



Coastal Association of REALTORS® 2026
Questionnaire for The Candidate seeking election in Wicomico County Maryland.

Candidate Information

Name & Contact Information	Megan Outten 443-523-2447 info@meganoutten.com
Mailing Address	723 Camden Avenue Salisbury, Maryland 21801
Campaign Name	Friends of Megan Outten
Treasurer	Mary Bohlen
Website, Social Media, Etc.	www.meganoutten.com
Years as a County Resident	33 Years
Professional Experience	Currently, I am a Policy Manager with the Maryland Energy Administration. I have worked in the energy sector for nearly 10 years, supporting energy and energy infrastructure projects in Maryland and Delaware.
What are your goals for this position?	To bring forward and proactive planning to the County Council. We need County leadership to look not just at the current and immediate needs of the county, but future infrastructure needs as well. My main goals for the County Council: <ol style="list-style-type: none"> 1. See through the completion of the County's Water & Sewer Masterplan. 2. Prioritize public school funding, and close a 20-year funding gap. 3. Ensure the full development of our County landfill, with built in 4. Develop a long-term strategic growth and investment outlook for Wicomico.

Real Estate Specific Questions:

<p>What do you believe to be the most important issue for the district you're seeking to serve?</p>	<ul style="list-style-type: none"> - Housing in its full spectrum: Housing for families, affordable rental options for young professionals, & diverse senior housing options. - Education funding: Our families want blue-ribbon schools, and our communities need it to attract new industries to the area.
<p>As a resident of Wicomico County, how would you describe the County's Housing Market?</p>	<p>The housing market is more balanced than I've seen in years, which is good. But more balanced doesn't mean accessible. And for a significant portion of Wicomico County residents, the dream of owning a home here still feels like it's just beyond reach. While we are seeing conditions slowly improve, I feel that the County can take a proactive approach from a policy-level to support homeownership opportunities for residents.</p>
<p>After reviewing the housing information provided, what are your thoughts on a first-time homebuyer's ability to purchase a home in the County?</p>	<p>Wicomico has shifted toward a more buyer-friendly market. But we still hear about the affordability challenges from many here in Wicomico, down payment and income qualification hurdles still exist for more and more residents.</p>
<p>What stands out to you in the housing information CAR has provided?</p>	<ul style="list-style-type: none"> - Inventory is moving up: We are starting to see a shift in increased housing supply from 2 months toward 5 months. - Declining sold listings: Sold listings dropped month-to-month in 2026 and are also down from 2025 to 2026. There could be several reasons for this. But what we're hearing at the state-level and locally, people want to move, but rising costs and a lack of entry-level homes are holding them back. -

<p>How can Wicomico County Council further homeownership accessibility to first-time homebuyers and single-income earners?</p>	<ol style="list-style-type: none"> 1. Zoning and Land Use Reform 2. Partnership with Local Employers, Non-Profits, and Pillar Institutions 3. Homeownership incentives
<p>Given the State’s Housing shortage, how can Wicomico County “lead the charge” on inventory?</p>	<p>First thing is to prioritize the County’s water and sewer master plan. The delayed implementation of this plan has been identified by the County’s Planning/Zoning Department and housing experts as being the key barrier to addressing the housing shortage here in Wicomico. We need to ensure this remains a county priority.</p>
<p>How can the Executive’s office help improve the current septic issues in the County?</p>	<p>As a County Council candidate, I cannot speak to the role that the Executive can play, but will emphasize the need and value of a proactive partnership between the County Council and County Executive.</p>
<p>Do you have an appetite to explore alternative ways for septic installation/inspection, like in jurisdictions such as Dorchester County and Delaware?</p>	<p>Yes, I believe we should be exploring alternative and non-conventional solutions.</p>
<p>Do you think the county needs to adjust their zoning code?</p>	<p>Our zoning code is strongly in need of a review & update.</p>
<p>Do you believe it is appropriate for the State to supersede local zoning control?</p>	<p>I believe that counties should have a say in how their communities choose to grow. States tend to implement a one-size-fits all approach, that is not helpful to the nuanced needs of each community. This is why it is critical that Wicomico take a proactive role now in addressing our zoning code.</p>
<p>Do you believe the County needs to adjust its permitting process for new construction and renovation?</p>	<p>Yes. Our County needs to look at new and innovative ways to streamline permitting for new construction and renovations.</p>
<p>Would you bust the revenue cap?</p>	<p>I believe we need to take a serious look at the revenue cap. For years our county leaders, our local chamber, business owners, and residents have called for a review of the cap.</p>

<p>Where can the Coastal Association of REALTORS® partner with the County Executive's Office?</p>	<p>County leadership should look to the expertise at the Coastal Association to provide insight into Wicomico's evolving housing market. It is good data that helps guide good policy, and that is a role that I believe the Association can best help in.</p>
<p>Please provide any additional thoughts and information here:</p>	<p>One thing I would like to add, is that so many of these policy conversions intersect. To talk about housing is to talk about the need for improved education, because families like to move where good schools are located. To talk about housing is to also talk about infrastructure, because you cannot see improved growth if you do not have the infrastructure capacity to take that new growth on. What I bring to the table is an understanding of how these all interconnect, through my time on city council as well as my professional background in energy infrastructure and policy development is</p>

Responses to these questions are intended to be shared with the Coastal Association of REALTORS®'s members to help them better understand your platform and views on the County's housing market.

Please send your completed questionnaire to Advocacy@coastalrealtors.org. Thank you for your participation.

Sincerely,
Hunter Isaac



(O) 410-641-4409

(C) 410-999-4302

Advocacy@coastalrealtors.org

org

coastalrealtors.