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AURORA/KING

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Laceby Real Estate Brokerage is pleased to welcome their newest Sales Representative, Ian Hastings to the team. Bringing nearly 5 years of experience selling real estate across the GTA, Ian brings a fresh perspective and passion that goes a long way for his clients.

Continued on page 4

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Secrets to making your home look like you hired a design pro



Photo spreads in home design magazines can be awe-inspiring. Quite often homeowners wish they could lift the looks right off the pages of magazines and transform their own homes into picture-perfect retreats.

It takes an eye for design to pull a room together — even with inspiration — and make it both functional and attractive. While hiring an interior designer is one way to go, homeowners can use some of the tricks and techniques the designers employ to do a remarkably good job of improving the interiors of their homes without such help.

EMBRACE TEXTURE

The colours used in a home can add impact, but designers often utilize various textures to create aesthetic appeal. A single colour scheme can be enhanced by various fabrics. Consider a leather sofa made more cozy with chenille pillows next to a rustic side table. Figure out ways to incorporate a few different textures to add depth to the room.

BE CAREFUL WITH COLOURS

Many high-end homes showcase neutral shades that are enhanced by pops of colours. If you like a rich, royal purple, leave room for other colours as well. Add touches of purple in vases, throw pillows and other accessories.

Also, many designers work in shades of three for room colours. There may be one main colour for walls, another colour for larger accents, such as couches and chairs, and then a third colour that pops in accessories such as flowers, pillows and collectibles. These can be any colours, but the most muted tends to be the more abundant shade.

ADD A BIT OF BLING

Glittery items and metallics can add a touch of luxury feel to any space. A shiny table lamp, mirrors, a sparkling chandelier, and the like are easy ways to produce a high-end feel. Reflective surfaces also will cast light around the room, giving the illusion of a larger space.

CHOOSE A BIG STATEMENT PIECE

Many homeowners make the mistake of filling a room with several small pieces of furniture that only contribute to clutter. Instead, look for a statement piece, which can be a cabinet, armoire or chaise. Mix and match large and small elements for a sense of balance.

ACCESSORIZE

Finish the room with accessories and flowers. When placing and hanging knickknacks and wall art, odd-numbered groupings often look the most cohesive and interesting. Experiment with different scales and heights for even more dimension.

When inspiration hits, take some cues from interior design pros to make spaces look like they belong on the pages of your favourite magazines.

Real Estate Market Update – Aurora

Active Summer Buyers Commit

Hottest month in temperatures in Aurora in years and the real estate market kicked up as well from 80 sales of all home types last year to 55% more action this year with 124 sales.

In terms of affordability those selling detached homes accepted offers as low as \$685,000 to as high as \$2,470,000. The least amount of action was taken from Buyers spending over two million dollars and only three detached homes sold in this price range. While there's been talk about the possibility of lending guidelines easing up to help Buyer's with affording their next move consulting more than one lender may be the wise choice as offerings vary between the banks and the mortgage brokers.

Townhome sellers accepted pricing in the range of \$635,000 - \$890,000 while semi-detached home owners accepted between \$660,000 - \$890,000 for their homes. There were thirty total sales between condo apartments at sold pricing ranging from \$415,000 - \$790,000 and condo townhomes gain-

ing between \$350,000 - \$1,250,000.

At the time of publishing the complete market report had not been published yet it's great to see that while asking prices have decreased year over year the proof is Buyers make purchases twelve months of the year in fact sales are 23 per cent better than in June.

Planning to make a move in or out of Aurora call a REALTOR® today to discuss the details on how to start the process.

– Written by Connie Power

Connie Power is an Assistant Manager/ Real Estate Sales Representative CNE® SRS® ABR® SRES® for RE/MAX Hallmark York Group Realty Ltd., Brokerage serving York region and beyond in the Greater Toronto Area (GTA). Empowering you in Real Estate, Call Connie today to make an appointment to discuss your next move at (905) 726-0856.

*The statistics provided herein were obtained from the Toronto Real Estate Board; Regional Housing Market Tables; York Region, Aurora for June of 2018, 2019 and the Summary of Existing Home Transactions of all home types, June 2018, 2019 for all TREB Areas.

Why homeowners should add more exterior light to their properties

HOMEOWNERS are increasingly realizing the benefits of improving the exteriors of their home, which can be just as valuable as improving the interior spaces. As individuals design picturesque garden beds and cultivate lavish lawns or revamp exteriors with architectural features, they probably want to spotlight these improvements. This is where exterior lighting can be put to great use.

Exterior illumination can cast a glow on various features, but there are many other reasons to increase lighting around the exterior of a home.

• **SAFETY:** Trips and falls can occur at night when trying to traverse walkways and landscapes in the dark, as it can be difficult to see rocks, stairs and uneven pavement. Outdoor lighting can illuminate pathways, entryways and other areas for safer access for homeowners and their guests.

• **EXTEND OUTDOOR ENTERTAINING:** Ample lighting can increase the amount of time one can use outdoor spaces and make them the perfect gathering spot. As autumn arrives, days become shorter. However, patios, porches and more can get extended use with lighting.



• **SAFEGUARD SECURITY:** A well-lit home may be less likely to be targeted by burglars than one swathed in darkness and shadows. Lights can remain on all evening or be motion-triggered. Setting lights on timers also ensures that the home is illuminated whether residents are home or not.

• **CREATE DRAMA:** Landscape lighting designers can establish focal points around the landscape and highlight the best features of a property. Uplighting in trees, silhouetting techniques to showcase plants and spotlights to show off architectural features are all options for homeowners to consider.

• **ADD VALUE:** The experts at Parker Homescape, a landscape design service, say that exterior lighting can add roughly 30 percent to the value of a home. They also indicate that 50 percent of all home buyers say that outdoor lighting is important when buying a home. If current residents are thinking about selling, now may be the time to invest in exterior lighting.

Improving a home's exterior may be as simple as adding more lighting to improve functionality and beauty.

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Jeff Lacey* & Cinda Brown*** \$ 6,499,000

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Continued from the cover



Ian Hastings
Sales Representative

Having previously been a part of one of the top producing teams in Canada, his core markets include Downtown Toronto and York Region. While growing up in Newmarket, Ian established a strong understanding of the market and has watched it evolve over time to become one of the most desirable areas for buyers and investors. Likewise, having previously lived in Toronto for the better

...Lacey Real Estate is a brokerage that prides itself on its community involvement...

part of 10 years, he has helped his clients navigate a fast-paced market dealing in both residential and condo re-sale.

With his focus now primarily based in York Region and surrounding area, Ian joined Lacey because of their core values. Lacey Real Estate is a brokerage that prides itself on its community involvement, and the longevity of the brokerage stands as a testament to that commitment. With over 40 years of combined experience in the real estate industry, the Lacey family established a strong footing in York Region and have independently owned and operated their firm since 2002. Lacey brings a sense of family that resonates beyond business and the transactional sale or purchase of a property. Ultimately, it was the commitment of service to the client which resonated most with Ian, as he believes that strong relationships are an important part of this business.

Ian's approach with his clients is to guide them through the sales process, providing insight and

guidance on value-add opportunities in order to achieve better net results. His goal is to ensure his clients are properly informed about the market and understand the pros and cons of properties and areas of interest. In his approach, Ian takes into consideration what the future will hold for his clients, including their growing families and their largest capital asset, their home. Ian strongly believes that it is important to not only consider what the current move looks like but what the future one might look like. Life changes, and being able to keep that change in mind when buying or selling a home has become part of Ian's process. He provides honest feedback and market analysis, and helps his clients understand current and future value, which contributes to building a trusting relationship between client and agent.

As the market has become fast-paced there can be many unknowns and challenging situations that can be stressful for sellers and buyers. As Ian believes, having the confidence to guide your clients through the sales process is made easier when you have an amazing support system behind you. It is re-assuring for clients to know that they have decades of support on their side and behind the scenes from start to finish with Ian and the Lacey Real Estate team. To learn more about how Ian Hastings and Lacey Real Estate can help with your needs go to www.laceyrealestate.com



Susan, Dave & Stephanie Zacchigna
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Small kitchen improvements that maximize functionality

MANY HOMEOWNERS wish for expansive kitchens. Modernized kitchens that include sought after features and showcase the latest trends go a long way to improving the overall value of a home.

As desirable as such kitchens may be, some homes simply don't have enough space for a centerfold-worthy kitchen featuring an island, wine refrigerator and walk-in pantry. However, homeowners with small kitchens can still improve the form and function of their existing spaces.

RECONFIGURE AND REVAMP CABINERY

Homeowners whose kitchens are small often lament their lack of storage. Redesigning the layout of cabinets, and possibly adding some more cabinetry, may take care of certain storage issues. The experts at Merit Kitchens suggest utilizing corner space with LeMans units, lazy susans and other gadgets to make access to these areas easier. Going vertical with wall cabinets that extend to the ceiling also can add more storage, as can roll-in work carts.

WORK WITH THE WALLS

Small kitchens require clever usage of vertical space. Vertical storage units, hooks, shelving, and more can move items out of drawers and off of counters. Consider an under-the-cabinet toaster oven and microwave to create more counter space.

USE SCALED-DOWN APPLIANCES

Shop with size in mind when looking at new appliances if you have a small kitchen. Compact versions won't take up as much space as larger alternatives. Homeowners should consider the ultimate function of the kitchen and then think about which appliances will serve them well. Homeowners with small kitchens may not need a large stand mixer or an oversized commercial stove.

ADD SOME GLASS

The DIY Network recommends incorporating glass to improve the perception of space in small kitchens. Glass lets you see through the objects, thereby enhancing the feeling of spaciousness or what designers call "negative space." Glass also can be reflective, visually expanding the space.

EMBRACE HIGH-END MATERIALS

It costs less to renovate small spaces than bigger areas, so homeowners may be able to afford high-end materials that really add personality to a kitchen. Flooring, counter materials and quality fixtures can really set small kitchens apart. Small kitchens can be culinary havens with the right improvements to maximize the space.



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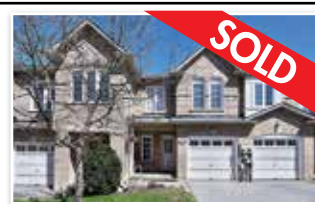
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We're ready to make an offer, we saw something online; can you help?

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Greater than 90 per cent of home searches start online driven by Buyers wants and needs and curiosity. Photos, videos, floor plans and descriptions are as detailed as possible and in many cases draw the consumers interest to peak heights. Buying a home these days could feel as easy as a simple text request away. Isn't the process as simple as they show on television? Once Buyers see what they like online and have been pre-approved so they are looking at what they can afford according to their lender, it's highly recommended to investigate further before making a commitment to spend on a home. Develop a strategy before saying yes to the home and part of the strategy involves the three S's.

The site of the home ideally should be experienced in person. Take a closer look indoors and out beyond the street to include the neighbourhood. How does the vibe of the neighbourhood also blend with the home; additionally consider the lifestyle you want to adopt or maintain with the home purchase and is it possible to do this in the location of the home? Many go as far as entering the home address on housecreep.ca to see if there are any reported incidences that could additionally be of concern.

Often REALTORS® find homes or they are asked to show homes and there's one variable that's rarely noted on MLS® or in marketing materials and that is concerning the smell of the home. If the home is beautiful and fits all criteria but has the smell of dampness, mold, cat urine or other offensive pet smells including fake perfume scents made of chemicals, smoke

odours, dirt and grime or intense cooking smells this alone can send Buyers running out the door away from the purchase. The smell debate is a gamble even if the home hasn't been renovated, staged or is in as is condition. A clean and fresh smell will afford the Buyers to stay in the space longer when looking to imagine the house for sale as their home.

Before Buyers make a sound and educated choice to purchase a great consideration is the sound around the home in question. When Buyers find a home that seems to fit the bill, upon seeing the home in person they may realize there may be additional noises from street traffic, trains, planes, industry, recreation facilities or restaurants and bars to name a few. The buyers will have to weigh whether they can live with the noise, decide what proactive measures they can take or that may have already been taken in the home to dampen the sounds. The Buyers may decide to add water features to counter the sounds outdoors or privacy construction to limit the transfer of sound. If solutions are presented in advance by Sellers and answers to how often trains are heard etc. it may be easier for Buyers to have less hesitation before taking action.

Ask your Accredited Buyer's Representative (ABR) to additionally share with you recent sales, development plans for the area and review market conditions in the neighbourhood, town or city in consideration.

– Written by Connie Power

Connie Power is the Assistant Manager, Sales Representative CNE® SRS® ABR® SRES® for RE/MAX Hallmark York Group Realty Ltd., Brokerage serving York region and beyond in the Greater Toronto Area (GTA).

Empowering you in Real Estate, Call Connie today to make an appointment to discuss your next move at (905) 726-0856.

***Not intended to solicit those currently under a real estate contract.



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8118 15th Sideroad Adjala-Tosorontio Township

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Ask Big Tuna, The Renovating Realtor



By Julien Laurion
The Big Tuna of Real Estate

Hi Julien, I am a long-time reader and I very much enjoy your articles and social media! Julien, I am a renter and I am starting to look into buying a home. I've noticed some listings will say things like 'new composite decking' or 'new 25 year shingles'. Are these important to consider? Thank you in advance, Clara.



Hi Clara, congratulations on starting your home search! It can be both overwhelming and exciting.

Upgrades can be tricky and are subjective. They require consideration for both the seller and the potential buyer. It is no secret that certain upgrades, like updated kitchens and bathrooms typically do add value to a home. However, some upgrades may actually decrease the value of the home and others just justify the asking price.

For example, as a long-time reader, you probably read my article about the shower beer fridge. This is a rather unique item that may not have a lot of appeal to other homeowners so it would not likely increase the value of the home. In addition, if this shower fridge was not properly installed, or if

it is difficult to remove, it could potentially decrease the value of the home. Pools are a great example of an improvement that does not increase the value of a home. Some buyers will be pleased to have a pool in the back yard and won't be put off by it. However, some buyers are turned off by a house that has a pool and find pools a burden and an extra expense they do not want to take on. In fact, I have a close family member who bought a house because of its great location, and then had the pool filled in!

In your question you mentioned composite decking. This is often a positive upgrade for a home.

When I see composite decking in a home, it tells me that the current owner cares for the home and has invested in it. Composite decking is expensive compared to wood alternatives. This is a feature I

would point out to my clients as we are assessing the total package offered in the home if we were to extend an offer to buy it. But like everything, there is not a single perspective. One of the down sides to composite decking is that it tends to be warmer on the feet in the summer months. I recently had a client who stated that they did not like this feature.

Clara, it is pretty simple. If you walk into an unkempt home that has not been updated, the price you pay should reflect this. Typically, a home that needs a lot of improvements is going to sell at a lower price than a fully renovated home. However, if the home is clean and cared for with thoughtful upgrades, then it may make sense for you to pay close to the listing price. As I said, upgrades are tricky and subjective so it is best to

work with a Realtor like myself to help navigate those waters. Happy house hunting!

Who is Big Tuna, The Renovating Realtor?

Julien Laurion AKA Big Tuna, is a local Real Estate Sale Representative with RE/MAX Hallmark York Group Realty in Aurora. I am a real estate agent who has expertise in both Real Estate and Renovations and have been involved in this community for over 20 years. If you have a question for my monthly article or if you are considering buying, selling or leasing a home please feel free to call or email me directly at (416) 402-5530 or julien@bigtuna.ca or by alternatively visiting my website www.bigtuna.ca or Facebook page @bigtunarealty

What causes curled shingles?

No homeowner wants to look at the exterior of his or her home and see roof damage. Such damage may lead homeowners to think they need a new roof, a potentially costly expense that can quickly throw household budgets into a state of disarray.

According to the HomeAdvisor, the average homeowner spends a little more than \$7,600 installing a new roof. Various factors, including the size of a home and the type of roof homeowners prefer, will affect the cost of a roof replacement. In addition, homeowners who see roof damage can rest assured that not all roof problems will necessarily require a replacement roof to be installed.

Curled shingles are a problem many homeowners have encountered. This particular problem is not always indicative that a roof is on its way out. In fact, the home

improvement resource This Old House notes that, as asphalt shingles age, their corners often begin to curl downward or upward. Homeowners who notice this early enough can glue down the curled section of each shingle that's beginning to curl.

Some shingles may be curling because they're defective. Fortified Roofing, a New Jersey-based roofing company that specializes in the repairing and replacing of various roofing configurations, advises homeowners to contact a local roofing professional to diagnose the cause of the curling. Doing so quickly can prevent curled shingles from contributing to more widespread damage.

Moisture and poor ventilation may be contributing to curled shingles as well. Homeowners with attics in their home may see curled shingles on their roofs because



moisture is building up in their poorly ventilated attics. In addition to causing damage such as curled shingles, a poorly ventilated attic allows moisture to build up, potentially contributing to mold growth. Mold presents a host of additional problems, including some that can adversely affect the health of a home's inhabitants.

Improper roof installation also may be the culprit behind curled shingles. When a roof is not installed correct-

ly, shingles may not be aligned or nailed down in the right way. This might be what's causing shingles to curl on recently installed roofs.

Curled shingles are unsightly and can pose a significant threat to a home if not addressed promptly. Homeowners can protect themselves and their roofs by working with skilled roofing professionals, who can diagnose issues like curled shingles and offer the right solutions.

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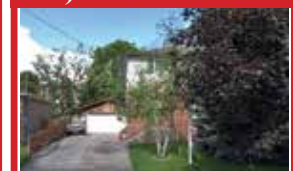
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LEARN TO DOWNSIZE BEFORE A MOVE

Aging men and women often take inventory of their lives in an effort to focus on activities or lifestyle changes that can ensure happy retirements.

With the youngest of the boomers in their mid-50s and the majority having already reached retirement age, many boomers are trying to decide if it's time to move out of their family homes and into smaller, more manageable abodes.

Many older adults find they do not need the same amount of space as they did when they had children living at home. Retirees and those on the cusp of retirement may find that downsizing is a smart financial move that frees up more time for recreation.

However, it can be challenging to cut down on living space and then deal with figuring out how to make furniture, belongings and stored items fit in more condensed areas. Moving can be stressful even without having to cut down on prized items. Taking an inventory of belongings can help the process go smoothly.

Before moving, men and women can go room by room, making piles of items that will be kept, donated, sold, or discarded. This can be a tedious task, but it is necessary to avoid clutter in a new home.

People downsizing can attempt to sell items they do not need via newspaper classified sections or online classified sites. Appliances and furniture

in excellent shape may fetch good prices. Any extra cash can be put toward buying new items that are size-appropriate for the smaller home.

Another way to clear out clutter is to sort duplicates from the stock of items. A person may no longer need multiple sets of dishes or silverware. If the move involves switching from a king-sized to a queen-sized bed, donate or trash bed linens that will no longer fit. Pay close attention to kitchen and bathroom items, which tend to accumulate over time but might not be discarded when clearing a home of clutter.

People moving from a detached home to a condominium or a townhouse may learn that homeowner's association fees cover everything from snow removal to lawn maintenance to pool upkeep. If so, it's unnecessary to bring lawn and garden supplies.

Homeowners are advised to look at the floor plan of their new dwellings and pay attention to storage space. This can make it easier to plan ahead for what may fit, what will need to be purchased new and which storage solutions may be needed. Having a plan in place can make unpacking and settling in go smoothly. The organizing company Organize Me says that homeowners should consider how cabinets and closets will be used before moving in.

Downsizing can free up time and money. When done right, downsizing can make retirement easier and create more leisure time for retirees.

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