

# RESALE HOMES COLLECTIONS

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## JULIANNE BOILEAU

### A trusted and experienced realtor who cares about her clients

When you have made the decision to buy or sell a property, having a knowledgeable and trusted realtor to help guide you through the entire process will give you peace of mind and make the whole transaction a rewarding experience.

**SELLING AND BUYING A HOME** will most likely be the largest most personal transaction you will make in your lifetime, and you should work with an experienced realtor who genuinely cares about the best interests of their clients.

Julianne Boileau, Sales Representative with RE/MAX Hallmark York Group has enjoyed a long successful career in Real Estate based on her knowledge of the industry trends and her ability to successfully negotiate a deal.

Growing up in Richmond Hill and currently living in Schomberg, Julianne is a lifelong resident of the region and has an intimate knowledge of many of the towns and cities in the area. Her mother is still an active realtor, and her late stepfather was also a realtor. Julianne learned the industry from the ground up.

"I enjoy the challenges and rewards my career has afforded me," Julianne explained. "It is such an amazing feeling when all is done, and my clients are packing and moving, with the excitement of the future in their new home."

After 37 years in the industry, Julianne knows pretty much all there is to know when it comes to real estate. She can help guide you to a neighbourhood and a home that will meet your needs.

Most clients have requirements for where they would like to live. Julianne can advise you on the

neighbourhoods, and local amenities like schools, restaurants, shopping, sports clubs, and recreational activities available in the area.

She is known as a skilled negotiator and has the ability to work with clients no matter what type of residential property they would like to sell or buy. From smaller homes that may require some work to high-end homes that attract a completely different buyer. Julianne has the experience and knowledge to attract potential buyers through her superior marketing techniques.

"The best is the least I can do," Julianne said. "I am so happy to help my clients navigate this important process and ensure they end up exactly where they should be. My years of experience with every level of real estate from high-end luxury homes to affordable rentals have given me considerable experience. I pride myself on my integrity, ability to solve problems, strong communication skills, networking, and determination."

Julianne is a 'people person' who enjoys meeting clients as much as she enjoys her work. Many clients over the years have become personal friends.

Because of her interpersonal skills, experience, and knowledge of the industry, many clients refer family and friends to Julianne because they were so satisfied with how she helped them when they were purchasing or selling a home.

Julianne is always aware of current trends and stays informed of the market changes throughout the year. Her personal philosophy as it relates to clients is "I am big enough to get results, small enough to care."

Julianne serves the entire GTA region and is an active Real Estate Sales Representative in Schomberg, King City, Newmarket, Aurora, Bradford, Richmond Hill, Mississauga, Malton, Toronto, Pickering and Uxbridge.

Julianne is known to always answer her phone! She can be reached at 416-418-6683.

WRITTEN BY Brian Lockhart

## Moving this spring?

### What to review before changing addresses

(NC) Moving to a new home is an exciting time, and there's a lot to process. Between closing documents, packing and unpacking, it's easy to lose track of some administrative details.

You can save yourself some potential headaches by taking these items into consideration:

**UPDATE ONLINE SERVICES AND SUBSCRIPTIONS.**

A lot of these use your home address, so get ahead of the move by updating them to your new address. This will help you avoid disruptions and having to scramble to

get everything where it needs to be on top of having to settle in.

**MAKE A RECORD OF VALUABLE ITEMS.**

In case anything gets damaged or goes missing during a move, it's important to have a clear record of what you had before the process. One useful trick is to photograph any valuables from a couple of angles for easy reference later on.

**PLAN AHEAD FOR CONNECTIVITY IN A NEW HOME.**

Getting internet, TV and phone services set up is an early priority during a move. You can notify your provider to help make the process easier, but the truth is that issues can happen. You may run into unexpected fees during a move or even service disruptions.

If your service provider doesn't deal with the issue to your satisfaction, you still have options, such as taking the issue to the Commission for Complaints for Telecom-



television Services (CCTS), an independent agency that can deal directly with providers. It handles unresolved wireless, TV, phone and internet service issues from thousands of Canadians each year.

**TAKE THE OPPORTUNITY TO LIGHTEN YOUR LOAD.**

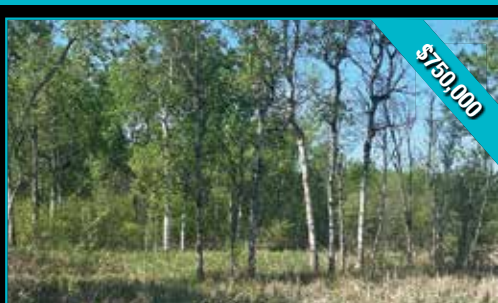
Moving can also be a chance to only take what you truly value with you. Instead of looking at all your stuff as automatically coming with you, try imagining it was something

being offered to you for your new home. If it's something that excites you to have there, pack it—if not, consider letting it go.

Moving is always stressful, but staying connected during the process doesn't have to be. You can learn more about resolving issues with your telecom service provider at [letsstayconnected.ca](http://letsstayconnected.ca).

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# HOME INSPECTIONS: What they really do (and How Buyers Can Use Them Wisely)

A home inspection is one of the most valuable steps in the buying process — not because it guarantees a “perfect” home, but because it helps you understand what you’re buying. In today’s market, inspections can also be a practical bargaining tool: they can change the terms of a deal without ending it.

The goal of a home inspection is simple: information. It provides a clearer picture of a home’s condition on the day of the inspection, highlights visible safety concerns or major defects, and helps buyers prioritize repairs and maintenance. For sellers, it can reduce surprises and support more confident negotiations. For both sides, it keeps the transaction grounded in facts.

### WHAT A HOME INSPECTION IS — AND WHAT IT ISN’T

A home inspection is typically a non-invasive, visual assessment of a property’s major systems and components. It’s not a guarantee, a warranty, or a pass/fail test. Inspectors generally do not open up walls, move heavy furniture, dismantle equipment, or perform destructive testing.

Think of it as a professional snapshot of condition and risk — not a promise that nothing will ever go wrong.

### WHY INSPECTIONS MATTER (EVEN WHEN A HOME LOOKS “FINE”)

Most homes have issues — even well cared for ones. Buyers often focus on finishes, layout, and curb appeal, but inspections look at the systems that can be expensive or disruptive if they fail.

A thorough inspection can help:

- identify potential safety issues (electrical hazards, moisture or ventilation concerns)
- flag major defects (roofing concerns, foundation movement, plumbing leaks)
- reveal deferred maintenance (aging HVAC equipment, deteriorating exterior components)
- provide a realistic repair/maintenance roadmap
- confirm what’s in good working order, which brings peace of mind

### THE INSPECTION AS A BARGAINING TOOL (NOT A DEAL-BREAKER)

A good inspection doesn’t “kill” a deal — it clarifies it. The point isn’t to demand perfection. It’s to ensure the purchase price and terms reflect the home’s real-world condition.

For example, if a roof receives a poor rating or shows signs of nearing end-of-life, buyers may have several reasonable options:

- request a price adjustment to reflect replacement cost
- request the seller complete repairs by a qualified professional before closing
- request a credit (where applicable) to offset repairs
- accept the condition but adjust other terms (closing date, inclusions, etc.)

In a balanced market, inspection findings often lead to a practical rebalancing of expectations: the home is still the right home — the deal just needs to make sense.

### WHAT HOME INSPECTORS ARE RESPONSIBLE FOR

While exact scope varies, a typical home inspection includes a visual review of many of the following areas:

**Exterior and structure:** visible foundation condition, grading/drainage, exterior cladding and flashing, decks/steps/railings, and visible signs of settlement or moisture entry.

**Roofing:** visible roof covering condition, flashing, vents and penetrations, and visible evidence of leaks in accessible attic areas or ceilings. (Any “remaining life” comments are an opinion, not a guarantee.)

**Plumbing:** visible supply and drain lines where accessible, basic water flow observations, hot water tank age/condition, visible leaks or corrosion, and general fixture function.

**Electrical:** service panel observations, visible wiring concerns, presence/function of GFCI/AFCI protection where testable, and a sampling of outlets/switches for function.

**Heating, cooling and ventilation:** basic operation of furnace/boiler/heat pump when conditions allow, central air where seasonally appropriate, visible ductwork/vents/filters, exhaust fans, and ventilation concerns that could contribute to moisture issues.

**Insulation and attic (when accessible):** general insulation coverage, attic ventilation, visible moisture staining, and visible structural concerns (not an engineering assessment).

**Interior:** ceilings, walls, and floors for visible defects;

windows/doors for basic function; and stairs/railings for safety.

**Fireplaces (limited):** a basic visual review of accessible components; inspectors commonly recommend a specialist for a deeper safety evaluation.

**Inspection reports typically categorize issues by severity (for example:** safety, major defect, maintenance, monitor) and note limitations — especially areas that weren’t accessible at the time.

### WHAT INSPECTORS ARE NOT DOING

This is where expectations matter. In most cases, a standard home inspection does not include:

- invasive inspection behind walls or under floors
- mold/air quality testing (unless added as a separate service)
- asbestos testing
- septic and well testing (usually separate specialists and tests)
- full chimney flue inspection (often requires a camera inspection)
- pest inspections (sometimes separate)
- engineering opinions on structure/foundation
- code compliance certification
- predicting remaining life with certainty (roof/HVAC life estimates are educated opinions)

Because inspectors can only report on what’s visible and accessible, no inspection can uncover every issue.

### LIMITATIONS AND LIABILITY: THE IMPORTANT REALITY

Home inspection reports include limitations and disclaimers for a reason. A home inspector provides a professional opinion based on visible conditions and standard inspection practices — but they are not guaranteeing perfection or future performance.

Inspectors generally limit their liability through the inspection agreement and report terms. That means if something is missed — especially something hidden behind walls, under finishes, or inside sealed systems — the inspector is typically not responsible for the full cost of that failure. This is why it’s important for buyers to

read the inspection agreement, understand the scope, and ask questions during the inspection.

In plain terms: an inspection reduces risk, but it does not eliminate it.

### HOW TO GET THE MOST VALUE FROM A HOME INSPECTION

A few best practices can make inspections far more useful:

- Attend the inspection if possible — seeing issues first-hand helps you understand what matters most.
- Ask for clarity, not catastrophes: “Is this urgent? What’s the typical fix? What would you do first?”
- Focus on major systems and safety, not cosmetic items.
- Use specialists when needed: targeted quotes can turn a concern into a number.
- Negotiate reasonably: the best outcomes happen when findings lead to fair adjustments, not unrealistic demands.

### THE TAKEAWAY

No home is perfect. No inspection reveals everything. But a good inspection provides valuable information that helps buyers make informed decisions and negotiate intelligently. In many cases, it doesn’t end a deal — it simply shapes the deal into one that better reflects the home’s true condition.

If you’re considering a move and would like straightforward advice on your options in today’s market, feel free to contact Michele Denniston at 416-433-8316 or [michele@micheledenniston.com](mailto:michele@micheledenniston.com)

WRITTEN BY: The Michele Denniston Real Estate Team



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# 4 things to test for when buying a home

(NC) Moving into your new home is an exciting and sometimes overwhelming time. Between all the organizing and settling in, safety tests are probably the last thing on your mind. But there are still important things to check. Here are a few simple but important issues to look for:

**1 INSULATION AND AIRFLOW**

More than 10 per cent of the energy used in Canada every year goes to heating our homes, and poor insulation can waste a lot of it. One way to check airflow is with a blower door test. A membrane goes over an



external doorway with a powerful fan built in. It depressurizes the home by drawing air out quickly, and infrared cameras can show where air is being drawn in from outside to fill the low-pressure interior.

**2 RADON GAS**

Every home in Canada has some level of radon. It's an invisible radioactive gas that makes its way into homes from the ground through cracks and gaps in the foundation. Exposure increases the risk of lung cancer considerably, so it's important to test for it. Radon levels go up and down, but you can estimate your annual exposure by using a simple test kit for three months. If your levels are high, a professional can reduce them by up to 90 per cent for less than the cost of replacing your furnace or air conditioner.

**3 MOISTURE AND MOULD**

High moisture levels can damage the home and lead to mould growth. Mould may cause a number of health issues such as wheezing, shortness of breath and the worsening of asthma symptoms. Health Canada doesn't recommend testing the air itself for mould, but reducing moisture levels can be an effective prevention. Pay special attention to the kitchen, bathroom and basement, where moisture can be greater. Using dehumidifiers or ventilation can help you keep the humidity level between 30 and 50 per cent.

**4 PLUMBING**

Faults in your plumbing can worsen existing moisture issues and damage drywall, bricks and foundation materials. Look for signs of current or past leaks—discolouration on ceilings or walls, as well as spots where the paint seems to bulge or sag. It's also important to verify your pipes' material: some homes still have lead fixtures connecting them to the municipal service lines. Consider testing your service line connections early and replacing them if necessary.

Not every safety risk in the home is obvious. Some, like radon, are literally invisible, and the only way to know is to test. You can learn more about getting started with a do-it-yourself test kit or electronic monitor at [takeactiononradon.ca](http://takeactiononradon.ca).

[www.newscanada.com](http://www.newscanada.com)



**MARKET UPDATE – FEBRUARY 2026**

**AURORA**

AVERAGE SALES PRICE

**\$1,229,261**

AVERAGE 35 DAYS ON MARKET

NUMBER OF SALES

**40**

126 NEW LISTINGS

SALE TO LIST RATIO

**98%**

YEAR OVER YEAR % CHANGE

**-9.73%**

**KING**

AVERAGE SALES PRICE

**\$2,626,800**

AVERAGE 37 DAYS ON MARKET

NUMBER OF SALES

**10**

72 NEW LISTINGS

SALE TO LIST RATIO

**88%**

YEAR OVER YEAR % CHANGE

**-9.37%**

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

As we move through the first quarter of 2026, the York Region real estate market continues to show signs of a market recalibration. While activity remains measured compared to the heightened pace of previous years, the market is gradually finding its balance as both buyers and sellers adjust to current economic conditions.

In February, the average home price in Aurora was approximately \$1.10M, with homes taking about 34 days on average to sell. Inventory has also increased modestly, with roughly 120–127 new listings entering the market over the past month, giving buyers more choice and negotiating power than we saw during the peak years of the market cycle.

Across the broader Greater Toronto Area, sales activity has remained somewhat subdued as economic uncertainty and affordability concerns continue to keep some buyers on the sidelines. This has contributed to softer pricing trends and a market that increasingly favours well-prepared buyers.

This is a strategic market: Buyers benefit from greater choice and negotiating room, while Sellers who price correctly and present their homes well will still achieve strong results.

As we move into our most robust selling season, the key will be to price correctly and take the appropriate steps to best showcase a home. In an evolving market, Key Advantage is always here as a trusted advisor to provide support, guidance and information.

– Provided by Key Advantage Team Royal LePage RCR Realty  
Lindsay Strom, Broker  
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16 BONNELL CRESCENT, AURORA  
\$1,699,000



142 REGATTA AVENUE, RICHMOND HILL  
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2 MEYER CIRCLE, MARKHAM  
\$1,628,888



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# Planning a backyard project?

## This step is required by law

(NC) Picture this: You're looking out your back window, imagining your dream patio. You've got the vision, and now you're going to put it into motion. But before you do, did you know you're required by law in Ontario to determine the location of the underground infrastructure outside?

**B**efore any project that involves digging, homeowners must request a "locate" to identify underground infrastructure. This requirement applies to everything from planting a tree or installing a mailbox to building a deck or putting up a fence. The goal is simple: to prevent damage to natural gas lines and other utilities that serve your home and neighbourhood.

Underground utility lines can be much closer to the surface than most people expect. A shovel placed just a few centimetres in the wrong spot can cause damage that leads to service interruptions, costly repairs or serious safety risks. Requesting a locate shows you the approximate location of these lines so you can plan your work and dig with confidence.

In this province, locates are requested through Ontario One Call, a free public safety service that connects homeowners with local utility providers. Once you submit your request, it notifies utilities, and they'll come and mark the location of underground infrastructure on your property. This process can take up to five business days, so it's essential to plan ahead.

Starting a project without a locate not only puts people and property at risk but may also result in legal and financial consequences. By taking this simple, required step, you can protect your home, stay compliant with provincial regulations and avoid unnecessary delays.

**TIPS TO KEEP YOUR PROJECT ON TRACK**

- Walk your yard before submitting a locate request so you can clearly identify where digging will take place.
- Mark your planned project area using flags or biodegradable paint to help the locate crews understand the scope of work.
- Avoid digging if weather conditions make locate markings hard to see; wait until markings are clear and visible.
- Keep your project plans, sketches and locate records in one place so that everything is easy to reference.
- Take photos of locate markings once they're applied in case rain, wind, or lawn activity causes them to fade.

With a little planning, your outdoor project can move forward safely, legally and smoothly. Find more information on staying compliant and protecting your home, at [enbridgegas.com/ontario](http://enbridgegas.com/ontario).

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# A GUIDE TO • Survive lengthy home renovations

Renovations can transform homes into spaces that mirror homeowners' dreams. Regardless of the scope of a project, a home renovation will involve some level of disruption to residents' daily lives. Lengthy, more involved projects may impact daily life considerably.

**R**enovation timelines vary depending on the scale of the project. Painting may take a week or two, while a kitchen or bathroom remodel may last anywhere from four to 16 weeks. Larger projects like adding a room can take between three and six months, say the experts at John Merrill Homes. Projects also often take longer than expected, as surprises may be in store once homeowners begin peeling back the layers in homes. Homeowners about to embark on lengthy renovation projects can embrace these tips to come through on the other side relatively unscathed.

**CHOOSE YOUR TIMING**

The timing of a renovation may have to coincide with contractor availability or having the budget to fund the project. But homeowners should consider life circumstances and season before starting a project.

You might not have the energy to take on a project right before the holidays. If kids play on sports teams that require a lot of travel, it might be better to wait until the season winds down. Figure out what you can realistically take on to reduce the likelihood that you'll feel overwhelmed.

**PLAN ACCORDINGLY**

Creating and sticking to a daily schedule, and knowing what is happening each day, can keep a project on track. It also allows you to determine which days will be the most chaotic. Demolition days can be noisy and messy, and maybe those are days when you plan to be away from the house for a few hours.

**STORE ITEMS OUT OF HARM'S WAY**

Invest in a storage solution for the duration of the renovation. Decluttering and removing items before

the project is in full force will make it easier to work and maneuver, and it also means fewer items will need to be cleaned afterwards. Renovations tend to kick up a lot of construction dust, after all.

**DESIGNATE A SAFE ZONE**

Establish a room or rooms as work-free areas to which residents can retreat. If multiple rooms are being renovated, you might consider spending time with a family member or friend, or getting a hotel for a short duration until the bulk of disruption dies down.

**LOWER YOUR STANDARDS**

Homecooked meals may be your standard most days of the week, but it's alright to be a bit lax when remodeling projects begin. Relying on frozen foods or takeout might be necessary for a little while.

## The most popular rooms to remodel

**HOME IMPROVEMENT TRENDS** come and go. In a testament to that reality, the wildly popular open floor plan concepts that have dominated homeowners' desires over the last decade-plus could be falling out of favor, a shift that Rachel Stults of Realtor.com linked to the COVID-19 pandemic in a 2023 interview with Business Insider. Stults noted open floor plans will likely exhibit some measure of staying power, but linked the shift toward more traditional layouts to COVID lockdowns and the desire for more privacy among residents.

The shift away from open floor plans is a testament to the fleeting nature of home renovation trends. But trends still deserve a place at the table among real estate investors and homeowners who want to renovate their homes with an eye on projects that could be most appealing to prospective buyers. As homeowners balance their own preferences with those that might help them sell their homes down the road, they can consider this list of the most popular rooms to renovate, courtesy of the "2024 U.S. Houzz & Home Study" from Houzz Research.

1. Kitchen
2. Guest bathroom
3. Primary bathroom
4. Living room
5. Guest bedroom
6. Primary bedroom
7. Laundry room
8. Closet
9. Dining room
10. Home office

When considering renovating these or other rooms, homeowners should know that Houzz researchers found that the median spend increased for most interior room upgrades compared to the previous year. However, the median cost to upgrade living rooms and home offices remained unchanged.



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



A prime industrial unit offers a 50/50 split. Half is office space, while the other half is unfinished industrial space featuring a large roll-up drive-through door. This is ideal for service-based businesses or business just starting out or investment.  
**\$720,000**  
**MLS# N12760990**

105 Orchard Heights Blvd, Aurora



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.  
**\$1,215,000**  
**MLS# N12833318**



**HEART OF NEWMARKET**

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## Did you know?

**AN ASSORTMENT OF VARIABLES** will dictate just how long a home's siding will last, including the amount of sun a home receives and the location of the home. The life expectancy of siding will also depend on the siding material. According to Sunshine Contracting, vinyl siding lasts between 20 and 40 years. It's a popular choice because of how long it lasts and the minimal upkeep it requires. Wood siding, another traditional favourite, is more expensive, but it also boasts impressive longevity, according to BobVila.com. With proper maintenance, which includes cleaning and refinishing, wood siding may last for decades. The coating on aluminum siding typically begins to fade after about 15 years. Fiber cement siding is affordable, durable and low maintenance, and it may actually last as long as the home itself. It needs to be repainted occasionally. Sunshine Contracting says stone veneer siding will last between 20 and 75 years, depending on the stone that is used.



### THINGS TO KNOW WHEN

# replacing windows

Windows are durable, but they do not last forever. The experts at This Old House say the life span of home windows is between 15 and 50 years, with most reaching the upper limits of their life expectancy at around 20 years. Once they reach this age, the seals begin to weaken or fail, and windows become susceptible to drafts and water seepage.

**R**eplacing windows can be a good investment. Such a project is one of the more effective ways to elevate a home's curb appeal and value. New windows are energy efficient and make homes more secure. They also tend to look better than old, fading windows. When pondering a window replacement project, it's important to consider these factors.

#### • KNOW THE WINDOW TYPES.

Double hung windows are classic and have operable upper and lower sashes. Lowering the upper sash allows warm air near the ceiling to escape and cooler air can flow in through the bottom. Single hung windows only have an operable lower sash. Sliding windows have one or more panels that move horizontally, and picture windows are fixed models designed to offer wide, unobstructed views and lots of light.

#### • REPAIR OR REPLACE WINDOWS.

Existing windows might just need to be repaired, saving homeowners thousands of dollars. It's best to consult with a professional to see if certain components can be repaired rather than replaced. Typically, rotten framing, wet or weeping windows or significant drafts require replacement.

#### • IDENTIFY THE DIFFERENCES BETWEEN REPLACEMENT WINDOWS AND CONSTRUCTION WINDOWS.

Traditional replacement windows are sometimes called pocket windows, says Consumer Reports. They fit inside an existing window frame. Construction windows require the removal of the entire old window, including the frame, sill and trim. The latter cost more to install.

#### • FAMILIARIZE YOURSELF WITH WINDOW FRAME MATERIALS.

Various window frame materials are available for purchase, and variables such as heat transfer, maintenance and durability differ with each product. Vinyl is a common material that's low-maintenance

and affordable. Aluminum and aluminum clad windows can be economical options, and they are corrosion-resistant and require little maintenance. Wood also is popular for the interior parts of a window, and offer a traditional look. Wood is available on new construction windows. Fiberglass windows also are available in new construction windows. They won't crack, warp, rust, corrode, or peel, and the frames will not expand and contract as much as other materials.

#### • KEEP COSTS IN MIND.

According to Fixr, an online marketplace for local remodeling services, the average national price for a professional to replace a window is around \$800. For a one-story house, a window replacement project of multiple windows may cost around \$8,000.

When selecting replacement windows, look for The National Fenestration Rating Council label to get a snapshot of the window's energy performance to compare with others. The Energy Star logo indicates that the window meets Energy Star standards.

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# When the *Easter Bunny* needed a REAL ESTATE AGENT



**By Julien Laurion**  
Real Estate

Spring has officially arrived in Aurora. The snow is mostly gone, the birds are back, and the familiar sight of real estate signs starting to pop up around town means one thing: the spring market is waking up. Around here, that's almost as much of a seasonal tradition as Easter itself.

But this year, something unusual happened while I was checking in on one of my renovation projects.

I had stopped by a property we were getting ready for market. The floors had just gone in, trim was being installed, and the painters were finishing their final coats. It's one of my favourite stages of a project—the moment when a house really begins transforming from “needs work” into “someone’s dream home.” As I stepped into the backyard with my coffee in hand to take a look around, I noticed something strange in the grass.

A trail of footprints.

Not work boots. Not shoes.

Little bunny prints.

Now, Aurora has its fair share of wildlife, but these tracks led straight to the shed, and the door was slightly open. Inside was a basket sitting on the workbench. On top of it was a small handwritten note.

“Julien – I hear you help people with homes. Even rabbits need an upgrade sometimes.”

And just like that, it appears the Easter Bunny had entered the spring market.

According to the note, the Bunny has been dealing with a few “operational challenges.” When your job involves hiding thousands of eggs across neighbour-

hoods in a single night, apparently logistics become very important. His current burrow somewhere north of Aurora simply isn't keeping up with demand. Storage is tight, the insulation is questionable, and the layout—well, let's just say it wouldn't exactly photograph well on an MLS listing.

After hearing that I help people not only buy and sell homes but also renovate them to maximize their value, the Bunny figured I might be able to help.

Honestly, he came to the right place.

Because the truth is, real estate isn't just about buying or selling. Sometimes the smartest move is improving the home you already have. A well-planned renovation can completely transform a property—both in how it lives and in how it performs on the market.

The Bunny's place was a perfect example.

From the photos he left, the burrow had potential, but it clearly needed some love. The ceilings were low, the tunnels were dark, and there was very little natural light. From a resale perspective, most buyers would walk through and say the same thing: “Great location... but it needs work.”

That's exactly where my contracting side comes in.

When I work with homeowners, we often look at ways to renovate strategically before listing a property. Updating flooring, refreshing kitchens, opening spaces, and improving lighting can dramatically change how a home feels—and more importantly, how buyers respond to it.

If the Easter Bunny were my client, my first recommendations would be fairly straightforward: raise the ceilings a bit for better airflow, install proper lighting throughout the tunnels, add a larger entrance for egg transportation logistics, and upgrade the insulation so Ontario winters don't turn the burrow into a freezer. A dedicated chocolate storage room wouldn't hurt either.

With those changes, suddenly the burrow isn't just a hole in the ground—it becomes a charming woodland retreat with real market appeal. Even magical creatures understand that presentation matters.

Of course, the other factor we discussed in the Bunny's note was timing. Spring is always the most active time



of year for real estate. Families are preparing for moves before the next school year, buyers become more motivated, and homes that show well tend to attract serious attention.

When people ask me what makes a home stand out in a busy market, the answer usually comes down to three things: condition, pricing, and exposure.

Condition means presenting the home in its best possible shape. Pricing means understanding where the property fits in today's market. Exposure means making sure the right buyers actually see it.

Now, the Easter Bunny arguably has excellent exposure already—he does visit every house once a year, after all—but condition and pricing are where strategy really makes the difference.

Homes that are properly prepared and positioned don't just sit on the market... they move. Sometimes surprisingly quickly.

The Bunny may end up renovating his current burrow and staying put. But if he decides to upgrade, I've already got a few areas in mind that would make ideal headquarters. Our town has incredible family-friendly neighbourhoods, beautiful parks, and backyards that practically look designed for Easter morning. Tree-lined streets, gardens, and plenty of places to hide eggs—what more could a rabbit ask for?

In all seriousness, while the Easter Bunny story might sound like a bit of springtime fun, there's actually a real lesson behind it.

Every home has potential. Sometimes that potential is unlocked through thoughtful renovations. Sometimes it comes from smart pricing and marketing. And sometimes it's simply about having someone who understands both the construction side and the real estate side working with you to make the right decisions.

That combination is exactly what I aim to bring to every client I work with. When you understand how homes are built, how they can be improved, and how buyers think, you can unlock opportunities that others might miss.

As I was leaving the property that day, I noticed one last thing in the basket the Bunny had left behind. Next to the note was a single chocolate egg and a message scribbled underneath.

“Thanks Julien. If the renovations go well... I might list next spring.”

Now I can't officially confirm that the Easter Bunny endorses my services.

But if he does decide to sell his burrow one day, we'll stage it properly—and I have a feeling it will sell faster than a kid finding the golden egg on Easter morning.

From my family to yours, I hope you have a wonderful Easter and enjoy the start of a beautiful spring here in Aurora. And if you happen to see a few extra bunny tracks around your yard this weekend... don't worry. He might just be checking out the neighbourhood.

And maybe, just maybe, thinking about moving.

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

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