

JANUARY 2026

A REAL ESTATE NEWSLETTER

BY WILLIAM GAWNE JR.



NEWS INSIDE:

TOP 3 MISTAKES HOMEOWNERS MAKE

What they are and how you
can avoid them in 2026

MARKET UPDATE & LOCAL SPOTLIGHTS

Get a quick look at this
month's market, home
prices, and local business

TRENDING 2026 HOME UPGRADES

Simple changes anyone
can try this year

BUYING OR SELLING IN 2026?

HERE'S THE TRUTH YOU NEED TO HEAR FIRST

The 2026 real estate market is shaping up to be more balanced than the past few years, but that doesn't mean predictable.

FOR BUYERS Lower interest rates and more homes to choose from mean less pressure and more opportunity to negotiate. Preparation is still key; pre-approval and realistic expectations make all the difference.

FOR SELLERS Strategy matters more than ever. Homes that are priced correctly and well presented will continue to attract strong interest. Energy-efficient upgrades and modern finishes add real value.

The biggest truth? Success in 2026 isn't about timing the market, it's about entering it with a clear plan. Whether you're moving up, downsizing, or purchasing your first home.

TOP 4 MISTAKES HOMEOWNERS MAKE EVERY JANUARY

Many homeowners start the year with good intentions but overlook a few important tasks that can cost time and money later. Starting the year with these tasks keeps your home safer, more efficient, and better prepared for the months ahead. Here are the four most common January mistakes, and how to stay ahead of them.

1

FORGETTING WINTER SAFETY CHECKS

Simple tasks like checking furnace filters, testing detectors, and looking for drafts keep your home safe and efficient. Skipping them can lead to higher bills and preventable repairs.

2

IGNORING LONG-TERM PLANNING

January is an ideal time to think ahead. Whether it's future renovations, maintenance needs, or home goals, a clear plan helps you stay prepared and avoid surprises later in the year.

3

NOT REVIEWING HOME EXPENSES

Many homeowners forget to reassess insurance, utilities, and maintenance budgets at the start of the year. A simple review helps you plan, catch overcharges, and stay aligned with your home goals for 2026.

4

NEGLECTING ENERGY EFFICIENCY

January is the perfect time to adjust thermostat settings, insulate pipes, and make small updates that lower monthly bills.



RECIPE CORNER

CHEESY TACO STICKS

Ingredients; Ground beef, packet taco seasoning mix, pillsbury pizza dough, garlic powder, butter, cheddar cheese sticks, dried parsley,

SCAN FOR FULL RECIPE





SMALL BUSINESS OF THE MONTH

JAY'S LATIN KITCHEN

Welcome to Jay's Latin Kitchen (formerly JesseJay's Latin Inspired Kitchen), proudly serving the Best Tacos in Maryland. Explore their menu and enjoy our award-winning Latin-inspired cuisine. Locally owned & operated. Woman owned.

JANUARY MAINTENANCE

- ▶ Check for drafts around windows and doors and seal
- ▶ Tidy and reorganize storage areas while you're indoors
- ▶ Check your hot water heater and flush if needed
- ▶ Clean dryer vents to improve its performance this year
- ▶ Inspect pipes in unheated areas to prevent freezing



MARKET UPDATE

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

PROPERTIES
LISTED

5,422

AVERAGE
SALE PRICE

\$526,000

AVERAGE DAYS
ON MKT

31

PROPERTIES
SOLD

2,810

AVERAGE
LISTING PRICE

\$520,000

MONTHS OF
INVENTORY

3.1

EVERYONE'S TALKING ABOUT THESE 2026 HOME UPGRADES

A new year brings a fresh start and your home is one of the easiest places to make meaningful improvements. You don't need a major renovation or a big budget. With a few simple updates you can create a home that feels more organized.

FLEXIBLE LIVING AREAS

Allow one room to serve several purposes. Whether you need a guest space, workout corner, or hobby room, areas offer value and versatility for changing lifestyles.

SMART HOME ENERGY SYSTEMS

Smart thermostats, automated shades, and energy dashboards help cut costs and boost comfort—and many of these tools pay for themselves quickly.

BETTER STORAGE SOLUTIONS

Simple storage upgrades like labeled bins or drawer dividers can make your home feel bigger and easier to maintain. Many homeowners say these small changes have the biggest impact on daily life.

FUNCTIONAL WORK-FROM-HOME NOOKS

Even if you don't have a spare room, carving out a small productivity zone is still trending. A compact desk, wall-mounted shelves, or a corner workstation can make working from home feel more comfortable and organized.



Are these upgrades worth it? Absolutely—especially because many of 2026's most popular ideas focus on affordability, practicality, and making your home more enjoyable day to day.

*small upgrades. that
have a big Impact*



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Realtor® since 2020, licensed in Maryland and Washington, D.C. Based in Bowie, MD, I proudly help buyers and sellers navigate every step of the real estate process with confidence.



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