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A REAL ESTATE NEWSLETTER

BY WILLIAM GAWNE JR.



NEWS INSIDE:

THE KITCHEN IS THE HEART OF THE HOME
Why kitchens sell homes during Thanksgiving

LOCAL AREA MARKET UPDATE
Taking a look back at last months statistics

HOW TO DOWNSIZE WITHOUT STRESS
Tips for when it comes time to downsize

SMART HOLIDAY BUYING

MAKE THANKSGIVING A GREAT TIME TO BUY

The holiday season might not seem like the ideal time to shop for a home, but it can actually work in your favor.

- HOME SELLERS
  Those who list during Thanksgiving are often serious about moving quickly—they may want to relocate before the new year, take advantage of tax benefits, or simply start fresh in January.
- HOME BUYERS
  that motivation can mean better deals, flexible negotiations, and a smoother closing process. With less competition in the market, you'll also have more breathing room to find the right fit.

Your home could be exactly what a buyer is thankful for this year —let's get your home listed, now is the perfect time.



THE HEART OF THE HOME: KITCHENS AT THANKSGIVING

The kitchen is the heart of the home, especially during the holidays. From family recipes to gatherings with friends, it's the backdrop for lasting memories. That's why, when selling, the kitchen can make all the difference



TO THANKSGIVING

AND NEW BEGINNINGS

The holidays highlight the value of a warm, welcoming home, whether you're hosting loved ones or searching for a new space to gather.

start your next chapter

THANKSGIVING KITCHEN STAGING

If you're thinking of selling—or simply want your kitchen to shine for holiday gatherings—here are a few Thanksgiving-ready tips:

- SHOWCASE FUNCTIONALITY
  Highlight features buyers love—like plenty of storage, counter space, or modern appliances.
- NEUTRAL HOLIDAY DÉCOR
  Stick with warm, simple colors (like cream, gold, and soft orange) to avoid distracting buyers with bold themes.
- HIGHLIGHT STORAGE
  Show off roomy cabinets or pantries by leaving a few neat, organized shelves visible.
- HIGHLIGHT DINING FLOW
  If the kitchen opens to a dining area, add a simple, styled tablescape to show how seamlessly entertaining can happen.

REMEMBER THIS!

Whether selling your home or hosting Thanksgiving, the kitchen sets the tone. A warm, welcoming space sells more than houses—it sells the feeling of home.

RECIPE CORNER

THREE INGREDIENT STUFFED MUSHROOMS

SCAN FOR FULL RECIPE

Prep Time: 20 minutes
Cook Time: 20 minutes
Total Time: 40 minutes
Servings: 6-8
Calories Per Serving: 94 kcal

EAST CITY BOOK SHOP

SMALL BUSINESS OF THE MONTH

EAST CITY BOOKSHOP
WASHINGTON, D.C.

Since our opening on April 30, 2016, East City Bookshop has become a gathering place for book lovers of all ages. It's a place to talk about books and ideas, to learn something new, or to revisit something you once knew well. By offering author events, book clubs, other community events, we want to connect you with the books and ideas you want and need... and some that maybe you didn't even know you wanted and needed. We also have a selection of toys, gifts, art supplies, and bookish items that we think would make a special treat for yourself or for someone you like a whole lot. Our mission is to provide friendly and warm service, community-oriented events, and support for the literary arts at every reading level.

NOVEMBER MAINTENANCE

- Declutter entryways to make space for coats, and boots
- Organize your pantry for Thanksgiving prep
- Check roof shingles and flashing for damage
- Cover outdoor faucets with insulated covers
- Freshen up guest bedrooms ready for visiting family



MARKET UPDATE

OCTOBER 2026 | PRINCE GEORGE'S, ANNE ARUNDEL AND MONTGOMERY COUNTY

PROPERTIES LISTED	AVERAGE SALE PRICE	AVERAGE DAYS ON MKT
3,387	$495,900	46
PROPERTIES SOLD	AVERAGE LISTING PRICE	MONTHS OF INVENTORY
1,569	$515,000	2.3



HOW TO DOWNSIZE WITHOUT THE STRESS

Downsizing can bring financial freedom, less maintenance, and a fresh start—but is now the right time for you? Let's explore the benefits, and options that downsizing can make to you!





Downsizing your home could bring simplicity, savings, and a better quality of life. Here's why:

- ➤ LESS MAINTENANCE
- ➤ BETTER QUALITY OF LIFE
- ➤ MORE CONVENIENCE
- ➤ LOWER MONTHLY EXPENSES

TIPS FOR DOWNSIZING

1. START EARLY: Begin decluttering months in advance to avoid last-minute stress. Donate, sell, or gift items you no longer need.
2. DIGITIZE KEEPSAKES: Scan old photos, paperwork, and sentimental items to preserve memories without taking up physical space.
3. THINK ABOUT YOUR FUTURE NEEDS: Choose a home that fits your long-term lifestyle, e.g., accessibility, low maintenance, and proximity to family.
4. MEASURE YOUR NEW SPACE: Knowing the layout and square footage of your future home helps determine what furniture will fit.

Downsizing isn't about giving up space—it's about gaining freedom, lowering expenses, and making room for what matters most.



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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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