

MARCH 2026

A REAL ESTATE NEWSLETTER

BY WILLIAM GAWNE JR.



NEWS INSIDE:

SPRING CLEANING MYTHS DEBUNKED

What really makes a difference when selling

LOCAL AREA MARKET UPDATE

Taking a look back at last months statistics

NEW BUILD BUYER MISTAKES TO AVOID

How to to avoid common potential pitfalls

THE BENEFITS OF LISTING

YOUR HOME BEFORE THE SPRING RUSH

Listing your home early in spring can give you a significant edge in the competitive real estate market. Here's why getting a head start matters:

- **LESS COMPETITION**
Early listings get more attention before the market floods.
- **MOTIVATED BUYERS**
Serious buyers search early to secure a home.
- **BETTER TIMING**
Early spring light and weather enhance your home's appeal.
- **FASTER CLOSING**
Listing early allows time to close before summer moves.

Beat the spring rush by listing early and maximize your home's exposure while the market is in your favor.

SPRING CLEANING MYTHS DEBUNKED

What really makes a difference when selling your home? Spring cleaning is crucial when selling your home, but not all tasks have the same impact. Here's what matters to impress buyers and boost your home's appeal.

MYTH #1 YOU MUST DEEP CLEAN EVERYTHING

Buyers focus on visible areas, not hidden spaces like cupboards or closets. TRUTH: Prioritise high-traffic areas like floors, countertops, and windows. Decluttering visible spaces has a bigger impact.

MYTH #2 PRESSURE-WASHING IS ESSENTIAL

Not all homes need pressure-washing unless heavily stained or dirty. TRUTH: A garden hose may suffice. If needed, focus on pathways, driveways, and decks for maximum effect.

MYTH #3 CLEAN WINDOWS DON'T MATTER

Dirty windows can make your home feel less inviting. TRUTH: Clean windows brighten your home and boost its appeal, especially on sunny days.

MYTH #4 CLEANING IS ENOUGH

A clean but cluttered home can feel overwhelming to buyers. TRUTH: Declutter to make rooms feel open and spacious. Remove excess furniture and personal items.



RECIPE CORNER

CHEESY VEGETABLE GARDEN TART

Ingredients: 1 package (5.2 ounces) Boursin garlic and fine herbs cheese, 2 tablespoons grated Parmesan cheese, 2 tablespoons sour cream, 1 teaspoon grated lemon zest, 1 sheet frozen puff pastry, thawed, Assorted fresh vegetables and herbs such as olives, sliced red onion, sliced miniature sweet peppers and rosemary, 1 tablespoon olive oil, 1 large egg, beaten, Sesame seeds, optional

SCAN FOR FULL RECIPE



COLLINS



PRODUCE & PLANTS

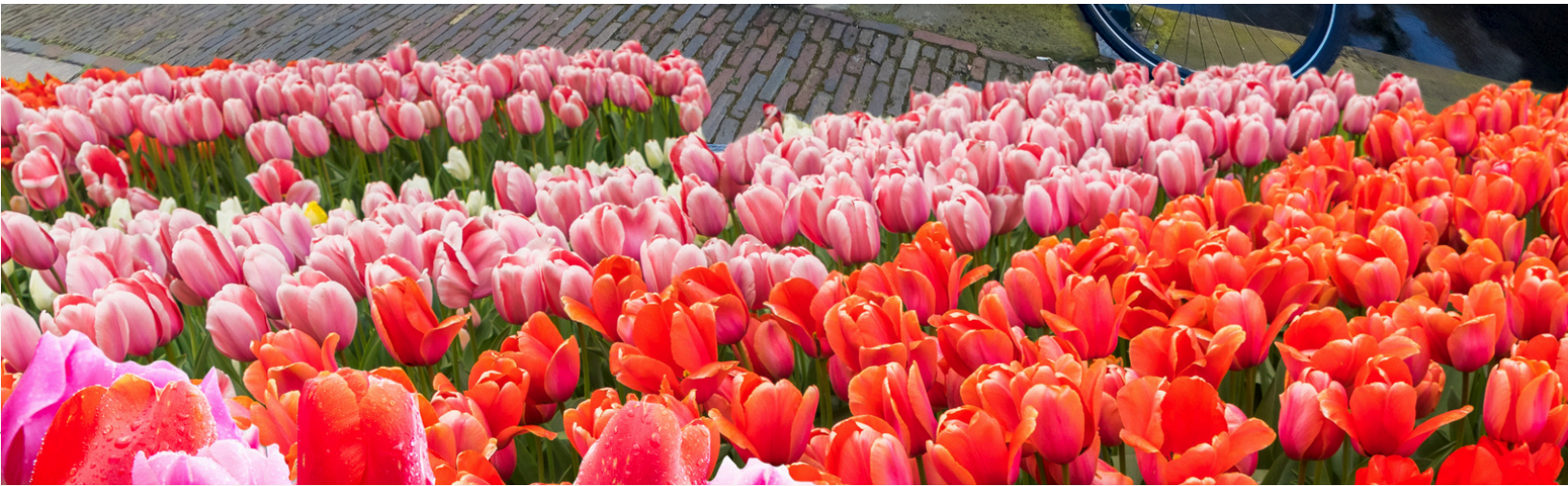
SMALL BUSINESS OF THE MONTH

COLLINS PRODUCE & PLANTS
BOWIE, MD

Collins Produce & Plants is a family owned, local business with fresh and organic produce and plants. They sell vegetables, herbs, plants, mulch, and lots more for your outdoor lawn and/or garden care!

MARCH MAINTENANCE

- ▶ Check for drafts around doors and windows, and seal gaps
- ▶ Test the irrigation system to ensure it working for spring
- ▶ Service the lawn mower and sharpen garden tools
- ▶ Deep clean carpets and to remove dirt and stains
- ▶ Organise and declutter the garage or shed



MARKET UPDATE

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

PROPERTIES LISTED

2,530

AVERAGE SALE PRICE

\$500,000

AVERAGE DAYS ON MKT

43

PROPERTIES SOLD

1,360

AVERAGE LISTING PRICE

\$500,000

MONTHS OF INVENTORY

3.3

COMMON MISTAKES TO AVOID WHEN BUYING A NEW BUILD

Buying a new build home is an exciting step, offering the opportunity to customize your space. However, to avoid potential pitfalls, here are common mistakes to steer clear of.



1

BELIEVING PRICES ARE NON-NEGOTIABLE

Buyers assume the price of a new build is set in stone, but that's rarely the case. Builders are often open to negotiations, whether it's about the purchase price, or upgrades.

WHAT TO DO: Request perks like free upgrades, closing cost assistance, or extended warranties

2

FAILING TO BUDGET FOR ITEMS NOT INCLUDED

The base price of a new build rarely includes everything you'll need to complete your home. Items like landscaping, blinds, fencing, and even appliances are often not included, and they can add up quickly.

WHAT TO DO: Request a detailed list of what's included and set aside a budget for post-purchase essentials

3

PAYING FOR UPGRADES THAT DON'T ADD VALUE

Upgrades can be tempting, especially when beautifully staged homes are showcased. Not all upgrades are worth the cost, especially if they don't increase the home's resale value.

WHAT TO DO: Request perks like free upgrades, closing cost assistance, or extended warranties

navigate your new build with confidence



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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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