

# RESALE HOMES COLLECTIONS



ORANGEVILLE/CALEDON

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"People develop a comfort level when they are working with someone who is experienced," Tav said of his clients who helped him move to the top spot.

Tav has achieved this goal after being in the real estate industry for a relatively short period of only eight years.

Continued on page 4

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Tav credits much of his success to lessons he learned as both a Professional Hairstylist for 25 years and his past as a Competitive Squash Player.

"I keep going back to my background in squash and hairstyling," Tav explained of the dedication and discipline he learned through those activities. "I played competitive squash for years. It was a great sport – in every rally, you have to make decisions. Squash has a lot of decision-making on every shot and must be made swiftly. Being able to change your game in the middle of it is a big factor. You can use that process in everything. You can try different things – some work and some don't work. If you can't decide when to make a change, then you're going to get the same result. The same can be applied to other sports and life in general."

Tav is well known in the community. His family upbringing involved sports and community groups for almost three decades before he made the move to Real Estate.

He has a wealth of business experience as well. "Hairdressing is the same sort of thing – I would get people from all walks of life coming in, ranging from a trailer park to the ultra-elite. However, they all had a lot of similarities in their conversation. When people would come into the shop, you get to know them, and over time you can get really close to them. You develop relationships with people, and you gain their trust. In Real Estate, that means referrals, and they keep coming back."

...Our marketing is especially important. When we have interest, we follow up on it. This really is a team effort...

Tav sells in Caledon and Surrounding areas, selling luxury homes, rural properties investment and subdivision in the region.

His beautiful wife Maria is the pillar of the company doing whatever is necessary to create an easy transition of the process. Maria relieves a lot of the day-to-day managing such as the banking, manages the office and does the staging to make our properties look the best for the virtual tour. Tav's clients are surprised how the house is transformed in the virtual tour. In Addition, he credits his staff including agent, Nick Takhar, for helping him navigate through the deals, marketing, and strategies that make the office successful. Nick also does client care and follow-up.

The office maintains a marketing strategy that provides information about properties to a wide variety of potential buyers through several mediums. A full-time social media person makes daily updates on properties and listings and can attract potential buyers from around the world.

"We've sold to international people from outside of the country," Tav explained. "Our marketing is especially important. When we have interest, we

follow up on it. This really is a team effort" Tav also prides himself on having a great relationship with other realtors in the area.

It is this extensive marketing strategy, dedication, and expertise in real estate, especially in the Caledon area, that has moved Tav to the number one spot in the world.

Many clients return to Tav when they are ready to sell or purchase and refer friends and family to their trusted realtor.

To learn more about Tav and see current listings, visit online at: [www.tavsells.com](http://www.tavsells.com).

– Written by Brian Lockhart



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# Design ideas

to give your home a farmhouse feel

Farmhouse-style homes are having a moment. A 2020 survey from Homes.com asked more than 5,000 adults about their favourite house style from a list that included bohemian craftsman, mid-century modern ranch, French chateau, and Tudor, among others. The modern farmhouse was the runaway winner, as participants indicated this simple, cozy style was their favourite.



Home renovation projects can help homeowners put their unique stamp on their homes, and such projects can be both aesthetic and functional in nature. The following are some farmhouse design elements homeowners can consider as they look to transform their home interiors with this popular style in mind.

**EXPOSED BEAMS:** Exposed beams instantly evoke images of a farmhouse. The home improvement experts at BobVila.com note that this rustic renovation project can utilize real wood or faux beams that look like the real thing. Decorative beams that have nothing to do with a home's structural integrity can be installed by skilled do-it-yourselfers. However, even faux beams are heavy, and BobVila.com recommends homeowners have an engineer assess their existing structure before installation.

**DISTRESSED WOOD FINISHES:** Distressing is designed to make something look less than perfect. Distressed wood finishes can be found throughout many farmhouse-style homes. Furniture and picture frames can provide the distressed look farmhouse fans are looking for. This is a relatively inexpensive project that many homeowners can tackle on their own after watching some online tutorials that recommend the right tools and techniques to get the job done right.



**KITCHEN SINK:** Many components combine to create a truly classic farmhouse kitchen. But perhaps no component is more essential than the classic farmhouse sink. The renovation experts at HGTV note that a classic farmhouse sink features a deep, wide basin. Farmhouse sinks are large enough to handle all the dishes that come after a big family meal. Old-fashioned porcelain sinks are worth consideration by homeowners who want their kitchen sinks to evoke a traditional farmhouse feel.

**COUNTERTOPS:** HGTV recommends butcher block countertops for homeowners who favour European farmhouse style. Homeowners overhauling their kitchens to create a farmhouse feel should consider installing a large island with a walnut butcher block countertop for an authentic farmhouse feel.

Farmhouse-style homes are wildly popular. Some simple renovations can help homeowners with a fondness for farmhouse style bring this classic look into their homes.

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A photograph of a young couple standing in front of a modern house. The woman is on the left, wearing a grey long-sleeved shirt and light-colored pants, holding up a set of keys with a 'V' hand gesture. The man is on the right, wearing a red and white plaid shirt and light-colored pants, smiling. In the background, there is a house and a red 'SOLD' sign on a white post. The sky is blue with some clouds.

# The year so far

Entering the third quarter in real estate sales for this year, local realtors have experienced quite a ride when it comes to a fluctuating market that started out strong, weakened slightly, and now appears to have levelled off – at least for now.

The Toronto Real Estate Board, which includes Dufferin County, reported that January of 2021 was the “hottest month in history” when it came to real estate transactions.

Orangeville and the surrounding area were part of that hot market with record sales, prices, bidding wars, and a market that was on the side of anyone wanting to sell their home.

During the early part of the year, pretty much every home that was listed not only attracted immediate interest, they also attracted

multiple offers with buyers lining up to outbid the competition.

The buying frenzy in Orangeville continued through February and March fuelled largely by people trying to leave the larger urban centres and settle in a smaller town.

That exodus from the major cities began to decline as many people felt the stress of trying to buy property in such a market became more of an anxiety-filled chore rather than a search for a new home.

The result was many people simply gave up on trying to outbid everyone else and decided to just stay where they are.

Through April and May, the situation in Orangeville and the surrounding region did start to calm down although it was still a seller's market.

Inventory, which had been very low in the early stages, began to see a rise in the number of available properties that were up for sale.

The spring market, which is traditionally one of the busiest times of the year for real estate, still provided sellers with good opportunities although

there were fewer buyers than earlier in the year.

The big change this year came on June 1, going into the summer season. The government introduced new measures in the home buyer's 'stress test,' which is a criterion that determines a potential home buyer's financial ability to borrow and maintain a mortgage.

That change alone, resulted in the market cooling slightly as some potential buyers were forced to re-think their home buying strategy.

This resulted in a shift in the way sellers had to approach dealing with offers.

Early in the year, homes were selling quickly and more often than not, with no conditions applied to the deal at all. A seller would simply place their home on the market and take the best offer.

With fewer buyers in the spring, sellers began accepting conditions on offers in order to attract potential buyers.

The early strong market also created an unrealistic expectation for some sellers in the spring who believed that market prices were still on the rise.

Some owners tried to sell their properties

well above the current market value based on previous months' sales.

The result was some sellers being disappointed when they did not receive offers on their home at the price they had hoped to achieve.

While there has been some fluctuation in the first two quarters of the year and the market has cooled slightly, the Orangeville real estate market is still very active with a strong showing and more inventory available for the summer.

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!  
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## AREAS WE SERVE

Members of the Orangeville & District Real Estate primarily serve, but are not limited to, the following areas: all of Dufferin County which is comprised of the rural townships of Amaranth, East Garafraxa, East Luther, Melancthon, Mono, and Mulmur as well as the communities of Grand Valley, Orangeville and Shelburne. The members also serve the Township of Adjala, the Town of Caledon and the Township of Erin.



# Midsummer sees housing prices level off

The real estate market in Orangeville and the surrounding region continues to remain strong, however, at mid-summer, the price of homes in the area seems to have levelled off.

Lenders won't give potential buyers a loan simply because they need or want it.

Lending institutions loan money based on the real value of a property, not the supposed value.

If a buyer places a bid on a home that exceeds the appraised value by the bank, the buyer will have to come up with the additional funds on their own and in cash.

This situation has resulted in many deals that have been delayed in closing and others not being able to close at all.

When it comes to the negotiating table, there are always four people – the seller, the buyer, the listing agent and the buying agent. Within this small group, they must decide on a proper and reasonable price for the home.

It is interesting to note, that while potential buyers from larger centres were eyeing Orangeville properties because they were less expensive, the Orangeville market prices have now risen to the point where they are comparable to similar properties in places like Brampton. This has caused many people to change their minds about relocating.

The Orangeville market continues to remain vibrant and while prices have cooled, there is still a lot of activity.

While houses were selling fast and furious during the winter months, sometimes in only a couple of days, now buyers can expect to wait a little longer to achieve a sale once their home is listed. That could mean a few weeks before they get the right offer and can work out a deal.

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.

**AFTER THE RECORD-BREAKING** purchases and soaring asking prices of the winter months, the market has reached a place where housing prices cannot continue to rise.

Currently, the market is averaging between 37 to 46 houses on the market in Orangeville.

There was buying frenzy of activity in the region early in the year leading to multiple offers on homes and bidding wars where numerous potential buyers were trying to outbid the next person.

While the market is still seeing some situations where multiple buyers are throwing in their bids, the market has cooled so that is no longer happening on a regular basis.

The stabilization of the current situation has required many homeowners to re-think the value of their home.

When the market was on the rise, many sellers took advantage of the escalating market and put their home up for sale at a price that met the rising trend.

Now, some homeowners are over-evaluating their property when they first list and are being forced to reduce the price to a more realistic level to match a comparison of similar homes in the neighbourhood.

One thing that both buyers and sellers must take into consideration is the appraised value of a home.

## Dufferin Real Estate Market Update

### Dufferin Statistics (excluding Orangeville) - June

	June, 2021	June, 2020	% Change
# of Active Listings	65	132	-50.76%
# of Sales	76	37	105.41%
Average Sale Price	\$1,159,815	\$720,535	60.97%

### Dufferin Statistics (excluding Orangeville) - Year to Date

	Jan - June, 2021	Jan - June, 2020	% Change
# of Sales	406	269	50.93%
Average Sale Price	\$1,086,043	\$747,334	45.32%

### Buyers Market vs. Sellers Market

<b>Current Number of Homes for Sale</b>	65
<b>Divided by Sales per Month</b>	76
<b>Months of Inventory</b>	0.9

**There is currently .9 months of inventory on the Market in Dufferin (excluding Orangeville). In a Buyers Market, there is normally more than 6 months worth of inventory.**

June 2021 vs. June 2020

The number of active listings in Dufferin (excluding Orangeville) decreased by 50.76% in June 2021 over the same month in 2020. The number of homes sold increased by 39 homes or 105.41% in June 2021. Average sale prices increased by 60.97%.

Year to Date 2020 vs. Year to Date 2019

The number of homes sold increased by 137 homes in June 2021 over the same month in 2020. Average sale prices were up by 45.32%.

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.

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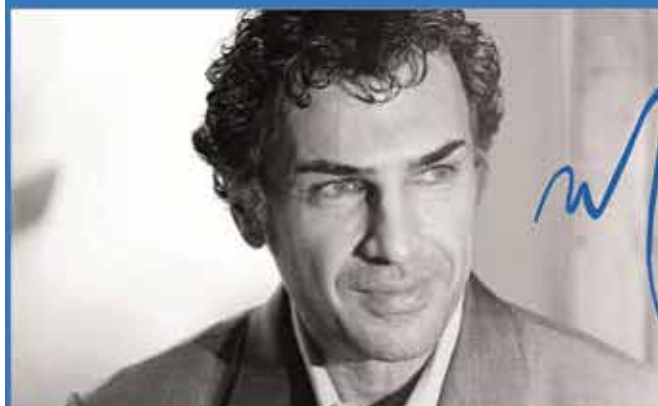


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FOR SALE**

**41 HANBURY STREET, SOUTHGATE**

**\$1,075,000**



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FOR SALE**

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**\$975,000**



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## MARKET UPDATE

### Orangeville Statistics - June

	June, 2021	June, 2020	% Change
# of Active Listings	41	46	-10.87%
# of Homes Listed	89	74	20.27%
# of Sales	75	65	15.38%
List Price vs. Sale Price Ratio	104%	100%	4.00%
Average Days on Market	10	16	-37.50%
Average Sale Price	\$798,023	\$644,421	23.84%

### Orangeville Statistics - Year to Date

	Jan - June, 2021	Jan - June, 2020	% Change
# of Homes Listed	536	350	53.14%
# of Sales	435	260	67.31%
List Price vs. Sale Price Ratio	107%	100%	7.00%
Average Days on Market	9	18	-50.00%
Average Sale Price	\$787,631	\$615,006	28.07%

### Buyers Market vs. Sellers Market

Current Number of Homes for Sale	41
Divided by Sales per Month	75
Months of Inventory	0.5

There is currently .5 month of inventory on the Market in Orangeville.  
In a Buyers Market, there is normally more than 6 months worth of inventory.

### June 2021 vs. June 2020

The number of active listings in Orangeville decreased by 10.87% in June 2021 vs. June 2020. 15 more listings came on the Toronto Regional Real Estate Board in June 2021 vs. June 2020, which is an increase of 20.27%. The number of homes sold increased by 10 homes or 15.38%. The average days on the market decreased from 16 to 10 days. Average sale prices were up by 23.84%.

### Year to Date 2021 vs. Year to Date 2020

The number of homes listed in Orangeville, year-to-date increased from 350 to 536, which is an increase of 53.14%. The number of homes sold increased by 175 homes. The average days on the market decreased from 18 to 9 days. Average sale prices were up year over year by 28.07%. %.

### Peel - Caledon Statistics - June

	June, 2021	June, 2020	% Change
# of Active Listings	156	220	-29.09%
# of Homes Listed	194	216	-10.19%
# of Sales	133	123	8.13%
List Price vs. Sale Price Ratio	101%	98%	3.06%
Average Days on Market	13	30	-56.67%
Average Sale Price	\$1,459,078	\$1,070,690	36.27%

### Peel - Caledon Statistics - Year to Date

	Jan - June, 2021	Jan - June, 2020	% Change
# of Homes Listed	1,220	847	44.04%
# of Sales	783	404	93.81%
List Price vs. Sale Price Ratio	103%	98%	5.10%
Average Days on Market	12	27	-55.56%
Average Sale Price	\$1,406,671	\$1,008,328	39.51%

### Buyers Market vs. Sellers Market

Current Number of Homes for Sale	156
Divided by Sales per Month	133
Months of Inventory	1

There is currently 2 months of inventory on the Market in Caledon.  
In a Buyers Market, there is normally more than 6 months worth of inventory.

### June 2021 vs. June 2020

The number of active listings in Caledon decreased by 29.09% in June 2021 over the same month in 2020. The number of listings that came on the Toronto Regional Real Estate Board in June 2021 vs. June 2020 decreased by 22 homes or 10.19%. The number of homes sold increased by 10 homes or 8.13%. The average days on the market decreased from 30 days to 13 days. Average sale prices were up by 36.27%.

### Year to Date 2021 vs. Year to Date 2020

The number of homes listed in Caledon, year-to-date increased from 847 to 1220, which is an increase of 44.04%. The number of homes sold increased by 379 homes or 93.81%. The average days on market decreased from 27 days to 12 days. Average sale prices were up by 39.51%.



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[www.JohnWalkinshaw.com](http://www.JohnWalkinshaw.com)





# Great Canadian Solid Wood Furniture Company *helps homeowners on the move*

Furnishing your home can be a real challenge.

You would like your furniture to match the style of the house while at the same time you must take into consideration things like room size and colour themes.

Moving to a new home means you may have to reconsider how you will decorate your new abode and maybe replace some of the furniture you already have that may not fit into the theme of your new house.

Making a move from a modern home in a local neighbourhood to a rustic rural property may provide an ideal lifestyle, but now you may have to make a few changes to match your furniture to the style and ambiance of the new place.

“You may move from a modern home to a century home, or from a century home to a modern home and your furniture just doesn’t work anymore – we are finding that a lot,” explained Misty Gillis, of The Great Canadian Solid Wood Furniture Company in Orangeville. “We have a lot of customers that have done renovations and updated their kitchens, for example, and now that harvest table doesn’t fit anymore, and it just doesn’t look good. They’ve created a black and white kitchen but now have the old oak table, which was fine, up until they re-did the kitchen design. We have a lot of customers who do renovations, and then they need the furniture to match the renovations.”

Moving to a new home will influence how you decorate. That along with the fact that sometimes you just need a change means a trip to a furniture store to update your décor.



“Your taste does change over time,” Misty explained. “The table and chairs you buy when you are first married were good, but now you’re older, and you may not like that 40-year-old table anymore.”

Home renovations or moving into a new house creates challenges you may not have considered prior to making the change.

Quite often people find that the grand dining room table they had in their old home, simply will not fit into the new dining room comfortably.

The Great Canadian Wood Company produces custom-made wood furniture that can be designed to fit any room and style in your home. Their sister company, King Furniture Services, has a large variety of colours to match any décor.

“Most customers already know what they want,” Misty explained. “They come in with an idea, usually a combination of a few different pieces they have seen around, we sit down and go over the sizes, draw it out,

and make their idea come to life. We use a variety of wood. Oak is really coming back right now. Wormy Maple is also very popular. We can make six identical units with wormy maple and they will all look different because it has so much character. We focus on one customer at a time. The average wait time is six to eight weeks – and that’s from start to finish.”

Personalizing your home to meet your tastes is a big part of being a homeowner.

Co-owners, Mike Taylor and Misty Gillis can help you select quality wood furniture that will enhance your home, meet your needs, and compliment your taste in home décor.

You can learn more about The Great Canadian Solid Wood Furniture Co., by visiting online at [www.gcswoodfurniture.ca](http://www.gcswoodfurniture.ca), or on their Facebook page.

For the real experience, visit the showroom at 62 Broadway in Orangeville.

– Written by Brian Lockhart



**519-942-2003**

62-B Broadway, Orangeville ON  
email: [gcswoodfurniture@gmail.com](mailto:gcswoodfurniture@gmail.com)

**SHOWROOM HOURS:**

Monday - Friday 9am-5pm  
Saturday 9am - 3pm  
Sunday 10am - 3pm

**[www.gcswoodfurniture.ca](http://www.gcswoodfurniture.ca)**



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**Deadline for entries  
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Friday, August 13, 2021.**

Limit one entry per person. One winner will randomly be drawn on Monday, August 16, 2021. The winner will have their name shown in the August 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.

**MAY SPRUCE UP  
YOUR SPACE  
GIVEAWAY WINNER IS**

**SUE THOMPSON OF ORANGEVILLE**  
Sue has won a \$100 gift card to Orangeville Flowers.

Thank you to all of the entrants for helping make the contest a success.

**Keep entering for your chance to WIN!**

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# Paul Richardson

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# ROBERTS ROOFING

## The specialist in steel roof replacement

There is a growing trend in the roofing industry to move away from the traditional shingles that cover most houses.

While shingles provide adequate coverage and protection for your home, they will sooner or later have to be replaced.

If you've been at your home for over 15 years, most likely you've noticed shingles curling or possibly even missing due to wind and wear from the elements.

You can eliminate roof maintenance and worries over shingle replacement by choosing a steel roof the next time you need to replace missing shingles.

Roberts Roofing are the experts in steel roof installation and can replace your existing roof by laying the new steel surface directly over top of existing shingles.

Steel roofs are fully guaranteed for 50 years, but they will last a lot longer than that.

"There's a lot of things to consider when choosing to get a steel roof," explained Justin Roberts, owner of Roberts Roofing. "You have to consider the shape of the roof. When it comes to installation there are a lot of different tools we use and a lot of different methods – when it comes to metal there's a lot of different skills used to install a roof. Our newest steel shingles are the Tilcor brand. They are made of 26 gauge steel that comes with a stone coating on them so you don't have to worry about things like having ice slide off of the roof. In that way, it acts similar to regular shingles."

Installation of a steel roof actually takes less time than usual to install a traditional shingle roof and is more eco-friendly.

"We can install over an existing roof," Justin explained. "There's an environmental benefit because we aren't throwing shingles into the landfill."



We place a membrane over the old shingles then install the steel roof on top of that. The steel roof is actually lighter than asphalt shingles."

The cost of installing a steel roof is currently more than if you had regular shingles put in place, however, if you weigh the longevity of a steel roof over regular shingles, you will come out ahead as you will never have to replace your roof again.

"There's a lot of different options, just like asphalt," Justin said of the products available. "You can choose brown, black, and lighter shades."

The final product is very appealing to the eye. A steel roof has durability, longevity, and the cost over time is better. The warranty is not pro-rated, so it's not going to go down every year."

When a steel roof is installed, the screws holding it in place are hidden, so they are not exposed to the elements.

If you are in need of a roof replacement, consider the option of a steel roof, which will add value to your home and last a lifetime.

– Written by Brian Lockhart



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[www.robertsroofinginc.ca](http://www.robertsroofinginc.ca)

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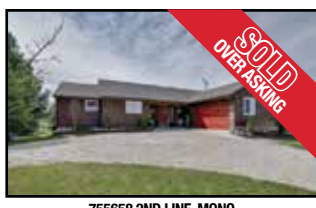
15223 INNIS LAKE RD., CALEDON



4 IVORWOOD CRES., CALEDON (PALGRAVE)



132 MAIN ST., ERIN



755658 2ND LINE, MONO



933482 AIRPORT RD., MONO



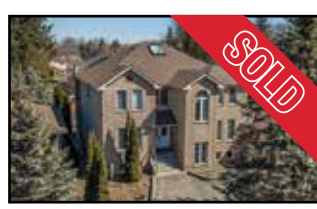
428510 25TH SDRD., MONO



29 WILLIAM REX CRES., ERIN



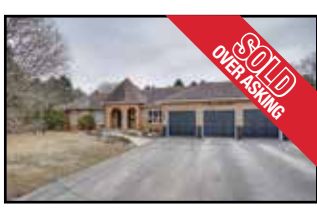
17810 CENTREVILLE CREEK RD., CALEDON



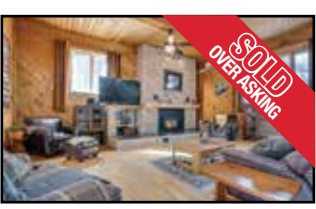
20 COLLEEN CRES., CALEDON EAST



LOT 26 HIGHPOINT SDRD., CALEDON



7 BRUCEDALE BLVD., ORANGEVILLE



9177 20TH SDRD., ADJALA



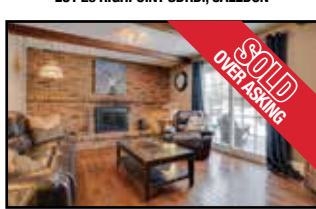
16719 HUMBER STATION RD., CALEDON



874581 5TH LINE, MONO



3 COTTAGE ROAD, MONO



1685 CHESTER DR., CALEDON VILLAGE



18497 WILLOUGHBY RD., CALEDON



17 IRIS CRES., BRAMPTON