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**May 2026**  
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Issue #193

## Is It a Buyer’s Market or a Seller’s Market in the DMV Right Now?

If you’ve been watching the real estate market over the past few years, you’ve probably noticed something...

It’s been hard to define.

One month it feels like a seller’s market. The next, buyers seem to have more control. So what’s really going on right now in the DMV?

### The Short Answer: It’s a “Split” Market

It’s a balanced market with shifting advantages.

⇒ Buyers are no longer rushing—they’re thinking.

### What This Means If You’re a Home Buyer

This is one of the most **strategic buying windows** we’ve seen in years. You’re no longer competing against 20 offers on every home. You may have room to negotiate.

But here’s the catch:

⇒ The best homes still sell quickly.

Be **prepared and decisive** when the right opportunity shows up.

### What This Means If You’re a Home Seller

This is where things have changed the most.

We are no longer in the “list it and it sells instantly” market.

### What sellers should expect:

- More competition from other listings
- Buyers being more selective
- Pricing becoming critical from day one

### The Bottom Line

The DMV market isn’t hot... and it’s not cold. **It’s smart.**

Buyers are more thoughtful. Sellers need to be more strategic.

And the gap between “doing it right” and “doing it wrong” is getting wider.

### Final Thought

Whether you’re buying or selling in today’s market...

The goal isn’t timing the market perfectly. It’s **understanding how to win in the market you’re in.** And right now?

That comes down to one thing:

**Strategy beats timing.**

## fun day MONDAY™

# TRIVIA TIME!?

← May is the only month of the year that can **never start or end** on what day of the week?

**1** Monday

**2** Wednesday

**3** Sunday

**4** Saturday

**5** Friday

Go to [www.TheFundayMonday.com](http://www.TheFundayMonday.com)  
Or write [Mark@MDREPros.com](mailto:Mark@MDREPros.com)

And enter the correct answer for this month's contest!  
Good Luck & Have Fun!

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# The 10-Minute Habit That Could Fix Your Sleep, Boost Your Energy, and Reset Your Body!

Most people think better health requires big changes...

- New diets.
- Long workouts.
- Complicated routines.

But what if one of the most powerful health upgrades was already available to you - every single morning?

## Sunlight.

### Why Morning Light Matters More Than You Think

Your body runs on an internal clock—your circadian rhythm.

When that rhythm is off, everything feels harder:

- Sleep becomes inconsistent
- Energy crashes hit midday
- Focus and mood take a dip

But here's the surprising part...

**Morning sunlight is one of the fastest ways to reset that system.**

### What Happens When You Get Morning Sunlight

Just 10–20 minutes of natural light early in the day can:

- Help you fall asleep faster at night
- Improve sleep quality
- Boost daytime energy and alertness
- Support overall mood and mental clarity

And no... a window doesn't count. You need to step outside.

### The Simplicity Is the Power

- ⇒ No equipment.
- ⇒ No membership.
- ⇒ No complicated plan.

Just step outside in the morning... and let our body do the rest.

### Bottom Line

Before you overhaul your routine or try something new...

Try something simple.

Because sometimes the biggest health breakthroughs aren't found in a gym or a supplement...

**They're found in the sunlight.**

## Fun Things To Do In And Around The DMV This Spring!

### Adams Morgan PorchFest

Early May 2026 (likely May 2)

Live music on porches + neighborhood block party energy

<https://admodc.org>

### Carousel Day – Glen Echo Park

May 2026 (early May weekend)

Vintage carousel rides + dancing + art + retro vibes

<https://glenechopark.org>

### National Memorial Day Parade

May 25, 2026

One of the largest patriotic parades in the country

<https://americanveteranscenter.org>

### Capital House Music Festival

May 23, 2026

Outdoor music + dance festival kickoff for summer

<https://www.thegoodhartgroup.com>

### Broccoli City Festival

May 30–31, 2026

Music + sustainability + culture festival

<https://www.broccolicity.com>

### Embassy Chef Challenge (Passport DC Event)

May 2026

International chefs compete with global flavors

<https://eventsdc.com>

### DC Alley Museum (Blagden Alley Experience)

Ongoing (best in May/June weather)

Hidden street art gallery tucked behind the city

<https://www.culturaltourismdc.org>

### National Arboretum Bonsai Exhibit (Spring Peak)

May–June 2026

Rare bonsai trees + peaceful, surreal outdoor setting

<https://usna.usda.gov>

### Outdoor Movie Nights (Various DC Locations)

May–June 2026

Free outdoor movies in parks across DC

<https://washington.org>

### UFC “Freedom 250” White House Event

June 14, 2026

Massive once-in-a-lifetime fight event + fan festival

<https://www.ufc.com>

### Glen Echo Swing Dance Nights

May–June weekends

Live music + social dancing in a historic ballroom

<https://glenechopark.org>

## 2026 Home Design Trends

What Buyers Want Now

### 2026 Home Design Trends: What's In, What's Out, and What Buyers Are Responding To

After a decade of cool grays, crisp whites, and spaces that looked more like showrooms than homes, buyers have changed what they're looking for.

Call it quiet luxury — the idea that richness comes from depth, craft, and intention rather than flash and excess. It's not maximalism. It's a shift toward spaces that feel like somewhere you'd actually want to live.

That shift is showing up in buyer data, listing descriptions, and design reports across the board. What's In

Color Is Back: And It's Warmer Than You Think!

## Read The Full Report At

[www.MDREProsBlog.com](http://www.MDREProsBlog.com)

## **LAUGHTER** **CORNER**

May is that time of year when my allergies have more energy than I do.

I love May... it's like spring finally remembered it had a job to do.

I tried to enjoy the flowers in May, but my sinuses had other plans.

The only thing blooming faster than the flowers in May is my to-do list.

May is when weekends start filling up faster than your gas tank.

I love May mornings... mostly because they haven't turned hot yet.

May is that magical month where it's somehow too hot and too cool at the same time.

My spring cleaning plan for May is simple: close the closet door faster.

**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:

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w/ **REMAX Realty Plus**  
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## Mortgage Moves in May 2026: What Smart Buyers Need to Know Before They Apply

Buying a home in May 2026 is about more than simply finding a house you love.

The mortgage process has become one of the most important parts of the home-buying journey — and the buyers who prepare early often have the biggest advantage.

First, focus on your monthly comfort level instead of only looking at the maximum amount a lender says you can borrow. Just because you qualify for a certain payment doesn't mean it fits your long-term lifestyle goals.

Smart buyers leave room in their budget for savings, travel, emergencies, maintenance, and everyday life.

Next, pay close attention to your credit profile. Even small improvements to your credit score can impact loan options and overall borrowing costs.

Avoid opening new credit cards, financing vehicles, or making major purchases before closing on a home. Stability matters during the mortgage approval process.

Another major factor in 2026 is understanding your total upfront costs.

Many buyers focus only on the down payment, but there are additional expenses to plan for, including inspections, insurance, taxes, and closing-related fees.

Going into the process with a clear financial picture reduces stress and helps buyers make confident decisions.

It's also important to get pre-approved before seriously shopping for homes.

In today's market, sellers often prefer buyers who already have financing lined up.

A strong pre-approval can help you move quickly when the right property becomes available.

Finally, choose your lending team carefully. Communication, responsiveness, and education matter.

A good lender should explain your options clearly, answer questions quickly, and help you understand the process from start to finish.

The buyers who succeed in 2026 aren't always the ones with the biggest budgets — they're the ones who prepare early, understand the numbers, and make smart decisions before they ever submit an offer.



**Need Help Getting Pre-Approved? Contact:**  
Dan Flavin, Sr. Mortgage Banker  
Supreme Lending, NMLS 112267  
[Dan@1atmc.com](mailto:Dan@1atmc.com) 410-935-3528

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## **\*\*What Would You Do With an Extra Hour Outside Every Day?\***

It's a simple question... But most people don't have an answer.

Between work, screens, errands, and everything else competing for attention, time outside has quietly become something we \*fit in\*—instead of something we prioritize.

But what if you had **\*\*one extra hour outside every single day\*\***?

Not someday. Not on vacation. Every day.

- ◇ Would you go for a walk around the neighborhood?
- ◇ Sit on the deck with a cup of coffee?
- ◇ Play with the kids in the yard?
- ◇ Finally start that garden you've been thinking about?

Or maybe... You'd just slow down for a minute.

### **\*\*Why This Question Matters\*\***

Spending more time outside isn't just about fresh air. It's about how you \*feel\*. More time outdoors has been linked to:

- \* Lower stress levels
- \* Better focus and mental clarity
- \* Improved sleep
- \* More consistent energy throughout the day

And yet, it's one of the first things people sacrifice when life gets busy.

### **\*\*Your Home Plays a Bigger Role Than You Think\*\***

Here's something most people don't consider: The way your home is set up can either pull you outside... or keep you in.

- A welcoming backyard.
- A usable patio or deck.
- A quiet outdoor space to unwind.

These aren't just "nice to have" features... They shape how you live every day.

### **\*\*A Simple Challenge\*\***

Today, find just 10–15 minutes to step outside. No phone. No distractions. Just you... and a little space to breathe.

### **\*\*Final Thought\*\***

If an extra hour outside could improve your health, your mindset, and your daily life...

**What's stopping you from starting today?**

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# **\*\*Backyard = Value: The Outdoor Upgrades Buyers Want in 2026\*\***

For years, the focus in real estate was almost entirely inside the home. **Kitchens. Bathrooms. Flooring.**

But in 2026, something has clearly shifted...

- ⇒ \*The backyard is no longer “extra space.”\*\*
- ⇒ It's \*valuable living space.\*

## **\*\*Why Outdoor Living Is Booming\*\***

The way people live has changed. Buyers aren't just looking for a house... They're looking for a lifestyle.

They want places to relax. Entertain. Unplug. And they want to do it **\*\*without leaving home.\*\***

That's why outdoor spaces are becoming one of the biggest decision-making factors in today's market.

## **\*\*The Outdoor Features Buyers Are Looking For\*\***

If you're thinking about selling—or just want to increase your home's appeal—these are the upgrades getting the most attention right now:

### **\*\*Decks & Patios\*\***

Functional outdoor space is at the top of the list. It doesn't have to be massive or expensive... But it **\*does\*** need to feel usable.

### **\*\*Fire Pits & Gathering Spaces\*\***

Buyers are drawn to spaces that create experiences. A simple fire pit with seating can transform a backyard.

### **\*\*Outdoor Kitchens & Grilling Areas\*\***

Even basic setups—like a built-in grill or prep space—are getting attention.

### **\*\*The Bottom Line\*\***

In 2026, buyers aren't just buying square footage... They're buying how a home **\*feels to live in.\*** And a well-designed outdoor space does something powerful: It helps them picture their life there.

### **\*\*Final Thought\*\***

As we head into the summer months, take a look at your backyard with fresh eyes. Because sometimes... The biggest opportunity to increase your home's value isn't inside your walls.

**It's right outside your door.**

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