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RESALE HOMES COLLECTIONS

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King Weekly Sentinel • www.kingsentinel.com



A Collection of Excellence

What does a client need from their brokerage?

When he set out to start his own boutique brokerage, broker-owner Angelo Ferlisi sought to answer this question with excellence. After working for a large-scale brokerage from the outset of his career, Angelo knew first-hand how easy it is for an agent's unique skill to be lost in the hustle of 100+ employees. Angelo wanted a smaller experience, where a group of realtors could support each other without the rigid structure of a real estate team, while simultaneously being able to develop and uplift their own personal brands. And so, The Collection was born.

The Collection is a group of affiliate agents, all offering their individual expertise within the field to create a brokerage that can support any and all clients. It was important to Angelo to build a group that lives where they work, and he has succeeded in forming a conglomerate of small business owners who are experts in their areas. This expertise is critical in the current market and has been proven to protect and promote the best interests of the brokerage's clientele.

As we enter late 2022, the real estate market seems impossible to follow, and the thought of buying or selling can send clients spiralling. It seems like by the time they have a grip on the market and have planned their next move, things have already changed. These anxieties are a difficult reality, especially during a time of

...every client that The Collection represents is given the highest level of care and service, resulting in successful transactions even, during economically difficult times...

economic recovery, and it can make them feel stagnant and left without any options. These difficult times are when The Collection shines brightest. By engaging with the most skilled third-party services in the industry and leveraging the connections and professional circles of each agent, every client that The Collection represents is given the highest level of care and service, resulting

in successful transactions, even during economically difficult times.

It's clear that The Collection is a world apart from both the mega-brokerages and the smaller teams we see throughout the industry. By allowing each agent to market themselves in their own unique way and encouraging a collaborative space for each agent to grow, The Collection has succeeded in creating a space for the elevation of both their clients and their agents. With Angelo at the helm, it's clear that The Collection will continue to reshape real estate in Southern Ontario, setting the bar for other boutique brokerages and asking itself "How can we be even better tomorrow?"

- Submitted by Angelo Ferlisi, Broker, Forest Hill Collection, Brokerage
www.ferlisirealestate.ca

THINKING OF BUYING OR SELLING?

Amanda Lombardi

Sales Representative

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MARKET UPDATE - JULY 2022

AURORA

AVERAGE SALES PRICE

\$1,371,558

AVERAGE 21 DAYS ON MARKET

NUMBER OF SALES

62

130 NEW LISTINGS

SALE TO LIST RATIO

96%

YEAR OVER YEAR % CHANGE

16.60%

KING

AVERAGE SALES PRICE

\$1,664,046

AVERAGE 22 DAYS ON MARKET

NUMBER OF SALES

20

70 NEW LISTINGS

SALE TO LIST RATIO

96%

YEAR OVER YEAR % CHANGE

11.44%

*The statistics provided were obtained from the Toronto Regional Real Estate Board's Market Watch JULY 2022. Summary of Existing Home Transactions for All Home Types JULY 2022 + Focus on the MLS Home Price Index for Composite for York Region's Aurora and King.

The current market is still experiencing low inventory and while interest rates are higher - the end result for buyers is their mortgage payments will remain the same with the purchase prices being lower. There will be a slight difference in how much interest you are paying versus how much principal on your monthly mortgage payment. This is a market that is not a crash but rather a correction. We believe it is still a very good time to sell and purchase real estate.

- Provided by Key Advantage Team Royal LePage RCR Realty
Susie Strom, Sales Representative
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* Not intended to solicit buyers or sellers currently under contract.



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Michele DENNISTON
REAL ESTATE GROUP



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Michele Denniston, Broker

5 costly mistakes to avoid when selling your home

We understand making plans to sell your home can be an overwhelming process.

From completing cosmetic fixes and renovations to completing the listing process and setting aside closing and moving costs, it can be a lot to prepare for a first-timer. That is why we want to share some advice so you can save money and undergo the selling process more smoothly. With twenty-plus years of collective real estate experience in the King and surrounding regions, The Michele Denniston Real Estate Group will use our expertise to illustrate the top costly mistakes you can avoid when selling!

NOT CONSIDER PROFESSIONAL STAGING SERVICES
It makes sense for every seller to take time before listing your home to optimize the look and feel of your space. However, after the decluttering process, it is always valuable to work with a team who offers complimentary professional staging or hire one yourself! Stagers have a trained eye to make spaces bigger, more functional and look more appealing to buyers. By adding in greenery, incorporating specific colours, textures and materials and moving furniture around, your home will appeal to more buyers and look better in the photo and video content.

PINCH PENNIES FOR PHOTOGRAPHY & VIDEOGRAPHY
Photography and videography content has never been more critical when listing your home. Since the onset of COVID, online lookbooks, MLS photos and

marketing listings on social media channels have drastically increased clicks. We advise our clients to choose high-quality creative teams and not skimp on cheaper options for their video and photos! Although some may overlook the value of high-quality, professionally taken photos and video, our team agrees that these elements have helped our clients save money and time in the long run. Don't use iPhone cameras or inexperienced photographers when it comes to one of the most significant transactions of your life! It is imperative that you properly invest in photo and video content so you can successfully market and showcase your home to buyers!

SETTING AN UNREALISTIC PRICE
It is safe to say the market is forever changing. Some clients may be able to wait until there is a more favourable market to list their home, although others may have more restrictions and pressure to sell their homes. Considering this, it is essential to have realistic expectations regarding your home's pricing. If you work with a realtor who has experience in your neighbourhood and with your type of home, they can recommend an accurate price and offer comparisons on why that specific price makes sense. Pricing too high often leads to homes sitting on the market for extended periods, ultimately lowering the buyer interest and long-term revenue you will make.

GETTING TOO EMOTIONALLY INVOLVED
You have spent considerable time in your residence, where you have collected memories and attachments to the space, no matter how long you have lived there.

We understand coming to terms with selling to a new owner can be an emotionally triggering experience at times. Having strong emotional attachments isn't bad, but allowing your feelings to affect the pricing, negotiating, and closing process can be costly. We recommend hiring a real estate group you can connect with and trust to ensure the overall selling process is the easiest and smoothest it can go!

NOT HIRING A REAL ESTATE SALESPERSON OR BROKER
Many sellers want to forego commission costs and decide to list and sell their homes themselves. For-Sale-By-Owner home sales statistically stay on the market much longer and often sell far less than what they were listed or what they are worth. The paperwork, the closing procedures, and negotiations may take much longer or not be as successful as if you work with an educated, qualified and licensed professional. Our clients and our team can guarantee that the small commission costs you allocate to your agent will be worth it than going through this substantial transaction on your own!

OUR ADVICE TO YOU
By working with an experienced real estate team who knows the ins and outs of selling and what mistakes you can prepare for and avoid when selling your home, you will experience a painless and positive selling experience! If you have any questions about the selling process, what to expect in the shifting market or would like a free home estimate, our dedicated team is pleased to chat with you! Visit us

at 50 Doctor Kay Dr. Unit C-22 in Schomberg or call Michele directly at (416) 433-8316! We are committed to providing you with honest, reputable and top-tier real estate service; we look forward to working with you soon!



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RESALE HOMES COLLECTIONS

Where to add luxury to your home without breaking the ban

(NC) Many people are still spending more time at home than we ever have before. For luxurious and inviting renovations to upgrade your home in style, here are a few great ideas.

DELUXE LAUNDRY ROOM

Make the space tidy and efficient by organizing with open shelving, baskets and hooks. Then add a touch of

extravagance by ditching the fluorescent lighting and opting for a chandelier and recessed lighting instead. And for the walls, neutrals can make the space feel fresh and clean while a bold wallpaper can add some fun.

LAVISH NOOKS AND CRANNIES

Forgotten spaces can become conversation starters with the right furnishings and décor. Is there an awkward nook in your hallway? Upcycle a delicate vintage dressing table and add a statement mirror to create a staging area to check your hair and makeup before you head out. Is there a window in a neglected corner of your living room? Add a large potted plant with bright foliage for effortless character or set up a pretty chair and cozy blankets to create a cute reading nook.

LUXURY BATHROOMS

Bathroom renovations traditionally have a very high return on investment and are one of the most popular rooms for makeovers. The upscale spa look is a favourite for a reason — it evokes feelings of comfort, wellness and relaxation that are normally a rare treat. To get the look at home, invest in deluxe towels and bathrobes, soft glowing lamps and even a statement bathtub, such as a classic clawfoot. In terms of materials for flooring, walls and backsplashes, concrete, stone, wood, glass and ceramic are all great choices.

ELEGANT EXTERIORS

Improving curb appeal can do wonders for the first impression made by your property, while delivering strong



returns. Freshening up your front door with a coat of paint and a new knocker or hardware is an easy step to get started. Further, replacing your siding with stone veneer may sound expensive, but it's one of the most cost-effective ways to give your exteriors a grand transformation. Shouldice Designer Stone's Estate Stone is a great choice for designer stone veneer. It comes in 11 luxurious colours to help make a bold style statement and bring unmatched value to your home.

www.newscanada.com



3 tips for a more relaxing home

(NC) We all want to feel comfortable in our own home. But sometimes stress and frustration can creep on in — especially after many of us have spent extra time at home over the last couple of years. Here are three simple ways to help you find more peace and relaxation at home.

1 ADD A SENSE OF NATURE

Whether full fiddle leaf figs or smaller trailing pothos, the 70s houseplant trend is back in a big way — and for good reason. Many plants offer air-purifying properties that keep your spaces fresh, adding oxygen and bringing a reminder of the natural world outside the walls of your home.

If living plants aren't your thing, try adding natural colours and textures to your home, such as soothing sage green or rattan rugs or baskets.

2 GET A HANDLE ON CLUTTER

Unused items hanging around your home, such as random papers or knickknacks to extra clothes or toys — they not only crowd your space, but they also clutter up your mind as well. Take some time to get rid of what you don't want or need. You can sell or donate items in good condition and recycle or toss those that aren't. Make sure items you do keep, like mail, shoes or books have a place to be stored so you're less tempted to leave them hanging around.

3 SET A CLEAN ROUTINE

According to a recent survey commissioned by Libman, more than 90 per cent of those surveyed claim to feel more relaxed when they have a clean home. So, whether you're looking forward to a big clean or would rather put it off, remember that it will have a great benefit to your mental health in the end.

For tough tasks like scrubbing bathroom grout and tiles, try out Libman's Small Scrub Brush. It has strong polymer bristles for strength and efficiency as well as an ergonomic handle. Plus, it's dishwasher safe, so you can reuse it often without worrying about spreading old mold or germs.

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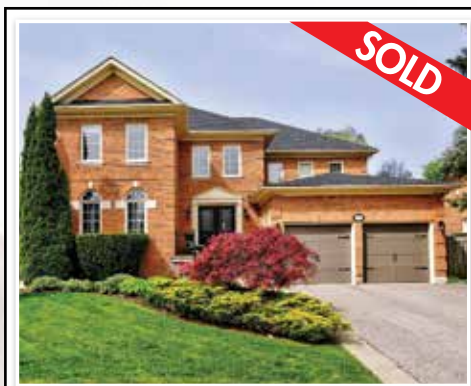
135 CORNER RIDGE ROAD, AURORA
\$1,898,000



42 CORNER RIDGE ROAD, AURORA
\$1,649,000



37 VISCOUNT WAY, MOUNT ALBERT
\$1,299,000



896 TEGAL PLACE, NEWMARKET



167 KEMANO ROAD, AURORA



92 AUTUMN WAY, AURORA

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- #1 Real Estate Team in Aurora*

*Based on sold units & volume in Aurora from Jan 1 - Dec 31, 2021 from IMS incorporated Statistics



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**RESALE
HOMES
COLLECTIONS**



Can you afford to buy a home in a hot housing market?

(NC) Owning a home can feel like an important milestone, providing a sense of control and stability over your future. It can also be a point of pride and an investment in your equity. And yet, sky-high housing prices across the country often make it feel impossible to afford a home.

In fact, the amount Canadians expect to pay for a house has increased by \$100,000 over the past year according to a recent survey by BMO. With buyers across the country expecting to pay an average of \$588,000 for their property, it's natural for would-be buyers to question their options. Here are some tips to help you figure out if you can afford to buy.

CONSIDER WANTS AND NEEDS

Take time to think about the kind of home you want and what you are willing to compromise on. Asking yourself questions can help you figure out what's affordable for you. For example, are you willing to pay more for a prime location, or will you be just fine buying further afield? Do you plan on living in a new

home for decades or only a few years? Be realistic with yourself and understand you may have to make some changes to this list or make sacrifices down the line. But at least you'll know where you draw the line when it comes to affordability.

CALCULATE BUDGET

Take stock of your financial position and research what your mortgage could look like. Remember that you will have to pass a stress test to qualify for a mortgage so double-check what you can afford based on that qualifying number, not on what you make. There are plenty of online calculators that make it easy to figure this out. And when you know what you're working with, consider getting pre-approved for a mortgage. That way you'll officially know your budget, you'll be ready to act fast when the time comes, and you'll have time for due diligence.

ASK ANY QUESTIONS

There are many factors that influence what you can afford to pay for a home, from your credit score to the type of mortgage you choose and the size of your down payment. Everyone's situation is unique, so it can help to discuss your options with a mortgage broker or specialist. Do your research ahead of time and be prepared with questions about your options.

Find more information at bmo.com/mortgage.

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RESALE HOMES COLLECTIONS

Tips for increasing your home's value

MONICA STOHR is a local realtor with more-than 33 years of experience as a top producing realtor in the Top 1-2% of Royal LePage Realtors throughout Canada yearly. Proper home preparation is key. Let her success in this area guide you to a higher value when selling.

INSPECT IT

Not every home improvement is cosmetic. Deteriorating roof or eavestroughs, outdated electrical systems — you can't fix it if you don't know it's broken.

Hire an inspector to check out the areas of your home that you don't normally see.

They may discover hidden problems that could negatively impact your home's value.

Small problems (such as a hidden water leak) can become big, expensive problems quickly; the longer you put off repairs, the more expensive those repairs will be.

PAINT, PAINT, PAINT

One of the simplest, most cost-effective improvements of all is paint!

Freshly painted rooms look clean and updated — and that spells value.

When selecting paint colours, keep in mind that neutrals appeal to the greatest number of people, therefore making your home more desirable.

PLANT A TREE OR ADD LOW-MAINTENANCE LANDSCAPING

If you aren't planning to sell your house today, plan for the future with a landscaping improvement that will mature over time.

No question that shrubs and colourful plants will add curb appeal to any home.

SAVE THE POPCORN FOR THE MOVIES

Few structural elements date a house more than popcorn ceilings.

So dedicate a weekend to ditching the dated look and adding dollar signs to the value of your home.

NOTE: some older ceilings could contain asbestos, so before undertaking this project, have yours tested by professionals.

Removing a popcorn ceiling may not seem like a big change but one of the keys to adding value to your home is to repair, replace or remove anything that could turn buyers away.

CLEAN UP THE LAWN

Overgrown or patchy lawns and oversized bushes will cause your home to stand out — in a bad way. The good news is that taming your jungle is an easy fix.

Do it yourself or hire a lawn service company. Your curb appeal will go from messy to maintained without blowing your budget.

CLEANLINESS COUNTS

The old adage that you only get one shot at a first impression is true.

So, make the interior of your home shine from the moment someone walks through the door.

Hire a cleaning service for a thorough top-to-bottom scrubbing.

Even if you clean your home regularly, there are nooks and crannies that you may miss or overlook.

Let a cleaning service do the dirty work to really make your home sparkle.

VISUALLY INCREASE YOUR HOME'S SQUARE FOOTAGE

The size of your home dramatically affects the value, but square footage isn't the only space that counts.

Visual space or how large a home feels also counts. Remove heavy dark draperies - a sunny room feels larger and more open.

Try adding a single large mirror to a room to visually double the space.

Finally, clear the clutter.

SMALL BATHROOM & KITCHEN UPDATES EQUAL A BIG RETURN

Kitchen & Bathroom updates are always a smart move.

Even if you can't afford a full remodel, small changes such as new lighting, quartz counter with under mount sink, new plumbing fixtures, painting the cabinetry and adding new hardware can update the room without denting your wallet.



REPLACE STAINED CARPETS/ SCRATCHED HARDWOOD

Are your carpets stained and worn? Hardwood scratched and showing too much wear and tear? Nothing turns buyers off more than the thought that they will immediately need to replace all of the floorings in a home. Try inexpensive laminate or replace carpet for a fresh updated look that will make a large impact on Buyers.

KEEP UP WITH REGULAR MAINTENANCE AND REPAIRS

Walk around your home and make a list of all the little things that are broken or in need of repair. Individually, small repairs might not seem important, but if every room has just one thing wrong, those can add up to create the impression that your home has been neglected. If you can't tackle the repairs properly yourself, hire a handyman for a day and watch your "to do" list disappear. Staying on top of maintenance today eliminates problems down the road should you decide to sell.

Monica Stohr

Sales Representative

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*As per gross closed commissions 2019 from Royal LePage Services Corp.



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**RESALE
HOMES
COLLECTIONS**



Ask The Big Tuna



By Julien Laurion
The Big Tuna of Real Estate

Dear Julien, I may have to relocate for my work, and if I do, I cannot afford to keep my property here in Aurora and another in the new city.

This makes me kind of nervous because if I have to list my property, it will not be in one of the 'hot' markets, in fact, they say this is the big 'correction' in the market.

Could you provide some insight?

Thank you in advance, Cookie Monster.

Cookie Monster, are congratulations in order?
I hope that this potential relocation is something you are looking forward to!
Yes, that is true, while listing your home in January, February, or March may not be the 'hot' time to buy and sell in cold climates, such as Aurora, I would not be discouraged.
Historically and logically, sellers prefer to list their homes during the peak market time, for example, the spring and fall months.
However, the market right now is quite different than in the past.
The demand for affordable homes is HIGH!

Additionally, the rise in interest rates has also removed a lot of investor buyers from the market.
In turn, for those who are prepared and can afford the new interest rates, there is a lot of quality home out there, and a lot of sellers are willing to negotiate.
However, due to the lack of qualified buyers, supply is dwindling all around the GTA.
Compared to 2020 the number of properties that were listed at this time is down by 18%.
It was a seller's market last year where supply didn't meet demand, and we are now seeing a trend towards a buyer's market once again.
Properties that are priced right, well maintained and

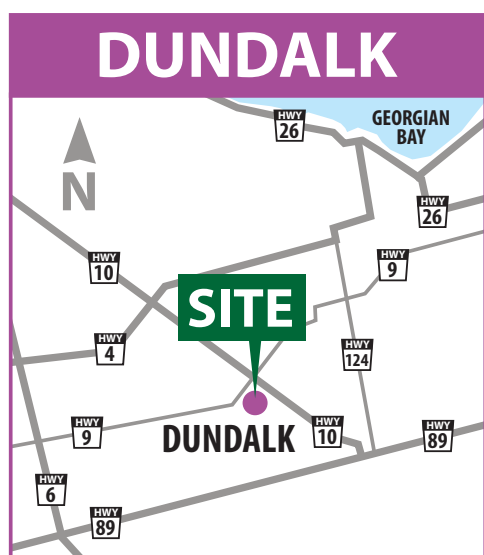
located in good neighbourhoods are selling at a strong price regardless of when the home is listed.
This should be encouraging to you!
While life does not always line up perfectly to market trends, if you have to list in the calmer time of the year, or even an odd year, given the current trends, with good marketing and a great Realtor, you will get top dollar for your home.
If you need to sell, give me a call and we can discuss all the options. You will have a lot of things you will need to worry about with relocating, and you should work with a Realtor who can take the stress out of selling your home. Let me do that heavy lifting! Good luck.

Julien Laurion AKA Big Tuna is a local Real Estate Sale Representative with Royal LePage Your Community Realty in Aurora. I am a real estate agent who has expertise in both Real Estate and Renovations and has been involved in this community for over 20 years. If you have a question for my monthly article or if you are considering buying, selling or leasing a home please feel free to call or email me directly at (416) 402-5530 or julien@bigtuna.ca or by alternatively visiting my website www.bigtuna.ca or Facebook page @bigtunarealty



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FEATURED LISTING

4 bedrooms, 3.5 bathrooms

Upgrades! Features! Spectacular finishes! This home will blow you away with its custom millwork trim and mouldings, chef's kitchen with Miele appliances, designer lighting, and best of all, your dream backyard!



8 MACMURCHY AVE. NOBLETON

\$3,099,000

EXCLUSIVE LISTING

5 bedrooms, 6 bathrooms

This spectacular home is nestled in the sought-after Gates of Nobleton on a rare ravine lot! It's fully upgraded with 10' ceilings, wide plank hardwood, and custom millwork throughout.



21 MCCUTCHEON AVE. NOBLETON

\$2,399,000

NEW PRICE

This stunning 4+1 bed, 2.5 bath property in the Sheardown neighbourhood in Nobleton is situated on a 1/2 acre lot that is waiting to be transformed into your dream oasis!



124 RIDGEBANK CT. BOLTON

\$1,249,000

FOR SALE

3 bedrooms, 3 bathrooms

This beautifully upgraded home in Bolton features a stunning lot that backs onto the Greenbelt! It also features a newly remodelled kitchen and a walkout to the deep, heavily-treed lot.



33 TOTTEN TRAIL, TOTTENHAM

\$799,000

JUST LISTED

2 bedrooms, 2.5 bathrooms

This brand-new townhome is the perfect place to make your own! Featuring upgraded floors and spacious balconies, this newly built space is the perfect investment or family home! Co-Represented with Mike Djogovic



113 STONELEIGH DRIVE, THE BLUE MOUNTAINS

JUST LISTED

3+2 bedrooms, 4 bathrooms

Luxury living in Blue Mountain! This brand new home is just minutes from the slopes, the Blue Mountain Village, downtown Collingwood and beautiful hiking trails. Absolutely stunning with upgrades throughout and soaring ceilings, this is vacationing in style!

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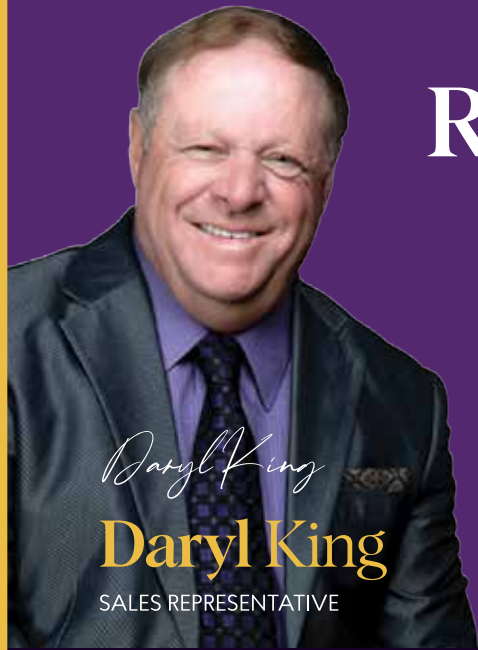
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Only 2 Available. Spectacular Designs. Large Lots. Choose Your Finishes. Private Cul-De-Sac Location in Prestigious Aurora. Asking \$4.888M & \$4.988M.



DESIRABLE SOUTH RICHVALE

85' Frontage. Gorgeous Executive Home with Finished Lower Level. Professionally Landscaped Lot. Close to Yonge St., Hwy 7 & 404. Offered at \$3.998M.



25+ ACRES ESTATE IN KING

Custom Built & Renovated Home with 3 Car Garage, Scenic Land with Barn. Backing onto Centennial Park & Trails. Presented at \$4.898M.



COUNTRY ESTATE IN TOWN

Build Your Dream Home On 3.2 Acre Of Picturesque Privacy in Aurora. Exceptional Views Overlooking Mackenzie Pond. Close to Yonge St & Amenities. Offered at \$2.198M.



10+ ACRES IN BEAUTIFUL KING

Newly Renovated 5 Bedroom Home With Separate Main Floor In-law Suite. Inground Pool and Large Shop with Power. Asking \$3.998M.



EXCELLENT LOCATION

Spacious Freehold Townhome with Finished Lower Level in South Richmond Hill. Fenced Backyard. Walk to Yonge St, Hillcrest Mall, Restaurants, etc. Presented at \$1.018M.



NEW CUSTOM BUILD - LAKE WILCOX

Stunning "Never Lived In" Dream Home Backing onto Ravine in High Demand Lake Wilcox Community of Richmond Hill. Asking \$3.088M.



PRIME COMMERCIAL LOCATION

Excellent Exposure Close to Hwy's 404 & 7. MC-1 Zoning Allows for Several Permitted Uses. Renovated End Unit. Generous Parking Facility. Presented at \$1.1M.



BUILDER'S MODEL HOME

Nobleton's Most Sought-After Neighbourhood. Executive Residence with Magnificent Details & 3-Car Garage (Can Accommodate Lift) Set on 3/4 Acre Lot. Offered at \$2.448M.



BUNGALOW - 2 ACRES

Fantastic Country Living in a Fast Growing Community of East Gwillimbury. Just Minutes to Hwy 404, Proposed Hwy 400 Bypass & All Amenities. Presented at \$1.348M.



10 ACRES - SEPARATE SHOP

Attention to Detail. Recently Renovated Estate Home with Attached 2.5 Car Garage (9ft Ceiling) & Separate Shop With Loft. Quiet & Private Road in King. Offered at \$3.999M.



INVESTMENT OPPORTUNITY

Approximately 10 Acres with 650ft Frontage in Rapid Growing Community. Excellent Income Property. Zoning Permits Many Uses. Close to Hwy 404, Proposed Hwy 400 Bypass & Amenities. Asking \$2.3M.



PICTURESQUE 26+ ACRE FARM

Tastefully Renovated Bungalow. Finished Lower Level In-Law Suite. Separate Garage/Shop With Upper Loft Living Quarters. 2 Stocked Ponds. Desirable Uxbridge Location. Asking \$2.538M.



50' WATERFRONT

Breathtaking Views! Just 10 Mins to Go Train, 40 Mins to Downtown Toronto. No Need for Cottage. Updated Home. Large Private Lot. Dock Your Toys at Home. Offered at \$1.888M.



CONDO WITH STUNNING VIEWS

Almost 1,900sf. 2 Bedroom + Solarium/Den & Open Balcony. Layout Ideal For Entertaining Family & Friends. Prime Yonge & Clark Location in Vaughan. Presented at \$1.2M.

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*As per REMAX stats for Large Residential Teams, March 2022. Not intended to solicit clients currently under contract with another Brokerage.