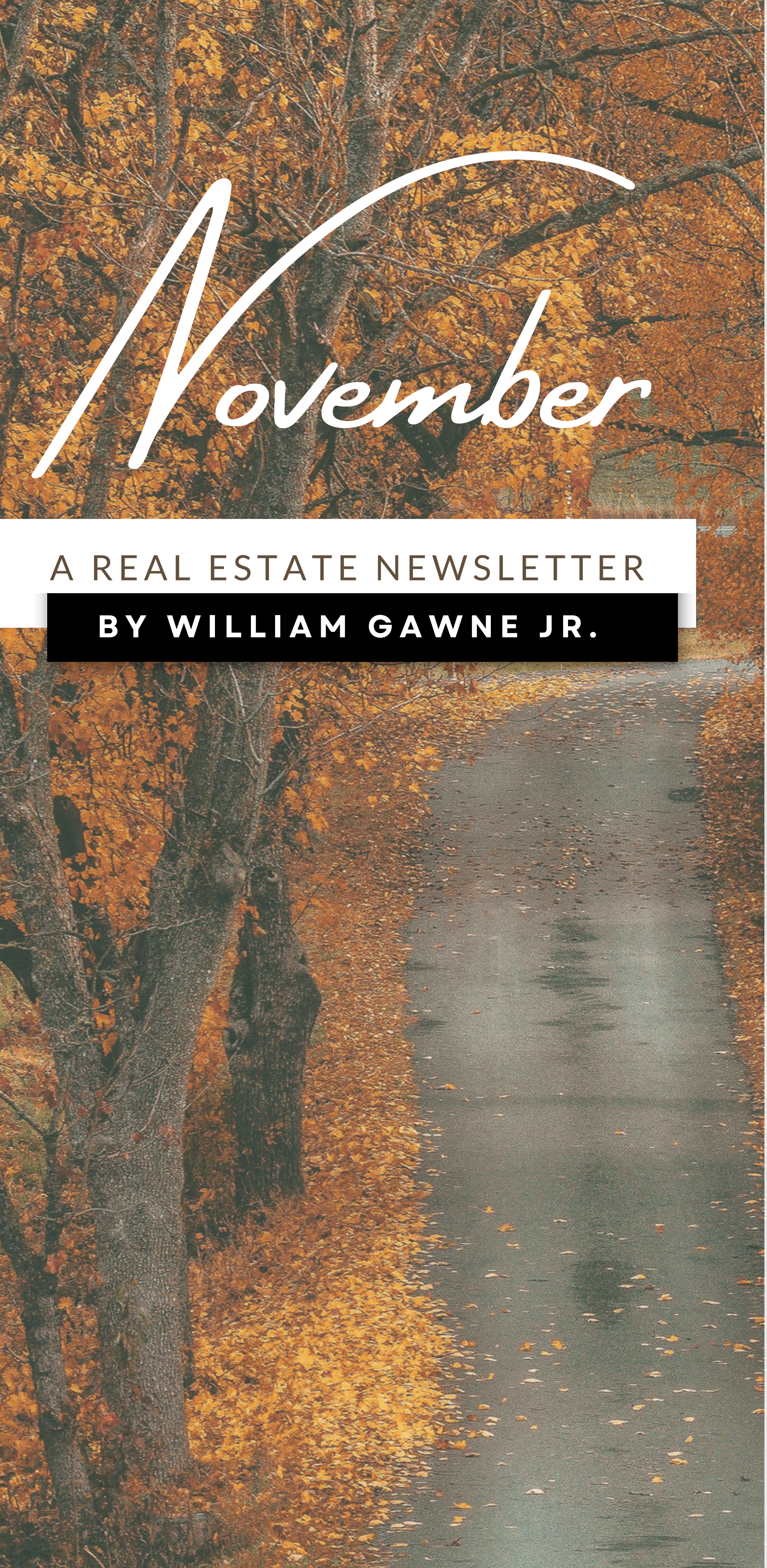

November

A REAL ESTATE NEWSLETTER

BY WILLIAM GAWNE JR.

YOUR HOUSE'S VALUE

So you know what your house is worth?

WHY NOVEMBER MIGHT BE THE BEST MONTH TO SELL YOUR HOUSE

My top two reasons to sell in November

MARKET UPDATE

All the information about you local market

WHY NOVEMBER MIGHT BE THE BEST MONTH TO *Sell Your House*

Some owners hesitate to market their homes between Halloween and New Year's Day, believing the holiday season to be an off-peak time to sell. But the idea that houses don't sell in November and December comes from outdated historical trends.

In fact, several studies show that, on average, homes listed during this time are more likely to sell, sell more quickly, and sell closer to the asking price. November, in particular, has some unique advantages that make it an ideal time to sell. Here are two reasons why Thanksgiving month might be the best time to sell your home.

MORE MOTIVATION

If buyers are looking for a home in November, they've either waited through the busy season in hopes of a better deal, or they're facing their own time constraints due to work changes or other reasons. For these highly motivated buyers, the traditional barriers to winter house-hunting — bad weather, short days, holiday preparations — don't apply. If your house is available for them to view in November, these buyers are more likely to make an offer close to the listing price.

LESS COMPETITION

Because of the misconceptions about selling during winter, it's true that many sellers don't think it's worth their time to try and sell their homes toward the end of the year, so they take their homes off the market. Their loss of a potential buyer is your gain!
Serious buyers have fewer homes to choose from over the holidays. That means less competition for you — and more buyers checking out your even more desirable home, either online or in person.

Market Update

OCTOBER 2025 | PRINCE GEORGE'S, ANNE ARUNDEL AND MONTGOMERY COUNTY

PROPERTIES LISTED	AVERAGE SALE PRICE	AVERAGE DAYS ON MKT
4,982	$547,000	26
PROPERTIES SOLD	**AVERAGE LISTING PRICE**	**MONTHS OF INVENTORY**
2,192	$540,000	2.8

NOVEMBER Maintenance Tips

- Rake leaves and clean gutters
- Service snowblower
- Clean clothes dryer exhaust
- Winterize sprinkler system
- Drain all exterior houses

DO YOU KNOW YOUR HOME'S VALUE?

Our market has seen a steady appreciation of home values over the last 2 years. This year has been interesting to watch because of the extreme lack of inventory, resulting in a seller's market. We want to ensure you are armed with the best and most accurate information regarding your home value, so we have compiled a list of our top 3 reasons why you should check it now.

1. See if you can ditch that private mortgage insurance

The first thing that comes to mind: Is it is time to knock off PMI from your monthly mortgage payments. in many cases, your lender requires you to purchase private mortgage insurance (PMI) if you put less than 20% down on your house. PMI typically amounts to between 0.5%-1% of the purchase price. For a $200,000 mortgage, your PMI could be $1,000 to $2,000 per year.

2. Update your home’s value on online listing sites to reflect renovations and improvements

Even if you’re in the earliest stages of putting your house on the market, you’ll want to start owning your home’s history and value online. Claiming your property on sites like Zillow, Redfin, and Realtor, and updating your home’s online value, can change the perception of the property to better align with its current value.

3. Find out how much equity you’ve built up

Understanding equity, or the current market value of your home minus your outstanding mortgage balance, puts you in a better place to understand your finances overall. You may be beginning to think about a move and knowing the value of your property could lead to an accelerated sale timeline, as long as you factor in the difference between home equity and your home sale proceeds.

The real estate market is very active in November. Contact me for more information.

SCAN THIS QR CODE FOR YOUR FREE HOME VALUE!

William Gawne Jr.

Maryland and Washington D.C. Realtor
JPAR Real Estate Professionals

www.WilliamGawneJr.com

William@WinningWithWilliam.net

240.483.7614