

Buying or Selling... the Key is Neighbourhood Knowledge!



MARGARET BERLO
Broker

905-807-7653
margaret.berlo@gmail.com

SARAH GIGLIA
Broker

905-730-3480
soldbysarahgiglia@gmail.com

www.motherdaughterteamsells.com

Safe Selling

It's Open House season, and sellers are preparing to welcome the public into their homes in hopes of attracting the right buyer. While protecting your own valuables is an obvious priority, it's also important to think through the safety and comfort of every visitor who walks through the door.

Here are three key areas to focus on when preparing for your next home viewing:

1. Lighting. Turning on all the lights is a classic open house strategy, to help rooms feel brighter, warmer, and more spacious. But another reason to keep lights on is for safety: It allows visitors to navigate around the home more clearly and reduce the risk of trips or falls.

2. Clutter. Clear floors, stairs, and main

walkways of any obstacles, including loose rugs, cords, or décor that could pose a tripping hazard. Closets deserve special attention as well. Buyers will open them, and items stacked too high or too tightly could fall out and cause injury. Neat, organized storage is safer, and of course, more appealing.

3. Pets. Because sellers are typically away during an open house, pets should also leave with them. Unfamiliar visitors can make animals anxious, and there's always a risk of accidental escapes or unpredictable behaviour. Removing pets helps ensure everyone feels comfortable.

By prioritizing safety alongside presentation, sellers can create a welcoming environment that protects visitors and supports a smooth, successful selling experience.

Happy April! We hope you're enjoying the fresh energy and warmer days this season brings. With spring comes a dynamic real estate market and new opportunities worth watching. If you're curious about current home values, considering a move, or would like local market insights, please don't hesitate to reach out. We're always happy to help!

ROYAL LEPAGE STATE REALTY
Brokerage

115 #8 Hwy
Stoney Creek, ON L8G1C1



MARKET UPDATE - HAMILTON & BURLINGTON

February 2026 Statistics courtesy of the REALTORS® Association of Hamilton-Burlington

New Listings

	Hamilton	Burlington
2026	754	253
2025 (% Change)	-20.0%	-17.0%

Sales Activity

	Hamilton	Burlington
2026	324	111
2025 (% Change)	-19.6%	-2.6%

Days on Market

	Hamilton	Burlington
2026	50.0	51.0
2025 (% Change)	28.2%	121.7%



All Residential

	Hamilton	Burlington
(Average Price)	\$720,197	\$1,066,177



Single Family

	Hamilton	Burlington
(Average Price)	\$800,882	\$1,443,592



Townhouse/Condo

	Hamilton	Burlington
(Average Price)	\$566,096	\$721,298

Steps & Stages



When touring a potential new home, many buyers spend so much time looking up and around that they can forget to look down, overlooking the impact stairs can have on everyday living. Here are a few stair-related considerations to keep in mind when you're ready to "step up" to your next move.

• **Consider your stage of life.** Take note of how many stairs lead from the street to the front door. Would they be difficult to navigate while carrying a baby and stroller? What if mobility becomes a concern in the future? Even if those scenarios don't apply, think about how you feel about climbing steps for

everyday tasks like bringing groceries into the home.

• **Evaluate comfort and safety.** How steep are the stairs, and are the riser heights (the vertical portion) and tread depths (the horizontal portion) consistent? A comfortable residential stair typically has a 7-inch rise, an 11-inch tread, and a minimum width of 36 inches.

• **Think about furniture access.** Is there enough room to move furniture up and down the stairs safely? Spiral staircases, while visually appealing, can make transporting mattresses and other large items challenging.

• **Check the lighting.** Is there adequate, dedicated lighting at both the top and

bottom of the stairs to enhance visibility and safety?

• **Plan for the long term.** If you envision staying in the home for many years, is there sufficient space to install a chairlift should it ever become necessary?

Sellers should also recognize how important the appearance and functionality of stairs are to a home's curb appeal. Outdoor stairs should be clean, clear, structurally strong, and well

Think about how you feel about climbing steps for everyday tasks like bringing in groceries.

maintained, with paint or stain applied as necessary. A sturdy handrail on at least one side is essential for both safety and buyer confidence.

While a home with many stairs can present challenges, it can also offer notable health benefits. Studies suggest that climbing stairs can build muscle mass, improve balance, and lower the risk of osteoporosis. Regular stair climbing can also burn calories, reduce the risk of heart disease, stroke, and hypertension, and provide a convenient, "no excuse" form of exercise, regardless of the weather outside.

Today's Homeowner Tip: **Top Towel Tips**

If your towels no longer smell "April fresh", even straight from the wash, it may be time for a proper spring clean. Skip the extra detergent and try this simple refresh:

1. Place towels in the washing machine and add one cup of white vinegar. Run a full cycle on the hottest setting to break down the residue that traps odours.
2. Once the cycle is complete, sprinkle half a cup of baking soda over the damp towels and run a second hot wash to neutralize smells and freshen the fabric.
3. Remove towels promptly after the second wash, and either hang them to dry outdoors or use the dryer. Ensure they're completely dry before folding and storing, as even the slightest bit of moisture can cause the musty smell to return.



Get Organized in a Snap!

The rise of smartphones has transformed even the least tech-savvy among us into capable photographers. While many phone cameras are used to capture beautifully plated meals, a pet's latest mischief, or yet another mirror selfie, these powerful little lenses can also serve some surprisingly practical purposes. Beyond memories and social media, your smartphone camera can be a simple tool for organization, security, and everyday problem-solving.

1. Photos can provide valuable insurance reassurance. Clear images of jewelry, electronics, and other valuables—along with serial numbers and receipts—can make filing a claim much easier if something is lost or stolen.
2. Snapping step-by-step photos while disassembling furniture or electronics can save time and frustration when it's time to put everything back together.
3. Your camera can also function as a portable scanner. Use it to digitize important documents, warranties, and receipts so they're always accessible.



4. In large parking lots, a quick photo of where you parked (and nearby signs or numbers) can help you find your car quickly.
5. Other handy uses include photographing coat-check tickets, valet stubs, or luggage tags in case the paper slip goes missing. You can also document medications by snapping pictures of pill bottles to keep names and dosages on hand. You can even use your phone camera to snap pictures of the inside of your fridge, freezer, and pantry before you go grocery shopping, to help prevent duplicate purchases.

Quote of the Month:

“The best time to plant a tree was 20 years ago. The second best time is now.”

~
Chinese proverb



Cool Savings

While most of us know to store milk, meat, and other perishables in the refrigerator, there are several less obvious items that can also benefit from a cooler environment. Keeping the following everyday products in the fridge can help extend their lifespan, which can translate into cool savings for you.

Fresh cut flowers. Professional florists

often refrigerate arrangements, and you can do the same at home. Placing flowers in the fridge slows the aging process, helping them stay fresh for longer. Be sure to keep them away from fruits, which release ethylene gas that can cause flowers to wilt more quickly.

Makeup. With warmer temperatures on the way, consider storing some of your makeup in the fridge. Lipsticks

and eyeliners, for example, stay firmer and are easier to apply when kept cool. Nail polish can also benefit, as refrigeration prevents it from thickening or separating over time.

Face and body creams. Creams, particularly those made with natural ingredients and few or no preservatives, can last longer when stored in the fridge. Eye creams feel especially refreshing when chilled and can help reduce morning puffiness while soothing tired skin.

Nuts and seeds. Refrigeration extends the life of nuts and seeds and helps prevent them from going rancid. Their natural oils can spoil quickly at room temperature, but cooler storage preserves flavour, texture, and nutritional value.

With a little extra space, your fridge can do much more than keep food cold. It can help protect and prolong many of your everyday essentials.



