

December

A REAL ESTATE NEWSLETTER
BY WILLIAM GAWNE JR.



DECEMBER MAINTENANCE

Make sure your home is
ready for the warmer temps

BEST HOLIDAY LIGHTS

The best walking and drive-
thru lights in the area!

MARKET UPDATE

All the information about your
local market



TIPS FOR SELLING YOUR HOME DURING THE HOLIDAYS

STAGE IT ACCORDINGLY

Deck the halls, but not too much. Opt for neutral holiday decorations to not turn off any potential buyers.

PRICE IT ACCORDINGLY

It's important to get the right pricing strategy based on an assessment of market data. During the holidays, it is best to price it right from the start to avoid haggling later.

BE FLEXIBLE ABOUT SHOWINGS

During the holiday season, everyone is busy and may have more plans than usual, but if you're selling your home, you need to be flexible and accessible when it comes to showings.

CLEAN-UP THE CURB APPEAL

With the trees bare, your curb appeal is essential. Keep it cleaned up by shoveling the walkways, driveway, and illuminating pathways.

WORK WITH A RELIABLE AGENT

You want to be sure that you're working with an agent who isn't going to be MIA. I can opt not to assure you that I always have your back.

FOCUS ON OUTDOOR FEATURES

If you live somewhere with harsh winters, selling your home around the holidays can give you the chance to show off some of the exterior features that make it equipped for winter weather.



DECEMBER Maintenance

Tips

- Place foam covers over exterior faucets
- Inspect caulking around windows and doors
- Clean washing machine
- Have the air conditioner winterized
- Have furnace serviced



BEST HOLIDAY LIGHTS

Love looking at holiday lights? I do too! Here are my favorite places to enjoy!

1 WINTER CITY LIGHTS

Walking Lights
4501 Olney Laytonsville Rd
Olney, Maryland 20832

3

WINTER FESTIVAL OF LIGHTS

Driving Lights
1130 Largo Rd
Upper Marlboro, MD 20774

2 MERRIWEATHER SYMPHONY OF LIGHTS

Driving Lights
10475 Little Patuxent Pkwy
Columbia, MD 21044

4

NATIONAL ZOO LIGHTS

Walking Lights
3001 Connecticut Ave NW
Washington, DC 20008



Holiday MOVIE *Checklist*

- | | |
|---|---|
| <input type="checkbox"/> A Christmas Story | <input type="checkbox"/> Elf |
| <input type="checkbox"/> A Charlie Brown Christmas | <input type="checkbox"/> Frosty the Snowman |
| <input type="checkbox"/> Arthur Christmas
ESSER | <input type="checkbox"/> Holiday Inn |
| <input type="checkbox"/> Christmas with the
Cranks Prancer | <input type="checkbox"/> Ernest Saves Christmas
Frosty Saves Christmas |



Market Update

OCTOBER 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



The real estate market is very active in December. Contact me for more information.

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YOUR FREE HOME VALUE!



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