

KINDER QUARTERLY



2025

A Note From Kinder

Happy New Year! I hope the holiday season brought you joy, relaxation, and special moments with loved ones. As we step into 2025, it's the perfect time to set fresh goals, and for many of us, those include real estate dreams and opportunities for growth.

Here in Northern Virginia, we're fortunate to be in one of the most dynamic and sought-after markets in the country. Whether you're looking to upsize, downsize, or invest, the start of the year offers a fantastic opportunity to take advantage of the possibilities in our region. From the charm of our neighborhoods to the strength of the local economy, this is a great time to consider your next move.

At Kinder-Realty, we're here to guide you every step of the way. Whether you're a buyer or seller, we're committed to helping you achieve your real estate goals with confidence.

Here's to a year of new beginnings, exciting opportunities, and making your real estate dreams a reality!



Our West Springfield office



What's Inside:

- Real Estate Market Update
- Local News & Events
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Real Estate Tip - Clearing Clutter

January is the perfect time to start fresh and declutter your home! Whether you're preparing to sell or simply want to create a more organized space, decluttering can make a huge difference. Here are five simple tips to get started:

- **Start Small:** Begin with one room or even a single drawer. Focusing on smaller tasks prevents overwhelm and builds momentum.
- **Use the "One-Year Rule":** If you haven't used it in the past year, it might be time to let it go. Donate, recycle, or toss items that no longer serve you.
- **Sort Into Categories:** Create piles for "Keep," "Donate," "Sell," and "Trash." This method helps you stay organized and make decisions quickly.
- **Tackle Paper Clutter:** Go through mail, bills, and old documents. Shred what's no longer needed and digitize important files to save space.
- **Think Like a Buyer:** If you're planning to sell, keep surfaces clear and minimize personal items to make your home feel open, clean, and inviting to potential buyers.

Decluttering not only helps you stay organized but also enhances your living space. If you're getting ready to sell, our team at Kinder-Realty can provide more tips to showcase your home at its best!

Extra note: January is National Get Organized Month!



Real Estate Market Update

The real estate market has changed significantly, with varied predictions ahead. BrightMLS regularly releases market statistics to keep real estate participants updated. All data below is from BrightMLS research.

North Central Virginia

	<u>YTD 2024</u>	<u>YTD 2023</u>
Closed Sales	16,929	16,150
Median Sold Price	\$485,000	\$456,000
Median Days on Market	10 days	9 days
New Listings	20,960	19,579

Washington, D.C. Metro

	<u>YTD 2024</u>	<u>YTD 2023</u>
Closed Sales	49,942	48,950
Median Sold Price	\$605,000	\$570,000
Median Days on Market	9 days	8 days
New Listings	65,754	61,718

Data obtained from Bright MLS.

2025 Housing Predictions

- The National Association of REALTORS®'s Chief Economist Lawrence Yun predicted interest rates will hover near 6 percent for 2025. "That will be the new normal," he told a convention session in November 2024.
- Bright MLS predicts "Bigger metros will likely see faster increases in sales activity in 2025, as more companies call workers back to the office and proximity to employment centers becomes more important," and they don't predict home prices to fall anywhere in the Mid-Atlantic market.
- Realtor.com reports: "The unemployment rate is expected to remain low, registering just above 4%, helping push household income higher. The anticipated gain of 3.4% will just surpass inflation, helping to give the typical household a bit of welcome breathing room on their monthly budget. However, incomes don't quite keep pace with home price gains. Nevertheless, the boost in buying power from moderating mortgage rates means that affordability improves modestly."

Local News

Fairfax County Planning Commission

HUNTER MILL DISTRICT FAIRFAX COUNTY, VIRGINIA
CONCEPTUAL / FINAL DEVELOPMENT PLAN
RZ/FDP 2024-HM-00009



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APPLICANT/OWNER: SILVERSTONE RESTON OWNER, LLC
804 SPYGLASS DRIVE
SUITE 100
RESTON, VA 20192

CIVIL ENGINEER/PLANNER: RICHMOND CONSULTING GROUP, LTD.
2401 QUANTICO VALLEY DRIVE
SUITE 200
HERNDON, VA 20151

ARCHITECT: PRICCO
380 TRAVIS STREET
SUITE 200
DALLAS, TX 75204

ATTORNEY / AGENT: WALSH, COLUCCI, LUMLEY & WALSH, P.C.
2025 LEE HIGHWAY
SUITE 100
ARLINGTON, VA 22201

TRAFFIC CONSULTANT: WELLS + ASSOCIATES
142 SPRING HILL ROAD
SUITE 100
TYSONS, VA 22102

On December 11, 2024, the Fairfax County Planning Commission voted 9-0 to recommend approving to the Board of Supervisors the rezoning application for The Canopy Reston. The proposed land has already been approved for an assisted living and memory care building with up to 130 total units, but construction has not commenced. This new application would allow for independent living units to be added to the plan as well. The proposed land is located in Herndon, VA. *Contact Kinder-Realty to learn more about The Canopy Reston and other senior homes coming up, or ask us to get a copy of our guide to moving into a senior living community.*

Shopping Local in the DMV

Cheese:

A member of our team has recently tried the award-winning raw milk cheese from the P.A. Bowen Farmstead located in Brandywine, MD. The farm offers four artisan cheeses including Prince George's Blue Cheese, Chesapeake Cheddar, Dreamy Creamy, and Aquasco Jack. The cheese is made from milk from the farm's small herd of grass-fed Jersey cows, and production also takes place on the farm in Brandywine.

This local farm offers much more for healthy living and family fun. Farm tours are offered monthly, and workshops are held at the farm as well. To see more of what the P.A. Bowen Farmstead offers and read about their outlook on healthy living and agriculture, take a look at their website: pabowenfarmstead.com

Local Restaurant:

Our team recently enjoyed the food at Yindee Thai for our holiday celebration. The restaurant offers a variety of thai cuisine dishes, speciality drinks, and lunch specials.



Cookie of the Quarter



Classic Snowball Cookies

Ingredients:

- 1 cup (2 sticks) unsalted butter, softened
- 1/2 cup powdered sugar (plus extra for coating)
- 2 teaspoons vanilla extract
- 2 cups all-purpose flour
- 1/2 teaspoon salt
- 1 cup finely chopped nuts (walnuts or pecans work well)

Instructions

- Preheat oven to 375°F (190°C). Line a baking sheet with parchment paper.
- Cream the butter and sugar: In a large bowl, beat softened butter and powdered sugar until light and fluffy.
- Add vanilla: Mix in the vanilla extract until combined.
- Incorporate dry ingredients: Gradually add flour and salt, mixing until just combined.
- Fold in nuts: Gently stir in the finely chopped nuts.
- Shape into balls: Roll dough into 1-inch balls and place them on the prepared baking sheet.
- Bake: Bake for 10-12 minutes, or until the bottoms are lightly golden. Do not overbake.
- Cool slightly: Let cookies cool for about 5 minutes, just enough to handle them.
- Coat in powdered sugar: While still warm, roll cookies in powdered sugar until evenly coated.
- Cool and re-coat: Once completely cool, roll in powdered sugar again for a snowy finish.

Enjoy these melt-in-your-mouth holiday treats! Perfect with a cup of coffee or hot cocoa.

Extra tip: Add in pink, red, or green sprinkles to the dough before baking to customize for Valentine's Day or St. Patrick's Day!



Our team attended The Beacon 50+ Expo at the Springfield Town Center on November 3, 2024 and had the opportunity to meet the local community and learn more about resources available in the area.

2025 Participation Opportunities

The Kinder-Realty team will be hosting and participating in many events in the upcoming year. The team encourages everyone to take advantage of the multitude of resources and events the Northern Virginia area has to offer. We hope to see you at some of the following:

Kinder-Realty Events

To view upcoming Kinder-Realty events and learn more, please visit our website at kinder-realty.com/events.



Follow this QR code to inquire

- Coffee, Cookies, and Crochet with Christina (February 1)
- Renting to Owning Virtual Seminar
- Personal Finance for Real Estate Virtual Seminar
- Downsizing/Rightsizing Virtual Seminar

Local Community Events

- Northern Virginia Housing Expo - April 12, 2025
- The Beacon 50+ Expo - Fall 2025

Fairfax County Public Library Events

To view the dates, times, and locations of Fairfax County Library Events, please visit the library website at <https://librarycalendar.fairfaxcounty.gov/>.

- Crochet and Knitting Groups (various libraries and times)
- Chair Yoga for Adults (various libraries and times)
- AARP Tax Assistance (Centreville Library)
- Sew Friendly Sewing Club (Pohick Regional Library)
- Beginner Spanish Chat (Martha Washington Library)
- Death Café (Kings Park Library)
- Social Security: Understanding Your Benefits presented by the AARP (Tysons-Pimmit Library) (Jan 21, 2025)

Q1 Crossword

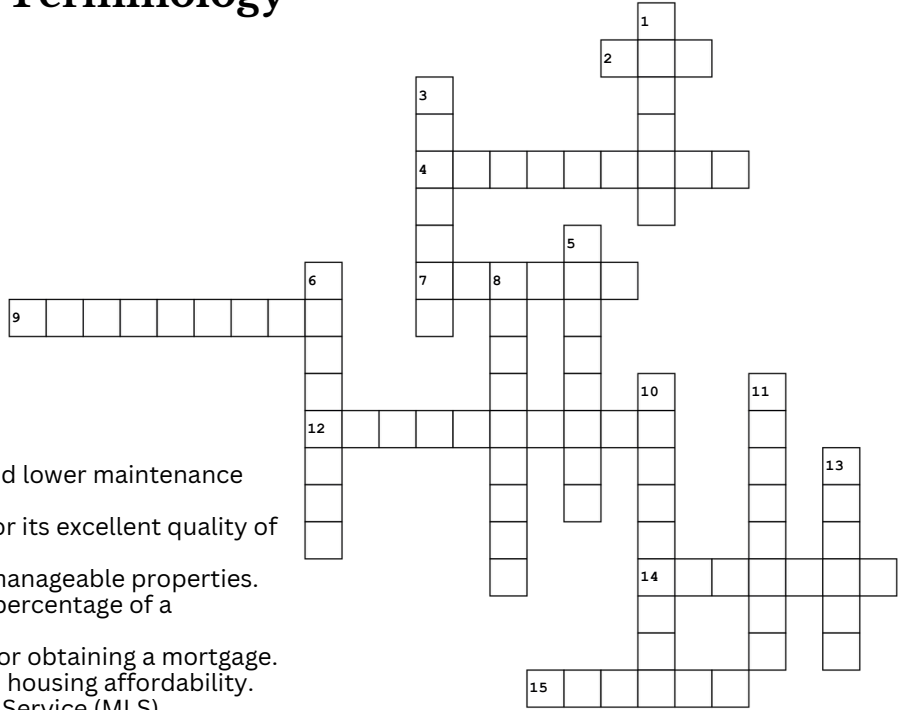
Northern Virginia & Housing Terminology

Across

- 2. An association that manages and enforces rules for certain communities, like condos or townhomes.
- 4. Term used to describe the number of homes currently available for sale in the market.
- 7. Tech giant whose HQ2 has significantly impacted Northern Virginia's economy and housing demand.
- 9. Northern Virginia city known for its vibrant urban living and proximity to Washington, D.C.
- 12. A popular way homeowners increase their home's value and appeal before selling.
- 14. A key factor influencing Northern Virginia housing, including Metro access and bus lines.
- 15. A charming Northern Virginia town known for its community-focused atmosphere and historic sites.

Down

- 1. Popular housing option offering shared amenities and lower maintenance responsibilities.
- 3. One of Northern Virginia's largest counties, known for its excellent quality of life and schools.
- 5. A trend among homeowners seeking smaller, more manageable properties.
- 6. The cost of borrowing money, often expressed as a percentage of a mortgage loan.
- 8. An evaluation of a property's value, often required for obtaining a mortgage.
- 10. An economic trend impacting the cost of living and housing affordability.
- 11. Properties for sale displayed in the Multiple Listing Service (MLS).
- 13. The portion of a home's value that the owner truly owns, minus the mortgage.



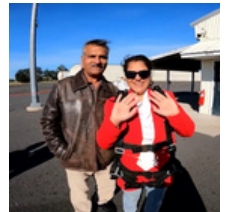
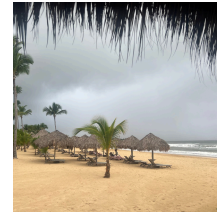
Save this until our next quarterly newsletter releases for the answers.

Our Team's Updates



Kinder Saund, Broker, REALTOR®

This past quarter has been an exciting one! I visited beautiful Punta Cana, Mexico, crossed skydiving off my bucket list, and enjoyed trying new restaurants like 60 Vines, Kirby Club, and Sisters Thai. Looking ahead, I'm excited to explore Naples, FL, and see what adventures the next quarter brings!



Christina Bagwell, REALTOR®

I am thankful to have recently traveled to Western North Carolina to spend time with family & friends. My furry friends, Tara, Hazel & Autumn (2 dogs & a cat) were able to explore our family land without limitations. So much destruction remains from Hurricane Helene, but those Blue Ridge Mountains are still so breathtaking!



Mackenzie Bowling, Marketing

I was blessed this past quarter to be able to participate in so many community events. For Halloween, my husband and I set up our car for our church's trunk-or-treat event. Veteran's Day was spent supporting family involved in the event at Arlington National Cemetery. In this new year, I am especially excited to welcome my baby boy, Beau, to the world in early February.



About Kinder-Realty

Kinder-Realty is a local, woman-owned, boutique real estate company that specializes in meeting all of our clients' needs. We have been located in and actively serving the Northern Virginia area since 2004. Our team has an abundance of resources that we employ to help you achieve your real estate goals.

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