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Building  
community  
and giving  
back where  
it counts!

In the world of real estate, success is often measured by numbers: homes sold, offers accepted, and market share gained. But for Jennifer Clements, Broker/Owner of RE/MAX Realtron TurnKey Realty, success lies in taking great care of each client while supporting the local community she calls home.



Jennifer Clements  
Broker of Record



With more than 125 homes sold each year by the TurnKey Team, Jennifer and her Team have created a real estate business deeply rooted in community, connection, and contribution. Behind every sale is a web of economic activity that fuels York Region's local economy. It's estimated that when a house sells, approximately \$75,000 of business is referred back into the community through home services like contractors, trades, inspectors, remediation, movers, decorators, financial advisors, lenders, lawyers, and more. Jennifer and her team have built strong connections in the community to provide clients with a valuable resource network of trusted, local businesses whenever possible.

"We work by Relationship, not by Transaction," Jennifer says. "It's important that all of our clients are delighted with the experience and feel cared for and supported throughout each interaction with our Team and network. In a business with so many 'moving' parts, it can be a real challenge. That's why we take the time to get to know business owners in the community to promote and support trusted, reliable service providers when referrals are requested. Our TurnKey brand reputation depends on it."

**EMPOWERING LOCAL BUSINESSES THROUGH CONNECTION**

To further support the ecosystem of services that homeowners rely on, Jennifer and the TurnKey Team

host quarterly Local Business Mixers—lively networking events that introduce, connect and elevate top local business owners in York Region who are responsive and professional. These mixers aren't just about business cards—they're about building relationships, trust, and awareness of the incredible local talent available to serve homeowners.

"We believe in lifting each other up," Jennifer explains. "When we refer a painter, a mortgage advisor, or a moving company, we're not just connecting people with a service—we're solving problems, saving time and frustration and supporting local businesses who share our values and commitment to look after our clients and community."

Thanks to their strong brand, reputation, and results, much of the TurnKey Team's business now comes through referrals—not only from delighted clients, but also from the local professionals they partner with. It's a full-circle approach that helps everyone thrive.

**REAL ESTATE WITH HEART**

But the TurnKey Team's impact goes far beyond business. As a Children's Miracle Network Gold Miracle Agent, Jennifer donates a portion of every home sold to help fund critical care for children in local hospitals. These donations stay right here in the community, supporting families who are going through some of their most difficult times. Together,

we're making a powerful impact on children's health in our community.

**GIVING BACK WHERE IT'S NEEDED MOST**

Philanthropy is at the core of everything the TurnKey Team stands for. Beyond their contributions to children's hospitals, Jennifer and her team are active supporters of numerous York Region charities, including the local food pantry, the Boys and Girls Club, and Inn From the Cold, which helps provide shelter and support for people facing homelessness.

Whether organizing donation drives or volunteering their time, the TurnKey Team is committed to making a meaningful difference where they live and work.

**"SERVICE THAT MOVES YOU"**

What drives all of this—sales success, community support, philanthropy—is a shared passion for delivering "service that moves you." It's more than a slogan. It's a promise Jennifer and her team make to every client and referral: to be knowledgeable, caring, dedicated and results-focused.

So whether you're buying your first home, selling your forever home, or simply looking to connect with a great local Agent, Jennifer Clements and the TurnKey Team are here—not just to get the job done to the highest standards, but to ensure everyone benefits along the way.

HOT NEW LISTING IN MT. ALBERT!!



\$3,275,000

One of a Kind completely renovated almost 2600 sq. ft. century home on approx. 4.66 acres within walking distance to "downtown" Mt. Albert! Features a 2 car garage + bonus 40 x 80 foot workshop! Absolutely stunning room after room w/so many unique & special features such as cathedral beamed ceiling in spectacular kitchen, custom entry room with high end cabinetry, 4 spacious bedrooms, 3 reno'd bathrooms, large new laundry plus 2 amazing covered porches! WOW!!!

JUST LISTED IN EAST GWILLIMBURY!!



\$1,999,000

Minutes to town and amenities you will find this 2 Acre oasis with Spectacularly renovated executive 3+2 bedroom bungalow, Plus renovated finished basement apartment, Plus newer 40 x 50 ft Garage/workshop, Plus newer Pool with pavilion, Plus Pond with deck and pergola! Plus stunning renos throughout + Metal Roofs!! Wow, this one has it all!

JUST LISTED IN EAST GWILLIMBURY!!



\$1,450,000

Incredible property with 5.59 acres with pond and beautifully cleared and tastefully treed areas! Special features include lovely, 3+ 1 bedroom home w/ reno'd kitchen and bathrooms & 2 car garage and special bonus separate workshop with two-piece bathroom Plus self-contained renovated apartment over top of workshop! Just minutes to Newmarket and all amenities!



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# SOLD CONDITIONAL?

## Here's what that really means (and how to beat it)

In Ontario's fast-paced real estate market, you might come across a listing marked "Sold Conditional." At first glance, it may seem like the property is off the market—but that's not necessarily the case. "Sold conditional" means the seller has accepted an offer, but certain conditions must be fulfilled before the deal becomes firm and binding.

### WHAT DOES "SOLD CONDITIONAL" MEAN?

A conditional sale typically hinges on the buyer satisfying one or more terms outlined in the Agreement of Purchase and Sale. Common conditions include:

- **Financing:** The buyer needs time to secure a mortgage approval.
- **Home Inspection:** The buyer wants a satisfactory inspection report.
- **Sale of Buyer's Property:** The buyer must sell their current home before finalizing the new purchase.

These conditions are usually granted for a fixed period—commonly 3 to 10 business days. Dur-

ing this window, the buyer can back out of the deal with no penalty if they can't meet the conditions. Until those conditions are waived or fulfilled, the sale is not firm.

### THE POWER OF THE ESCAPE CLAUSE

If you're a seller who accepted a conditional offer—especially one that hinges on the buyer selling their own home—you don't have to wait indefinitely. That's where the escape clause comes in.

An escape clause (also called a "48-hour clause," though the timeframe may vary) allows the seller to continue marketing the property and even accept a second offer. If a better or firmer offer comes in, the seller can notify the first buyer, who then has a set period—usually 24 to 72 hours—to waive their conditions and firm up the deal. If they can't or won't, the seller is free to proceed with the second offer.

### HOW TO "BUMP" A CONDITIONAL OFFER

Buyers who see a "sold conditional" listing shouldn't assume they're out of luck. Here's how you can position yourself to "bump" a conditional offer:

- 1 **Make a Strong, Firm Offer:** Submit an offer with no conditions, or at least fewer or less restrictive ones. This puts pressure on the original buyer to firm up quickly.

- 2 **Match or Exceed the Price:** If your offer is equal or higher in price and has better terms (e.g. a quicker closing date or no financing condition), the seller is more likely to act.

- 3 **Be Prepared to Move Fast:** If the seller activates the escape clause, the original buyer gets their 48 (or 24/72) hours. If they back out, you'll want to be ready to finalize your offer without delays.

- 4 **Work With an Experienced Realtor:** Navigating escape clauses and multiple offers requires expertise. Your agent can help draft a compelling offer and manage the timing so you have the best shot.

To conclude, in Ontario real estate, "sold conditional" is not the end of the road—it's an open door. With the right approach and guidance, buyers can still make a move on a conditional listing. And sellers can protect themselves by including escape clauses that keep their options open. It's important to work with a realtor that knows the ins & outs of real estate transactions. We, at the Michele Denniston Real Estate Group, are committed to providing you with expert, reputable and top-tier real estate service. Contact Michele directly at (416) 433-8316 or [michele@micheledenniston.com](mailto:michele@micheledenniston.com). Remember: until the "sold conditional" turns into "sold firm," the deal isn't done.

Michele  
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Amazing backyard oasis with pool & waterfall. See you there!



**Renovated within last year! \$2,650,000**  
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2,850 sqft. 4 bedroom, open concept home with 9 ft. ceilings  
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**What a backyard \$1,599,900**  
This 3,500 sqft home with finished basement is situated on a 60x200 ft  
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**Inlaw apartment! \$1,480,000**  
Four bedroom, 2 storey in prime Richmond Hill location with outstanding one  
bedroom apartment with separate entrance. Call Rocco today!



**You have to see this kitchen! \$1,490,000**  
Renovated home minutes to highway 404 & top schools & recreation centre.  
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**Excellent starter home! \$999,900**  
3 bedroom, 2 storey semi with finished basement in demand area.  
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# The benefits of lighting up your landscape

Homeowners know there’s no shortage of ways to tweak a property.

Some homeowners may lament that the work associated with home ownership is never done, but owning a house also provides endless opportunities to upgrade the spaces people call home.

Landscape lighting has become increasingly popular in recent years. That popularity is undoubtedly due to a number of variables, and each highlights a benefit of installing landscape lighting around a property.

**AFFORDABILITY:** Some may think of big budget projects like kitchen remodels or room additions when pondering home renovations. Such projects can have a dramatic impact on the look and feel of a home, but landscape lighting can be equally transformative at a fraction of the cost of larger undertakings. The home renovation experts at Angi.com estimate the average landscape lighting project costs around \$4,000, making affordability a notable benefit of the project.

**APPEARANCE:** There’s no denying the aesthetic appeal of a well-lit landscape at night. Landscape lighting can be utilized to draw attention to awe-inspiring components of a landscape, whether it’s natural features like gardens and foliage or manmade components like architectural features. Improved appearance can increase curb appeal, which is often associated with how a home looks during daylight hours. But photographs of a well-lit nighttime landscape can impress buyers as well.

**COST SAVINGS:** Landscape lighting might help homeowners reduce the cost of their homeowners insurance. Researchers at PolicyGenius.com found that insurance companies typically offer a discount of 2 to 5 percent to homeowners who install a home security system. Insurance providers may offer a dditional savings to homeowners who pair such systems with landscape lighting, which can be a deterrent to burglars who prefer to operate under a cloak of darkness.

**SAFETY:** Insurance firms may discount premiums because of landscape lighting because they view it as a deterrent to potential criminals. But landscape lighting also makes moving around a property at night safer for residents and guests. Lighting can be used to illuminate walkways, outdoor living rooms, patios around pools, and other areas where residents and guests will be walking at night, which can reduce the risk of falls and injuries that may result from such spills.

**ROI:** Savvy homeowners consider a renovation’s return on investment before deciding to go forward with a project. Studies vary, but the National Association of Realtors indicates landscape lighting can recoup as much as 70 percent of homeowners’ investment in the project at resale. When viewed through the lens of ROI, the cost of installing landscape lighting is even less.

Landscape lighting adds notable aesthetic appeal to a home at a fraction of the cost of other renovation projects. The benefits such lighting provides make the project one every homeowner can consider.



All brick, 3+2 bedroom, 3 bathroom, raised bungalow, 3 bay garage parking for 10+ cars on a large in-town mature lot, town water, and septic listed \$995,000.00 Come see your future home and have a look around one of the finest family orientated villages to live in. <http://www.70Moore.com/>



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\$1,899,000



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\$1,728,888



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727 LOWELL AVENUE, NEWMARKET  
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MARKET UPDATE – APRIL 2025

AURORA

AVERAGE SALES PRICE

\$1,332,712

AVERAGE 23 DAYS ON MARKET

NUMBER OF SALES

59

189 NEW LISTINGS

SALE TO LIST RATIO

98%

YEAR OVER YEAR % CHANGE

-5.64%

KING

AVERAGE SALES PRICE

\$1,821,545

AVERAGE 25 DAYS ON MARKET

NUMBER OF SALES

11

82 NEW LISTINGS

SALE TO LIST RATIO

95%

YEAR OVER YEAR % CHANGE

-4.31%

\*The statistics provided were obtained from the Toronto Regional Real Estate Board's Market Watch APRIL 2025; Summary of Existing Home Transactions for All Home Types, APRIL 2025 + Focus on the MLS Home Price Index for Composite, APRIL 2025 for York Region's Aurora and King

As we progress through 2025, the market continues to demonstrate resilience and adaptability amidst the evolving economic conditions and political landscape. Aurora saw a 27.4% decrease in sales compared to the same period, in the last month, versus the same timeframe in 2024. With 214 new listings from a span of April 5th to May 3rd, this provides more options for Buyers and contributes to a more balanced market. Homes are taking longer to sell in most instances and showing activity is down across all price points and styles of home. In an evolving market, Key Advantage is always here as a trusted advisor to help you navigate transitions with confidence. If you are looking to Buy or Sell in 2025, it is not too late to connect to talk strategy.

– Provided by Key Advantage Team Royal LePage RCR Realty  
Lindsay Strom, Broker  
www.KeyAdvantage.ca | 905-836-1212 | info@KeyAdvantage.ca  
\* Not intended to solicit buyers or sellers currently under contract.



# What is duct balancing?

Homes can sometimes be an enigma, with problems arising that seemingly make little sense.

**ONE EXAMPLE** of a problem that might not add up is when certain areas of a home feel much warmer or cooler than others, even when a heating and cooling system is running and operating efficiently. The culprit in such instances may be an imbalance in a home's HVAC system. When an HVAC system is running yet there's a noticeable temperature difference in certain rooms of a home, such as one room being particularly warm in summer or especially chilly in winter, that disparity could be a result of an uneven air distribution through the ducts in the home. In such instances, duct balancing might be a solution. Duct balancing involves adjusting the dampers or registers to correct issues such as uneven distribution of air, poor airflow and pressure imbalances with the heating and cooling system. Duct balancing is a relatively inexpensive fix, but it's best left to HVAC professionals, as the job requires unique knowledge of heating and cooling systems and special tools to adjust the dampers or registers.



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RESALE  
HOMES  
COLLECTIONS



By Julien Laurion  
Real Estate

If you've lived in Aurora for more than five minutes, you've probably noticed two things:

- 1 The town's growing faster than a dandelion in May.
- 2 There's one guy who seems to be popping up everywhere — at open houses, behind power tools, and occasionally holding a latte at Sweet Dutchess. (Hi, that's me.)

As the spring sun warms our sidewalks and the smell of freshly cut grass returns, so too does the call for change. Maybe your house needs it. Maybe your lifestyle demands it. And maybe, just maybe, you need someone who knows how to swing a hammer and negotiate a deal. That's where I come in.

Aurora is a gem — walkable, connected, full of character and charm. But if you've been browsing MLS lately, you'll see that while the market is still strong, buyers are picky. Cookie-cutter won't cut it anymore.

That's why I built a business around two things: Finding the right home — and making it even better.

Whether it's unlocking value in a dated bungalow, or helping sellers maximize their sale price through smart, strategic renovations, I do both — all under one roof. Literally.

Here's the thing — when I walk into a listing, I'm not just seeing countertops and square footage. I'm assessing potential.

Recently, I helped a family in Aurora Heights prep their home for sale. Instead of listing it "as-is," we updated the kitchen, refreshed the bathrooms, and gave the fireplace a modern facelift. The result? An extra \$97,000 over what similar homes in the neighbourhood were getting.

Want to know how long the reno took? Three weeks. Why? Because I've got the crew, the experience, and the drive to get it done right — and on time.

In today's market, many buyers can't quite see past bad paint or awkward layouts. That's where I come in.

One recent client bought a fixer-upper in the Orchard Heights area. It needed serious love. We created a new open-concept main floor, added a home office (hello, 2025 lifestyle!), and built a mudroom that could handle Canadian winters.

...In today's market,  
many buyers can't quite  
see past bad paint or  
awkward layouts...

Now? Their home looks like something out of HGTV. And more importantly, they love living there. Simple — synergy. When your agent is also your contractor, you don't waste time translating the vision. I help you buy smart, renovate wisely, and build long-term value in your biggest investment.

Plus, let's be honest: Working with one person instead of three is just easier. Less stress, less mess, and a better end result.

This May, while Aurora buzzes with community events, art fairs, and patio season (finally!), it's also the perfect time to think about your home. Maybe it's time to move. Maybe it's time to improve. Or maybe, like a lot of my clients, it's both.

If you're thinking about selling, buying, or just want a pro opinion on what your place could be worth after a reno — give me a call. I'll even bring coffee.

Let's talk about:

- Quick reno wins that boost sale price
- What buyers are really looking for in 2025
- The best neighbourhoods to invest in right now
- And how to make your home work for your next chapter

Because here in Aurora, it's not just about houses — it's about homes. And helping people love where they live is what I'm all about.

Julien Laurion  
Realtor. Contractor. Local Dad.  
All About Homes.  
Serving Aurora, King City, and the  
communities in between.

I've got your back from start to finish.  
I'm a local Realtor who has lived in Aurora for more than 30 years and know it inside and out. With A LOT of home construction experience, I have an eye that will help you make informed decisions re: home concerns and renovations. Let me help you with your next big purchase/move. Please feel free to call or email me directly at 416-402-5530 or julien@bigtuna.ca or check out my socials at @bigtunarealty

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\*Based on IMS Statistics, Aurora Offices

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211 KENNEDY ST WEST AURORA 5200 SF POOL FINISHED BASEMENT



Stone & Brick builders own home! 11 ft – 22 ft ceilings! Plank Floors on 3 levels! Open Concept Plan! 4+1 Bedroom with ensuite and custom organized closets, professional finished walk-up lower level with nanny or granny suite, gym, rec room and 3pc/2pc washrooms and two separate entrances!! Upgrades galore! Inviting inground pool and professionally landscaped!

\$4,298,888



3300 SF AURORA SHOW STOPPER W/FIN WALK-UP BSMT!



Wow Simply Sensational new build! Soaring 11 ft ceiling ground floor! 10 ft 2nd floor & bsmt! Hwd plank! 'Open concept' plan! Main floor den! 'Gourmet' Chef's centre island kitchen w/quartz counters & butler's pantry! Huge fam room w/custom gas fp & palatial wdws. Primary br w/enticing ensuite & organized his & hers w/i closet! Ensuite baths & organized w/i in all bedrooms! Bright prof fin 'open concept' lower level w/u bsmt with inlaw potential!

\$3,148,888



3700 SF 99 BIRCH AVENUE, RICHMOND HILL 1.33 ACRE



1.33 acre one of a kind ravine home in exclusive area of Richmond Hill. \*\*\*Property CANNOT be severed\*\*\* Elevator to all 3 floors. 3722 sf stone home. Bright finished lower level inlaw suite. Picturesque property. Gated interlock driveway with parking for 6 cars! Entertaining-sized principal rooms.

\$2,798,888



4300 SF MASTERPIECE WITH POOL – BRADFORD



Knock-out custom built home with over 6500 sf of living space on 3 levels. 6 bedrooms, 0.7 acre with 250 ft frontage. Magnificent backyard oasis with inviting inground saltwater pool. Heated shop and parking for over 20 vehicles. Huge gourmet kitchen w/custom island & cabinetry. Curb appeal and much more! Hardwood floors.

\$1,999,888



PRIVATE DEEDED BEACH! BED & BREAKFAST POTENTIAL



Discover paradise with this 4+2-bed, 6-bath luxury property at Big Bay Point. Nestled between a deeded beach on Lake Simcoe's Kempenfelt Bay and vibrant Friday Harbour, enjoy resort-style living with forest views, an outdoor kitchen, fire pit, cedar sauna, gym, and pergola. Entertain or unwind in a spacious 3242 SF home with a 4-car garage, dual driveways, and room for recreational toys. Embrace a dream lifestyle!

\$1,748,888

60 FOOT LOT! 4+1 BEDROOM! RENOVATED! FINISHED BASEMENT!



It's a beauty! Demand Southwest Aurora location steps to park and nature! Updated centre island kitchen with quarts counters! Kitchen 'open' to spacious family room! Updated baths! Updated hwd laminate - vinyl floors! Fresh modern decor! Professionally finished lower level recreation room, play room, 5th bedroom/Den and 2pc bath!

\$1,588,000





# Projects to consider before moving into a home

The day homeowners move into a new home is a unique experience.

First-time home buyers may see such a day as the culmination of years of hard work, while those who are not new to the experience may find their new home is where they'll spend the rest of their lives.

Move-in day is indeed a notable milestone, but there's much homeowners can do between closing on a home and backing the moving truck into the driveway. In fact, it may be best for homeowners to complete several home interior projects while the residence is still empty.

## PAINTING

Painting home interiors is among the more logical projects to consider before moving into a home. Simply put, an empty home is far easier to paint than one filled with furniture and other items. Professional painters may even discount a project if they know they won't have to cover and/or move any furniture before and after applying paint. Painting before anyone has moved in also saves residents the discomfort of living in a home overcome by the lingering aroma of drying paint. Simply open the windows and let the home air out throughout each painting session.

## FLOORING

Flooring projects are another undertaking to consider before moving in. Whether you're tearing up old carpet and replacing it with new carpet, refinishing wood floors, or installing a wholly new floor, each task is considerably easier if there is nothing on the floor. Flooring projects are best left to the professionals, and labor costs may drop considerably if contractors don't have to pause to move furnishings or work around other items.

## DEEP CLEANING

A professional cleaning service should be among the first calls homeowners make after closing on a new home. A deep cleaning when the home is empty and all lingering dust and debris is visible to the naked eye can ensure no spots are missed before move-in day. Request that the cleaning service clean the interior of kitchen drawers and cabinets, which have a tendency to accumulate grime over the years.

## ELECTRICAL WORK

Modern homes are plugged in, so addressing electrical issues prior to move-in day can ensure there are no interruptions to internet connectivity when everyone begins to settle into the home. This is also a great time to install additional electrical outlets, and homeowners are urged to take the time to draw up plans for how each room will look once all of their furniture is in the house. Doing so can identify where additional outlets should be installed. Homeowners also can visit their new home at night and turn on the lights to see if existing fixtures provide ample illumination. If not, installing new fixtures prior to moving in makes cleanup easier and ensures there are no dark nights once everyone is in the home.

## CEILINGS

Replacing ceilings prior to moving in is another savvy move. If the ceilings are dated or unsightly, removing, repainting or replacing them before anything is beneath them is a great way to protect valuables from damage. And contractors may not need as much time to complete such a project in empty rooms as they would in spaces where they need to negotiate their way around furniture and other valuables.

Various renovation projects can be conducted prior to moving into a new home. Such an approach can save both money and effort.



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Timeless Elegance in Trailwood Estates! **\$5,750,000**

This custom-built home boasts an open-concept layout, chef-inspired kitchen, and a serene primary suite. Enjoy multiple walkouts, panoramic views, and a beautifully landscaped backyard with a pool. The finished lower level is perfect for entertaining, offering a recreation room and gym.



Downtown Retreat in Queen West! **\$699,986**

This updated condo-townhome offers open-concept living with new flooring, a sleek kitchen with granite counters, and custom closets in both bedrooms. Enjoy a renovated bath with Italian stone, a private front terrace, and unbeatable access to cafes, parks, and shops.



Modern Condo Living in Vaughan **\$750,000**

This modern Allegra condo features 914 sq. ft. of open-concept space, a sleek kitchen with granite counters, and a private balcony with city views. Enjoy amenities like a rooftop garden, fitness centre, and 24-hour concierge. Conveniently located near transit, shops, and dining.



Urban Living with a Beautiful Backyard **\$1,948,000**

This stunning home features soaring ceilings, hardwood floors, and a chef's kitchen with a waterfall island. The spacious primary suite offers a spa-inspired bath. Enjoy the landscaped backyard with a glass-enclosed pool, deck, and play area—perfect for entertaining and relaxation.



Lakeview Home with Modern Luxury **\$2,998,000**

Exceptional home features an open-concept layout with panoramic Lake Ontario views, a chef-inspired kitchen, and a primary suite with a private balcony. Enjoy indoor-outdoor living with multiple decks and a finished lower level leading to alluring landscaped grounds with a firepit.



Charming Family Home in a Prime Location **\$1,450,000**

Located near top schools, this Acorn-built home offers a flowing layout with hardwood floors, a bright family room, and a functional kitchen. Enjoy a private backyard with mature trees and a large patio, perfect for entertaining. The partly finished basement is ready for your personal touch.

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RESALE  
HOMES  
COLLECTIONS



# How sellers can get top dollar for their homes

The process of buying and selling a home includes many movable parts. North America has experienced historic trends in the housing market in recent years. Most notably, record-high prices have dominated the real estate market over the last several years.

High prices are good news for sellers, who can probably anticipate receiving offers above listing price. In New Jersey, inventory is so low that 12.5 percent of homes in the Garden State sold above list price, according to data from RedFin. This is good news for sellers currently looking to make an excellent profit on their properties. Sellers who don't want to rely on

the market alone to earn more for their homes can take various steps to get top dollar.

## STAGE YOUR HOME

According to the 2023 Profile of Home Staging conducted by the National Association of Realtors®, 81 percent of buyers' agents said staging a home made it easier for the buyer to visualize the property as a future home. Focus your attention on the living room, owner's suite and kitchen. Hiring a staging professional can be an investment that turns a sizable profit.

## KNOW YOUR LOCAL MARKET

A good way to price your home and gauge if it will sell quickly is to look at the average "days on the market" for similar homes nearby. If homes are selling faster than the average DOM, that suggests high demand, which can work in your favor.

## MAKE ADDED-VALUE IMPROVEMENTS

Focus renovation dollars on the types of projects that will reap the highest return on investment. Remodeling magazine annually reports the projects that offer the best ROI. In 2023, the project that reaped the highest ROI was an HVAC Conversion/Electrification, which involved converting a fossil-fuel-burning

furnace into an electric heat pump. The cost recouped was 103.5 percent.

## SELL AT THE RIGHT TIME

Fewer people are shopping for homes in the dead of winter or during the middle of the school year, so putting your home on the market in spring typically brings out the largest number of interested parties, according to Opendoor. But this isn't the only time-related factor to consider. To sell for the most money, you want to list your home when you have enough equity to pay off your current mortgage, the costs of selling, and the costs of moving, says Bankrate.

## GIVE CURB APPEAL A BOOST

Make sure that buyers see your home in a positive light from the first moment they pull up for a walk-through showing. According to Home & Garden, improving the landscaping can result in a value increase of up to 12 percent. Additional projects can include investing in a new front door and garage doors. Be sure that hedges are trimmed, there are fresh flowers growing, and that walkways and the driveway are clean and tidy.

A few simple strategies can help sellers get more money for their homes.

## Minor exterior upgrades that can help sell a home

Minor upgrades that aren't as costly as larger projects can still make a big difference, especially among prospective buyers. When looking for minor upgrades that can help sell a home, homeowners can rely on Remodeling magazine's annual "Cost vs. Value Report." That report analyzes costs for an assortment of remodeling projects and determines the value of those projects at resale. Though resale value depends on a host of variables, including location, the following are some relatively minor exterior upgrades that impress buyers and provide a strong return for homeowners.

• **GARAGE DOOR REPLACEMENT:** Garage doors matter more than sellers may recognize, as various real estate professionals note that buyers appreciate homes with updated garage doors. That's good news for homeowners, as the "2022 Cost vs. Value Report" indicated homeowners recoup roughly 93 percent of their garage door replacement investment at resale. The average cost of such a job is right around \$4,000, making this a budget-friendly remodeling project.

• **WINDOW REPLACEMENT:** The cost of new windows will depend on just how many windows must be replaced. But there's no denying buyers like the idea of low emissivity (low-E) windows, which can cut energy bills by a significant amount over time. The Office of Energy Efficiency & Renewable Energy estimates that heat gain and heat loss through windows is responsible for between 25 and 30 percent of residential heating and cooling energy use, so sellers who can tell buyers they have new low-E windows can emphasize those savings in home listings. The "2022 Cost vs. Value Report" indicates that homeowners recoup roughly two-thirds of their investment in new windows at resale.

• **LANDSCAPING:** Well-maintained landscaping is another home exterior component that can make a strong first impression on buyers. A recent survey of nearly 7,000 realtors conducted by the National Association of Realtors found that upgrading a landscape recouped roughly 83 percent of homeowners' initial investment at resale. In addition, 11 percent of realtors surveyed indicated that an upgraded landscape was the decisive factor that closed the deal for the house.

Updating a home's exterior doesn't have to bust homeowners' budgets. Many affordable projects also provide a substantial return at resale.



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### CHATEAU-INSPIRED LUXURY WITH POOL

Nestled on a premium lot in the prestigious Fontainebleau community of Oak Ridges/Lake Wilcox, this chateau-inspired executive home features a 3-car garage, 10-ft ceilings, and a gourmet kitchen. Enjoy a private backyard oasis with a heated saltwater pool. Luxurious finishes, expansive living spaces, and thoughtful upgrades make this home truly extraordinary.



### LUXURY CUSTOM HOME ON 1.98 ACRES

Nestled on a private 1.98-acre lot with over 300 ft frontage, this stunning custom bungalow loft offers over 7,500 sq ft of luxurious living space. Surrounded by mature trees, it features soaring ceilings, a chef's kitchen, spa-like primary suite, renovated baths, heated 6-car garage, and a finished basement with bar, sauna, gym, movie room, and more.



### CUSTOM HOME, PRIME WILCOX LOCATION

This brand-new custom home near Lake Wilcox showcases 10ft ceilings, floor-to-ceiling windows, a chef's kitchen with JennAir appliances, and a grand 20ft family room. Features include balconies, heated basement floors, stylish finishes, and exclusive lake access. Modern design and elegant craftsmanship define this luxurious, light-filled residence.



### FERNBROOK HOME WITH \$200K UPGRADES

This meticulously designed home boasts \$200K+ in upgrades, an AyA chef's kitchen with marble countertops, a great room with a gas fireplace, and an elegant dining area. Featuring 5 spacious bedrooms, each with an ensuite, plus a main floor bedroom and office. Steps to Yonge St, transit, shopping, golf, and top-tier amenities. Luxury living at its finest!



### LUXURY "GREEN & SMART" HOME

This 3,800 sqft "green & smart" executive home sits in South Aurora's prestigious Royal Hill community with lush trails and luxury living. Featuring 10' ceilings, hardwood floors, and oversized windows, a gourmet Wolf kitchen, and a spa-like primary suite. The walk-out lower level offers endless potential. Close to parks, trails, transit, and amenities.



### DREAM RETREAT IN NOBLETON

Nestled in Nobleton's coveted enclave, this 4-bed, 4-bath home offers elegance and comfort on a rare 3/4-acre pie-shaped lot. Featuring soaring 18-ft ceilings, a chef's kitchen, private office, and cozy family room with fireplace, it's an entertainer's dream. Relax by the saltwater pool, unwind in the hot tub, or host in the charming cabana. A 3-car garage and separate basement entrance complete this exceptional home!



### 2 NEW CUSTOM HOMES IN RICHMOND HILL

Brand new custom executive home being built, proudly situated on a 150' lot in the sought-after Lake Wilcox community. Offering 4+1 bedrooms, 5 baths, and a chef's kitchen with quartz counters, custom cabinetry, Jennair appliances, plus a finished basement with gym, wine cellar, and more. Walk to Lake Wilcox Park & trails.



### SERENE LIVING NEAR MUSSELMANS LAKE

Explore this sophisticated brick house in Ballantrae! Boasting 4 bedrooms, 2 baths, a double garage, and oversized windows, this home offers a bright, open layout. Enjoy a functional kitchen, spacious living areas, a cozy family room with a fireplace, and a landscaped yard with balcony views. Conveniently close to schools, parks, golf, and Musselmans Lake!



### ELEGANT EXECUTIVE HOME IN PRIME LOCATION

Welcome to this immaculate executive home with a 3-car garage and EV port on a premium fenced lot. Enjoy a chef's kitchen, coffered-ceiling living room, main-floor office, and a spa-like primary suite. The finished walkout lower level features a gym, rec room with fireplace, second office, and ample storage. Prime location near top amenities!



### YOUR PRIVATE ESCAPE IN AURORA ESTATES

Discover this elegant 3-storey home backing onto lush conservation! With 4+1 bedrooms, 4 baths, and 4,300+ sq ft of space, it's perfect for family life and entertaining. Enjoy a bright open foyer, hardwood floors, a chef's kitchen with built-ins and bar fridge, plus a sunroom with serene backyard views. Relax in the saltwater pool or work from home in the vaulted-ceiling office. Close to parks and schools!



### YOUR URBAN OASIS IN BAYVIEW VILLAGE

Rare end-unit condo in Bayview Village with 1,200+ sq ft, large terrace & private balcony with city views. This 2-bed, 2-bath home offers 9ft ceilings, galley kitchen with granite counters, built-ins, bright living area with fireplace, and a master suite with walk-in closet & 4-piece ensuite. Enjoy 24-hour concierge, pool, gym & more. Includes parking & locker. Steps to shopping, dining, transit, parks & major highways!

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