

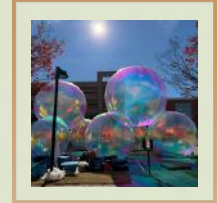
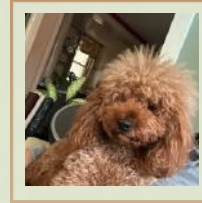
Porch Views & Property News



A Quick Hello from Me

November feels like the season when Hampton Roads slows its pace just enough for gratitude to take root. Between crisp porch mornings and neighborhood gatherings, I've been reminded again and again how much we grow when we gather—and how gratitude often shows up in the smallest moments.

From GhentFest to helping multiple listings go under contract in less than 72 hours, it's been a month full of both connection and momentum. One of those homes even appraised above list price—proof that thoughtful preparation and communication still open the right doors. It's been a season of hard work and heartfelt thanks, reminding me that every success is shared—with neighbors, colleagues, and clients who trust me to walk alongside their story.



From My Porch to Yours

Benni's still my loyal porch companion—sniffing at falling leaves while I gather notes from this busy month of collaboration. I recently moderated HRRRA's Housing Symposium, where builders, agricultural voices, developers, and city officials came together to talk about how smart growth and character can coexist. It was one of those conversations that reminds you progress and preservation don't have to compete—they can grow from the same soil.

At the Fred Heutte Garden, Team Fred has been teaching raised-bed planning, exploring cyanotypes, and brightening Saturday mornings with hands-in-the-soil joy. Our "Once Upon a Garden" story hour welcomed a dozen curious children among the blooms—a gentle picture of why community spaces matter. Between the ODU Real Estate Forum and the Economic Development Directors Roundtable at HRRRA, one theme keeps resurfacing: when we gather to share ideas and gratitude, our region flourishes—one porch, one partnership, one planted seed at a time.

What I'm Seeing in the Market

So even with more homes coming online this fall, well-presented listings across Hampton Roads are still earning solid, swift offers – proof that preparation continues to outshine pressure.

National: Inventory grew 15% year-over-year, topping 1.1 million active listings, though new listings slowed in October. Homes now average 61 days on market, about a week longer than a year ago. Roughly 1 in 5 sellers made price adjustments, while the median list price held near \$424,000 (+0.4% YoY)

Virginia: Statewide, active listings reached 24,759 (+25.3% YoY) with a median sales price of \$420,000 (+0.2% YoY) and median DOM of 20 days. VAR's outlook points to a steady, balanced market as more inventory gives buyers choices without shaking prices

Hampton Roads (September 2025 Data):

Active Listings: 5,571 (▲ 16.9% YoY)

Median Days on Market: 30 days

Median Sales Price \$362,000 (▲ 2.3% YoY | ≈ flat MoM)

Closed Sales: 2,099 (≈ flat YoY)

Investor Note: Across the Norfolk-Virginia Beach metro, rents remain +2–3% YoY, supported by limited new multifamily supply and stable absorption. Long-term investors continue to see low vacancy and predictable cash flow.

Sources: NAR Research & Statistics; Realtor.com October 2025 Data; Virginia REALTORS® September Report; REIN MLS & Domus Analytics (October 2025); Howard Hanna Talking Points 11/07/25; Bankrate.

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





Fall Home Care: Gratitude Starts at the Front Door

As the air turns crisp and the porch lights come on a little earlier, take time to thank your home with a few thoughtful tune-ups.



- 🔑 Seal the Season In: Check weather-stripping around doors & windows—keeping drafts out means cozy evenings in.
- 🔑 Gutter Gratitude: Clear leaves & debris so rain flows freely away from your foundation.
- 🔑 Test the Warm Welcome: Swap porch bulbs to warm-white LEDs & add a dusk-to-dawn timer—so guests (and you) arrive to a gentle glow.
- 🔑 Give Your HVAC a Thank-You Tune: A quick filter change keeps the air fresh & systems running smoothly when temps dip.



What's Cooking: Harvest-Table Sweet Potato Biscuits

There's something about a warm kitchen in November—the hum of conversation, the scent of brown sugar and butter, and that feeling that everyone's welcome. These soft, golden biscuits are simple to make, perfect for Sunday brunch or a porch-side snack while catching up with neighbors. Serve them with honey butter or leftover ham for an easy, heartwarming bite that says "gather and give thanks."

Serves: 8-10

Prep: 15 min

Ingredients:

- 1 ½ cups mashed sweet potatoes (cooled)
- ½ cup unsalted butter, melted
- 2 ½ cups self-rising flour
- 2 tbsp brown sugar
- ¼ tsp cinnamon
- ½ cup buttermilk (more if needed)

Directions:

1. Preheat oven to 425°F. Grease a cast-iron skillet or baking sheet.
2. In large bowl, mix mashed sweet potatoes, butter, & brown sugar.
3. Add flour & cinnamon, then stir in buttermilk until a soft dough forms.
4. Turn dough onto a floured surface & gently pat to ¾-inch thickness. Cut with a biscuit cutter.
5. Place biscuits close together in the skillet; bake 12–15 minutes until golden.
6. Brush tops with a little melted butter & sprinkle with flaky salt—or a drizzle of honey if you're feeling fancy.

Porch Tip: Bake extra. They freeze beautifully and make mornings feel like Sunday any day of the week.

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

🔑 Once Upon a Garden — Fred Heutte Garden (Ghent)

Third Saturday of Every 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—tickets available online; 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 Shift

- 🔑 Median Sale Price: \$405,000 (≈ flat MoM)
- 🔑 Median Days on Market: 26 (▲ 4% MoM)
- 🔑 Sale-to-List Price Ratio: 99.7% (≈ steady)
- 🔑 Inventory: 975 homes (▲ 0.6% MoM)
- ⚖️ Market Lean: Seller-Leaning (≈ 2.3 months supply)



Market Snapshot:

Virginia Beach eased gently into late fall. Prices have plateaued but remain firm, while listings continue to draw quick, full-price attention—especially under \$500 K. Buyers are taking a bit more time to decide, yet homes that present well still move within four weeks. The rhythm feels calm, not cold—a balanced close to a strong year.

Norfolk: Cooling but Competitive

- 🔑 Median Sale Price: \$326,000 (▲ 1.9% MoM)
- 🔑 Median Days on Market: 20 (▼ 4.8% MoM)
- 🔑 Sale-to-List Price Ratio: 99.6% (≈ steady)
- 🔑 Inventory: 660 homes (▼ 3.1% MoM)
- ⚖️ Market Lean: Balanced (≈ 2.8 months supply)



Market Snapshot:

Norfolk's mix of historic charm and walkable neighborhoods keeps demand steady even as prices cool slightly. More listings are arriving, yet the best-staged homes continue to attract multiple, well-qualified offers. The mood: thoughtful, not pressured.

Chesapeake: Solid Ground, Steady Confidence

- 🔑 Median Sale Price: \$400,000 (▼ 2.9% MoM)
- 🔑 Median Days on Market: 23 (▲ 12.5% MoM)
- 🔑 Sale-to-List Price Ratio: 99.9% (≈ flat)
- 🔑 Inventory: 760 homes (▼ 1.4% MoM)
- ⚖️ Market Lean: Balanced (≈ 2.6 months supply)



Market Snapshot:

Chesapeake remains a picture of consistency. Family-sized homes and commuter convenience continue to draw strong buyer interest, though offers are pacing more evenly. With pricing steady and absorption balanced, the city's market feels grounded—proof that predictability can still be powerful.

Portsmouth: Balanced and Budget-Friendly

- 🔑 Median Sale Price: \$299,900 (≈ flat MoM)
- 🔑 Median Days on Market: 22 (▲ 10% MoM)
- 🔑 Sale-to-List Price Ratio: 100% (≈ flat)
- 🔑 Inventory: 355 homes (▲ 4.7% MoM)
- ⚖️ Market Lean: Balanced (≈ 2.7 months supply)



Market Snapshot:

Portsmouth continues to offer approachable price points and charming older homes that appeal to first-time and move-up buyers alike. Listings linger a touch longer, yet solid condition and fair pricing still secure quick offers. The vibe is grounded and genuinely neighborly.

Hampton: Prices Hold, Pace Eases

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



Market Snapshot:

Hampton's values are steady while time-on-market edges up, giving buyers room to breathe. Sub-\$350K homes near military corridors remain active, supported by relocation demand. It's a practical, pace-controlled market where preparation pays off and patience still wins.

Suffolk: Space and Patience

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



Market Snapshot:

Suffolk's broader lots and newer communities continue to attract buyers seeking elbow room and modern comfort. Homes are taking a bit longer to move, but values remain firm. With new construction steady and resale demand consistent, Suffolk's market embodies patient strength.

Sources: REIN MLS & Domus Analytics (Nov 2025 comparisons); RPR Market Activity Reports (Nov 2025); Howard Hanna Market; List Reports Talking Points.

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 — Every 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.

What's on Your Mind? And What to Do About It

Great news — you don't need to wait for a perfect rate to get your perfect home. Right now, according to Freddie Mac, the average 30-year fixed rate is hovering near 6.22%, a little higher than the recent dip but still historically solid. And what are folks Googling? "Should I buy now or wait?" is among the top-searched real-estate questions in 2025.

Here's what you can do:

- Get fully pre-approved so you know your numbers and can move quickly when the right home hits the market — not when the best rate drops (which might not happen any time soon).
- Build your offer budget based on where you're comfortable now, not on chase for a lower rate.
- Keep your eye on home-value fundamentals (location, condition, future growth) because rates matter, but they don't buy the house for you.

Bottom line: If you find a home that meets your goals, being ready wins. Let's talk about what "ready" means for you, right now.



Curious about home value & equity? Scan here!

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LOCAL HAPPENINGS & HOLIDAY HIGHLIGHTS

From twinkling boardwalk tunnels to cozy cocoa nights, here's your hand-picked lineup for living—and loving—where you are.

DO THIS → EAT HERE

- **Downtown Norfolk (Waterside/Granby)** WinterFest on the Wisconsin at Nauticus & the Battleship Wisconsin → Dinner at Grain (rooftop at The Main) or Varia (Italian & wine studio).
- **Town Center (Virginia Beach)** Snow Globe Spectacular at Town Center of Virginia Beach → Dinner at Three Notch'd Craft Kitchen & Brewery (Town Center) → Sweet stop at The Royal Chocolate.
- **Olde Towne Portsmouth (High Street)** Olde Towne Holiday Music Festival → Tapas at Still Worldly Eclectic Tapas → Cocoa stroll past the historic homes.
- **North Suffolk (Sleepy Hole / Harbor View)** Suffolk Festival of Lights at Sleepy Hole Park → Dinner at Decoys Seafood or River Stone Chophouse

JENNIFER'S PICK:

My Annual Tradition: The Nutcracker

Each year I unwrap the magic of **The Nutcracker ballet**, and this season I'd love for you to join the tradition. This year, I'm excited to head back to Chrysler Hall in Norfolk for the performances on December 22 & 23, and I invite you to make it your tradition too.

GIVE GATHER GLOW

- ♥ **Give Back:** Marine Toys for Tots -Local chapters accept donations and hosts community drop sites through mid-Dec.-find one and give where you live
- ♥ **Gather:** Grand Holiday Bazaar — Dec 12-14, 2025 at the Hampton Roads Convention Center.
- ♥ **Glow:** Walk the Garden of Lights at Norfolk Botanical Garden (Nov 8 -Jan4).

MARK YOUR CALENDAR

SIGNATURE DECEMBER MOMENTS

- 💡 **Holiday Lights at the Beach** Nov 14 – Jan 5 – Drive through miles of boardwalk brilliance.
- 🔥 **Holiday Yule Log Bonfire & Holiday Marketplace** (Downtown Norfolk, Town Point Park) — Sat Dec 6, 2025, 12 pm-8 pm.
- 🎨 **Hampton Holiday Fine Arts Bazaar** — Sat-Sun Dec 13-14, 2025
- ⚓ **WinterFest on the Wisconsin (Nauticus)** Nov 14 – Dec 31 – Battleship holiday spectacle.
- ☀️ **Suffolk Festival of Lights** (Sleepy Hole Park) Dec 4-30 – Drive or stroll
- 🌟 **Deck the Hall & Fa La La Land** (Chesapeake City Hall) — Walk-in Dec 13 & 20, 5-9 pm – Live carolers, lights & family fun.

WEEKEND WANDERLUST: WHAT TO DO AND SEE

- 🚢 **Virginia Beach Holiday Boat Parade of Lights** — Sat, Dec 6, 2025. Greater Hampton Roads' largest charitable lighted boat parade. Virginia Beach Holiday Boat Parade -
- 🚢 **Downtown Hampton Lighted Boat Parade** (Hampton River Waterfront) — Sat, Dec 13, 2025. A fleet of decorated boats, waterfront viewing, holiday lights. Visit Hampton, VA+2Facebook+2
- 🏃 **Girls on the Run Hampton Roads Fearless 5K** — Sun, Dec 14, 2025, Newport News. Fun, family-friendly community event.
- 🎵 **Holiday POPS!** — Sat, Dec 14, 2025 at 8 PM – Virginia Symphony Orchestra with chorus & special guests at Harrison Opera House, Norfolk.



Jennifer Dawn Real Estate | Trust • Community • Connection
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LET'S GET CONNECTED

Scan to explore local favorites, home tools, and upcoming celebrations — your connection to community starts here.



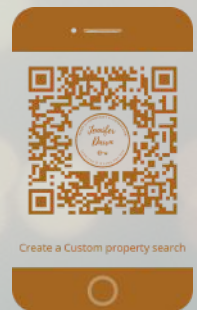
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Home Value & Equity



Create a Custom property search

Soirée with Santa

Sip, Smile, and Stay Awhile

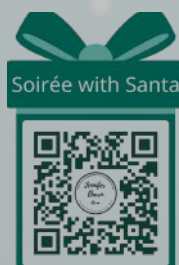
You're warmly invited to an evening of laughter, connection, and holiday cheer — where clients, friends, and neighbors gather to celebrate the spirit of the season.

Join me for a festive holiday soirée featuring warm cider, cocoa, light bites, music, and keepsake photos with Santa.

This early celebration is perfectly timed so you can capture your holiday photos with Santa and have them ready in plenty of time for your Christmas cards and festive greetings.



November 22, 2025
4:00 PM – 7:00 PM



2204 Hampton Blvd.
Norfolk, VA 23517

Scan QR or visit:

<https://jenniferdawnrealestate.com/events-jenniferdawn>