

RESALE HOMES COLLECTIONS

ORANGEVILLE/CALEDON
VOLUME 6, ISSUE 4

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Account Sales Manager
HEATHER ERWIN
heather@caledoncitizen.com

Advertising Sales Representative
ERIN LUCKETT
erin@lpcmedia.ca

Advertising Sales Representative
VICKI MEISNER
vicki@lpcmedia.ca

Advertising Sales Representative
HEATHER LAWR
lawr@sympatico.ca

Advertising Sales Representative
MELINDA CRAKE
melinda@lpcmedia.ca

Art Director
SARAH DIDYCYZ

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Whether you are planning to get into the real estate market as a first-time buyer, or making a move to a new location and are looking for a new home, finding the right realtor will make all the difference when you are buying or selling a property.

Buying or selling a home can be a time of uncertainty and for some people, it's a time of real stress. It is most likely the biggest investment you will make in your lifetime so having an expert to help you navigate through a transaction is an advantage that will produce the best results.

A responsible, knowledgeable, and experienced real estate representative will help you through the entire process and offer guidance and advice that will make the entire transaction a stress-free process.

Walkinshaw Partners Real Estate provides expert service and is experienced in all the nuances of real estate transactions.

Walkinshaw Partners is a family business and they support each other and their clients through professionalism and dedication to the real estate industry.

They are associated with eXp Realty – a real estate company that leads the Canadian industry and is established in 27 countries around the world.

Knowledgeable of the areas they serve, Walkinshaw Partners strives to help each client achieve their real estate goals.

John Walkinshaw is a veteran realtor with 10+ years of experience in the real estate industry.

John has been named eXp Canada Realty's Top Volume Solo Agent in Ontario for two consecutive years and is number 10 in all of Canada- an honour that is based on the total volume of sales.

Carley Walkinshaw is a licensed and knowledgeable real estate agent of 5 years who serves the region and always works to achieve the best results for her clients.

Laura Walkinshaw is the business' Executive Director and handles the administrative side of real estate transactions as well as all the video shooting and editing.

TJ Walkinshaw is one of the company's drone operators who provides stunning vistas of properties that are on the market. Drone videos are especially helpful when marketing large rural properties and an aerial view gives a potential buyer a birds-eye view of the buildings and grounds.

"We've been working together for five years," John explained. "Around the same time we joined eXp Realty, which is our brokerage. eXp is a very entrepreneurial-based and collaborative brokerage. The agents work together to help each other to be successful. At eXp, we're always looking for new people and new agents to collaborate with."

Working primarily in Dufferin County, Walkinshaw Partners service clients around the region, however, they are not limited by regional boundaries.

With modern technology, they are able to provide services across the province.

"We are here to help people," John said. "If someone refers someone to us who is from outside of the area or someone we are helping already is moving outside of the area or has a family member who is moving, we're happy to assist. With the power of the internet and the fact that eXp is everywhere in our province and everywhere globally, we can help people just about everywhere. Our statistics for last year are something we worked hard for and are humbled to have been able to serve so many families."

While working mostly with clients with residential properties, Walkinshaw Partners also helps clients looking for commercial properties. This includes a variety of commercial properties and businesses.

Carley enjoys working with clients in the region and uses her expertise in the industry to help clients reach their goals – even in uncertain economic times.

"During these unique economic times, it's a good time for realtors to be collaborative with their peers and share information about what is happening in the market," Carley said of her philosophy of working with others for a successful result.

eXp Realty provides thousands of hours of video resources to educated agents and helps them work with others for a successful outcome in any real estate deal. The company is noted for the cooperative effort and positive culture it has created among its agents,

and that effort translates to success for clients.

eXp Realty has offices all across the country and has a global presence in over 20 countries worldwide.

This means they can help you achieve your real estate goals and expose your property not only across Canada but at an international level as well.

As local realtors, John and Carley are dedicated and passionate when helping potential buyers who are looking for their first home or planning a move for other reasons and want to purchase a new house.

While some homeowners are looking for a larger house to accommodate a growing family, others are looking to downsize after their children have grown up and left the nest.

John and Carley can help you find that new home.

As experienced and knowledgeable local realtors, they know the neighbourhoods and the amenities in each area to help guide clients to a place that suits their lifestyle.

They are also experts in rural properties and can advise clients about the realities of rural living and the not-so-obvious things about maintaining a country residence.

You can learn more about Walkinshaw Partners by visiting their website and seeing current listings at www.johnwalkinshaw.com.

John can be reached directly at 519-942-7413.

Carley can be contacted at 519-278-5149.

Written by Brian Lockhart

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Who gets the lowest mortgage rates and why?

Where can I find the lowest rates?

Logically, the borrower with the best credit and the largest down payment would be given Canada's lowest interest rates.

IN SOME CASES that actually happens, but not always. Lenders today have categories for mortgages that can impact what rate a borrower will qualify for. A borrower with 5% down, stellar credit and the necessary income should get one of Canada's lowest rates. The same borrower with 20% down may pay a higher rate. Why is that?

In Canada, a borrower with less than 20% down has to insure their mortgage through one of our insurers for high-ratio mortgages, for example, CMHC. That mortgage is then guaranteed by the insurer against default and allows the lender to source the cheapest possible funds. A lender can also bulk insure their mortgage portfolio with loans that meet the insurer's guidelines. This way a lender can secure an interest rate that is below the typical rate. The rate may not be as low as

the 5% rate, but will still be attractive. So, a borrower putting down 50% may not get the same rate as the borrower putting down 5%. Any borrower that meets the insurer's guidelines can purchase an owner-occupied home for under one million dollars with a minimum down payment.

There are a few products that will generate higher rates. A non-owner-occupied single-family home or investment property will pay more. Longer amortizations will also pay more. These products cannot be bulk insured. Federal regulations require banks to hold capital in relation to their mortgage portfolio. This requirement is much smaller when a mortgage is insured or bulk insured. The cost of holding that mortgage on their books is there for reduced, and the lower cost translates to a lower interest rate. Therefore Banks charge higher con-

ventional mortgage rates to offset their extra capital requirement and risk exposure.

When a potential mortgage consumer looks online at interest rates, they will see the lowest offerings available and may be disappointed that they are not available for their particular transaction. The industry's lowest rates actually can change daily with Bond Market fluctuations. The major banks do not always react as quickly to these fluctuations as some of the smaller mortgage companies or non-bank lenders. When pushed, they may match rates, but generally, the lowest rates are from the other players. A mortgage broker has access to all of these lenders. Many of the non-bank lenders have more flexible guidelines with lower penalties and fees as well.

— Provided by Dwight Trafford

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HOMES
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MARKET UPDATE

Orangeville Statistics - March			
	March, 2025	March, 2024	% Change
# of Active Listings	102	65	56.92%
# of Homes Listed	70	86	-18.60%
# of Sales	33	38	-13.16%
List Price vs. Sale Price Ratio	98%	99%	-1.01%
Average Days on Market	38	16	137.50%
Average Sale Price (all types)	\$767,833	\$830,537	-7.55%
Detached	\$897,147	\$732,848	22.42%
Semi-Detached	\$690,500	\$707,929	-2.46%
Freehold Townhouse	\$713,333	\$774,000	-7.84%

Orangeville Statistics - Year to Date			
	Jan - March 2025	Jan - March 2024	% Change
# of Homes Listed	181	193	-6.22%
# of Sales	87	100	-13.00%
List Price vs. Sale Price Ratio	98%	98%	0.00%
Average Days on Market	38	25	52.00%
Average Sale Price	\$837,417	\$793,767	5.50%
Detached	\$971,037	\$912,202	6.45%
Semi-Detached	\$684,773	\$702,767	-2.56%
Freehold Townhouse	\$701,615	\$734,556	-4.48%

Buyers Market vs. Sellers Market

Current Number of Homes for Sale	102
Divided by Sales per Month	33
Months of Inventory	3.1

There is currently 3.1 months of inventory on the Market in Orangeville.
In a Buyers Market, there is normally more than 6 months worth of inventory.

Peel - Caledon Statistics - March			
	March 2025	March 2024	% Change
# of Active Listings	187	206	-9.22%
# of Homes Listed	237	198	19.70%
# of Sales	67	70	-4.29%
List Price vs. Sale Price Ratio	96%	98%	-2.04%
Average Days on Market	25	28	-10.71%
Average Sale Price	\$1,311,587	\$1,357,700	-3.40%

Peel - Caledon Statistics - Year to Date			
	Jan - March 2025	Jan - March 2024	% Change
# of Homes Listed	595	495	20.20%
# of Sales	164	203	-19.21%
List Price vs. Sale Price Ratio	95%	98%	-3.06%
Average Days on Market	32	28	14.29%
Average Sale Price	\$1,317,781	\$1,286,526	2.43%

Buyers Market vs. Sellers Market

Current Number of Homes for Sale	187
Divided by Sales per Month	67
Months of Inventory	2.8

There are currently 2.8 months of inventory on the Market in Caledon.
In a Buyers Market, there is normally more than 6 months worth of inventory.

PROVIDED BY



(NC) Over a million mortgages in Canada are expiring this year. If your mortgage is one of them, here are some smart questions to ask before signing on to a new contract.

WHAT ARE MY CURRENT PRIORITIES?

This is a good time to review your mortgage needs and make sure you have the right product. For example, consider if your budget allows you to increase your payments to pay off your mortgage sooner and save on interest. Also, think about whether you're satisfied with the services offered by your current lender.

ARE THERE BETTER OPTIONS OUT THERE?

You don't have to renew your mortgage with the same lender. You may want to shop around and compare various lenders and mortgage brokers to see if they offer better alternatives.

You may decide to switch your current lender for a loan of the same amount. If this is the case, the new lender will need to approve your mortgage application. Just keep in mind they may use different criteria to decide if you qualify. It's also important to know that changing lenders will include fees, such as setup fees, appraisal fees and other administration fees.

HAVE I GOTTEN THE BEST DEAL FROM MY LENDER?

Negotiate with your current lender to get a lower interest rate. You can even tell them about offers you received from other banks. You could also ask to change your variable rate to a fixed rate, as this could lower your interest charges. If you don't act, your current mortgage could renew automatically, meaning you may not get the best interest rate and conditions.

...Negotiate with your current lender to get a lower interest rate....

Learn more about mortgage renewals at canada.ca/money.

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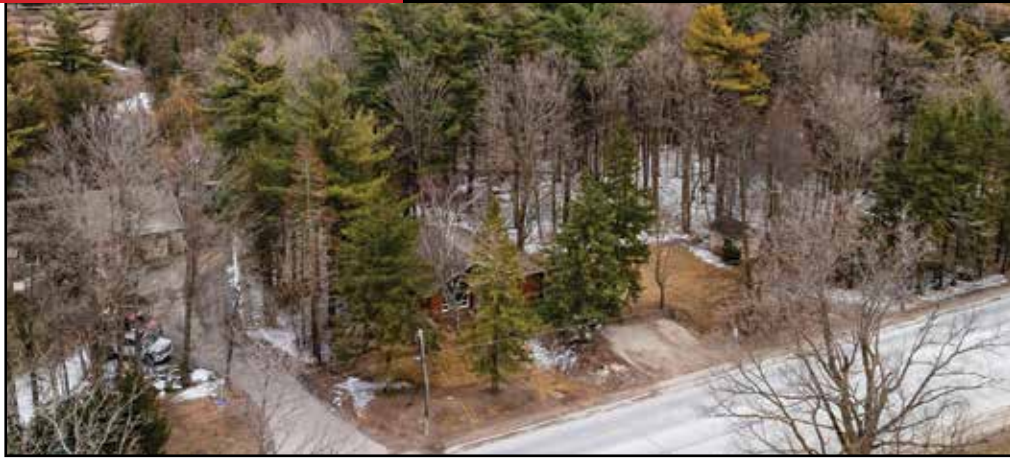
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3 tips to prepare and save for your first



(NC) Purchasing your first home is an exciting time in your life, but preparing and saving for this milestone can be overwhelming. For less stress, consider the following:

SET A REALISTIC TIMELINE AND SAVINGS GOAL.
The time it takes to build that down payment is different for everyone, so it's important to make plans and budgets that work for you and your lifestyle. When you're ready to start putting money aside, it's worth finding ways to maximize your savings. One way of doing this is by holding your deposits in a tax-free First Home Savings Account (FHSA).

KEEP YOUR SAVINGS SAFE.
While you're on your journey to savings, you'll want to ensure that the down payment you worked so hard for is kept safe. If you do open an FHSA, look for an institution that qualifies for deposit insurance. For reference, the Canada Deposit Insurance Corporation (CDIC) insures eligible deposits in nine different categories for each of its member institutions. Find more information about how they protect FHSAs and other accounts, at CDIC.ca. They also have a handy online calculator to help determine your coverage.

KNOW WHAT YOU WANT AND SHOP AROUND.
When it comes time to start house hunting, take the time to think about what makes a house a home and what matters most to you. It never hurts to shop around and see all the market has to offer before making a purchase.

Finally, whether it's reaching a savings goal or making that final purchase, don't forget to celebrate when you hit those milestones.

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AREAS WE SERVE

Members of the Orangeville & District Real Estate primarily serve, but are not limited to, the following areas: all of Dufferin County which is comprised of the rural townships of Amaranth, East Garafraxa, East Luther, Melancthon, Mono, and Mulmur as well as the communities of Grand Valley, Orangeville and Shelburne. The members also serve the Township of Adjala, the Town of Caledon and the Township of Erin.



Dufferin Statistics (excluding Orangeville) - March			
	March 2025	March 2024	% Change
# of Active Listings	226	193	17.10%
# of Sales	26	38	-31.58%
Average Sale Price	\$923,923	\$1,126,761	-18.00%

Dufferin Statistics (excluding Orangeville) - Year to Date			
	Jan - March 2025	Jan - March 2024	% Change
# of Sales	80	97	-17.53%
Average Sale Price	\$980,709	\$1,048,599	-6.47%

Buyers Market vs. Sellers Market

Current Number of Homes for Sale	226
Divided by Sales per Month	26
Months of Inventory	8.7

There is currently 8.7 months of inventory on the Market in Dufferin (excluding Orangeville). In a Buyers Market, there is normally more than 6 months worth of inventory.

March 2025 vs. March 2024
The number of active listings in Dufferin (excluding Orangeville) increased by 17.10% in March 2025 over the same month in 2024. The number of homes sold decreased by 12 homes or 31.58% in March 2025. Average sale prices decreased by 18.00%.

Year to Date 2025 vs. Year to Date 2024
The number of homes sold in Dufferin (excluding Orangeville), year-to-date decreased from 97 to 80, which is an decrease of 17.53%. Average sale prices were down by 6.47%.

The recent threat of U.S. tariffs on Canadian goods and services may not have a direct impact on the real estate industry, however, the fallout from imposed tariffs could impact housing sales if tariffs result in job losses or a decline in certain industries.

SOME INDUSTRIES are under a potential threat more than others, and some of those companies employ a large number of people in good-paying jobs.

Any potential job losses could have a direct effect on the real estate market, however, there have not yet been any kind of large-scale layoffs.

The current political uncertainty both nationally and internationally may affect the number of transactions seen in Dufferin County and the region as some potential buyers may be waiting to see how things shake out over the next few months.

While some people are waiting for a calmer situation before buying, others are making a decision to sell sooner than they had originally planned.

Many potential buyers are spending time doing research on properties and following the market trends to see how current housing prices are reacting to various events.

Currently, higher-priced homes as well as entry-level homes are seeing a lot of interest and selling quicker than usual. At the same time, there has been an increase in mid-range homes but fewer sales than average at that price range across the region.

There are more listings and options available than there were at the same time last year.

Notably, Orangeville has almost 57 per cent more listings than the same time year, and East Luther Grand Valley is up by 144 per cent over the same time last year.

Across Dufferin County, the number of sales for the traditionally robust spring market is down slightly this year. The spring market usually starts ramping up in March with April being the real launch of the season.

In Orangeville, home sales are down around 13 per cent compared to this time last year. The number of days on the market is also being affected with homes taking a little longer to sell this year.

This means a buyer now has a wider choice of properties to choose from and more time to make a decision. A buyer now has a little more negotiating power when it comes to placing a bid on a home.

Historically, whenever there is a big election, the market tends to slow a little as people get distracted with other issues. This can mean that some potential buyers may hold off on buying a home until a new government is established.

However, higher-end properties are still seeing robust sales. Houses in the \$2 million range and up are still selling. There is no definitive reason for this other than conjecture that higher net-worth people don't seem to be as concerned about an uncertain political situation.

With all that is going on, the local market has remained fairly stable. Some experts thought that the current situation would see a dramatic drop in the market, but that hasn't happened.

Most likely the current political situation will correct itself in the near future and potential buyers will gain confidence.

When that happens, the real estate industry will see more action as buyers make the decision to get into the market when they feel more assured of a positive outcome.

-Written by Brian Lockhart



Members of the Orangeville & District Real Estate Board (ODREB) are also members of the Canadian Real Estate Association (CREA), the Ontario Real Estate Association (OREA), and the Toronto Real Estate Board (TREB), and, as such, adhere to a high standard of professional conduct and a strict Code of Ethics.

The Board fosters understanding and co-operation amongst the members resulting in enhanced professional services to the public.



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The prospect of having a weekend getaway is exciting, but there are a lot of things to consider before you take the plunge. To start, you'll want to evaluate your needs, draw up a budget and make sure you've got the right insurance.

Think about what you want

Think about what you want and need, get the whole family on board and write it all down. Some things to ask yourself are:

- Do you want easy access and a short commute?
- Do you want a remote location where you can truly unplug?
- What type of internet connection will you need?

Evaluate your budget

When you're applying for mortgage pre-approval, be sure to make a list of the expenses involved in buying a second home and calculate your monthly payments. Keep in mind that your mortgage payment could increase if rates go up.

Once you've drawn up a budget, it's time to start looking!

Evaluate your insurance needs

Home insurance

Contact your insurance agent to review your home insurance needs. Among other things, they'll ask you about the construction quality and about past water damage. Your agent can tell you if water damage coverages, including flood coverage, are available.

If you'd like to rent out your cottage when you're not using it, let your agent know so they can make sure you have enough coverage and add rental activity to the insurance policy.

How often you plan to stay at your cottage and how often you'll be renting it out will also influence the insurance product available.

Life insurance

Your insurance agent can also help you review your individual life insurance. Since the sale, gift or bequest of a secondary property generates a taxable capital gain, your estate might be burdened with a large tax bill without the funds to cover it. Life insurance could help cover this capital gains tax. Your agent can help you make an informed decision based on your situation.

A cottage is a great way to get away from it all and an opportunity to create new memories. Just make sure you have a clear plan that takes your needs and budget into account and protects you against the unexpected.

Interested in learning more about your insurance options for buying a cottage? Give me a call.

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PART 3

CAN I REDUCE MY PROPERTY TAXES?

Maybe this is the year you might be able to lower your TAXES!!!! If you are living in a rural setting surrounded by nature you just might have that chance! There are two types of programs that can give you a substantial tax rebate if your property meets the qualifications. Features like ponds or rivers, or being in the Escarpment Natural Area of the Niagara Escarpment Commission or having Areas of Natural or Scientific Interest on your property, or having a dense forest of at least 4 hectares-if you have any of these then your chances are even greater to save some money-every year.

The Conservation Land Tax Incentive Program
<https://www.ontario.ca/page/conservation-land-tax-incentive-program>

How it works.

The Conservation Land Tax Incentive Program recognizes, encourages & supports the long-term private stewardship of Ontario's provincially important natural areas.

Under the Conservation Land Tax Incentive Program, portions of your property that have eligible natural heritage features may qualify for a 100% property tax exemption.

The area needs to be:

- Identified by the ministry as one of the eligible land types
 - 1/5 of a hectare (½ acre) or larger in size
- You also need to:
- Commit to protecting the designated portion of your property
 - Allow ministry staff to inspect it if requested

The great thing about this program is there is really no onus on the property owner to do anything! Once you are in the program it's pretty simple-every year you just have to resubmit your paperwork & then enjoy the property tax reduction that it provides!

The Managed Forest Tax Incentive Program
<https://www.ontario.ca/page/managed-forest-tax-incentive-program>

The Managed Forest Tax Incentive Program encourages good forest management by giving a property tax reduction to eligible landowners who prepare & follow an approved Managed Forest Plan.

When your forested area is enrolled in the program, it is:

- Classified as managed forest
- Taxed at 25% of the municipal residential property tax rate

The regular tax rate still applies to any other part of the property that is not managed forest, such as your house.

You must hire a Managed Forest Plan Approver to prepare or approve a Managed Forest Plan for the forest on your property. This plan describes how you will manage your forest responsibly over a 10 year period.

To enroll in the program, your Managed Forest Plan Approver submits your plan to the ministry. You need to follow your Managed Forest Plan and submit a progress report in the fifth year of your plan. After 10 years, you can

renew your participation in the program with
a new approved Managed Forest Plan.

Now, in order to qualify for this program you must have at least 9.88 acres of eligible forest on your property. Also, if you decide to sell your property the Forest Plan does not transfer to the new owner. In that case the new owner has 90 days to submit their own plan otherwise the tax reduction will disappear.

Over the years we have come in contact with many property owners that have been reaping the benefits of savings thousands of tax dollars by participating in these programs. But it's not just about property owners saving money-it's about conserving these natural habitats so that future generations can enjoy the wonders of nature, just as we have, for years to come! If you have questions about whether or not one of these programs is a good fit for you, or if you are thinking of purchasing a property that may be (or have the potential to be) part of a conservation program, give us a call- we'd be happy to help.