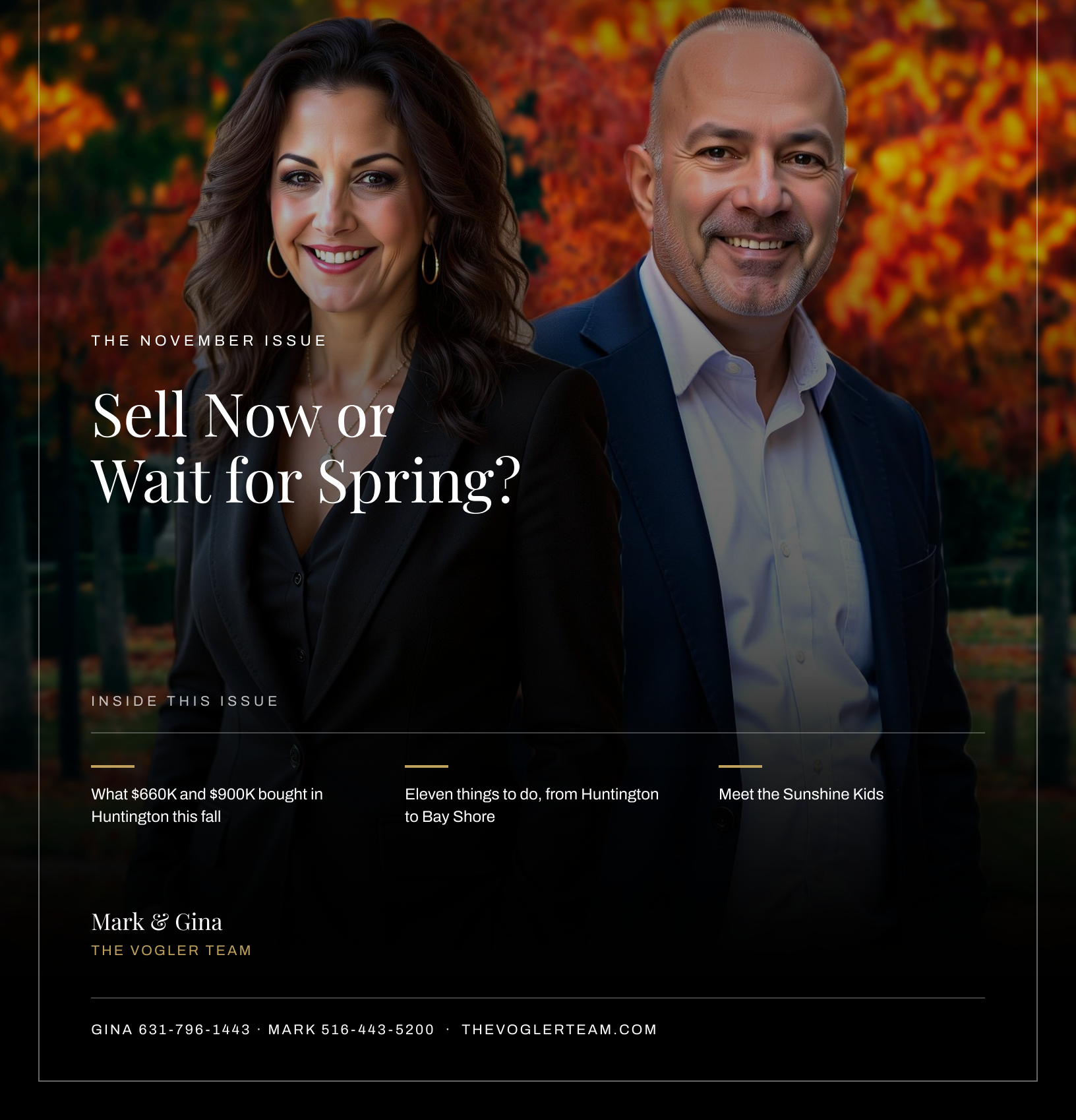
# Keys to Long Island

REAL ESTATE. LOCAL LIVING. COMMUNITY. ALL THINGS LONG ISLAND.

NOVEMBER 2026 · NASSAU · SUFFOLK · QUEENS



THE NOVEMBER ISSUE

## Sell Now or Wait for Spring?

INSIDE THIS ISSUE

What $660K and $900K bought in Huntington this fall

Eleven things to do, from Huntington to Bay Shore

Meet the Sunshine Kids

Mark & Gina
THE VOGLER TEAM

GINA 631-796-1443 · MARK 516-443-5200 · THEVOGLERTEAM.COM

FROM MARK & GINA

# Welcome to the very first issue of Keys to Long Island.

After years of helping people buy, sell and settle into their next chapter, we've learned that the best conversations aren't always about real estate. They're about the neighborhoods we love, the people who make them special and what it really means to call Long Island home.

Every month, we'll share local happenings, a little real estate insight, stories from behind the scenes and causes close to our hearts. We want this to feel like catching up with friends: useful, personal and occasionally good for a laugh.

Have a question, a favorite local business or an event we should feature? We'd love to hear from you.

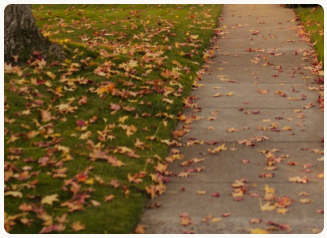
Thanks for being part of our community.

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*Mark & Gina*



GINA DEMAIO



MARK VOGLER

Mark & Gina

THE VOGLER TEAM · MARK VOGLER AND GINA DEMAIO, LICENSED REAL ESTATE SALESPERSONS · BERKSHIRE HATHAWAY HOMESERVICES LAFFEY INTERNATIONAL REALTY · EQUAL HOUSING OPPORTUNITY

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READ IT ONLINE

Every issue lives at thevoglerteam.com, where the links in these pages are live. Questions about anything you read here go straight to Gina 631-796-1443 · Mark 516-443-5200.

# Sell Now or Wait for Spring?

*The calendar matters less than you think. Three other things matter more.*

Every November we hear it. "We're thinking about selling, but we'll wait for spring." Sometimes that is the right call. Often it is just the comfortable one.

Spring usually brings more buyers. It also brings more sellers. Your home goes on the market around the same time as everyone else who waited, and buyers get to compare you against all of them. Winter tends to bring fewer showings and fewer homes to choose from, but many of the people out looking in the cold are not browsing. They have a lease ending, a job starting or a closing date on the house they just sold. They need a place.

That does not mean you should list in December. It means the month is the wrong thing to decide on. We would ask you three questions first.

**Is the house ready?** A home that needs a roof repair, a cleanout and fresh paint is not a November listing. It might be a March listing, if the work starts now. Getting a house ready takes longer than most people expect.

**Where are you going?** If you have not figured out the next place, the timing of the sale is not your real problem. We would rather help you solve that first than rush a sign onto the lawn.

**What does the number need to be?** A house is worth what a buyer will pay for it, in any season. We will tell you that number plainly, even when it is lower than you hoped. An inflated price tends to sit, whatever the season.

So our answer is this. If the house is ready and you know where you are going, do not wait for the calendar. If it is not ready, use the winter to get it there, and start now. If spring is your goal, a conversation in November gives you time to get ready.

### 1
### Is the house ready?
If not, winter is for getting it there. Start the work now.

### 2
### Where are you going?
Settle the next place first. Then the timing gets easy.

### 3
### What does the number need to be?
A house is worth what a buyer will pay, in any season.

Thinking about your own timing? Talk it through with us. **thevoglerteam.com**

BY THE NUMBERS

# What Your Money Buys in Huntington

*The typical home that sold this fall at two price points, side by side.*

THE TYPICAL HOME AROUND

## $660,000

| | |
|---|---|
| BEDROOMS | 3 |
| FULL BATHS | 1 or 2 |
| SIZE | 1,496 sq ft |
| LOT | 0.18 acre |
| TIME TO SELL | 27 days |

THE TYPICAL HOME AROUND

## $900,000

| | |
|---|---|
| BEDROOMS | 4 |
| FULL BATHS | 2 or more |
| SIZE | 2,200 sq ft |
| LOT | 0.25 acre |
| TIME TO SELL | 19 days |

> For about $240,000 more, the typical Huntington buyer got one more bedroom, about 700 more square feet and a bigger lot.

HOW WE GOT THESE NUMBERS

We looked at every single-family home that sold in Huntington from July 31 to October 29, 2026, in two price ranges: $600,000 to $700,000 (13 homes) and $850,000 to $1 million (21 homes). Typical means the middle home in each group. Source: OneKey MLS, pulled October 29, 2026. Believed accurate but not warranted.

Want these numbers for your town? Call or text us. **thevoglerteam.com**

MARK'S LIST

# Five Things to Do Before Winter

*Mark spent 30 years building and selling houses before he became a Realtor. This is what he would check on yours.*



MARK VOGLER

> Thirty years of building and selling houses teaches you where the expensive problems start. Most of them start small.

## 01 Clean the gutters after the last leaves drop

Clogged gutters send water behind the trim and down the foundation wall. It is the cheapest job on this list and the one that can cause the biggest repair bills when it gets skipped.

## 02 Get the heating system serviced now

A tune-up in November is an appointment. The same call in January can be an emergency. And if you sell, a buyer's inspector may ask for the service record.

## 03 Watch for signs of a roof leak

After a hard rain, look for ceiling stains, dampness or a musty smell near the attic. If you notice any, have a qualified professional check for leaks. Do not climb into an unsafe attic or onto the roof. A leak caught now is usually a smaller repair than one a buyer's inspector finds later.

## 04 Shut off and drain the outside faucets

A frozen outdoor faucet can split a pipe inside the wall, and you may not know until it thaws. It is a quick job, and worth doing before the first hard freeze.

## 05 Photograph the yard before it goes bare

If there is any chance you sell in the next year, take pictures of the outside now. Nobody can make a February lawn look like October.

Questions about your own house? Call Mark: 516-443-5200 thevoglerteam.com

# November in Huntington and Northport

*Six things worth leaving the house for. We confirmed each date on the organizer's own page. Details can change, so check before you go.*

THU 12 NOV

## Crafts & Cocktails: Corn Husk Figures

6:30 pm at The Whaling Museum, 301 Main St, Cold Spring Harbor. A fall craft and a drink, for adults. $35, members $25. cshwhalingmuseum.org

OPENS 12 NOV

## How the Grinch Stole Christmas! The Musical

John W. Engeman Theater, 250 Main St, Northport. Runs through December 27. Showtimes vary. Box office 631-261-2900.

SUN 15 NOV

## Pickle Party

1 pm and 3 pm at The Whaling Museum, Cold Spring Harbor. Learn how pickling works, taste a few, and take home a jar you made. $15 plus admission, members $10.

WED 18 NOV

## Beyond the Book: Gales of November

6:30 pm at The Whaling Museum, Cold Spring Harbor. A book talk on the 1975 sinking of the Edmund Fitzgerald. $15. Free for museum members and patrons of the Cold Spring Harbor, Huntington and South Huntington libraries.

FRI 27 NOV

## Northport Village Tree Lighting

7 pm at Northport Village Park, 63 Bayview Ave. Details at northportny.com

SAT 28 NOV

## Huntington Holiday Parade

Huntington Village. One of the biggest nights of the season on Long Island. Start time to be announced at huntingtonny.gov.

Have an event for next month? thevoglerteam@bhhslaffey.com **thevoglerteam.com**

# November in Babylon and Bay Shore

*Five more, on the South Shore. We confirmed each date on the organizer's own page. Details can change, so check before you go.*

SAT 14 NOV

## Santa Paws Pet Photos

10 am to 2 pm at the Nathaniel Conklin House, 280 Deer Park Ave, Babylon. Holiday photos for your pet at the historic house. villageofbabylonny.gov

SAT 21 NOV

## Story Songs of the 70s

8 pm at the YMCA Boulton Center, 37 West Main St, Bay Shore. The songs of Gordon Lightfoot, Harry Chapin and Cat Stevens. $40. boultoncenter.org

SAT 28 NOV

## Last Child: The Ultimate Aerosmith Tribute

8 pm at the YMCA Boulton Center, 37 West Main St, Bay Shore. Thanksgiving weekend, loud. $50 to $55. boultoncenter.org

SUN 29 NOV

## South Shore Winter Farmers Market

11 am to 3 pm at Great South Bay Brewery, 25 Drexel Dr, Bay Shore. Run by Long Island Farmers Markets on selected Sundays through February.

SUN 6 DEC

## Tree Lighting at Argyle Park

4 pm in Babylon Village. Free and open to all. The Wassail Bowl is that same afternoon at the Babylon Historical Society.

PAGE 9 TURKEY TROTS

## Run Before the Bird

Three turkey trots in Lindenhurst, Huntington and Islip. Dates, start lines and who each one helps are on the next page.

Have an event for next month? thevoglerteam@bhhslaffey.com thevoglerteam.com



# Run Before the Bird

*Three towns, three turkey trots, and three good reasons to set an alarm.*

## Before the turkey hits the table, you've already done something good.

MARK & GINA

There are two kinds of people on Thanksgiving morning. The ones still in pajamas, and the ones standing at a starting line in the cold wondering whose idea this was.

The season starts early in Lindenhurst. On Saturday, November 14, the Turkey Trot 5K leaves from the middle school on South Wellwood Avenue at 9 am, with a free fun run for kids half an hour before. Entry fees go to the William Rall PTA.

Thanksgiving morning itself belongs to two races. In Huntington, the Thanks4Giving 4 Miler starts at the American Legion Hall on Mill Dam Road at 9 am. It raises money for the Townwide Fund of Huntington and the charities it supports. On the South Shore, the Great South Bay 5K Turkey Trot steps off in Islip at the same hour, sponsored by the Islip Fire Department.

None of them care how fast you are. All three are run and walk events.

You sign up ahead of time, you show up, and before the turkey hits the table you've already done something good for a school, a town fund or a firehouse. Then you go home and eat like you earned it.

SAT, NOV 14 · 9 AM
Lindenhurst Turkey Trot 5K

THU, NOV 26 · 9 AM
Thanks4Giving 4 Miler, Huntington

THU, NOV 26 · 9 AM
Great South Bay 5K, Islip

FROM OUR FILES

# The Deal That Almost Died

*A signed contract fell apart over something the seller never saw coming. This is what saved it.*

The contract was signed and everyone thought the hard part was over. Then the call came. The buyer could not get the mortgage.

The buyer had a pre-approval from an outside lender we did not know. It did not hold up. On paper the buyer was approved. In real life the loan was never going to close.

This is the moment sellers dread, and with good reason. The house goes back on the market, buyers wonder what was wrong with it, and the next offer can come in lower.

That is not what happened here. We had stayed in touch with the other buyers and their agents. So when the first deal died, we went straight back to them. One came in higher than the offer that fell through.

This time the buyer worked with a lender we trust. It took a few weeks longer than the seller had planned. It closed. The seller made more than the first deal would have paid, and is now retired in Florida.

Two lessons came out of that sale, and we have used them ever since.

**A pre-approval is only as good as the lender behind it.** We give our buyers a short list of two or three lenders we have seen close on time. And when a seller is choosing between offers, we look hard at who is lending the money, not only at the price.

**Keep the lines open with the second buyer.** The best offer on paper is not always the one that reaches the closing table. A backup buyer gives a seller options if the first deal falls apart.



WHAT SAVED THE DEAL

1. The financing falls through
2. We call the other buyers
3. A stronger offer comes in
4. It closes

> Worried about a sale falling through? Call us first. thevoglerteam.com

IN THEIR WORDS

# What a Builder Sees

*A first-time buyer on walking through houses with Mark.*

“

## Mark's experience in construction/contracting is always a big help because he can see things most home buyers won't, and bring it to your attention.

S. PALMA, N. BABYLON, FIRST-TIME HOME BUYER

With more than 30 years of construction experience, Mark sees things most buyers would never notice. And sometimes, the best advice we can give a client is to walk away.



MARK VOGLER

Want Mark to walk a house with you? Call 516-443-5200 thevoglerteam.com

# Tired of Losing Bids?

*The fix usually happens before you ever walk into a house.*

If you have lost two or three houses this year, you know the feeling. You found it, you pictured the furniture, you offered what you thought was strong, and somebody else got it.

Most buyers respond by looking at more houses. We think that is backwards. The groundwork for a strong offer is usually laid before the first showing, so that is where we start. We call it the Plan of Attack.

**First, we sit down.** A real conversation, before any touring. What do you need, what do you only want, and what would you trade for the right location? Buyers who skip this can fall for houses that were never right, and lose weeks on them.

**Second, the money gets settled.** Not a quick online pre-qualification. A full pre-approval from a reputable lender who can show the work has been done. When two offers are close, the seller's agent asks one question: which of these will actually close? You want the answer to be you.

**We do not stop at a pre-approval.** We help our buyers go beyond a basic pre-approval by working with their lender to pursue a fully underwritten mortgage approval whenever possible. This can strengthen their offer, give sellers greater confidence, and potentially shorten the closing timeline. Depending on the lender, property, and remaining conditions, some buyers may be positioned to close in approximately 30 days.

**Third, you learn the rules.** Every buyer gets our guide book, so the first time you hear a term is not the night an offer is due.

**Then we look at houses.** And when we do, Mark is checking the things a buyer does not think to check. That matters when it is time to decide how hard to push, and when to walk away.

None of this guarantees you the house. Nobody can promise that, and you should be careful with anyone who does. What it does is help you put forward a competitive, well-prepared offer.

1
### We sit down
Needs, wants and trade-offs, before any touring.

2
### The money gets settled
A full pre-approval, then underwriting where possible.

3
### You learn the rules
Our buyer guide book, read before offer night.

4
### Then we look at houses
With a builder checking what you cannot see.

> Start with a conversation, not a showing. **thevoglerteam.com**

FROM OUR FILES

# You Don't Have to Clean Out the Whole House First

*The job that stops most downsizers is one you do not have to do alone.*

When people tell us they are not ready to sell, they rarely mean the market. They mean the basement. Thirty years of a life is in that house, and the thought of sorting it is enough to put the whole idea off until next spring. Then the spring after that.

One of our sellers was there. She had lost her husband. She was on her own, the house had to be sold, and every step looked like a mountain.

We did not hand her a to-do list. We sat with her, broke the job into pieces, and helped with each one until the house was ready for buyers. That is the part people do not expect. Helping you make a plan, and connecting you with the right help, is part of how we guide a sale. Mark helps you focus on the repairs that matter most to buyers, so you do not spend money you do not need to.

When the offers came in, Gina laid them out side by side and explained what made each one different. Price is only one line. Who is lending, how fast they can close and what they are asking for all change what an offer is really worth.

Then she chose. Not us. She picked the buyer she wanted to move forward with, and she knew why.

Afterward she told us she could not have done it without the help, because she had been so overwhelmed. We would put it a little differently. She did it. She just did not have to do it alone.

If the cleanout is the thing standing between you and a decision, call us before you touch a single box. You may not need to do nearly as much as you think.



1 **We sit with you**
No to-do list handed over. We make the plan together.

2 **We take it in pieces**
One job at a time, with the right help for each.

3 **You choose**
Every offer laid out side by side. The decision stays yours.

> Call us before you touch a single box. **thevoglerteam.com**

A CAUSE WE CARE ABOUT

# Meet the Sunshine Kids

*For a child in cancer treatment, a week of being just a child is not a small thing.*

A child being treated for cancer spends a lot of time in rooms no child should have to know that well. The Sunshine Kids Foundation exists to get them out of those rooms for a while.

It started in 1982 with Rhoda Tomasco, a volunteer at a Houston hospital, who began organizing group activities to lift the spirits of the children in treatment there. More than forty years later, the foundation runs programs for young cancer patients from hospitals across North America.

There are week-long national trips for teenagers, with medical volunteers from their own hospitals along as chaperones. There are local outings for kids of every age and their families: weekend getaways, art programs, holiday parties and ballgames. And for the children who cannot leave, there are activities brought right into hospitals and clinics.

Every program is free to the families. The foundation runs on donations from people, companies and other foundations.

Our own network, Berkshire Hathaway HomeServices, is a national sponsor and has supported the Sunshine Kids for more than 30 years.




A SUNSHINE KID SHARES HIS STORY AT OUR 2026 SIP & SHOP, CRESCENT BEACH CLUB, BAYVILLE

### OUR ANNUAL SIP & SHOP

Giving back has always been important to us, and The Sunshine Kids Foundation holds a special place in our hearts. Through our annual Sip & Shop fundraiser, we bring together our friends, clients, local businesses and community to raise money for children battling cancer. Knowing that we're helping these kids experience moments of joy, laughter and normalcy during an incredibly difficult time is what makes every bit of effort worthwhile.

> Every program is free to the families. To help, give at **www.sunshinekids.org/donate.html**

ABOUT US

# A Builder and a Hairdresser Walk Into a Listing Appointment

*How we got here, and what you get when you call.*



Mark Vogler and Gina DeMaio, The Vogler Team

Gina spent 22 years as a hairdresser in Southampton, building trust one client at a time. Mark spent 30 years in construction, building houses and selling them. Seven years and about 150 closings ago, we went into real estate together.

A hairdresser learns to listen. A builder sees what is behind the walls. You get both on every deal.

Sellers get our Full Exposure Marketing Method: professional photos and video, a 3D tour, a property website and one coordinated launch. Buyers get the Plan of Attack before the first showing.

And everybody gets the phone answered. Not at 2am. We sleep occasionally. But well into the evening, when most of the worrying happens.

Berkshire Hathaway HomeServices has recognized us with its Chairman's Circle award and ranked us the number 2 small team in New York State for 2026 within its network.

## IN THEIR WORDS

> Gina is nothing short of amazing.
>
> A. DIXON, YAPHANK

> They closed the sale about 2 weeks after it went to market.
>
> D. GREENBURG, EAST NORTHPORT, SELLER

> They are the team you want on your side!
>
> B. HARTE, HUNTINGTON

Client quotes are real, unedited excerpts, shown with initial and town. Chairman's Circle and the 2026 small team ranking are Berkshire Hathaway HomeServices network recognitions, not public or third-party rankings. Mark Vogler, Licensed Real Estate Salesperson. Gina DeMaio, Licensed Real Estate Salesperson. Berkshire Hathaway HomeServices Laffey International Realty. A member of the franchise system of BHH Affiliates, LLC. Each office is independently owned and operated. Equal Housing Opportunity.

Ask us anything. We pick up. **thevoglerteam.com**

# Long Island is more than where we work. It's home.

*Thanks for spending a little time with us.*



THE VOGLER TEAM
ELEVATING SERVICE | EXCEEDING EXPECTATIONS

BERKSHIRE HATHAWAY HOMESERVICES | LAFFEY INTERNATIONAL REALTY

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Elevating Service, Exceeding Expectations. thevoglerteam.com