

RESALE HOMES COLLECTIONS

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AURORA/KING

VOLUME 8, ISSUE 3

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Buying or Selling
Your Home?**

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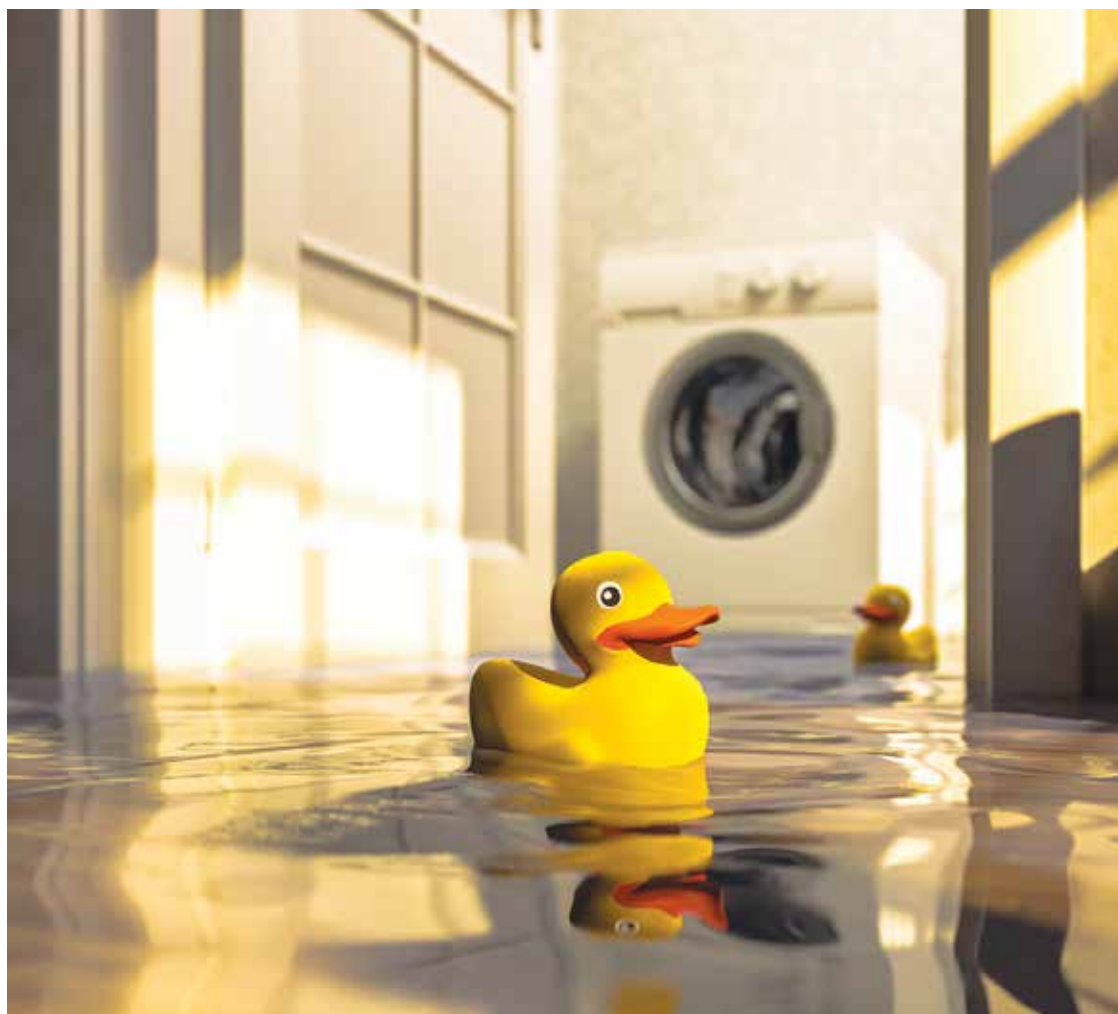
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Tips for waterproofing a basement or crawl space

Water can be a homeowner's worst nightmare. Few things have the potential to damage a home as much as water. From leaks to flooding to moisture problems like mold, water can wreak havoc on a home.

Basements or crawl spaces are areas of a home where water can do the most damage. Basements and crawl spaces tend to be the lowest-lying spots in a home, and therefore prime spots for water to enter. Water problems in these areas can contribute to the demise of the structural integrity of the foundation.

Continued on page 4

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JUST LISTED IN SHARON!!



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Decor ideas to give homes a *fresh look* this *spring*

Real Estate Market Update – Aurora

Amplified Aurora Home Sales

Consumer confidence peaked in February 2020 as 94 sales traded hands of all types of homes across Aurora an astounding increase of 88 per cent from prior year. The median price of a home, if removing the highest and lowest sale in the area was \$894,500 an increase of 13 per cent. There have been 40 per cent more sales year to date compared to 2019 and this strength through the coldest month of the year is a welcome shift for sellers as demand is fuelled.

In the month of February 160 homes were placed for sale with 162 remaining for sale at month end and Seller's yielding on average 102 per cent of their asking price, selling on average within 21 days. Inventory remains low indicating a strong Seller's Market and at this rate of consumer supply and demand it would take 3 months to sell through the current amount of homes for sale.

Five detached, 2-storey homes sold for above \$1.4 million and one for \$2.75 million. It's the higher priced homes that have had less Buyer demand and that's been partially because of finance stress test guidelines. With the recent Bank of Canada rate decrease topping the headlines this half a per cent drop will improve affordability for some Buyers while placing more pressure on inventory supply.

Throughout York region which includes Aurora, Newmarket, East Gwillimbury, Markham, Georgina, Richmond Hill, Vaughan and Whitchurch-Stouffville there was 61 per cent greater activity in February and 46.8 per cent more deals trading hands across the region compared to 2019 which is incredible. The average price in York region rose by \$100,000 to \$1,015,558.

Speak to a REALTOR® today who has an Accredited Buyer Representation designation to review the best strategies possible before making a purchase in this competitive environment.

– Written by Connie Power

Connie Power is an Assistant Manager and 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 February of 2019, 2020 and the Summary of Existing Home Transactions of all home types, February, 2019 and 2020 for all TREB Areas and Property Days on Market report for February 2020.

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

Spring is a season of rejuvenation, and that spirit of renewal can take hold inside a home.

Warm weather and longer hours of daylight make spring a perfect time to imagine a home's interior design in a new light. The following are a handful of decor ideas that may inspire homeowners to give their homes an entirely new look this spring.

WALLPAPER: Wallpaper fell out of favour years ago, but new styles that aren't so heavily patterned can make for wonderful additions to any room. Large-scale prints can give a room a whole new feel without giving homeowners or their guests the impression that they have stepped back in time. A simple, mural-style floral wallpaper on the walls surrounding a table in a breakfast nook can bring nature inside.

PASTEL COLOURS: Nothing embodies the spring quite like pastel colours. If colourful, bright flowers dot the garden in the backyard, homeowners can bring those uplifting pastels inside by painting an accent wall or even adding some brightly coloured accent furniture to rooms that could use a lift.

DECLUTTER: Clutter is often conquered during spring cleaning sessions, but homeowners who want to create more free-flowing interior spaces can downsize their furniture and/or look for

multipurpose features that make it hard for clutter to take over a room. Create more open space in entertaining areas by mounting the television and getting rid of a bulky entertainment centre. Create even more space by replacing rarely used end tables with a storage ottoman where books and magazines can be stored to give a room a fresh, clean look.

ACCENT FEATURES: Sometimes the smallest changes to an interior space make the biggest impression. Replace dated accents like vases and table lamps with newer items that reflect the latest styles and trends. Such adjustments won't break the bank, and they can give rooms a whole new feel.

Spring is a great time to reconsider home interiors. This spring homeowners can embrace various strategies, both big and small, to give their homes a whole new feel. interiors. This spring homeowners can embrace various strategies, both big and small, to give their homes a whole new feel.



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Jeff Lacey* & Cinda Brown* \$ 2,550,000**

14405 8th Concession, King



This Charming Designer's Bungalow Is The Quintessential Modern Farmhouse, Set On A Scenic Acre In The Heart Of King's Equestrian Community. Fully Remodelled, This Bright And Cheery Home Is An Inviting Blend Of Rustic Farmhouse Elements And Clean Modern Finishes. Soaring 16' Vaulted Ceilings, Exposed Authentic Barn Beams, Open Concept Living, Dining Room And Gourmet Kitchen. Luxurious Spa-Like Bathrooms, Lovely Country Views From Every Window. Bertazzoni Double Oven/6 Burner Range, Massive 10' Island, Walk-In Pantry, Large Mudroom, 3 Frpl, Retractable-Vac, Oversized Garage, New Well & Septic, New Driveway, Roof, Doors/Windows, Charming Workshop/Hobby Shed, Barn, Alarm System.

Lynda Lacey* & Mike Lacey* \$ 2,389,000

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Lynda Lacey* & Cinda Brown* \$2,149,000

17102 Warden Ave, Whitchurch- Stouffville



Excellent investment property! Conveniently situated close to the newly completed 404 extension and Newmarket. This idyllic country setting consists of over 46 acres on gently rolling hills offering beautiful pastoral views with acres of private riding/walking trails. Renovated 5 bedroom farm house with outbuildings, large principal rooms, 9' ceilings, slate and hardwood floors. Great potential for an equestrian / farm / investment property with long (1 km) treeline drive. Situated among century maples, towering pines with stream and ponds offering a serene and tranquil setting. 30' X 40' garage, sauna and covered porches. Endless possibilities!

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Lynda Lacey* \$ 1,125,000

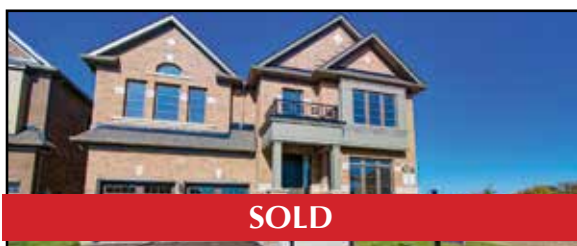
32 Marlynn Court, Schomberg



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Lynda Lacey* & Mike Lacey* \$850,000

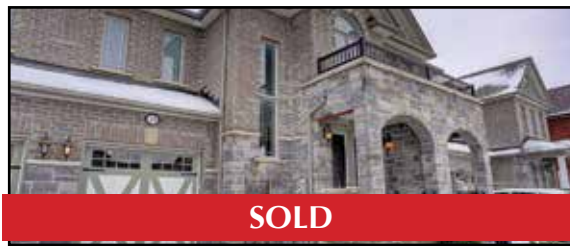
46 Mumberson St, Cookstown



Stunning Brand New Home Located In The Heart Of Cookstown. Enjoy A Touch Of Elegance & Class In This Spacious 3500 Sq Ft House With Upgrades Throughout, Including Hardwood And Tile Flooring, Large Windows, Quartz Countertops, Soaring High Ceilings In Great Room, Pot Lights, Large Staircase And Moulded Ceilings.

Amanda Vizziello*

39 Walker Blvd, Alliston



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7469 Concession 4, Uxbridge



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Water can enter homes in numerous ways. Many building materials, including concrete, that seem solid at first glance actually are quite porous. As ground water collects around these materials, the weight of the accumulated water, called hydrostatic pressure, can weaken the materials, causing cracks where water can seep through.



Water also can enter subterranean spaces through basement windows and gaps between footings and concrete slabs, or push up through foundation floors when homes are in areas with high water tables.

Remediating water issues in a home generally breaks down into two methodologies: exterior waterproofing and interior waterproofing. Depending on the cause and severity of the water issue, one or the other, or even both, may be recommended.

EXTERIOR WATERPROOFING

Exterior waterproofing aims to keep water away from and out of the home. The home improvement information resource DoItYourself.com says that exterior waterproofing generally includes the application of a waterproofing agent to the concrete foundation. In addition, exterior waterproofing also could include excavation so a drainage system can be installed around the entire footing of the home. Regrading a property and properly relocating gutters and downspouts can help with many water issues.

INTERIOR WATERPROOFING

When water in a basement or crawl space needs to be remediated indoors, a system to collect, drain and remove water may be necessary. This can include sump pumps, drains, gravity discharge systems, and more. Moisture barriers, which can include special paints or products applied to the foundation walls and floor, also can help keep water from entering the space.



MOISTURE SOLUTIONS

Keeping water out is only one part of the equation. Homeowners also need to manage moisture, like excessive humidity. A marriage of HVAC and waterproofing techniques may be necessary to improve air flow and remove humidity in the air.

While many homeowners have attempted to address water issues on their own, many times it is a job best left to the professionals. Because water penetration can have multifaceted causes, a professional can best assess the situation and create solutions that fit with homeowners' budgets and needs. The review and advice site Angie's List suggests finding at least three waterproofing companies that offer both interior and exterior waterproofing services that can provide the best ideas for fixing the issue.

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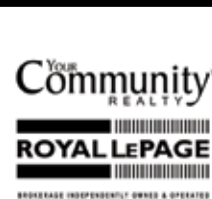
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What is a standby generator?

No one wants to imagine losing power in their homes. But homeowners and renters face such situations every day.

FOR THOSE who aren't prepared to confront power outages, doing so can be a nuisance in the best of situations, and potentially very dangerous, if not fatal, in the most dire instances.


Thankfully, no one has to go long without power. Standby generators are backup electrical systems that operate automatically. Once the generator senses a power loss, which can occur within seconds of a utility outage, its automatic transfer switch essentially gives the generator a wakeup call, commanding it to begin supplying power to the circuits in a home.

Some transfer switches may be automated, requiring no effort on the part of homeowners when the power goes out. Others may need to be flipped on like one might flip a light switch. Seniors and/or people with mobility issues may benefit from standby generators with automated transfer switches, as they may find it difficult to manually turn the switches themselves. That's especially true if the power goes out overnight, when visibility inside a home with no power is compromised.

Standby generators are typically connected to the circuits throughout a home, which means they can kick in and run HVAC systems, refrigerators and security systems, among other devices. That helps people stay comfortable and sleep well during power outages, while also ensuring they won't have to throw away any groceries or spend times in their homes without functioning security systems.


Standby generators can help people prepare for and overcome storms and natural disasters, making them an invaluable addition to any home.

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Royal LePage RCR Key Advantages Client Appreciation Night



Royal LePage RCR Realty, Key Advantage Team had a wonderful client appreciation evening held on March 3rd. A Sincere thank you to Jana Gobbo for hosting our event in her amazing store at Gray House & Co. Home Store located at 15240 Yonge Street in Aurora. We were pleased to present The Yellow Brick House with a cheque in the amount of \$6, 240.00 which was made possible through the Key Advantage Team clients support.



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How to design your dream custom-built home

THERE ARE MANY ADVANTAGES to designing your own home. Gone are the builder-basic styles, layouts that don't work for your family and exteriors you can't tell apart from your neighbours'. To help with your planning, check out these tips.

Find the right property. There are no limits to what you can create with a custom-built home, but the size and quality of your lot do impose restrictions. While you don't need to have everything decided when you purchase the property, make sure you have a general idea of what you need — your architect can help with this. Also, double check zoning laws, so you don't wind up not being able to build your dream three-story home on a residential street that only allows bungalows.

Consider your lifestyle. What kind of lifestyle do you want to live? What's important to you? From bigger elements like smart home automation and sustainability to smaller considerations like storage and organization, think of these things when designing the layout and built-in elements. For example, if you hate shovelling, now is the opportunity to make sure you have the shortest driveway possible.



Build for the future. Your needs and wants right now are at the top of your mind, but a custom home is a significant investment in time, money and energy. It's also likely you want this to be your forever home, so it's a smart idea to build for tomorrow. Think about how your family will evolve and what your future needs will be. Consider building materials that are designed to stand the test of time, like insulated concrete forms (ICFs) from Nudura. This alternative to wood framing is a greener option and offers disaster resilience against high winds and fire. The superior insulation also means more comfortable, uniform indoor

temperatures and less money spent on heating and cooling your home.

Avoid the fantasy trap. This is your dream home, so it's okay to indulge on that outdoor fireplace or luxury bathroom tiles that you've been envisioning. But to keep your budget in check, focus on the priorities and items that will give you the best value for your dollar. Invest in features that will improve your everyday living and boost your property value, like energy-efficient construction or a finished basement.

Find more information about designing your new home with insulated concrete forms at nudura.com.



Exterior renovations that can improve

home value

Renovating a home to improve its value can be a smart investment. Interior improvements, such as updating kitchens and baths, offer good return on investment, but there are plenty of exterior renovations that can add value to a home and give it that coveted “wow” factor.

LANDSCAPING

Abundant and well-planned landscaping can instantly boost curb appeal. According to the landscaping company Lawn Starter, 71 percent of prospective home buyers say a home’s curb appeal is an important factor in their buying decisions. As buyers use the internet to look for their dream homes, there’s no denying a beautifully landscaped, nicely photographed property can entice buyers to click and read more about a house.

ADDRESS INSECTS AND MINOR REPAIRS

Improving home value may come down to fixing areas of the home that can negatively affect its appeal to buyers. Hire an inspector to look at key components of the house and recommend what needs to be fixed. This way it is discovered

before home buyers come in and do their own inspections. Termite infestations, deteriorating roofs and hidden water leaks are some things that might need fixing.

IMPROVE THE ENTRYWAY

The front door is the focal point of a home’s exterior. Invest in a new door or paint it a striking color to add appeal. Remodelling magazine’s “Cost vs. Value Report 2019” indicates changing an entry door to a steel replacement can offer 74.9 percent ROI. Such a door provides visual appeal and added security — things buyers look for. In addition to the front door, make sure that the entryway has a level walkway, steps that are in good repair, accents that are free from rust or tarnish, and decorative plants.

OUTDOOR LIGHTING

Outdoor lighting can add to the ambiance of a property and serve as a security feature. Utilize different lights, such as a bright light by the entry, uplighting in trees and shrubs for drama, a light-lined path to the door to improve visibility, and motion-detection lights to improve the security of the property.

REPAINT (OR RESIDE) THE EXTERIOR

A fresh coat of paint or new (or cleaned) siding can instantly give homes a facelift. Neutral, warm and inviting colours tend to have the widest appeal. Adding manufactured stone veneer to the home can offer a 94.9 percent ROI, says Remodelling. And after doing the front door and siding, investing in a garage door replacement offers the highest ROI of all exterior projects listed on the “Cost vs. Value Report 2019.” This improvement returns 97.5 percent when selling. Knowing which improvements add value to a home can help homeowners tailor their efforts to those that are most financially beneficial.



5 OUTDOOR PROJECTS THAT ADD VALUE

Exterior renovations can enhance the appearance of a property and make it more enjoyable for homeowners.

Certain renovations have the potential to add value to a home, while others may do the opposite. Learning which one have the largest return on investment can help homeowners select features that will have the most positive impact.

Curb appeal goes a long way toward attracting potential buyers. According to the National Association of Realtors, first impressions of a property have a strong influence on buyers. Landscaping and external features can do much to influence such impressions. .

LAWN CARE PROGRAM: Investing in a lawn care program that consists of fertilizer and weed control application and can be transferred over to a subsequent home owner is an attractive feature.

NAR says such a care program can recover \$1,000 in value of the \$330 average cost, or a 303 percent ROI.

LOW-MAINTENANCE LIFESTYLE: When choosing materials for projects, those that offer low-maintenance benefits can be preferential. These include low-maintenance patio materials, composite decking, vinyl fencing, and inorganic mulched beds.

FIRE PIT: A fire pit can be used for much of the year. In the spring and summer, the fire-pit is a great place to congregate to roast marshmallows or sip wine and gaze into the fire. In the fall, the fire pit can make for a cozy retreat. A fire pit that has a gas burner is low-maintenance, and the National Association of Landscape Professionals says that most can recoup about \$4,000 of their \$6,000 average price tag.

SOFTSCAPING: Hardscaping refers to structures like outdoor kitchens or decks. Softscaping involves the living elements of the landscape. Hiring a landscape designer to install trees, shrubs, natural edging, and rock elements can do wonders toward improving the look and value of a home.

POOL OR WATER FEATURE: In certain markets, particularly hot climates, a pool or another water feature is a must-have. However, in other areas where outdoor time is limited, a pool or water feature can actually lower the value of a home. Speaking with a real estate professional can give homeowners an idea of how a pool will fare in a given neighbourhood.

Outdoor improvements can improve the marketability of a home, as well as enhance its appearance and function.



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Ask Big Tuna, The Renovating Realtor



By Julien Laurion
The Big Tuna of Real Estate

The spring market is just around the corner and I can see that some panic is starting to set in since the supply of homes for sale is lower than usual.

While panic is never a good reaction, there are things you can do to put yourself in the best position possible to snag that home.

Quality homes in Aurora and King City are selling quickly for either asking price or over asking. We have not seen this trend in our area in a couple of years. There are lots of buyers out

there but not much supply, which creates a lot more interest in any property that is for sale. It is important that you stay focused on what you are looking for and what you can afford. In this type of market, buyers can lose sight of their criteria and try to buy anything they can. Markets always swing back and forth so something that easily sold in a hot market, may not be able to move in slower markets.

If you think back to the hot market in 2017, I am sure we all have friend or a friend of a friend who paid way too much for their home, then once the market cooled, they were a little bit underwater. You don't want to be that home owner!

It is very easy for us to get emotional and forget about our bottom lines. Sometimes it seems so simple to agree to another ten thousand and dropping conditions. Doing this, without having secured the financing ahead of time may result in your not being able to close on the deal. If you waived the conditions and cannot get financing, you just agreed to buy a house you don't have money to buy. You will likely lose the deposit you gave when you made the offer.

If you are in the market for a home, you need to be prepared! It is VERY important to secure financing before you start your search. This will help you understand exactly what it is you can afford and what you cannot. Should you end up in a bidding war you will know exactly how high you



can go and if you can drop conditions and make it a firm offer. On occasion, it happens that a client believes they can afford a million-dollar home but in actuality it is more like 800k. The typical deposit on this level of home is 5% or \$50,000 on 1 million. This deposit will be forfeited if the purchaser cannot close on the deal.

Finally, working with a Realtor who understands your needs and your financial situation is critical. You need to find someone you feel is working for you and looking out for your best interests.

The market may get crazy and some buyers around you may panic, however, keep calm and have your ducks in a row and you will not only secure a house of your dreams, you will feel good about it!

Who is Big Tuna, The Renovating Realtor?

Julien Laurion AKA Big Tuna, is a local Real Estate Sale Representative with Royal LePage Your Community 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

Why is my house so dusty and what can I do?

SPRING IS A SEASON of rebirth and renewal. As trees and flowers bloom anew, many people get renewed vigor to tackle projects in and around the house.

Spring cleaning projects can take on many forms, from garage overhauls to washing the interiors and exteriors of windows. According to the 2019 American Cleaning Institute National Cleaning Survey conducted by Wakefield Research, 77 percent of households surveyed commit to spring clean projects every year.

Dust is a formidable foe during spring cleaning projects. Dust is unsightly and dust mites can trigger allergic reactions. But many homeowners lament that, once they dust, dust returns in a flash. Dust may seem like a never-ending nuisance, but there are some ways to mitigate dust for more than just a few hours.

INVEST IN A BETTER VACUUM CLEANER

Vacuuming carpets can release and resuspend dust and allergens that were trapped in carpeting and throw rugs, advises the Queensland University of Technology. Traditional vacuums may toss that dust into the air rather than remove it. However, vacuums with HEPA (high efficiency particulate air) filters can catch particles at .3 microns in size or larger at an efficiency rating of 99.97 percent. Another solution is to switch to hard-surface flooring, which is less likely to trap dust.

CHANGE THE AC UNIT FILTER

According to Kadi Dulude, owner of the New York-based Wizard of Homes cleaning service, HVAC filters

are supposed to trap particles that flow through the air and the heating and cooling system. Inadequate or dirty filters cannot do that job as thoroughly as new filters. Check the filters in both window and whole-house AC or heating units and replace according to the recommended schedule. Consider filters with a higher MERV rating, which can catch smaller particles, suggests Ragsdale Heating, Air & Plumbing company.

USE LESS CLOTH AND LINEN

The cleaning service Maid to Shine Cleaners suggests that textiles trap more dust, particularly synthetic fabrics. Replacing items around the house with leather or wooden furniture may alleviate some of the dust problem.

TAKE OFF SHOES

Dirt and debris from outside can contribute to dust in the house. Remove shoes when entering the house to reduce the accumulation of dust.

KEEP PETS BRUSHED AND GROOMED

Pets bring many positive things to a home, but no matter how short their coats, pet dander can be part of the dust problem. Washing and grooming pets regularly may put a dent in the dust situation.

In addition to these suggestions, getting a whole-house filtration system, increasing wet dusting and checking for leaky ducts that can be sucking dust from attics, basements or garages are some other ways to reduce dust in a home.

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Ask A Realtor®

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Interest Rates have dropped, do you think we should try again to get pre-approved for what we want?

Knowing your limits when competing to purchase a home is a crucial. Working with a REALTOR® who is an Accredited Buyer Representative specialist may offer the best competitive advantage in times of low inventory and high demand.

Share with your real estate Sales Representative the needed price range limits necessary and the limitations of that budget as per the lender who's issued the pre-qualification. It may be wise to seek a second opinion between lending institutions as their lending portfolios, guidelines, opportunities may be different. If this is a first time home purchase very often there must be a condition included for the lender to review the offer and make the final judgement that the loan is feasible. The lender may also require the home be appraised to verify the value of the home being financed.

As Buyer's consider taking the plunge on a home purchase it's not the time for career changes as this could affect qualifying for a mortgage. Substantial purchases like vehicles, furniture and appliances, exotic vacations or adding large credit debt or late payments is not advisable. When applying for a loan lenders ask for all details regarding all liabilities and debts to minimize any surprise. It's prudent to save money towards closing costs and it's best to avoid the temptation to spend it. If

considering making large account deposits review with a lender of choice first. It's also not the time to change bank accounts or co-sign loans for anyone. Credit inquiries should not be generated at this crucial time.

A REALTOR® will provide current and historical sales in the region, town, neighbourhood and street of comparable homes prior to placing offers. Once more than one offer is placed on the home there is still an opportunity to negotiate but the details of the competing offer(s) are unknown and the same often goes regarding the Seller's motivation to sell. It's best to place the offer within the comparative market range and this number changes as demand rises and falls in the area. Perseverance can be key and it may take more than one attempt to purchase a home.

Call a REALTOR® today for a copy of their complementary comprehensive Buyer's guide.

– 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.

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RATE DROP!

The Bank of Canada has announced an interest rate cut of half a point to 1.25%!!

What does this mean for residential mortgages?

It means the qualifying rate will likely drop as well, making a higher mortgage approval likely for Canadians looking to purchase or refinance.

The spring market is already underway and lower interest rates will likely bring more buyers to the table.

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