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It is Manuela Palermo's passion for all things real estate that keeps her on the leading edge of the trends and nuances of an ever changing industry.

In real estate, knowing your customers, the finance industry, and the geography and amenities in your area, is the key to understanding how the market fluctuates and how best to serve your clients that are looking for a property.

Continued on page 4

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OVER THE TOP HIGH END FINISHES!!



Stunning!! 3200 sq. ft. PLUS Spectacular finished basement! This is a "must see" home w/waffle ceilings, exquisite flooring choices, wrought iron stair spindles & gorgeous light fixtures t/out! 4 spacious bedrooms, 3 baths on 2nd floor + 2 more baths! House is approx. 2 years old and just minutes to everything!

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Homeowners choose to erect fences on their properties for various reasons. Parents may find fences provide peace of mind during those times when their youngsters are playing in the yard, while other homeowners prefer fences for the privacy they can provide.

Whatever compels homeowners to consider fencing for their properties, those that have decided to install fencing will soon realize they have numerous options. Finding the right fencing material for your property requires considering a host of factors, including budget and personal style.

ALUMINUM

Aluminum fencing is ideal for those looking for something that's both ornamental and functional. Aluminum fencing may not appeal to those homeowners whose biggest priority is privacy, as aluminum fences are not solid walls. But aluminum fences are typically low maintenance, and they can be effective at keeping both kids and pets in the yard. Aluminum fences painted with a rust-inhibiting primer may require even less maintenance than aluminum fences painted without primer.

BAMBOO

Bamboo is a less traditional fencing option that may appeal to homeowners who want to do something that's both different and eco-friendly. Bamboo grows naturally, which should appeal to homeowners who want their homes to have as little negative impact on the environment as possible. Bamboo provides ample privacy and comes in various styles. Homeowners should consult with a fencing specialist before choosing a style so they can be certain they choose the most climate-appropriate option.

CHAIN-LINK

Chain-link fences may not add the aesthetic appeal homeowners are looking for, but they are relatively in-



expensive, durable and functional. Chain-link fences are low maintenance, though homeowners looking for fences to provide some privacy may need to get creative if they install chain-link fencing. Planting flowers, shrubbery or trees near chain-link fences can add some aesthetic appeal and a little privacy.

VINYL

Among the more expensive fencing options, vinyl can make up for that initial sticker shock thanks to its durability. In addition, vinyl fences require little maintenance, saving homeowners the expense

of paying for upkeep such as repainting. Vinyl fencing comes in various styles, and homeowners can choose the style that best suits their priorities with regard to aesthetic appeal and privacy.

WOOD

Of course, no discussion of fencing would be complete without mentioning wood fencing. Many homeowners love wood fencing because of its versatility with regard to design and color. The options are endless when it comes to crafting wood fencing, which also can be stained in any color homeowners

prefer. Wood fencing can be designed not only for homeowners who prioritize privacy, but it also can be crafted for homeowners for whom privacy is not a significant concern. Wood is a relatively inexpensive fencing material, but the maintenance required to keep wood fencing looking great can sometimes be costly and time-consuming.

Options abound for homeowners looking to add fencing to their properties. Homeowners hesitant to choose a material and/or install their own fencing can consult local professionals to find the best fencing fit for their properties.

OUTDOOR IMPROVEMENTS THAT BOOST HOME VALUE

Whether home improvement projects are design to improve the interior or exterior of a house, focusing on renovations that make the most financial sense can benefit homeowners in the long run. The right renovations can be assets if and when homeowners decide to sell their homes.

So how does one get started? First and foremost, speak to a local real estate agent who is knowledgeable about trends in the community. While a swimming pool may be something coveted in one area, it may impede sales in another. It also helps to study generalized trends and data from various home improvement industry analysts to guide upcoming projects.

The following outdoor projects are just a few renovations that tend to add value.

FIRE PIT: A fire pit is a great place to gather most months of the year. Bob Vila and CBS news report that a fire pit realizes a 78 percent return on investment, or ROI.

OUTDOOR KITCHEN: Many buyers are looking to utilize their yards as an extension of interior living areas. Cooking, dining and even watching TV outdoors is increasingly popular. Outdoor living areas can be custom designed and built. In addition, prefabricated modular units that require a much

smaller commitment of time and money are available.

PATIO: Homeowners who do not already have a patio will find that adding one can increase a home's value. Patios help a home look neat, add useable space and may help a home to sell quickly. The experts at Space Wise, a division of Extra Space Storage, say that refinishing, repairing and building a new patio offers strong ROI.

DECK: Deck can be as valuable as patios. A deck is another outdoor space that can be used for entertaining, dining and more. Remodeling magazine's 2018 "Cost vs. Value" report indicates that an \$11,000 deck

can add about \$9,000 in resale value to the home, recouping around 82 percent of the project's costs.

DOOR UPDATE: Improve curb appeal with a new, high-end front door and garage doors. If that's too expensive, a good cleaning and new coat of paint can make an old door look brand new.

NEW LANDSCAPING: The National Association of Realtors says an outdoor makeover that includes well-thought out landscaping can net 105 percent ROI. Installing a walkway, adding stone planters, mulching, and planting shrubs are ideas to consider.

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6370 4th Line, Tottenham



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Jeff Lacey* & Lynda Lacey* \$ 6,300,000**

5626 & 5750 3rd Line New Tecumseth



These Two Properties Are Being Sold Together With A Total Of 214 Acres. The Residence And Barns Are Located On 5626 And The Property At 5750 Is Vacant Land. There Are Several Newer Barns/Outbuildings Etc And The Listing Agent Has A Complete List Of Improvements And Inclusions. There Is Also A Set Of House Plans Available For A New House That Could Be Built On The Vacant Parcel To The West. Include All Appliances, All Window Coverings, Electric Light Fixtures, Garage Door Openers. Seller Is Willing To Rent Back The Farm Land And All Farm Buildings Including The Farm House And Garage For A Period Of 5 Years At \$50,000.Per Year.

Lynda Lacey* & Jeff Lacey* \$ 5,995,000**

6 Houdini Way, Aurora



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Andrea Pinska* & Lynda Lacey* \$ 2,949,000

180 Hedge Road, Georgina



Cherished 4-Season Cottage/Home, Rich In History & Lovingly Maintained. 6 Bdrm, 3 Bthrm Traditional Property With Knotty Pine Walls And Floors Create A Cozy Feel With Rustic Charm. Oversized Windows, Nestled Between Natural Outcroppings, Lush Landscaping And Unobstructed Shoreline On Lake Simcoe. A Vast Decking System Leads One Gently To The Water's Edge Of A Mix Of Rock Shelf Shoreline & Sandy Beach. Breathtaking Sunsets And Views Of Lake Simcoe Year Round Access. Conveniently Situated Close To All Desirable Amenities-Shopping, Dining, Golf (Briar's Resort) & More.

Mike Lacey* & Cinda Brown* \$ 1,775,000

6480 Lloydtown-Aurora Road, King



Lovely Raised Bungalow With Spectacular Vistas From Every Window. Wonderful Home With In Ground Pool Set Privately Behind The House. Many Walkouts To Decks And Patios. Stunning New Kitchen With Granite Counters, Centre Island And Large Breakfast Area That Walks Out To Deck That Overlooks The Pool Area. Family Room With Vaulted Ceilings And Floor To Ceiling Stone Fireplace. Large , Private 2.49 Acres With Views Over Neighbours Large Pond. No Need For A Cottage With This Property. Great Entertaining Areas, Inside And Out With A Convenient Large 2 Car Garage With Entry To Lower Level Mud Room. Finished Lower Level, Rec Room, Exercise Room ,Laundry Room,4th Bdrm ,3Pc Bath.

Lynda Lacey* & Cinda Brown* \$ 1,589,000

78 Western Ave, Schomberg



Rare Find! This Beautiful 2500 Sq Ft Custom Designed Executive Home And Its Unique Layout Maximizes The Spectacular Rural Scenery And Sunsets From Its 0.64 Acres . Located On The Most Desired Street In The Historic Village Of Schomberg. A Family Home On An Amazing Lot. Natural Sunlight Abounds From Several Walkouts & Large Windows Of This Backsplit. Walk To Main St., Parks/Playgrounds In This Unique Village Setting With Easy Access To Urban Amenities. Filled With Upgrades. Includes All Appliances, Elf's, Window Coverings. Tons Of Storage.

Lynda Lacey* & Amanda Vizziello* \$ 1,268,000

114 Main St, Schomberg



Look No Further! This Charming, Well-Kept 3 Bedroom Home Is Full Of Character & Style. This Unique Home Has Several Upgrades Throughout, Including Crown Mouldings, High Baseboards, Wainscoting, Porcelain Tile, Fir & Pine Flooring. Enjoy Tranquility In A Backyard Oasis, Backing Onto Conservation, Inground Pool & Decking. Walking Distance To Local Shops & Restaurants. A Must See Home! All Appliances, Including Fridge, Stove, Washer & Dryer, Garden Shed, Pool Equipment, Two Fireplaces (Wood Burning In Family Room/ Gas In Dining Room). Fir & Pine Flooring Upstairs In Bedrooms, Porcelain & Laminate Flooring On Main Floor.

Lynda Lacey* & Amanda Vizziello* \$ 829,000

4472 Line 10 Oro Medonte



SOLD

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Jeff Lacey* & Cinda Brown***

14 Elmwood Ave, Schomberg



SOLD

Charming family home on large, treed lot in the heart of Schomberg. Quiet street, 3 bdrm, 2 bathroom bungalow with large , carpeted rec room in lower level. New two tiered decking overlooking private back yard. Walk to parks, Main Street amenities.

Lynda Lacey* & Mike Lacey*

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RESALE HOMES COLLECTION

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Senior Account Executive
ZACH SHOUB
zach@auroran.com

Senior Account Executive
DOUG SHERRITT
doug@pcmedia.ca

Senior Account Executive
DIANE BUCHANAN
diane@auroran.com

Art Director
SARAH DIDYGCZ

Published By:



Continued from the cover

After completing her degree in business commerce, finance and accounting, Manuela entered the finance industry as a financial planner.

"I've always had a passion for real estate," Manuela explained. "I also do property management which always had me involved in real estate."

She decided to make a career change and follow her heart to the industry which captured her interest more than anything else.

After receiving her real estate license, she pursued and received her broker's license as well.

Working with several real estate companies, she learned the business and eventually realized her dream of having her own company.



Manuela Palermo
Managing Partner, Broker

Forest Hill Elite is Manuela's own branch of Forest Hill Real Estate – a prestigious name in the real estate industry.

As broker / owner, she has assembled a team of highly qualified and knowledgeable experts who serve York Region.

"I thought it was a great opportunity to bring Forest Hill as a luxury brand to the area," Manuela explained. "I thought that this was what King City was missing. We serve King City, Schomberg, Nobleton, Aurora, and the surrounding area."

Knowledge of trends in the market and the current environment surrounding real estate is something Manuela and her team strive to remain focused on as they help clients through searching for and purchasing a property.

"2018 was a challenging year, but people are definitely regaining confidence in the market," Manuela said, adding "buyers are now out and starting their home search now. We do residential, commercial, and investment properties. We consider ourselves luxury specialists with our expertise in the market, but we really deal in a combination of all properties."

At Forest Hill Elite a team of qualified brokers and experts are available to guide your through a real estate purchase.

A glance at team member bios reveals a range of expertise in the real estate market. From property management and market conditions to home renovations and mortgage financing, the team at Forest Hill Elite have the experience and knowledge to guide you through any real estate transaction.

Whether you are a first time buyer wanting to take the plunge into the market or a seasoned investor looking for a commercial property to add to your portfolio, the Forest Hill Elite team will help and advise you from the initial stages of a property search through to the completion of a purchase.

As a first time home buyer, making what will most likely be the single biggest investment in your lifetime, can be a daunting experience. Having a qualified and knowledgeable real estate broker working with you during the process will result in a satisfying and fulfilling experience when you first open the door to your new home.

Forest Hill Real Estate lite is conveniently located at 1700 King Road at the corner of Dufferin Street in King City.

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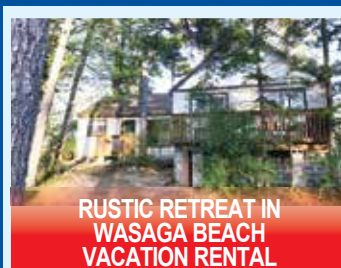
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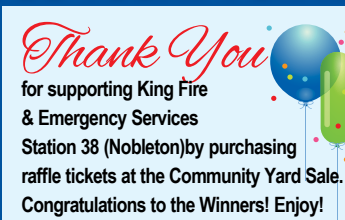
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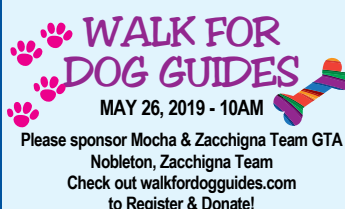


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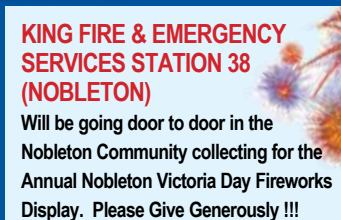
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How to control crabgrass before it appears

HOMEOWNERS who enjoy tending to their lawns know that grass is vulnerable to a host of problems, many of which appear at a time of year when lawn enthusiasts want to showcase the fruits of their lawn-and-garden labors.

Crabgrass is a common problem that appears in summer. According to Lowes, crabgrass plants produce thousands of seeds between midsummer and early fall. While the first frosts of late-fall or early winter kill the crabgrass plants, the seeds produced by the plants remain dormant throughout winter and then begin to grow as the ground temperature warms up with the spring and summer thaw. As a result, controlling germination, which is the development of a plant from a seed or spore after a period of dormancy, is the key to preventing crabgrass from becoming an unsightly blemish that can harm your lawn in summer.

A proactive approach to crabgrass can save homeowners the headaches of dealing with this unwanted guest taking over their grass. The following tips, courtesy of Lowes, can help homeowners reduce the likelihood of their lawns being overcome by crabgrass as summer hits full swing.

- Recognize that routine lawn maintenance may not be enough. Even lawns that receive sufficient TLC can fall victim to crabgrass. A proactive, crabgrass-specific approach to lawn maintenance is the most effective way to control the problem before it pops up.

- Apply a pre-emergent herbicide. Pre-emergent herbicides kill crabgrass seedlings as they germinate. While these herbicides are highly effective, they must be applied at precisely the right time. The right time to apply them depends on weather patterns. For example, Lowes notes that homeowners who live in regions that might have experienced warmer than usual winters will probably need to apply the herbicides earlier than usual. While the manufacturer instructions should always be followed when applying herbicides, it's essential that homeowners take weather patterns into consideration as well.

- Wait until the ground temperature rises above 60 F. Applying herbicides when the ground temperature is below 60 F might render the products ineffective. Gauging soil temperature can be tricky, but Lowes advises monitoring shrubs and trees on the property. Once shrubs begin to bloom and trees bud, herbicide can be applied.

- Wait when treating newly seeded lawns. Pre-emergent herbicides might kill new grass seedlings, so homeowners with newly seeded lawns should wait until they have mowed their lawns three times before applying a herbicide.

- Emphasize uniform application. If a herbicide is not applied uniformly across the lawn, crabgrass can establish itself and ultimately spread to the rest of the lawn.

- Do not thatch or aerate after applying a herbicide. Thatching or aerating a lawn after applying a herbicide might break the product's chemical barrier, thereby rendering it ineffective.

Crabgrass can quickly spread on an untreated lawn. A proactive approach that prevents its growth can keep lawns looking great through summer.



156 WILLOW FARM LANE, AURORA
\$2,800,000



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86 WINDHAM TRAIL, AURORA
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WHAT IS A SMART HOME?

Refrigerators that inform their owners when it's time to buy more eggs and thermostats that learn homeowners' heating and cooling preferences may once have seemed like futuristic ideas straight out of a sci-fi movie. However, such products are no longer a dream but a reality.

The term "smart home" refers to a residence that has appliances, HVAC, lighting, entertainment systems, security, and many more devices that communicate with one another. Such devices can be controlled remotely, according to SmartHomeUSA, an automation product retailer. Proponents of smart home technology say features can help people save money on utilities and conserve natural resources, all the while providing peace of mind to homeowners.

In 2016, 80 million smart home devices were delivered worldwide. That marks a 64 percent increase from 2015, according to the research data firm IHS Markit. The smart home trend is only expected to grow in coming years.

Although there's interest in smart home technology, the industry remains fragmented. Consumers are trying to figure out which devices are simply fun and which provide practical benefits. Furthermore, the range of smart devices is expanding rapidly, making potential compatibility issues a concern. Companies that plan to educate consumers further about the advantages of smart home features and are open to standardization may have the best chances of survival.

Those interested in dabbling in some smart home technology and testing the waters may want to start with the following household items.

SMART BULBS: Manufacturers offer various types of smart light bulbs. Some are color-changing, others react to doorbells or alarms, and others can simulate typical lighting patterns when homeowners are away. Integrated

apps enable remote access to scheduling so people can arrive home to a well-lit house.

HOME SECURITY: Wi-Fi enabled doorbells with video capabilities allow residents to see who is at the door without having to open it. Cameras can even be accessed remotely, simulating that someone is at home at all times. Never wonder if you've locked the door again with smart locks that can be engaged via a smartphone. Make sure that homes are secured or that pets are behaving while out with smart cameras.

FLOOD SENSOR: Get peace of mind against damaging floods with Wi-Fi flood sensors.

APPLIANCES: A new breed of smart appliances can make it possible for users to turn on the washing machine while out of the house, close refrigerator doors from afar or even start their vacuum cleaners remotely.

Smart technology is taking over and is likely to continue changing the way people live and work.

Items to get you started on creating your smart home

TECHNOLOGY HAS CHANGED the way people live in the 21st century. Once ubiquitous, land lines anchored to kitchen walls have now given way to smartphones that can be taken anywhere. Bulky television sets that required at least two people to move have been replaced with high-definition offerings so light and thin they can be mounted on living room walls.

It's no great surprise that technology also is changing the physical places we call home. Smart homes are a rapidly growing trend. In a typical smart home, devices such as the thermostat, television and even the refrigerator can be controlled remotely through the internet.

Converting an existing home into a smart home can seem intimidating, especially for people who don't consider themselves tech savvy. But today's user-friendly technology makes it relatively easy for anyone to turn his or her home into a smarter one.

Before you get started, recognize that there are certain must-have items to turn a home into a smart home.

HUB

The hub refers to software or hardware that connects all of your devices and gets them to work together. Think of the various devices you have and then think of their manufacturers. Chances are strong you have devices manufactured by various companies, and enabling those to work together might seem impossible. A hub does that work for you. And because they can be connected to your smartphone, hubs also make it possible to control devices while you're away from home.

WIFI ROUTER

Some people rent their routers from their internet/cable providers, while others buy their own routers. Regardless of which category you fall into, you're going to need a good WiFi router to get your smart home up and running. Determine which type of WiFi your home currently has and then find a router that's compatible with that WiFi. Request a list of routers that are

compatible with your WiFi from your service provider, as not all routers will necessarily work with your internet connection. If possible, upgrade to the fastest WiFi your internet provider offers, as that will make your smart home that much more enjoyable and frustration-free.

DEVICES

You won't necessarily need to upgrade your devices to get a smart home. In fact, if you control or can control any device in your home with a smartphone, you are already on your way to having a smart home. Upgrading to a programmable thermostat that's compatible with your smartphone might be a great idea if your current thermostat is old and not internet-compatible. With a programmable thermostat, you can control the temperature in your home remotely. That ensures the home is a comfortable temperature when you arrive home and allows you to turn off costly heating and cooling units when no one is home.

Smart homes may seem futuristic. But chances are strong your home only needs some simple, inexpensive upgrades to join the smart home revolution.

Media use rules can benefit families

Families spend more time staring at screens than ever before. Thanks to smartphones, tablets, laptops, televisions, and video games, the average person is exposed to various media throughout a typical day. It can be easy to get swept away and spend much more time staring at screens than is healthy.

Screen time can adversely affect one's ability to sleep and eat and may make people less likely to engage in physical activity. Researchers at the University of California, Los Angeles have found that children's social skills may be declining as they have less time for face-to-face interaction and reduced inability to read emotional facial cues due to increased digital media use.

In 2016, the American Academy of Pediatrics released new policy recommendations on screen time for children. Children younger than 18 months should avoid screen media except for video chatting. Children between the ages of two and five should limit screen use to one hour per day with high-quality content. Children ages six and older should have consistent limits placed on the time they spend using media so that it doesn't impact behaviors essential to their overall health. This gives caregivers a wide berth in determining just how much media is right for their families.

Because media is ubiquitous, families must weigh the pros and cons of screen time in developing media plans that work for their unique situations. A healthy media diet includes smart choices about what media to engage with. Here's how to get started.

- Determine when screen time seems most disruptive or negatively impactful to the family. This may include during dinnertime or when the family would normally socialize. Make those moments screen-free times.
- Encourage creative pursuits when consuming media. These can include making videos or learning to code video games rather than just watching videos or playing games.
- Make sure to keep bedtime tech-free so that screen time does not interfere with sleep or keeps children (and adults) from getting the quality sleep they need. Many experts recommend avoiding screens at least an hour before retiring.
- Encourage electronic limits and curfews so that kids and adults can get creative with their free time instead of simply turning to technology. Have plenty of other screen-free options available, such as books, newspapers, board games, and craft items.
- Modify guidelines as necessary for the family. This way no one is pigeonholed by strict rules. For example, screen time may be increased if a child is home sick from school or if someone can use some distraction while on a long car ride.

Media use is pervasive as technology continues to increase in everyone's lives. Parents can establish family limits on screen time to promote stronger relationships and improve the overall health of their families.





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Ask Big Tuna, The Renovating Realtor



By Julien Laurion
The Big Tuna of Real Estate

Dear Julien, a friend of mine just purchased a home and did not include a home inspection clause, is this a big mistake? Would you recommend a home inspection?
Sincerely CarLover

Hey CarLover, good question! A home inspection is not necessary for a transaction to occur but it is always a good idea. Purchasing a home is a major investment, so why not verify that the home is in good condition. A thorough and qualified home inspector can spot potentially costly repairs that you, as the new homeowner, may have to undertake.

During the recent 'housing boom' here in Aurora, the majority of accepted offers were firm. Meaning no conditions and no home inspection. Now that the market has cooled and corrected itself, sellers are now accepting conditional offers on home inspection and financing. Typically, if the offer is conditional on home inspection, you have five business days to get the home inspected.

If you are including a home inspection clause the wording you choose is critical. A good home inspection clause should typically include the following: "This offer is conditional upon the inspection of the subject property, by a registered home inspector, at the buyers own expense and the obtaining of report satisfactory to the buyer and the buyer's sole and absolute discretion." This type of clause will protect the buyer should the inspection yield an unfavourable report.

If the inspection raises issues of concern, you will have some options. One option could be to walk away from the purchase entirely; second

option is to allow the sellers to fix the identified issues prior to the completion date, or, lastly, reduce the purchase price reflecting the repairs needed.

CarLover, conditions in a contract are to protect you as the buyer from potential headaches. The purchase of any property is costly and negative consequences could arise when they are not part of the purchase process. Wherever possible, I always opt to include them. Cheers!

Who is Big Tuna, The Renovating Realtor?

Julien Laurion AKA Big Tuna, is a local Real Estate Sale Representative with RE/MAX Hallmark York Group Realty in Aurora. I am a real estate agent who has expertise in both Real Estate and Renovations and have 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 by visiting my website www.bigtuna.ca or Facebook page @bigtunarealty



Prevent the hazard of overloaded electrical circuits



A home is a safe haven for its residents. No matter what's going on at school or the office, many people know they can relax in comfort and safety when they arrive home at the end of a day.

Safety at home is something that can be taken for granted until it's too late. The National Fire Protection Association notes that each year more than 47,000 home fires in the United States are caused by electrical failure or malfunction.

Overloaded electrical circuits are a frequent culprit in residential fires. Fortunately, overloaded circuits are preventable. According to the Electrical Safety Foundation International, the following are some potential indicators that circuits are overloaded.

- Flickering, blinking or dimming lights
- Frequently tripped circuit breakers or blown fuses

- Warm or discolored wall plates
- Cracking, sizzling or buzzing from receptacles
- Burning odor coming from receptacles or wall switches
- Mild shock or tingle from appliances, receptacles or switches.

Learning to recognize the signs of overloaded circuits is an important step in making homes safe, as the NFPA notes that home fires contribute to hundreds of deaths and more than 1,500 injuries each year. Such fires also hit homeowners in their pocketbooks, causing an estimated \$1.4 billion in property damage annually.

Prevention is another key component when safeguarding a home and its residents from fires sparked by electrical failures or malfunctions. The ESFI offers the following tips to prevent electrical overloads.

- Never use extension cords or multi-outlet converters for appliances.
- All major appliances should be plugged directly into a wall receptacle outlet. Only one heat-producing appliance should be plugged into a receptacle outlet at any given time.
- Consider adding new outlets to your home. Heavy reliance on extension cords indicates that your home does not have enough outlets. Bring in a qualified electrician to inspect your home to determine if more outlets are necessary.
- Recognize that power strips only add additional outlets; they do not change the amount of power being received from the outlet.
- Fires sparked by electrical circuit overload pose a significant threat. Thankfully, such fires are preventable. Learn more at www.esfi.org.

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Location Location Beautiful 3 bedroom 3 bathroom townhouse, King city, walk to public schools, King City Secondary School, Grocery shopping, shops and restaurants. Minutes to Hwy. 400 ! Granite counter, stainless steel appliances shows to perfection. Call me today to view this ideal home!

Rural Aurora Sales Up

The first quarter 2019 results in Aurora are in for sales of all home types. There were 190 sales captured by the Toronto Real Estate Board's Aurora Community Breakdown.

The average home price was \$883,212 while the median price was \$783,750. There were 532 homes placed for sale and at the end of the first three months 302 were available for sale. On average, sellers yielded about 96 per cent of their asking price and on average homes sold in 29 days during this time frame.

Comparing to the results from the first quarter of 2018 the numbers are quite similar. Last year 186 homes sold at an average price of \$884,154. The median price was \$784,950 and there were 558 homes placed for sale with 306 remaining for sale at the start of April. Seller's received about 95 per cent of asking price and 30 days was the average for days on the market.

Of the homes that sold in the ten neighbourhoods of Aurora four neighbourhoods topped the list for those taking action.

In the area considered Rural Aurora 51 homes were sold comprising of 33 detached and 18 townhomes at an average price of \$1,054,680. Last year at the same time there were only 30 sales in Rural Aurora at an average price of \$967,052. This neighbourhood statistic was the most notable increase in action year over year.

There were 39 sales in the Aurora Highlands 28 of which detached and 11 were Condo apartment, townhome sales at an overall average of \$817,267.

There were 27 home sales in the Bayview Wellington area at an average price of \$688,007 and the bulk of those sales fell in the townhome or condo townhome category with 18, 6 detached homes and 3 semi-detached homes.

The neighbourhood with the lowest average pricing for the quarter was Aurora Village where 25 homes sold on average for \$611,834. There were 16 condo apartments and condo townhomes that sold, 7 detached homes and 1 additional townhome and semi-detached which sold.

The neighbourhood with the highest average price was Aurora Estates where 4 detached homes and 1 townhome sold at an average price of \$1,839,978.

For more comprehensive information specific to the neighbourhoods throughout Aurora call a REALTOR® today to book a face to face consultation.

– Written by Connie Power

Connie Power is the Assistant Manager CNE® SRS® ABR® SRES®, Mentors and Develops New Real Estate Sales Representatives for RE/MAX Hallmark York Group Realty Ltd., Brokerage serving York region and beyond in the Greater Toronto Area (GTA). Empowering you in Real Estate, Call Connie today to make an appointment to discuss your next move at (905) 726-0856.

*The statistics provided herein were obtained from the Toronto Real Estate Board; Summary of Existing Home Transactions for All types of homes, First Quarter 2018, 2019 Aurora Community Breakdown.

***Not intended to solicit those currently under a real estate contract.



6 options for funding your next home improvement project

Before starting a home improvement project, either on one's own or with the assistance of a professional contractor, homeowners must first consider the costs involved. According to the home improvement resource HomeAdvisor, more than one-third of homeowners do not understand what hiring a professional will cost, and then cannot successfully budget and secure financing once they have set their sights on a renovation project.

HomeAdvisor says that some of the more popular projects, such as remodeling a kitchen or bathroom or building a deck, can cost, on average, \$19,920, \$9,274 and \$6,919, respectively.

Homeowners may find that the more expensive renovations require them to secure some type of financing. Those who have never before sought such financing may want to consider these options.

1 CASH-OUT REFINANCING: With cash-out refinancing, a person will begin the mortgage process anew with the intention of paying off the current mortgage balance, and then taking out additional funds for other purposes. Cash-out refinancing is a way to tap into a home's existing equity for use on improvements or other expenses, such as college tuition.

2 HOME EQUITY LINE OF CREDIT: The financial experts at Bankrate indicate that a HELOC works like a credit card, with the house as collateral. There is a credit limit, and borrowers can spend up to that limit. The interest rate may or may not be fixed. However, the interest may be tax-deductible if the financing is used to improve, buy or build a home.

3 HOME EQUITY LOAN: Individuals also can borrow against equity in their homes with a fixed interest rate through a home equity loan. Most lenders will calculate 80 percent of the home value and subtract a homeowner's mortgage balance to figure out how much can be borrowed, according to the financial advisory site The Simple Dollar.

4 PERSONAL LOAN: Homeowners can shop around at various financial institutions for competitive personal loans to be used for home improvement purposes. Funds may be approved within one business day, which can be ideal for those who want to begin their improvements soon.

5 PERSONAL LINE OF CREDIT: A personal line of credit allows borrowers to borrow only the money needed at the time, and offers a variable interest rate that is generally lower than fixed loan rates. Again, like a credit card, PLOC gives a person a maximum borrowing amount and is ideal for ongoing purchases.

6 CREDIT CARDS: In a pinch, credit cards can be used to finance improvements, but they do come with the cost of very high interest rates if the balance is not paid in full by the time the bill comes due. However, for funding smaller projects and maximizing rewards points through home improvement retailers or specific credit card company promotions, credit cards can be a way to earn various perks in addition to the benefit of improving a home.

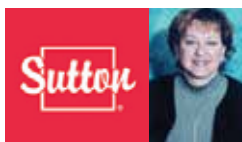
Homeowners looking to finance their next improvements should speak to a financial advisor and shop around for the best types of funding for them.

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Thinking of leasing for a year while our new home is built what do we need to know?

As a Tenant review your rights on the Stjo.gov.on.ca/lrb website there is a section divided for Tenants and Landlords.

A Landlord has a set criteria of requests they will likely make or their REALTOR or Property Manager will make these requests on their behalf. They will ask for a rental application to be completed, a full credit report for each adult on the lease agreement or living in the home, they will ask for pay stubs, letters of employment, letters of reference as well and there will also so be the lease agreement(s) including many additional clauses to be included and agreed upon between the parties.

An overwhelming amount of paperwork is exchanged which covers all topics related to living in the home. First and last months rent will be requested upon acceptance and Landlords will select

the Tenant after reviewing the facts collected.

This due diligence is not excessive at all it's the best practices they can take to additionally protect their real estate investment property.

Set an appointment with a real estate professional who is fully aware of the many new changes that came into effect since April of 2018 and if going direct read the website resources to be sure you are an educated Tenant and are well aware of your rights while leasing.

– Written by Connie Power

Connie Power is a Real Estate CNE® SRS® ABR® SRES® Sales Representative, Assistant Manager and New Agent Mentor and Career Development for RE/MAX Hallmark York Group Realty Ltd., Brokerage serving York region and beyond. EmPOWERing YOU in Real ESTATE!

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59 Skyline Trail,
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206 Patricia Drive, King City

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430 Warren Rd., King City

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