



August 2026
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Issue #196

FUNDAY? MONDAY!
MONTHLY TRIVIA CHALLENGE
AUGUST
TRIVIA Challenge!
Which famous AMERICAN NATIONAL PARK was officially established during the month of AUGUST IN 1916?

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The New Rules of Buying and Selling Homes in 2026



If you've been following the real estate market, you've probably noticed one thing: **the rules have changed.**

Today's market is very different from the one we experienced just a few years ago. Buyers and

sellers who understand these changes will be better prepared to make confident decisions.

Throughout August, we'll explore four important topics that are reshaping today's housing market.

First, **the market itself has changed.** Buyers are focusing more on monthly payments, financing options, and long-term affordability than simply the asking price. Sellers are also facing more competition, making preparation and pricing more important than ever.

Next, we'll examine **how negotiations have changed.** Buyers may once again have opportunities to negotiate closing costs, mortgage rate buydowns, repairs, home warranties, and flexible settlement dates. Today's best negotiations focus on creating solutions that benefit everyone involved.

The good news is that opportunities still exist for both buyers and sellers. Success comes from understanding today's market and adjusting your strategy accordingly.

Each week this month, we'll dive deeper into one of these topics through our blog and video series.

Visit www.MDREProsBlog.com each week for practical advice, expert insights, and the latest information for Maryland home buyers and sellers.

The market has changed—but with the right strategy, you can still achieve your real estate goals.

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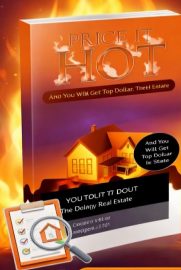
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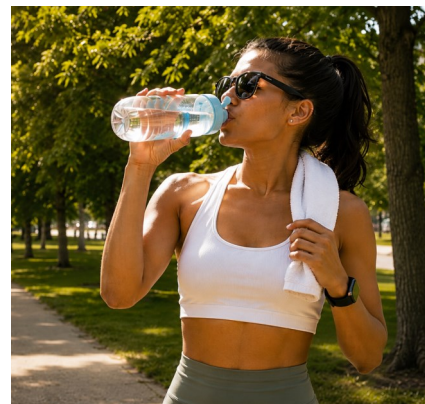
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Beat the Heat: Staying Healthy During the Dog Days of Summer

As summer reaches its hottest days, many of us still want to enjoy everything Maryland has to offer—from neighborhood walks and family picnics to hiking trails and outdoor festivals. While staying active is important, exercising safely during the "dog days of summer" is even more important.

One of the easiest ways to avoid the hottest temperatures is to plan your outdoor activities for the early morning or later in the evening. Not only are temperatures cooler, but you'll also avoid the strongest UV rays of the day. Whether you're walking through your neighborhood, exploring a local park, or simply tending to your garden, choosing the right time can make all the difference.



Hydration should also be a top priority. Don't wait until you're thirsty to drink water. Carry a reusable water bottle with you and sip throughout the day, especially if you're spending time outdoors. On particularly hot days, remember that excessive sweating can cause your body to lose important electrolytes, so be sure to replenish them when needed.

It's also important to recognize the signs of heat exhaustion. Heavy sweating, dizziness, nausea, headaches, muscle cramps, and unusual fatigue are all warning signs that your body needs a break. If you experience these symptoms, move to a cool place, drink water, and seek medical attention if symptoms worsen.

Before heading outside, don't forget the sunscreen. A broad-spectrum sunscreen with an SPF of at least 30 can help protect your skin from harmful UV rays. Reapply every two hours, especially if you're swimming or sweating.

If you're planning a hike, bike ride, or even a brisk walk, take a few minutes to stretch first. Gentle stretching warms up your muscles, improves flexibility, and may help reduce the risk of injury.

Healthy summer snacks can also help fuel your adventures. Fresh watermelon, berries, grapes, peaches, cucumbers, yogurt, and mixed nuts are refreshing options that provide energy while helping you stay hydrated.

And don't forget your four-legged friends! Dogs enjoy outdoor exercise just as much as we do, but hot pavement can burn their paws, and they can overheat quickly. Walk your dog during the cooler parts of the day, bring plenty of water for both of you, and never leave a pet unattended in a parked vehicle—even for a few minutes.

THE MARKET HAS CHANGED. HAVE YOU?

NEW RULES. NEW STRATEGIES. NEW OPPORTUNITIES. ~ 4 BIG CHANGES SHAPING TODAY'S REAL ESTATE MARKET

- 1 THE MARKET ITSELF HAS CHANGED**
Buyers focus on monthly payments, financing options & long-term affordability. Sellers face more competition as inventory increases. Preparation & pricing matter more than ever.
- 2 NEGOTIATIONS HAVE CHANGED**
Buyers may negotiate closing costs, rate buydowns, repairs, warranties & flexible settlement dates. It's about solutions that help BOTH sides win.
- 3 BIGGEST MISTAKES BUYERS ARE STILL MAKING**
 - Waiting for the "perfect" market
 - Focusing only on the purchase price
 - Skipping financial preparation
 - Making emotional decisions
- 4 HOW SMART SELLERS ARE SUCCEEDING IN 2026**
The best results come from strategic pricing, professional marketing, beautiful presentation & a smart negotiation strategy. First impressions & strong marketing matter more than ever.

OPPORTUNITIES STILL EXIST FOR BUYERS & SELLERS!
The key is understanding today's market requires a different approach. The right information = confident decisions & successful results.

EACH WEEK THIS MONTH, WE'LL DIVE DEEPER INTO ONE OF THESE TOPICS THROUGH OUR BLOG & VIDEO SERIES.

VISIT www.MDREProsBlog.com

NEW ARTICLES & VIDEOS EACH WEEK | EXPERT TIPS FOR BUYERS & SELLERS | FOCUSED ON MARYLAND REAL ESTATE | LOCAL INSIGHT. REAL ADVICE. BETTER RESULTS.

The New Rules of Buying & Selling Homes in 2026

The real estate market has changed. But have your strategies changed with it?

We're releasing **four new articles and companion videos**, each focusing on one of the biggest changes affecting today's housing market.

This Month You'll Discover:

- ⇒ **How The Market Has Changed**
- ⇒ **Why Negotiation Has Changed**
- ⇒ **The Biggest Mistakes Buyers Are Still Making**
- ⇒ **How Smart Sellers Are Winning in Today's Market**

Read All The Reports At

www.MDREProsBlog.com

Fun Things To Do In And Around The DMV This Summer!

Maryland State Fair

August 27–30, September 3–7 & September 10–13

Maryland State Fairgrounds – Timonium

The Great Frederick Fair

September 18–26

Frederick Fairgrounds – Frederick

Visit a Carroll County Farmers Market

Fresh produce, homemade baked goods, flowers, local honey, artisan crafts, and friendly vendors

Explore Cunningham Falls State Park

Thurmont

Discover Catoclin Mountain Park

Thurmont

National Apple Harvest Festival

Early October (Worth Planning Ahead)
Arendtsville, Pennsylvania

Take a Chesapeake Bay Cruise

From Annapolis to St. Michaels and Baltimore's Inner Harbor, enjoy Maryland's famous waterways.

Cheer on the Baltimore Orioles

Camden Yards – Baltimore

Catch a Frederick Keys Game

Nyneo Field at Harry Grove Stadium – Frederick

Enjoy an Outdoor Concert

Throughout August and September, communities across Maryland host free outdoor concerts featuring local bands, tribute acts, and family entertainment.

Celebrate Labor Day Weekend

Many Maryland communities host Labor Day festivals featuring parades, craft vendors, food trucks, live music, and activities for the whole family.

Tour a Local Winery or Brewery

Late summer is the perfect time to visit one of Maryland's many wineries or craft breweries. Enjoy live music, food trucks, and locally crafted beverages while supporting small businesses.

Whether you're looking for a quick afternoon adventure or planning a weekend getaway, Maryland offers something for everyone during the final weeks of summer.

There's no need to travel far to make great memories.

LAUGHTER CORNER

Why is August so confident?

Because it's had all summer to warm up!

My lawn and I have reached an agreement this August...
It stops growing, and I stop mowing. So far, only one of us is keeping the deal.

August is proof that Mother Nature forgot to turn down the thermostat.

I stepped outside for five minutes today...
Now I know what a baked potato feels like.

My fitness plan for August?
Walking from the air conditioner to the refrigerator counts as cardio.

August is when your car's steering wheel becomes an official branding iron.

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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301-418-8640 - C
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Home Price Growth Slowed Down. That May Be Changing.

After more than a year of headlines talking about how home prices are going to [crash](#), the latest data shows that price growth may be starting to pick back up again. And depending on whether you're buying or selling, that shift means something different for you.



The Numbers May Be Starting To Turn

For the past couple of years, home price growth has been [moderating](#) – cooling from around 7% in mid-2024, according to *Redfin* (see [graph](#)). But look at the right side of that graph.



The pace of that growth appears to have hit its low point and started to turn.

While a couple months of data doesn't necessarily mean this will be a lasting trend, there are some other signs that this could continue.

For example, fewer markets are seeing prices decline. According to *ResiClub* and *Zillow*, about [36%](#) of the 300 largest housing markets had falling prices as of the middle of last year. Since the start of this year, that share has been shrinking. Now? Only 23% are experiencing those mild dips (see [graph](#)):

When fewer markets see prices falling, that means more markets are seeing prices rise again.



What This Means for You

If you're buying: slower price growth has worked in your favor. You've had more room to negotiate and a budget you could plan around. If price growth is picking up in your area, buying now may mean paying less than you would later this year.

If you own a home: you've been gaining equity all along, even while growth moderated. If growth keeps picking up, those gains could speed up, too. Home price growth slowed way down, and now it's showing early signs of picking back up. Whether you're buying or selling, let's connect so you can see exactly what prices are doing in our local market and what that means for your plans.

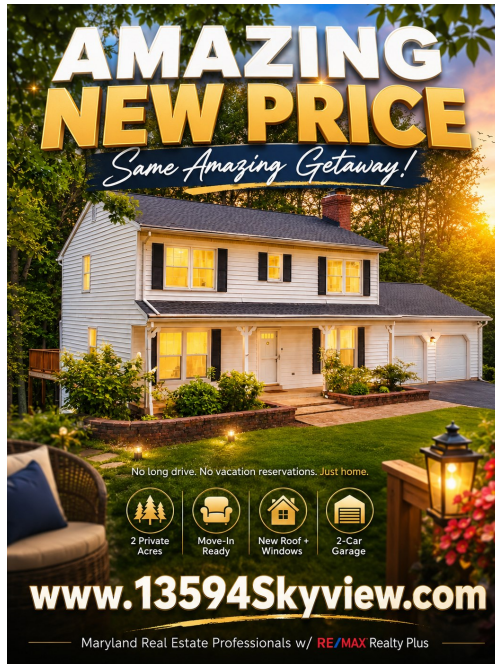
Bottom Line

Home price growth slowed way down, and now it's showing early signs of picking back up. Whether you're buying or selling, let's connect so you can see exactly what prices are doing in our local market and what that means for your plans.



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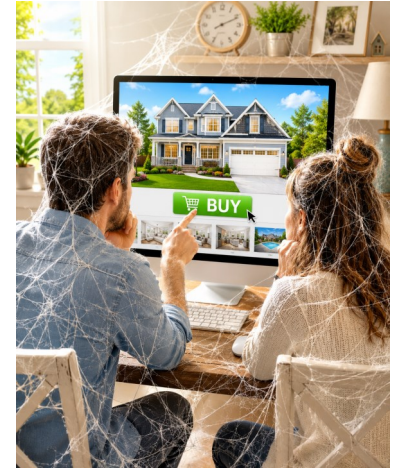
Why Waiting for the "Perfect Time" Rarely Works

If you're thinking about buying or selling a home, you've probably asked yourself the same question that thousands of other people are asking right now: **"Should I wait?"**

Maybe you're waiting for mortgage rates to come down. Perhaps you're hoping home prices will fall, more homes will come on the market, or that next spring will somehow be a "better" time to make your move.

The truth is, there has never been a perfect real estate market—and there probably never will be.

For decades, buyers and sellers have tried to predict what the market will do next. Sometimes they're right. Often they're not.



Interest rates rise and fall, inventory changes with the seasons, and home values are influenced by countless economic factors that no one can control.

But here's what we've learned after helping hundreds of Maryland families buy and sell homes:

Life usually determines when people move—not the market.

Families grow. Children are born. Job opportunities arise. Empty nesters decide it's time to downsize. Couples get married. Retirements begin. Some people relocate to be closer to loved ones, while others simply realize they've outgrown their current home. These are life events—not market events.

Instead of trying to predict the market, focus on the questions that matter most:

- Is now the right time for **my family**?
- Can I comfortably afford the monthly payment?
- Will this move improve my quality of life?
- Am I financially prepared for homeownership or my next move?

If the answers are "yes," the timing may already be right.

At the end of the day, the "perfect time" isn't determined by headlines or interest rates—it's determined by your goals, your finances, and your life.

If you're wondering whether now is the right time to buy or sell, we'd be happy to help you evaluate your options. Together, we can build a plan that's based on your needs—not on trying to predict the future.

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10 Easy Weekend Projects That Can Increase Your Home's Value

You don't have to spend thousands of dollars on a major renovation to make your home more attractive. In fact, many of the improvements that create the biggest first impression can be completed over a single weekend.

Whether you're preparing to sell or simply want to enjoy your home a little more, these simple projects can boost curb appeal, improve functionality, and help protect your investment.

1. Freshen Up Your Mulch

Nothing says "well-maintained home" like fresh mulch.

2. Add a Fresh Coat of Paint

One of the most affordable improvements you can make is painting.

3. Power Wash Your Home

Years of dirt, pollen, and mildew can make siding, sidewalks, driveways, decks, and patios look older than they really are.

4. Refresh Your Landscaping

A tidy landscape creates a welcoming first impression!

5. Install Outdoor Lighting

Solar-powered lights are inexpensive, easy to install!

6. Upgrade to a Smart Thermostat

A smart thermostat helps improve energy!

7. Organize the Garage

A clean, organized garage appears larger and more functional.

8. Paint or Replace Your Front Door

Your front door is one of the first things visitors notice.

9. Replace Your Mailbox

An old, faded, or leaning mailbox can detract from an otherwise beautiful home. Replacing it with a modern, attractive.

10. Update Your House Numbers

It's a small detail that makes a surprisingly big impact.

Small Improvements Can Make a Big Difference

You don't need months of construction or a massive budget to increase your home's appeal. Spending a weekend tackling one or two of these projects can make your home look cleaner, newer, and more inviting. If you're considering selling in the near future, these simple updates may also help your home stand out from the competition.

Remember, buyers begin forming an opinion before they ever walk through the front door. A little time, effort, and attention to detail today can pay dividends tomorrow.