YOUR Neighbourhood NEWS

Mother Daughter Team

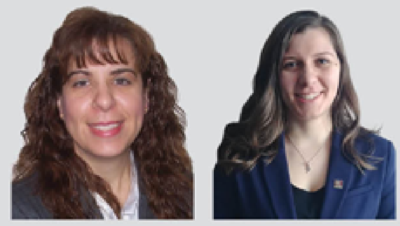
Buying or Selling... the Key is Neighbourhood Knowledge!

Looking for a Sign?

With all the busy preparation and seemingly endless details homeowners must navigate during the process of listing their home, there is one important question to keep in mind before the property starts to receive interest: "Once I get an offer, how do I know if I should accept it?" Here are four key considerations to review before signing on the dotted line.

1. **What are market conditions like in your area?** Is it a buyer's market or a seller's market? How likely is it that your home could attract multiple offers?
2. **Is the offer price fair?** Review comparable sales in your neighbourhood with your sales representative to see how your offer compares to recent market activity.
3. **Does the timing align with your schedule?** If you've already purchased another home, are carrying two mortgages, or must relocate by a certain date, you may be more inclined to accept an offer with a faster closing.
4. **What's the buyer's position?** Has the buyer been pre-approved for financing? Do they also have a home on the market, making their offer conditional upon the sale of their property? Do they require a longer/ shorter closing period than you can accommodate?

These are all situations that can be discussed well in advance, along with any other questions that may arise throughout the buying and selling process. Let's connect and discuss what is right for you.



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Welcome to the dog days of summer! You're hopefully enjoying the sunny days, warm nights, and some time to relax and recharge.

Even if real estate is the furthest thing from your mind right now, please remember that when you're ready, we'll be here to help you get moving. Until then, enjoy the rest of the summer!

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MARKET UPDATE - HAMILTON & BURLINGTON

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

New Listings

	Hamilton	Burlington
2026	1,204	415
2025 (% Change)	-9.2%	-14.3%

Sales Activity

	Hamilton	Burlington
2026	529	228
2025 (% Change)	1.9%	9.1%

Days on Market

	Hamilton	Burlington
2026	38.0	29.0
2025 (% Change)	15.2%	3.6%

	Hamilton (Average Price)	Burlington (Average Price)
All Residential	$749,041	$1,171,731
Single Family	$830,049	$1,431,336
Townhouse/Condo	$580,902	$726,693

Open to the Concept?

home, making it a challenge to find quiet, private places for work, study, or relaxation. In addition, cooking odours may linger in surrounding areas.

The best design ultimately depends on your lifestyle, family needs, and personal preferences.

Open concept layouts remain one of the most popular features in modern home design. By combining the living, dining, and kitchen areas into one shared space, a home can feel brighter, more spacious, and more connected.

While an open concept floor design offers many advantages, it's important to consider both the benefits and drawbacks before deciding whether it's the right fit for your family and lifestyle.

The Pros

1. More Natural Light. Fewer interior walls allow sunlight to flow more freely throughout the home, creating a brighter and more inviting atmosphere.

2. Improved Social Connection. Parents can keep an eye on children while cooking, while conversations can continue easily between family members and guests in adjoining spaces.

3. Flexible Living Areas. Without fixed walls defining each room, homeowners have greater flexibility when arranging furniture and adapting the space to changing needs.

The Cons

1. Noise and Odours. Without walls to separate rooms, sounds from televisions, conversations, and kitchen activity travel more easily throughout the home, making it a challenge to find quiet, private places for work, study, or relaxation. In addition, cooking odours may linger in surrounding areas.

2. Visible Clutter. In an open concept layout, dirty dishes, cooking messes, and countertop clutter are much harder to hide from view.

3. Heating and Cooling Challenges. Large open spaces can sometime be less energy efficient and may require more effort to heat or cool comfortably.

Open concept living continues to appeal to many homeowners for its bright, social feel. At the same time, traditional layouts are still a draw for those who value privacy, quieter spaces, and functional separation between rooms.

Whether purchasing a home or considering a renovation to rework an existing layout, consulting with a qualified contractor or real estate professional can help determine the most practical and valuable use of your space.

Today's Homeowner Tip:

Hands Up!

Whether you're finding yourself up to your elbows in fresh fish due to a successful fishing season or you're simply your household's resident onion and garlic chopper, you'll appreciate these simple tips for quickly and efficiently removing lingering odours from your hands.

1. Salt and Lemon Scrub. Break down odour-causing molecules by rubbing your hands with a mixture of coarse salt and lemon juice for about 30 seconds. Rinse, then wash with warm water and soap.

2. Stainless Steel Swipe. Neutralize strong smells by rubbing your hands on the inside of your stainless-steel sink under cold running water for about a minute.

3. Toothpaste Cleanse. Massage plain white toothpaste into damp hands like hand soap. Wash and rinse thoroughly for a minty-fresh clean.

Second Look

In a competitive real estate market, buyers often feel pressure to move quickly when they find a home they like. Since purchasing a home is likely the biggest financial decision most people will ever make, arranging for a second viewing can be a wise and worthwhile step before submitting an offer. Here are some reasons why taking another look at a property may be beneficial.

- A second visit allows buyers to move beyond first impressions, which are often influenced by décor, staging, or just the sheer excitement of the moment.
- A second visit allows for some second opinions, which is why many buyers choose to bring along a trusted friend, contractor, or family member for another perspective.
- A follow-up viewing also allows buyers to evaluate the home more carefully and notice details they may not have noticed the first time. It can be particularly helpful for assessing practical considerations such as the condition of flooring and windows, room sizes, storage spaces, traffic patterns, parking, and the amount of natural light at different times of the day.

- Revisiting the property can also help buyers better envision how the home will function for their daily routines, future plans, and long-term lifestyle needs.

That said, timing matters. In a fast-moving market, waiting too long for a second viewing could result in missing out on the property altogether. Buyers should consult with their real estate sales representative to gauge market conditions and determine whether arranging another visit is practical before submitting an offer.

Quote of the Month:

"You know your children are growing up when they stop asking you where they came from and refuse to tell you where they're going"

~

P.J. O'Rourke

Surprise! Now What?

Buying a home is an exciting process, with a long list of tasks to complete before the transaction closes. One of the most important steps is arranging for a professional home inspection before making a firm commitment to purchase. But what happens if the inspection unearths unexpected flaws? Here are four common options available to buyers.

1. Request Repairs from the Seller. Depending on the nature and extent of issues identified, buyers may ask the seller to complete certain repairs before the sale is finalized.

2. Renegotiate the Terms of the Agreement. If the inspection reveals significant concerns, buyers may choose to renegotiate the purchase price or request a credit to help offset the cost of necessary repairs or renovations.

3. Purchase the Property As-Is. In some situations, buyers may decide to proceed with the purchase despite the issues identified. Properties sold "as-is" are typically offered with the understanding that the buyer accepts responsibility for any existing concerns.

4. Walk Away from the Purchase. If the inspection uncovers major structural, plumbing, electrical, or other costly problems, buyers who included a home inspection condition in their offer may have the option to withdraw from the agreement and avoid taking on unexpected expenses.

A home inspection is designed to provide buyers with valuable information before completing one of life's largest investments. Understanding the available options can help buyers make informed decisions with greater confidence and peace of mind.

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Home Cooking: **Peach Cobbler**

FILLING
- *8 fresh peaches, peeled, pitted, cut into chunks*
- *¼ c. brown sugar*
- *1/2 tsp. ground cinnamon*
- *1/8 tsp. ground nutmeg*
- *1 tsp. fresh lemon juice*
- *1 Tbsp. cornstarch*

TOPPING
- *1 c. all-purpose flour*
- *¼ c. white sugar*
- *¼ c. brown sugar*
- *1 tsp. baking powder*
- *½ tsp. salt*
- *8 Tbsp. unsalted butter, cold & diced*
- *¼ c. boiling water*
- *4 Tbsp. white sugar*
- *1½ tsp. ground cinnamon*

INSTRUCTIONS:
1. Pre-heat oven to 425°.
2. In a large bowl, toss all filling ingredients together, then transfer into a 2 to 3-quart baking dish. Bake for 10 minutes.
3. In another bowl, create cobbler topping. Combine flour, ¼ c. white sugar, ¼ c. brown sugar, baking powder and salt. Cut in the butter using a pastry cutter or your fingers until the mixture resembles course crumbs. Stir in the water until mixture is combined.
4. Remove peaches from oven, then drop dollops of topping evenly over the fruit.
5. Combine 4 tablespoons white sugar with 1½ teaspoons ground cinnamon, and sprinkle over entire topping.
6. Bake for approximately 30 minutes, or until top is golden and filling is bubbling.

Broker's Corner

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Your referrals are always appreciated.

Thank you for your trust and confidence.

~

Margaret & Sarah

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Notes: