

RESALE HOMES COLLECTIONS

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In a real estate landscape that continues to evolve with shifting buyer priorities, economic cycles, and lifestyle demands, one thing remains constant: expertise matters. For more than four decades, Avenue Realty Team has stood as a trusted pillar in Ontario's luxury real estate market, earning its reputation as a premier source for high-end properties through experience, precision, and commitment to excellence.

Founded by Emily Fusco in 1987 in Richmond Hill, Avenue Realty Team has been deliberately focused on the luxury estate home market since its inception. This specialized segment of acreage and estate-level properties as well as one-of-a-kind custom homes, has always been the foundation of their work — not simply a part of their business. Their depth of knowledge, developed through decades of hands-on experience, has given the team an intimate understanding of every detail and nuance that defines this market. This focus on elevated living, privacy, and architectural distinction has firmly positioned Avenue Realty Team as recognized experts and a go-to authority for buyers and sellers navigating the upper tier of the residential landscape.

Luxury real estate is not defined solely by price or square footage. It is defined by nuance. Estate homes require a keen eye for detail — from the value of land and location to architectural integrity, craftsmanship, and long-term lifestyle appeal. Avenue Realty Team understands that these properties are not commodities; they are highly personal assets that represent a way of life. Properly pricing and presenting these homes demands a level of expertise that only comes with years of immersion in this space.

At the helm of Avenue Realty Team are Emily Fusco and Christopher Fusco, whose combined experience in the real estate industry exceeds 60 years. Together, they have guided clients through the ebbs and flows of the housing market — from periods of rapid expansion to economic uncertainty and shifts in buyer behaviour. This long-term perspective allows them to approach every transaction with clarity, strategy, and confidence.

When Emily founded Avenue Realty Team in 1987 after leaving the corporate world, she did not take the conventional route of a new realtor. Rather than easing into the business, she stepped directly into the high-end residential market — a space she instinctively understood and connected with. From the outset, her ability to work with discerning clients and complex luxury properties led to early and sustained success. That foundation continues to shape the team today, with Emily's experience, insight, and hands-on approach setting the standard for how luxury estate homes are represented and sold.

Christopher, brings a distinctive strength to the team through his deep-rooted understanding of diverse cultural business and negotiation practices. With an established global network of associates and long-standing professional relationships around the world, Christopher offers clients an advantage that extends well beyond local market knowledge. His approach is professional, proactive, and grounded in providing clients with the information they need to make educated, empowered decisions. His focus is not on pressure or persuasion, but on rational

strategy — ensuring clients are positioned to optimize their objectives at every stage of the process.

This attention to detail is evident in the way Avenue Realty Team showcases its listings — none more so than one of their current active offerings at **140 Rebecca Court for \$9,950,000**. Situated on a private 2.11-acre lot, this remarkable estate home exemplifies the elevated living that defines the luxury market. Featuring five bedrooms plus three additional rooms and ten bathrooms, the residence offers expansive yet intentional living spaces designed for comfort, functionality, and refined entertaining.

The home's superb and elegant finishes reflect a commitment to quality throughout, while its surrounding, lush, serene grounds create a sense of retreat rarely found within reach of urban amenities. Encircled by a blend of coniferous and deciduous trees, the property offers exceptional privacy and a seamless connection to nature — a hallmark of luxury estate living. It is a home designed not only to be lived in, but to be experienced.

For buyers seeking space, discretion, and an elevated daily lifestyle, properties like 140 Rebecca Court represent the growing appeal of luxury estates. In a world that feels increasingly fast-paced and crowded, privacy, control, and connection to nature have

become some of the most sought-after luxuries. Avenue Realty Team understands this shift intimately and has adapted its approach to reflect what buyers in this market truly value.

What sets Avenue Realty Team apart is not just their longevity, but their ability to evolve while staying grounded in fundamentals. They recognize that luxury real estate requires more than marketing — it requires insight, and a deep respect for the uniqueness of each property and client. Their success lies in their ability to highlight a home's story, lifestyle potential, and long-term value while navigating negotiations with precision and discretion.

As the luxury real estate market continues to grow in complexity, Avenue Realty Team remains a steady, trusted presence. Their legacy, expertise, and dedication to detail have made them a leading force in Ontario's high-end real estate landscape — and a clear choice for those seeking guidance at the highest level.

For clients who view real estate not just as a transaction, but as an investment in lifestyle and legacy, Avenue Realty Team continues to set the standard. To learn more about Avenue Realty and view their active listings, visit avenurealty.com.

Written by: Brittany Greci



JUST LISTED IN MT. ALBERT!

\$929,000

Beautiful brick bungalow & gorgeous landscaped lot w/spacious 2 car garage & lots of upgrades! Fabulous reno'd kitchen is open to dining room w/walkout to covered deck & private south exposure backyard. Large living room has crown moulding & a separate nook w/built-in office desk. Great finished basement w/very large bedroom, lovely recreation room, 3 pc bath & office area! Minutes to shopping, rec centre, parks, Hwy 404 & GO train! Renos: kitchen reno (2021), new windows (2014), new well (2012), 25 year shingles (2013), new main floor flooring (2024)!

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\$999,000

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HOT NEW LISTING IN NEWMARKET!

\$899,000

Wonderful 3+2 bedroom family home is freshly painted & main floor hardwood floors beautifully refinished! This home and property show a great pride of ownership. Fabulous extra large private backyard widens to 81 feet at rear w/mature trees, nice large deck & great privacy! Windows replaced, large modern Kitchen, spacious open concept living & dining rooms w/large bay window. Beautifully finished basement in-law apartment w/2 large bedrooms, open concept kitchen & living room & 3 pc bathroom and separate entrance.

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WHEN YOUR HOME FEELS TOO SMALL

A move-up plan for families nervous about today's market

If your home is starting to feel tighter than it used to — one more activity bag by the door, one more Zoom call from the kitchen table, one more argument over quiet space — you're not alone. Many families in King and the surrounding communities are craving more room, but they're hesitant to make a move in a market that feels slower and uncertain compared to the past few years.

Here's the good news: a slower, more balanced "buyer's market" can actually help families who need to move up — as long as you approach it with a clear plan and realistic numbers.

WHY FAMILIES FEEL STUCK RIGHT NOW

The hesitation we hear most often sounds like this:

- "What if we sell and can't find the right house?"
- "What if we buy and then our home doesn't sell?"
- "What if we move and then prices change again?"

Those concerns are completely valid — and they're exactly why strategy matters. In a slower market, the "wing it and hope" approach isn't kind to anyone. But a measured plan can turn uncertainty into confidence.

THE UPSIDE OF A SLOWER MARKET FOR MOVE-UP FAMILIES

Families usually assume a hot market is better because homes sell quickly. But for move-up buyers — people who are both selling and buying — a frenzied market can be stressful and expensive.

A calmer market can work in your favour in a few important ways:

More choice and less pressure.

When there's more inventory and fewer bidding wars, you can shop more thoughtfully. That often means a better neighbourhood fit, a better layout, and fewer compromises.

Stronger negotiating power.

In slower conditions, buyers may have room to negotiate on price, closing dates, included items, or repairs. That flexibility can be a big help when you're coordinating a sale and purchase.

Better timing control.

Sellers are often more open to flexible closings. That can help families align school schedules, childcare, and work routines — and reduce the chances of needing temporary housing.

Fewer "overpay" moments.

In rapid-fire markets, many move-up buyers felt pressured to stretch beyond their comfort zone. A steadier pace can reduce that risk and keep decisions grounded.

Yes, it may take a more deliberate approach to sell — but buying can be far less chaotic. And for families moving up, that balance can be a real advantage.

THE MOVE-UP CHALLENGE ISN'T "THE MARKET" — IT'S COORDINATION

The biggest stress point for most move-up families is timing the sale and the purchase in a way that protects you financially and keeps life manageable.

That's why the first step isn't jumping into house tours — it's building a plan. Depending on your comfort level, finances, and timeline, there are a few common routes:

- **Sell first, then buy** (often the lowest risk, with a clearer budget)
- **Buy first, then sell** (when equity and financing support it)
- **A conditional purchase** (in a slower market, some sellers may be more open to this than they were in peak frenzy)
- **Long or flexible closing dates** to create breathing room on either side

There's no one-size-fits-all. The right path is the one that matches your family's risk tolerance and schedule.

WHAT MAKES THE BIGGEST DIFFERENCE IN A SLOWER MARKET

A successful move-up doesn't require perfection — it requires clarity and preparation:

Start with what "more space" really means.

Is it another bedroom? A finished basement? Two home offices? A better yard? A different school catchment? Getting specific saves time and prevents "house-hopping" fatigue.

Know your true numbers — not just online estimates.

In a slower market, pricing precision matters. A smart plan includes an accurate local comparable analysis, realistic purchase options based on today's inventory, and a clear picture of monthly comfort (not just maximum approval).

Make your current home an "easy yes."

Buyers can be more selective when the pace slows. Presentation, pricing, and marketing that clearly



shows how a home functions for family living reduces hesitation — and hesitation is the real deal-killer in a buyer's market.

HOW WE HELP FAMILIES MOVE UP WITHOUT THE PANIC

We work with move-up families every year, and the goal is always the same: more space, less stress, and a plan you can feel good about. Our process focuses on aligning the sale and purchase, creating timeline options, and guiding you through negotiation on both sides so you're not making emotional decisions under pressure.

If you're feeling cramped but unsure whether now is the right time, you don't need to decide today — you just need clarity. We're happy to provide a no-pressure Move-Up Plan: what your home could sell for in today's market, what your next-home options look like, and a few strategy routes that make the timing work.

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To start your Move-Up Plan, contact Michele Denniston at 416-433-8316 or michele@micheledenniston.com.

WRITTEN BY: The Michele Denniston Real Estate Team



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**RESALE
HOMES
COLLECTIONS**

A HOME-BUYING guide for **empty nesters**

The day a child leaves home can be bittersweet for parents. Although a son or daughter being successful and mature enough to move on to new opportunities can be a source of pride, parents typically lament the quiet that comes from empty rooms and a change to the daily routine they'd grown accustomed to when the kids were around. After some time, some couples decide to downsize to a home more befitting the empty nester lifestyle.

Downsizing presents an option for homeowners whose kids have left the nest. New analysis from a survey of 2,500 empty nesters commissioned by Regency Living found that 30 percent of empty nesters choose to downsize and move from their original family homes. When retirement is just around the corner, many professionals shift focus to how they want to live and where. Moving to a new home presents plenty of opportunities for older adults, including a chance to choose a home based on what's right for them in this stage of life. There are questions homeowners can ask themselves as they ponder if downsizing is right for them.

1 HOW MUCH UPKEEP CAN I HANDLE?

A lifelong family home may be well-loved, but chances are it requires significant upkeep and repairs. Empty nesters may choose to move on to a

home that offers lifestyle benefits like less maintenance. Homes in lifestyle communities or those overseen by a homeowners' association tend to have certain maintenance built into a monthly fee.

2 IS THIS LAYOUT STILL A FIT?

Many empty nesters may not immediately feel the effects of aging, but before selecting a next home, individuals should think about aging in place and any unique needs they may have. Opting for a single-level home, or at least one with the owner's suite on the main level, can be advantageous.

3 CAN I MAKE DUE WITH LESS SQUARE FOOTAGE?

A cavernous home with many rooms often isn't desirable for empty nesters. All of that square footage requires heating, cooling and maintenance. Rattling around inside a big, empty house may precipitate the decision to downsize. Downsizing also can free up home equity, which can be used to fund retirement needs.

4 WHICH FEATURES DO YOU DESIRE?

Many empty nesters want the next home to focus on some luxury items they may have bypassed in the first home when priorities lay elsewhere. Upscale environments like gourmet kitchens, spa-like bathrooms and outdoor living spaces may be in the budget when moving into a home with a smaller footprint.

5 WILL MY HOME BE SECURE WHILE I TRAVEL?

Empty nesters might want to choose homes in gated communities or condominium complexes for safety reasons. Should they opt to spend a portion of time at a vacation rental or second home as snowbirds, secure communities enable residents to leave their primary residence with the peace of mind that those homes will be less vulnerable to thieves.

6 DOES THIS HOME HAVE ENOUGH LIGHT?

The American Optometric Association says many adults start to have problems seeing clearly beginning at age 40. Homes with more light from large windows and artificial lighting can reduce accident risk.

Moving to a smaller home is a consideration for many empty nesters. Various features offer benefits to adults who want to age in place.



MARKET UPDATE – JANUARY 2026

AURORA

AVERAGE SALES PRICE

\$1,238,516

AVERAGE 53 DAYS ON MARKET

NUMBER OF SALES

31

112 NEW LISTINGS

SALE TO LIST RATIO

95%

YEAR OVER YEAR % CHANGE

-10.14%

KING

AVERAGE SALES PRICE

\$1,826,667

AVERAGE 108 DAYS ON MARKET

NUMBER OF SALES

9

64 NEW LISTINGS

SALE TO LIST RATIO

93%

YEAR OVER YEAR % CHANGE

-9.05%

*The statistics provided were obtained from the Toronto Regional Real Estate Board's Market Watch JANUARY 2026; Summary of Existing Home Transactions for All Home Types, JANUARY 2026 + Focus on the MLS Home Price Index for Composite, JANUARY 2026 for York Region's Aurora and King

In York Region, average sales prices declined in 2025 versus 2024 year over year, inventory grew and sales volume declined. These trends have carried through to the start of 2026, with subdued demand relative to past years. We have definitely tilted towards a buyer's market with elevated inventory, selling time and softening prices. 2026 suggests continued price adjustments and more negotiating power for buyers. Sellers will need competitive pricing/marketing to transact in this lower market. It is worth noting that beautifully appointed homes, that are sharply priced, are selling in less days than industry averages.

The market has shifted and it has never been more imperative to align yourself with a knowledgeable real estate advisor, where the guidance on the sale of your biggest investment is protected, and the best outcome is garnered. On the purchase side, the negotiation skills of your advisor assures your best interests are protected, and your purchase is negotiated for the strongest results. In an evolving market, Key Advantage is always here as a trusted advisor to talk strategy.

– Provided by Key Advantage Team Royal LePage RCR Realty
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Tips to make a bedroom a more *relaxing* space

Homes are often characterized as sanctuaries. A home's interior spaces can provide a respite from the hustle and bustle of daily life no matter what's going on in the outside world.



Perhaps no space inside a home should be more relaxing than a bedroom. But bedrooms are not impervious to the hectic pace of life unless homeowners make a concerted effort to transform these spaces into relaxing respites. By implementing a variety of strategies, homeowners can ensure bedrooms embody the notion that homes are sanctuaries for their residents.

• INSTALL NEW WINDOW TREATMENTS

Blinds, curtains, shades, and other window treatments come in a variety of styles and colors, ensuring there's at least one out there that can match an existing design scheme in a bedroom. Window treatments can be utilized to create a cozy vibe in a

bedroom, blocking out lights from outside, including natural light from the sun and moon but also street lamps and decorative lights from neighboring properties. This can ensure bedrooms are a peaceful and welcoming respite when homeowners and residents return home each night.

• MAKE THE ROOM A DEVICE-FREE ZONE

If escapism is an end goal, then turning a bedroom into a device-free zone is a must. Televisions, tablets and smartphones ensure the distractions and stressors of everyday life are never too far away, so removing these devices from bedrooms can help to establish a more peaceful bedroom environment. In addition,

the National Sleep Foundation reports that using devices in a bedroom tends to reduce sleep duration by delaying the time users go to sleep.

• RECONSIDER THE LIGHTING

Bedroom lighting is another variable that merits consideration when trying to transform the space into a more relaxing room. Ambient lighting can be utilized to create a soft and welcoming atmosphere in the room. Dimmable lights also allow residents to adjust the amount of light depending on the time of day. Lights can be bright when getting dressed in the morning, and then turned down when residents are going to bed and want to unwind before closing their eyes.

• CLEAR OUT CLUTTER

A cluttered bedroom is more than an eyesore. The Royal Australian College of General Practitioners notes that clutter can contribute to anxiety and adversely affect individuals' ability to sleep and focus. Examine bedrooms to see if there is any unnecessary or overly bulky furnishings that make the spaces feel cramped and cluttered. Remove those items when possible, or consider working with a contractor to expand the room if budget and space allows.

Bedrooms can be respites within the larger sanctuary that homes are meant to be. That's especially so when residents implement strategies to transform bedrooms into more relaxing spaces.



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Lighting for every room in the home

Lighting in a home is easily overlooked. But power outages serve as a stark reminder of the importance of lighting, which adds to the safety, functionality and aesthetic appeal of a space.

When homeowners go room to room, they can consider various types of lighting to add a unique feel to each space.

KITCHEN

Kitchens are heavily trafficked rooms in many homes. A combination of overhead lighting that will illuminate the entire space and focused task lighting, like under-cabinet lights for meal prep, can help in the kitchen. Separate task lighting for a bill-paying area or homework station also can be a useful touch.

BEDROOM

Bedrooms are cozy retreats where homeowners spend most of their time resting and relaxing. Harsh lighting may not be applicable here, so consider side lamps fitted with warm-hued bulbs placed beside a bed. Lighting can be more stark and targeted in closets to help homeowners see clothing and other belongings.

BATHROOM

Bathroom lighting amenities can include a combination of features to fully optimize this space. Most homeowners will want some sort of overhead lighting to shed light on most of the space. Task lighting by the mirror can offer more visibility while shaving or

applying makeup. Lighting in a bathing area can keep such spaces safer by improving visibility in a generally slippery area. In bathrooms with spa-like settings, mood lighting paired with features like steam capabilities can enhance the space even further.

GARAGE AND BASEMENT

Utility areas like garages, basements and crawl spaces need high-wattage bright lighting for safety. Installation of bright LEDs in these areas can make work projects easier and safer. Well-lit areas also are generally less inviting to pests like insects and rodents, so bright lighting may deter these creatures in areas where they tend to enter a home.

LIVING ROOM/GREAT ROOM

Living areas can benefit from a combination of ambient lighting sources. Table lamps alongside sofas and chairs will provide enough light, but will not compete with televisions or home theater setups. Lighting that highlights artwork or home accents also can add a cozy appeal to the space.

ADDITIONAL LIGHTING

Homeowners may want to consider a few additional lighting scenarios to improve their spaces. Lighting in a foyer or above coat racks or shoe cubbies can keep the space functional but attractive. A combination of overhead lighting and accent lighting can make a laundry room less utilitarian. And dining spaces can be intimate or grandiose depending on the fixtures featured in the room.

Homeowners also can utilize smart devices and bulbs to easily control the lights while at home or away.

Lighting plays a key role in a home, affecting the safety, functionality and aesthetics of rooms.



Home design trends come and go, but one that has inspired a legion of committed followers is the 3-5-7 rule. The 3-5-7 rule is a formula for interior decorating that encourages homeowners to group furnishings in odd numbers. The intention behind such groupings is to ensure homes feel balanced and intentional without sacrificing aesthetic appeal. Adherents to the 3-5-7 rule feel that odd-numbered groupings allow for an ideal blend of scale and height that creates a natural rhythm within interior spaces. Some even insist that odd groupings appear more curated. Size can come into play when pivoting to the 3-5-7 approach to interior design. Three large furnishings can be arranged (i.e., sofa, area rug and a large piece of wall art), five mid-sized items (chairs, coffee table, etc.) and seven small pieces (candles, framed photos, etc.).

107 Orchard Heights Blvd, Aurora



COMING SOON TO MLS!
This beautifully renovated three-bedroom, 2 bathroom, family home is located in the heart of Aurora. It's truly one-of-a-kind and ready for move-in.

4 Vata Court, Unit 16, Aurora



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MLS# N12760990

105 Orchard Heights Blvd, Aurora



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This meticulously renovated four-bedroom, three-bathroom home is move-in ready. Located on a pristine corner lot, it offers ample outdoor space for kids to play, relax, and create lasting memories. The home also features a large outdoor heated workshop, perfect for an office or storage.

COMING SOON



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3 ways to get more use out of a garage

EVEN THOUGH NO TWO HOMES are the same, rooms have a tendency to take on similar characteristics regardless of which property they're a part of. Kitchens tend to be popular gathering spaces, while basements have become go-to spots for game rooms and watch parties.

Garages also tend to share certain characteristics between homes, and one notable attribute is the tendency to become difficult-to-navigate dumping grounds for a wide range of items, including lawn and garden tools, children's toys, sporting goods, and seasonal home decor. Though there's nothing wrong with utilizing a garage as a storage space, the following are three simple ways homeowners can get more out of these spaces.

1 UTILIZE THE WALL SPACE. The walls in a garage have lots of potential. Effective use of walls within a garage can ensure garden tools, small toys and other items do not accumulate on the floor. Such accumulations contribute much to the reputation of garages as dumping grounds for miscellaneous items. By clearing the floors of clutter, and utilizing wall spaces to store items, homeowners can open up the spaces to serve any number of functions, including home gyms, art studios or even parking spaces to protect vehicles from the elements. A storage organizer system with various hooks can be mounted on a garage wall to free up floor space, while shelving can be hung to store paint cans, power tool batteries and other items.

2 LOOK UPWARD. If garage ceilings extend several feet above the height of homeowners' vehicles, then the spaces above where cars might be parked can be converted into storage space for large recreational items, like canoes or kayaks, or seasonal decor that does not need to be accessed on a regular basis. A simple kayak hoist utilizing a pulley system clears floor space and allows kayaks to be stored overhead. Lifting storage racks work in similar fashion and make for great additions for anyone who needs to store containers full of seasonal decor but does not want to do so by stacking items on the floor. A hand crank system for a lifting storage rack makes for easy and safe access.

3 WITHOUT AMPLE LIGHTING, garages may not be conducive to recreational pursuits like painting, crafting or even exercising. A lighting upgrade is a relatively affordable renovation that can make a big difference, illuminating spaces not exactly known for brightness, especially if there's no windows. If you want to spend time in the garage during winter and stay warm, then some new lighting can make that possible.



FACTORS TO CONSIDER BEFORE renovating a driveway

Driveways are oft-overlooked components of home exteriors. But driveways provide functionality and points of egress to a home.

Industry experts estimate that a new driveway costs between \$5,000 and \$7,000, though the price will vary based on the materials homeowners choose and the square footage of the driveway.

When deciding whether or not to renovate their driveways, homeowners can review these considerations.

MATERIALS

Driveways can be made from a variety of materials, even grass or soil. The following are some driveway materials homeowners may choose from:

- Gravel
- Exposed aggregate
- Chip seal
- Pavers
- Concrete
- Permeable pavers
- Asphalt
- Heated
- Rubber

REPAIR OR REPLACE?

Nearly any size crack can be patched with concrete or cold-patch asphalt, or specialty materials, according to This Old House, an online home improvement resource. Repairing and resealing a driveway can help prolong its longevity. Plus, this is a more cost-effective option for homeowners on a budget who want to improve curb appeal and safety.

Large holes or unsightly damage may require a driveway replacement. This also will be the case if a homeowner hopes to expand the driveway. Replacing a driveway requires a time commitment. The existing driveway needs to be demolished and removed. The ground underneath typically is smoothed and tamped down. Substrate or wire mesh also may be installed. After the new material is laid, there may be a period of time for settling and curing, during which use of the driveway is prohibited.

DIY OR PROFESSIONAL?

While sealing and minor repairs generally can be handled by a homeowner who has researched the process, large repairs or driveway replacements should be left to professionals for the best results. Driveway slope needs to be considered for proper rain runoff, and the professional will understand the

thickness and preparatory steps necessary to ensure driveway durability. Installation of a heated driveway requires a specific skill set and this is a job best left to professional driveway contractors.

DRIVEWAY ENHANCEMENTS

The options do not end with the driveway material. There are other ways to boost aesthetics.

• **ILLUMINATION:** Homeowners can install recessed LED lights into the driveway to define the edges and add aesthetic appeal.

• **STAMPED TEXTURE:** Homeowners opting for the affordability of concrete can ask for a stamped design that mimics the look of stone or pavers.

• **GATES:** One doesn't have to live in an exclusive community to have their property enhanced by gates. Gates can give a home a distinguished look.

• **EDGING:** Driveways can be edged with another material to create definition between the driveway and lawn, or to provide the perfect spots to plant beds.

Driveway renovations can add curb appeal and improve the functionality of a home.

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When Evel Knievel came to Aurora



By Julien Laurion
Real Estate

Some towns are known for quiet streets, good schools, and strong community roots. Aurora has all of that. But for one brief, imaginary moment this month, it also became the unlikely home of the greatest daredevil who ever lived: Evel Knievel.

In my version of events, it started on an otherwise normal weekday. Emails, phone calls, listings to prep, renovation schedules to juggle. Then the door opened and in walked a man wearing a leather jumpsuit, carrying a helmet like it was an extension of his arm. He didn't waste time with small talk.

"I'm planning my next stunt," he said. "And I hear you're the guy who knows how to build things and sell them." When someone like Evel Knievel asks for help, you don't question the logic. You lean in.

He explained that Aurora had caught his attention. Not Las Vegas. Not Los Angeles. Aurora. A town with room to breathe, space to gather a crowd, and the kind of solid ground that rewards good planning. He needed help finding the right property, designing and building a launch ramp that wouldn't fold under pressure, and making sure the whole thing didn't end in disaster.

In other words, he needed someone who understood big risks — and how to manage them properly.

That's where my two worlds collided.

We started with the land. Evel wasn't looking for flashy. He wanted something practical: wide frontage, strong access points, clear sightlines, and enough space to make the jump dramatic but controlled. Together, we walked properties, talked layout, zoning, and flow. Not unlike helping a client choose a home or a commercial space, except the end use involved a motorcycle at full throttle.

When we found the right spot, he stopped, looked around, and nodded.

"This'll do," he said. "Feels solid."

From there, the contractor brain kicked in. Anyone can build a ramp. Very few people are willing to stand behind one knowing someone will launch themselves off it at speed. Every angle mattered. Every fastener

mattered. No shortcuts. No guesswork. Just proper structure, thoughtful design, and respect for physics.

Evel walked the ramp slowly once it was built. Then again. He tapped the framing with his boot, smiled, and said something that stuck with me:

"Strong bones. That's what keeps you alive."

That line could just as easily apply to houses, businesses, and investments.

As the day of the jump approached, I realized how similar Evel's mindset was to that of so many clients I work with. People making big decisions. People betting on themselves. People taking a leap — not for attention, but for progress. Buying a home. Selling one chapter to start another. Renovating before listing to maximize value. Expanding a business into a new space.

The principle is always the same: bold moves only work when the foundation is right.

On jump day, the town gathered. Engines roared. Evel lined up, took a breath, and went. The ramp held. The landing was clean. Applause erupted. Another impossible moment pulled off by preparation, experience, and a little courage.

Afterward, he shook my hand and said, "You don't just build things. You make them work."

That's the goal — whether the project involves drywall and permits or contracts and keys.

Most of my clients won't ever attempt a motorcycle jump in front of a crowd, and I'm perfectly okay with that. But they are making meaningful leaps. And those leaps deserve smart planning, honest advice, and someone who understands both vision and execution.

Aurora may never be known as Evel Knievel's hometown. But it is a place where big ideas can take shape — safely, strategically, and successfully — when they're built on strong bones.

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