

MAY 2026

A REAL ESTATE NEWSLETTER

BY WILLIAM GAWNE JR.



NEWS INSIDE:

QUESTIONS TO ASK WHEN HOME BUYING

To help navigate the
home-buying process

LOCAL AREA MARKET UPDATE

Taking a look back at last
months statistics

OPEN HOUSE ETIQUETTE

What buyers and sellers
need to know

NAVIGATING A HOT MARKET

BUYING A HOME IN A COMPETITIVE MARKET?

In a seller's market, where demand exceeds supply, buyers need to be strategic to stand out and secure their dream home. Here are a few key strategies to increase your chances:

- ▶ GET PRE-APPROVED FOR A MORTGAGE
- ▶ MAKE A STRONG FIRST OFFER
- ▶ BE FLEXIBLE ON CLOSING DATES
- ▶ WRITE A PERSONAL LETTER
- ▶ WAIVE NON-ESSENTIAL CONTINGENCIES
- ▶ INCREASE YOUR EARNEST MONEY DEPOSIT

In a competitive market, it's all about being prepared, flexible, and decisive. By following these strategies, you'll improve your chances of standing out and landing your dream home.

TOP QUESTIONS TO ASK WHEN BUYING A HOUSE

Purchasing a home is a significant milestone that requires careful consideration. To ensure you make an informed decision, here are ten essential questions to ask during the home-buying process.

1 *WHAT IS THE ASKING PRICE, AND HOW DOES IT COMPARE TO SIMILAR PROPERTIES?*

Understanding the property's price in relation to the market helps assess its value.

2 *HOW LONG HAS THE HOUSE BEEN ON THE MARKET?*

A prolonged listing period might indicate pricing issues or other concerns.

3 *WHY IS THE SELLER MOVING?*

The seller's reason for relocating can provide insights into the property's condition and the neighborhood.

4 *WHAT IS INCLUDED IN THE SALE?*

Clarify which items, such as appliances or fixtures, are part of the purchase to avoid misunderstandings.

5 *ARE THERE ANY KNOWN ISSUES WITH THE PROPERTY?*

Identifying existing problems allows for proper planning and budgeting for repairs



Asking these questions helps you navigate the home-buying process with confidence, ensuring your new home meets your needs.

helping you to find your new home

HAVE A HAPPY MOTHER'S DAY

We celebrate all the amazing moms who make a house a home. Whether searching for a new place to create memories or simply enjoying the one you have, I'm here to help your

real estate dreams come true

RECIPE CORNER

BLUEBERRY LEMON DUTCH BABY

Ingredients: Salted butter, Large eggs, Whole milk, All-purpose flour, Kosher salt, Vanilla extract, Lemon zest, Blueberry jam, Fresh or frozen blueberries

SCAN FOR FULL RECIPE





SMALL BUSINESS OF THE MONTH

**THE BOARD & BREW
COLLEGE PARK, MD**

As the premier board game restaurant, we brew exceptional coffee, source the finest seasonal craft beer, and serve freshly-made breakfast, lunch and dinner. Enjoy unlimited access to our 850+ title board game library for just \$6 per person.

MAY MAINTENANCE

- ▶ Dust and clean ceiling fans to improve air circulation
- ▶ Inspect outdoor and indoor lighting, and replace bulbs
- ▶ Inspect and re-seal caulking around windows and doors
- ▶ Check for leaks under sinks, around pipes, and repair
- ▶ Touch up paint on interior and exterior surfaces



MARKET UPDATE

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

PROPERTIES LISTED

3,354

PROPERTIES SOLD

1,891

AVERAGE SALE PRICE

\$509,900

AVERAGE LISTING PRICE

\$524,995

AVERAGE DAYS ON MKT

39

MONTHS OF INVENTORY

3.4

OPEN HOUSE ETIQUETTE WHAT BUYERS & SELLERS NEED TO KNOW

ESSENTIAL DO'S AND DON'TS FOR BUYERS AND SELLERS

Attending or hosting an open house requires some basic etiquette to ensure a smooth experience for everyone involved. Here's a quick guide:

FOR BUYERS

- ✓ Arrive on Time: Respect the scheduled time
- ✓ Ask Specific Questions: Focus on the home and local area
- ✓ Take Notes and Photos: Be discreet, ask permission first
- ✓ Respect the Property: Avoid opening cabinets or drawers
- ✓ Give Space: Don't block others from viewing
- ✗ Discuss Your Budget: Keep financial details private
- ✗ Bring Kids or Pets: Leave them at home
- ✗ Make Negative Comments: Keep opinions to yourself

FOR SELLERS

- ✓ Respect Privacy: Allow buyers to explore
- ✓ Keep the Home Tidy: Ensure a clean, well-maintained space
- ✓ Be Ready to Answer Questions: Know key details about the home
- ✓ Provide Information: Have brochures or flyers available
- ✓ Secure Belongings: Lock away valuables
- ✗ Pressure Buyers: Let them make decisions at their own pace
- ✗ Overstay Your Welcome: Keep visits brief
- ✗ Neglect Cleanliness: A messy home can deter buyers

ready to attend your next open house?



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JPAR Professionals

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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