



Maryland Real Estate Professionals... Realtors With Exceptional Service For Life!

“Insider Tips For Healthy, Wealthy & Happy Living...”

March 2026
Serving All of
Central Maryland
Since 2003!
Issue #191

The March "Reset": Why 2026 Is Different for Maryland Real Estate

For the last two years, the Maryland housing market felt like it was holding its breath. Buyers waited on the sidelines, sellers hesitated to list, and uncertainty hung over every transaction. This March, the market is finally exhaling — and the shift is more significant than many expected.

A New Normal Takes Hold

The biggest story isn't a dramatic drop in mortgage rates. It's stability. Rates have settled into the low 6% range, hovering around 6.2 to 6.3%, and that consistency has done something months of speculation couldn't — it's given buyers the confidence to act.

Nobody is confusing today's rates with the historic lows of 2020 and 2021, when 3% mortgages felt like a birthright. But the housing market doesn't run on nostalgia. It runs on certainty. When buyers can plan around a number that isn't moving every week, they move forward. A wave of pent-up demand that built quietly over the past two years is finally cresting, and March 2026 is where it's breaking.

More Homes, More Choices

Alongside rate stabilization, inventory is making a meaningful comeback. Active listings in Maryland are expected to rise approximately 9% compared to this time last year. That's not a flood — but it's enough to change the feeling on the ground.

The frenzied, blink-and-you'll-miss-it market of recent years has given way to something closer to a normal spring season. Buyers are still competing, but with a little more time to think and a little less fear of losing every home they write an offer on. The frenzy has been replaced by flow.

Pricing Strategy Is Everything

Here's where the reset gets real for sellers: the data is unforgiving when it comes to pricing mistakes. Sellers pricing strategically this March — at or close to true market value — are seeing sale-to-list ratios of 99.4%. That's as close to full price as it gets, and it's happening quickly.



March 2026 Trivia Question

March Madness is synonymous with college basketball, but which university holds the record for the most NCAA Men's Basketball Championship titles?



- A. Duke
- B. Kentucky
- C. UCLA
- D. Indiana



Go to
www.TheFundayMonday.com

Or write
Mark@MDREPros.com

And enter the correct answer for this
months contest!
Good Luck & Have Fun!

Get Free money-saving home tips at my web site: www.Facebook.com/MDREPros

DID YOU SEE THIS?

Have You Seen What Home Prices Have Done In The Past Few Years?
Are You Thinking About Selling Your Home?
Or Just Curious About What Your Home Value Is?

Find Out For FREE!!
www.MDHomesValue.com

**READY TO DOWNSIZE?
START YOUR NEXT CHAPTER.**

Get Your **FREE** Expert Guide on How to Downsize the Right Way!

DOWNLOAD YOUR FREE REPORT NOW!

www.MDEmptyNesters.com

Selling Sounds Stressful and Overwhelming!

If you're worried about selling, you're not alone. Many homeowners fear:

- Constant House Prep
- Keeping Everything Tidy
- Endless Disruptions to Life

We Can Make It Easier—Visit PreparingToSell.com

The 250th "Spring Bloom" Kickoff: Why This Cherry Blossom Season Is Unlike Any Other!

Every spring, Washington D.C. transforms into one of the most beautiful cities in the world. The cherry blossoms bloom along the Tidal Basin, tourists flood the National Mall, and locals are reminded why living in this region is something special. But this year? This year is different. 2026 marks the Semiquincentennial — the 250th birthday of the United States of America. And the nation's capital is pulling out all the stops to celebrate in style, starting with one of its most beloved annual traditions.

The Cherry Blossom Festival runs from March 20 through April 12, and organizers have made it clear this is no ordinary edition. Expect large-scale art installations along the Tidal Basin, all themed around the 250th anniversary of American independence. The iconic pink canopy that draws millions of visitors every year will serve as the backdrop for a celebration that is part history lesson, part cultural event, and entirely unforgettable. Among the highlights are "Pink Tie Parties" — elegant evening gatherings that blend the beauty of peak bloom with the pageantry of a milestone national anniversary.

For anyone who has attended the festival in previous years, the scale of what's planned for 2026 will feel like a significant step up. This isn't just a local event. It's a national moment happening in our backyard. Of course, with that excitement comes a practical reality: the traffic is going to be historic. The Tidal Basin area during peak bloom on a normal year is already a logistical challenge. Add 250th anniversary programming, increased tourism from across the country, and the natural unpredictability of when the blossoms actually peak, and you have a recipe for serious gridlock throughout the District and surrounding areas.

For those showing homes in Montgomery or Prince George's County during late March and early April, planning around the congestion is essential. One creative solution worth suggesting to clients is the "Monuments by Moonlight" tours — a way to experience the blossoms and the memorials after the daytime crowds have thinned. It's a genuinely magical experience, and it keeps schedules intact.

This spring, the cherry blossoms aren't just blooming — they're celebrating. Don't miss it, but do plan ahead.

GET BUYERS EXCITED!

Price Your Home **HOT** & Get Top Dollar!

CLAIM YOUR FREE HOME AUDIT & REPORT

www.RealEstateOfficeMountAiry.com
Your Mt. Airy Real Estate Experts.

LISTING EXPIRED? DON'T GIVE UP.

Your Home Didn't Sell. Now What?

DOWNLOAD YOUR FREE REPORT

www.MDExpired.com
Expert advice to get your home SOLD. No obligation.

LAUGHTER CORNER

February is the only month that can't pay its rent because it's always a little short.

I'm still not sure if I pronounce "February" correctly, and at this point, I'm too afraid to ask.

My favorite romantic activity in February is walking down the candy aisle on the 15th for the 50% off sale.

February is the month where my New Year's resolution officially goes into the Witness Protection Program.

My winter body is fully ready, just in time for... another month of winter.

February feels like the calendar makers ran out of days and just said, "Eh, 28 is close enough."

Leap years are great because they give me exactly one extra day to procrastinate.

THANK YOU for reading our newsletter. We wanted to produce a newsletter that has great content and is fun and valuable to you. We hope that you enjoy it and find it informative.

If you have any constructive comments or feedback it is always welcome.

AND... If you or someone you know is thinking of buying, selling, investing or financing real estate, please keep the Maryland Real Estate Professionals team in mind! We'd love to hear from you... Sincerely Your Friends From:

Maryland Real Estate Professionals
w/ **REMAX Realty Plus**
301-831-5600 - O
301-418-8640 - C
Mark@MDREPros.com
MDREPros.com
ClientWelcomeKit.com

What's Your Home Worth?

The Price You Set Can Make (or Break) Your Sale



There's one decision you're going to make when you sell that determines whether your house sells quickly, or it sits. Whether buyers make an offer, or scroll past it.

Whether you walk away with the maximum return, or you end up cutting the price later. And that's your **asking price**.

The #1 Mistake Sellers Make Today: Trusting the Wrong Number

If you're thinking of moving and trying to figure out what your house may sell for, it's tempting to start with an online home value tool. They're fast, free, and easy. And you don't have to talk to anyone. But here's the problem: **they don't know your house**. And that can be a bigger drawback than you realize.

Where Online Estimates Fall Short

Online tools often lag behind the market. They look in the rearview mirror, relying on closed sales and delayed information. **And in that sense, they're using incomplete data.**

That's not a miss in how these systems are built. Some information just isn't available online. *Bankrate* explains:

"While these tools can be a useful starting point, keep in mind that they typically do not provide the most accurate pricing.

Algorithms can only rely on the information available; they can't account for things like a home's condition or renovations made since the last public information was updated."

They can't see:

- The unique features that make your house special
- All the work you've put in to keep it in good condition
- Or, how in-demand your specific neighborhood is right now

So, while they may do a good job in some cases, they can't be as accurate as a local agent who has boots on the ground day in and day out.

In a market where buyers have more options, **a seemingly small margin of error can cost you thousands if you price too low, or weeks of lost momentum and time if you price too high.**

While online tools can give you a rough starting point, only a local expert can give you a price that *actually works*.

If you want to know the right number for your house, not just the easiest one to find, let's talk.



Need Help With Your Mortgage? Contact:

Dan Flavin, Sr. Mortgage Banker
Supreme Lending, NMLS 112267
Dan@1atmc.com 410-935-3528

When You Work With Maryland Real Estate Professionals w/ RE/MAX Realty Plus... You Get:

- ✓ **FREE** Custom URL's
- ✓ **FREE** Custom Webpage
- ✓ **FREE** Drone Video's & Pics
- ✓ **FREE** Video Virtual Tours
- ✓ **FREE** Custom Home Value
- ✓ **FREE** Marketing & Advertising
- ✓ **FREE** Social Media Postings
- ✓ **FREE** Professional Pics

30+ Years Negotiation Skills
30+ Years Marketing Experience

Selling a Home During DIVORCE in Maryland

What You Need to

- ✓ Emotional and Financial Challenges
- ✓ Maryland Real Estate Laws to Consider
- ✓ Tips for a Smooth Home Sale

www.MDDivorceMistakes.com

Maryland Real Estate Professionals have packed everything you need to know into one easy-to-follow

What's Inside the Client Welcome Kit?

www.ClientWelcomeKit.com

- ✓ **Home Buying Checklist** – from mortgage pre-approval to closing day.
- ✓ **Home Selling Checklist** – how to stage, price, and market your home.
- ✓ **Negotiation Secrets** – tips to get the best deal, whether buying or selling.
- ✓ **Market Insights** – updates on Central Maryland real estate trends.
- ✓ **Agent Matching Guide** – find the best Realtor for your unique needs.

Get Your Free Kit!
www.ClientWelcomeKit.com

Maryland Real Estate Professionals have packed everything you need to know into one easy-to-follow resource

Fun Things To Do In The DMV Mar. & Apr

The DC Alley Museum: Head to Blagden Alley in Shaw. It's an outdoor gallery of massive murals painted on garage doors and back walls—vibrant, gritty, and tucked away from the main streets.

The Spanish Steps: Not the ones in Rome, but the ones in Kalorama. A beautiful, tiered staircase and fountain perfect for a quiet, "un-DC" afternoon picnic.

The Titanic Memorial: Tucked away in Waterfront Park (SW DC), this haunting statue was erected by the "Women of America." It's a quiet, dramatic spot that most locals don't even know exists.

The Albert Einstein Memorial: Everyone goes to the Lincoln, but few go to sit in the lap of the 12-foot bronze Einstein at the National Academy of Sciences. It's quirky, interactive, and great for photos.

Plane Spotting at Gravelly Point: Right next to Reagan National Airport. Stand directly under the flight path as massive jets land just a few dozen feet above your head. It's loud, exhilarating, and weirdly addictive.

The Mansion on O Street: A maze of 100+ rooms and 70 secret doors. In spring, they often do themed "treasure hunts." It's part museum, part hotel, part fever dream.

Explore the Catacombs of the U.S. Capitol Grounds The underground grottos beneath the Capitol grounds are rarely talked about. While the Congressional tunnels are off-limits, the Library of Congress holds free concerts, film screenings, and jaw-dropping interior architecture that 95% of visitors walk right past.

The Big Chair of Anacostia (DC) A 19-foot chair standing in the middle of a DC neighborhood — once the world's largest — makes for one of the most unexpected photo stops in the city. Pair it with a visit to the Smithsonian Anacostia Community Museum nearby.

Glen Echo Park's Antique Carousel (Glen Echo, MD) This enchanting 1921 Dentzel carousel inside a former amusement park — now run by the National Park Service — starts running on weekends in spring. You can also catch swing dancing and art classes in the ornate Spanish Ballroom. Completely magical.

Oxon Hill Farm (Oxon Hill, MD) A working National Park Service farm where you can watch (and sometimes join in) spring farm chores — planting, animal care, the whole deal. It's free!

The "Bonsai" Cherry Blossoms (National Arboretum): Skip the crowds. The Arboretum houses the National Bonsai & Penjing Museum. In spring, seeing centuries-old miniature trees in bloom is a surreal, "exotic" experience most tourists miss.

Smart Home Trends from CES 2026: The New Standard for Maryland Listings

The dust has settled from the **2026 Consumer Electronics Show (CES)**, and the verdict is clear: "smart" is no longer a luxury—it's a baseline expectation. For Maryland real estate professionals, these technological shifts aren't just gadgets; they are powerful selling points that can differentiate a property in a competitive spring market. Here are the three "must-haves" that are currently reshaping buyer expectations across the DMV.

1. Matter - Compatible Smart Locks

The "app fatigue" of 2025 is over. Buyers are no longer impressed by a smart lock if it requires a standalone app. The new gold standard is **Matter compatibility**. This universal protocol allows homeowners to control their locks, lights, and thermostats through a single interface, whether they use Apple Home, Google, or Amazon. A home that offers a unified, "one-app" ecosystem feels modern, secure, and—most importantly - easy manage.

2. Stair-Climbing Vacuums

In a state famous for its multi-level Colonials and townhomes, the "stair-climbing" robotic vacuum is the ultimate 2026 "flex." Finally moving past the limitations of flat-floor cleaners, these units can navigate between levels autonomously. Seeing one of these in action during an open house is a guaranteed **"stop and stare" moment**. It signals to the buyer that the home is designed for effortless, high-tech maintenance.

3. AI Humidity & Wellness Sensors

Health-conscious 2026 buyers are obsessed with indoor air quality. New AI-driven sensors do more than just read the air; they take action. These systems automatically trigger bathroom fans or whole-home dehumidifiers the moment they detect a spike in moisture, actively preventing mold before it starts. In our humid Maryland climate, marketing a home as "self-regulating" for wellness is a massive value-add.

By integrating these CES 2026 highlights into your listings, you aren't just selling a house; you're selling a future-proof lifestyle.



What Actually Makes a Listing

Stand Out

In 2026

What Actually Makes a Listing Stand Out in 2026

The playbook for selling a home has changed fast. Buyers have more options, more leverage, and they are using it.

Active housing inventory rose more than 16% year-over-year in 2025 — one of the largest annual increases since the pandemic-era crunch.¹ At the same time, 62% of homebuyers in 2025 paid below the original list price, the highest share since 2019, with the average discount hitting 7.9%, the biggest in over a decade. What does that mean for sellers?

It means the days of putting a home on the MLS, snapping a few photos, and waiting for offers are over.

Read The Full Report At

www.MDREProsBlog.com

21680LeitersburgPike.com	2583Carrington.com	4417Buffalo.com	www.2828Pelham.com
HOME, OFFICE & SHOP!	NEW PRICE!	GREAT OPPORTUNITY!	WONDERFUL HOME
<ul style="list-style-type: none"> ✔ 5 levels of flexible living space – Great for families, in-laws, or rental potential ✔ Dedicated office entrance – Ideal for small businesses, studios, or workshops ✔ Massive 4+ car garage + workshop – Perfect for mechanics, landscapers & entrepreneurs ✔ Spacious kitchen, dining & living areas – Designed for comfort & functionality ✔ Huge backyard – Room for gardening, livestock & more ♥ Live, work & grow – all in one place! This move-in-ready home is waiting for YOU. 🕒 Opportunities like this don't come often – schedule your tour today! 📞 	<p>Discover an exceptional opportunity in the desirable Whittier Pond community, where modern living meets classic Colonial architecture.</p> <p>This charming interior row townhouse constructed in 2004, offers a spacious 2,640 square feet of versatile living space, perfect for those seeking a blend of comfort and convenience.</p>	<p>Investor Special! This 2-bedroom, 1-bathroom ranch-style residence, built in 1972, presents a compelling investment opportunity.</p> <p>Nestled on a generous 3-acre lot, the property boasts a traditional floor plan that enhances its functional appeal.</p> <p>The serene views of surrounding trees and woods provide a tranquil setting, ideal for potential renters seeking a peaceful retreat.</p>	<p>This 3-bedroom, 2-bath row home boasts beautiful hardwood floors, a finished basement with a summer kitchen, and one of the best landscaped yards in the area. Perfect for first-time buyers or savvy investors.</p>
STOP ON BUY!	STOP ON BUY!	STOP ON BUY!	STOP ON BUY!

Exotic DMV: The "Death by Chocolate" Tour & Robot Lawns

March in the DMV is a strange, beautiful bridge between winter's chill and the first green shoots of spring. If you are looking to spice up your weekend or entertain clients with something truly off the beaten path, look no further than these exotic local experiences.

The "Crankie" Aftermath & Folk Magic

If you missed February's main festival, don't fret. Look for "**Crankie**" pop-up performances in Takoma Park throughout March. These forgotten folk-art scrolls are hand-cranked illustrations that tell haunting, beautiful local stories. It's a low-tech, high-magic experience that feels like stepping into a storybook.

Robo-Curb Appeal

For the tech-obsessed, the **National STEM Festival** (late March) in DC is a must-see. While much of the event focuses on student innovation, you'll also find the latest in **autonomous landscaping**. If you want a listing to truly stand out, a silent, AI-driven "Robo-Mower" is the ultimate 2026 "exotic" tech flex that hints at a high-end, maintenance-free lifestyle.

"Death by Chocolate" & Embassy Tours

Indulge in the **International Chocolate Tour of Embassy Row** on March 15th. This decadent "pub crawl" for chocolate lovers takes you through the world of artisan truffles and velvet mochas in the heart of DC. For those in the suburbs, the **10th Annual Bel Air Chocolate & Brew Tour** on March 7th offers a similarly sweet way to explore local gems.

Mount Airy "Maple Magic"

Finally, catch the tail end of the season at **Mount Airy's maple farms**. Throughout early March, local naturalists demonstrate the "alchemy of sap"—showing how liquid gold is tapped from trees and converted over open fires. It's a sticky, sweet Maryland tradition that must be experienced before the trees bud and the season vanishes. Row featuring some of the city's finest chocolatiers.