

HOMeward Bound

THE GIVING IT BACK AND PAYING IT FORWARD REAL ESTATE NEWSLETTER



As a fellow lover of holidays, I wanted to share with you some exciting news for the New Year. It seems most people establish New Year's resolutions, but for whatever reason, they fall short of keeping them.

Some of your friends, neighbors, associates, or relatives may have a New Year's resolution to make a move. Well, we can help them with that, help you, and help the kids at Johns Hopkins Children's Center at the same time. (see inside for details).



Vinny Steo

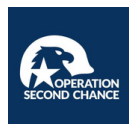
Sell Your Home and Get Top Dollar!
Call Me Today for a **Free Consultation.**
410-793-1616



OUR MISSION

To Positively Impact People Through Second Mile Service, Innovative Systems, and Charitable Giving!

A PORTION OF EVERY REFERRED HOME SALE SUPPORTS THESE ORGANIZATIONS



Because Home isn't Just a Place - It's Where Hope Begins

JANUARY MAINTENANCE

- ✓ Make sure your home is ready for the cold temps

NEW YEAR, NEW HOME

- ✓ Questions to ask before buying your next home

NEW YEAR'S RESOLUTIONS

- ✓ Check out the tips for maintaining your home

QUESTIONS TO ASK BEFORE BUYING YOUR *next home*

After several years of rapid price growth and intense competition, the housing market in 2026 has shifted into a more balanced environment. Buyers now have greater negotiating power, more inventory to choose from, and the opportunity to make more deliberate decisions. However, a balanced market does not eliminate risk—it changes the questions buyers should be asking. Before purchasing your next home, consider the following key points.

Do recent comparable sales support the asking price?

Start by confirming whether the asking price aligns with recent comparable sales, not last year's peak market. Pay close attention to how long the home has been on the market, as extended days can signal overpricing or hidden concerns—and potential leverage.

What are the true monthly ownership costs?

Next, evaluate the full cost of ownership. Look beyond the purchase price to include taxes, insurance, HOA fees, maintenance, and utilities to ensure the home fits your monthly budget.

What leverage do I have in negotiations?

With fewer bidding wars, buyers can often negotiate on price, closing costs, repairs, or contingencies. Knowing where sellers may be flexible can materially impact your overall cost and risk exposure.

In a balanced market, patience and due diligence give buyers the advantage.



As You Know,
We Love Making
Guarantees!

Buyer Satisfaction
Guarantee:
Love the Home,
or We'll Buy It Back!

Seller Guaranteed Sale:
Your Home Sold or
We'll Buy It!

Call me today for a
free consultation.
I am here to help with
your real estate needs.

Vinny Steo
410-793-1616
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JANUARY Maintenance

Tips

- Change batteries in smoke and carbon monoxide detectors
- Check gutters and roofs for ice dams and icicles
- Clean the basement, garage, and other indoor areas
- Check for drafts around doors and windows
- Change furnace filters



Johns Hopkins Children's Center is Making a Difference Today and for Tomorrow

Remember . . . Your Referrals Help the Kids

As the area's leading non-profit, Johns Hopkins Children's Center depends on sponsorships and donations to continue its leading-edge care and keep family expenses to a minimum.


We are committed to donating a portion of our income from referred home sales to this very worthy cause as well as our other Go Serve Big partners. So, your referrals really do help the kids.

Who do you know considering buying or selling a home that you could refer to our real estate sales team? Not only will they benefit from our award-winning real estate service, but a very worthy cause will benefit as well.

After two decades of helping families buy or sell the place they call home, we have met some of the most wonderful, loving, caring people who share the same values that we do!

I hope you and your loved ones have a fabulous 2026 filled with much joy and happiness.

With all my appreciation,


Vinny Steo

Your Home Sold Guaranteed Realty



When You Put Others First, You Will Never Be Second!

**Refer Your Friends, Neighbors, Associates, or Family Members
Considering Making a Move**

1

You can go to www.YouCanHelpTheKids.com and enter their contact info online or forward this website address to them.

2

You can always call me direct at **410-793-1616**.



NEW YEAR'S *resolutions* FOR YOUR *home*

Below is the start of a list for keeping up with your home for the new year! Also, be sure to use my monthly home maintenance tips!

1-DECLUTTERING YOUR HOME To keep yourself on track, get started now and schedule a time to spend organizing, sorting through piles of clothes and papers, and removing unwanted items from your home.

2-PLANNING A ROOM RENOVATION If you've been planning on any larger projects in your home, this is the perfect time to start planning and executing. Make sure to allocate plenty of time and proper budgeting. for contractors.

3-PUTTING HOLIDAY DECORATIONS AWAY EARLY It's not necessarily the "when" of putting the holiday decorations away; it's more about the "how". Have specific space and storage bins that make it easy to both put away and bring out, so it never becomes a mountain of a task.

4-TACKLING LITTLE PROJECTS You may not have even thought to pull that ever-growing list of little home improvement projects over to your New Year's resolutions list, but with the right planning, you have the opportunity to cross it all off at once. Get it all together and execute it all in a day.



5-ORGANIZING A SPECIFIC SPACE Look at what you're keeping in the room, establish a plan for what will stay there, then measure and research storage options for the best system to keep those items organized and in place.



Vinny Steo
CEO/Broker

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The real estate market is very active so far this January.
Contact me for more information.

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☎ 410-793-1616

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EVALUATION

SCAN ME



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