NOVEMBER 2026

SALT LAKE CITY · NORTH SALT LAKE · FARMINGTON

THE HOME

magazine

TOO MUCH HOUSE?

Take the downsizing quiz and see where you stand

FREE downsizing guide

What to do now, and what can wait

ONE CLOSET.

Not the whole house. Start here.

Having **THE TALK**

at Thanksgiving, without the fight

Buy & sell

at the same time, without the scramble

ASH & ACE

Their favorite pup outings

REAL ESTATE, EXPLAINED PLAINLY

Less house. More life.

DELIA BAYNA

eXp REALTY | LUXURY

801-824-6385

DELIABAYNA.COM

A NOTE FROM DELIA

Same idea, more room.

Since summer, you have gotten THE HOME report from me once a month. This is the new version. Same idea, more room.

I taught school for 18 years before I sold real estate. I still think like a teacher. You get the facts first, in plain words. Then I tell you what I would do and why, and I keep telling you.

This month is about the people around your table. How to talk about the house without a fight. Where to go this holiday season, close to home. There is also a free class on Zoom every month if you want to learn more.

Turn the page. Take your time.

Delia



DELIA BAYNA

Delia Bayna, REALTOR®, SRES®, ABR®

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PHOTO: DELIA BAYNA · MOUNT TIMPANOGOS FROM OREM

Salt Lake County going into winter

Here is what is actually happening.

That is a calm market, not a falling one.

DELIA BAYNA

$556,000 middle sale price (up from $550,000 the month before). **846** homes sold (down from 967). **42** days for the typical home to sell (40 the month before).

Salt Lake County homes sold Sept 21 to Oct 21, 2026, compared with Aug 21 to Sept 20. Source: utahrealestate.com, pulled Oct 21, 2026.

What it means for you: prices held steady. Fewer homes sold, and the ones that did took about the same time.

What I would do: if a move is on your mind for spring, winter is planning season. Find out what your home is worth now, so spring is not a scramble.



Having the talk at Thanksgiving

For grown children, and the parents who know they are worried.

If they say "not yet," that is an answer. You opened the door, and that counts.

DELIA BAYNA

From the outside, it looks simple. The house is too big. The stairs are hard. So why won't Mom or Dad move? From the inside, it is the house where they raised you. Every room has you in it. Moving can feel like agreeing a part of life is over.

This is the part most people miss: it is their house and their decision. Your job is to help them think it through, not to make the call.

How to start. Pick a quiet moment, a walk after dinner or doing the dishes, one on one. Start with a question, not a plan: "How is the house feeling these days?" Then stop talking. Let the quiet sit. Silence is them thinking.

What to skip. Printouts of condos. A deadline. Talking about what the house is worth before they ask.

If they say "not yet," thank them. Bring it up again in a few months. Want help planning it? Call or text me, 801-824-6385.



One closet. Not the whole house.

You do not have to face the whole house. Just one closet.

One closet, start to finish, in one afternoon.

DELIA BAYNA

Pick the closet you open least. Take everything out. Make three piles: keep, give, let go. Put the keep pile back. Drop the give pile off this week.

That's it. One closet, start to finish, in one afternoon.

Want my room by room checklist? Text me at 801-824-6385 and I will send you my Downsizer's Guide.

The three piles

1	2	3
KEEP	**GIVE**	**LET GO**
It goes back in the closet.	*Drop it off this week.*	*Out of the house for good.*

FREE CLASSES

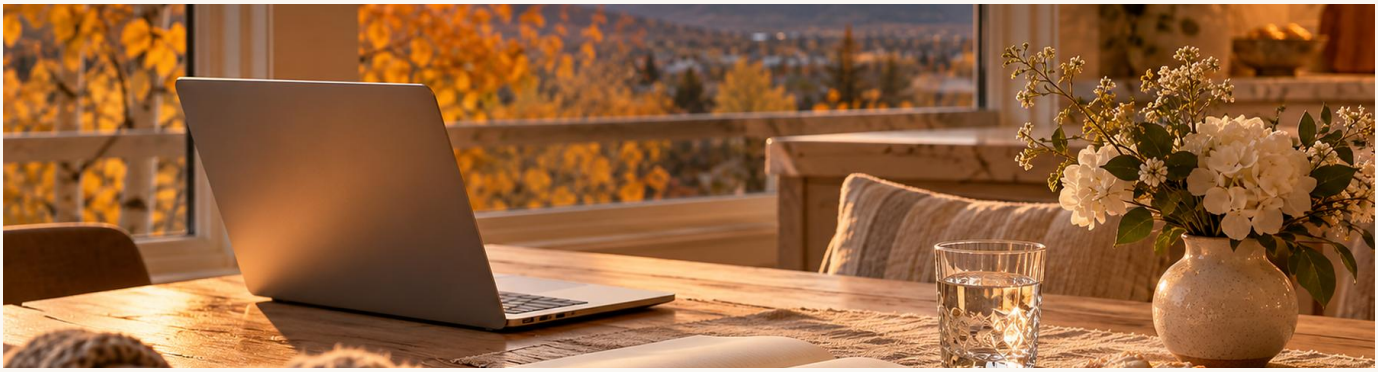
One free class a month

On Zoom, the second Wednesday of every month, 7:00 to 8:00 PM.

One hour, plain language, all free.

Wednesday, Dec 9: Buying Smarts. Financing, what you can really afford, and how to make an offer that wins without overpaying.

Wednesday, Jan 13: Selling Smarts. A clear plan for selling the family home: getting it ready, pricing it, and mapping the move.



YOUR FREE NEIGHBORHOOD CALENDAR

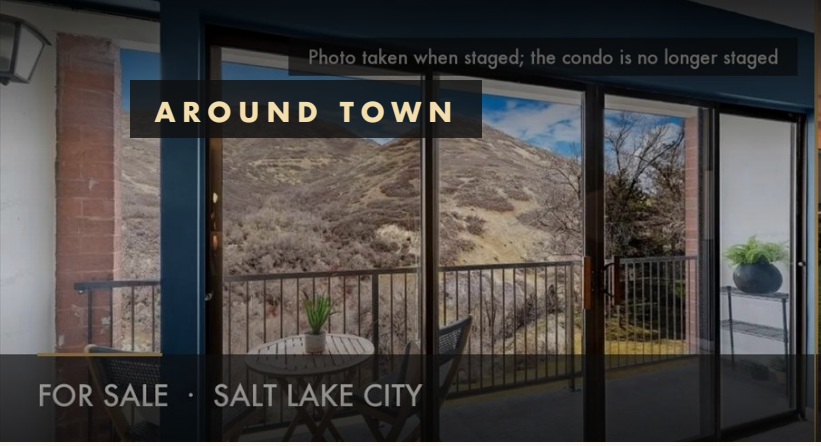
Never miss a good weekend again

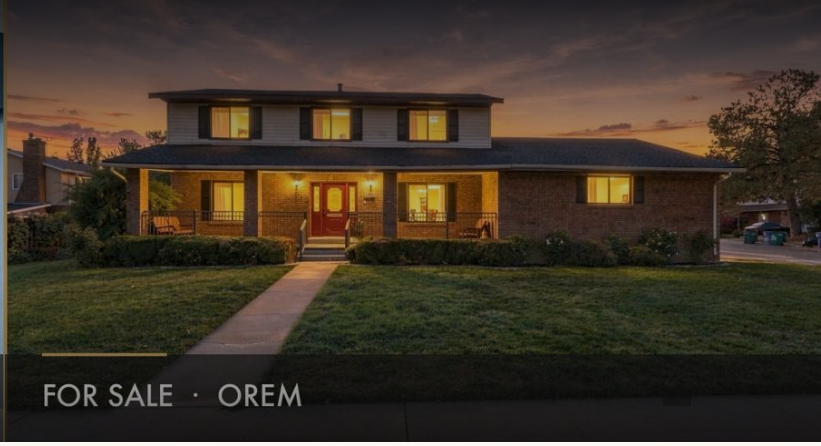
- Holiday lights, markets and concerts
- Pup-friendly outings
- My free classes and open houses

Free. New events show up on your phone by themselves.

deliabayna.com/calendar

Save your seat **deliabayna.com/classes**





The holidays around town

Worth leaving the house for, close to home.

Every holiday event, sorted by day, at deliabayna.com/utah

CHECK TIMES WITH EACH PLACE BEFORE YOU GO

A home in Orem, a condo in Salt Lake City, then the best of the holidays close to home.

My listings: For Sale

324 S 1000 E, Orem · 5-bed home, $675,000

850 S Donner Way #505, Salt Lake City · 3-bed condo, $599,000

Salt Lake City

Nov 26 · Cold Turkey Run · starts near the State Capitol · 9:00 AM

Nov 28-29 · Utah Symphony Messiah Sing-In · Abravanel Hall · 7:30 PM

Dec 2-5 · Christkindlmarkt SLC · This Is The Place Heritage Park · 11 AM-8 PM

Dec 4-6, 10-12 · Ballet West: The Nutcracker · Capitol Theatre · 7:00 PM

Dec 5-6 · Holiday Open House and Art Fair · Red Butte Garden · 9 AM-5 PM · Free

Dec 11-17 · Candlelight Christmas · This Is The Place Heritage Park · 5-9 PM

Farmington and North Salt Lake

Nov 30 · Winter Lights Fest · North Salt Lake City Hall · 6:00 PM · Free

With the grandkids

Dec 4-19 · Breakfast with Santa · Gardner Village · Fridays and Saturdays

Dec 19 · Here Comes Santa Claus! · Abravanel Hall · 11 AM

Every holiday event: deliabayna.com/utah



PHOTO: DELIA BAYNA

Ash and Ace's November

Hi, it's Ash and Ace, Delia's pups.
Here is where we would go this month.

Our pick: Dela's Doggy Desserts.
Our favorite birthday treats.

ASH AND ACE

Thu, Nov 26 · 9:00 AM
Thanksgiving Day 5K, with a pup area
Cottonwood Heights Rec Center

Starting Sat, Nov 28
Ogden Christmas Village
Leashed pups welcome · Free

Any cold day
Bass Pro Shops, Farmington
Leashed pups can walk the aisles

Moving with a pup?

Delia checks three things before you fall for a house:

1. The pet rules. HOAs and condos can limit how many, how big, or which breeds.

2. The yard. Fenced? How tall? Can you add one?

3. The walk. How close is a park or trail that welcomes pups?

More pup outings: deliabayna.com/pups



Buy and sell at the same time

"What if I sell my house and have nowhere to go?"

Each one trades one worry for another. Your job is to pick the worry you can live with.

DELIA BAYNA

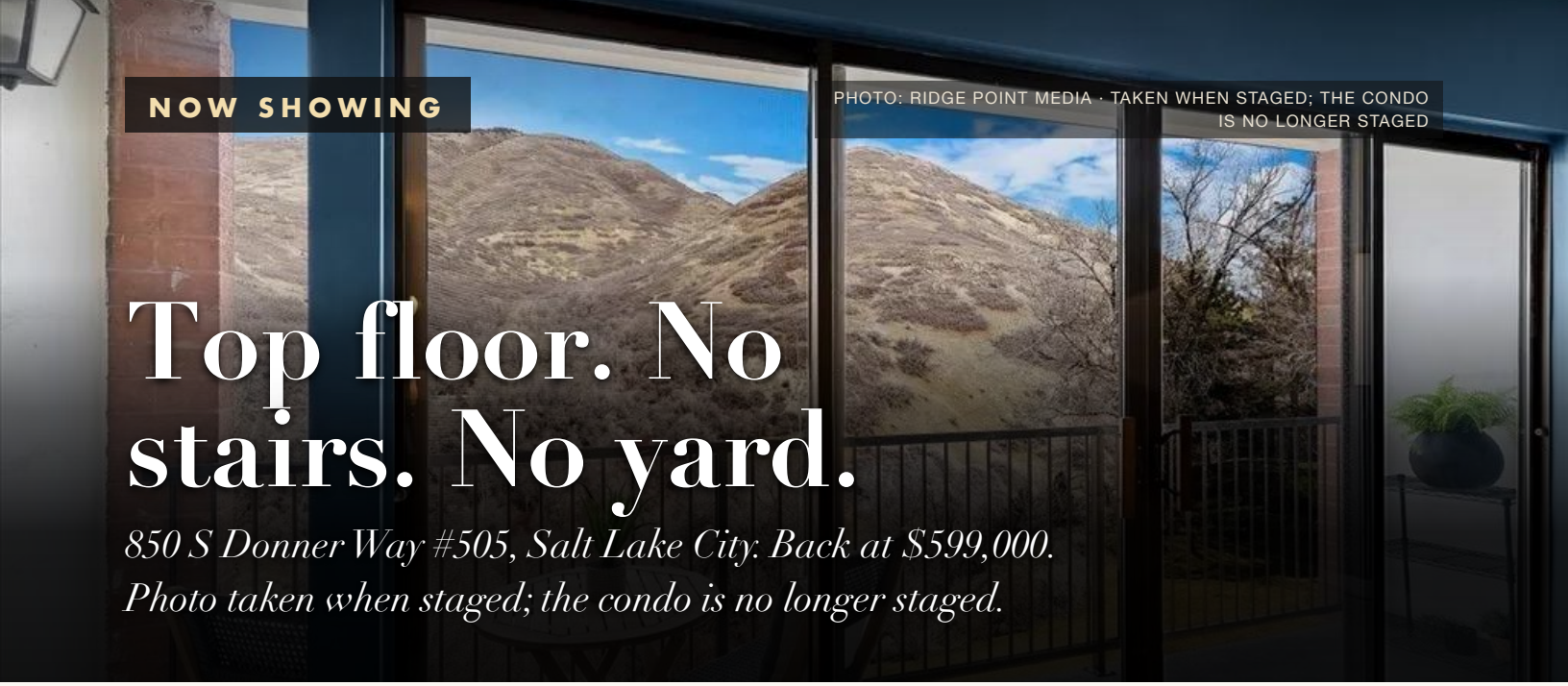
I hear this more than any other question. If it keeps you up at night, you are in good company. There are three ways to do it.

Sell first, then buy. You know exactly how much money you have before you shop. The hard part is the in-between.

Buy first, then sell. You move once, on your own schedule. It takes a lender's yes first, so talk to one before you pick this path.

Line them up together. One move, careful timing. It can feel tight, and it is my job to keep the dates lined up.

I will walk you through all three at my free Selling Smarts class on Zoom, Wednesday, January 13.



NOW SHOWING

PHOTO: RIDGE POINT MEDIA · TAKEN WHEN STAGED; THE CONDO IS NO LONGER STAGED

Top floor. No stairs. No yard.

850 S Donner Way #505, Salt Lake City. Back at $599,000.
Photo taken when staged; the condo is no longer staged.

Emigration Canyon out the windows, and nobody lives above you.

DONNER CREST, EAST BENCH

This top-floor condo at Donner Crest sits all on one level. Ride the elevator up from two covered parking spaces with an EV charger. No stairs, no yard, no snow to shovel.

Three bedrooms give you room for guests, an office, or a hobby. A wood-burning fireplace warms the living room, and the covered balcony looks out to the mountains.

The $1,000 HOA covers water, sewer, trash, cable, snow removal, building insurance, and earthquake coverage. A transferable home warranty runs through May 2027.

Minutes from the U of U, Red Butte Garden, Research Park, and downtown, with trails steps from the door.

Now for sale at $599,000. Questions? Call or text 801-824-6385.

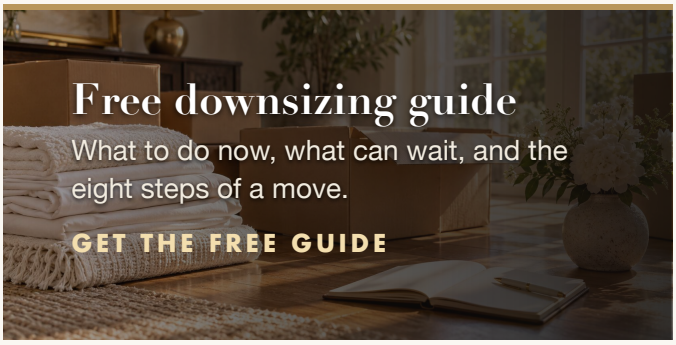
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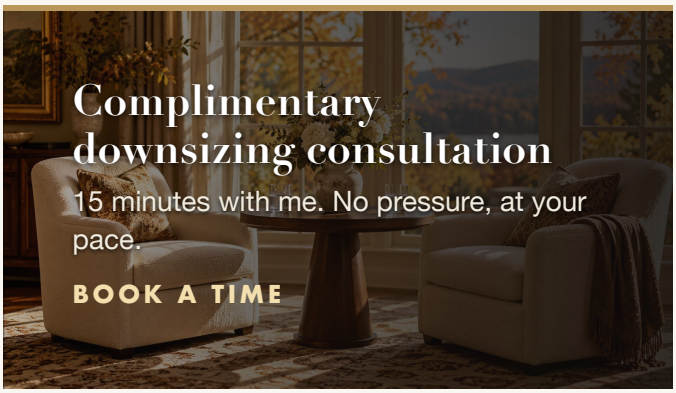
Free ways to start, whenever you're ready.

"I have bought and sold dozens of properties over my life and Delia was a delight. She was professional, on top of everything and a fantastic negotiator." Greg W.

Pick the one that fits where you are today. None of them commits you to anything.









Rather talk? Call or text me: 801-824-6385 **801-824-6385**

THE HOME

November 2026



ONE OF MY LISTINGS · 324 S 1000 E, OREM

Let's talk about your next chapter. Every client hears from me every Friday. You will never wonder where your house stands.

Delia Bayna, REALTOR®, SRES®, ABR®

EXP REALTY | LUXURY

801-824-6385

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deliabayna.com

SALT LAKE CITY · NORTH SALT LAKE · FARMINGTON

Book your complimentary downsizing consultation

calendly.com/delia-baynaholdings/real-estate-planning-session

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