RESALE COLLECTIONS

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ELAINE KEHOE

A knowledgeable and trusted realtor with a passion for her community

After working for Slavens & Associates Real Estate for nearly 30 years, sales representative, Elaine Kehoe, made a decision to use her experience and knowledge as a realtor to serve clients from right in the community she calls home.

Elaine opened a satellite office of the company in the heart of Mono in 2016, called Slavens & Associates Real Estate Inc. Brokerage, In the Hills.

The office is in an old livery stable dating back well over 100 years on Mono Centre Road. The office has been refurbished and renovated to be a modern business facility while maintaining the charm, atmosphere and character of the old building.

Continuted on page 4





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London Publishing Corp.



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MARKET UPDATE

Orangeville Statistics - March				
	March 2021	March 2020	% Change	
# of Active Listings	40	52	-23.08%	
# of Homes Listed	146	73	100.00%	
# of Sales	114	49	132.65%	
List Price vs. Sale Price Ratio	110%	100%	10.00%	
Average Days on Market	6	14	-57.14%	
Average Sale Price	\$808,540	\$615,760	31.31%	

Orangeville Statistics - Year to Date				
	Jan - March 2021	Jan - March 2020	% Change	
# of Homes Listed	264	197	34.01%	
# of Sales	208	135	54.07%	
List Price vs. Sale Price Ratio	109%	100%	9.00%	
Average Days on Market	8	17	-52.94%	
Average Sale Price	\$788 294	\$606.124	30.05%	

Buyers Market vs. Sellers Market

Current Number of Homes for Sale	40
Divided by Sales per Month	114
Months of Inventory	0.4

There is currently .4 month of inventory on the Market in Orangeville In a Buyers Market, there is normally more than 6 months worth of inventory.

March 2021 vs. March 2020

The number of active listings in Orangeville decreased by 23.08% in March 2021 vs. March 2020. 73 more listings came on the Toronto Regional Real Estate Board in March 2021 vs. March 2020, which is an increase of 100%. The number of homes sold increased by 65 homes or 132.65%. The average days on the market decreased from 14 to 6 days. Average sale prices were up by 31.31%.

Year to Date 2021 vs. Year to Date 2020

The number of homes listed in Orangeville, year-to-date increased from 197 to 264, which is an increase of 34.01%. The number of homes sold increased by 73 homes. The average days on the market decreased from 17 to 8 days. Average sale prices were up year over year by 30.05%

Peel - Caledon Statistics - March				
t cor - Outcom Otatistics	March 2021	March 2020	% Change	
# of Active Listings	143	202	-29.21%	
# of Homes Listed	265	162	63.58%	
# of Sales	175	74	136.49%	
List Price vs. Sale Price Ratio	105%	99%	6.06%	
Average Days on Market	10	16	-37.50%	
Average Sale Price	\$1,370,770	\$983.569	39.37%	

Peel - Caledon Statistics - Year to Date				
	Jan - March 2021	Jan - March 2020	% Change	
# of Homes Listed	542	420	29.05%	
# of Sales	358	202	77.23%	
List Price vs. Sale Price Ratio	104%	98%	6.12%	
Average Days on Market	12	21	-42.86%	
Average Sale Price	\$1.368.963	\$980.761	39.58%	

Buyers Market vs. Sellers Market

Current Number of Homes for Sale	143
Divided by Sales per Month	175
Months of Inventory	0.8

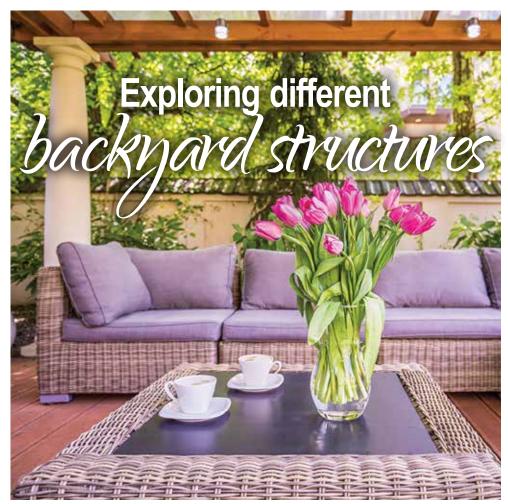
There are currently .8 months of inventory on the Market in Caledon In a Buyers Market, there is normally more than 6 months worth of inventory.

March 2021 vs. March 2020

The number of active listings in Caledon decreased by 29.21% in March 2021 over the same month in 2020. The number of listings that came on the Toronto Regional Real Estate Board in March 2021 vs. March 2020 increased by 103 homes or 63.58%. The number of homes sold increased by 101 homes or 136.49%. The average days on the market decreased from 16 days to 10 days. Average sale prices were up by 39.37%.

Year to Date 2021 vs. Year to Date 2020

The number of homes listed in Caledon, year-to-date increased from 420 to 542, which is a increase of 29.05%. The number of homes sold increased by 156 homes or 77.23%. The average days on market decreased from 21 days to 12 days. Average sale prices were up by 39.58%.



Designing an ideal backyard space requires forethought and an eye for style. Knowing which features to include in a vard often boils down to what homeowners want to achieve in the space. Will it be a relaxing oasis or a central entertaining focal point?

People often look to various structures to add height and visual interest to outdoor spaces. Homeowners willlikelycomeacrossstructureslikearbours,gazebos, pergolas, and even trellises as they wade through the variety of features they can incorporate into backyard plans. Each of these structures can add appeal, but they also can offer shelter from the sun and privacy when enjoying the yard. There are significant differences between each structure, so here's an in-depth look at what sets them apart.

An arbour is one of the more simple garden structures. It is usually a frame that is arched or square-cornered. Most homeowners use it as an entryway to a garden or even the front of the home. Those with green thumbs may cover the arbour with climbing and trailing plants. The Spruce says arbours date back to early Egyptian and Roman gardens and were used throughout Europe by the late 16th century.

The words arbour and pergola are often used interchangeably, but to suggest the two structures are the same would not be accurate. Pergola comes from the Italian word pergola, which means projection. Pergolas were once projected from exterior walls and supported on one side by pillars or columns. Today, arbours are usually freestanding units with two or four posts. Pergolas may be connected on one side to a home or another structure. Some are freestanding units supported by four posts. Pergolas tend to be larger and offer more privacy and shade than arbours.

GAZEBO

Gazebos are more defined garden buildings, states the contractor referral site Network. Gazebos are freestanding units that can be built in various shapes. Some are octagonal, and others are square. Like a pergola, a gazebo is supported by columns and may have low railings or built-in benches. Gazebos also may have a more solid roof than arbours or pergolas, providing sun and other weather protection. The roof may have added architectural appeal, like a cupola.

A trellis is a simple, geometrically-shaped structure that provides a surface for climbing plants. A trellis also may support fruit-bearing trees. Trellis work may be used in conjunction with an arbour or pergola or be installed on fencing.

Incorporating structures into backyard designs can provide functionality and appeal.

"You have to immerse yourself in your community," Elaine said of her philosophy of not only being a contributing member of the town, but also to be able impart her knowledge of the real estate market and local amenities to clients who are considering moving to the area.

Her knowledge of the real estate industry extends beyond that of just selling and buying properties.

Elaine worked in a law firm dealing with real estate transactions for 25 years, while pursuing a real estate career as a side interest. She decided to take on a career in real estate as a full time venture when she realized the time was right, and she loved doing the job and interacting with her clients.

Elaine also furthered her experience by starting a property management company and provided a full service experience taking care of client's properties from finding appropriate renters to ensuring maintenance needs were promptly met.

While she services all of Dufferin County and the surrounding region and as far as Toronto, Elaine has an intimate knowledge of the rural properties in Mono and understands the unique challenges and opportunities of moving to a country setting. Her knowledge is especially helpful for people who are considering making their first move to a rural home.

"I connect my clients with all the service providers in the area," Elaine explained. "I give them two names of all the providers so I'm not showing favouritism and giving them the best choice that will suit them. I give them a chart which details a list of things that must be done on a rural property every year. As a sales representative, you have to know your area - that's what is most important. I can tell them where the schools are, where there is a tennis club for the kids, and where we have skiing or golf. You also have to know the local environment. For example, you have to let your

clients know that there is a gravel pit next door. That's all part of knowing the area. I know the area like the back of my hand. There isn't a trail I haven't hiked."

Rural properties are only one side of Elaine's real estate work. She also helps clients who are buying or selling in urban areas in nearby towns and cities and is equally knowledgeable of the nuances of real estate transactions in busy suburban neighbourhoods.

Clients love working with Elaine because of her enthusiasm, genuine approach to helping people, and her expert knowledge of the industry and the community. She establishes good relationships with clients and continues to remain in contact even after a transaction is completed.

The In the Hills office has become an interesting place for visitors in Mono.

Elaine has turned one half of the building into a small museum dedicated to local history complete with photographs, old newspaper articles, and artifacts.

In front of the office she has created a small patio area with chairs and people are welcome to visit and enjoy the scenery. She even turned an old telephone booth into a library and encourages local residents to visit and take home a book.

For Elaine, it's all about commitment to her community while serving the public as a trusted real estate agent.

The Slavens & Associates In the Hills Office is located at 367006 Mono Centre Road.

Elaine can be reached via cell phone at 416-278-0662, or at the office at 519-940-9995.

- Written by Brian Lockhart



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*AS PER IMS STATS 2019/C21 STATS 2019

Can home renovations affect your home insurance?

(NC) Our homes have become our havens during the pandemic, whether we're homebodies or not.

While we're staring at old linoleum flooring, wrestling with stuffed closets and dreaming of installing a backyard hot tub, being at home has many of us pining for upgrades to our space.

Now with the weather warming up, lots of people have big plans for renovations, from backyard enhancements to indoor upgrades. Before you get started on your makeover, consider the following-three types of renovations and how they can impact your home's resale value and your insurance:

- lifestyle renovations to help meet your family's changing needs (like adding new bedrooms);
- retrofit projects to update core components of the home (such as mechanical updates or exterior upgrades); and
- maintenance upgrades required to repair or improve your home.

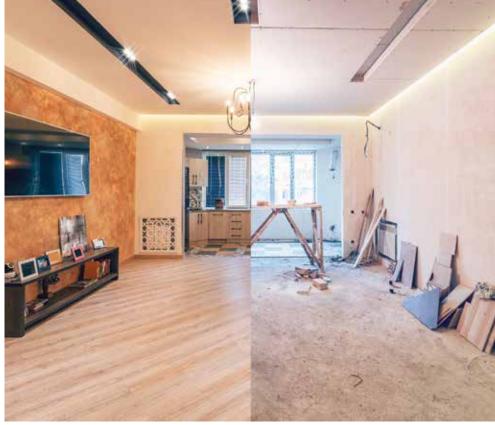
Typically, retrofits and maintenance projects will preserve or add value to your home, while the impact of lifestyle improvements may vary. Extensive kitchen and bathroom renovations may increase your home's value, while smaller improvements like painting a bedroom may not.

Renovations may also require permit approvals, depending on the size and scope of the project. Permits are typically required if you are:

- adding a new structure to the land (including seasonal buildings),
- doing renovations or repairs to your existing building,
- updating the use of the building (like changing from commercial to residential usage),
- changing the foundation, or
- making changes to an on-site sewage system.

If you're not clear whether your project requires a permit, check with your municipality.

Renovations may have a lasting impact on the value of your home. Long after the dust has settled updates may affect your monthly insurance premiums. For example, certain additions like a pool or home office may result in an increase.



In contrast, renovations that improve your home's safety like a new roof or a home security system may reduce your rate. Let your insurance provider know about any changes you've made to keep your policy up to date.

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32 SETTLERS RD. ORANGEVILLE



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elling your home can be a stressful time for many people.

There's a lot involved in the current changing real estate market, from deciding on a reasonable and educated asking price to finding a new place to live.

If a marital break-up is the reason for the sale, there is a whole new set of dynamics that must be taken into consideration.

While some divorce situations can result in less than ideal negotiations between a couple who have decided to go their separate ways, your best bet is to approach the situation with a clear head, rational thinking, and an amicable approach to putting the house on the market.

There are two likely scenarios when a couple is divorcing and a marital home is involved.

Either the couple will sell the home, take their share of the sale and go their separate ways, or one partner will buy out the other person's share in the home and remain in the house.

In the first case, conflict may arise if the separating couple cannot agree on a selling price for the property. This can result in a delay in putting the house on the market as well as some hard feelings.

If a couple cannot agree on a selling price, this is where negotiations can get a little tricky and involve more people.

Although a couple can work with one realtor during the process, quite often, more than one real estate professional becomes involved.

Typically, this situation can result in a realtor working with one partner, another realtor representing the second party, and quite often a third realtor or real estate appraiser acting independently and offering an unbiased opinion on the correct sale price for the house.

In extreme cases where the two parties cannot come to a realistic agreement on selling the

home, it may result in a court order issued to determine the sale price of the home for them.

In the second scenario, one partner elects to buy out the other partner's share of the house.

This can also be a very trying situation if the parties involved cannot reach an agreement on the selling price.

In this case, you will have to find an independent professional who can appraise and assess the property value based on information such as what comparable properties in the same neighbourhood are selling for at the current time.

In the current market, the chances of one partner buying out the other has become much less realistic. With house prices soaring and the cost of buying out becoming more expensive, many people simply do not have the resources to refinance a home and take on that burden as an individual.

It is also the less used option, as many people do not want to stay connected with a home

that may have many disappointing memories that led to the divorce in the first place.

If you do decide to sell your home as the result of a divorce, you can make the entire process much easier by putting your emotions aside and treating the situation as a business transaction and move forward with rational thought and a common-sense approach.

Jerry Gould and the Gould Team can help you through any home buying or selling process with knowledge and expertise in the local market and best industry practices.

- Written by Brian Lockhart

Information provided by Jerry Gould and the Gould Team ReMax Real Estate Centre office at 115 First Street, Orangeville. Faith, Community, Experience... It's Who We Are! www.kissrealty.ca

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Inflated house offers do not reflect reality

You've seen the headlines declaring a house sells for 'hundreds of thousands' over the asking price.

Dufferin Real Estate Market Update

Dufferin Statistics (excluding Orangeville) - March					
	March 2021	March 2020	% Change		
# of Active Listings	55	127	-56.69%		
# of Sales	67	59	13.56%		
Average Sale Price	\$1,069,707	\$805,909	32.73%		

Dufferin Statistics (excluding Orangeville) - Year to Date					
	Jan - March 2021	Jan - March 2020	% Change		
# of Sales	173	131	32.06%		
Average Sale Price	\$1,028,250	\$789.043	30.32%		

Buyers Market vs. Sellers Market

Current Number of Homes for Sale	55
Divided by Sales per Month	67
Months of Inventory	0.8

There are currently .8 months of inventory on the Market in Dufferin (excluding Orangeville). In a Buyers Market, there is normally more than 6 months worth of inventory.

March 2021 vs. March 2020

The number of active listings in Dufferin (excluding Orangeville) decreased by 56.69% in March 2021 over the same month in 2020. The number of homes sold increased by 8 homes or 13.56% in March 2021. Average sale prices increased by 32.73%.

Year to Date 2020 vs. Year to Date 2019

The number of homes sold increased by 42 homes in March 2021 over the same month in 2020. Average sale prices were up by 30.32%.

WHILE THERE have been some bidding wars that have resulted in some high prices paid for homes in the region, the truth is the 'bidding wars' headlines do not accurately reflect the housing market in Dufferin county.

The media is largely responsible for reporting these huge sales, but neglecting to follow through by stating that paying a huge amount over the asking price is an exception - not the rule.

The result can be homeowners who are expecting to cash in on a huge payday finding out they will only be getting the fair market value for their home.

There is still a low inventory situation in the region. Currently, there are around 116 properties for sale in Dufferin County plus an additional 20 with

Two years ago at the same there 271 properties listed in the same area.

The spring market which is traditionally the strongest market of the year is still slightly lower in terms of properties on the market than it has been in previous years. There are still many properties with multiple offers.

This can very a stressful situation for buyers, sellers, and real estate agent(s) who have to keep track of all the offers.

While multiple offers on a single property may be good for a seller, it doesn't mean that the sale will close.

Even if a potential buyer does make an over-asking price bid on a home, they must still be able to qualify for a mortgage.

Mortgage lenders don't loan money based on an offer. They loan money based on the appraisal value

Just because a buyer wants to outbid competitors and make an offer well over the asking price, that doesn't mean the bank will hand over the money.

If a buyer really wants to pay a certain amount, they will be responsible for coming up with the funds that are required beyond which the bank is willing to loan.



huge over-asking sales quite often lead to other sellers having unrealistic expectations for what their property may be worth.

When determining the proper selling price for a home, real estate agents do market analysis based on many factors including the price of other sales for comparable homes in a neighbourhood.

A seller can put a home on the market for a price well above what the current market analysis says should be the correct number, but that doesn't mean they will have buyers lined up and willing to pay a lot more than the property is actually worth.

Housing prices in the region are starting to reach a point where they are stabilizing. Prices cannot continue to go up to a point where it will be unrealistic for anyone to even consider buying a home.

Some of the high-level real estate transactions over the recent year that have produced very high prices have been the result of real estate agents from outside of the region selling to clients who are also from a larger urban centre and believe they are getting a deal based on the prices in their own city.

Your best bet when looking for a new property is to work with a local real estate agent who knows the area and is knowledgeable of the current local market.

Written by Brian Lockhart



Members of the Orangeville & District Real Estate Board (ODREB) are also members of the Canadian Real Estate Association (CREA). the Ontario Real Estate Association (OREA), and the Toronto Real Estate Board (TREB), and, as such, adhere to a high standard of professional conduct and a strict Code of Ethics.

The Board fosters understanding and co-operation amongst the members resulting in enhanced professional services to the public.





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Elaine Kehoe

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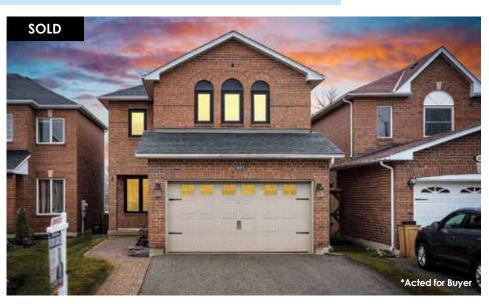
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388069 Mono Centre Road, Mono

Move in condition 3+1 bedroom bungalow on 2 acres. Built in 2 car garage. Hardwood floors, updated bathrooms and eat-in kitchen. Multiple walkouts to deck and yard. Spacious living room. Full finished lower level. Detached 40 x 48 ft. garage/workshop.



371 Marshall Crescent, Orangeville

Meticulously maintained 3 bedroom, 3 washroom 2,500 sq. ft. home. Premium lot backing onto Greenspace. Renovated top to bottom.



30th Sideroad Mono

A winding driveway leads you through a red pine forest to this spectacular 32 acres property with a sweeping south, east and west view. This custom built 4,200 square foot home incorporates western red cedar, concrete, ceiling to floor windows.



236 First Street, Orangeville

Commercial Property on 2.4 Acres used as a Motel with 32 Rooms, 28 Parking Spots, Dining Hall, Office, Laundry Facility and Two Kitchens. Close to Major Highways and Amenities such as Shopping, Restaurants and Grocery.

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45 years ago, Don Roper made the choice to follow his father and grandfather into the HVAC trade, where he started Don's Heating and Cooling. He still loves every single day on the job, putting in ten to twelve hours each day.

Even being in the industry as long as he has, no day is ever quite the same, and he never stops learning. "I believe an active mind keeps you young, and I sure don't feel like I have been doing this for 45 years."

For Don, it all comes down to the people. "I've been very fortunate to bring in people with great attitudes. You can't train attitude, but you can always train someone to be a good mechanic."

His enthusiasm and dedication to the work are what inspire his fellow employees. They have a great crew, all of whom are committed to the trade. They continuously offer in-house employee training across all departments on a weekly basis for customer service practices, sales techniques and service improvements.

"Everything we do is aimed at the customer." Don isn't focused on how to make a profit; he's focused on how to improve customer service standards because that is the epitome of a well-run business.

When asked what makes Don's unique, his answer was simple: honesty and integrity. He and his employees understand that quality is of the utmost importance. From your first contact with the customer service team, to the products, installations or services they provide, they do so with customer satisfaction at the top of mind.

In recognition of their commitment to excellent service, Don's Heating and Cooling received the 2020 and 2021 President's Award from Carrier

Factory Authorized Dealers, which is given to a business that demonstrates technical expertise and raises the standard for Carrier equipment sales.

President of Carrier, Chris Nelson, explains that "Don's is an exemplary example of a company that serves not just the industry and its customers [but] its community as a whole." This is evident in Don's support of local organizations such as Family Transition Place, Stephenson Memorial Hospital, SPCA Orangeville and the Army Cadets.

Thinking of the pandemic, Don reflects on the loss of lives and businesses. "I know that if we had to suffer as so many of our fellow businesses that have closed their doors (through no fault of their own), that we could not have survived." He asks the community to remember those who did not survive this and may need assistance when the pandemic passes.

"It has been a great ride so far, and God willing it continues," says Don.

- Written by Jessica Laurenza



Send your email ballot entry including your name, address and telephone number to heather@simcoeyorkprinting.com

Deadline for entries is 12 noon on Friday, May 14, 2021.

Limit one entry per person. One winner will randomly be drawn on Monday, May 17, 2021. The winner will have their name shown in the May issue of Resale Homes Collections. Must be 18 years of age to enter. Employees and relatives of London Publishing Corp. employees and contest sponsor are not eligible to win.

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NO ALCOHOL, NO RAILWAY RELEGATED SMALL TOWN WHITTINGTON TO HISTORY

One thing is for sure, early residents of the region sure enjoyed a drink.

IN FACT, a law banning the sale of alcohol in hotels was one of the reasons the former Town of Whittington in Amaranth faded into history.

Whittington was located at what is now the 15 Sideroad and 2nd line in Amaranth.

In the 1850s and '60s, Amaranth Township offered more than its fair share of watering holes along the route between Owen Sound and Brampton.

Whittington sprang up as a rather popular stopping point for stagecoaches and visitors. It was the Whittington House, a well-known hotel and tavern, that was a big attraction. The hotel was owned by Richard Bowsfield (also spelled Bousefield) and built around 1858. Despite its rather remote location at the time, the Whittington House became a popular place to stop for the

night, get a hot meal, and a shot of whiskey.

One half of the building was used as a hotel, while the other half served as a general store and post office. The post office opened in 1861.

Mr. Bowsfield was quite the entrepreneur. Around 1862, he along with his partner, William Lewis, started a daily stagecoach that ran from Brampton to Owen Sound.

If you're going to run a stagecoach, of course, you would make sure it stopped at your own hotel to give passengers a break from the rigours of travelling on a poorly constructed dirt road of the time. They ran the stagecoach for about ten years until the railway laid tracks to service the route.

The success of the Whittington House prompted others to open businesses nearby.

Another establishment was built, called French's Hotel and Dance Hall. Unfortunately, French's burned to the ground in 1873 under mysterious circumstances although the fact that there were two competing hotels across the street from each other raised some eyebrows with a lot of suggestion that it wasn't an accidental fire.

An Orange Lodge was built in 1861 on land donated by a man named David Spence. Apparently, Spence was the only teetotaler in town as he specified that the lodge could never be used for dancing and liquor was strictly forbidden on the premises.

A schoolhouse was built for the town, and a couple of churches, one Anglican, the other Methodist. These were built so the local alcoholic community could repent on Sunday mornings.

A general store, sawmill and blacksmith also set up shop in the town.

The town also had a fairly sizable fall fair complete with horse racing. The arrival of a rail line in the late 1800s was a huge boon to any town in Ontario. Unfortunately for Whittington, the owner of the lot that was suitable for building a train station decided he didn't want to sell. The Toronto, Grey and Bruce Railway, thanked the town and re-routed the line to stations at Laurel and Fraxa.

That was the first nail in the lid that started shutting down activity in Whittington.

When the Scott Act was enacted in the mid-1880s, forbidding the sale of alcohol in hotels, it pretty much put an end to what was up until then, a profitable business.

Eventually, the hotel closed, and people moved away.

The buildings were all torn down over time, and most of the land was reverted back to farmland.

Today, only the schoolhouse remains and is now a private residence.

A small cairn marks the spot where the church once stood.

What began as an enterprising new settlement ended when the temperance movement doused the entrepreneurial spirit in the tavern business and sent those wishing to bend their elbow at the bar to other locations for a drink and a night out.

- Written by Brian Lockhart

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Drive up the long tree lined driveway to this beautiful 3 bedroom, 3 bath home with outstanding country views. Living room features hardwood floors, pot lights and coffered ceiling, Dining room also has hardwood floors and pot lights. The added on eat in kitchen features hardwood floors, quartz counters, centre island & S/S appliances. Main floor laundry and mud room off side entrance. Master bedroom oasis with hardwood floors, 6 pc ensuite, walk-in closet & roof top deck. 3 outbuildings, 1 is heated with an oversize garage door. Mono \$3,995



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