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A REAL ESTATE NEWSLETTER

OCTOBER MAINTENANCE

Make sure your home is ready for the warmer temps

FAVORITE RECIPE

We'll give you an awesome pumpkin recipe!

CURRENT SHOWCASES

Current house listings and open houses around you



SOCIAL MEDIA USAGE STATISTICS 2022

- Nearly 60% of the world's population uses social media now.
- Around the world, there are 5.07 billion internet users, equating to almost 63.5% of the world's population.
- Over the past 12 months, the number of active social media users increased by more than 400 million, an addition of 9.9% for the total number to reach 4.55 billion.
- More than two-thirds of the world's population have access to mobile devices contributing to 5.29 billion unique mobile users.
- TikTok passed the 1 billion monthly active user mark at the end of September 2021. This makes the platform seventh on the list to join the exclusive billion-user club of social media platforms.

Open Houses in the Area

8th Oct 10831 Foxtrot Cir,
Upper Marlboro, MD
20772

14th Oct 7108 Forbes Blvd,
Lanham, MD 20706

15th Oct 7871 Crystal Brook
Way, Hanover, MD
21076

21st Oct 619 Stone Barn Rd,
Towson, MD 21286

22nd Oct 106 St. Ives Pl
#20304, National
Harbor, MD 20745

28th Oct 18 Chase Cir,
Elkton, MD 21921

29th Oct Tbb Corner Creek Way
#CASTLEROCK, Glenn
Dale, MD 20769

30th Oct 1710 Huber, Essex,
MD 21221

October TIPS

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

Please contact me to schedule all tours outside of Open House

HAPPY HALLOWEEN



INGREDIENTS

FOR THE CRUST

- 10 graham crackers
- 1/4 cup brown sugar
- 1/4 cup unsalted butter, melted
- 1/2 teaspoon pure vanilla extract

FOR THE CHEESECAKE

- 3 (8-ounce) blocks cream cheese, softened
- 1 (14-ounce) can dulce de leche, or sweetened condensed milk
- 1 cup sour cream, room temperature
- 1 1/2 cups pumpkin pie filling
- 1/4 cup cornstarch
- 2 teaspoons pumpkin pie spice
- 2 teaspoons pure vanilla extract
- 1 teaspoon freshly squeezed lemon juice
- 1/2 teaspoon salt
- 2 large eggs
- Caramel sauce, for garnish

FOR THE WHIPPED CREAM

- 1 pint heavy cream
- 1/2 cup confectioners' sugar
- 1 teaspoon bourbon whiskey
- 1/2 teaspoon maple extract
- 1/2 teaspoon pure vanilla extract



PUMPKIN CHEESECAKE

STEPS TO MAKE IT

MAKE THE CRUST

1. Gather the ingredients. Preheat the oven to 375 F.
2. Pulse the graham crackers and brown sugar in a food processor until they are fine crumbs. Pour in the melted butter and vanilla while the food processor is running. Run until the butter and vanilla are incorporated into the graham cracker crumbs.
3. Pour the graham cracker mixture into the bottom of a 9-inch springform pan. Press down the mixture with a measuring cup to create an even crust.
4. Bake the crust in the preheated oven for 5 minutes or until golden brown. Remove from the oven to cool.

MAKE THE CHEESECAKE

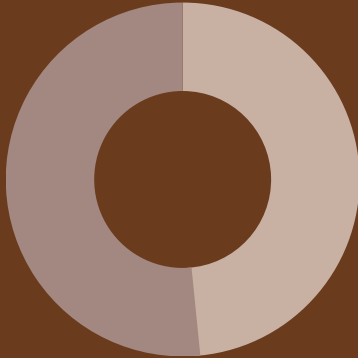
1. Gather the ingredients. Reduce the oven temperature to 200 F.
2. Add the softened cream cheese blocks to a large bowl. Add the dulce de leche and the sour cream and beat until smooth. Add the pumpkin pie filling, cornstarch, pumpkin pie spice, vanilla extract, lemon juice, and salt. Beat with a hand mixer until the mixture is completely smooth and no lumps remain.
3. Beat in the eggs one at a time until just combined with the cream cheese mixture. Do not overbeat once the eggs are added—too much beating will aerate the batter and make it rise and fall in the oven.
4. Place the springform pan on a baking sheet (for easy access in and out of the oven). Pour the batter onto the prepared crust and place on the bottom rack of the preheated oven.
5. Bake for 90 to 120 minutes. Do not try and open the oven door until 90 minutes. After this time open it a crack and then slowly open the rest of the way. Gently nudge the cheesecake pan. If there is only a slight jiggle in the middle, it's ready. If the whole cheesecake still jiggles, then leave it in for another 15-minute interval.
6. Turn off the oven and open the door to the oven halfway. Allow the cheesecake to cool in the oven. Once it has cooled in the oven for 20 minutes, you may remove and allow it to finish cooling on a wire rack on the counter.
7. Once it has completely cooled, wrap in plastic wrap and chill in the refrigerator for at least 4 hours, or ideally overnight.

MAKE THE WHIPPED CREAM

1. Gather the ingredients.
2. Whip the cream in a chilled bowl with a hand mixer until soft peaks form.
3. Add the powdered sugar, bourbon, vanilla, and maple extract and beat for a few more seconds or until slightly stiffer peaks form. Do not overbeat or it will become butter. Place the whipped cream in a piping bag and pipe onto each slice of the cheesecake. Serve and enjoy with extra whipped cream and caramel sauce.

Market UPDATE

STATS



New Listings
3094

Closed Sales
2903

- **AVERAGE SALE PRICE: \$385,000**
- **AVERAGE DAYS ON MARKET: 7**
- **MONTHS OF SUPPLY : 1.48**

Sales activity is slower than typical, with new pending contracts down 21.0% and closed sales down 22.1% compared to a year ago. Demand is down but supply is also significantly lower, with the number of new listings 24.5% below last year's levels. There is less than 1.5 months of supply in the Baltimore metro area. Buyers who were in the market this summer have faced very competitive conditions. In August, the median days on market in the Baltimore metro area was just seven, which was two days faster than a year ago.

Home prices have been rising rapidly throughout much of the Baltimore metro area, particularly in the region's suburbs. Affordability is a growing challenge for homebuyers, but despite high rates and rising prices that have led to higher payments, buyers have remained active in the Baltimore area market. The region's suburban submarkets have remained particularly competitive.



*Congrats to all my Buyers and Sellers
from the month of September !!!*