

# RESALE HOMES COLLECTIONS

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# ROCCO RACIOPPO

A trusted and experienced realtor who will help you achieve your real estate goals

When you have decided to make a major life decision and purchase a home, it will likely be the biggest investment of your lifetime.

Having an experienced and knowledgeable realtor you can trust will make your home buying experience less stressful, provide peace of mind, and help you achieve the results you are hoping for.

Rocco Racioppo of RE/MAX REALTRON Realty Inc., has over 40 years of experience buying and selling residential properties. He is a highly regarded professional and is considered an expert in the industry.

Rocco entered the world of real estate when he was just 21 years old and achieved his real estate license in 1980 while living in Toronto. Over four decades later, he still has the same enthusiasm for the industry and enjoys engaging with the public and his clients.

After starting his journey in Toronto, Rocco moved to Unionville to gain more experience before relocating to Newmarket in 1995.

Rocco recently made another move that really places him in the heart of the area he serves.

After spending several years in the Town of Sharon, he made the decision to relocate to a new address that was more suitable for his life style.

Like many people, Rocco decided it was time to downsize to a smaller home which will require less maintenance and upkeep. He now lives in the north end of Richmond Hill and is enjoying his new lifestyle.

As someone who decided to downsize, Rocco knows what it is like for many local residents who have found themselves going through the 'empty nest' period of life.

The Baby Boomer generation, for the most part, have raised their families and are now enjoying watching their children raise their own families. As a result, many people find that those extra bedrooms and a big lawn are not really needed anymore and they are moving to smaller homes or condominiums that are more suitable to their style of living.

Rocco has been working with many residents in King City, Aurora, Richmond Hill, Newmarket, and East Gwillimbury, who have decided to leave their luxury style properties for a more relaxed living experience with less maintenance to worry about.

As an expert in luxury properties in the region, Rocco spent years helping people find their dream home luxury property. Now, he is helping many clients sell their luxury homes and downsize to a more easily managed home.

Over the course of his career, Rocco transitioned to a real estate agent who specializes in high-end luxury homes, country estates, and waterfront properties. He has helped many clients find the right home when they are looking for that special place that offers luxury amenities.

Known as a personable and outgoing individual, Rocco easily blends into any social situation and uses his natural talent to expertly lead real estate negotiations to produce the best results for his clients.

Working in the luxury property market can be a challenge as many high-end properties have unique features that may make it difficult for some realtors to appraise for a true market value.

Due to his experience and knowledge of the luxury market, Rocco has the expertise to evaluate a property and determine a selling price that is fair and equitable in the current market while ensuring his clients achieve the best results.

Marketing a property requires a strategy that will ensure the right potential buyers will be aware that it is for sale. If potential buyers don't know a property is on the market, they will never make an offer.

Rocco designs marketing strategies that take advantage of several ways to present a home in its best light to attract potential buyers who will be interested in that property.

This includes using strategies that target the right demographic for a particular market.

First impressions are very important in real estate. Rocco can advise clients on the small details that will present their home in the best possible way to anyone who views the property.

...Rocco designs marketing strategies that take advantage of several ways to present a home in its best light to attract potential buyers who will be interested in that property...

Many of Rocco's clients are repeat clients who have had such a good experience that they return to him when they make a decision to buy a new home. Whether they are hoping to upgrade and move to a luxury property or have decided it's time to downsize and moved to a smaller home, they turn to Rocco and trust his expertise in helping them make that move.

This level of trust means many new clients have been referred by those who have had such a good experience, they recommend Rocco to family and friends.

It is his expertise, experience, and outgoing and friendly personality that allow Rocco's clients to trust him to help ensure their biggest investment is protected and they achieve the best results when selling or buying a home.

If you are planning a move and need expert help to go get you through it all, you can call Rocco at 905-841-4787, or send him an email at: rracioppo99@gmail.com.

WRITTEN BY Brian Lockhart

**STUNNING BUNGALOFT - BACKS ONTO POND!!**



\$1,020,000

Amazing and rare newly built in 2024! This is a truly gorgeous Bungalow with 4 bedrooms (Primary suite & 2nd bedroom are on main floor!) & 3 washrooms plus an office in the loft! Spectacular ultra high cathedral ceiling in the open concept living & dining rooms! Fabulous kitchen with a huge island and a big pantry! Spacious 2 car garage, W/O basement & walking distance to shops, amenities & trails! Wow!

**HOT NEW LISTING IN SHARON!!**



\$389,000

Beautiful modern and renovated detached bungalow with a two car garage on a 75 x 200' private lot with mature trees! Truly stunning renovated white kitchen with centre island is open to the spacious living room with large picture window! Gorgeous dark hardwood floors throughout main level! Three spacious bedrooms and beautiful, renovated five piece bathroom as well! Don't miss this one!

**SUPER OPPORTUNITY IN MT. ALBERT!**



\$689,000

Wonderful 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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# MOVE-UP BUYERS IN A SLOWER MARKET: How families can upgrade without overextending

**F**or many families in King and the surrounding communities, the home that once felt “perfect” can start to feel tight. Kids grow, schedules get busier, work-from-home becomes permanent, and suddenly you’re craving an extra bedroom, a finished basement, a bigger yard, or a layout that functions better day to day.

But in a slower market, hesitation is normal. Families ask: What if our home takes longer to sell? What if we buy and then can’t sell? What if we stretch too far and regret it? These are valid concerns. The good news is that a calmer, more balanced market can actually be a healthier environment for move-up buyers — if you approach it with a clear plan.

### WHY A SLOWER MARKET CAN HELP MOVE-UP FAMILIES

In the fast-paced markets of recent years, move-up buyers often faced the worst of both worlds: competing aggressively to buy while racing to sell. That pressure pushed many families to compromise on location, waive protections, or pay more than they felt comfortable with.

A slower market can shift the experience in practical ways:

- More selection and less urgency: more time to view homes, compare options, and decide based on fit — not fear.
- Better negotiating opportunities: buyers may be able to negotiate price, repairs, closing dates, or inclusions.
- More flexible terms: sellers may be more open to longer closings or thoughtful conditions, which can help families coordinate a sale and purchase.
- Fewer emotional decisions: the calmer pace makes it easier to stay disciplined and avoid overextending.

Slower doesn’t mean “bad.” It means the market tends to reward preparation and smart strategy.

**THE REAL RISK ISN’T MOVING — IT’S OVEREXTENDING**  
Most families don’t get into trouble because they move. They get into trouble because they move without clear numbers, or because they buy based on maximum approval rather than monthly comfort.

A smart move-up plan keeps three things in balance:

- 1 what your current home can sell for in today’s market,
- 2 what your next home will realistically cost (including closing costs), and
- 3 what payment and lifestyle your family wants to maintain.

This isn’t about limiting your goals — it’s about making sure the upgrade improves your life instead of creating long-term stress.

**STEP 1: DEFINE WHAT “MORE SPACE” REALLY MEANS**  
“More space” isn’t always just square footage. For some families it’s another bedroom. For others it’s two home offices, a quieter basement, a better yard, or a location that supports school and commuting needs.

Before you fall in love with listings, get specific:

- What are your must-haves (beds, baths, yard, office space, basement)?
- What’s your non-negotiable location (school, commute, community)?
- What are your nice-to-haves you’ll only pay for if the numbers still feel good?

Clarity prevents “house hopping” fatigue and keeps you

from paying extra for features you won’t truly use.

**STEP 2: GET ACCURATE NUMBERS — NOT GUESSES**  
In a slower market, precision matters. Online estimates and neighbourhood chatter don’t replace a proper local review.

A move-up plan should include:

- a realistic price range for your current home based on recent comparable sales and current competition;
- a clear picture of what your next-home options look like at different price points;
- payment estimates that reflect today’s rates and your comfort level (not just the bank’s maximum);
- a full cost picture, including legal fees, land transfer tax, moving costs, and any immediate updates you’ll want to make.

When the numbers are clear, decisions get calmer and smarter.

**STEP 3: CHOOSE THE RIGHT SELL/BUY STRATEGY FOR YOUR FAMILY**

Move-up stress is usually about timing, not desire. The right approach depends on your finances, risk tolerance, and timeline. Some families prefer to sell first for certainty. Others may buy first if equity and financing support it. In a slower market, strategies like conditional purchases or flexible closing dates may also be more realistic than they were during peak frenzy.

The key is choosing a plan that reduces risk and fits your family’s life — not forcing a one-size-fits-all approach.

### THE BOTTOM LINE

A slower market often gives move-up families something they rarely get in a frenzy: time to think, room to

negotiate, and the ability to buy with less pressure. Yes, selling may take more planning — but buying can be more strategic.

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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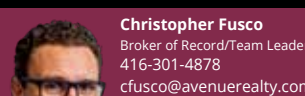


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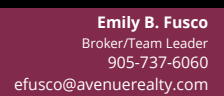


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# A guide to buying your first home



Buying a home is one of the most significant financial commitments a person can make.

Individuals may wonder when is the right time to jump in to the real estate market. The answer may boil down to affordability.

The housing market is continually evolving. Buying a home now is a little bit different than it was even a few years ago, as inventory is starting to recover from a lengthy period with limited offerings, according to Realtor.com. But even though inventory may have increased, home prices have not come down. The median home price now sits at around \$410,000 in the United States and approximately \$676,335 in Canada, and interests rates hover around 6 percent for a 30-year fixed rate.

Before it's time to sign a contract and get the keys, potential buyers can follow this guide as they navigate buying a home for the first time.

**KNOW YOUR BUYING POWER**

Before browsing home listings, buyers should conduct a financial audit to see how they stack up. It's worthwhile to sit down with a mortgage broker who can run your numbers. Credit score is a significant variable that will be checked during such consultations. If necessary, identify ways to boost that score in the months before applying for a mortgage.

**FOLLOW THE 30 PERCENT RULE**

Rocket Mortgage says the 30 percent rule dictates that total monthly housing costs, including principal, interest, taxes, and insurance (PITI) should not exceed 30 percent of a borrower's gross monthly income to maintain financial stability.

**BUDGET FOR THE EXTRA COSTS**

Buyers should concern themselves with all of the costs that go into buying a home. In addition to the down payment, closing costs can come in at around 2 to 5 percent of the home's price. An inspection and appraisal can run around \$1,000. Additional costs may include termite inspection, and other out-of-pocket costs to get the home up to code.

**LOWER YOUR COSTS**

A rising trend in home buying is a surge in down payment assistance (DPA). Bankrate says DPAs provide eligible individuals, typically first-time or low-to-moderate-income buyers, with assistance that covers costs like down payments and closing fees. These programs may be offered by the government, non-profits or private lenders.

**UTILIZE A REPUTABLE INSPECTOR**

A home may seem like a dream until a person pulls back the curtain on some hidden red flags. It's always worth the expense to have a housing inspector or a trusted contractor walk through the property prior to making an offer to ensure that the home is in good condition.

**CHOOSE A VALUE MARKET**

First-time home buyers may want to select metro areas that offer the best balance of earnings versus home prices. According to a 2026 report from Realtor.com, areas that provide the best value in the U.S. are largely concentrated in the Northeast and Midwest. Hartford, CT; Rochester, NY; Worcester, MA; Toledo, OH; and Providence, RI, are some of the top housing markets for the year. Real estate experts at CalgaryHomes.ca found Alberta, Newfoundland and Labrador, and New Brunswick offer the best value for home buyers.

First-time home buyers must consider a range of variables as they inch closer to making their home ownership dreams a reality.

**MARKET UPDATE – MARCH 2026**

**AURORA**

AVERAGE SALES PRICE

**\$1,187,555**

AVERAGE 28 DAYS ON MARKET

NUMBER OF SALES

**51**

172 NEW LISTINGS

SALE TO LIST RATIO

**98%**

YEAR OVER YEAR % CHANGE

**-13.58%**

**KING**

AVERAGE SALES PRICE

**\$2,020,000**

AVERAGE 39 DAYS ON MARKET

NUMBER OF SALES

**16**

100 NEW LISTINGS

SALE TO LIST RATIO

**93%**

YEAR OVER YEAR % CHANGE

**-9.46%**

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

As we move into April, inventory levels are continuing to build, offering Buyers more choice than in previous spring markets. This has created a balanced and more Buyer centred market, where strategy for Sellers is now more imperative than ever. Days on market is increasing, which reinforces the need for a strong positioning strategy from the start. This is no longer a market for Sellers to test pricing, but to list and market their homes with intention. The homes generating the best sales results are those that show very well, are priced sharply, and compel Buyers from the start, rather than playing catch up with price refinements later. There is a window of opportunity for Buyers right now - more selection and less competition exist in the market place, leaving room for tactful negotiations and the opportunity to do due diligence, unlike previous years. Working with a trusted advisor is always best to navigate the shifting of the York Region market and Key Advantage is always here to offer knowledge, professional advice and care.

– 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.



369 KENNEDY STREET WEST, AURORA  
\$2,700,000



87 MCCLURE DRIVE, KING CITY  
\$2,599,000



6 DANBROOK COURT, AURORA  
\$1,699,900



16 BONNELL CRESCENT, AURORA  
\$1,699,000



435 KETTLEBY ROAD, KING  
\$1,675,000

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# Did you know?

A well-manicured lawn appeals to homeowners when they look out their windows.

**BUT SUCH A VIEW** also can look nice when homeowners peruse their bank statements after selling a property. According to the "2023 Remodeling Impact Report: Outdoor Features" from the National Association of Realtors®, standard lawn care service yields an estimated cost recovery of 217 percent. Landscape maintenance, with an estimated cost recovery of 104 percent, and an overall landscape upgrade (100 percent) also yield great returns for homeowners. The NAR® report also noted the effects of such projects related to homeowners' desire to spend time on their property. Among homeowners who participated in the NAR® report and committed to standard lawn care service, 58 percent indicated they had a greater desire to be at home since completing the project, while 46 percent indicated they have an increased sense of enjoyment when spending time at home.



# Cost-effective curb appeal booster

One shouldn't judge a book by its cover. However, that often is hard not to do, particularly when it comes to homes.

**C**urb appeal bears significant influence regarding how a property is perceived. A property that is neat and aesthetically appealing probably will be preferable to one that looks like the homeowners did not maintain it.

Boosting curb appeal is a common focus of sellers before listing a property. But what can those who don't have big budgets for major overhauls do to improve their curb appeal? Plenty of projects can offer maximum output with minimal investment.

**REFRESH THE FRONT DOOR**

Painting the front door can add brightness and improve the look of a home's entryway. Most exterior paint costs between \$30 and \$40 per gallon, so this is undeniably a budget-friendly improvement. If money allows, replacing the door altogether will generate bang for your buck.

**IMPROVE OR ADD LANDSCAPING ELEMENTS**

Landscaping should be designed to highlight the home's best features. It should look symmetrical and feel manicured. If it's not possible to plant new flowers or bushes, simply cleaning up debris and weeds, and trimming existing greenery can make it feel neater and more polished.

**CLEAN UP**

Power-washing the siding, cement walkways and garage door can create instant impact. It's amazing how much dirt and mildew can reduce the luster of a home. Cleaning off years of grime can be a fast and inexpensive refresh.

**RESEAL THE DRIVEWAY**

Make sure the driveway is clean and tidy. If it has cracks or discoloration, filling in cracks and applying a new coat of sealer will make a big difference. Homeowners can hire someone to reseal the driveway or do the work on their own.

**ADD MORE LIGHTING**

Updating front porch lights and accent lights around the property will cast a more positive glow on a home, both literally and figuratively.

**ADD A SEATING AREA**

If space by the front door allows, add a bench or some chairs to create a welcoming seating area. A potted plant or two nearby will help the area seem intentional.

Improving curb appeal doesn't have to cost a lot of money. A few easy touches can boost the look of any property.



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**RESALE  
HOMES  
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# THE MASTERS OF THE MARKET

Why selling your home  
is a lot like Augusta



By **Julien Laurion**  
Real Estate

Every April, something shifts. The grass gets greener, the air feels a little lighter, and for a few days, the world seems to slow down as eyes turn to The Masters Tournament. It's tradition, precision, and excellence all rolled into one—and if you watch closely, it's also a pretty good lesson in how to win in real estate.

Now, I'm not teeing it up at Augusta National Golf Club anytime soon, but in my world, I see the parallels all the time. Because selling a home—especially in a competitive market—isn't just about putting up a sign and hoping for the best. It's a process. A strategy. A game where every move matters.

At Augusta, nothing is left to chance. Every inch of the course is intentional, from the slope of the greens

to the placement of the bunkers. The same approach applies when preparing a home for market. Before we ever talk about listing, I walk through the property with a critical eye—what needs attention, where we can add value, and how we can elevate the overall presentation. Sometimes that means a full bathroom refresh or updated flooring. Other times, it's as simple as lighting, paint, and knowing exactly where not to overspend. The goal isn't just to improve the home—it's to position it so it stands out.

Of course, preparation is only half the battle. If you've ever watched Tiger Woods read a putt, you'll know it's not just about distance—it's about understanding the subtle breaks. Pricing a home works the same way. It's not about picking a number and hoping it sticks. It's about analyzing comparable sales, understanding buyer behaviour, and creating a strategy that builds momentum. The right price doesn't just attract attention—it creates competition. And in this market, that's where the real value is unlocked.

Presentation plays a massive role as well. At the Masters, everything is immaculate—clean lines, perfect visuals, nothing out of place. That same level of care goes into staging a home. We're not just decorating; we're telling a story. One that allows buyers to walk in and immediately picture themselves living there. It's often the difference between a showing and an offer. I've seen homes increase their perceived value

dramatically simply by presenting them the right way. That's not luck—it's intentional.

Then comes the moment where everything is on the line. In golf, they call it Amen Corner—a stretch of holes where tournaments are won or lost. In real estate, that moment is negotiation. Offers come in, conditions are discussed, and decisions need to be made quickly but strategically. This is where experience matters most. Knowing when to push, when to hold firm, and when to create leverage can have a significant impact on the final outcome. It's not just about accepting an offer—it's about maximizing it.

And finally, we get to the finish. The last putt drops, the crowd cheers, and the green jacket is awarded. In real estate, that moment is closing day. But what most people don't see is everything that led up to it—the preparation, the strategy, the positioning, and the execution. Because while the sale price is important, how you got there matters just as much. Did you create competition? Did you showcase the home properly? Did you leave money on the table?

The best golfers in the world aren't great because of one skill—they're complete players. Driving, irons, short game, putting—it all comes together. That's how I approach my business. Real estate and renovation, strategy and execution, vision and results. It's not about doing one thing well; it's about doing

everything well so that when your home hits the market, it doesn't just compete—it stands apart.

You don't need to be a golfer to appreciate the Masters, and you don't need to be an expert to sell your home. But having the right approach—and the right person guiding you—can make all the difference.

Because in this game, we're not just playing to participate.

We're playing to win.

Julien Laurion  
All About Homes

Julien Laurion  
Realtor. Contractor. Local Dad.  
All About Homes.  
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**107 Orchard Heights Blvd, Aurora**

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# What to know about floor-to-ceiling WINDOWS

Modern homes showcase many dazzling features, but perhaps none draw as much as instant attention as floor-to-ceiling windows.

Often seen in high-rise apartments that boast panoramic city views, floor-to-ceiling windows also are right at home in single-family dwellings.

Homeowners considering floor-to-ceiling windows may have lots of questions. The following rundown can provide some basic information that can help homeowners decide if floor-to-ceiling windows are right for their homes.

**COST**  
Cost is often the primary consideration when mulling a home renovation, and that's even more significant as the world confronts the rising costs associated with inflation. The cost of installing floor-to-ceiling windows depends on a host of variables, including how many windows will be needed and where homeowners live. According to Modernize®, a service that facilitates connections between renovation-minded homeowners and local contractors, a floor-to-ceiling window wall costs somewhere between \$700 to \$1,600 per linear foot. Framing and glazing will add to those costs. Homeowners considering floor-to-ceiling windows are urged to receive several estimates for the project prior to choosing a contractor.

**LIGHTING AND ENERGY EFFICIENCY**  
One of the more appealing aspects of floor-to-ceiling windows is all the natural light they allow in. Of course, all that light also can drive up energy costs on sunny summer days. One way around that is to install energy efficient windows. Such windows include extra insulation to prevent cool air from escaping the home on summer days, which can reduce the need to lower the thermostat on your air conditioning. A wall of glass also can provide less insulation against the cold. The extra insulation

in energy efficient windows also helps keep warm air from escaping a home in the winter. Energy efficient windows may cost more than less efficient alternatives. However, over the long haul, a wall of less efficient floor-to-ceiling windows will likely cost more due to excess energy consumption.

**PRIVACY AND FADING**  
It's easy to be overwhelmed by the view floor-to-ceiling windows provide, especially in homes surrounded by serene natural settings like woods or properties that abut waterways. But that view outward also provides a view in, potentially compromising privacy. All that extra exposure to sunlight also can cause fabrics to fade over time. Floor-to-ceiling blinds and shades can protect homeowners' privacy and reduce fading on furniture, but this extra feature will add to the final cost of the project. Smart window tinting is another way to improve privacy and reduce fading, but this feature also will drive up the cost.

Floor-to-ceiling windows can be awe-inspiring. Homeowners considering such windows for their homes are urged to do their homework to ensure their homes are well-suited to this unique feature.



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# Notable features of MODERN BATHROOMS

Bathrooms are more than just places to wash up. These spaces are evolving from utilitarian rooms to high-tech sanctuaries with all the modern conveniences one can imagine.

**H**omeowners are increasingly investing more into their bathrooms, reflecting a growing desire for quiet luxury and personal health.

According to the 2026 National Kitchen & Bath Association (NKBA) Trends Report, 72 percent of designers report that clients are enlarging their bathrooms to accommodate new wellness-centered features. Modern bathrooms are defined by some notable features.

**HOME SPA SHOWER**

The NKBA reports more homeowners now prioritize a larger, feature-rich shower over just a bathtub. Steam showers are no longer niche; they integrate aromatherapy and chromotherapy (mood-enhancing light) systems into the designs. Although open, walk-in showers are still popular for their accessibility, there's a rising trend in shower pods, which are enclosed, cozy spaces that more effectively retain heat and steam.

**AGING IN PLACE ELEMENTS**

Features once associated with getting older are now being rebranded as high-end design elements. According to Forbes, curbless entries and built-in benches are some luxury safety features built into modern bathrooms.

**SMART TECHNOLOGY**

Polaris Market Research says the global smart bathroom market is projected to exceed \$11 billion in 2026. Technology focused on efficiency and hygiene is popular. Intelligent toilets that have self-cleaning UV nozzles, heated seats and motion-activated lids are rising in popularity. Smart faucets with precise flow control and leak detection also are becoming standard, with Houzz saying sustainability features like these are a must-have for 84 percent of renovators.

**EVOLVING MINIMALISM**

Organic minimalism is a defining style within modern bathroom trends for 2026. This idea prioritizes clean looks with natural materials like stone and wood, which are replacing cool grays and stark whites that have been dominating bathroom schemes for some time, according to Re-Bath design expert Jenny Mars. Designers favor large-format slabs or tiles to minimize grout lines. Earthy tones like sage green, terracotta, and warm wood vanities also are popular.

**LAYERED LIGHTING**

Design pros are using lighting as a functional tool, and say that task lighting must be layered for the best effect. Nighttime-specific low-glow lighting and integrated mirror LEDs support a natural circadian rhythm while offering comfort and safety. The NKBA says 91 percent of respondents cite lighting as a top priority in their bathroom designs. Mood lighting in showers and other lighting features are popular requests.

Modern bathrooms continue to evolve with features that add aesthetic appeal, sustainability and technology to these historically utilitarian spaces.



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