

RESALE HOMES COLLECTIONS



ORANGEVILLE/CALEDON
VOLUME 2, ISSUE 5

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THE CHRIS RICHIE GROUP Community members helping the community

The Chris Richie Group at RE/MAX in the Hills Inc. Brokerage in Caledon/Mono are your trusted members of the local real estate community who have been helping residents and newcomers alike buy and sell property for over 30 years!

At the same time, they pride themselves on being local residents – experiencing all the wonderful elements that life in this area have to offer!

In addition to “selling our lifestyle” the team at the Chris Richie Group take their commitment to the community very seriously and have been active contributors to local organizations, charities and causes since the Brokerage started! A chance to help make this a better place to live is something so important, especially now.

“We love living here too, and it’s this community that has given us the ability to continue our business, and we feel it’s important to give back,” explained Broker of Record, Sean Anderson. “Personally, I have been part of the Children’s Miracle Network which is part of SickKids hospital. A portion of the earnings from every property I have ever sold has gone to SickKids. It’s a cause that is near and dear to me”.

Every year at Christmas, The Chris Richie Group will focus on a charity to support. This year they found a cause that really hit home – they are partnering with Headwaters Health Care Centre.

“We are so thankful that when you do need a hospital, we have Headwaters, and everyone there is so fantastic,” Mr. Anderson said. “They are doing a campaign this year, that for every dollar you donate, it is being matched up to \$250,000. A lot of people don’t realize that while the government pays for doctor’s salaries and some other things if the hospital needs a new wing or new equipment that comes from community donations.”

Headwaters Health Care Centre Foundation is currently running their Matching Gift Campaign,

where donations are being matched dollar for dollar to help increase the total raised. The Campaign is running through to December 31, 2021.

“It makes all the sense in the world to support the people who have helped us through this unprecedented time in our lives. We can’t thank all of the staff at Headwaters enough for everything they have done and continue to do!”

The Term “Support Local” has been around for some time, but when it comes to Real Estate it is truly important.

The fact that the members of the Chris Richie Group are local residents means they have a vested interest in the community in which they live and work. It also means they have an intimate knowledge of all the details of the neighbourhoods, the amenities, services and businesses in the area.

They can help guide potential buyers to the property that is right for them. They have the information a potential buyer needs when making a move to a rural location that a realtor from outside of the area will not have. Everything from septic systems, wells and neighbouring farms, to local snow removal

... We love living here too, and it’s this community that has given us the ability to continue our business, and we feel it’s important to give back...

and property maintenance companies that help decision making when moving to a country property.

Choosing The Chris Richie Group to help you find or sell a property means you will be dealing with qualified realtors who are not only some of the best in their field, they are local residents who are involved with the community and helping it to become a better place to work and live.

The Chris Richie Group at RE/MAX in the Hills is located at 933009 Airport Road in Caledon, just north of Highway 9, behind the fire hall.

– Written by Brian Lockhart

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How to create a photo wall collage

(NC) A wall collage or gallery wall is a great way to display your favourite photos and memories in your home. It may seem daunting, but if you follow a few simple tips and tricks, you'll have a professional-looking focal wall in no time.

START WITH A THEME. Wall collages look tighter and more cohesive when the elements fit together around a unifying theme. Whether it's family vacations, nature shots or a special event like a wedding, pick one subject to curate your photos and stick to it.

USE QUALITY PHOTOS. While taking photos with your phone is convenient, once you blow up and print them, these images won't be of high enough quality to display like artwork. For first-rate photos that look fantastic in print, try a camera from Canon. Available at Henry's, the brand has a range of cameras for all levels of expertise that give you more control over lighting, autofocus and creative possibilities.

IT'S ALL ABOUT LINES. What's the secret to sharp, Pinterest-worthy wall collage? Making sure your frames or canvases share similar lines across the space. Imagine a grid going across the space, with different pieces sharing a few grid lines. For example, the outer edge of the frame at the bottom-left corner should line up with the inner edge of the wooden letter in the top-left corner.

MIX UP THE AESTHETIC. Variety is appealing to the eye, so it's important to incorporate some diversity into your collage, whether it's a statement piece like an antler set, quotes on wood blocks or a range of frame sizes. If you want to stick to only photos, make sure to mix it up to create visual interest and keep the eye engaged.

TEST OUT YOUR LAYOUT. Practice the "measure twice, cut once" rule but for hanging. Start by experimenting with a few layout options on the floor before even thinking about hammering a nail. Play around with it, snap some pictures and take a day or two to sit on it. You can even try putting the outline of your layout on the wall in painter's tape. Once you've decided, a level is your best friend.

www.newscanada.com



Things to consider before warming up next to your first *fire this winter*

A warm fire can make even the coldest winter day more enjoyable. Fireplaces may not get much use in spring or summer, but come late fall and throughout the winter, the fireplace can be a great place for families to gather.

BEFORE FIREPLACE SEASON hits full swing, homeowners might want to brush up on a few fireplace facts so they can safely enjoy nights spent sitting by the crackling flames.

The Chimney Safety Institute of America advises homeowners with fireplaces to hire a CSIA-certified chimney sweep to clean their fireplaces. After a lengthy period of non-use, various issues could be affecting the chimney, many of which might not be noticeable to an untrained eye. Professional, certified chimney sweeps

have extensive knowledge of fireplaces, making them valuable resources who can let homeowners know if any safety issues developed since fireplaces were last used. The National Protection Agency recommends that chimneys be swept at least once per year.

A full inspection of the chimney might be in order as well. Chimney service technicians will conduct thorough examinations of readily accessible portions of the chimney exterior and interior and accessible portions of the appliance and the chimney connection. The CSIA recommends that homeowners who plan to use their chimneys as they have in the past request a Level 1 inspection, which will examine the soundness of the chimney structure and flue as well as the basic appliance installation and connections. Technicians also will verify if the chimney is free of obstruction and combustible deposits.

Homeowners also should inspect their chimney dampers before lighting their first fires of the season. Dampers should open and close smoothly. If not, a service technician can help fix or replace the damper.

Firewood is another thing homeowners must

consider before lighting their first fires of the season. The CSIA says that well-seasoned firewood works best, noting that wood that is not well-seasoned will produce more smoke than heat. In addition, the home improvement resource This Old House recommends using dense wood that's been split and stored in a high and dry place for at least six months. Oak is an example of dense wood that, when stored properly, can make for an enjoyable fireplace experience. Avoid softwoods like pine. Pine can produce a lot of creosote, which is a byproduct of wood combustion. Creosote is highly flammable, and as it builds up in a chimney, the risk for a chimney fire increases. Choosing the right wood, making sure it's well-seasoned and having a chimney professionally cleaned can reduce the risk of a creosote-related chimney fire. A Level 1 inspection should determine if there are potentially dangerous levels of creosote deposits in the chimney.

Before nestling up to a fireplace this winter, homeowners should consider a host of factors and safety measures to ensure their fireplaces are safe and ready for the season ahead

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DIY holiday HOME decor ideas

(NC) Decorating your home for the festive season is a perfect opportunity to get creative and try some do-it-yourself crafts. Not only will this be a fun activity for you (and the kids), but it will make sure your décor is completely unique and something no one else has. Here are some ideas:

Pinecone picture frame ornament This a cute, rustic way to display photos. Go outside to take a picture of a pinecone or snowman, then print and glue to some cardstock. Get a pinecone from a nearby forest or your local craft store and use small floral clippers to remove the scales. Then glue the scales to the cardstock create a frame. Glue on a looped ribbon to the back of the cardstock hang on your tree.

PERSONALIZED WRAPPING PAPER Instead of buying giftwrap at the store, create your own with a few simple things you already have on hand. Start with brown craft or butcher paper. Make stamps out of potatoes by cutting a spud in half, firmly pressing into it with a holiday cookie

cutter (like a Christmas tree), and then cutting around the cutter to ensure the shape protrudes. Finally, dip in paint and stamp all over the paper for a handmade look.

ORNAMENT VASES FOR PLACE SETTINGS Give your holiday table a crafty aesthetic by transforming clear, round, shatterproof ornaments into mini vases. Simply remove the metal caps and use a hot glue gun to fasten a wood round to the curved bottom for the base. Put a sprig of holly or single poinsettia leaf inside each vase and fill with water, then set on top of the plate at each place setting.

BEAUTIFUL FAMILY PHOTOGRAPHS Pictures of your family are a fun and easy way to decorate, and they're super affordable if you take them yourself or enlist a friend to help. Take beautiful, natural images by choosing a location that's familiar, whether it's home or a favourite park. Dress in comfortable outfits that are friends, not twins – such as all in white or all in cardigans. Then just have fun and cut loose — the best photos are candid and organic.

Be sure you have the right equipment for the job by using a tripod with your camera or smartphone. For example, Manfrotto tripods reduce camera movement and improve picture quality, so you can shoot pictures that truly capture your family. Find a huge selection of tripod options and more at henrys.com.

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THE MULLIN GROUP TEAM

From Real Estate to underwear they've got you covered

As knowledgeable experts in the local and regional real estate market, the Mullin Team can guide you through any real estate transaction to make your entire experience as easy and stress-free as possible.

A member of Royal LePage Real Estate, the Team is one of the top-producing real estate groups in the Royal LePage line-up of industry professionals.

The group is led by team leaders Mike and Sheila Mullin.

The Team are experts in both residential and commercial real estate with an intimate knowledge of the market in Orangeville, Dufferin County, and the surrounding region.

That intimate knowledge means they know the neighbourhoods and the nearby amenities that will influence a person's decision to buy in that area.

The location of schools, sports clubs, restaurants, social clubs, recreation centres, churches, and even conveniences like pharmacies and grocery stores will influence a buyer's decision.

The Mullin team can guide potential buyers to the right neighbourhood that will suit their needs and lifestyle.

Along with residential urban properties, the Team has the special knowledge and information that will help people who are exploring the possibility of moving to a rural setting.

This is why you should always deal with a real estate agent who is local to the area.

Many city-based realtors and potential buyers have no idea of the challenges that can be faced when moving to a country home.

Things like septic systems, wells, lack of natural gas supply, and even windmills will be new to someone who has never maintained a rural property. A property may be part of a conservation area which could possibly affect future plans, or close to a working farm which may impact your daily life.

The Mullin Team can guide and advise potential

buyers to make the best decision when it comes to moving to a rural setting.

As residents of the town, the Mullin Team believes strongly in giving back to the community and participating in events and programs that benefit local residents and the community in general.

"We do support a lot of charities," Sheila explained. "We feel that it is important that every team member support some initiative in our community. You can always give time, talent, or treasury. We all give our time."

The team has started an initiative called 'Show You Care With Underwear.'

It may be something you never think about, but people who suddenly find themselves in a desperate situation where they have had to leave home suddenly have needs beyond those which are readily apparent.

"I toured Choices Youth Shelter a few years back," Sheila explained. "Back then they showed me they get so many donations of clothing items like coats, and hats and mitts, but quite often people arrive, and they really have nothing. It's not like you can give one pair of underwear, like a coat, and expect it to last all season. On their 'wish list,' they always had underwear."

The Mullin Team started asking for donations of new packaged underwear to be distributed to those that need it. Once they put the word out, the response was a huge success.

"We had bags and bags donated," Sheila said. "Our tree was full, our boxes were full. We need it for men, women, and children. A lot of people buy underwear at Christmas - it's easy to pick up another package while you're there. There's so much need in our community, and if we can all help just a little bit, it's amazing what can happen."

It's a small expense for you, but it really can make a difference in another person's life by making that extra purchase this Christmas season.

You can donate to 'Show You Care with Underwear' right at the Royal LePage RCR Realty Mullin Group office located at 685 Riddell Road, Unit 103 in Orangeville, or you can reach the team by calling the office at 519-941-5151. You can also drop off at the local radio station FM101 at 45 Mill Street, Unit B, Orangeville.

- Written by Brian Lockhart

\$1,800,000

MLS#N5383936

SCAN HERE FOR MORE PHOTOS AND INFORMATION

994205 Mono-Adjala Townline, Adjala-Tosorontio
 Nestled in the heart of historic Hockley Village lies a unique opportunity where you can live, work and play. Originally St. James Anglican Church, dating back to 1891, this amazing transformation from church to livable space has taken all the best characteristics of a church and blended them into a beautiful antique style property. This one of a kind refurbished church has a beautiful addition with an extensive list of renovations while maintaining its historic charm. With C1-10 zoning this heavenly property has endless possibilities!

\$1,750,000

MLS#X5417245

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526103 5th Sideroad, Mulmur
 This beautiful 9 year old Viceroy built bungalow sits amongst mature trees on a picturesque 4.2 acre lot, along a quiet country road in Mulmur. A fantastic location where you can enjoy the peace and tranquility of nature, just a short commute to town. Listen to the soothing sounds of the stream as it flows through the property. A bonus feature of this fantastic home is the separate original cottage with 2 bedrooms and 1 bathroom. Currently used for overnight guests, this space could be used for storage, home office or even a home gym. The possibilities are endless!

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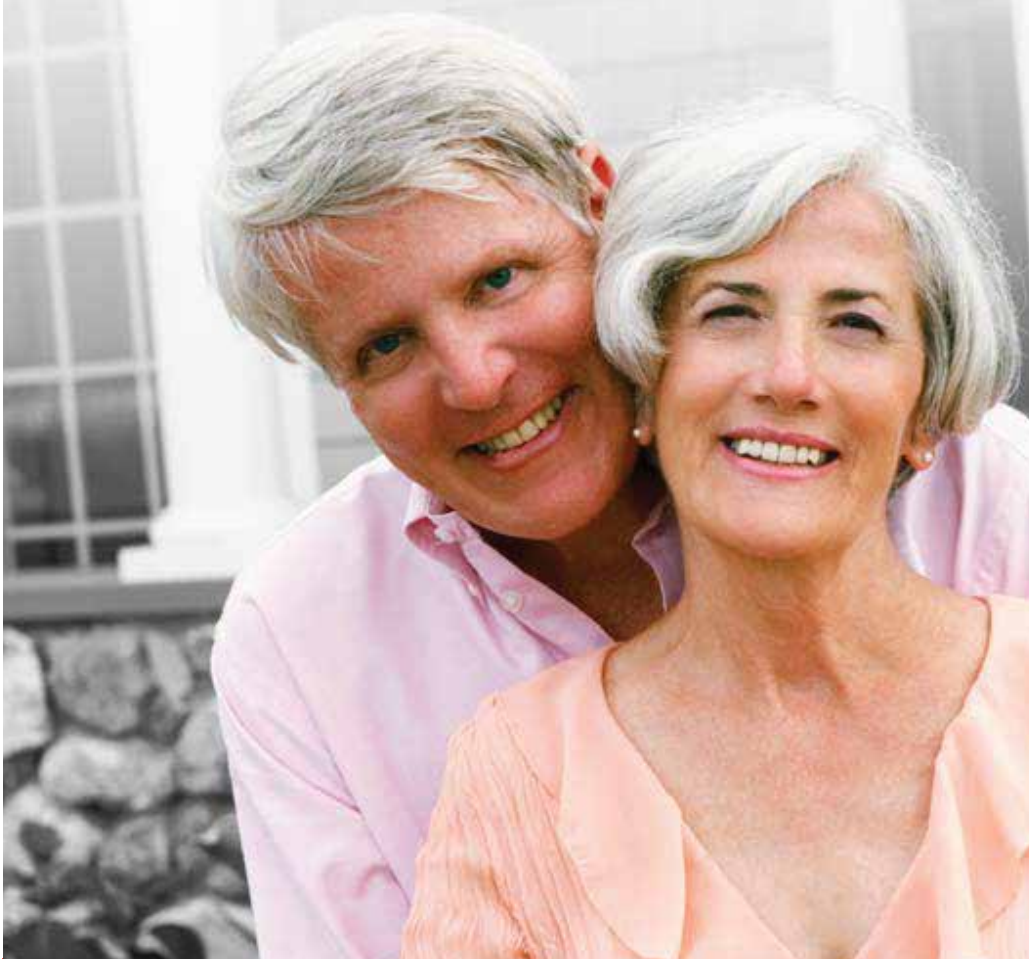
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Simplifying Mortgage Rates

Today the common opinion is that mortgage interest rates are on the rise.

This is coming from the media, who are getting their information from the Bank of Canada and from Major Bank Economists. It is important to understand that there are two different sources of funds in Canada that drive the two different mortgage products that affect most of us.

Variable rates have recently become very popular. Justifiably so. They are cheaper, as low as .99% today, and they offer more flexibility. Penalties for early repayment on fixed rates can be as high as 5%, while in a variable mortgage, they can be as low as .05%. A significant difference. Fixed rates have an interest rate differential clause, not really explainable in a short article as this one, but suffice to say, when it comes into play, the penalties skyrocket. And they are usually in play. Variable-rate mortgages are 3 months interest. Period. The variable rate is calculated from prime, each institution sets their own prime, and that rate generally is adjusted when the Bank of Canada moves their benchmark rate. The rate can stay the same for years, or it could move up or down on a monthly basis depending on how the economy is performing. History favours the variable rate mortgage. Fixed rates have been popular because most

Canadians feel it is a safe bet. A guaranteed rate for a fixed period. Terms can be 6 months to 10 years. No rate hikes to worry about, only periodic renewals. The issue is when the consumer wants to break the mortgage early. Moving, refinancing, or selling for any reason. Often the fixed rate can be ported, increased, blended, etc., to avoid the penalty. The fixed-rate is not dictated by prime or the Bank of Canada. In Canada and the US, bonds are purchased as investment vehicles and sold as a way of generating cash. Investors buy bonds because the interest rate is fixed for a period of time. When bond prices drop, and investors stop buying, it causes interest rates to rise. Lenders offering fixed rates can literally adjust the rates on a daily basis depending on the price of bonds.

It is not unusual that the Bank of Canada rate affecting variable rates, goes down, while fixed rates are on the rise. But normally they both move in the same direction at the same time.

I prefer the variable rate, more flexibility, cheap to get into, and cheap to get out of.

Many economists today feel that the crazy low rates we are experiencing will move up. Very possible. But, would it be the end of the world if rates moved back to 4%? Historically, 7% is the average rate charged for borrowing money. Anything below that is considered a bargain. In my opinion, rates can move up, but not dramatically, neither will house prices plummet when rates move, nor is the sky falling. But that's just my opinion.

...It is not unusual that the Bank of Canada rate affecting variable rates, goes down, while fixed rates are on the rise...

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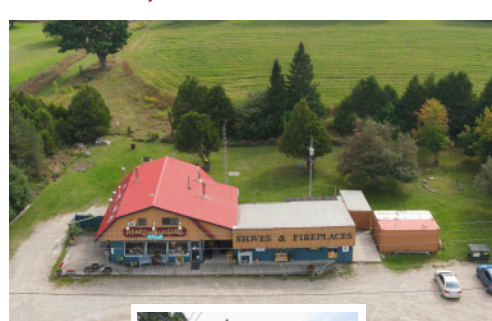
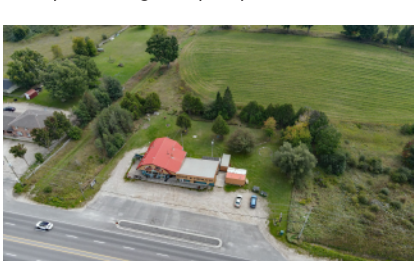
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This Lovely Old Building Is An Integral Part Of The History Of Grand Valley - Converted To Restaurant/Residence And Once Home To Marie's Village Inn - A Cherished Meeting Place For Local Residents. Easily Adaptable For Multiple Uses Or Visit www.grandvalley.ca Main Level Consists Of Two Kitchens, 2 Dining Rooms, 2 - 2 Piece Baths And A Walkout To A Cosy And Private Patio.

374170 6TH LINE, AMARANTH

\$1,699,000



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49 ATKINSON CRESCENT, ALLISTON

\$1,149,000



Large family home in the ever popular Treetops area of Alliston. This 4 bedroom and 3 bath home has some great features, all brick, reverse pie shaped lot, fully fenced, and large principle rooms to mention a few. This home has been loved by the original owners and you will feel it the moment you enter the front door.

594055 BLIND LINE, MONO

\$949,000



If you love history you will love this home. 4.8 acres severed off of the land that has been in the family since 1844. The home is large and full of history but it isn't finished. Although very livable and solid it needs some TLC.

Ask A Realtor



Is the fall market a good time to sell?

– Image by tooch from Pixabay

When it comes to real estate and deciding when to put your house on the market, many people assume that spring and summer are always the best times to put that for sale sign on the front lawn.

SELLERS ASSUME that the changing weather, the earlier sunset and resulting nighttime, and the approach to the holiday season means buyers have put off looking until they can see a house in broad daylight and after the rush of the holiday season.

The truth is, there is never a bad time of year if you decide to sell.

The fall season traditionally is a slow period for real estate but that doesn't mean you will have a hard time selling your home.

In the Orangeville area, the current market shows that there has never been a better time to put your house on the market.

As of mid-November, there were only 12 houses listed for sale in Orangeville. In this very-low inventory situation, it is definitely a seller's market.

As of September 2021, the average selling price of a home in the Town of Orangeville was \$770,000. In October, that average selling price had already risen to \$843,894.

The reason for the dip in home prices in September was the result of several market factors. During

September, the market had more inventory, however much of that inventory was properties of lower end value which brought the average price down.

During that time, the average time a house stayed on the market before a sale, was 12 days.

With the low inventory, there has been a return to bidding wars on many of the properties with buyers scrambling to out-bid the other guy.

Many homes were involved in bidding wars over the past year, but that subsided for a while with some exceptions. The current market is again seeing many bids on one property with so few homes currently available.

The current market is still very active, and for someone considering selling, this is the right time to do it. There is very little competition out there, and when someone is considering buying a home, yours will be one of the few currently available.

If a homeowner has been considering selling but has delayed due to the time of year, they would actually benefit by putting up the for-sale sign at this time.

While some sellers think that buyers won't be interested going into the holidays, local statistics show that over the past nine years, the final closing sales for homes in Orangeville have taken place on December 23.

Selling your home during this time of year does present some challenges you should be aware of.

With the days getting shorter, expect to see potential buyers arriving for a tour after dark. Because of this, you will want to make sure your home is well lit and inviting as possible.

You should also be prepared to be patient. As many people will be arriving from out of town, traffic and

weather can cause delays for people who will be arriving after they have already spent a long day at work.

While the real estate market generally has an ebb-and-flow type of presence over the years, the current seller's market in Orangeville has gone on longer than at any other time in local history. It has now been a solid two years of a seller's market in the region.

Most realtors will tell you that there is no bad time of year to sell a house. There is always someone looking to buy real estate.

If you are considering selling but think you should wait until the new year or warmer weather arrives, you may find yourself missing out on a great opportunity.

At the current average selling price, Orangeville is still slightly lower than large surrounding centres, but

the entire GTA region is starting to match nearby areas with some centres now averaging a selling price of over \$1 million.

Jerry Gould and the Gould Team can be reached at their RE/MAX Real Estate Centre office at 115 First Street in Orangeville.

– 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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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.

Five things buyers should do when entering the market

Dufferin Real Estate Market Update

Dufferin Statistics (excluding Orangeville) - October			
	October, 2021	October, 2020	% Change
# of Active Listings	59	91	-35.16%
# of Sales	66	78	-15.38%
Average Sale Price	\$1,170,012	\$949,043	23.28%

Dufferin Statistics (excluding Orangeville) - Year to Date			
	Jan - October, 2021	Jan - October, 2020	% Change
# of Sales	631	585	7.86%
Average Sale Price	\$1,111,353	\$829,737	33.94%

Buyers Market vs. Sellers Market

Current Number of Homes for Sale	59
Divided by Sales per Month	66
Months of Inventory	1

There is currently 1 month of inventory on the Market in Dufferin (excluding Orangeville). In a Buyers Market, there is normally more than 6 months worth of inventory.

October 2021 vs. October 2020
The number of active listings in Dufferin (excluding Orangeville) decreased by 35.16% in October 2021 over the same month in 2020. The number of homes sold decreased by 12 homes or 15.38% in October 2021. Average sale prices increased by 23.28%.

Year to Date 2021 vs. Year to Date 2020
The number of homes sold increased by 46 homes in October 2021 over the same month in 2020. Average sale prices were up by 33.94%.

BUYING A HOME will most likely be the biggest investment of your lifetime.

Before diving into the market, you should be properly prepared so you know how much you can afford and avoid the headaches, stress, and heartache of learning things the hard way.

Fortunately, there are trained professionals that have the knowledge to guide you through the entire process.

The first thing you need to do is get pre-approved for a mortgage before you even start looking for a home.

You may already know a lender or a mortgage broker, but if you don't, your realtor will be able to recommend a reputable person or institution.

When you begin the process, you might find out

you won't be approved for the amount you were hoping for. Or, you might find out you are approved for even more funding than you thought you might be eligible for.

Either way, you will then be prepared to know how much you can realistically spend before deciding to make an offer on a home.

The second important part of the process is to hire a realtor who is local.

A realtor who is local to the area will have all the information you will need to know about moving to a new location.

They will have an intimate knowledge of the neighbourhoods and the nearby amenities. This includes things like schools, sports organizations, restaurants, recreation centres, shopping centres, and nearby services that you may need.

Their knowledge of the area extends to other details you may not have considered, such as Town planning activities, planned nearby developments, and local but unusual features like nearby farms or conservation areas that may have an impact on where you live.

You should be informed and aware of anything close to a home that may impact your future enjoyment of living there.

Now that you have started looking for a new home, you have several options. If you really want to see what's available, you have to make the effort to get out there and really see what's on the market.

Although there are internet options available, they are not a substitute for actually walking through the front door of a home.

This is your chance to explore different houses and neighbourhoods and really get a feel for the location and the house you are looking at. You can't experience a neighbourhood by simply looking at photographs online.

The internet will not be a substitute for actually touring the rooms of a home and driving down the street to see what it's like.

Once you have made a decision and want to seriously pursue purchasing a home, it's time to make an offer.

During this time, you should be going over the details of the offer with your real estate agent.

You should discuss your deposit, what you feel is a proper purchase price, and which conditions, if need be, you feel must be placed with the offer.

You should discuss whether it's a firm offer or a conditional offer and what does both of those mean in

your current situation. This could have a huge impact on whether or not your offer is accepted.

If the conditions aren't right for you, this is your chance to move on and keep looking.

Your real estate agent can guide you through placing an offer based on the current market situation.

When it's time to close the deal, you will need the help of a legal professional who deals with real estate transactions.

They will be able to finalize the deal and will do things many people aren't even aware of such as a title search, land transfer tax, and finalize any outstanding bills associated with the property, such as unpaid property tax.

If these types of issues were missed during a transaction, they can come back and haunt you at a later date.

It is far better to make sure everything is legitimate and the deal is processed properly than to try and skirt around some issues.

A legal professional will make sure you enter and close the deal with the conditions you want with no additional expenses that could cost you later.

When you decide it's time to purchase a home, follow these rules to ensure you are prepared, well informed, and have the support of trusted real estate professionals through the entire process.

Being prepared can eliminate a lot of the stress and anxiety involved when trying to find that perfect home for you and your family.

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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**RESALE
HOMES
COLLECTIONS**



Signs it is time to *overhaul your kitchen*

Remodelling a kitchen adds value to a home. Remodelling Magazines Cost vs. Value Report indicates mid-range kitchen remodels cost about \$66,000, and homeowners can expect to recover about 60 to 80 percent of that cost at resale.

HOMEOWNERS may wonder if remodelling their kitchens is worth the investment. Homeowners should not just consider cost, but also the current conditions of their kitchens when deciding if a renovation project is the right move to make. These signs indicate it may be time to renovate a kitchen.

BREAKERS ARE TRIGGERED: If the lights go dark from a tripped circuit breaker every time you try to microwave and run the toaster oven at the same time, your wiring is likely not up to the task of handling the workload and could be out of date. A kitchen remodel will assess wiring load needs, and an electric overhaul may be necessary.

LACK OF STORAGE: One of the biggest hassles homeowners encounter in their kitchens is a lack of storage space. If making a meal involves a Jenga-like stacking and rearranging of kitchen tools, or if an avalanche occurs whenever you search for an item, you might need more storage. A carefully planned redesign can achieve this, even in a smaller kitchen.

OUTDATED APPLIANCES: Even if your appliances are not avocado green or mustard yellow relics of the 1970s, they might still need to be replaced. According to CRD Design, appliances are only expected to last around 10 to 15 years. If appliances have become unsafe or energy hogs, it could be time for a remodel.

FAMILY IS EXPANDING (OR SHRINKING): Kitchens often are the heart of a home. They need to meet the needs of the family that resides in that home. A remodel can add space as needed. On the flip side, when a couple becomes empty nesters, kitchens can be redesigned and downsized to reflect their new needs and desires, such as the addition of a wine chiller or espresso station.

POOR LIGHTING: Task lighting is essential in a kitchen, but older homes may not be equipped with lighting where it's most needed. A carefully designed remodel can improve

lighting with under-cabinet lights, pendants, overhead lighting, and even natural light to make the space attractive and more functional.

FREQUENT RUN-INS: The notion that you can have too many cooks in the kitchen refers to having too many people trying to pitch in or offer their opinions. However, it also can apply to when too many people are gathering in a

small space. Redesigning a kitchen can improve the efficiency of a space and make the room feel larger.

AESTHETIC APPEAL: Many kitchen remodels have been inspired by unsightly kitchens. Cosmetic changes can lead to big improvements.

Kitchen renovations can add instant appeal and help address issues that tend to plague outdated rooms.



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MARKET UPDATE

Orangeville Statistics - October

	October, 2021	October, 2020	% Change
# of Active Listings	24	33	-27.27%
# of Homes Listed	51	74	-31.08%
# of Sales	52	78	-33.33%
List Price vs. Sale Price Ratio	105%	101%	3.96%
Average Days on Market	12	14	-14.29%
Average Sale Price	\$843,894	\$653,605	29.11%

Orangeville Statistics - Year to Date

	Jan - October, 2021	Jan - October, 2020	% Change
# of Homes Listed	768	686	11.95%
# of Sales	643	560	14.82%
List Price vs. Sale Price Ratio	106%	101%	4.95%
Average Days on Market	10	16	-37.50%
Average Sale Price	\$791,324	\$637,293	24.17%

Buyers Market vs. Sellers Market

Current Number of Homes for Sale	24
Divided by Sales per Month	52
Months of Inventory	0.5

There is currently 0.5 months of inventory on the Market in Orangeville. In a Buyers Market, there is normally more than 6 months worth of inventory.

October 2021 vs. October 2020

The number of active listings in Orangeville decreased by 27.27% in October 2021 vs. October 2020. 23 fewer listings came on the Toronto Regional Real Estate Board in October 2021 vs. October 2020, which is an increase of 31.08%. The number of homes sold decreased by 26 homes or 33.33%. The average days on the market decreased from 14 to 12 days. Average sale prices were up by 29.11%.

Year to Date 2021 vs. Year to Date 2020

The number of homes listed in Orangeville, year-to-date increased from 686 to 768, which is an increase of 11.95%. The number of homes sold increased by 83 homes. The average days on the market decreased from 16 to 10 days. Average sale prices were up year over year by 24.17%.

Peel - Caledon Statistics - October

	October, 2021	October, 2020	% Change
# of Active Listings	97	188	-48.40%
# of Homes Listed	130	188	-30.85%
# of Sales	98	159	-38.36%
List Price vs. Sale Price Ratio	105%	99%	6.06%
Average Days on Market	14	18	-22.22%
Average Sale Price	\$1,560,460	\$1,235,473	26.30%

Peel - Caledon Statistics - Year to Date

	Jan - October, 2021	Jan - October, 2020	% Change
# of Homes Listed	1,774	1,753	1.20%
# of Sales	1,197	1,055	13.46%
List Price vs. Sale Price Ratio	103%	98%	5.10%
Average Days on Market	12	21	-42.86%
Average Sale Price	\$1,441,635	\$1,107,109	30.22%

Buyers Market vs. Sellers Market

Current Number of Homes for Sale	97
Divided by Sales per Month	98
Months of Inventory	1

There is currently 1 month of inventory on the Market in Caledon. In a Buyers Market, there is normally more than 6 months worth of inventory.

October 2021 vs. October 2020

The number of active listings in Caledon decreased by 48.40% in October 2021 over the same month in 2020. The number of listings that came on the Toronto Regional Real Estate Board in October 2021 vs. October 2020 decreased by 58 homes or 30.85%. The number of homes sold decreased by 61 homes or 38.36%. The average days on the market decreased from 18 days to 14 days. Average sale prices were up by 26.30%.

Year to Date 2021 vs. Year to Date 2020

The number of homes listed in Caledon, year-to-date increased from 1753 to 1774, which is an increase of 1.20%. The number of homes sold increased by 142 homes or 13.46%. The average days on market decreased from 21 days to 12 days. Average sale prices were up by 30.22%.



Organize and declutter room-by-room

Clutter can be a major source of stress that affects how individuals feel about their spaces.

Psychology Today indicates messy homes and workspaces can contribute to feelings of helplessness, anxiety and overwhelming stress. Clutter bombards the mind with excessive stimuli, makes it more difficult to relax and can constantly signal to the brain that work is never done.

Tackling messes no matter where they are lurking is not a one-time project. Much like losing weight and getting healthy, clearing a home of clutter requires dedication and lifestyle changes. With these organizational tips and tricks, anyone can work through their home room-by-room and conquer clutter.

FIND A PLACE FOR EVERYTHING

Clutter creeps up as people accumulate possessions over the years. Over time, failure to regularly go through belongings and thin the herd can lead to the accumulation of clutter. But clutter also can accumulate if people fail to find a place to put items. Racks for garages, organizational systems for closets and furniture with storage capacity, such as storage ottomans, are some storage solutions that can help people find a place for their possessions.

UTILIZE VERTICAL SPACE WHEN POSSIBLE

Getting items up and off the floor can maximize square footage in a home. Bookshelves, hanging wall shelves,

hooks, cabinetry, built-ins, and other storage solutions that rely on walls and ceilings are simple and effective storage solutions. Unused space behind a cabinet or closet doors are some additional places to store belongings. Hang razors or toothbrushes on medicine cabinet walls and curling irons and other hair tools on the interior of cabinet doors in bathrooms.

CREATE A CODING SYSTEM

Home offices can be some of the more disorganized rooms in a house simply due to the volume of electronics and paperwork within them. HGTV suggests using a colour-coded system for important files to keep them organized. Label important items, whether they're paper or digital files, in accordance with your system.

PUT IT AWAY

When you finish using an item, return it to its storage location. This eliminates piles of belongings strewn around the house and hunting and pecking for missing things. If you can't put it away immediately, have a few baskets on hand labelled for the different rooms in the house. Pop the items in the requisite baskets and then routinely take each basket around the house to return the items.

Investing in custom cabinetry and organizational systems also can help people organize their belongings. Tackle rooms such as the garage, basements, bedroom closets, and pantries, or those areas that tend to accumulate clutter the fastest.

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**RESALE
HOMES
COLLECTIONS**

iPro Realty's annual food and clothing drive returns to Dufferin

The holiday season has returned, and there's a great opportunity for residents throughout the region to give back.

iPRO REALTY, which has offices in both Orangeville (41 Broadway, Unit #3) and Shelburne (722 Main St E, Apt. B), is running its annual iProvide To Our Community Food Drive, accepting non-perishable food and clothing donations at their local offices for the Orangeville Food Bank.

"We worry that with food costs going up, the demand for food will be even higher this year," said Rui Alves, iPro Realty owner, encouraging the public to donate to help offset rising prices.

The holiday food and clothing drive being run by iPro comes after a successful fundraiser they carried out for the Orangeville Food Bank leading up to Thanksgiving.



A total of \$2,300 worth of food was donated from residents of the community and iPro staff.

The real estate company also sponsors youth sports in the region, such as soccer and hockey. They have lots of branding in local arenas and parks, as well.

iPro has always operated like a family-run business, since its inception 35 years ago, the company strongly values supporting the community and helping it thrive.

"We're in a people business, not the real estate business, so community is really important," Alves noted.

While in some other type of sales job you have to sell your company's products, Alves stressed that at iPro Realty, the focus is on creating relationships, to help clients navigate the market to find a home that's best suited for their needs.

"You just have to believe in us, trust in us, and then we can find you the best property regardless of which brokerages has the listing. For our sellers we market the properties to obtain the highest price even if the buyer is represented by another brokerage," Alves explained.

Another iPro advantage is that iPro is an independent brokerage that isn't franchised or confined to a geographical grid, which allows it's over 2,000 agents to sell real estate 24/7 across its 14 offices, situated throughout the GTA.

Since the company isn't franchised, clients can meet with their agent and sign documentation out of any of their offices, not just the one in their local city or town.

For example, if someone from Orangeville buys a house in Mississauga, they wouldn't have to travel all the way to Mississauga to drop off the deposit cheque, they could simply visit their local Orangeville office instead.

"That has given our agents a huge advantage, and their consumers a huge advantage," said Alves.

Other brokerages who sell our listings also like the ability to drop off cheques and documents at any iPro location, which encourages them to choose iPro listings to show and sell.

As well, the iPro app allows its agents to send various forms and documents right from their phone that can be signed digitally.

"So if someone wants to do an offer on the spot or they just want to amend a closing date or waive a condition, all of that can be done phone to phone now digitally."

Recently iPro upgraded its online services, making it the first brokerage in the GTA to allow buyers to make a deposit directly from their phone.

"If they have a banking app, which most do now, that they can access from their phone, they can make

a deposit on a real estate transaction up to \$150,000," Alves explained. "That saves them having to go into a bank to get a draft, which during COVID has been very helpful."

The Orangeville market is hotter than ever before, yet the office has been mostly quiet throughout the pandemic because iPro is set up for agents to work 100% virtually.

"They can upload their sales documents, mortgage documents, and everything else online. They still will need to meet people face to face, as that is the best way to foster lasting connections and long-term customer relationships, so we will always maintain physical offices and meeting facilities," Alves noted.

Looking ahead to 2022, he told the Citizen that iPro is continuing to expand across Ontario.

The company is working on a deal right now to open offices in Newmarket and Pickering.

"We do a lot of business in Durham right now, so we're starting to expand out that way," Alves explained.

To learn more about iPro, visit: iprorealty.com or joinipro.com or call the Orangeville office at 519-940-0004.

Alternatively, the Shelburne office can be contacted at 519-925-0099.

— Written by Sam Odrowski

ADVERTORIAL

Improve your home's curb appeal in 7 easy steps

The exterior of your house can leave a lasting first impression, so improving your curb appeal is a great way to feel good about your home, impress your neighbours, and appeal to potential buyers. If you're not sure where to start, here are 7 easy steps to ensure your home stands out.

Restore the front door

A new front door looks impressive and can often almost pay for itself in added resale value. Try to choose something that fits the existing style of your home and, if you're daring, opt for a bolder colour to add a bit of brightness to your exterior even during the duller winter months.

Update siding and windows

Though expensive, updating your siding and windows is one of the best ways to add value to your home, just be sure to let your insurance agent know since a significant upgrade like this may influence your home insurance coverage. If that's not in the budget, be sure to keep your windows as clean as possible – and, if you're selling your home, remove the screens for extra shine.

Capitalize on character

Maintain or bring your home's exterior back to its original aesthetic to highlight its features. Freshen up your siding with period-appropriate paint colours, for example, or add a fence. You may also want to consider seasonal elements, like a wreath in winter or pumpkins in the fall, to add a touch of warmth.

Get the right greenery

Your landscaping choices should enhance your house, not hide it, so try to use landscaping to call out certain features – like your home's symmetry, for example – or to hide trouble spots.

Freshen up the front porch

If you're lucky enough to have a front porch, keep the porch floor and railings in good condition and add comfortable furniture to make the porch inviting. This is a great selling feature.

Consider outdoor lighting

In addition to being a great security and safety feature, exterior lights will also give your home a dramatic and attractive look at night.



Fix what's broken

Repairing cracks in your sidewalks, driveway and masonry can go a long way in making the exterior of your home look clean and appealing. Plus, if a complete resurfacing job is out of the budget, patching is a simple and affordable alternative.

If you're looking for more helpful lifestyle, safety, and prevention tips you can take advantage of today – visit desjardinsagents.com/customer-care/blog and – for all your home insurance needs – don't hesitate to get in touch.



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THE PERFECT ORANGEVILLE LOCATION

Walk to schools, shops, park & more! Welcome to this nicely updated 3 bedroom bungalow with finished basement complete with 2nd kitchen - perfect for in-laws with separate entrance! The main level has hardwood under the carpet in living room, hardwood flooring in the bedrooms. The kitchen features classy cabinets with crown detail, under cabinet lighting, S/S appliances, walk-out to private patio & landscaped yard! Fantastic walk score with the heart of downtown Orangeville. Forced air gas furnace 2019, metal roof, updated windows. The basement offers large rec rm with gas fireplace, kitchen, bedroom & luxurious 3-Pc Bath. Laundry, storage & utility space complete the level. The one car garage is a bonus! **ORANGEVILLE \$859,000**



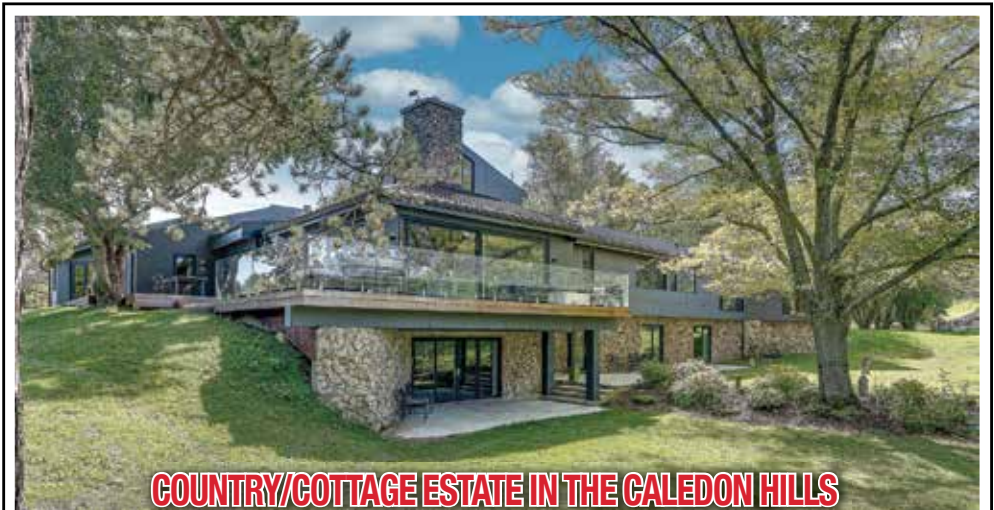
BEAUTIFUL, RESTORED 1850'S VICTORIAN

Privately tucked away on 3 acres, large maples, cedars & a massive centuries old stone fence. Fully insulated, new kitchen, lath & plaster throughout. Close to the airport, main anyway access, 10 minutes south of Orangeville, 20 minutes to Brampton. Currently being used to operate a small business attached to the main house, beautiful four car garage, fully finished with white cedar & new electric garage doors. Lots of storage space. Featuring a beautiful entertainment space nestled in the old barn foundation, gardens are finished with perennials. The 5 bedroom, 4 bath house is move-in ready, waiting for the next entrepreneur to live & work in the comfort of their own home. **CALEDON \$2,995,000**



OVER 20 ACRES ON RURAL CUL DE SAC

4 level backsplit with 3+1 bedrooms, 2 baths & walk-out basement. Gated entry up a winding drive offering daily postcard views! Vaulted ceiling in open concept main floor featuring the kitchen-dining-living area. Generator hook up, oversize 1 car garage, handy workshop & charming heated/cooled bunkie give the hobbyist room to play! 2 road frontages, 2 driveways, trails through forest, hills & a meadow with room for crops! Managed Forest Tax rebates keep the bills low, as does the high efficiency heat pump combined with insert fireplace! Make this property into your very own private getaway in the country. **MONO \$1,599,900**



COUNTRY/COTTAGE ESTATE IN THE CALEDON HILLS

Phenomenal country & serene cottage property all in one! Who wants to drive thru traffic every weekend when you can have it all on 50 acres. Meander down a winding tree lined driveway that leads to a spectacular 5 bedroom, 7 bathroom, completely renovated home with luxury finishes, massive windows, heated floors, built-in appliances, multiple walk-outs, LED lighting, vaulted ceilings, Sonos throughout whole home as well as outside speakers to enjoy while swimming in the 14' deep pool or chilling out in the hot tub. Climb into the copper Japanese soaker tub or the sauna, so many choices! 10 stall heated barn with extra stalls & wash rack, 10KW microfit solar, huge utility/storage building, multiple paddocks, run-ins, separate entrance to barn area, pond, creek, trails, geothermal, unbelievable guest house & bunkie- all tucked away in a gorgeous private quiet setting. Come see for yourself & you will never want to leave! **CALEDON \$7,995,000**



NO HOME IS TOO SMALL OR ESTATE TOO BIG.

It has been almost thirty years, believe it or not, that I have worked in our community. I started in the Real Estate business when you had to work and work hard to get ahead.

That was in 1987 and most of us remember what happened in 1989/1990 with 'the crash' the likes of which we had not seen for a long time, nor since thankfully. In those times people were feeling hit hard. I remember selling one property in particular. It took many months of trying to finally make it happen. The market kept dropping and it was almost impossible to catch it or get something sold. Yet, somehow we made it happen, at a substantial loss, unfortunately, not only for the bank that had the mortgage but the poor owners. These were financially tragic times. What it took was a dedication and determination to succeed in those days. Many rough months of slugging, that hundreds of Realtors in the GTA did not survive.

I count my blessings that I had the background to help me through it.

When I was growing up we had a family business in northern Ontario, north of Sault Ste. Marie actually. We lived on the property, so it was common place to get up from a meal and serve a customer. It was natural to get off the school bus and go to work, be it cutting grass, raking leaves, or pumping gas. These were everyday occurrences and it laid the foundation for a strong work ethic, an early education on customer service and a willingness to go the extra mile. This was the families' bread and butter...literally. As a family, as a team, we made a success of it.

So, when the times were rough, in the early '80s, like in the late '60s, we rolled up our sleeves and did what we had to do. It is different today, in our fast paced world, of course. The challenge is often 'to keep up', let alone 'ahead' of the game. We work long hours (still), know what good customer service is (daily) and know that what we do on a daily basis affects our reputation...our very existence. Working with my new family, my team, at the office is much like it was working with my brothers and parents.

A strong connection and being ever aware of one another, always ready to jump in and help, all required attributes to ensure a seamless experience for our clients. With the success that I have seen from the '80s many people have followed my career, even grown up with it. A comment I often get is "we weren't sure you would work with us" or "I didn't think our house was "big" enough for you to take on!". As much as perhaps these responses might be anticipated, they rub me a bit the wrong way.

You see, I don't forget those days in the early '90s where every call is important. I remember well the early '70s when every customer that pulled in the driveway was important to us. There is no such thing as a property that does not warrant my attention or a seller that is not someone that I would be only too happy to serve...none.

On the other end of that same scale there are none too large either. Our Team has been blessed to have some of the largest sales in the area. From large acreages, to large estates, we sell more than most, if not, any other Realtor in the area. We have a reputation for our marketing, for our experience and our professionalism...and not the least of which, for our results. When you want to sell, you want local representation, with their finger on the pulse of the neighbourhoods. Bar none, I and my well-rounded team, all residents of the area, are exactly what you need! Call us today and you will get the best representation possible.

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