



Agent Update – May 2026

The Spring Market is Here!



# Today's Topics

- Maryland Homes Sales
- George Glekas, GPN Title
- Matt Cox, First Home Mortgage
- MD Law - Security Deposits
- Support Animals & MD TOPA
- Office Use and Supplies
- Missing Paperwork
- Admin Fee Increase as of June 1<sup>st</sup>
- Fraud – Protect Yourself
- New Email Addresses for Staff



# MARYLAND HOUSING STATISTICS

For more information: MDRealtor.org



APRIL 2026

## UNITS SOLD ↓

-3.3%



5,922  
2025

5,728  
2026

Units represents sales settled in that month.

## AVERAGE PRICE ↑



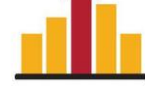
\$521,061  
2025

\$522,682  
2026

The **average** sales price is the weighted average of sales prices in the county, calculated by weighting the price of homes by the number of homes sold.

## MEDIAN PRICE ↑

+0.2%



\$436,000  
2026

The **median** price is the middle value of the prices of all homes sold in the period.

\$435,000  
2025

## UNITS PENDING ↑

7,145  
2026

6,461  
2025



## ACTIVE INVENTORY ↓



17,725  
2025

Units that remain on the market.

14,584  
2026

## MONTHS OF INVENTORY ↓



2.6



3.1

## MEDIAN DAYS ON MARKET ↑

12  
DAYS



9  
DAYS

## NEW LISTINGS ↓



9,456  
2025

7,973  
2026

Pending Contracts Up 11%

Inventory Down 20%

New Listings Down 17%



**George Glekas, Title Attorney**

**GPN Title Inc.**

301-294-4055 Office

[gglekas@gpntitle.com](mailto:gglekas@gpntitle.com)

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

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Voted one of the Top Title Companies  
Washingtonian Magazine

Residential and Commercial Properties in  
DMV and Florida.

301-674-4804 Pam DuBois

301-294-4055 (office)

[pdubois@gpntitleinc.com](mailto:pdubois@gpntitleinc.com)



George Glekas, Principal Attorney

Coupon not valid for VA properties





**Matt Cox, Loan Officer**  
**First Home Mortgage**  
 240-678-5875 Cell  
[mcox@firsthome.com](mailto:mcox@firsthome.com)

*Think & Drink*

**MARKET UPDATE:**  
 LENDING INSIGHTS & WHAT LIES  
 AHEAD IN THE REAL ESTATE MARKET

Thursday, May 21<sup>st</sup> | 2:00 - 4:00 PM  
 First Home Bethesda Office  
 6903 Rockledge Drive, Second Floor  
 Bethesda, MD 20815



*Wine Tasting, Networking, & Growing Your Business!*

**KEY TAKEAWAYS:**

- Interest rate outlook
- Lending & Policy Changes
- Market Updates
- & much more!



**GUEST SPEAKER:**  
 James Baublitz  
 SVP Capital Markets

**PLUS, A SPECIAL FIRST LOOK AND  
 TRAINING ON OUR NEW PRODUCT:**

*The Golden Ticket*

*Our newest product that helps qualified buyers  
 compete with cash-style offers while still securing  
 long-term financing the smart way.*

*Seating is limited!*

**RSVP TODAY**



## Maryland Rental Laws

All Agents are required by law to understand the latest regulations and explain them to their clients.

- Maximum Security Deposit – 1 Month
- Pet Rent
- Support Animals
- Maryland TOPA Act
- Tenant First Right of Refusal



## Office Updates and Issues

All Agents are required to comply with the Company Office Policy.

- Admin Fee \$395 as of June 1, 2026
- Office Use and Supplies
- No Commercial Real Estate
- Patience with Staff
- Missing Paperwork





**Contracts are the foundation of every real estate deal.**

**Agents are required to use the latest forms and MUST be able to explain each one to clients.**



# May 2026 - Forms Update

## New forms:

- [Form TSD, Town of Somerset Disclosure](#)

## Updated forms:

- [Protect Your Family From Lead in Your Home \(English\)](#)
- [Protect Your Family From Lead in Your Home \(Spanish\)](#)
- [Form 1313, Jurisdictional Disclosure and Addendum to the Sales Contract for District of Columbia](#)
- [Form 1380, Tenancy Addendum for District of Columbia \(Single Family Accommodations\)](#)
- [Form 1381, Tenancy Addendum for District of Columbia \(2-4 Units Accommodations\)](#)

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## Removed forms:

- Form 1224, Multi-Unit Lease Agreement for Washington, D.C.
- Form 1316, Tenant Opportunity to Purchase Affidavit

## Montgomery County:

- [Montgomery County Buyer Checklist](#)
- [Montgomery County Leasing Checklist](#)
- [Montgomery County Listing Checklist](#)
- [Montgomery County Management Listing Rental Property Checklist](#)
- [Montgomery County Non-Management Listing Rental Checklist](#)
- [Montgomery County Sales Checklist](#)

## Washington, D.C.:

- [D.C. Buyer Checklist](#)
- [D.C. Leasing Checklist](#)
- [D.C. Listing Checklist](#)
- [D.C. Management Listing Rental Property Checklist](#)
- [D.C. Non-management Listing Rental Property Checklist](#)
- [D.C. Sales Checklist](#)



# Review Current Forms


1. Use ZipForms to create a Sample Contract or Template
  - Read all pages of the Contract & Addenda
2. Review ALL form changes made Spring 2026
  - MAR, GCAAR, NVAR, and Florida updates
  - Review Summary of Changes & Trainings from each Board
3. Remember Important Written Disclosures
  - Example: Disclosure of Licensee Status


| Buyers   | Sellers   | Title and Law firms   |
|--|---|---|
| <p><b>Impersonation of title agency to provide fraudulent bank details to the buyer.</b></p> <p>Scammer typically reaches out well before payment is required in an average closing process, making it less likely the fraud will be discovered until the buyer is at the closing table.</p> | <p><b>Impersonation of a property owner in a fraudulent listing. Often called seller impersonation.</b></p> <p>Scammer typically obtains property and owner identity details from public records, and creates an elaborate backstory to enable a quick remote sale.</p> | <p><b>Impersonation of lender-provided mortgage payoff instructions during a closing process.</b></p> <p>Scammer intercepts and replaces payoff instructions to the closing agent. Title professionals miss the fraud because verification processes can be time-consuming and susceptible to manual error.</p> |
| <p><b>\$72k</b> median value per incident.</p> <p><b>43%</b> of cases accepted.</p> <p><b>28%</b> of funds recovered.</p>  | <p><b>\$70k</b> median value per incident.</p> <p><b>3%</b> of cases accepted.</p> <p><b>18%</b> of funds recovered.</p>  | <p><b>\$257k</b> median value per incident.</p> <p><b>54%</b> of cases accepted.</p> <p><b>54%</b> of funds recovered.</p>  |

## Protect Yourself and Your Clients from Fraud

# Realty-Advantage.com/Support



 Full Service Agency  
Licensed: MD-DC-VA-FL-CA

 301-881-9800  
954-302-4390 (FL)

[HOME](#) [SEARCH LISTINGS](#) [OUR SERVICES](#) [OUR AGENTS](#) [JOIN US](#) [CONTACT](#)

Search the Site 

## Agent Support

[Submit Cover Sheet - Required All Files](#)

[Submit Closing - Commission Request](#)

[Checklists for Listing, Contract, Leases](#)

### Marketing

[Order Free Marketing Materials](#)  
[Order Yard Sign Installation](#)  
[HubSpot CRM](#)  
[Order Photography or Drones](#)  
[Order Virtual Staging](#)  
[Submit Testimonial](#)

### Licensing

[MD – Check License Status](#)  
[MD – Renew/Make Changes to License](#)  
[VA – Check License Status](#)  
[DC – Check License Status](#)  
[FL – Check License Status](#)  
[Continuing Education \(CE Shop\)](#)

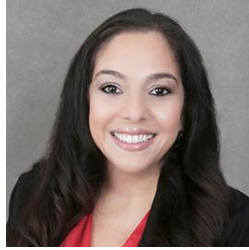


# Grow Your Real Estate Business This Spring

1. Social Media Marketing
2. Know Your Paperwork
3. Be the Market Expert
4. Reach out to Contacts



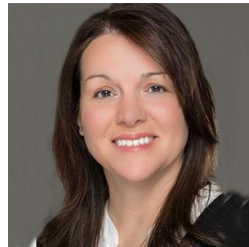
# New Email Addresses



- **Hope Arias, Branch Manager**
  - 24 Years Experience
  - Licensed MD-DC-VA
  - [Hope@RealtyAdvantage.com](mailto:Hope@RealtyAdvantage.com)
  - 301-881-9800 Ext 110



- **Sonja Simko, Administrator**
  - 12 Years Experience
  - [Sonja@RealtyAdvantage.com](mailto:Sonja@RealtyAdvantage.com)
  - 301-881-9800 Ext 100



- **Christine Gray, Branch Manager**
  - 22 Years Experience
  - Licensed MD-DC-VA-FL
  - [Chris@RealtyAdvantage.com](mailto:Chris@RealtyAdvantage.com)
  - 301-881-9800 Ext 119



- **Mike Reible, Branch Manager**
  - 30 Years Experience
  - Licensed MD-DC-VA-CA-FL
  - [Mike@RealtyAdvantage.com](mailto:Mike@RealtyAdvantage.com)
  - 301-881-9800 Ext 109

Please update  
your Contacts to  
avoid missing  
important  
messages.