

# 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
- Shopping Local Spotlight
- Cookie of the Quarter
- Events Hosted by Kinder-Realty
- Quarterly Crossword
- Our Team's Updates
- About Kinder-Realty

## 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



**PLAN SHEET INDEX**

1. SITE PLAN
2. GENERAL NOTES
3. SITE PLAN
4. SITE PLAN
5. SITE PLAN
6. SITE PLAN
7. SITE PLAN
8. SITE PLAN
9. SITE PLAN
10. SITE PLAN
11. SITE PLAN
12. SITE PLAN
13. SITE PLAN
14. SITE PLAN
15. SITE PLAN
16. SITE PLAN
17. SITE PLAN
18. SITE PLAN
19. SITE PLAN
20. SITE PLAN
21. SITE PLAN
22. SITE PLAN
23. SITE PLAN
24. SITE PLAN
25. SITE PLAN
26. SITE PLAN
27. SITE PLAN
28. SITE PLAN
29. SITE PLAN
30. SITE PLAN
31. SITE PLAN
32. SITE PLAN
33. SITE PLAN
34. SITE PLAN
35. SITE PLAN
36. SITE PLAN
37. SITE PLAN
38. SITE PLAN
39. SITE PLAN
40. SITE PLAN
41. SITE PLAN
42. SITE PLAN
43. SITE PLAN
44. SITE PLAN
45. SITE PLAN
46. SITE PLAN
47. SITE PLAN
48. SITE PLAN
49. SITE PLAN
50. SITE PLAN
51. SITE PLAN
52. SITE PLAN
53. SITE PLAN
54. SITE PLAN
55. SITE PLAN
56. SITE PLAN
57. SITE PLAN
58. SITE PLAN
59. SITE PLAN
60. SITE PLAN
61. SITE PLAN
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63. SITE PLAN
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89. SITE PLAN
90. SITE PLAN
91. SITE PLAN
92. SITE PLAN
93. SITE PLAN
94. SITE PLAN
95. SITE PLAN
96. SITE PLAN
97. SITE PLAN
98. SITE PLAN
99. SITE PLAN
100. SITE PLAN

**ARCHITECTURAL SHEET INDEX**

1. ARCHITECTURAL SHEET INDEX
2. ARCHITECTURAL SHEET INDEX
3. ARCHITECTURAL SHEET INDEX
4. ARCHITECTURAL SHEET INDEX
5. ARCHITECTURAL SHEET INDEX
6. ARCHITECTURAL SHEET INDEX
7. ARCHITECTURAL SHEET INDEX
8. ARCHITECTURAL SHEET INDEX
9. ARCHITECTURAL SHEET INDEX
10. ARCHITECTURAL SHEET INDEX
11. ARCHITECTURAL SHEET INDEX
12. ARCHITECTURAL SHEET INDEX
13. ARCHITECTURAL SHEET INDEX
14. ARCHITECTURAL SHEET INDEX
15. ARCHITECTURAL SHEET INDEX
16. ARCHITECTURAL SHEET INDEX
17. ARCHITECTURAL SHEET INDEX
18. ARCHITECTURAL SHEET INDEX
19. ARCHITECTURAL SHEET INDEX
20. ARCHITECTURAL SHEET INDEX
21. ARCHITECTURAL SHEET INDEX
22. ARCHITECTURAL SHEET INDEX
23. ARCHITECTURAL SHEET INDEX
24. ARCHITECTURAL SHEET INDEX
25. ARCHITECTURAL SHEET INDEX
26. ARCHITECTURAL SHEET INDEX
27. ARCHITECTURAL SHEET INDEX
28. ARCHITECTURAL SHEET INDEX
29. ARCHITECTURAL SHEET INDEX
30. ARCHITECTURAL SHEET INDEX
31. ARCHITECTURAL SHEET INDEX
32. ARCHITECTURAL SHEET INDEX
33. ARCHITECTURAL SHEET INDEX
34. ARCHITECTURAL SHEET INDEX
35. ARCHITECTURAL SHEET INDEX
36. ARCHITECTURAL SHEET INDEX
37. ARCHITECTURAL SHEET INDEX
38. ARCHITECTURAL SHEET INDEX
39. ARCHITECTURAL SHEET INDEX
40. ARCHITECTURAL SHEET INDEX
41. ARCHITECTURAL SHEET INDEX
42. ARCHITECTURAL SHEET INDEX
43. ARCHITECTURAL SHEET INDEX
44. ARCHITECTURAL SHEET INDEX
45. ARCHITECTURAL SHEET INDEX
46. ARCHITECTURAL SHEET INDEX
47. ARCHITECTURAL SHEET INDEX
48. ARCHITECTURAL SHEET INDEX
49. ARCHITECTURAL SHEET INDEX
50. ARCHITECTURAL SHEET INDEX
51. ARCHITECTURAL SHEET INDEX
52. ARCHITECTURAL SHEET INDEX
53. ARCHITECTURAL SHEET INDEX
54. ARCHITECTURAL SHEET INDEX
55. ARCHITECTURAL SHEET INDEX
56. ARCHITECTURAL SHEET INDEX
57. ARCHITECTURAL SHEET INDEX
58. ARCHITECTURAL SHEET INDEX
59. ARCHITECTURAL SHEET INDEX
60. ARCHITECTURAL SHEET INDEX
61. ARCHITECTURAL SHEET INDEX
62. ARCHITECTURAL SHEET INDEX
63. ARCHITECTURAL SHEET INDEX
64. ARCHITECTURAL SHEET INDEX
65. ARCHITECTURAL SHEET INDEX
66. ARCHITECTURAL SHEET INDEX
67. ARCHITECTURAL SHEET INDEX
68. ARCHITECTURAL SHEET INDEX
69. ARCHITECTURAL SHEET INDEX
70. ARCHITECTURAL SHEET INDEX
71. ARCHITECTURAL SHEET INDEX
72. ARCHITECTURAL SHEET INDEX
73. ARCHITECTURAL SHEET INDEX
74. ARCHITECTURAL SHEET INDEX
75. ARCHITECTURAL SHEET INDEX
76. ARCHITECTURAL SHEET INDEX
77. ARCHITECTURAL SHEET INDEX
78. ARCHITECTURAL SHEET INDEX
79. ARCHITECTURAL SHEET INDEX
80. ARCHITECTURAL SHEET INDEX
81. ARCHITECTURAL SHEET INDEX
82. ARCHITECTURAL SHEET INDEX
83. ARCHITECTURAL SHEET INDEX
84. ARCHITECTURAL SHEET INDEX
85. ARCHITECTURAL SHEET INDEX
86. ARCHITECTURAL SHEET INDEX
87. ARCHITECTURAL SHEET INDEX
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92. ARCHITECTURAL SHEET INDEX
93. ARCHITECTURAL SHEET INDEX
94. ARCHITECTURAL SHEET INDEX
95. ARCHITECTURAL SHEET INDEX
96. ARCHITECTURAL SHEET INDEX
97. ARCHITECTURAL SHEET INDEX
98. ARCHITECTURAL SHEET INDEX
99. ARCHITECTURAL SHEET INDEX
100. ARCHITECTURAL SHEET INDEX

**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](http://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](https://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

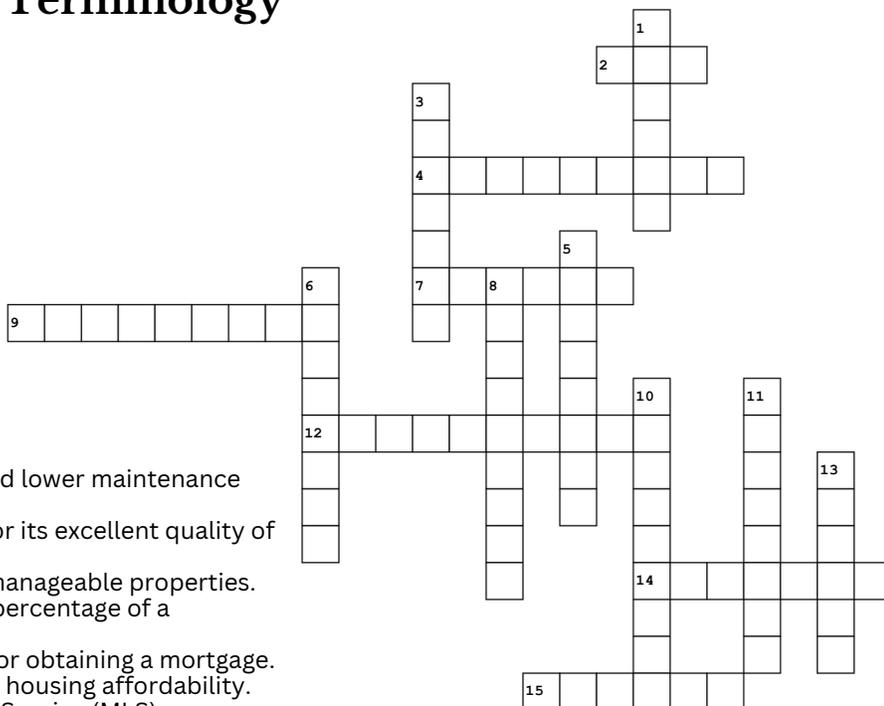
## Northern Virginia & Housing Terminology

### 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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