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A REAL ESTATE NEWSLETTER

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NEWS INSIDE:

AVOID THESE FALL BUYING PITFALLS
Top 5 common buyer mistakes to watch out for

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

FUTURE-PROOF OR FALLING BEHIND?
How your home compares to today's expectations

FALL INTO HOMEOWNERSHIP

MAKE THIS SEASON A TREAT, NOT A TRICK

October might be spooky, but navigating your real estate journey doesn't have to be. As the air turns crisp, it's the perfect time to prep your home, plan your next move, or get ahead on future upgrades. Whether you're selling soon or staying put, a little fall strategy can go a long way.

- Check Your Equity: Your home may be worth more than you think — let's find out
- Start Budgeting for 2026: Fall's a great time to get finances in order by reviewing your finances to get ahead
- Make a Smart Plan: Whether it's six weeks or six months away, I'm here to guide you

Ready to make your next move a treat, not a trick? Let's talk



5 MISTAKES FALL HOMEBUYERS SHOULD AVOID

Buying a home in the fall can be a smart move — less competition, motivated sellers, and cooler temps (no sweating through open houses!). But there are a few common pitfalls that can trip up even the savviest buyers. Here are 5 mistakes to avoid this autumn:

01 *Falling for the Leaves, Not the Home*

Don't let fall charm blind you to what really matters — layout, location, and condition. Focus on the bones of the home, not just the seasonal curb appeal.

02 *Waiting Too Long to Make a Move*

Just because the market is cooler doesn't mean you should snooze. Good homes still move fast — and waiting too long could mean missing out.

03 *Forgetting to Budget for Expenses*

Closing costs, moving expenses, and holiday spending? Budget wisely. Fall is full of financial distractions, so make sure you're budgeting.

04 *Overlooking Natural Light*

Fall and winter bring shorter, darker days. Make sure your potential new home still feels bright and welcoming even when the sun sets early.

05 *Not Asking Correct Questions*

Don't be afraid to ask things like

- How old is the furnace?
- When were the windows last sealed?
- Any spooky stories about this place? (Okay, maybe skip that one... unless it feels haunted)



HAPPY HALLOWEEN

NO TRICKS, JUST TREATS!

Haunted houses? Only in movies! If your home feels spooky for the wrong reasons, let's talk.

let's make your next move a treat

RECIPE CORNER

ONE PAN ROASTED HERB CHICKEN AND WILD RICE

SCAN FOR FULL RECIPE

Prep Time: 20 minutes
Cook Time: 1 hour
Total Time: 1 hour 20 minutes
Servings: 6
Calories Per Serving: 679 kcal

SMALL BUSINESS OF THE MONTH

THE SLICE HOUSE
LEONARDTOWN, MD

Authentic New York-style brick oven pizza in the heart of Leonardtown, Maryland. Slices, whole pies, sandwiches, and craft beer. Our weekly special is a one-of-a-kind pizza you won't find anywhere else. Sometimes it's inspired by a season, sometimes by a dish we love, sometimes by a dare. Each one gets its week on the menu, though favorites have been known to make a comeback.

OCTOBER MAINTENANCE

- Schedule a furnace or heating system check-up
- Seal drafts around windows and doors ready for winter
- Mulch garden beds to protect plants during frost
- Clean and store summer shoes, umbrellas, and gear
- Deep clean oven and stovetop (before holiday cooking)



MARKET UPDATE

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

PROPERTIES LISTED	AVERAGE SALE PRICE	AVERAGE DAYS ON MKT
3,551	$505,000	42
PROPERTIES SOLD	AVERAGE LISTING PRICE	MONTHS OF INVENTORY
1,675	$524,999	3.4

IS YOUR HOME FUTURE-PROOF OR FALLING BEHIND?



The way we live in our homes is changing fast — from smart tech and remote work to energy efficiency and aging-in-place features.

So the big question is: Is your home ready for the future? Here are a few signs your home is (or isn't) future-proof — and what you can do to get it there:

➤ *Work-From-Home Ready*

Even as offices reopen, hybrid work is here to stay. Does your home have space for a functional home office or flex room?

➤ *Flexible Floor Plans*

Open concepts are great, but future-proof homes also offer zoned spaces — think: guest suites, in-law areas, or adaptable bonus rooms.

➤ *Eco-Efficiency*

Energy-efficient windows, good insulation, and updated systems can reduce your bills now — and boost your value later.

➤ *Smart Tech Integration*

Smart thermostats, security systems, lighting, and door locks aren't just cool — they're quickly becoming buyer expectations.

➤ *EV & Solar Friendly*

With more electric vehicles and rising energy costs, homes that are EV-charger ready or prepped for solar panels have a leg up.

FUTURE-PROOFING = FUTURE VALUE

Whether you're planning to sell or stay, small changes today can help your home stay competitive, comfortable, and marketable in the years ahead.



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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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