NOVEMBER/DECEMBER 2022

THE KAREN ROLLINGS TEAM

REAL ESTATE *Happenings*

NAVIGATING THIS CRAZY MARKET!

Yes, it's true, the market has changed significantly over these last few months. Interest rates have continued to climb which makes things a little bit trickier for buyers. In addition, there's a little bit of a disconnect between buyers in this market and sellers ready to list their home. Typically, we look at the past 6-12 months for prices when considering the price your home should sell for, but because of the way the market was during the boom, we have to adjust that slightly. Don't worry, we are here to help you navigate this new (but still FANTASTIC) market! Sellers, you need an agent that knows this new market and can help you price your home appropriately. You can still get top dollar, but you don't want your home to sit because you missed the mark on the price. We're seeing a few days longer on the market than a few months back, but the houses that are ready for market are still selling very quickly!

The first thing we recommend for new buyers is contact a loan officer. Keep in mind that you are marrying your HOME, not your rate. Rates adjust, and you can refinance to get a new rate down the road if needed. We know lots of wonderful loan officers that will be able to see how much you qualify for and will help you to determine what a comfortable monthly payment will be. Those two numbers are not always the same! If you are waiting for the perfect time to buy, that's a very personal decision, but don't let the adjusting rates scare you off. There is no way to know where rates will be next year, and experts are not predicting that this market will crash like it did in the past. Next, we recommend making a must-have list! Things like location, lot size, school district, square footage, etc. that you cannot easily change are the things we like to see highlighted first. Then things like a fenced-in backyard, updates, and finishes. We can help you narrow down the properties that are active and coming soon by going through this list as things come available. This way you are not wasting your time looking at something that just doesn't fit your needs. We never want you to have buyer's remorse, so we will continually refer back to your must haves when showing you homes just to make sure you see the good, the bad, and the ugly. We are not in this business to make a quick sale; we are in this business to make a lifelong friend who absolutely LOVES their home. That being said, we do see things through a "Realtor lens" and can picture what a home might look like with a wall or two down, or with furniture rearranged, and we will always point that out as well. We'll help you navigate the roller coaster that is home buying because it is a big commitment!

HELP US SUPPORT CONLEY'S CAUSE

Conley's Cause is so near and dear to our hearts. Formed in late 2021, Conley's Cause was created specifically for Sherry's son-in-law Brandon and daughter Samantha Conley (Felice), as Brandon battles with BULBAR ONSET ALS. While there is no cure, and most of the clinical trials Brandon participates in are not covered by insurance, Conley's Cause was formed to help Brandon and Sam with their astronomical expenses that fighting this diseases requires. The new goal for 2023 is to reach $500,000, and we could use your help! The 2023 fundraising event date is now confirmed! To read more or to donate (we are also looking for silent auction items), please visit the link below!

Click here for more info on Conley's Cause!

CONLEY'S *cause*

SAVE *the* DATE

CONLEY'S CAUSE
ROUND 2
02.19.23

THE KAREN ROLLINGS TEAM

Find what you are looking for here:
www.TheKarenRollingsTeam.com

exp REALTY

RECENT SALES

City	Community	Address	Sold Price
Brookeville	BRADFORDS REST	3021 Holiday Dr	$555,000
Brookeville	BROOKEVILLE KNOLLS	3500 Briars Rd	$730,000
Brookeville	BROOKEVILLE KNOLLS	3304 Gold Mine Rd	$615,000
Brookeville	BROOKEVILLE KNOLLS	3332 Tanterra Cir	$675,000
Brookeville	DENIT ESTATES	21312 Denit Estates Dr	$805,000
Brookeville	DENIT ESTATES	21319 Denit Estates Dr	$1,080,000
Brookeville	GOLD MINE CROSSING	2700 Gold Mine Rd	$950,000
Brookeville	HAWLINGS VIEW	1000 Hawlings Rd	$640,000
Brookeville	MANOR OAKS	18909 St Albert	$790,000
Brookeville	MANOR OAKS	2714 Owens Rd	$885,000
Brookeville	MANOR OAKS	2415 Epstein Ct	$548,000
Brookeville	NONE LISTED	21925 New Hampshire Ave	$500,000
Brookeville	SUNSHINE ACRES	22006 New Hampshire Ave	$600,000
Brookeville	TANTERRA	19000 Alpenglow Ln	$650,000
Olney	ASHLEY HOLLOW	2803 Shadowridge	$785,000
Olney	BARNSLEY MANOR	4721 Broom Dr	$1,000,000
Olney	BARNSLEY MANOR	5026 Tothill Dr	$835,000
Olney	CAMELBACK VILLAGE	17807 Buehler Rd #3-A-1	$170,000
Olney	CHERRYWOOD	17159 Moss Side Ln #3	$407,000
Olney	CHERRYWOOD	4257 Bar Harbor Pl	$447,000
Olney	CHRISTIE ESTATES	2602 Lindenwood Dr	$750,000
Olney	HOMELAND VILLAGE	18203 Rllng Mdow Way #220	$305,000
Olney	FAIR HILL FARM	2954 McGee Way	$375,000
Olney	FAIR HILL FARM	3054 Ohara Pl	$375,000
Olney	FAIR HILL FARM	18229 Paladin Dr	$425,000
Olney	FAIR HILL FARM	3113 Paladin Ter	$440,000
Olney	FAIR HILL FARM	18239 Paladin Dr	$450,000
Olney	HALLOWELL	17321 Buehler Rd	$645,000
Olney	JAMES CREEK	2805 Spartan Rd	$720,000
Olney	OATLAND FARM	4624 Ripley Manor Ter	$532,500
Olney	OATLAND FARM	4625 Weston Pl	$550,000
Olney	OATLAND FARM	4642 Ripley Manor Ter	$552,500
Olney	OATLAND FARM	4624 Brightwood Rd	$938,000
Olney	OLNEY ACRES	4604 Bettswood Dr	$650,000
Olney	OLNEY MILL	19213 Willow Grove Rd	$599,000
Olney	OLNEY MILL	18620 Clover Hill Ln	$610,000
Olney	OLNEY SQUARE	18417 Wachs Ter	$550,000
Olney	OLNEY SQUARE	18220 Mehrens Ter	$630,000
Olney	OLNEY SQUARE	14 Gelding Ct	$700,000
Olney	WILLIAMSBURG VILLAGE	3524 Singers Glen Dr	$593,000
Olney	WILLIAMSBURG VILLAGE	3716 King William Dr	$674,900
Sandy Spring	BANCROFT	17409 Ashton Green Dr	$1,360,000

*** Sales data taken from Bright MLS ***

LEISURE WORLD

3526 TARKINGTON LN
$365,000
DETACHED RAMBLER
2 BR/GARAGE

3701 BLOOMSBURY CT
#26-B
$360,000
3 BED/2 BATH!

14901 PENNFIELD CIR
#1A, 1B, 1C
$499,000
A DEVELOPER'S DREAM

LIVE LOCAL SPEND LOCAL

The Olney area is easily one of the best around! As a proud member of the Olney Chamber of Commerce, and with the upcoming holiday season, we wanted to stress the importance of living local and spending local! There are so many businesses that are doing great things for Olney and could use our support. Instead of giving an Amazon gift card this year, check out the Chamber's website and buy a gift certificate for a local restaurant, gift shop, boutique, or service!

www.olneymd.org/live-local-shop-local

OLNEY Chamber of Commerce
Connecting our Community with our Businesses

SUPPORT LOCAL

ATTENTION FUTURE SELLERS!!

If you have been wanting to list, but need to do some fixups first, we can help you avoid the upfront expense! We have partnered with Curbio to bring you an amazing program to help! From fast fixups to full renovations, Curbio takes the lead so you don't have to—with zero due until the home sells. Call us today to find out more!!!

www.TheKarenRollingsTeam.com | 301.924.8200 | info@thekarenrollingsteam.com

OUR TOP LOCAL SERVICE PROVIDERS

Animal Removing and Trapping
AT&R Trapping Service, LLC.
Humane trap/release mice, raccoons, squirrels
301-681-3965

Asphalt
Eagle Contracting, Inc.
Residential asphalt driveway resurf./replace
240-421-7300

Attorney/Real Estate and Estates
Richards and Richards
Wills, Trusts, Easements, POA
301-593-6220

Attorney/Family Law
Ferguson & Wilpon
Family Law, Wills, Trusts, Traffic Tickets
301-570-3600

Carpet Cleaning/Power Washing/Firewood
Poseidon Dry Carpet Cleaning
Organic "Magic Powder" cleaning method
301-279-7767

Carpet & Flooring Installations
Carpet and Vacuum Expo - Carpet, Tile, Wood, Laminate - Olney Showroom
301-924-7331

Cleaning/Maid Services
Sparkle-N-Shine Cleaning
Weekly/bi-weekly/monthly/turnovers
301-570-0951

Chimney and Fireplace
Suburban Chimneys
John Serrano, CSIA #10367
301-980-8658

Consignment and Downsizing
Curiosity Consignment
Michael McWilliams
240-207-3783

Electrician
Tievy Electric
Licensed in DC, MD, VA #3633
301-279-7233

Electrician
Chuck Niglio
Call us today to get your smoke detectors up to code!
240-876-6695

Estate Sales
Cathy Garofalo
Call today with any questions!
301-928-1262

Exterminator/Termites
Advanced Pest Solutions
Inspections/treatment termites, bees, bugs
240-674-9240

Garage Doors
Gaithersburg Garage Door Inc.
Ryan Smart, Operations Manager
301-990-6200

Hauling
Junk Force One
Eco-Friendly Full Service Junk Removal
301-520-3255

Heating and Air Conditioning
Husky Home Services
Repairs, Maintenance, & Replacement
410-988-5184

Home Inspections
Jason Masters
Inspector and Owner
443-277-6279

Home Improvement
Ramon & Son's, MHIC #122498
Small to Large Home Improvements
301-963-6902

Insurance
Allstate
Randy McPhillips
301-315-8300

Locksmith
Capital Locksmith
Jack Exler, Owner and Locksmith
301-213-5353

Mold Remediation
Columbia Restoration
Trevor@ColumbiaRestoration.com
410-799-9910

Moving
Town and Country Movers, Inc.
doug@townandcountrymovers.com
301-807-7551

Move Managing/Professional Organizing
Moving Forward - Jocelyn O'Rourke
A white glove service to help you move!
240-988-2018

Plumbing
Chuck the Plumber/CS Dowrick
WSSC License #1029301
301-774-1452

Radon Testing
Roberts Radon, Robert Tsas
www.RobertsRadon.com
301-750-2695

Roofing
Louis Altobelli III Improvements, LLC
Roof Replacement, Repairs, Insulation
240-793-8499

Septic
King and Sons - Maintenance & Repairs
Barbara King
301-924-4218

Senior Services
Oasis Senior Advisers - Tracy Skalitzky
tskalitzky@youroasisadvisor.com
301-678-8100

Sprinkler System Repair
John Thompson
Fortress Protection Group
301-674-6885

Storage
My Way Storage - Steve Hudson
Operations Manager
240-988-6728

Tree Removal
Dave Denaeau
Tree Removal, Trimming
301-526-7663

Well Testing
Fredericktowne Labs Inc
Brad Paradise
301-293-3340

Windows/Doors/Siding/Gutters
All Four Seasons Co. Inc.
Phil Zlotnick, President
800-394-6369

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- Short Sale Negotiation
- Foreclosure Settlements
- 1031 Tax Deferred Exchanges
- Easements
- Powers of Attorney
- Commercial

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THE KAREN ROLLINGS TEAM

301.924.8200

eXp REALTY 888-860-7309

If your home is currently listed with another broker, this is not intended as a solicitation of that listing.

Sherry Felice, Maggie Rollings, Jeremy Rollings, Karen Rollings

'TIS THE SEASON TO SPARKLE

www.TheKarenRollingsTeam.com | 301.924.8200 | info@thekarenrollingsteam.com

1420 Tucker Ln
Ashton, MD
$500,000

110 Brinkwood Rd
Brookeville, MD
$695,000

17106 Thatcher Ct
Olney, MD
$995,000

CURRENT LISTINGS

12 Irish Ct
Gaithersburg, MD
$469,000

209 Ashlawn Dr
Ashton, MD
$559,000

3720 Stoney Castle St
Olney, MD
$625,000