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# JANUARY

## REAL ESTATE NEWSLETTER

### HOME UPDATE BY WILLIAM GAWNE JR.

## WHAT TO EXPECT WITH THE HOUSING MARKET IN 2025

While no one can predict the future with certainty,  
here's what experts are keeping an eye on:

✦ Interest Rates: Economists are watching for  
stabilization, with rates expected to hover around  
current levels or potentially decrease slightly if  
inflation continues to cool.

✦ Home Prices: Many anticipate a modest  
increase in home values nationwide, though some  
areas with higher demand may see stronger  
appreciation.

✦ Inventory: The market could see more  
inventory as new construction projects are  
completed, providing buyers with more options.

✦ Market Trends: Up-and-coming neighborhoods  
and areas with affordable housing are likely to  
gain popularity as buyers seek value without  
compromising location or lifestyle.

REMINDER IF  
YOU BOUGHT  
A HOME IN  
2024

If you purchased a home in 2024,  
friendly reminder that you may be  
eligible for Homestead Exemption on  
the home you purchased.

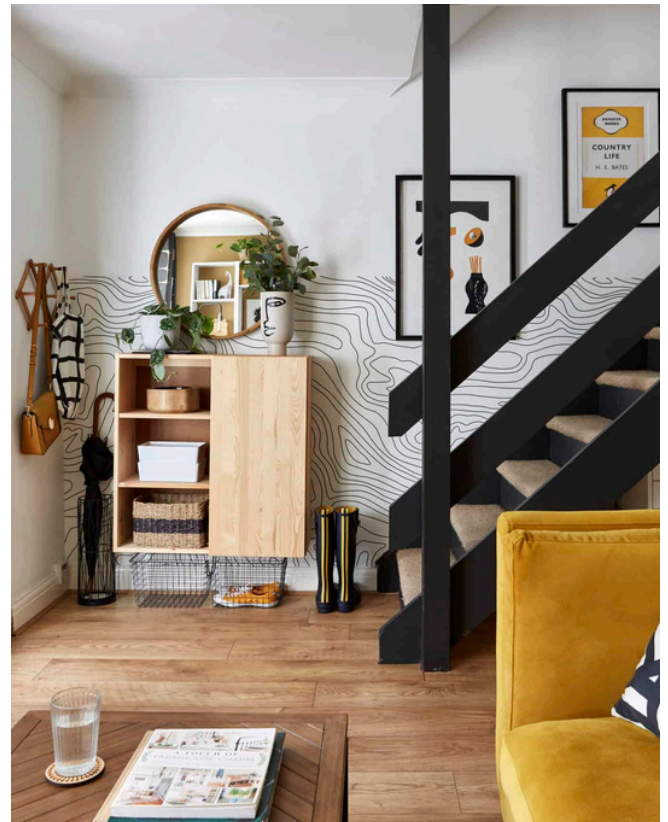
# NEW YEAR RESOLUTIONS to help you buy your dream home

If you are wanting to buy a home in the new year consider following the tips below to start you off on the right track!


- 1. SET YEARLY GOALS/TIMELINES**  
Don't be afraid to set up a list of goals or even a timeline plan that will help you stay on track. You can keep it on your phone or even write it out and hang it up.
- 2. DESIGN YOUR HOME WISHLIST**  
Start picturing and planning what you want for your dream home. It's encouraging, exciting, and it will make your home search less daunting if you know what you want.
- 3. BEGIN YOUR BUDGET PLAN**  
Create a budget to prioritize your expenses and save money for a down payment. While budgets seem limiting, they're designed to help you reach the ultimate goal.
- 4. GET A HANDLE ON YOUR EXISTING DEBT**  
Before beginning your journey towards a big purchase like a house, it's wise to know your other outstanding expenses and debt. Consider its impact and how it'll affect you financially in the future.

## January HOME MAINTENANCE

- ✓ CLEAN BATHROOM TUB AND SINK DRAINS
- ✓ CLEAN AND ORGANIZE CLOSETS
- ✓ CHECK ROOF AND GUTTERS FOR ICE DAMS
- ✓ CHANGE WATER AND ICEMAKER FILTERS
- ✓ PROTECT PIPES FROM FREEZING



Our January home maintenance tasks focus on some often neglected areas that will really give your home a fresh start in the new year.



# WAITING FOR THE SPRING MARKET COULD COST YOU AS A SELLER

## Increased Competition

Come spring, the market floods with listings, meaning your home has to compete for attention. Right now, inventory is lower, making your home stand out to serious buyers.

**Motivated buyers are starting the year strong** eager to find their dream homes and settle in early. Waiting to list could mean missing out on these determined buyers ready to make an offer right now. January is prime time to capture their attention!

## Interest Rates Could Shift

If rates drop in the spring, more buyers may enter the market, but they'll also have more options. Sell now to take advantage of motivated buyers navigating today's interest rate environment with fewer choices!

Selling now = more leverage. Waiting = more competition.

## MARKET UPDATE

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

**2,158**

**SOLD HOMES**

-5% from  
Dec 2023

**2,775**

**NEW LISTINGS**

+12% from  
Dec 2023

**24**

**AVG DAYS ON MARKET**

-8% from  
Dec 2023

**\$520K**

**AVG SALE PRICE**

+9% from  
Dec 2023

**\$500K**

**AVG LISTING PRICE**

-2% from  
Dec 2023

# HOW MUCH IS YOUR HOME WORTH

Isn't every homeowner curious what their home is worth? With the market shift the last few months it may be time to receive another FREE Market Valuation.

Send me a quick email or give me a call, today!

## DAYS ON MARKET HERE IN MARYLAND

DAYS ON MARKET JAN 2024

35

DAYS ON MARKET CURRENTLY

28

## New YEAR New HOME

### TIPS FOR ORGANIZING YOUR SPACE

Start your new year off right and get your home organized. You don't need to do it all in one day. Implement a few small changes and over time you will begin to see big results.

#### MAKE A PLAN

Before you start organizing, make sure you have a plan. Ask yourself what you're trying to accomplish. Setting goals and mapping out the strategy for each room will make it much easier to stay on track and efficient when organizing.

#### ATTACK ONE ROOM AT A TIME

Rather than tackling the entire house at once, pick one room to focus on first and then move on to the next. Give each room its own strategy, like repainting and redecorating or finding a system that works for the type of items in that room.

#### CREATE A SPACE SAVING SYSTEM

Now's the time to dig deep and get rid of anything you don't need or don't use regularly. This is the time, to be honest about items that are no longer necessary and don't fit your lifestyle. Create a designated area for donations and garbage and start filling it up!

#### ATTACK ONE ROOM AT A TIME

One of the most essential things you can do is find ways to maximize your space. Invest in storage options like shelves and baskets to easily access certain items.

Happy decluttering!

# Have a happy NEW YEAR!

As 2024 ends I thank you for your support. I look forward to serving all of your buying and selling real estate needs in the new year!