

# RESALE HOMES COLLECTIONS

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These days, home trends are about more than good design and aesthetics — they're about creating spaces that reflect our values and are more comfortable and enjoyable to live in. From net-zero and net-positive construction to tiny minimalist homes, trends are all about your family's lifestyle.

Whether you're shopping for a new home, renovating your own or creating a new build from scratch, here are some of the biggest trends you need to know for inspiration.

**SUSTAINABLE DESIGN:** This one has been popular for a long time, but green design has evolved to be about much more than energy-efficient appliances and LED light bulbs. Now, it's all about making sure everything in your home reduces your carbon footprint and minimizes any impact on the environment.

To try the trend yourself, think big and get creative — install solar panels on your roof, choose building materials that don't require deforestation and upcycle old furniture for decorative elements instead of buying new.

**DISASTER RESILIENCY:** Climate change affects us in so many negative ways, and one of the top concerns is the increase in natural disasters. From wildfires that last for months to major floods that affect entire cities, we now need to prepare for the worst when building our homes.

Switching to disaster-resilient materials is an important first step. Many builders now prefer to use stronger, more energy-efficient materials like insulated concrete forms (ICFs) instead of more traditional materials like wood. For example, Nudura ICFs can withstand winds of up to 250 miles per hour (equivalent to an F4 tornado) and offer a fire protection rating of up to four hours.

**OUTDOOR LIVING:** Many of us are now choosing to forgo getting a cottage or summer home and recreate the experience in our own backyards. This trend helps you make the most of your existing space and take full advantage of your yard or patio during the summer months.

You can design a full living space outside, complete with an outdoor television and comfy couches, as well as a kitchen and refrigerator for entertaining. Consider adding a fireplace or firepit to keep warm during cool summer nights and enjoy the outdoors through spring, fall and even winter if you're brave.

**HOME AUTOMATION:** This is another longstanding trend that shows no signs of slowing down. It has also evolved to encompass more of the home to make life even more comfortable and convenient. From an oven that can be turned on remotely to preheat, to skylights that can open and close auto-

matically to create the perfect ambient temperature, there are more ways than ever to integrate smart home technology into your living space.

You can start small with voice assistant and smart light bulbs and work your way up to a total smart home system that includes home security, temperature controls and all your electronic devices.

**CUSTOMIZATION:** You don't have to settle for what mass manufacturers decide to build, or what works for everyone else. Creating a home that's as unique

as you are is the latest trend, with custom-built storage and personalized architectural features to make your space stand out.

You can even go as far as building a custom home that's suited to your family. Older home demolitions and purchasing land-only properties is becoming more common, allowing you to work with an architect to create exactly what you want with a new build.

Find more information about the benefits of building a home with ICFs at nudura.com.



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# What does a realtor do?



**By Julien Laurion**  
The Big Tuna of Real Estate

When a sale or purchase agreement is signed, that is not the end of a Realtor's job. I continue to serve as the point person helping all parties to communicate and help facilitate a smooth closing, as well as providing advice and guidance for my clients. You'll remember from one of my last TRR articles that conditional clauses are a common part of a purchase and sale agreement so clearing those conditions is an ongoing responsibility that the Realtor assists with.

Additionally, I spend A LOT of time creating content to market your home. This includes writing articles, filming video clips for my social media and YouTube accounts, creating digital ads for Facebook and Google etc., photographs and blog posts. Sometimes I even use my drone to create captivating action shots of the property. This is especially important for the marketing of cottages or rural properties. It is the quality of the content that helps to differentiate between Realtors. You can see for yourself the difference good quality marketing content makes in promoting interest and activity in the sale of a property. I have no doubt that you have seen marketing material of some properties where the pictures are blurry or they are dark and do not do the property justice. You don't want that to be how your home is marketed! There are over fifty thousand registered Realtors in the GTA, so you want to select the right one.

There is so much more to what I do and am not able to fit it all in a half-page article. So please, check out my YouTube channel or website [www.bigtuna.ca](http://www.bigtuna.ca) where you can find my latest video where I get more in-depth on this topic.

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 has 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](mailto:julien@bigtuna.ca) or alternatively visiting my website [www.bigtuna.ca](http://www.bigtuna.ca) or Facebook page @bigtunarealty

**RECENTLY**, I was having a chat with a friend and she asked; what do I do as Realtor other than the obvious? I thought that this was such a great question I thought I would share my thoughts both on paper and a video for my website and social media outlets.

One thing to keep in mind is that even though Realtors in Ontario are apart of brokerages, we are independent contractors. Thus, we run our own business but must abide by the values and principles of our brokerage. Saying that I can only speak to what I 'do' since every Realtor's business model is different.

The obvious answer is I help trade real property. I help clients and customers buy and sell homes! However, there is a lot more to the job then just touring clients around homes.

When a Realtor has a listing they have to create and distribute all marketing materials, whether it be in print or digital form. This takes careful thought, insight and consideration of your marketplace. In today's world, I make sure that I use social media as a key part of my marketing strategy. In addition to this, I have to help clients prepare their homes for sale. How your home looks to a prospective buyer can make the difference between a quick sale for top dollar or a prolonged sale period for potentially less money. Doing things such as, decluttering the living space and closets, putting a fresh coat of paint in important areas of the home and getting around to those minor upgrades and repairs that have been ignored can have a huge transformational impact your home makes when that prospective buyer first walks through your door. You want the buyer to easily picture themselves living in your home.

## Real Estate Market Update – Aurora

# Sizzling SALES

**S**teady buyer demand continues to deplete the stock of homes for sale on the market with 2.7 months supply available. There was a skyrocket 112 percent increase in home sales in the month of June throughout Aurora of all home types and the average price of the 87 homes that sold rose to was \$1,068,255. There were 175 homes placed on the market and at the end of June, 207 were available to purchase. On average, it took 24 days for homes to sell. Sellers yielded on average 97 percent of their asking price.

The majority of sales in June were detached homes at an average price of \$1,274,838. There was a steep increase in condo apartment sales from 1 in May to 19 sold in June for an average of \$779,000. The average price for a townhome was \$788,463, semi-detached homes average pricing was \$799,688, condo townhouses average price was \$709,300 and one linked home sold for \$595,000.

Home values have continued to increase since May.

There were five sales ranging from \$2-5 million in Aurora compared to none in that price range since the end of March of 2020.

Discuss your real estate needs with a REALTOR® today including a review of COVID-19 safety protocols including the use of Personal Protection Equipment in advance of meeting in person.

– Written by Connie Power

Connie Power is the 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 Regional Real Estate Board; Regional Housing Market Tables; York Region, Aurora for May, June of 2019, 2020 and the Summary of Existing Home Transactions of all home types, 2020 for all TRREB Areas.

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

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## Conserving water during drought and dry periods

**WEATHER CAN BE UNPREDICTABLE.** Carefully developed plans for days spent in the great outdoors can be derailed by unexpected rainstorms, while sudden bursts of sunshine can turn overcast afternoons into chances to get outside and breathe some fresh air.

Lawn and garden enthusiasts know just how mercurial Mother Nature can be, especially during summer. The spectre of drought looms every summer, but the National Weather Services Climate Prediction Center does not anticipate any broad-scale areas of a drought developing in the Lower 48 states in 2020. While that's good news for lawn and garden enthusiasts, it's wise to remain prepared for drought.

In recognition of the difficulties drought can pose, the Environmental Protection Agency offers the following tips to homeowners to ensure that water is available to meet critical needs.

**LEARN LOCAL REGULATIONS.** During dry periods and droughts, local water utilities put restrictions in place. These restrictions are not meant to be nuisances, but designed to ensure water is available to fight fires and meet other critical needs. Adhering to these guidelines, no matter how difficult they can be, helps your community stay safe. Periodically visit local water utility websites to learn if there are any restrictions in place.

**INSPECT FIXTURES FOR LEAKS.** Conservation is the goal of water restrictions. Leaky fixtures compromise conservation efforts, so inspect all interior and exterior faucets and pipes for leaks and fix them immediately.

**LOOK INTO UPGRADES.** Upgrading outdated bathrooms and other water features can be a great way to conserve water without changing daily habits. For example, the EPA estimates that water-conserving toilets can reduce water consumption by as much as

60 percent each year. That saves consumers money while also helping them too conserve during droughts or periods of dryness.

**WATER WISELY.** The EPA notes that experts estimate that as much as 50 percent of the water we use outdoors is lost to evaporation, wind or runoff due to overwatering. The EPA recommends watering primarily in the early morning and evening, after the sun goes down, so less water is lost to evaporation. If you have an irrigation system that uses a clock timer, consider replacing the timer with a WaterSense labeled irrigation controller, which acts as a thermostat for a sprinkler system, using local weather and landscape conditions to tell the sprinkler system when to turn itself on and off.

Drought and dry conditions in summer highlight the importance of conserving water.



## How tree services can protect your property

Cold weather can take its toll on a property, especially in regions of the world where winters are harsh. Most parts of the landscape are vulnerable to damage from winter storms, but trees may be especially susceptible. By the end of winter, many homeowners wonder if their trees would benefit from some professional TLC.

Tree services provide a host of services. While fall is a popular time to remove trees from a property, doing so in spring is not unheard of, especially if trees were affected by winter storms and now pose a threat to a home and the people who live inside it.

Homeowners considering tree services can explore the following ways that some professional arbor attention can protect them and their homes.

• **Tree services can help protect a home's foundation.** Old trees that stretch well into the sky can be captivating, but they also can pose a threat to a home's foundation. Such trees may have especially large root zones that may extend beneath walkways and even a home. In the latter instance, foundations may crack as roots try to stake their claim to the ground beneath a home. According to the home improvement resource HomeAdvisor, homeowners pay an average of just over \$4,000 to repair foundation issues, though major problems can cost considerably more than that. A professional tree service can remove aging trees that might be beautiful and awe-inspiring but still pose a threat to a home and the areas surrounding it.

• **Tree services can improve visibility.** Trees that have aged a bit since their last trimming might affect the view of a property from inside a home. Overgrown branches can compromise residents' ability to see and experience the natural beauty just outside their windows. The average homeowner may be able to trim short trees on his or her own, but if views from the second floor of a home or higher have been compromised, it's much safer to call a professional tree service. Such services have the right tools and experienced personnel necessary to safely trim high branches on tall trees.

• **Tree services can help prevent future damage.** Even if trees made it through a recent winter unscathed, that's no guarantee next winter or even the coming seasons of spring, summer and fall won't ultimately prove their undoing. Travellers Insurance notes that weather-related roof damage, including damage resulting from falling limbs and branches weighed down by snow during the winter months, accounted for more than half of all Travellers property loss claims between 2009 and 2016. According to BNC Insurance and Risk Advisors, homeowners may be liable if a tree they knew posed a threat falls onto a passerby or a neighbour's property and causes damage or injury. Having all trees properly trimmed each year, but especially those that can fall on your home and your neighbour's homes, may prevent future damage and legal issues.

Tree services can ensure trees maintain their awe-inspiring beauty and help homeowners protect their homes and their belongings.



48 MEADOWBROOK LANE, MARKHAM  
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24 CRANBERRY LANE, AURORA  
1,175,000



116 LORAVIEW LANE, AURORA  
\$1,088,300



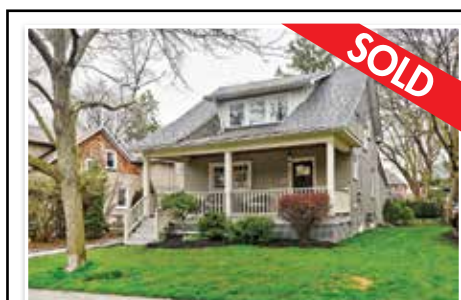
52 CLIFF GUNN RD., NEWMARKET  
\$819,000



617 HEDDLE CRES., NEWMARKET  
\$799,900



16 PARK LANE CIRCLE, RICHMOND HILL



72 HARRISON AVE., AURORA

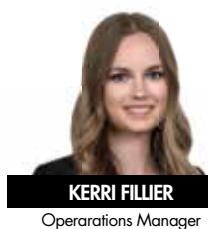


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## The importance of safety when swimming in backyard pools

Backyard pools provide families with ample opportunities for recreation. It's easy to be distracted by all the fun when swimming in a backyard pool, but it is crucial that homeowners take steps to ensure everyone is safe when spending time in the pool.

### ESTABLISH A BARRIER

The Consumer Product Safety Commission warns that drowning is the leading cause of unintentional death in children between the ages of one and four in the United States. Pools attract curious children, so maintaining a barrier between the home and the pool is essential. Many municipalities require some sort of fencing around pools or ladders that self-latch or can be closed off to climbing. Locks and alarms on windows and doors that face or provide access to the backyard also can serve as barriers.

### KEEP PLAY UNDER CONTROL

Children and even adults may be swept up in the fun and engage in potentially dangerous behaviours. Pool users should not be allowed to run around the perimeter of an in-ground pool, as the cement can get slippery when wet and lead to falls that can cause injuries.

Exercise caution when using diving boards or diving into pools. It's easy for divers to hit their heads when diving off a board into a pool due to close proximity of the transition wall in the deep end of the pool or by diving into shallow water. The Red Cross recommends a water depth of 11.5 feet for safe diving and the transition wall should be at least 16.5 feet from the tip of the diving board. However, the standard depth for many pools is 7.5 feet of water and a slope beginning seven feet from the board.

### EXERCISE CAUTION WITH INFLATABLES

The Good Housekeeping Research Institute found that inflatable pool toys are especially dangerous. Such toys can flip easily, putting children at risk for injury (from striking the sides of the pool) or drowning (especially if the children were ejected into deep water). Inflatables also can prevent access to the surface of the water for submerged swimmers.

### CHOOSE A BACKYARD LIFEGUARD

At least one person should be designated as backyard lifeguard when the pool is in use. This person should always direct his or her focus on the pool, counting swimmers and keeping track of who enters and leaves the pool. Safe Kids Worldwide suggests rotating water watchers every 15 minutes.

Pools are fun places to spend summer afternoons, especially when every step is taken to ensure the safety of swimmers.

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**We are looking at homes in York Region for sale online and they seem to be selling so fast, what should we do next?**



Competition is on the Rise across Toronto and the Greater Toronto area including York Region. Work with a Buyer Specialist to develop your competitive advantage of tactics to bring forth when you find that next home you want to purchase. Be prepared to take action if the right home is found and that there may be a competition that could come between achieving a successful purchase if there is hesitation.

In any buying situation including a multiple offer situation, buyers should review and understand recent comparable sales in the area and have an understanding of the current market conditions. Ask your REALTOR® to share the approximate value of the home in question before the offer to purchase is even created. A REALTOR® would provide you with a Current Market Analysis using information gathered from the Toronto Regional Real Estate Board (TRREB) and this is not the same thing as an appraisal. Try to uncover whether the selling price is too low to be accurate, current market-priced or above market priced to figure out the strategy the Seller's and their agent have.

Once buyers know the range of what the home value is, compared to the amount that's been pre-approved it's prudent to stay within your means. If the home sells far above market value the home may not appraise for that price and the mortgage lender may require more money for the down payment or deposit to make the deal happen. Buyers need to know in advance if they can still go ahead with closing the deal and should talk to their lender in detail about their financial situation. If Buyers stay within their budget and don't win in multiples because the winning offer was from Buyer's who could pay more that's not really losing, if they know financially there was no room to go higher.

Ask your Accredited Buyer's Representative ABR® designated agent the top 10 Strategies they will use when representing Buyers to help their competitive edge. As a Buyer understand that conditions can be added to the offer and if they are removed this needs acknowledgement. An offer may be more attractive with no conditions added but many require a financing condition, home inspection, Approvals from a Solicitor or Insurer and more. Know in advance how much can be available for deposit and offer ideally 5 percent or greater.

The buyer specialist should ask probing questions to seek understanding about the home that may not be answered on the home listing information sheet or provided in attachments. If as a buyer there is concern that the offer was ever presented, the Seller's agent can provide a signed copy of the offer conveyance when supplied with the offer.

Don't be afraid to share what you desired about the home that inspired the offer to purchase. A brief icebreaker letter may be another appreciated touch Seller's may be looking for. Seller's may be attached to their home or hope that the next homeowner will be a good neighbour to their friends on the street.

If the right home in the preferred neighbourhood of choice is currently not for sale ask your Buyer Specialist their ideas and resources available for finding off of market opportunities. Patience and persistence are important assets to uphold until the home purchase goal has been achieved.

– Written by Connie Power

Connie Power is Manager, Real Estate Sales Representative CNE® SRS® ABR® SRES® for RE/MAX Hallmark York Group Realty Ltd., Brokerage serving York region and beyond. Empowering you in real estate!

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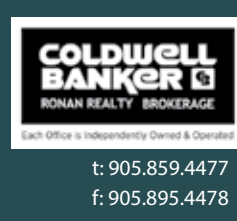
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Approx. 4,200 sq. ft. Home with 9-foot ceilings, open kitchen & family room. Huge backyard with pool & waterfall. Three car garage!



**BUNGALOW ON PRIVATE LOT! \$1,638,000**  
Renovated bungalow with over \$300,000 in recent improvements. Situated on Approx. 1.5 Acre treed lot!



**GREAT VALUE IN STONEHAVEN! \$1,598,000**  
Approx. 4,500 sq. ft. 2 storey home with 2 storey living room, open kitchen & family room. 9-foot ceilings, 3 car garage!



**2 STOREY, GREAT ROOM! \$1,538,000**  
Description: Fantastic home for entertaining. In demand location!



**2-YEAR-OLD BUNGALOW! \$1,528,000**  
Over 5,000 sq. ft. of living space including finished walkout basement. 3 car garage & space to build a workshop!



**WALKOUT BASEMENT! \$1,238,000**  
2-Year-old 2 storey home, 4 bedrooms, 3 Full Ensuite, main floor den!



**LESS THAN 1 YEAR! \$1,190,000**  
Approx. 3,300 sq. ft. 2 storey home with walkout basement. Minutes to upper Canada mall



**BUILD YOUR DREAM HOME! \$1,150,000**  
Just under two acres. Building lot, minutes from Aurora!



**BUNGALOW DESIGNED FOR TWO FAMILIES \$1,138,000**  
Situated on approx. 2 acre lot! Approx. 10 Minutes from Aurora



**LESS THAN 5 YEARS OLD \$895,000**  
Open concept, 2 storey home. Just under 2,500 sq. ft with 9ft ceilings & upgraded kitchen!

**Call for a FREE Market Evaluation! 905-841-4787**  
You Get The "Right Results" With Rocco.