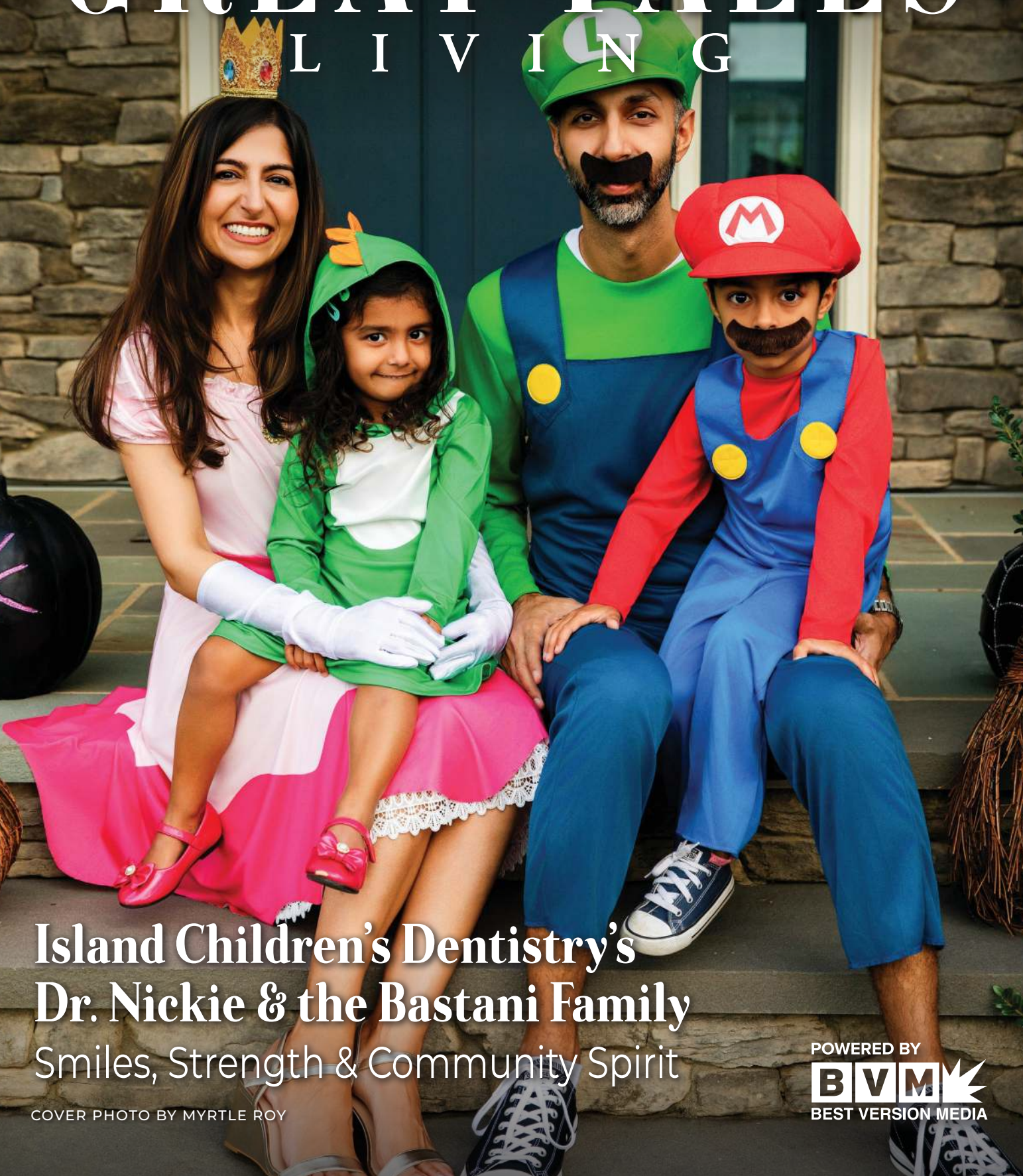


GREAT FALLS

L I V I N G



**Island Children's Dentistry's
Dr. Nickie & the Bastani Family**
Smiles, Strength & Community Spirit

COVER PHOTO BY MYRTLE ROY

POWERED BY
BVM
BEST VERSION MEDIA



LANDSCAPING - RESIDENTIAL/COMMERCIAL
Andre Passos | The Grounds Guys
571.290.2219 | groundguys.com



REAL ESTATE BROKER
Puneet Bhagi | Ikon Realty
703-346-2293 | www.ikonrealtymv.com



PEDIATRIC DENTISTRY, INFANT FEEDING DIFFICULTIES & LASER FRENECTOMY
Dr. Rishita Jaju | Smile Wonders
571-350-3663 | smilewonders.com



LUXURY JEWELRY
Alicia Villars | Helvetia
703-401-9679 | www.Helvetiajewelry.com



COLLEGE CONSULTING & TUTORING SERVICES
Elaina Mercatoris | Principia Education
703-442-4700 | www.principiaeducation.com



PEDIATRIC ORTHODONTICS
Gema Island | Island Children Dentistry & Orthodontics
703-790-1320 | www.islandchildrensdentistry.com



COSMETIC ENHANCEMENT
Emily Grubel | Great Falls Aesthetics
(703) 495-3688 | greatfalls-aesthetics.com



BUSINESS BROKER
Erika Baez-Grimes | Business Coach Certified Mergers & Acquisitions Professional - The BPH Group, LLC
804.750.3008 | www.NovaBusinessInquiry.com



LIGHT MANAGEMENT & HOME COMFORT EXPERTS
Tsykhenko Viktoriia & Marina Leonova | New Blackout
(571) 245 5744 | www.newblackout.com



FASHION & STYLE
Aleena Dhar | House of Alkara
info@houseofalkara.com | www.houseofalkara.com



the GroundsGuys
a neighborly company

Royal INTERIORS
FREE IN-HOME CONSULTATION
Quality Flooring
SINCE 1981
703-471-4442 | ROYALINTERIORS.NET

Custom Made Rugs | Carpet | Hardwood | Ceramic Tile
Laminate & Vinyl | Granite & Marble

VISIT OUR SHOWROOM 1700 Bracknell Drive, Reston, VA, 20194
info@royalinteriors.us • Serving Residential & Commercial Clients



BLACKOUT
DRAPERY & BLINDS

Premium Motorized
Shades, Blinds & Drapery
Modern, sleek and made-to-measure for
your space.

Discover the perfect balance
of style & functionality.

Serving the DMV Area
Residential and Commercial



NEW BLACKOUT | WEBSITE: WWW.NEWBLACKOUT.COM | (571) 245 5744 | @BLACKOUT_DRAPES

GREAT FALLS LIVING

PUBLICATION TEAM

Publisher: **Gloria Fonseca**

Publisher Assistant: **Daniela Banegas**

Designer: **Hannah Argall**

Contributing Writer: **Sofia Roman**

Social Media Administrator: **Andrea Simon**

Photographer: **Myrtle Roy**

ADVERTISING

Contact: Gloria Fonseca

Email: gbruni@bestversionmedia.com

Phone: 703-868-8071

FEEDBACK/IDEAS/SUBMISSIONS

Have feedback, ideas or submissions?

We are always happy to hear from you! Deadlines for submissions are the **10th** of each month. Go to bestversionmedia.com and click "Submit Content." You may also email your thoughts, ideas and photos to: gbruni@bestversionmedia.com.

CONTENT SUBMISSION DEADLINE

(5 days prior to the Submission Deadline; remember Content Submission Deadline dates of the 20th or later refer to a magazine edition 2 months out.)

Content Due	Edition
December 10	January
January 10	February
February 10	March
March 10	April
April 10	May
May 10	June
June 10	July
July 10	August
August 10	September
September 10	October
October 10	November
November 10	December

Any content, resident submissions, guest columns, advertisements and advertorials are not necessarily endorsed by or represent the views of Best Version Media (BVM) or any municipality, homeowners associations, businesses or organizations that this publication serves. BVM is not responsible for the reliability, suitability or timeliness of any content submitted, inclusive of materials generated or composed through artificial intelligence (AI). All content submitted is done so at the sole discretion of the submitting party. © 2025 Best Version Media. All rights reserved.

© Best Version Media



DEAR GREAT FALLS NEIGHBORS,

As we step into the last trimester of the year and the crisp fall air arrives, I can't help but smile—this truly is my favorite season. The upcoming months are filled with celebrations, community gatherings, and opportunities to connect with one another.

This October, don't miss the **22nd Annual Great Falls Studios Tour** on October 18th and 19th. Over two days, you'll have the chance to visit local artists in their studios, watch them work, participate in activities, and purchase unique pieces—all while enjoying the fall foliage at its peak.

Also coming up, **Thomas Pandolfi**, an internationally renowned pianist, returns for an encore performance on **Sunday, November 16th, 2025 at Great Falls United Methodist Church**. Last year's concert was described as "amazing" and "fantastic," so be sure to catch this unforgettable afternoon of music and community.

On this month's cover, we are proud to feature the **Bastani family**, whose careers in medicine are making a lasting impact in people's lives. Their story is a reminder of the many ways families in our community are shaping a brighter, healthier future.

Let's continue to make Great Falls such a special place by showing up for one another, celebrating our local talent, and supporting the events and causes that bring us together.

Happy October!

Gloria



*Make Your Home Your Oasis with
Cory Clarke Designs*

Residential Designs

Kitchens and Bathrooms plus Decor and Accessories



Follow me on Instagram
@CORYCLARKEDESIGNS
Member of ASID & ISDA

CORYCLARKEDESIGNS@HOTMAIL.COM
703.350.6347

Virtuoso Pianist Thomas Pandolfi

Thomas Pandolfi, nationally and internationally renowned pianist, returns for an encore performance on Sunday, November 16th 2025 at 3:00 p.m. at Great Falls United Methodist Church.




TICKETS ON SALE NOW! Scan me for more details!



Smiles at the Heart of It All

By **SOFIA ROMAN** | Professional photos by **MYRTLE ROY**



In every community, there are families whose presence radiates warmth and connection—families who remind us that life is richest when we root ourselves in both love and service.

The Bastani family of four—Artin, Nickie, and their children Ethan (6) and Eva (3)—live in a joyful rhythm that may, at first glance, resemble the lively chaos of young kids. Yet what fills their home most is laughter: the kind that echoes through the rooms when Ethan and Eva are playing together. For Dr. Nickie Bastani and her husband, Dr. Artin

Bastani, those sounds are life's greatest treasure. "There is no better feeling than hearing our kids laughing and playing together," Nickie shares. "Those are the moments we truly cherish."

Finding Home in Great Falls

Although Nickie grew up in Oak Hill, her path took her far and wide before she and Artin settled in Great Falls nearly five years ago. The couple first met in Ann Arbor while completing their residencies at the University of Michigan, where they not only became partners in life but also lifelong Michigan football fans.

Artin, originally from Cleveland, Ohio, is now an anesthesiologist at Inova Fairfax Hospital. A devoted Cleveland Browns fan, he and Nickie enjoy cheering for both Michigan and Cleveland football. During their final year of residency, they bonded over their love of trying new restaurants, attending sporting events, and traveling, a passion they look forward to sharing with their children as they grow older.

When it came time to settle down, Nickie's mother, Hengameh Nikmaram—a highly regarded realtor—recommended Great Falls, knowing her daughter wanted to remain close to D.C. while still enjoying easy access to outdoor adventures. "I loved visiting Great Falls Park as a kid and hiking in the area," Nickie recalls. "It felt natural to come back." With family and friends nearby, along with the joy of meeting new neighbors, Great Falls quickly felt like home.

For Nickie, raising Ethan and Eva in Great Falls is a true gift. "My kids are exposed to so many amazing people here," she says. "There are brilliant and creative minds in our community, but at the same time, people are so down-to-earth and kind. I feel lucky that my kids have so much positive inspiration around them daily."

Today, weekends are filled with picnics at Northern Virginia's parks, long walks through Arden and Meadowlark, and afternoons by the pool in summer. Ice cream outings at the Great Falls Creamery—pistachio is Nickie's favorite—are a family tradition, and takeout from Moby Dick, Bollywood Bistro, or Finn Thai is often on the menu. And when it's game night at home, one of Nickie's favorite pastimes comes alive: board games, with Settlers of Catan at the top of her list.

Community involvement is woven into their family life. Nickie volunteers at her son's school through PTO events and field trips, while Ethan enjoys playing McLean Youth Soccer in both the fall and spring. He also participates in Great Falls Basketball and takes lessons at One Life Tennis. These touchpoints, large and small, anchor the family in the rhythms of Great Falls life.

The values Nickie hopes to pass on to her children—work ethic, honesty, gratitude, and love for both themselves and their neighbors—are reflected daily in the way the family balances career, play, and community.

A Calling in Pediatric Dentistry

Nickie's career path was shaped by curiosity and care. As a teenager in Oakton, she spent years in braces—an experience that first sparked her interest in dentistry. Shadowing her orthodontist sealed her connection to the field. After graduating from Oakton High School, she studied integrated science and technology at James Madison University. A summer internship at Freddie Mac revealed something important: "I realized I loved interacting with people all day. Sitting at a desk all day was not for me."

She went on to complete dental school at Virginia Commonwealth University before matching into pediatric dentistry at the University of Michigan. There, her passion for caring for children combined with her clinical training, and she knew she had found her calling. "The most special thing about being a pediatric dentist is the chance to instill habits that can positively change a child's dental health and outlook for life," Nickie explains.

Her commitment to service has also extended beyond the office. She has volunteered at Virginia Dental Association Dental Mission of Mercy projects as well as Give Kids a Smile, programs that bring essential care to underserved children and families.



We would like to thank **Nadia Khan Estates** for bringing you this month's cover story.

With a proven track record of over \$100 million in career sales volume, I am your trusted advisor in the world of luxury real estate. Recognized by distinguished publications like Arlington Magazine, I combine local expertise with global reach through a network of 90,000 agents in 24 international markets, ensuring your property receives unparalleled exposure.

Your home will be featured on over 80 premier platforms, including Mansion Global, The Wall Street Journal, Barron's, and Luxury Estate, while my cutting-edge marketing—complete with professional HDR photography, cinematic videography, and targeted online advertising ensures your home is seen by thousands of qualified buyers across digital and social platforms.

For those seeking their next home or investment, I specialize in sourcing off-market properties and negotiating with precision.

Achieve your goals with confidence and ease—curated by Nadia Khan.



**CHOOSE DISTINCTION,
EMBRACE EXCELLENCE**

571.283.8131

www.nadiakhanestates.com



LUXURY



NADIA KHAN

REAL ESTATE AGENT

VA, MD, & DC

eXp Realty

nadia@nadiakhanestates.com



After several years of practice in Michigan, Nickie eventually joined Island Children's Dentistry and Orthodontics, located in Tysons Corner, referred by a dental school friend who also happened to be a neighbor. "When I visited the office, I could tell that Dr. Gema Island and I shared the same outlook," Nickie says. "We both want to educate patients, stay current with technology, provide the best treatment possible, and always prioritize prevention, respect, and kindness."

That shared philosophy has made Island Children's Dentistry and Orthodontics a trusted space for families. Nickie takes joy in getting to know her patients, many of whom remind her of her own family. "As a mom and a dentist, I love talking about teeth and kids. It has worked out perfectly for me." She carries with her stories that highlight her dedication, like the time she helped a young, frightened child in Grosse Pointe through a difficult appointment. "By the end, she trusted me enough to let me treat her tooth and relieve her pain. She was so happy she hugged me. It was challenging for both of us, but it was worth it."

Balancing Work and Family

Behind every demanding profession is a support system, and for Nickie, family is key. Her parents often step in to help with the children when work gets busy. Ethan and Eva adore visits to their grandparents' house, making those moments as special for them as they are helpful for their parents.

Artin, too, plays an active role, sharing responsibilities at home and keeping the family balanced. Their shared commitment to family life and their children's joy keeps them grounded, no matter how busy professional life becomes.

When Nickie reflects on her hopes for the future, her vision is clear. For her family, she wishes for a life full of love, gratitude, and community involvement. For her career, she hopes to continue creating a dental practice that feels safe, happy, and trustworthy for every family who walks through the door.

It's through families like the Bastanis that we discover what makes Great Falls truly special—families who love deeply, give generously, and remind us that life's simplest moments, like the sound of children's laughter, are the ones that shape us most.



DR. GEMA ISLAND
Board Certified Pediatric Dentist

Our Main Concern is What is Best for Your Child.

\$99 NEW PATIENT SPECIAL
includes Full exam, Cleaning, and X-rays

703-790-1320

1500 Cornerside Blvd #310 · Tysons Corner, VA 22182

islandchildrensdentistry.com



SERVICES: Preventive Dentistry, cleanings, pediatric sedation in office, laser dentistry, digital x-rays, tongue tie and lip tie laser release, airway assessment, orthodontic treatment, Invisalign and much more.



2025
GREAT FALLS STUDIOS
STUDIO
TOUR

October 18th & 19th

FREE
FUN
FAMILY
FRIENDLY

JOIN US
for an

*Artful
Adventure*



SCAN to visit our website for an interactive map,
and more details about the artists on the Tour!

www.greatfallsstudios.com/home-2025-studio-tour

RFB



© Best Version Media
EXPERT CONTRIBUTOR

A Parent's Guide to the TJ Admissions Timed Writing Test



By **ELAINA MERCATORIS**, Founder Principia Education

It's difficult to study for a question you don't know. Yet, that's exactly the challenge thousands of local eighth graders will face on January 24th when Thomas Jefferson High School for Science and Technology holds its annual admissions exam, asking students to write on the spot to showcase their personal character and problem-solving skills.

ABOUT THE TEST

The exam includes two parts: the Student Portrait Sheet and the Problem-Solving Essay. For the Student Portrait Sheet, students will be asked to write four short responses to personal questions to demonstrate their Portrait of a Graduate attributes and 21st-century skills. For the Problem-Solving Essay, students solve a math and/or science problem, then write a longer response detailing their solution process. Students will not know the questions ahead of time, and the exam will be timed.

For the problem-solving essay, it's a common misconception that students always have to know the correct answer to the problem—we've seen many students get accepted who did not solve the problem perfectly. What's most important instead is the clarity of their critical thinking process and real-world applications.

Tips for Getting Started at Home

FOR THE STUDENT PORTRAIT SHEET:

- Brainstorm together about how your student meets FCPS' five Portrait of a Graduate attributes using the helpful questions

provided online (Google and you'll find them!).:Communicator, Collaborator, Ethical & Global Citizen, Creative & Critical Thinker, Goal-Directed and Resilient Individual

- Practice writing about their experiences using imagery and specific details

FOR THE PROBLEM-SOLVING ESSAY:

- Practice writing what we call clarity exercises. Your student can take a word problem from school homework, for instance, write in paragraph form the steps to solve the problem, and see if someone else can read and understand the process.
- For further skill building, practice with more challenging math questions like those from AMC 8 (widely available online).

EXPERT SUPPORT

Families seeking more structured guidance can turn to Principia Education's TJ Prep program. For nearly a decade, we've helped students strengthen their clarity, confidence, and problem-solving skills—whether in small groups or one-on-one sessions, in person or online. Our continually updated curriculum reflects the latest admissions trends and emphasizes what TJ admissions officers are truly looking for: clear thinkers and curious minds.

Check out our in-person small group classes and private 1:1 tutoring options on our website: www.principiaeducation.com/tj-prep.

PRINCIPIA
EDUCATION

www.principiaeducation.com

**College Consulting.
Test Prep.
Tutoring.**



Book a free
consultation



Community Capitalism

Building Regional Wealth Through Local Acquisitions A Quiet Revolution in Business Ownership



By ERIKA BAEZ-GRIMES, Business Coach Certified Mergers & Acquisitions Professional

Thousands of small businesses in Virginia, DC, and Maryland are currently facing a pivotal moment. Their founders, the majority of whom are baby boomers, are ready to retire. Collectively, these companies generate billions in annual revenue and employ tens of thousands of residents.

Traditionally, when an owner exits, the most common paths are a family succession, a third-party sale, a private equity roll-up, or simply closing the doors. But a different model is emerging... one that keeps wealth, jobs, and decision-making power right here at home. I call it **Community Capitalism**.

WHAT IS COMMUNITY CAPITALISM?

Community capitalism is the intentional purchase of established local businesses by local investors, entrepreneurs, or cooperatives with the goal of **retaining profits and leadership within the region**.

Unlike outside acquisitions, where distant investors often cut jobs or relocate operations, community capitalism prioritizes:

- **Local ownership:**Buyers live or work in the region and have a direct stake in its economic health.
- **Employee stability:**Maintaining jobs and culture is as important as financial returns.
- **Circular wealth:**Profits flow back into local neighborhoods, schools, and projects rather than out-of-state funds.

WHY NOW?

1. **Historic Ownership Transfer**—More than 2.5 million small U.S. businesses owned by Boomers will change hands by 2030. In the DMV alone, that's tens of thousands of companies.
2. **Capital Ready to Deploy**— Community banks, credit unions, and SBA programs are more willing than ever to finance well-run, cash-flowing businesses—especially when buyers show a commitment to local stewardship.
3. **Post-Pandemic Priorities**— After years of disruption, communities value resilience and local self-reliance. Supporting hometown entrepreneurs aligns with those priorities.

HOW COMMUNITY ACQUISITIONS WORK

1. **Pooling Capital**—Local investors, professionals, and small family offices combine resources. Think of it as a "search fund," but homegrown.
2. **Identifying Legacy Businesses**—Targets include service companies, specialty manufacturing, healthcare practices, or niche B2B providers with stable cash flow and long-term customers.
3. **Structuring the Deal**—Financing often blends SBA loans, seller financing, and investor equity. Because the mission includes stability, terms can be more flexible and relationship-driven.

THE BENEFITS

- **Jobs Stay Put**—Employees keep their livelihoods, and institutional knowledge remains intact.
- **Profits Reinvested Locally**- Owners spend and invest in the same neighborhoods.

- **Civic Pride**—Residents see their dollars sustaining familiar businesses.

Consider a regional HVAC company acquired by a group of local entrepreneurs. Instead of being rolled into a national chain and losing its brand, it continues to serve customers under the same name, sponsors local sports teams, and mentors trade-school graduates.

A CALL TO ACTION FOR THE DMV

The DC–Maryland–Virginia region is uniquely suited for community capitalism. We boast a dense professional network, strong chambers of commerce, and a culture of engagement.

HERE'S HOW TO START:

- **Entrepreneurs:**Look beyond startups. Buying an established local business can be faster and less risky than building from scratch.

BUILDING THE NEW—TOGETHER

Community capitalism is not charity. It's smart economics. By keeping ownership and profits where we live, we create a virtuous cycle of wealth, opportunity, and pride.

The next time you hear of a beloved local business changing hands, ask a simple question: **could this stay in the community?** The answer, with intention and collaboration, can be yes.

If you're interested in learning more about community capitalism, entrepreneurship through acquisition, or strategies for scaling through mergers and acquisitions, connect with **Erika Baez-Grimes**, Certified Mergers & Acquisitions Professional (CM&AP) and founder of The BPH Group.

Erika@ErikatheBroker.com
 804.750.3008

**Virtuoso Pianist
 Thomas Pandolfi**

"Amazing", "Incredible", "Fantastic" were the comments from last year's concert, so don't miss this opportunity for the exhilarating experience of this live concert performance!

TICKETS ON SALE NOW! Scan me for more details!

Kickoff Line Luncheon

By **DANI BANEGAS**

Photos by **EKREM BASKAN** - Echo Creative Agency



LANDSCAPE MAINTENANCE

Our Difference:

Professional, Uniformed Service Professionals
Clean, Branded Vehicles
Safe, Reliable Equipment Maintained Daily

571.291.2219 | GroundsGuys.com/falls-church

Independently Owned and Operated Franchise

THE BEST KEPT SECRET OF GREAT FALLS

Dedicated to cosmetic injections, lasers and minor surgeries. The best prices in the DMV!

- Botox \$10/unit • Restylane \$450
- Juvederm \$500
- CO2 and Aerolase laser treatments made affordable.
- Vampire Facials \$350
- Hair Restoration with PRP \$300
- Laser-assisted eyelid surgery from an expert ophthalmic surgeon.

www.AspectusClinic.com | 703.596.9990



EXPERIENCED AND CARING SURGEON,
LEILA KUMP, M.D.

WILL ADVISE YOU HOW TO LOOK BETTER AT ANY AGE.

Pelvic Healing & Wellness Physical Therapy

571.567.6032 | PelvicHealingAndWellness.com

Dr. Brita Allgyer

brita@pelvichealingandwellness.com
Offices in Great Falls and Herndon
Free Consultations



COMMON CONDITIONS TREATED:

- ✓ Incontinence
- ✓ Pelvic Pain
- ✓ Prolapse
- ✓ Vaginismus
- ✓ Vuvlodynia
- ✓ Incomplete Voiding
- ✓ DRA
- ✓ Core Restoration
- ✓ Post Gyno or Abdominal Surgery
- ✓ Dyspareunia
- ✓ Constipation
- ✓ Tailbone Pain
- ✓ Infertility
- ✓ Painful Periods
- ✓ Prostatitis
- ✓ Pregnancy and Postpartum Care
- ✓ Preventative Care
- ✓ Chronic Hip or Back Pain
- ✓ Interstitial Cystitis
- ✓ Pain With Intercourse



Virtuoso Pianist Thomas Pandolfi

Following the concert there will be a meet and greet reception with refreshments. Proceeds from this concert help support the mission projects of the Faith and Fellowship Women's Circle both at home and abroad.



TICKETS ON SALE NOW! Scan me for more details!



The Women's Club of Great Falls opened its new club year in true style with the Kickoff Luncheon at L'Auberge Chez François on September 12. Members and guests, dressed in the Club's signature blue and white, set a spirited and celebratory tone from the moment they arrived. With glasses raised and laughter filling the room, the afternoon was a perfect blend of elegance, camaraderie, and anticipation for the year ahead.



Loved by Kids, Trusted by Parents

- ✓ Gentle and Most Effective Laser Dentistry
- ✓ Special Needs Dentistry
- ✓ In-Office IV Sedations
- ✓ Tongue-tie/Lip-tie/Buccal-ties Frenectomy Specialists

Dr. Rishita Jaju
Board Certified Pediatric Dentist

Dr. Anh Dang
Board Certified Pediatric Dentist

571-350-3663
11790 Sunrise Valley Dr #105 Reston, VA 20191
smilewonders.com



EXPERT LIGHTING DESIGN SERVICES

You know what you love in your home. We know the intricacies of lighting. Let DE Design experts bring your vision to life. Lighting plays an integral role in making your home comfortable, functional, and beautiful. But how do you begin? Let our professionals design the perfect lighting plan for your home.



DE DESIGN GROUP
WHERE LIGHTING IS ART

*in-home consultations starting at \$250
22570 Shaw Road, Sterling, VA
(703) 597-0898 • www.DullesElectric.com

Book your appointment today!



Great Falls, Virginia, Real Estate Market

Fall 2025



By **PUNEET BHAGI - REAL ESTATE BROKER**

OVERVIEW

Great Falls remains one of the most premium housing markets in Northern Virginia. Homes here are high-end, often large, on spacious lots, with strong appeal for buyers who want space, privacy, and easy access to Washington, D.C. Yet, like many high-value suburbs, it is showing signs of cooling and adjustment amid broader macroeconomic pressures: high mortgage rates, tightening affordability, and shifting inventory dynamics.

KEY METRICS & RECENT MOVES

Here are the latest data points to set the scene:

METRIC	VALUE/CHANGE
Median Home Value (Great Falls/ ZIP 22066)	~\$1.63 million (Zillow) with about +3.4% over the past year. (Zillow)
Median Listing Home Price	~\$2.2 million in August 2025 for Great Falls, VA. (Realtor)
Median Sale Price via Redfin is	~\$1.6 million, but that is down ~3.8% year-over-year in some readings. (Redfin)
Days on Market	Homes are taking longer: ~50-60 days on average. Slightly longer than previous years. (Redfin)
Units sold/sales volume	Up in some months, but compared to listing and inventory growth, activity is mixed. (Market Minute)
Inventory / Months of Supply	Great Falls / Western McLean has seen ~3.2 months of supply, which is low to moderate, though up slightly vs last year. (Market Minute)



Great Falls, Virginia Where Elegance Meets Real Estate.

Your Gateway to Virginia's Finest Homes

**PUNEET BHAGI
 (703) 346-2293**

www.ikonrealtyluxury.com



-Not just your Real Estate Broker but also your Neighbor!

WHAT'S CHANGING & WHAT'S DRIVING IT

- **Prices Slightly Softening for Sellers:** Some metrics show that median sale prices are down from last year, or at least not rising as rapidly as before. Homes aren't flying off the market, which gives buyers more leverage. (Redfin)
- **Per Square Foot Values Moving Up:** Even if overall price growth has slowed or dipped, price per square foot in many cases has ticked up. This reflects that while some sellers are reducing list prices, the underlying value of land and improvements remains strong. (Redfin)
- **Inventory & New Listings:** There's a slight increase in availability in some reports, though active inventory remains fairly constrained in this high-end market. New listings are down in certain months versus a year ago, so supply remains relatively tight. (Market Minute)
- **Time on Market:** Homes are taking longer to sell. Buyers are more selective; sellers need to price more realistically or be prepared for longer listing periods. (Market Minute)
- **Buyer Behavior & Competition:** The market is "somewhat competitive"—homes still often get multiple offers, but less dramatically so than in a full seller's market. The "Sale to List Price Ratio" is a bit below perfect, meaning many properties are selling under list price, or sellers are offering incentives. (Redfin)

WHO'S WINNING (AND LOSING)

Winners:

- Buyers who are well-positioned, with strong credit and cash or large down payments, are getting more bargaining power.
- Sellers of homes with exceptional features, in good locations, or in "move-in ready" condition still do well.
- Homes priced under the top tier, or those that are well marketed, often sell more quickly.

Losers/Those Under Pressure:

- Sellers who overprice expecting past high growth will likely have to adjust expectations.
- Homes needing substantial renovation or in less desirable locations are staying on the market longer.
- Buyers stretched by mortgage rates and taxes are pushing the "value" envelope more—so less flashy but more efficient homes are getting more attention.

WHAT TO WATCH GOING FORWARD

- **Mortgage Rates:** If rates come down even modestly, that could unlock some pent-up demand. But as long as rates stay elevated, affordability remains a headwind.
- **Inventory Growth:** More listings (especially in the high end) could push prices or days on market further.
- **Economic Conditions / Employment:** The D.C. metro area's job market, federal sector stability, and commuting costs will heavily influence demand in Great Falls.
- **Comparison vs Neighboring Markets:** If similar suburbs show more favorable pricing or value (e.g., lower tax burdens, lower maintenance, better schools), some buyers may shift.
- **Interest from Out-of-Area Buyers:** Great Falls remains attractive to those leaving more expensive metro areas, so migration trends could matter.

BOTTOM LINE

Great Falls' real estate market in fall 2025 is in a phase of moderation. It's not crashing or falling apart, but the rapid growth of recent years is clearly cooling. Price growth is modest or flat in many cases, inventory is gradually loosening, and buyers have more leverage. For sellers, the message is: price smartly, market well, and make your home as attractive and move-in ready as possible.

If you're a buyer, it might be a relatively good time—assuming you're not overly rate- or tax-sensitive. And if you're thinking long-term, the area's amenities, schools, and prestige still make Great Falls a strong bet.

PPA Member
202.643.1549
Info@mroyphoto.com
www.mroyphoto.com

PORTRAITS THAT STAND OUT FROM THE CROWD

f MROYPhoto in MroyPhoto LLC p Mroy Photo @ mroy.photo

WHERE ART MEETS SCIENCE IN AESTHETIC CARE

GREAT FALLS AESTHETICS

Enhance your natural beauty with precision and artistry. Our personalized treatments include:

Neurotoxins • Dermal Fillers
Chemical Peels • Hair Restoration
Weight Loss Therapy • Microneedling
Anti-aging & Longevity

Experience luxury care tailored to you.

Great Falls, VA | (703) 495-3688 | greatfalls-aesthetics.com
Book Now: greatfallsaesthetics.janeapp.com

Celebrating the Alkara Woman Fall Collection 2025

By **ALEENA DHAR**
Style Advisor and Founder of House of Alkara



Summer is slipping away with fashion shows, exciting collaborations, and the incredible opportunity to be featured on the cover page of Great Falls Living magazine. And now, fall is almost here. At House of Alkara, our studio has been buzzing—from sketches and fabric swatches to bold jewelry designs—as we bring our new idea board to life. This season, we're celebrating the Alkara woman in all her strength, beauty, and authenticity.

Our fall collection is built around emotions that speak to her spirit: **empowerment, freedom, fearlessness, love, joy, and peace**. Each emotion has shaped our vision—from the richness of the colors to the flow of the fabrics and the artistry of the details. This isn't just fashion; it's a celebration of how she feels when she steps into the world as her truest self.


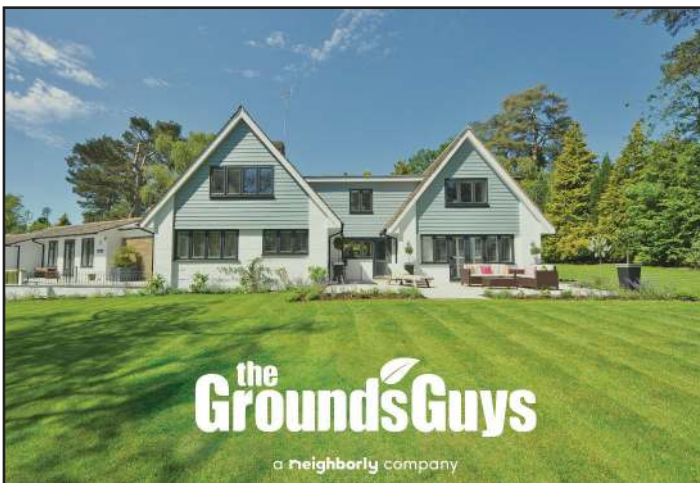
The Alkara woman owns her story. She stands tall in her truth, embraces her individuality, and moves through life

with passion and purpose. This collection mirrors her journey—a mix of strength and grace, bold statements and quiet elegance.

Our jewelry and clothing will come together as ensembles that embody these emotions. Think flowing silks that speak of freedom, bold statement necklaces that radiate confidence, and soft, luxurious layers that bring comfort and peace. Every piece is crafted with the intention that you not only wear it but also feel it.

Whether for a gala night, a special celebration, or a moment that's just for you, this collection is designed to elevate and empower.

Stay tuned on our social media for sneak peeks, behind-the-scenes glimpses, and a closer look at how our idea board is becoming reality—and for a special fashion show moment you won't want to miss.



ak
HOUSE OF ALKARA

Elevate Your Everyday
*Crafted by Artisans, Inspired by You!
Timeless Jewelry for the Modern Muse*

Discover handcrafted pieces designed to celebrate your individuality. From necklace sets to delicate rings, every creation tells a story of bold elegance and refined beauty.

Ethically Made * Unapologetically You

📷 /houseofalkara • info@houseofalkara.com • houseofalkara.com



AURELIA

Dental Boutique

WHERE PRECISION MEETS LUXURY

Step into a sanctuary where dentistry transcends expectations

Aurelia Dental Boutique, a leading destination for oral and dental care in Northern Virginia helmed by Dr. Shervin Tabeshfar, a highly esteemed prosthodontist recognized nationally and internationally. With advanced training spanning from simple fillings to complex full-mouth reconstructions and transformative smile makeovers and dental implants, the fantastic duo of Dr. T and his wife and hygienist extraordinaire Marieh help ensure exceptional care and the marriage of form, function, beauty and wellness.

Aurelia offers individually curated treatments, dental prophylaxis and preventive care, AI-assisted diagnostics

& digital scans, 3D printed appliances and prosthetics, digitally planned and guided implant dentistry, sedation dentistry, painless injections and laser dentistry. Our elite team delivers artistry and mastery in every procedure paired with plush luxurious and opulent surroundings, curated refreshments, and a tranquil experience. This is not your typical dental office; it's a destination, retreat, and revolution in oral care.

Opening November 2025 in beautiful Lansdowne, Virginia, be amongst the first to experience dentistry and luxury combined and reimaged.





The One for your Florida Connection.

The Sanctuary is a bespoke full-floor home that redefines elevated high-rise living with concierge service. This exceptional residence offers stunning 360-degree water views of the iconic Bayshore, a rare jewel in one of South Tampa's most distinctive addresses. With private elevator access, two balconies, and two exclusive full-size patios, it delivers unmatched privacy and sophistication along Bayshore Boulevard.

Jennifer has close relationships with the top Florida agents. Contact her to learn more about The Sanctuary, or the various Florida options through her partners.



Jennifer Jo, J.D., Realtor®
m +1 703 489 0935
jjo@ttrsir.com
joandco.me

TTR | **Sotheby's**
INTERNATIONAL REALTY