

December 10, 2025

## Tri-County Today

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## Driving Advocacy Forward: RPAC Sweepstakes Winner Awarded Mercedes



*Anne Rubin picking up her newly-leased Mercedes GLA-250 at Euro Motorcars in Devon.*

Annually, Tri-County Suburban REALTORS® partners with a local Mercedes dealership to award a free 2-year lease on a Mercedes GLA-250 for those who make a \$99 investment in the REALTORS® Political Action Committee (RPAC).

Out of 507 entries, Anne Rubin's name was drawn as the winner! Anne has been a member of the association for over 25 years. In 2017, Anne was appointed to the Board for the PA State Real Estate Commission, and is a past president of Greater Philadelphia Association of REALTORS®. Anne is a long-time RPAC investor, and has previously served on the board for the Pennsylvania Association of REALTORS® as well as their Legislative & RPAC Fundraising Committees.

RPAC is a vital advocacy group within the real estate industry. It serves as the political arm of the National Association of REALTORS® (NAR) and focuses on advancing the interests of real estate professionals and property owners. RPAC plays a crucial role in supporting candidates and policymakers who champion policies favorable to the real estate market, homeownership, and property rights. By engaging in political fundraising and advocacy efforts, RPAC helps ensure that the real estate industry has a strong voice in shaping legislation and regulations that impact housing markets, property values, and the overall real estate environment. Its significance lies in safeguarding the interests of REALTORS® and promoting policies that foster a healthy and vibrant real estate market, ultimately benefiting both industry professionals and the broader community.





*Pictured left to right: Brian Slater, Chair of RPAC Trustees, Michael Howell, 2025 Chairman, and Kenneth Enochs, Chairman of the TCSR RPAC Fundraising Committee*



Broker Invitational Speaker, Alex Shnyder, Esq., speaking to members about potential risks in real estate transactions. The RPAC Sweepstakes culminates at the final Broker Invitational of the year where the winning ticket is drawn.



# Reminder: Cycle 2 Deadline for Membership Dues is December 31st



Tri-County Suburban REALTORS® members have until **December 31, 2025** to take advantage of the Cycle 2 dues billing. Members may choose to pay in full, or via installment plan. Please note that **Cycle 2 is the last opportunity that members have to enroll in an installment plan.** [Click here to access a helpful chart.](#)

Your Tri-County Suburban REALTORS® membership continues to deliver unmatched value—providing access to tools and resources like Lone Wolf Transactions (\$425 value), DocuSign (\$240 value), Municipal Information Database (\$200 value), Tech Helpline (\$250 value), RISMedia (\$249 value), FOREWARN (\$300 value), and more—all included with your dues.

If a Primary REALTOR® member chooses to remit their dues at a later date, please note the following Cycle option and deadline below. Please note that there is no automatic bill pay for membership dues.

Cycle 3 (1/1/26 – 1/31/26) – \$658

Members can access their dues invoice and pay their dues online via their Secure Member Portal. Once logged in, visit the **My Orders** tab, where you will find an **Unpaid Order** for your 2026 Membership Dues titled, “2026 Tri-County Suburban REALTORS® Annual Dues.”

All membership dues (Tri-County Suburban REALTORS®, the Pennsylvania Association of REALTORS® and the National Association of REALTORS®) are NOT refundable or transferrable.

Please visit [tcsr.realtor/membership/duesbilling2026/](https://tcsr.realtor/membership/duesbilling2026/) for all REALTOR® membership dues information.

For questions, please email [duesbilling@tcsr.realtor](mailto:duesbilling@tcsr.realtor) or call 610-560-4800.

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## Tickets Are Now on Sale for The 2026 Commercial Economic Forecast

Tri-County Suburban REALTORS® Commercial Chapter is proud to partner once again with Appraisal Institute – Philadelphia Metropolitan Chapter, The CCIM Institute- PA/NJ/DE Chapter, CREW Greater Philadelphia, IREM Delaware Valley Chapter, & SIOR Philadelphia Chapter as we kick off the new year with our [2026 Economic Forecast](#).



Join us for networking, lunch, and a presentation on the regional economic outlook for the year to come by Brenda Nguyen, Director of Market Analytics, CoStar Group. In this state of the market address, Brenda will draw on CoStar's real-time transaction data to examine key trends and market fundamentals shaping Philadelphia's multifamily, office, industrial, and retail sectors.

Don't miss this chance to gain insight into the economic and social drivers shaping our region's commercial real estate landscape as you plan for a successful year ahead!

# 2026 COMMERCIAL ECONOMIC FORECAST



**KEYNOTE: BRENDA NGUYEN,**  
**DIRECTOR OF MARKET ANALYTICS FOR COSTAR GROUP**

**JANUARY 21, 2026**  
**11:00 AM - 1:30 PM**  
**THE UNION LEAGUE, LIBERTY HILL**  
**800 RIDGE PIKE, LAFAYETTE HILL, PA 19444**

In this **state of the U.S. economic outlook address**,  
Brenda will draw on CoStar's  
**real-time transaction data** to examine  
**key trends and market fundamentals**  
shaping Philadelphia's multifamily, office,  
industrial, & retail sectors.

**For Details & Tickets Visit: [tcsr.realtor/events/ceforecast26](https://tcsr.realtor/events/ceforecast26)**

**TICKETS**  
LUNCH INCLUDED  
**\$80 - MEMBERS**  
**\$110 - NON-MEMBERS**  
  
ALL REAL ESTATE  
PROFESSIONALS  
WELCOME!





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**THE CCIM INSTITUTE**  
PA/NJ/DE Chapter



**Questions:**

 [mcarlin@tcsr.realtor](mailto:mcarlin@tcsr.realtor)  
 610-560-4800



## 5 Holiday Gift Trends for Real Estate Businesses



It's the holiday season, and gifts can be a thoughtful and strategic way for real estate professionals to strengthen their relationships. Whether it's a broker thanking their agents, a Realtor® showing appreciation to their clients or a team recognizing trusted partners, a gift can convey gratitude and keep the connection strong.

Here are five ideas for trendy gifts to give this holiday season, from [Madison Avenue Incorporated](#).

### **1. Sustainable Materials**

Madison Avenue reports that 75% of consumers say that materials influence their purchasing decisions, and 67% are willing to pay more for sustainable options.

Environmentally conscious gifts that also provide everyday functionality can be a great idea. This may include apparel and accessories made from recycled materials, bamboo drinkware, cork notebooks or stainless-steel reusable travel mugs/bottles.

### **2. Travel-Friendly Gifts**

Traveling can be expensive, and Realtors® in particular can spend a significant amount of time on the road. Whether they're for a busy real estate professional or an on-the-go client, travel-friendly gifts are both functional and thoughtful.

Madison Avenue suggests carry-on essentials and work-from-anywhere bundles, which may feature foldable drinkware, cable organizers and mini tech accessories, for example.

### **3. Wellness Offerings**

A 70% majority of shoppers say they plan to gift self-care products this season, says Madison Avenue. Gifts focused on self-care, relaxation and comfort make for trendy ideas with a focus on personal well-being, which everyone can benefit from.

Some gifts that boost wellness and comfort include blankets, candles, journals, eye masks, fitness trackers and more.

### **4. Elevated Everyday Items**

A practical gift is good, but many consumers appreciate gifts that are both practical and stylish. Elevated everyday items can be the best of both worlds.

For Realtors®, clients or the like, gifts with added features, functionality or polished finishes can feel elevated. Upgrade simple gifts to convey thoughtfulness and professionalism.

### **5. Little Luxuries**

Madison Avenue reports that 75% of Gen Z and millennial shoppers say they'd rather receive a few affordable luxuries than one large item. For gift givers ready to splurge, little luxuries are a nice way to show appreciation.

Consider gifts like artisan treats, pocket-sized tech gadgets and items that are engraved, embossed or embroidered to add a luxurious feel.

Article courtesy of PAR's [JustListed Blog](#).

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# Bright MLS: 2026 National Housing Market Outlook

*Another transition year for the U.S. housing market: Regional economic and demographic factors drive a divide in 2026.*

Last week, the Bright Research team released the highly anticipated 2026 housing market forecasts. These two reports break down the key factors expected to shape both the U.S. and Mid-Atlantic markets in the year ahead. From mortgage rates and inventory shifts to pricing trends and potential wildcards, the forecasts offer a clear, data-driven outlook designed to help agents and brokers confidently navigate a rapidly changing market. [Access both reports](#) for insights and context to stay informed and prepared for the new year!

## Where will we end 2025?

Several factors drove the slower-than-average housing market in 2025, from low inventory and persistently high mortgage rates at the beginning of the year to growing economic uncertainty and consumer anxiety at the end. Bright MLS forecasts indicate that 2025 will end with 4.137 million existing home sales nationally, a 1.9% increase from 2024 but still far below the long-term average of about 5 million sales annually.

Home prices continued to rise in 2025, as higher-income buyers dominated in most markets. The 2025 median price is projected to be \$413,900, a 2.2% increase over 2024. Despite a slowdown in home price appreciation, the 2025 median price is still more than 50% higher than it was in 2019.

Inventory increased in 2025, as sellers felt less locked in by their mortgage rates and changing family and financial circumstances led more homeowners to list. At the end of 2025, it is projected that there will be 1.286 million homes available for sale, a 12.9% increase over 2024, but still ending the year with inventory slightly below 2019 levels.



# SRA: \$300M Mixed-Use Development Planned in New Garden

A Baltimore-area developer is planning a massive, \$300 million, mixed-use development on former farmland in New Garden Township. Developer Stonewall Capital will begin work next fall on White Clay Point, a 235-acre project that will include 622 residential units, a grocery store, a Wawa convenience store and additional retail space, according to Stonewall principal Ray Jackson. The development will stretch across former mushroom farmland and Route 41 near the busy U.S. Route 1 corridor and Kennett Square. Settlement on the property is expected to take place in the coming weeks. The seller is a partnership of Philadelphia-based regional mall owner PREIT and JPMorgan, which acquired the site about 20 years ago with a plan to build a retail hub and sports complex there. Stonewall has hired Lennar to build the housing component of White Clay Point. The mix will include townhomes, villas, one-over-one condominiums and single-family homes with estimated prices ranging from \$300,000 to \$1 million, Jackson said.

*Source: Philadelphia Business Journal; 11/25/2025*

**2026**

**BOARD OF DIRECTORS  
INSTALLATION**

**THURSDAY, JANUARY 15, 2026  
4 PM-7 PM**

**THE DESMOND HOTEL  
ONE LIBERTY BLVD, MALVERN, PA 19355**

**INSTALLATION OF BOARD MEMBERS  
~HAPPY HOUR WITH COMPLIMENTARY OPEN BAR ~  
~ PHOTO BOOTH ~ ENTERTAINMENT ~  
~ DINNER~ NETWORKING ~ AND MORE!**

**TICKETS AVAILABLE NOW!**

**VISIT [TCSR.REALTOR/EVENTS/INSTALL26](https://tcsr.realtor/events/install26)**

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OR SCAN THE QR CODE**





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**FOR MEMBERS**



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tcsr.realtor

**Tri-County Suburban REALTORS®**

🔒 Private group



## Calendar of Events

**December 12th | 9:00am - 12:00pm**

**[Ethics in Real Estate](#)**

*Virtual via Zoom*

**December 16th & 18th | 9:00am - 4:30pm (two-day course)**

**[Real World Real Estate \(First-Time Renewal\)](#)**

*Association of REALTORS® School, Malvern*

**December 18th | 1:00pm - 2:00pm**

**[Creating a CMA in Bright MLS](#)**

*Virtual Webinar via Bright MLS*

**December 19th | 1:00pm - 4:00pm**

**[Understanding Non-Qualified Mortgages](#)**

*Association of REALTORS® School, Malvern*

**January 6th | 9:00am - 12:00pm**

**[Win or Lose: The Art of Negotiating the Agreement of Sale](#)**

*Virtual via Zoom*

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info@tcsr.realtor

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