

RESALE HOMES COLLECTIONS

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DENISE DILBEY

A trusted & experienced realtor specializing in rural properties

Purchasing property can be an intimidating and stressful experience for many people.

There is so much to consider when you are making what is most likely the biggest investment of your life – including the location, the amenities you will need to have nearby and the purchase price. If you are planning to make a move to a rural location, there are many things that may be surprising and challenging for someone who isn't familiar with the nuances of country living.

An experienced realtor can help guide you through the entire process and provide the information you need to make informed decisions to make your home buying or selling experience much less stressful.

Local real estate broker, Denise Dilbey of Royal LePage Meadowtowne Realty, Brokerage, is an experienced realtor with intimate knowledge of the region, the market, and the listed properties that are available. She serves the local farming and rural residential communities. An award-winning realtor, Denise has more than 30 years of sales and marketing experience which she draws on to help her clients achieve their goals. Denise keeps on top of decisions that local municipalities

make that may influence buyers when deciding to move to a new location. Having a realtor that is local to the area will give you the satisfaction of knowing you are dealing with someone who can advise you on all the details.

"I have the local knowledge of these areas," Denise explained. "From the perspective of the Town, I can get the information needed for zoning, permitted usage, and searches. A realtor's experience and skill-set comes from knowing local information about new subdivisions or by-laws that could affect a buyer's decision – that's where the value of a local realtor comes into play." Denise is also experienced in selling in-town properties and closely follows the current market and emerging trends in an ever-evolving real estate industry.

When it comes to a rural property, Denise is an expert on country living and what it takes to make a move to a location that may take some getting used to – like gravel roads, as an example. "I come from a farming background," Denise explained. "I live and breathe the country. Selling a country property is a lot different, so I bring a different skill set. I know livestock, the business side of things, taxation and capital gains considerations, as well as the different mortgage financing rules and regulations – that's the value I bring to my clients." Denise has the knowledge and expertise to advise you

on how rural properties work and what it takes to maintain them. This includes building codes, municipality development charges, and conservation authority restrictions. Sometimes people who move to a rural property think that anything goes when it's your land. The truth is municipalities have set rules about land usage, which Denise can help you understand before you decide to move, only to find that your plans can never be realized.

...I live and breathe the country. Selling a country property is a lot different, so I bring a different skill set...

Rural properties may have unique challenges that many people may not be aware of with infrastructures like septic systems, wells and alternative energy sources for heating and cooling systems; geothermal and solar power may all be part of the rural package. Another thing to consider is the impact of an adjacent farm or windmills. For someone new to country living, this can be very-confusing.

For those interested in building their dream home, Denise can guide you through the process of building a new home on a vacant property and can connect new home buyers with other industry professionals including tradespeople and companies that assist homeowners with renovations, repairs, and upgrades.

"I bring information to my clients so they can make the right choices when it comes to country living," Denise explained. "It really is a lifestyle."

For clients interested in purchasing commercial property as an investment or business base, Denise is well educated on properties that are zoned commercial. She can determine if properties have either a designated business use or a mix of business use and residential. When armed with this knowledge she can help you make sound financial decisions.

If you are planning on listing your property for sale, Denise can guide you through the steps needed for a successful sale including getting organized, determining the correct sale price, marketing and managing all the closing details.

You can learn more by visiting Denise's website at: www.link2realestate.ca or by calling her directly at 416-919-9802.

– Written by Brian Lockhart

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COUNTRY SETTING ON 9.7 ACRES
Enter through gates to the paved driveway that leads to a bungalow with walk-out basement. 2 bedrooms on main level, kitchen with walk-out that opens to a deck & an oversized living room with huge windows. The lower level walk-out could be for teenagers or earn some income & rent it out with its 2 bedrooms, 1 with ensuite, 2 pc bath & wood burning fireplace in the family room. Fenced yard for the dogs & a 20x40 ft workshop for storage. Situated in the rolling hills of Caledon with 2 road frontages, on a quieter sideroad. Close to grocery, shopping, airport & downtown Toronto. Prime location! The potential is endless! CALEDON \$2,499,999

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LICENCED RESTAURANT AND 3 OUTBUILDINGS



\$1,899,000

This C1 zoned property is ideal for an artist studio, beauty spa, day nursery, business office, liquor store, clinic, religious institution, chef & anyone wanting a work-from-home property with lots of space for parking. This mixed-use commercial property offers a century dwelling/retail building; 2 detached driveshed, and retail storage area on almost an acre lot. The stately converted century brick building is equipped with an operating licensed commercial restaurant with 2 upper rooms for retail service or residential uses. The 3 detached garages provide 7,000+/- SF for storage & retail uses. Equipped with two hydro and natural gas meters, radiant heated areas, gas forced air furnace and a bathroom rough-in. Services include high-speed internet & natural gas. Village setting on paved road. Lots of space for truck, car and RV parking w/no homes behind. MLS

A HOME FOR THE FAMILY



\$1,249,000

Inviting large main foyer leads to this spacious and comfortable 4 bdrm, 3 bath family home. A large eat-in kitchen offers a walkout to a patio and a fenced yard. Dining, living, family and laundry rooms on the main floor. 2nd floor boasts 4 large bdrms. Principal bdrm equipped w/4 pc ensuite & walk-in closet. 2 car garage. The corner lot offers possible access from the side for a trailer or other toys. Close to hwys, hospital, shopping, and schools. MLS



INVESTMENT OPPORTUNITY



\$4,400,000

majestic stone 9,474 sq. ft structure contains 11 residential units with on-site parking. The adjoining mixed-use 11,542 sq. ft building by a shared right of way offers 8 commercial and 4 residential units w/both owned and public parking. These buildings give you a rare opportunity to purchase two income-producing multi-residential & commercial investment properties for a combined acre site in a growing downtown core of Halton Hills. MLS



PRIME FAMILY LOCATION



\$979,000

This true bungalow offers carpet-free living with 3 bedrooms and 2 car garage in ideal location in Halton Hills. Most new windows including 5 new large bsmt windows to make the basement bright and functional. A fenced yard provides a pet and children-friendly yard. Walking distance to schools, shops, GO train and more. MLS



SPACIOUS TOWNHOUSE



\$969,900

This 3 bdrm, 3 bath freehold townhome in a highly sought after by commuters and families on the go due to its close proximity to highways, major commuter routes and the Milton GO Train. This property is truly freehold, absolutely no monthly maintenance fees of any kind. Beautiful eat-in kitchen with walk out to fenced yard perfect for watching the kids or entertaining. All bedrooms are a great size. There is a spacious 4-piece bath and both additional bedrooms have large double closets for lots of storage. Finished rec room provides additional living space. Professionally done backyard patio and front walkway. Access to backyard from the garage. MLS



RAVINE LOT WITH IN-GROUND POOL



\$1,850,000

This 3 bdrm, 3 bath home is nestled at the end of a court backing onto a ravine with breathtaking views. The custom upgraded kitchen offers a pantry & granite counters. Sep. dining & family rms & walk-out to the private backyard offers your family more room to roam. The fully fin'd bsmt is an ideal space for an in-law suite w/above-grade windows & natural light. An attached 2 car garage and lots of parking. MLS



STUNNING HOME ON RAVINE LOT



\$1,899,000

This ren'd 4 bdrm, 4 bath home offers your family privacy and quality of living in Halton Hills. 9 ft ceiling accents the modern and rustic charm of this beautiful home equipped w/upgraded kitchen. A 98 x 250 ft lot offers a backyard oasis w/lrg patio, swim spa & gazebo to entertain your friends & family. Prkg for lots of cars. Close to town. MLS



SOLID COMMERCIAL INVESTMENT



\$1,990,000

This stunning 2-storey brick building is currently the home of a well-established licenced restaurant and bar establishment on a 66 ft x 124 ft lot. The oversized garage and patio area have welcomed many patrons for outside dining and entertainment. Downtown Medium Density Residential / Commercial zoning permits many additional uses. Great streetscape exposure and close to the Downtown Core and GO train station. MLS



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- Open & Bright Impressive Kitchen, Dining & Living Areas
- Loft Office / Bedroom with Skylight & 3pc Bath
- New Primary Bedroom w/ Wall to Wall Closets & 5pc Ensuite
- Amazing Property with Majestic Views - 2 Mins to Hwy 10

EXCLUSIVE LISTING


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- 942 Sq Ft One Level Apartment or Business Studio
- Main Living Room with Beamed Cathedral Ceiling
- Large Bank Barn Currently Set-up As Office / Warehouse
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- Excellent Work / Live Opportunity or Income Potential

\$ 2,300,000 AMARANTH



PRIVATE ESTATE ON 2.66 ACRE LOT

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- Open Kitchen & Dining w/ Large Island & W/O to BBQ Deck
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\$ 1,200,000 HILLSBURGH



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\$ 1,500,000 SINGHAMPTON



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82 DIANE DRIVE, ORANGEVILLE



Gorgeous true bungalow, Hardwood floors, newer roof, newer windows and fully fenced back yard backing onto Lions park. This one has an inground heated chlorine pool. Great location and ideal for empty nester or large family. Basement is mostly finished with full bathroom.

50 THIRD ST, BUILDING G, ORANGEVILLE



Great investment opportunity. Legal 4 plex with AAA tenants. 4, 2 bedroom units are carbon copies of each other in a very commuter friendly area. Well updated units with great rents and long term tenants. En-suite laundry in each unit with 1 parking space per unit. Tenant pays utilities as well. Walk to shopping and it sits on a bus route.

953484 7TH LINE EHS, MONO



Have you ever dreamed of living in the country but still close to all amenities? What about views of the countryside so beautiful that they will take your breath away. This home and property has it all, sprawling bungalow with walkout finished lower level, detached garage with private deck behind it. Loved by the same family for many years, this one is just gorgeous.

234 HOWARD CRES, ORANGEVILLE



Main floor and upper level of a detached home with 4 bedrooms and 3 bath. Freshly painted, new carpets on 2nd floor and staircase, private main floor laundry room, and Walkout from kitchen to a big deck looking out to the ravine. Includes hydro, gas, water. One parking in driveway.

307 DOGWOOD ST, ORANGEVILLE



In the heart of Montgomery Village sits this very well updated, detached home that is close to all that makes the west end so desirable. Over 30k was spent on some very nice features and all appliances replaced in 2020. Close to schools and Rec Centre, this home is achievable for first time buyers.

10 TAMARACK COURT, NEW TECUMSETH



Welcome to Tecumseth Pines, your retirement home is here! Cute as a button Bungalow. All renovations done in 2020, 2 very good size bedrooms one with a walk in closet. Great open concept Living /Dining, New kitchen with quartz countertops, All new appliances. Enjoy the outdoors with a great deck. Freshly painted neutral colours, all windows with Zebra Blinds. You will fall in love with the location! 55+ Community.

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Ask A Realtor



Is the market changing?



After two years of a seller's market in the region, a change in interest rates as well as some pre-pandemic normalcy returning to everyday life, maybe turning the real estate market around as we head into a more balanced situation in the region.

The local market has seen record prices and bidding wars ever since the pandemic took hold with many people from larger urban centres hoping to relocate to the area.

This meant sellers could plan for a very-quick sale with buyers lining up to outbid each other on available properties.

After record low inventory over January and February, the market is seeing a surge in available properties in Orangeville as well as across Dufferin County.

During the winter, listed properties in Orangeville dropped down to less than 20. That number has risen to 56 in the third week of April, with Dufferin County seeing 192 properties listed at the same time.

The increase in inventory can also be contributed to part of the spring market traditionally being the time-of-year when activity increases and more people place their homes up for sale.

While the market is still very robust with a lot of activity, the changing market means sellers and realtors must be increasingly diligent when it comes to setting the asking price for a home.

Interest rates went up .25 percent at the end of March, then followed by another .5 percent a few weeks later. There are two more hikes in interest rates planned for this year.

While those figures may not sound like a lot, it can make a big difference to someone who is planning on paying over \$1 million for a home.

During the seller's market of the past two years, the rates had remained low allowing people to plan their purchase based on those rates.

As a result, homes listed for sale on the local market are not selling as fast as they were the previous year. It is now common to see a new listing on the market for 30 days.

The bulk of properties in Orangeville are in the \$700,000 to \$900,000 range, with some properties selling for less and others selling for more. Quite often the more expensive properties are getting more offers and selling faster.

While it is still considered a seller's market, it is slowly moving to what could be considered a balanced market.

As the province relaxes restrictions as the pandemic winds down, the real estate market has responded accordingly.

While many people decided to make-the-move to a more rural location when they started working from home, a shift in what employers expect has now, at least somewhat, reversed that trend.

Many employers have started requesting employees now return to working from the office rather than home. With the soaring price of gas and commuting time, many people have decided that living a considerable distance from your job just wasn't worth the effort.

Many people who considered making-the-move to the country have decided it may be better to stay where they are, so the pressure on the local market has eased as fewer people are thinking about moving.

Realtors and home sellers must now explore new strategies when placing a home on-the-market.

A seller who saw their neighbour achieve their asking price a few months ago – may not have the same success and may have to reconsider what their home is now worth and what someone is willing to pay.

Some properties in the region are still selling for over the asking price – however that situation is becoming less common.

The real estate market is always evolving, with highs and lows played out over the years.

The local real estate market is still strong and robust – however there seems to be a trend indicating it could become more balanced over the next several months heading into the summer.

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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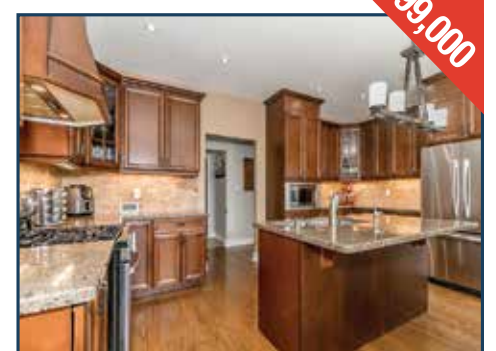


FEATURE LISTING

61 BROOKHAVEN CRES, EAST GARAFRAXA

\$1,899,000

Located in one of Dufferin County's most desirable neighbourhoods, Situated on a 1.4 acre lot this sprawling executive bungalow literally has every comfort feature one could ask for. This area has long been the desire of many with its large homes and big property. This home features large bedrooms, gourmet kitchen, private backyard, large finished basement and close to schools, shopping and all that makes this area so wonderful.



Low-cost ways to revamp living areas

Home improvement projects require a substantial financial investment. But just because a homeowner wants to bring a fresh look indoors doesn't mean he or she has to break the bank along the way.

Living rooms are some of the most frequently used spaces in a home, and they can use an update from time to time to stay on trend or to make the area more functional for a changing family dynamic. Here are some budget-friendly ideas for breathing new life into living room designs.

ESTABLISH THE BUDGET

Homeowners should figure out how many dollars they can designate for a living room makeover before purchasing supplies or hiring out the work. Figure out the scope of the remodel, visit stores or suppliers to price out materials, get estimates from contractors, and then plan for some unforeseen circumstances along the way to determine if this type of renovation is affordable. If not, scale things back until the project more closely aligns with your budget.

CHANGE THE PAINT COLOUR

Lighter and brighter colours are on-trend. A can or two of paint can do wonders for updating a space without a large financial commitment. Pair that new paint colour with new window coverings and complimentary throw pillows to pull the theme together with minimal expense.

UPDATE THE FLOORING

Tired, outdated carpeting or another flooring can use an overhaul. While solid hardwood flooring may be preferable, many types of laminate flooring mimic the looks of popular wood colours and styles for a fraction of the cost. Plus, many are sold at home improvement retailers and even at warehouse clubs or online for reasonable prices. Laminate

flooring also may be a potential DIY job for a skilled homeowner, saving even more money.

INTRODUCE A FIREPLACE

Fireplaces were once hot commodities, but that popularity waned in the 1970s and 1980s. Homeowners with chimneys may discover a fireplace was boarded over and the bare bones still exist that can be renovated to bring back character. There also are ventless freestanding units that are quite affordable that can mimic the look of a built-in fireplace.

REUPHOLSTER INSTEAD OF REPLACING FURNITURE

There's no need to throw away quality furniture if the fabric is the only thing impeding design. New upholstery or even a slipcover can update designs.

CONQUER CLUTTER

Rather than adding something to the living room, remove clutter to give the room a more airy feel. This can instantly change the look of the room. Use cord covers to tame plugs for electronics and remove unnecessary furniture from the room.

IMPROVE LIGHTING

Another easy and often inexpensive fix is to change lighting fixtures, including using brighter, more energy-efficient LED bulbs, and to assess lighting needs to eliminate dark corners of rooms that can make the space seem drab.

Living room spaces in need of an update often benefit from improvements that go easy on the wallet.



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REAL ESTATE BUBBLES

Past and present

In 1989, Canada's real estate prices had a 5-year increase of 113%.

UNEMPLOYMENT was at record lows, immigration was high, and people were buying. They were also speculating. They were expecting prices to continue that trend. This speculation created an artificial demand that was not sustainable. Developers tried to take-advantage of the hot markets by overbuilding condos, mostly in the GTA. Interest rates in the late 80s for a 5-year fixed peaked at 12.7%. Suddenly, immigration dropped, unemployment increased, and Canada found itself in a recession. The Bank of Canada was blamed mostly for the recession with its interest rate policies. By 1996, house prices had dropped by an average of 40%. It took 13 years for the prices to recover.

In 2008 the Canadian Real State market took a minor dip. Sales dropped by 40%, but prices dropped - only 9.5% on average. It recovered quickly.

In 2022, we have an unusual combination of influences. Recovery from Covid 19, expected high immigration, interest rate hikes, low unemployment,

and a very hot real estate market. What does this mean? What could it mean? Yes, we could see a drop in real estate prices. I believe pricing today is overheated. Properties are being sold for more than they are actually worth. A 20% drop would be realistic. Those prices would be reasonable. More listings and lower prices could keep our real estate market going strong. A 20% drop would probably put the market where it should be. Interest rates at 4% to 5% would also be where they should be. I would not call this a crash, but - a correction - that is due.

Is Real Estate still a great investment? Absolutely.

- Image by Angelo Rosa from Pixabay



30
YEARS
1992 - 2022

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\$965,000



SPRING INTO ACTION!

Fabulous 4 level backsplit home backing onto walking trail. Enjoy 3+1 bedrooms & 3 full bathrooms & multiple walkouts.

Spacious kitchen/dining room has side door to private deck perfect for BBQ.

Lower level family room features gas fireplace and walkout to rear patio and fenced yard. Basement offers lots of off-season storage & hobby/work space.

\$849,900



GET SET FOR SUMMER

Incredible opportunity for detached home in Orangeville with loads of living space on 4 levels and large lot 60' x 110'.

Spacious foyer leads to main floor family room with door to yard and also has convenient access to single car garage.

Enjoy 4 bedrooms on the upper level with main bath. Great addition of bright dining room with vaulted ceiling and walkout to rear yard. The list goes on ...

\$599,900



HIT A HOME RUN!

Fantastic home for first time buyers or downsizing – end unit townhouse with private rear patio and single car garage. The home features spacious kitchen with walkout to rear, 3 bedrooms, 2 full bathrooms, partially finished basement.

\$2,700,000



SURROUND YOURSELF WITH LAND

A beautiful setting with potential for your residential, agricultural or equestrian plans.

Check out this large parcel located in central East Garafraxa, approximately 83 acres of land with a gentle slope toward the creek that runs through. About 49 acres of workable farmland and balance in mixed bush area. Some random tile drainage and rotating crops.

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It's the **MARKETING**, the **EXPOSURE**, the **RESULTS!**

Our Award Winning agents have over 80 years of combined experience at your service! Caledon, Mono, Adjala and surrounding areas.



3 BEDROOM SEMI DETACHED HOME

This well maintained home features a large self contained in-law suite with separate entrance. Owner occupied - no tenants to assume. Centrally located in a family friendly neighbourhood with parking for 3 cars, fully fenced back yard, decks, garden sheds, BBQ gas line, includes 2 fridges, 2 stoves, 2 washer/ dryers. Furnace 2015, AC 2021, Roof 2014. Lower level updated approx. 8 yrs ago - large open area, kitchen, wood stove, 3 piece bathroom, ample storage, den, 2 new windows & laundry. Kitchen cabinets replaced 2021. Would easily convert back to single dwelling. **ORANGEVILLE \$849,900**



STUNNING RAISED BUNGALOW

This home features open concept living space. On the upper, raised level is a floor plan ideal for entertaining which features a living room, dining room & fully-equipped reno'd kitchen with white cabinetry, subway tile backsplash, quartz countertops & large island for additional countertop space. Just off main living space is the primary bedroom with tons of closet space, 2nd bedroom & a shared 4-piece bathroom. In the lower level you will find the large rec room with a fireplace, 3rd bedroom & 3-pc bathroom. Also located on this level is the utility room, laundry room & plenty of additional storage space. The backyard has a raised deck with storage underneath. Ideally situated in a family friendly neighbourhood with a separate side entrance, this home is close to schools, shopping, Rim Park, walking trails, St Jacobs Market, a golf course & features easy highway access. **WATERLOO \$799,000**



2+2 BEDROOM BUNGALOW IN CALEDON

Private, peaceful sun filled country setting amongst the trees on 9.7 acres. Enter through the gates to the long paved driveway that leads to a tidy bungalow with a walk-out basement. Generous sized 2 bedrooms on main level, spacious kitchen with walk-out that opens to an isolated deck & an oversized living room with huge windows that allows an abundance of natural light to shine in. The lower level walk-out could be just what the teenagers are hoping for or earn some income & rent it out. There are 2 large bedrooms, one with an ensuite & another 2 pc, as well as a wood burning fireplace in the spacious living room. Large fenced in yard for the dogs & a 20x40 ft workshop that allows storage for all those tools & toys! Plenty of room to enjoy living in the country. Situated in the rolling hills of Caledon with 2 road frontages, tucked away on a quieter side-road. Close to grocery, shopping, airport & downtown Toronto. Prime location! Come & have a look- the potential is endless! **CALEDON \$2,499,999**



3 BEDROOMS, 3 BATHS, 4 OUTBUILDINGS, 99.5 ACRES

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, shop, 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**



92.84 ACRES WITH 70 ACRES OF USABLE FARMLAND

2011 custom bungalow with country views & 8000+ sq ft of living space-built with quality materials. 6 bedrooms, 6 baths, high ceilings, hardwood & ceramic floor give the home a palatial feel. Kitchen with built in appliances, custom island & open to vast light filled great room. Finished basement with 2nd kitchen, rec room, multi walk-outs. Long drive wired for lights, gates & camera. Well landscaped with fruit trees & gardens have drip irrigation system. 2 furnaces (1 for each level). Close to Orangeville, Headwaters Hospital & Hwys 9&10! A great investment. **CALEDON \$6,279,000**



57.91 ACRES JUST WEST OF ORANGEVILLE

A family run golf course with frontage on 2 roads. 9 full length holes with flat green fairways separated by groomed pine trees. Ample parking lot, pro shop with storage area, fleet of gas powered carts & featuring Real Estate's Investments favourite word: potential. Development in The Town of Orangeville has pretty much reached its city limits, the surrounding area is the next potential opportunity for development. This is a chance to own almost 60 acres, but also have the ability to create something special. This is a pretty property with long views of the surrounding countryside and it's an ideal spot for future enjoyment! **AMARANTH \$6,999,000**



WHAT SETS YOUR REALTOR APART?

There are currently over 78,000 registered Realtors that are part of the Ontario Real Estate Association. There are myriads of Real Estate Brokerages out there from Household names like Re/Max in The Hills to Uncle Bob's virtualoffice.net (this particular website was not vetted for accuracy but I believe you get the gist). There are even new ones out there claiming to take all the stress out of the process by somehow handling the sale of your home while you enjoy the easy life living in your newly purchased home (this one is intriguing but sometimes old clichés come to mind "if it sounds too good to be true.... it probably is!").

So many choices! Like many things in life when there are so many options it can make it hard to decide which is the right choice for you. That's generally when it comes down to what type of person you are. Is the lowest price for a service the most important aspect when you make a decision? Do you think it's important to have real experience at the job you want someone to perform? Do you care if the company is part of your community? Do you think about what the company you are going to hire stands for?

LOWEST PRICE: remember the saying "you get what you pay for", well the same holds true for realtors. If there is not much in it for the Realtor, how

invested in your good fortune is someone going to be? And what are they going to do for you? I think a good analogy is that it's like buying cheap tires for your car. At first they look just as good as the more expensive ones! They work ok but when you need to make a sharp turn and one of those tires ends up blowing out on you it's too late to go back now and the money you saved is now being spent on repairs to your tottered car or worse!

NO EXPERIENCE WITH RURAL REAL ESTATE: selling a townhouse in Eto-bicoke is not the same as selling 50 acres in the heart of the Niagara Escarpment with a Tributary of the Credit River flowing through! Septic tanks are not the same as city sewers! Leave your hose running in the middle of summer with a dug well...not generally a great idea. I can't tell you the times of hearing stories from home sellers that learned the hard way about the not so subtle differences of Rural Real Estate, more often than not the words "I had no idea" flow through the air. They now have experience but perhaps if they had the guidance of someone with sales experience their introduction to country life may have been a little smoother.

OUT OF TOWN: how well can someone know your area if they have to drive an hour just to get here for a showing? Do they know what options

for schools there are, French Immersion etc? Do they know what options there are for day care? Who has the best pizza in town!!!!???

WHAT DOES YOUR REALTOR STAND FOR?

Getting the job done and having it done properly, with integrity are not the same. Does your Realtor contribute to your community? Do they support any charities? Right now the Chris Richie Group is in the middle of another campaign to raise funds for the Headwaters Hospital, \$100 from every sale in spring will be donated. We also have supported the Children's Miracle Network, for over 20 years a portion of our sales go the Hospital for Sick Children, a place no one ever wants to go but if you must, we are so fortunate to have such a place. In addition we are proud supporters of local sports teams and charity events like the Salamander Festival, Coldest Night and the Caledon Fire Station Open House to name a few.

The Chris Richie Group has been part of the Community and helping clients buy and sell property by Referral and Reputation for over 30 years. When it's time to sell your family home call the ones that will treat you like family, your neighbours at The Chris Richie Group.

PUTTING SOLD SIGNS ON HOMES FOR OVER 30+ YEARS!

THE **CHRIS RICHIE** GROUP