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RESALE HOMES COLLECTIONS

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Reminiscing on her career in Real Estate, Monica finds it hard to believe it's been 35 years of assisting her clients in "Opening Doors To Their Dreams" as her slogan states!

THE BEST PART, she says, is working with multi-generations of the same family! It's so rewarding to be able to find the perfect first home for a child or grandchild of so many long term clients.

"It becomes a full circle moment when you first meet them sitting in a high chair, and now you are helping them to leave the family nest to start out on their own journey!"

Monica's own journey began when she was in her 20s and in search of a career in Real Estate. It wasn't just a whim. It was a clear cut path she envisioned that had everything to do with a passion for homes and adding her own interior design flare to assist in the process.

She learned by partnering with the best in the business and soon understood what it took to work harder and smarter to fulfill her client's dreams and stand out! She notes it's not as easy as she makes it look, often putting in 12-16 hour never-ending work days! She emphasizes, "It is beyond rewarding when your efforts pay off, and your clients are thrilled with the results!"

As a lifetime resident of the York Region, she set down roots in Aurora for the past 23 years and has enjoyed raising her family in an environment where nature still abounds with trails etched out of the forests, large community parks, great schools and

the best recreation centres and facilities to nurture our youth. With active children growing up, she has endeavoured to sponsor many local sports teams.

While the real estate market ebbs and flows, Monica has remained a constant, reliable source of information and honest guidance, going beyond the scope of traditional services, offering design and renovation assistance to enhance your current home's value when selling or elevating your new home to its full potential to help make her client's house into a special place to call HOME.

She prides herself on her business being mainly derived from her repeat & referral clientele as a testament to her dogged determination to always strive to exceed her client's expectations. This has earned her an elite status among the top-ranking realtors for Royal LePage in Canada.

When the market softens, Monica sticks to what works best in preparing her listings properly to not only increase the value – but this proven strategy enables a quick sale under any circumstance.

This dedication to her craft has earned her the ranking of #3 individual in Ontario and #7 individual in the Country in a declining market. Giving back is also important to Monica. Being a part of Royal LePage's Shelter Foundation, Terry Fox Run, Ride for Cancer and being a generous yearly donor raising over \$140,000 with friends and family for Sick Kids Hospital – a charity near and dear to her heart.

After all these years, her passion still lies in helping others realize their dreams or move on to the next chapter in their lives through Real Estate. She has managed to keep her family even closer by making Real Estate a family affair now! With her husband and stepson in Real Estate, soon to be joined by her youngest daughter, who is majoring in Real Estate in the Bachelor of Commerce program at University.

"I have enjoyed a wonderful and fulfilling career and have my fabulous clientele to thank for that but the support of my family, who have allowed me to make my career such an integral part of my life, will always mean the world to me."

Written and submitted by Royal LePage YCR marketing

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| MARKET UPDATE – MARCH 2023 | |
|--|---|
| AURORA AVERAGE SALES PRICE \$1,452,295 AVERAGE 12 DAYS ON MARKET NUMBER OF SALES 91 128 NEW LISTINGS SALE TO LIST RATIO 101% YEAR OVER YEAR % CHANGE -14.38% | KING AVERAGE SALES PRICE \$1,925,399 AVERAGE 30 DAYS ON MARKET NUMBER OF SALES 21 69 NEW LISTINGS SALE TO LIST RATIO 96% YEAR OVER YEAR % CHANGE -14.83% |
| <small>*The statistics provided were obtained from the Toronto Regional Real Estate Board's Market Watch MARCH 2023; Summary of Existing Home Transactions for All Home Types MARCH 2023 + Focus on the MLS Home Price Index for Composite for York Region's Aurora and King</small> | |
| Inventory overall still remains low, despite the pace of transactions. Buyer demand is picking up and the number of showings are increasing on homes offered for sale. Open Houses are generating significant traffic as well. Homes that are well appointed and show well are still obtaining top dollar, selling in an average number of days on market. Multiple Offers and Offer nights are back on the table again, and we are encouraging Buyers to be speaking to their trusted real estate advisors and mortgage agents to ensure pre-approvals are in place. For Sellers, positioning your home best amongst the competition will ensure a market value or slightly above sale price and to generate a sale in an average number of days on market. | |
| – Provided by Key Advantage Team Royal LePage RCR Realty Susie Strom, Sales Representative www.KeyAdvantage.ca 905-836-1212 info@KeyAdvantage.ca <small>* Not intended to solicit buyers or sellers currently under contract.</small> | |

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Choosing the best realtor for you

Your home is arguably your biggest life investment – and whether you are buying or selling that investment, you would be wise to select the best available realtor to assist you in that process.

We, at the Michele Denniston Real Estate Group, understand how daunting of a task it can be to select a realtor, given the many options available, and have one big piece of advice – DO YOUR HOMEWORK! Here are a few questions you should ask any prospective realtor:

1 HOW MANY YEARS OF EXPERIENCE DO YOU HAVE?

Think of hiring a realtor as a job interview – you'll want to interview a few top candidates before settling on the right one. In real estate, EXPERIENCE MATTERS. Staying in the real estate business for many years, which is entirely commission based, sheds some light into how successful your agent is. In addition, the longer your agent has been in the business allows them to have experience in many different markets, embracing their highs & lows.

2 WHAT IS YOUR KNOWLEDGE OF THE CURRENT MARKET?

As aforementioned, being attuned to different markets is critical. Working with a realtor that is active in the market on a daily basis helps them see, understand, and adapt to the shifts in the market in real time. Changes in real estate happen quickly – being able to adapt to these shifts are key skills every realtor should have.

3 DO YOU HAVE REFERENCES I CAN CALL?

The best realtors will have past clients you can call as references (remember, this is a job interview after all!). Whether they were assisted in buying or selling, these past clients should be singing their high praises if they are happy with the services they received. Don't be scared to ask for references – most successful realtors would be happy to connect you with clients who can vouch for them.

4 DO YOU WORK FULL TIME OR PART TIME AS A REALTOR?

This is important! While we can all appreciate a good "side hustle", you want to be your realtor's #1 priority during your purchase or sale. Working with a realtor that is dedicated to their craft on a full time basis allows them to be available to your scheduling needs when it comes to showings, offer preparations, market/home evaluations, etc. Don't settle for anything less.

5 WHAT SERVICES DO YOU OFFER?

"Extra" services are not necessary, nor are they offered by all realtors, but who doesn't like a few perks? The Michele Denniston Real Estate Group offers an amaz-



ing team of realtors, administrative staff, social media specialists, stagers, contractors, and mortgage brokers, all at your disposal when you buy or sell. In a market when you are trying to set your listing apart from others (and sell for more \$\$\$ than your neighbour), why not use every tool in your arsenal? Be sure to ask any prospective realtor exactly what they can offer you to get your home sold for top dollar, or how they can help you secure financing for your dream home. The age old saying holds true – you get what you pay for.

Selecting a qualified, reputable & knowledgeable realtor can save you time and make your transaction as stress-free as possible. Realtors are not doing you a favour by taking you on as a client – so be sure to ask the necessary questions to ensure your realtor is right for you. The right agent can guide you to successfully achieve your real estate goals.

If you have questions, visit us at 50 Doctor Kay Dr. Unit C-22 in Schomberg, or contact Michele directly

at (416) 433-8316 or michele@micheledenniston.com! We are committed to providing you with expert, reputable and top-tier real estate service; we look forward to connecting with you soon!



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DON'T OVERLOOK THESE 3 CREATIVE home design ideas

(NC) Interior design is a world of creativity. Your home has endless opportunities for expression and personalization. Here, Sharon Grech, Benjamin Moore colour and design expert, shares some commonly overlooked design opportunities to expand your design canvas in creative and bold ways.

DON'T FORGET ABOUT YOUR FIFTH WALL
Found in any room is a fifth and forgotten wall with infinite design possibilities – the ceiling. “Use a shade lighter than your surrounding walls to brighten a room and create the illusion of a larger

space,” suggests Grech. For a space with lighter, neutral-toned walls, expand your creativity up high and opt for a bold and rich hue that will draw your guests’ gaze upwards.

EMBRACE YOUR MOULDINGS
Whether they are plain or feature an intricate Victorian-inspired design, mouldings contribute to a home’s charm and personality. Often made with wood and painted, updating the mouldings appears to be an under-used interior design hack. “If your walls feature a neutral or light colour, paint the mouldings a deep hue to add dimension and bring appealing framing to a room” shares Grech. “They are also a great way to play with perceived room size. Extend your wall colour onto mouldings to bring an elongated, uniform feel and a sense of expansion to the space.”

ADD CHARACTER TO YOUR HOME'S EXTERIOR
The change in season brings better weather and reveals new chances to play with exterior design. “Pay attention to an exterior’s potential-rich accents such as front doors, window frames and shutters, garage doors, pillars and sheds,” suggests Grech. “Giving these a fresh coat of colour with an outdoor-friendly paint such as Element Guard can be a time-efficient way to change the look of your home and add curb appeal!”

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4 Things to check for before you start a renovation project

(NC) Anyone who’s ever renovated all or part of their house knows that a lot of planning goes into a successful project.

If you’re intending to renovate an older home, one pre-reno step you should take is to inspect for the presence of these potentially dangerous substances.

LEAD
Older homes and neighbourhoods might have lead pipes, either in the municipal supply line coming into the house or in plumbing within the home. The lead in these pipes can leech into your water supply, and lead is known to cause many harmful health effects, including on the brain and nervous system. This is particularly dangerous for pregnant people and young children.

If you have reason to be concerned, many municipalities provide free water testing kits to check for lead contamination. It’s also helpful to run the tap until the water is cold. This can help reduce your exposure to lead.

Lead paint may also be on walls of homes built before 1991, sometimes even hidden under layers of newer paint. Have the paint in your home tested if you think it may contain lead.

MOULD
If there’s a musty smell in your home, particularly in the basement, that could indicate the presence of mould. You may also see it, in the form of stains and discolouration on walls, carpets, windowpanes or other household surfaces.

For small areas, you can kill and remove the mould with soap and water. For larger areas, you should seek professional remediation.

You should also determine the source of the moisture that caused the mould to form and eliminate that. It could be from water damage or too much moisture in the air. Be sure to clean up immediately after any flood.

RADON
Radon is a naturally occurring, odourless radioactive gas found in soil across the country. Outside, it safely dissipates into the air. But indoors, it can build up to dangerous levels. In fact, long-term radon exposure is the main cause of lung cancer in non-smokers.

Luckily, it’s easy to test for. And, if excess radon is detected, professional remediation measures can help reduce radon levels by more than 80 per cent.

ASBESTOS
Many building materials found in older homes could contain asbestos, including plaster walls, floor tiles and insulation. It may be behind the walls or wrapped around water lines and ductwork.

If you have materials in your home that might contain asbestos, contact a professional to test before you begin any demolition. If it’s found, hire a qualified asbestos removal specialist to get rid of it before starting work. Learn more about planning renovations and DIY projects at canada.ca/healthy-home.

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Maximum effect from minimal effort: 3 easy, eye-catching design updates

(NC) Design projects don't need to be intimidating. If you feel inspired to refresh your space but lack time for a full renovation, you can still create a bold and artsy statement in one weekend with paint and minimal effort. To help you achieve the latest look, Sharon Grech, Benjamin Moore colour and design expert, shares her top three tips for quick and easy design ideas to refresh your home.

HIGHLIGHT INTERESTING ELEMENTS

In just a couple of days you can create a wow-factor your guests won't stop talking about – without breaking the bank. Grech recommends accentuating smaller features such as a doorframe, fireplace or bookshelf with a stand-out contrasting paint hue. "You can also 'step-up' your staircase with a confident, colourful paint on the tread or riser to really make a statement."

TURN OLD INTO NEW

"Give a piece of furniture like a kitchen stool or bed frame a quick refresh and create a completely new focus and feel for your space in a few hours," says Grech. "Adding a fresh coat of Advance interior paint to an old piece of furniture can brighten it up, give it a durable finish and breathe new life into a space."

INTRODUCE AN ACCENT WALL

Accent walls make a vibrant statement and are a simple way to give a room a fresh feel. "Be unique and achieve maximum impact by introducing a punchy colour to a neutral room," Grech suggests. For a more subtle statement, she recommends playing with different shades of an existing room colour for your accent wall.

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– Photo courtesy of News Canada/Trex

Save time with these low-maintenance renos

(NC) Home renovations, both indoors and out, are a massive undertaking and a long-term investment. Make sure they're low-maintenance and done right so you can continue to enjoy your space for years to come.

AS THE TEMPERATURE GETS WARMER, updating your windows is at the top of many homeowners' to-do lists, whether for curb appeal or to improve insulation. If you are looking to re-frame, vinyl is

easy to clean, affordable and energy efficient. Vinyl frames are built to last and will keep their colour without fading for up to 20 years.

Decking is labour-intensive to install and requires frequent care. Whether staining, sanding or hammering nails back in, the look and safety of your deck should be top of mind. Keep things simple with composite decking. It has a sleek look, and you won't have to revamp or worry about getting a splinter with eco-friendly, barefoot-friendly options such as Trex, which comes with 25-year warranty.

Moving inside, updating your flooring can completely change the look and feel of your home. Examine your lifestyle and ensure you are choosing flooring that can keep up with you and your

family. Laminate flooring, which you can find at a local Home Hardware Building Centre, is scratch-resistant and easy to install, so you don't have to walk on eggshells in fear of scratches.

The kitchen is a focal point in any home and if you're set to revamp this space, updating your countertops is a game changer. Featuring a modern look, quartz countertops are durable; stain-, scratch- and heat-resistant; and only need a quick wipe to keep clean. Warranties for quartz countertops last anywhere from 10 years to the life of your home – making them a great long-term choice for your kitchen.

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COMING SOON!



BACKYARD OASIS WITH POOL ON 170 FOOT LOT!

Ready to enjoy this summer, you will love this updated Aurora family home sitting pretty on a premium 170 foot lot! 4 + 1 bdrms, 3.5 baths, hardwood floors, renovated baths, family sized white kitchen with centre island and granite counters, walks out to fabulous entertainer's backyard oasis boasting new patio, hot tub, inground pool with new stone surround, outdoor speakers! Finished bsmt offers something for everyone with rec rm, built in bar/ kitchenette, party rm, 5th bdrm or exercise room & 3 pc bath with heated flr. Parking for 6 cars. Enjoy gorgeous new windows and be swimming this summer! Offered at **\$1,988,000**

COMING SOON!



100 X 160 TREET LOT WITH POOL

Walk to 2 prestigious private schools St Andrews & St Annes from this wonderful home nestled on a premium private forested lot with a pool! This exclusive offering awaits in Aurora's most coveted neighbourhood - St Andrews On The Hill. Boasting new engineered hardwood floors, new kitchen with large pantry, quartz counters & custom built in banquet seating. A large main floor office & a spacious family room overlooking the pool & backyard paradise complete the main level. 4 + 1 bdrms, 3.5 baths, finished basement, with rec rm, games room, 5th bdrm w/ 3 pc ensuite. Triple garage with 9 car parking on this mature landscaped lot ready for your family to enjoy the pool this summer! Offered at **\$2,288,000**

LUXURY RAVINE TOWNHOME

Enjoy a maintenance free lifestyle in Aurora's exclusive gated community of Stonebridge nestled on a private treed ravine lot! This elegant townhome with double garage features 9 foot ceilings on main, hardwood floors, soaring 2 storey ceiling in living/dining area. Bright open concept layout is perfect for entertaining. Kitchen includes centre island, granite counters, built in stainless steel appliances and sunny breakfast room overlooking the family room with gas fireplace. 2nd storey loft/office, primary suite with balcony overlooks ravine. Prof fin walk out basement complete with rec rm w/gas frpl, wet bar, 4th bdrm w/ 3 pc bath & sauna. 1st time offered at **\$1,338,000**

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Easy steps to create a spa-like bathroom

(NC) Who wouldn't want a spa-inspired bathroom in their home? While you might think you can not afford it, with a few strategic updates you can transform a utilitarian space into one you want to spend all day pampering yourself in. Here are a few suggestions to help you get the best value for your money:

TOP-OF-THE-LINE TEXTILES

Never underestimate the power of fresh, fluffy towels to create those resort hotel or Scandinavian spa vibes. So, invest in quality hand and bath towels in soothing tones and soft textures. While you're at it, pick up a fabric shower curtain in a pretty pattern and use a curtain liner to protect it from splashes.

ATTRACTIVE ARTWORK

Many of us forget to accessorize our bathrooms, but artwork can help define the style of the whole space. Think black-and-white photos of a sandy beach or cute and colourful prints by a local artist. Just make sure the pieces are framed with a sealed back to avoid mildew and warping. Modern ceramic or glass sculptures are also interesting and durable options.

SPLURGE-WORTHY SINKS

A sleek sink can elevate the look and feel of your entire bathroom, without an investment in an expensive and disruptive renovation. The colours and styles you choose can also have a major impact. For example, a matte black is great for a farmhouse aesthetic, while a trendy bronze feels more chic. You'll find excellent sink options that pair well with the versatile Delta Saylor bath collection, which features both traditional and contemporary design elements.

Find more information at deltafaucet.ca.

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How to grow the perfect garden this spring

(NC) Few things say spring like a fresh garden. Getting your plot ready for the season can spark joy after months of the winter blues. Whether you grow your own fresh produce to use in the kitchen or just want bountiful blooms, here are four tips on how to grow the perfect garden this spring:

KNOW WHAT TO GROW

Your environment will determine the success of your plants, so it's important that you consider things like temperature, rain patterns and the amount of sunlight in your outdoor space. Research if the environment will allow seeds to thrive or if your garden is better suited for young plants. It's always best to grow native plants wherever possible to help nurture your natural environment.

PICK YOUR PLOT

Not everyone has room for an in-ground garden, so building a garden box may be the perfect choice. Any fearless DIYer can fashion themselves a garden box with easy-to-use hand tools such as the ones from Benchmark. You can find plenty of design plans online to get started, but the best part about building your own DIY garden box is that you can customize it to whatever size and aesthetic fits your space.

START SIMPLE

Consider how much time you can dedicate to your garden each week and don't overplant. Perennial flowers and produce such as carrots and cucumbers are a great place to start. You'll learn the dos and don'ts of growing very quickly.

MAKE SURE YOU'RE WELL EQUIPPED

Having the right tools and supplies for your garden goes a long way. You'll need items including a watering can, proper gloves, hand shovels and mulch – all of which you can get at stores like your local Home Hardware. Expert advice paired with quality equipment will put your green thumb to work.

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How to *breathe* new life into your outdoor space

(NC) Refresh your outdoor space with these four simple, trendy do-it-yourself projects that bring the wow-factor.

On the patio, truly transform your setup by considering both the style and function of your furniture set. Then choose furniture that reflects your needs. If you love lounging in the backyard, a sectional would be a better fit for you than a set of chairs. If you are an entertainer, be sure to maximize your seating options and an area that promotes conversation. When picking your furniture, sets with a rounded shape lead the 2023 outdoor trends.

To really tie your outdoor space together, enliven your exterior paints and stains that pull inspiration

from nature. To make choosing the right shade a simple task, look to an expert choice like BeautiTone's exterior colour of the year, Western White. This paint is a calming neutral influenced by the undertones of Canada's western red cedars. Whether paired with a rich wood stain or a boldly coloured door it can really elevate the curb appeal of your home.

Now it's time to accessorize. Add personality through vibrant outdoor rugs, ornate planters, as well as lively greens and flowers. With the return of maximalism, which celebrates an eclectic mash up of things and styles, mix and match patterns to capture the trend. To be sure you don't create an eyesore, select a palette of colours and patterns that match in intensity.

The final touch to transform an outdoor space is to set the lighting and ambience. Outdoor heaters and fire tables, which you can find at local stores like Home Hardware, are a stylish solution to bring light

and warmth to a cool evening. When deciding where you want to place these items, look at the layout of your yard and find distinct areas to highlight. Add lighting to your conversation areas, but also showcase any landscaping or hardscapes you love.

...To really tie your outdoor space together, enliven your exterior paints and stains that pull inspiration from nature...

Bringing these elements together will breathe new life into your yard, making it a space you'll want to spend time in.

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Bring dimension to your walls with *easy* painting techniques

(NC) Textures, or the illusion of textures, have made a comeback in home decor trends.

Clean lines and crisp whites are being replaced with bold colours and textured fabrics, a shift that breathes warmth and charm into our homes. Sharon Grech, Benjamin Moore colour and design expert, shares three tips for expanding the texture trend onto your walls with do-it-yourself-friendly paint makeovers.

TRY A COLOUR-WASH TECHNIQUE

Give your walls a limestone look and feel with a colour-wash technique you can do with a paint brush and featured strokes. This is a fun and forgiving technique for beginners and painters of all skill levels. "Begin with a neutral wall colour and with a complementary darker shade, use a big brush to crosshatch on the surface. Keep a damp rag handy to soften the strokes as you go," explains Grech. "The illusion of depth adds so much interest to the wall, there is no need to overdecorate the space – your wall will be a work of art itself."

COMBINE GLOSSY AND MATTE SHEENS

Mixing and matching paints with different levels of shine is simple to execute and creatively eye-catching. "Pair glossy and matte finishes of the same colour to bring subtle but elevated depth to a flat wall," Grech suggests. "Semi-gloss and matte Aura interior paint make for a beautiful and intentional, but quiet, statement. As natural light shifts throughout the day, each sheen will reflect differently and give your wall an ever-changing flow of depth and dimension."

DESIGN YOUR OWN PATTERNS

Creative and original wall art can create a satisfying three-dimensional feel on any wall. Repeated or symmetrical patterns that contrast with the base coat can trick the eye – and are a guaranteed attention grabber. "Free-hand murals or paintings of detailed designs can be daunting, but every homeowner can achieve a professional result with a little preparation," says Grech. "Have fun testing out the various markings you can create with a simple tool like a paint brush or the edge of a roller. When you are ready to scale your pattern up onto the wall, a tool like a chalk reel or a laser level can provide guidance for vertical or horizontal alignment. You can remove the chalk lines easily once your work of art is dry."

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MAXIMIZING YOUR INVESTMENT

Best ways to prepare your home for sale!



By Julien Laurion
The Big Tuna of Real Estate

As the real estate market continues to grow and expand – homeowners are looking for ways to get the most out of their investments when it comes time to sell.

One of the best things you can do to increase your home's value is to take proactive measures before you list it for sale.

In the past, there are some of the best proactive things you can do to your home that I have advised my clients to take, both inside and out, to ensure that you get top dollar for your property:

- Update your home's curb appeal: When it comes to selling a home, first impressions are everything.
- Take the time to spruce up your home's exterior by adding fresh coats of paint, power washing the driveway and walkways, and updating the landscaping. This will create an attractive and welcoming entrance that will leave a positive impression on potential buyers.
- Repaint your home's interior: A fresh coat of paint can transform a room and make it look brand new.
- Stick to neutral tones, as they will appeal to the widest range of buyers and create a clean slate for them to envision their own style and decor.



- Declutter and depersonalize: Buyers want to be able to imagine themselves living in your home, so it's essential to remove any personal items or clutter that might make it difficult for them to do so.
- Donate, sell, or store any items you no longer need, and try to keep surfaces clear and free of clutter.
- Upgrade your lighting: Lighting can make a huge difference in the way a room feels.
- Consider upgrading outdated fixtures, adding dimmer switches, and increasing the wattage of bulbs to make your home feel brighter and more inviting – one of the most overlooked lighting tricks, ensure all light bulbs match in a multiple light fixture.
- Nobody likes to see warm white bulbs mixed with daylight bulbs.

- Address any necessary repairs: From leaky faucets to squeaky doors, take the time to address any necessary repairs before listing your home.
- These small fixes can make a big impact on potential buyers and help to increase your home's value and only cost more on your time to fix them than the materials needed for the repair.
- Add smart home features: Smart home technology is becoming increasingly popular among buyers. Consider adding features such as smart thermostats, security systems, and lighting to make your home more appealing to tech-savvy buyers.
- Stage your home: Staging is the process of arranging furniture and decor in a way that highlights your home's best features and makes it more appealing to potential buyers. Consider hiring a professional stager to help you make the most of your space and create a welcoming and attractive atmosphere.

By taking some or all of these proactive steps, you can ensure that your home is in the best possible condition when it comes time to list it for sale.

These tips will not only increase your home's value but also make it more appealing to potential buyers, ultimately leading to a faster and more profitable sale.

Julien Laurion AKA Big Tuna is a local Real Estate Sale Representative with Royal LePage Your Community Realty in Aurora. I am a real estate agent who has expertise in both Real Estate and Renovations and has been involved in this community for over 20 years. If you have a question for my monthly article or if you are considering buying, selling or leasing a home please feel free to call or email me directly at (416) 402-5530 or julien@bigtuna.ca or by alternatively visiting my website www.bigtuna.ca or Facebook page @bigtunarealty

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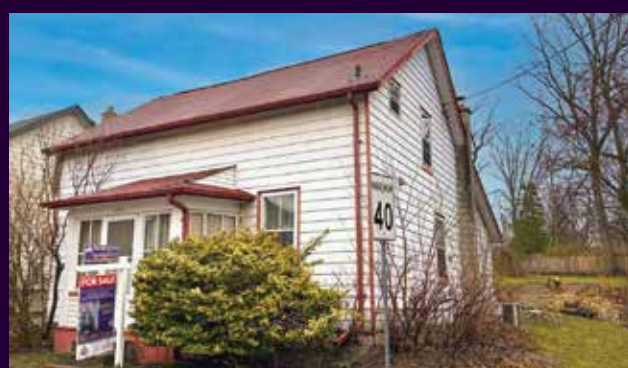
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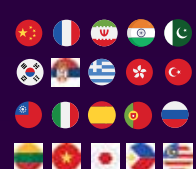
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