

# RESALE HOMES COLLECTIONS

ORANGEVILLE/CALEDON  
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## SARAH ASTON The rural property real estate specialist



As a real estate sales representative, Sarah Aston not only showcases available rural properties in the region, she lives the lifestyle.

**AS** a real estate sales representative, Sarah Aston not only showcases available rural properties in the region, she lives the lifestyle.

A Mono resident, Sarah enjoys outdoor activities and everything that goes along with living in the country.

Living on her own rural property, she knows all about what is required to maintain a country home and the nuances that make rural living a unique lifestyle.

This allows Sarah to establish a genuine connection with her clients that are considering making a move from an urban centre or are considering purchasing another country property.

As someone who has always had an interest in architecture and real estate, she got her start in the real estate industry working in new home sales for developers. This allowed her to gain a working knowledge of home construction and she would work with clients to design brand new custom homes.

Her duties expanded to include advertising and marketing for the launch of new projects. Eventually, she moved into re-sale homes and specializes in country properties.

"I love real estate and I wanted to sell this area," Sarah said of her passion for the region. "What I sell is a 'lifestyle'. I love living here. I wanted to become an ambassador for the area."

She shares that passion with her clients when helping them buy or sell a property.

"I love working with people and finding a solution for what they need," she explains. "I get to know my clients very well and their lifestyle, what they like, how they want to live and what's important to them."

When helping her clients, Sarah finds out everything they are hoping for in a property and tries to match them with a home that will suit their needs and desires.

When looking for a property, clients will have many things to consider. Some people want to be within commuting distance to work while others may be more concerned with which schools their children will attend. Others may want to be close to fine dining locations or want to be near a hospital.

Buying real estate is all about fitting your lifestyle into a location.

Everyone has a different vision of where they would like to live, and Sarah helps them realize their ambition.

Moving from an urban centre to a rural property will present many challenges that city dwellers may not be aware of. That is why having a local realtor to guide you through the process is so important.

"You have to know about wells and septic systems," Sarah explained. "You have to learn about zoning and long driveways and conservation authorities."

**...I get to know my clients very well and their lifestyle, what they like, how they want to live and what's important to them...**

As a dedicated professional who lives the rural lifestyle, Sarah goes the distance for her clients. During her time as a realtor, she has snowshoed, donned cross-country skis, driven a snowmobile and ATV, and even paddled around waterfront properties to show clients a new listing.

However, she admits those adventures were also a lot of fun.

While rural properties are her specialty, Sarah also sells in-town properties and assists clients in more urban

areas. She is fully knowledgeable of the neighbourhoods and amenities available in towns in the region.

She enjoys working with clients in the many towns, villages, and hamlets in Caledon and Dufferin County.

Her knowledge of the region means she can guide clients through the buying process when it comes to finding the right neighbourhood with the services and conveniences they want, as well as offering advice on available properties.

As a local resident, Sarah is very involved in the community and supports many local organizations.

She is a co-founder of 100 Women Who Care Dufferin. This is an organization that raises funds in support of local charities.

Sarah also volunteers with the Tuff Riding Foundation, which helps at-risk youth by teaching an equine program that helps kids learn self-esteem and personal empowerment.

She has sponsored many local events and sports like Ski Racing at Hockley Valley Resort, Mono's Big Day Out, and the annual RAM Rodeo located at Orangeville Fairgrounds, to name a few.

Sarah is a local resident who is involved in her community and enjoys interacting with others in the area.

You can contact Sarah by visiting her website at: [www.sarahaston.ca](http://www.sarahaston.ca).

- Written by Brian Lockhart

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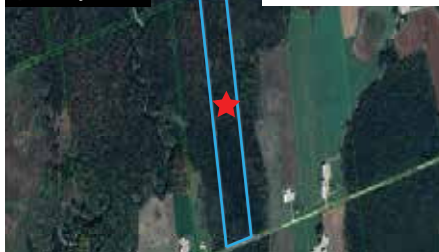
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**24 HENDERSON ST, ORANGEVILLE**



Stunning 4 level backsplit with some very nice upgrades. New flooring throughout and new side door for back yard access. This freshly painted home is clean and pristine with a unique front breakfast nook. Lower level family room is the perfect place to enjoy a warm fire and watch a movie. Bathroom and 3rd bedroom is also on this level. The lowest level is a blank canvas with laundry and all your utilities.

**82 DIANE DRIVE, ORANGEVILLE**



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**198 MAIN ST, MARKDALE**



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— Image by Graham Hobster from Pixabay

# Is moving East worth the effort?

With home prices going through the roof in many Ontario communities, some residents have decided to cash in on the equity on their homes and make a brand new start somewhere else.

The Maritime provinces have become a destination for many Ontarians who found they can sell their homes, move East, buy an even better home on a larger property, and still have money left over.

Many of those moving East have family connections in one of the Maritime provinces, and for some of them, it's returning to where they grew up.

For others, it's a brand new venture in a brand new province meaning they will be starting all over again when it comes to making friends and visiting family.

The Gould Team has already helped 17 Dufferin County families make the move to the East Coast

this year, and they keep hearing from more residents inquiring about Maritime properties.

In fact, the Gould Team is now aligned with several realtors and law firms on the East Coast so they can help local residents make an easy transition to a new property that is so far away.

The first choice for many with no family connections in New Brunswick and Nova Scotia.

For those with family connections, Newfoundland is a growing province that beckons many who left years ago.

While home prices in Ontario are topping \$1 million in many cities and towns, you can find a home in either New Brunswick or Nova Scotia for under \$200,000, and a top-end abode at still under \$400,000.

That is a real incentive for someone in Dufferin County who can sell their home, and buy a modest place and still have several hundred thousand dollars left over.

If a local resident can sell their home for big bucks, they still will need a place to live and with local housing prices soaring, a move in the same region won't leave you any further ahead financially.



Halifax, Nova Scotia

— Image by Graham Hobster from Pixabay

The move to the east coast does not seem to be an influence for younger people looking to buy a house. While they are trying to become established here, a move to the East may prove difficult.

It is the older generation who have a fair amount of equity in their homes that are realizing the benefits

of a move. This is especially true for someone who has the type of job where working from home is a real possibility.

The East coast has a healthy economy so finding a new job isn't very difficult for many people.

The trend of moving East started to really pick up in the summer of 2020.

The migration to the East has of course put pressure on the real estate industry there, and as people buy properties, the prices have started going up. In some urban centres, prices have started a steady increase as more and more people move in.

Making the move to the East coast may not be for everyone. There is a lot to consider when deciding to move to a brand new area.

Your lifelong friends won't be nearby, and you will most likely be leaving family behind.

While Nova Scotia and New Brunswick are modern, vibrant places, outside of the urban areas you may have to travel quite a distance to get to the grocery store or the bank.

The weather is also a consideration if you're the type of person who doesn't like a lot of snow.

However, for many, those inconveniences are worth the trade-off of having more money in the bank and a nice house with plenty of property.

If you are considering selling your home, cashing in on your equity and making the move East, the Gould Team can help you find the home you are looking for and make the transition to a new place as easy as possible.

— 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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Caraquet, New Brunswick

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# Building for tomorrow

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...We could all live on less, and we should, while at the same time building our future...

**THIS IS A GREAT TIME** to look at your year and check that it is better than the last year. For some, due to Covid, it was not. But things are looking up, and now is the time to look at what you are building. For most of us, we live on about 70% of our income based on current Canadian tax deductions. We could all live on less, and we should, while at the same time building our future. There are three great ways to do this, and at the end of the day, you should find yourself with a better retirement plan, earning more income, and making your community and world a better place.

First thing, invest in yourself. Take 5 to 10% of your income and use it for personal growth. Books, seminars, college courses, work-related courses and listening to personal growth sessions in your car while travelling can have huge benefits. You will earn more money, have stronger relationships, have more confidence, and be a stronger contributor to your community. Many of these activities are tax-deductible.

The second thing, invest in your future. Put 10% of your income into investments. These will grow very quickly. The miracle of compound interest should be working for you and not against you as in the case of debt. Small investments become large and can eventually result in a Real state portfolio and a cash

portfolio for emergencies. This is very important. Yes, pay off debt, but invest at the same time.

Number three, give it away. If you have a family, they should see you setting the example of being charitable. It creates a feeling of satisfaction and happiness in yourself and your family that nothing else can accomplish. You do not do it for charity – you do it for yourself. But make no mistake, what goes around comes around. We should all be very grateful for all that we have, and what better way to show that than giving from our bounty. Giving gives your life more meaning – you become important to someone else. We appreciate what we have far more when we see how it helps someone else. We have so much – why not share. My father used to tell me, “It’s not that you can’t afford to give – you can’t afford not to give.” And yes, It is tax-deductible.

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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.

# A balanced solution for an active market

The real estate market across the province has been on a wild ride for the past couple of years as housing prices skyrocketed during the pandemic.

Orangeville and Dufferin County have seen record selling prices, largely due to an influx of people from other larger centres who want to move to the area and experience life in a smaller town.

The ability to work from home has encouraged many people to leave behind the fast pace of a larger city and experience a more idyllic type of lifestyle, with many deciding to try rural living and the benefits of owning a large property.

The result of this was a seller's market that resulted in many properties having potential buyers lining up for a tour and bidding wars that quite often saw the offers on an individual home go through the roof as buyers tried to outbid the next person.

During that peak time, realtors had no problem finding potential buyers.

Now that the market has reached a plateau of sorts, real estate agents are making a transition to a different way of marketing a property.

Housing prices are still strong, but they have now reached a point where it is unrealistic for them to go much higher.

Along with the fact that inventory is now starting to creep higher from an all-time low, selling agents are marketing properties in a different way than they were a year ago.

It was common for sellers to list with an asking price that was lower than the projected final sales price.

That would attract a lot of buyers who would then start trying to out-bid others who were looking at the same property. The result was many homes selling well above the asking price.

This resulted in a lot of media stories reporting that houses were selling above asking, when they were actually selling for higher prices, but not as inflated as the media reporting implied.

That may have worked for a while, but it also contributed to a lot of anguish in the market and many potential buyers giving up on the attempt to buy a home in the area.

Many realtors have now changed their strategy when marketing a home.

Rather than listing at a lower price, most homes are now being marketed or closer to the projected sale price.

This strategy reduces the number of buyers who simply would not be able to afford the home and eliminates unnecessary showings.

This has eliminated the 'sold over asking' hype, and sales are being reported within the reasonable margin that was expected, sometimes being misunderstood as the market going lower.

With local inventory starting to rise, this has created a situation where potential buyers have a little more negotiating power, and the sellers have a more reasonable expectation of what they can achieve when putting their home on the market.

This technique provides a lot more transparency in the market as both buyers and sellers have a realistic view of what can be expected once a house has a 'for sale' sign placed on the front lawn.

It also allows sellers to avoid having a parade of people through their home, who in the end, cannot afford the final purchase price.

No one can really predict what is going to happen in the real estate market. Experts can indicate what they think may happen – and they usually are fairly accurate, but no one predicted that a pandemic would happen and create the explosive market increase of the past two years.

The general thinking is that market prices have now levelled off. While some selling prices may continue to rise slightly, the market has now hit the pressure point where it simply cannot expand anymore.

The result will be listings that more accurately reflect the actual final sales price within a small margin of flexibility – and both buyers and sellers will more equally have some balance in the negotiating balance.

Written by Brian Lockhart



### Dufferin Real Estate Market Update

February 2022 vs. February 2021

The number of active listings in Dufferin (excluding Orangeville) increased by 14.63% in February 2022 over the same month in 2021. The number of homes sold decreased by 8 homes or 12.33% in February 2022. Average sale prices increased by 27.56%.

Year to Date 2022 vs. Year to Date 2021

The number of homes sold in Dufferin (excluding Orangeville), year-to-date decreased from 106 to 102, which is a decrease of 3.77%. Average sale prices were up by 35.31%.



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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If you have a skylight that's leaking or in need of repair, look no further than Bright Skylights, who's been fixing and installing new skylights in the GTA for the past 35 years.

Bright Skylights never uses sub-contractors, with all of their work being carried out by their own team from start to finish.

Owner of Bright Skylights, Joe Sousa, has operated locally in Orangeville for close to 10 years, and during that time, he has built a strong reputation due to the quality of his work.

"I take a lot of pride in the work I do, and in this renovation business, or window or door business, these days, you have to be as precise as possible," he noted.

The business carries and installs Columbia Skylights, which have been proudly made in Canada since 1955.

If your skylight is 15 years old or older, it's a good idea to call Bright Skylights and have it assessed, as it's likely getting close to its end of life.

The units that the company uses today are much higher in quality and can last significantly longer than the ones constructed in the mid-2000s.

"Today's units are superior in quality and they'll stay on your roof for the next 20-25 years trouble-free, but with the older ones, the glazing tapes were poorer quality, the welding was poorer quality, and so was the acrylic that the domes are made from," said Mr. Sousa.

He noted that Bright Skylights only uses the very best products in the industry and his skylights (frame included) are guaranteed to last at least 20 years while other skylight companies often can only guarantee five to 10-year warranties. They're also low maintenance and easy to install.

The company is Canada's leading source of Energy Star skylights, with the largest selection of standard sizes. Bright Skylights also offers incredible value, priced without compromise.

The company does custom work for any size, model, and glazing, with manual or electric venting options on all skylights. There are seven standard frame colours as well.

Bright Skylight's manufacturer is based in Canada, so those who choose the business for the installation of a new skylight are supporting their own country's economy.

The turnaround time for ordering a new skylight is relatively fast. Getting it shipped in from the factory takes two to three weeks. In terms of the installation, depending on the structure, it can take anywhere from two days to two weeks.

Apart from the aesthetic benefits of having a skylight installed, some of the other positive aspects are increasing ventilation in your home to assist with heating or cooling, letting natural light in, and "adding space" to a room, making it look bigger than it actually is.

Bright Skylights operates from 9 a.m. to 6 p.m. Monday to Saturday and is closed on Sundays.

Call Bright Skylights today at (416) 705-8635 or visit [www.brightskylights.ca](http://www.brightskylights.ca) to learn more about their services and get a quote today.

– Written by Sam Odrowski

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99.51 acres with a classic Ontario Gothic styled estate filled with light & views from every window. At the southern tip of Hockley, close to Hwy 9, Hockley Valley Resort, 45 minutes to the Airport its location is perfect. Over 60 acres of flat workable land with potential for approx 20 more. Massive bank barn in excellent condition, large steel drive shed for equipment, workshop, Generac generator with dedicated propane tank & even a bunkie. Natural stone of the Escarpment is prominent in the landscaping that leads down to tranquil pond with large & small mouth bass. Explore some of the caves in the small forested area, hike the Bruce Trail that is just down the road. If a rural retreat with breathtaking views is what you seek, look no further, you have found your destination. Landmark country hide-away at the top of the Hills of the Headwaters! **MONO \$4,449,000**



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92.84 acres with over 70 acres of flat workable farmland. 2011 custom built bungalow with views over the countryside. The home has been engineered with quality materials & over 8000 square feet of living space. 6 bedrooms, 6 bathrooms, high ceilings, hardwood & ceramic flooring give the home a palatial feel. The kitchen is open to a vast light filled great room & features built in appliances, custom island, exhaust fan 1200 CFM & has the ability for a wood burning fireplace. Fully finished basement has its own kitchen, spacious rec room, its own furnace & multiple walkouts. Long driveway has been wired for lighting, entryway gates & security cameras. Fruit trees & gardens are serviced by a drip irrigation system. Tankless hot water heater & water treatment all new in the last 6 months, Bell high-speed internet. Nicely landscaped property close to Orangeville for shopping, Headwaters Hospital, schools & Hwys 9 & 10 for commuting. The growth potential for the area is phenomenal! **CALEDON \$6,279,000**



**Real Estate Jargon**

"Dad, you are so lame!" I read the day that is sure to come, when I hear those words. The day my daughter cringes at my attempts to use a "cool" phrase that the kids are using as part of their everyday lingo. I'm sure that the mere fact of calling someone "lame" points to a time long ago, before cell phones, Uber and even YouTube. I guess in many ways it's a rite of passage. To be fair it doesn't take much from parents to make a teen cringe.

I remember my father would call everyone a "hoser" and to "take off, eh" for many many years after the duo of Bob and Doug Mackenzie made those words so famous! It was fun for a while and then it got to the cringe point!

In real estate, there are a few words that make buyers cringe these days, some that we hear daily and no matter how often we hear them, they are not cool. (Sellers may have a different opinion). And so, much like a parent trying to figure out what their teenager is actually saying to their friends, it's a good idea to understand the terms that you are hearing in Real Estate these days.

**"OFFER PRESENTATION DATE"**

Ok, this one seems straight forward enough. The offer presentation date is a time set by the seller to review offers, generally a week or so after the home goes up for sale. The premise being that it gives buyers an opportunity to see the home and decide whether or not they will submit an offer on that date. Otherwise, the seller could receive an offer the very first day on the market and as good as that sounds, the seller is left to wonder "if I had waited, could there have been other buyers willing to make an offer as well?" Thus was born the offer presentation date.

**"BULLY OFFER" AKA "THE PRE-EMPTIVE OFFER"**

This is the term that can send people for a loop. After the birth of the "offer presentation date" aggressive buyers soon became fed up with waiting around to take their place in the offer "line". Instead, they took the bull by the horns... so to speak. Despite being told that offers would be reviewed at a certain time, buyers began sending offers, attractive offers, generally way above the asking price, to the seller before the set deadline. Giving the seller a truly lucrative dilemma. Take the sure thing now, or wait and see what happens on the offer day. This type of offer became known as the "Bully" offer or technically speaking the "Pre-emptive Offer"

**"Holding Off, but open to Pre-emptives?"**

As the real estate market got more and more heated, the offer presentation date and the bully offer made things very difficult. Like many good Canadians, most buyers would stand in line, nervously but patiently waiting for their turn to send in an offer on the set date. All too often however, they would receive a call from their realtor that the house had been sold due to a bully offer. Many times, there would be no notice given to the other buyers of the emergence of the bully offer. Thus the home they hoped to buy and told they had to wait for, was now sold. Eventually, even us good Canadians can only take so much. Buyers were not being treated fairly and the playing field had to leveled (in some form or fashion). At that point The Real Estate Board had to take action.

Now, if a seller decides that they may be open to the idea of not waiting for the set date and perhaps willing to receive a bully offer, there are rules in place now where all interested parties to the prop-

erty must be notified. Many realtors began putting in a qualifying statement alongside the offer presentation date which roughly states, "The seller would be willing to consider pre-emptive offers". As a buyer agent, when you see that, you might cringe a little but at least you would tell your buyer that you might want to hurry up and see this one. As there is a chance that the date set for looking at offers may change, quickly!

Hopefully, this helps you understand the hip new lingo being used in real estate today. It's a sign of the current times, as it's a result of the low housing inventory that continues to keep this market booming. However, there are some signs that the pot is not boiling over quite so ferociously.

Using the same methods and strategies might not be the right fit for your property. This is where experience can never be undersold. Having seen the good times and the not so good times in real estate, it is ever so important to be in tune with the current ebbs and flow of your local market. With our team of realtors out there in the field, we have more fingers on the pulse of the current market than most. It's that type of feedback coupled with the combined over 90 years of experience that gives us the advantage. You know, as a teenager there are many times that life did not seem fair, or things did not go the way that I had hoped and there were so many times that I was so thankful to have my parents, (as cringe worthy as they could be) as mentors, to learn from, to add perspective. At the Chris Richie Group, we strive to treat all of our clients like family; it's why we have been referred by reputation for selling homes for over 30 years. Just ask your neighbour!

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