

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

End-of-Year Sale

Looking for a motivated buyer for your home this fall or winter? They could be out there looking for you!

While spring typically brings the most listings, buyers shopping later in the year are often more driven. Whether they're relocating for work or simply hoping to settle in before the holidays, many are determined to find the right home and close before the end of the year.

Selling in the fall or winter months often means less competition. With fewer homes on the market, your property can stand out more in online searches and buyer alerts, giving it greater visibility among serious buyers.

To make the best impression, prepare your home with the season in mind.

1. Invite the Light. As the days grow shorter, open window coverings to

maximize natural light, and turn on lamps before showings to create a warm, welcoming atmosphere.

2. Clear the Way. Keep walkways, driveways, and steps free of clutter and fallen leaves. A clean, safe entrance creates a positive first impression.

3. Embrace the Season. Add subtle seasonal touches, such as a fresh doormat, a door wreath, cozy throws, and decorative pillows in warm colours. A light scent of cinnamon or cloves can make your home smell inviting, too.

Another advantage of buying or selling at this time of year is greater scheduling flexibility. Lenders, lawyers, appraisers, inspectors, movers, and real estate professionals may have more availability to help keep your transaction moving smoothly.

Welcome to your October newsletter!

As the vibrant fall colours arrive and the days grow cooler, it's a wonderful time to plan ahead to the months to come. If a move is on your horizon, let's connect before the holiday rush to review the latest neighbourhood market updates and help you plan your next steps with confidence.

ROYAL LEPAGE STATE REALTY
Brokerage
115 #8 Hwy
Stoney Creek, ON L8G1C1



MARKET UPDATE - HAMILTON & BURLINGTON

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

New Listings

	Hamilton	Burlington
2026	839	276
2025 (% Change)	-18.9%	-6.4%

Sales Activity

	Hamilton	Burlington
2026	381	163
2025 (% Change)	-18.9%	-14.2%

Days on Market

	Hamilton	Burlington
2026	43.0	41.0
2025 (% Change)	16.2%	5.2%



All Residential

	Hamilton	Burlington
(Average Price)	\$738,025	\$1,047,064



Single Family

	Hamilton	Burlington
(Average Price)	\$817,086	\$1,414,631



Townhouse/Condo

	Hamilton	Burlington
(Average Price)	\$536,309	\$683,979

Ready to Get Moving?



Purging and organizing your belongings for a move is an important step. But when it comes to the actual packing process, having the right supplies on hand can make transporting your possessions safer, smoother, and more organized. Before you begin packing, make sure you have these moving essentials ready.

- **Moving boxes in different sizes.** While you can find moving box calculators online, a general rule of thumb is to allow approximately four to eleven small or medium boxes and a couple of large boxes per room, plus one wardrobe box per every two feet of closet space. Specialty boxes with built-in dividers

are also available for fragile china and glassware. Before buying extra boxes, fill any empty suitcases, laundry baskets, and hampers you already have at home.

- **Packing paper.** Newspaper was once the go-to wrapping material, but since fewer households receive a daily paper, you'll likely need to purchase at least one large bundle of wrapping paper to protect fragile items.

- **Packing tape and a tape gun.** Choose high-quality, two-inch-wide packing tape to keep boxes securely sealed.

- **Permanent markers.** Label every box clearly with its contents and destination room. Keep a few markers on hand—

they have a habit of disappearing when you need them most.

- **Bubble wrap.** Protect mirrors, artwork, televisions, electronics, and other fragile items with plenty of bubble wrap.

Having the right supplies on hand can make transporting your possessions safer, smoother and more organized.

- **Mattress bags.** Keep mattresses clean and dry during the move by placing them in specially sized protective bags.

- **Box cutters.** What gets taped up will need to get opened up at the other end of the move, so pack a couple of box cutters separately so they're easy to find when it's time to unpack.

- **A moving truck.** Talk to movers early to compare quotes, book your moving date, and determine the appropriate truck size and necessary manpower.

A little preparation goes a long way. Having the right supplies beforehand will help to protect your belongings, pack more efficiently, and make moving out of your old home and into your new one smoother and easier.

Today's Homeowner Tip: What a Crock!

Fall is the perfect time to bring out the crockpot for hearty stews, soups, and some creative seasonal uses like these!

1. **Candy Apples.** Melt unwrapped soft caramel candies in your crockpot along with two tablespoons of water, heat and stir until smooth, then dip clean, dry apples (with popsicle sticks inserted) into the caramel. Place on parchment paper to cool.

2. **Homemade Applesauce.** Apples are in abundance at this time of year, so why not make some homemade applesauce? Simply peel, core, and slice the apples, cook in the crockpot until tender, then mash or blend to your preferred consistency.

3. **Seasonal Potpourri.** Fill your home with the scents of fall by simmering water with orange peels, cinnamon sticks, cloves, and a splash of vanilla for a warm, inviting aroma.



Inspecting the Inspector

One of the most common conditions buyers include before finalizing the purchase of a home is having it inspected by a licensed home inspector. But how do you know if you’ve chosen a good one? Here are a few things to look for.

• **Experience with your type of home.**

Look for an inspector familiar with inspecting homes similar in age, style, and construction to the one you’re interested in buying. Older homes, for example, often require knowledge of issues that may not be found in newer properties. The same goes for houses versus condos, and urban versus rural properties.

• **Proper credentials and a positive reputation.** Choose an inspector who belongs to a recognized professional association and has a solid reputation. Check online reviews for consistently positive feedback from past clients.

• **A thorough assessment.** A quality inspection should cover all major systems of the property, from the roof to the foundation. Ask exactly what will be inspected, including the plumbing, electrical, heating and cooling systems,



insulation, windows, doors, and attic.

• **A detailed, easy-to-understand report.**

You should expect an organized, well-written report that clearly explains any issues, distinguishes between routine maintenance items and more significant concerns, and includes photographs where appropriate.

Remember, no home is perfect, and every inspection is likely to uncover some issues. The goal is to understand the home’s condition and to identify any repairs or maintenance that may be necessary now or be on the horizon.

Quote of the Month:

*“Anyone who thinks
fallen leaves are
dead has never
watched them
dancing on a
windy day.”*

~

Shira Tamir



Preserve the Pumpkins, Protect the Wildlife

Pumpkins are plentiful at this time of year, making pumpkin carving a fun and affordable family activity. Here are some tips to keep your jack-o’-lantern looking fresh longer while keeping local wildlife safe.

1. Pick Your Pumpkin. Select a pumpkin that’s firm, has a smooth, even surface, feels heavy for its size,

and has a sturdy green stem. Avoid pumpkins with cuts, bruises, or soft spots.

2. Carve Your Pumpkin. Before carving, wash and dry the pumpkin to remove dirt and bacteria. Instead of cutting a lid in the top, consider cutting an opening in the back or bottom. It makes placing a candle or light inside

much easier once the pumpkin is carved. And don’t throw away the seeds! Scoop them out, rinse and pat them dry, toss with a little olive oil, and roast until they’re golden and crispy.

3. Protect Your Pumpkin—and Keep Wildlife Safe. To help prevent your carved masterpiece from drying out, lightly coat the cut edges with a thin layer of vegetable oil to seal in moisture. Discourage squirrels treating your jack-o’-lantern like an all-you-can-eat buffet by sprinkling a little cayenne pepper around the carved areas or brushing hot sauce on the outside of the pumpkin.

When Halloween is over, compost your pumpkin or, after removing any candle and wax and ensuring it’s free of paint, glitter, and other decorations, rinse off any hot pepper deterrents and place it in your garden for local wildlife to enjoy.





Home Cooking: **Colourful Maple Gratin**

INGREDIENTS:

- | | |
|--|----------------------------------|
| • 2 large beets, peeled | dried thyme) |
| • 2 potatoes, peeled | • 1/2 tsp salt |
| • 2 orange sweet potatoes, peeled | • 1/4 tsp black pepper |
| • 4 Tbsp butter, divided | • 1 1/4 cups shredded Gruyere or |
| • 1 1/2 tbsp maple syrup | Swiss cheese |
| • 1 tsp fresh thyme leaves (or 1/2 tsp | • 1/2 cup shallots, chopped |

INSTRUCTIONS:

1. Heat oven to 375°F. Butter a baking dish.
2. Slice beets, white potatoes, and sweet potatoes thinly and evenly.
3. In a small pot, melt 3 tablespoons of butter, then stir in maple syrup, thyme, salt, and pepper.
4. Toss beet slices with a spoonful of the butter mix.
5. In the dish, make 3 rows: beets on one side, orange potatoes in the middle, white potatoes on the other side.
6. Sprinkle cheese over and between the slices. Drizzle the rest of the butter mixture on top.
7. Cover with foil. Bake 50 minutes.
8. In the meantime, in a small pan, melt remaining tablespoon of butter and fry chopped shallots until crispy. Set aside.
9. 8. Remove the dish from the oven, remove the foil, and bake 15–20 minutes more, until the vegetables are cooked, and the edges are browned.
10. Sprinkle crispy shallots on top and let dish sit for 10 minutes before serving.

The information and opinions contained in this newsletter are obtained from sources believed to be reliable, but no warranties or representations of any kind are made with respect to the accuracy of such information. The publishers assume no responsibility for any damages resulting from the use of the published information. This newsletter is provided with the understanding that it does not render legal, accounting, or other professional advice. Not intended to solicit currently listed properties or buyers under contract. Whole or partial reproduction of this newsletter is forbidden without the written permission of the publisher. ©Jumptools® 2026, Phone: 1.866.315.0142

Broker's Corner



MARGARET BERLO
Broker

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

SARAH GIGLIA
Broker

905-730-3480
soldbysarahgiglia@gmail.com

www.motherdaughterteamsells.com

*Your referrals
are always
appreciated.*

*Thank you for
your trust and
confidence.*

~
Margaret & Sarah



Notes:
