled with warmth, joy, and the kind of moments that remind you just how beautiful "home" can feel.

## What I'm Seeing in the Market

**National:** Toward the end of 2025, home sales increased as mortgage rates eased, gradually bringing buyers back into the market. About **4.1 million homes** are selling annually, inventory is higher than last year, and prices have held steady, with the typical U.S. home around **\$415,200**. As rates continue to soften, NAR expects more households to regain affordability heading into 2026.

**Virginia:** Statewide, the same pattern played out. More than **9,000 homes** sold recently, slightly above last year, while growing inventory gave buyers more options and allowed homes to stay on the market a bit longer. The statewide median price remained around **\$430,000**, reinforcing that values stayed steady even as the pace normalized. The story across Virginia wasn't decline – it was recalibration.

**Hampton Roads:** Here in our region, buyers ended the year with more homes to choose from than they had a year earlier, creating welcome breathing room. Prices remained steady, and the typical home continued to sell in about **three weeks** – still faster than many markets nationwide. What stood out locally wasn't speed or slowdown, but balance: a market that moved forward without the pressure that defined the past few years.

★ *Across Hampton Roads, **single-family homes are selling more quickly than condos**, while condos remain a strong affordability option – especially for first-time buyers and downsizers.*

Sources: Most recent data available as of Dec. 2025 from NAR Research & Statistics, NAR Existing-Home Sales, NAR Housing Affordability & Impact of Lower Rates, Virginia REALTORS®, REIN MLS, Domus Analytics, and Howard Hanna Market Reports.

Curious how these numbers play out in your neighborhood? Scan for your ZIP snapshot.



## 🌟 Holiday Home Care: Let Comfort Lead the Way

As the lights twinkle a little earlier and gatherings fill the calendar, small winter tune-ups can make your home feel instantly warmer, cozier, and ready to welcome the people you love.



- 🔑 Check Your Winter Seals: Make sure doors and windows are snug – draft-free spaces help your home stay toasty on chilly nights.
- 🔑 Clear the Holiday Path: Sweep leaves from gutters and walkways so winter rain drains properly and guests arrive safely.
- 🔑 Layer in Soft Lighting: Warm porch bulbs and dusk-to-dawn timers create a gentle, welcoming glow for visitors (and for you coming home).
- 🔑 Freshen the Air for Company: A quick HVAC filter swap keeps the air clean and comfortable when the house is full of holiday cheer.

## What's Simmering: Jennifer's Holiday Hearth Pot

There's something heartwarming about a home that smells like the season – citrus in the air, cinnamon warming the edges of each room, and that gentle holiday glow that settles in as neighbors come and go. This simple simmer pot is the same one I pack into my holiday gift baskets each year – an easy way to bring a little seasonal magic to your kitchen, living room, or cozy porch moment.

Makes: 1 simmer pot Prep: 5 minutes

### Ingredients:

- 1 whole orange
- ¼ cup fresh cranberries
- 2-3 cinnamon sticks
- 1-2 tablespoons whole cloves
- a few allspice berries
- 2-3 star anise
- 1 spring evergreen or rosemary
- Water to fill the pot

### Directions:

1. Slice orange into several slices and add to a small pot on the stove top or slow cooker
2. Add all remaining ingredients
3. Cover with water by 1-2 inches and bring to a gentle simmer.
4. Leave uncovered on the lowest heat to release its fragrance, adding water as needed.
5. Refresh with extra orange slices or a splash of vanilla for an even warmer scent.



Porch Tip: If you didn't receive one of my simmer pot baskets this year – or you simply need another – just text me. I'm always happy to drop one by and share a little holiday cheer with your home.

## Jennifer D Holds the Key to a Cozy Season – and a Smooth Move

### 🔑 **Once Upon a Garden – Fred Heutte Garden (Ghent)**

Third Saturday of Each Month at 10am  
Children's storytelling among the blooms.

### 🔑 **Holiday Lights at the Beach – Virginia Beach Boardwalk**

Opens Nov 14 • Nightly through Jan 5  
Drive through festive oceanfront light displays – early evenings sell out fast.

### 🔑 **Dominion Energy Garden of Lights – Norfolk Botanical Garden**

Nov 8 – Jan 4 • Nightly (timed entry)  
Stroll through 1.5M+ twinkling lights under the pines.

### 🔑 **WinterFest on the Wisconsin – Nauticus & Battleship Wisconsin**

Select evenings Nov 14 – Dec 31  
Festive riverfront magic aboard the battleship, illuminated walkways, Santa photo dates.



# 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: Steady Pace, Seasonal Calm

- 🔑 Median Sale Price: \$396,500 (▼ 2.1% monthly)
- 🔑 Median Days on Market: 16 (▼ 15.8% monthly)
- 🔑 Sale-to-List Price Ratio: 99.5% (≈ steady)
- 🔑 Inventory: 911 homes (▼ 7.4% monthly)
- ⚖️ Market Lean: Seller-Leaning (≈ 2.2 months supply)



### Market Snapshot:

Virginia Beach moves into December with a gentle, seasonal cool-down. Prices dipped slightly, but demand stayed firm — especially under \$500K — and homes continued to move quickly when priced in line with the market. The vibe remains confident, calm, and well-balanced.

## Norfolk: Firming Up, Thoughtful Demand

- 🔑 Median Sale Price: \$325,500 (≈ flat monthly)
- 🔑 Median Days on Market: 19 (▼ 5% monthly)
- 🔑 Sale-to-List Price Ratio: 100.1% (▲ 0.6% monthly)
- 🔑 Inventory: 629 homes (▼ 5.8% monthly)
- ⚖️ Market Lean: Balanced (≈ 2.8 months supply)



### Market Snapshot:

Demand for Norfolk's walkable neighborhoods remains steady, even as prices level off. Days on market improved, and sellers continued securing full-price offers — proof that condition and presentation matter. The tone is thoughtful, not pressured — buyers are taking their time, and sellers are still finding strong interest.

## Chesapeake: Strong, Steady, and Family-Driven

- 🔑 Median Sale Price: \$400,000 (▼ 2.9% monthly)
- 🔑 Median Days on Market: 23 (▲ 12.5% monthly)
- 🔑 Sale-to-List Price Ratio: 99.8% (≈ flat)
- 🔑 Inventory: 760 homes (▲ 1.4% monthly)
- ⚖️ Market Lean: Balanced (≈ 2.6 months supply)



### Market Snapshot:

Chesapeake continues to be a picture of consistency. Inventory ticked up slightly, giving buyers more options, while sellers who price smartly still see solid results. Family-friendly communities and commuter convenience keep demand steady, even as the pace normalizes with the season.

## Portsmouth: Steady Prices, Growing Options

- 🔑 Median Sale Price: \$299,000 (≈ flat monthly)
- 🔑 Median Days on Market: 22 (▲ 10% monthly)
- 🔑 Sale-to-List Price Ratio: 100% (≈ flat)
- 🔑 Inventory: 355 homes (▲ 4.7% monthly)
- ⚖️ Market Lean: Balanced (≈ 2.7 months supply)



### Market Snapshot:

Portsmouth continues to offer approachable price points for first-time buyers and move-up shoppers alike. Listings linger a touch longer, but good condition and fair pricing still attract quick, qualified offers. The vibe is grounded, genuinely neighborly, and seasonally steady — the hallmark of Portsmouth's approachable market.

## Hampton: More Breathing Room for Buyers

- 🔑 Median Sale Price: \$300,000 (≈ flat monthly)
- 🔑 Median Days on Market: 28 (▲ 7.7% monthly)
- 🔑 Sale-to-List Price Ratio: 98.9% (≈ flat)
- 🔑 Inventory: 400 homes (▲ 5.5% monthly)
- ⚖️ Market Lean: Balanced (≈ 2.7 months supply)



### Market Snapshot:

Hampton's values remain steady while time-on-market edges up, giving buyers room to breathe. Sub-\$350K homes remain active, supported by relocation demand. It's a practical, paced market where preparation — and patience — still pay off.

## Suffolk: Space, Stability, & Growth

- 🔑 Median Sale Price: \$410,000 (▼ 0.6% monthly)
- 🔑 Median Days on Market: 23 (▲ 9.5% monthly)
- 🔑 Sale-to-List Price Ratio: 100% (≈ flat)
- 🔑 Inventory: 756 homes (▲ 3.4% monthly)
- ⚖️ Market Lean: Seller-Leaning (≈ 2.3 months supply)



### Market Snapshot:

Suffolk's larger lots and newer communities continue to attract buyers seeking value, space, and modern comfort. Homes are taking a bit longer to move, but values remain firm. With new construction steady and resale demand consistent, Suffolk continues to show patient, intentional strength.

Sources: REIN MLS; Domus Analytics (Nov 2025); RPR Market Activity (Nov-Dec 2025); Howard Hanna Market Reports. Information deemed reliable but not guaranteed.

Ask  
Jennifer...

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

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## THE PRE-LISTING EXPERIENCE: WHERE PREPARATION MEETS PRESENTATION



Before the sign ever goes in the yard, there's a quiet rhythm that sets the stage. It's the part most people never see—but it's what makes a smooth sale look effortless.

Here's how it works...

- ◆ Property & Records Review – Property detail verified before pricing.
- ◆ Lifestyle Snapshot – Schools, walkability, and daily rhythms that shape value.
- ◆ Pricing Signals – We study real-time buyer data, not guesswork.
- ◆ Market Reality – Active listings, recent closings, and timing trends.
- ◆ Audience Strategy – Who the likely buyer is—and how we'll reach them.
- ◆ Next Steps – Walk-through, prep, photography, and go-live plan.



Each step is designed to replace uncertainty with calm clarity. It's how we turn preparation into presentation—and first impressions into results.

Thinking about a 2026 move?  
A guided pre-listing review  
now gives you clarity later.

## What's on Your Mind? "Should I Buy Now or Wait for 2026?"

You're not alone – "Should I buy a house now or wait?" is one of the most Googled real-estate questions in 2025. With 30-year mortgage rates hovering around the low 6% range & a lot of headlines about 2026 forecasts, it's easy to feel like you have to time this perfectly or you'll miss out. You don't.

Here's how to think about it:

- Start with readiness, not headlines. Get fully pre-approved, know your payment comfort zone, & clean up any credit or debt issues. If the right house shows up, you'll be ready to move instead of scrambling.
- Use today's rate as a planning tool, not a life sentence. If the numbers work at ~6.2%, that's your green light. If rates drop later, you can explore refinancing – but if they don't, you're still in a home that fits your budget & life.
- Focus on the home you're buying, not the rate you wish you had. In Hampton Roads, inventory is up, days on market are a bit longer, & buyers have more room to negotiate – that matters just as much as the rate printed on the page.

Bottom line: If you find a home that fits your goals & feels right for your budget, being ready beats waiting for a "perfect" rate. Let's talk about what "ready" looks like for you going into 2026.



Curious about home  
value & equity? Scan  
here!

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