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RESAL

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What our 2022 rebrand and change to Intercity Realty Inc. means for you!

The Michele Denniston Real Estate Group underwent a few changes in 2022. We want you to know the important things about our recent brand expansion and how it will benefit you!

WHY INTERCITY REALTY INC?

Intercity Realty Inc. is a successful, family-owned brokerage with deep roots in York Region! This renowned brokerage is well supported by award-winning builders and has a long-standing history of success with its clientele in selling new and resale homes.

Additionally, Intercity is an industry leader in pre-construction and new build projects, which is a primary reason why The Michele Denniston Group merged with this unmatched brokerage.

access paired with VIP incentives to new construction projects in the GTA. While maintaining our strong footing in residential resale options, we want to satisfy our clients as their needs change over a lifetime!

We have not heard of any other brokerages or local real estate groups that offer both resale and pre-construction opportunities in King Township, particularly with exclusive early access, VIP pricing and incentives for these new developments.

WHAT IS THE MICHELE DENNISTON **REAL ESTATE GROUP?**

The Michele Denniston Real Estate Group is a collective of highly knowledgeable and dedicated real estate professionals with over 30+ years combined of acquired experience. We have always prided ourselves on adapting to the ever-changing needs of the real estate market, industry competitiveness and

In 2019, we opened a local King office to encourage both old and new clients to visit and easily access up-to-date information, acquire expert advice and personalize our approach to attain your real estate investing goals. We do this through in-person meetings and phone call consultations. We knew opening an office would only benefit the local community and demonstrate our commitment to you.

REBRANDING IN 2022

Our team and creative professionals understand the importance of strong branding for our seller, buyer clients, and for us too! We crafted a new, refreshed, modern, and team-oriented look to appeal to all clientele, from first-time home buyers to luxury listings. We want our clients to be proud to have our signs on their lawns, and ultimately, to have an advantage when they hire us to market their listings or represent them. We have always strived for our branding to represent class within the industry.

Our goal was to emulate a powerful brand compiled of more than a team, but rather a group of real estate professionals who pride ourselves on perfecting our craft and offering them to you. When you work with The Michele Denniston Real Estate Group, you partner with seasoned and successful brokers, sales representatives, digital marketers, and executive administrative staff. Not to mention some of the best

stagers, contractors, home inspectors, mortgage brokers and real estate photographers/videographers in the industry (Shout out to Stallone Media of King City!).

WE ARE YOUR LOCAL CONNECTION TO **TOP-TIER REAL ESTATE**

We are committed to providing our King Township clientele with the highest level of service, success, and satisfaction in real estate, always getting you from "For Sale" to "Sold," and our brokerage transition and rebrand speaks to just that! Visit us anytime at 50 Doctor Kay Dr. Unit C-22 in Schomberg, or contact Michele directly at (416) 433-8316 or michele@micheledenniston.com if you have any inquiries! We are committed to providing you with expert, reputable and top-tier real estate service; we look forward to connecting with you soon!

*Our team is growing! If you are a licensed salesperson or broker seeking to join a hardworking, successful, and expanding real estate team, we'd love to meet you. Contact Michele or stop by our local Schomberg office



MARKET UPDATE - SEPTEMBER 2022

AURORA

AVERAGE SALES PRICE

\$1,230,281

NUMBER OF SALES

68

124 NEW LISTINGS

SALE TO LIST RATIO 99%

YEAR OVER YEAR % CHANGE

6.79%

KING

AVERAGE SALES PRICE

\$2,182,700

NUMBER OF SALES

19

78 NEW LISTINGS

SALE TO LIST RATIO

92%

YEAR OVER YEAR % CHANGE

7.52%

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

Currently, we have a shortage of inventory and the volume of transactions is down significantly year over year. It is a favourable time for sellers given we have very low listings. There is an opportunity to sell quickly and multiple offers are back on the table for those homes priced well. On the flip side, buyers are also able to take advantage of a market where prices are down considerably from earlier this year.

- Provided by Key Advantage Team Royal LePage RCR Realty

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Debunking Real Estate news in the media: Are home prices *really* down?

Homeowners or not, you likely hear about market updates on the news and in the media.

Recently, we have been hearing a lot about 'home prices being down,' suggesting that homes would not be listed or sold for a similar amount today. The Michele Denniston Real Estate Group cares about providing honest, accurate and transparent information; and will use our expertise to debunk this misconception; read below!

A common misconception is portrayed in the media that real estate prices are down; in actuality, they are presenting that sales/transactions are down, not listing prices. We often have new buyer clients relaying that "prices are down 37%" as per local reports; unfortunately, this is incorrect; as only transactions are.

For example, a condominium building on 123 Main Street was turning over 4-5 units a month at 1.2 Million last October 2021. Now, however, the units on 123 Main Street are still listing and selling at the 1.2 Million mark; however, only 1 unit a month is being sold today.

We saw a surge in real estate sale prices at the

end of 2021 and the beginning of 2022. This drastic growth was primarily due to low-interest rates leading to increased buyer demand and emphasized by the lack of listing inventory.

Additionally, prices skyrocketed an average of 15.89% from November 2021 to March 2022. The "decrease" we see portrayed in the media relates to how much they have "dropped" since that PEAK. If you look at the year-over-year sale price statistics, home prices are up by 13.3% in the 905, despite the drop in transactions which shows a 36.65% decrease in 2022 vs 2021.

NEW LISTINGS ARE STILL GOING STRONG

Also important to note the transactions that are down 36.65% since 2021 do not include the new listings on the local market. New listings are only down 4.86% since 2021, indicating that almost as many new properties are offered for sale as the amount in 2021's surge. However, there are significantly fewer transactions and closed deals.

This means many listings are "sitting" on the market and eventually become terminated due to being unable to sell. This can be due to a lack of marketing, buyer demand, or not attaining a certain sold price coupled with having unrealistic expectations.

WHY IS THIS HAPPENING?

Increasing interest rates are primarily to blame. The higher cost to afford a home overpowers buyers, especially first-time home buyers who still have to pass the stress test and qualify for mortgages at a rate 2% higher than the current rate. Not being able to pass the stress test, inflation, and affording the new local average home price can be difficult when interest rates are demanding.

In King, we are still seeing our listings go into multiple offers, like in 2021, depending on the listings. Building lots and vacant land are in high demand as we have many buyers sitting on the sidelines waiting for parcels to become available for purchase. If you or any local King homeowners are thinking about selling, we have a potential deal for you!

OUR ADVICE TO YOU

Working with a real estate group that knows the hard facts about what's going on in the market is essential. It is our job as experts to debunk common misconceptions

and help guide you to success in your real estate goals. The Michele Denniston Real Estate Group is now booking fall complimentary home estimates. Visit us at Kay Dr. Unit 22 in Schomberg, or call Michele directly at (416) 433-8316 to learn more! 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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(NC) Whether you're in the market for a new house or dreaming about a fresh space, knowing a little about classic home design styles can provide timeless inspiration for your next home upgrade.

Here's a quick breakdown of classic looks and how you can use them today:

TRADITIONAL

There's no one look to set traditional homes apart. Instead, these styles pull from several old-world inspirations to create a stately appearance. Usually faced with stone, stucco or brick, traditional home styles include classics such as Victorian, ranch-style or craftsman houses. Think familiar dormer windows, bay windows, columns and gabled roofs.

MODERN

Modern design has been highly influential. Though it applies to several decades, the term is often associated with mid-century modern designs from the 1950s and 60s - think straight lines, flat or slightly sloping



roofs, open concept floorplans and simple, subtle accents in natural colours and materials.

This style is easy to mix up with modern, as both favour simplicity, clean lines and a connection to the natural world. But contemporary home design focuses on the future, employing of state-of-the-art and sustainable features. These homes tend to mix several materials on one structure such as smooth stone veneer on the exterior walls alongside wooden slats, metallic trim and large rectangular windows.

Home design styles like these are increasingly influencing each other, and the most alluring homes are taking enduring traditional elements and adding a contemporary spin. For instance, add the bright and light colours of contemporary design inside a

usually earthy-toned craftsman for a trendy look; opt for a classic cool Shouldice Designer Stone exterior in a jaw-dropping white to go uber-contemporary; mix materials on more traditional structures to make them feel more engaging and up to date.

You can find more information on how to use stone veneer at shouldice.ca.

www.newscanada.com

Tips for a DIY exterior makeover

(NC) Some of us adore the challenge of a do-ityourself project, while others mainly choose DIY to save money on the latest home design trends.

An exterior update you tackle yourself is a perfect way to satisfy either itch and boost your overall curb appeal. Here's what you need to consider before you get started.

1 YOUR SKILLS

When it comes to DIY, we all have a different level of skill and ability. Be honest with yourself about your capabilities when deciding on the scope of your project. Building a new deck might be simple if you have some carpentry skills, but you might not know the first thing about designing a garden. Don't reject unfamiliar tasks if the area interests you, just make sure to plan time to educate yourself before you get started. Projects that seem complicated may be simpler than you realize.

2 YOUR SURROUNDINGS

When you're dreaming up a whole new DIY look for your exterior, work with what you have. Are there features like trees or slopes you want to highlight or need to work around? Will your landscaping ideas survive in your local climate? What's one change that would bring the whole appearance together? Perhaps it's elegant stone accents to add understated drama, or maybe it's a new mailbox or railing. Remember to look at your home from across the street to see what others will notice about your

3 YOUR MATERIALS

Supplies are an important factor in any project, but for an exterior home makeover be sure to choose quality items that will stand the test of time and endure whatever the weather brings. Look for robust materials like composite decking for your back porch. Mechanically-fastened stone veneer Fusion Stone is a DIY-friendly way to get a durable, low-maintenance and stylish update for your exterior walls. Find more information at fusionstone.ca.

www.newscanada.com







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Julien Laurion has always wanted to stand out from the crowd.

He's also a fan of nicknames, and Big Tuna is one he's known by. So, when Laurion founded his renovation and real estate business, he knew there was only one name that would get the job done: Big Tuna Realty. He said there's no greater feeling than helping someone find their dream home or update the home they're in.

"I try to find ways to always be a little different, and help outrank the Google machine," said Laurion. "My focus is on buying and selling, but I also get a lot of calls from my clients who want my expertise in renovation."

Laurion, who is 36 and lives in Aurora with his wife and children, is known as the "Renovating Realtor" and it's for a good reason. That's because Laurion was renovating and flipping houses before he even became

Julien Laurion's Big Tuna Realty is doing things differently

The 'Renovating Realtor' offers a competitive edge to clients

licensed as a realtor — though as his father is a real estate lawyer, Laurion has always been knowledgeable about all things real estate.

When he's not busy at work, Laurion is a volunteer with the York Regional Police Auxiliary and is an avid runner. He's passionate about the Aurora community as he was born and raised in Town, in the Orchard Heights neighbourhood. Community members may know him from his Flags for Aurora campaign or the Dancing With the Easter Seals Stars event, and Laurion said he always makes time to give back.

When Laurion has the time, he takes on renovation projects himself, and when he doesn't, he has a long list of trusted professionals he has no problem referring clients to. Often in those cases, Laurion will still act as project manager on the renovation.

"For example, I have a client who's undergoing a \$200,000 kitchen upgrade. I'm acting as the point person, using all my trusted contacts to help him get to

his goal," said Laurion. "Right now I have an \$8 million listing in Muskoka that's a private island. That listing came to me because I met this gentleman years ago, and I did a bunch of custom outdoor railings for him."

Laurion's expertise in renovation is a boon for his clients when they're looking at homes together, as he can steer clients away from houses that may look good on the outside but in reality need a lot of work. On the flipside, Laurion also knows when a properties' value can drastically increase with just a bit of renovation work.

"What I really like is when I know that my unique skill set has helped a client out," said Laurion. "For example, last year I helped a young couple buy a house in Aurora. The house needed a lot of work... but it was a five bedroom, five bath and it was priced at \$900,000. I really had to push them hard and be like 'guys, like the minute you put in \$80,000 to this house, you are going to be holding a major ticket item here."

Laurion got those clients quotes for the work that needed to be done before they had even bought the house, so they could factor the renovations into their budget. The clients took Laurion's advice, bought and renovated the house, and it's now worth over

- Written By Zachary Roman

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home design ideas that never go out of style

(NC) Making design choices for your home can be enjoyable and exciting.

But as fun as following interior and exterior trends can be, it's normal to wonder if your choices will stand the test of time. Here are three ideas you can incorporate into various design styles that you won't have to regret.

1 CLEAN LINES

Whether hard edges or soft curves, clean lines are classic and will never not look good. Many of the most popular and established design styles incorporate such simple, elegant contours — from geometric art deco to sleek contemporary to stark minimalism.

Indoors, you can look for modern, low-profile furniture. If you want something a bit warmer and more inviting, incorporate some gentle curves around the home to break up those straight lines. Outdoors, take out busy landscaping and avoid added trim like gables. A simple layout and roofline speak for themselves and will hold their own in the future.

2 TINTS OF WHITE

Although all-white kitchens may be as trendy as they were a few years ago, white looks remain a great bet. White evokes a sense of calm and freshness and allows features or accessories take centre stage around the home. Cooler white tints were dominant for many years, but warmer, creamier shades of white are rising in popularity. The endless variations available in just about any material

from stone to paint ensure you'll find a white tone that works well in your space, inside or out.

3 NATURAL ELEMENTS

Colours, materials and textures from nature, such as rattan or wicker furniture, provide an inviting sense of balance and have been popular in home design for centuries. Think of wooden details in Victorian homes or the ancient Greek and Roman use of stone. Stone veneer options like Shouldice Designer Stone are a durable and practical way to achieve the a beautiful stone look. Mixing the stone with other natural materials and textures like glass, wood and metal makes for timeless yet on-trend style.

Find more information at shouldice.ca.

www.newscanada.com

4 things you can do this fall to prepare your home for winter

(NC) Now that fall is here, it's time to start thinking about getting your home ready for the colder months to come. Proper maintenance will not only ensure that your home is better protected from damage but also make sure that it provides your family with a warm and safe indoor environment when it's freezing outside. Here are four steps experts recommend:

1 CHECK YOUR FURNACE

Have your furnace serviced by a professional to confirm it is working efficiently and help extend its lifespan. It's a good idea to replace the furnace filter at the beginning of the heating season, and every one to three months afterwards. Finally, inspect the external exhaust to ensure it's not clogged with debris – a blocked furnace exhaust can lead to poorer performance and dangerous carbon monoxide buildup in your home.

2 INSPECT YOUR ROOF AND EAVESTROUGHS

A roof and exterior drainage system in good working order keeps water out of your home when rooftop snow melts. Have a professional roofing company take a look to ensure that shingles and flashing are all in place and properly sealed. Inspect eavestroughs for damage and remove leaves and other debris that may cause blockages. At ground level, check your downspouts to ensure they direct water away from the foundation walls.

(3) CLEAN AND INSPECT YOUR CHIMNEY

If you have a fireplace or wood-burning stove, make sure it's ready for winter before you start using it. It is highly recommended that you have your chimney cleaned annually to remove soot and other debris that can ignite and lead to fires. You should also check for cracks, loose bricks or other kinds of deterioration. Keep in mind that if you own a newly built home, your warranty may cover some of these issues.

TEST SMOKE AND CARBON MONOXIDE DETECTORS

While they are a critical part of home safety all year round, your smoke and carbon monoxide detectors are even more important during winter when windows are shut and the heating is on since there's less air circulating. Take a few minutes to test them and, if necessary, replace their batteries.

You can find a monthly home maintenance checklist at

.....





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Creating a warm & cozy space for Fall

A great way to embrace our change of seasons is to prepare your home for the cozy ambiance of Fall evenings spent indoors.

As we say goodbye to hot summer nights spent under the stars, we can feel the cooler crisp air rolling in.

Time to trade in lightweight fabrics and sunny colours and welcome in the beauty of our spectacular Canadian Fall.

Making the seasonal switch doesn't have to break

Small tweaks to decor can make a large impact so let's get started on some simple ideas to welcome in the longer evenings rather than lament those shorter days.

1 Working with a neutral palette makes it easy to add or subtract elements to achieve the look you want from one season to the next.

Decorating in soft tones of white, cream or greige (yes, greige is a mix of grey & beige) allows for effortless decorating by way of layering textures or adding pops of richer tones of seasonal colours.

For more colourful spaces, all the tips below still apply.

2 If you're thinking about replacing an old couch, you could swap out a linear sofa for a corner sectional. It will not only increase the amount of available

seating, but it will also offer a cozy corner to cuddle where you and your loved ones can spread out and enjoy time together. You can position a sectional on the largest unbroken

wall space or use it to create a corner in an open concept room to delineate space. If a new couch is not in the budget, you can add

poufs to help create a comfy & casual look while providing additional seating or offering a place to stretch out your legs.

If you follow your wardrobe's example, it's easy to apply the same principles to your decor - by layering textures using throw blankets and cushions for maximum comfort and drama.

You can even switch out a summer sisal rug with a thick nubby handwoven area rug.

Opting for warmer textures such as cable knits, shearling, or faux furs will offer a warm hug on cold days.

The same applies to the bedroom; a plaid blanket across the foot of a bed or a sheepskin pelt laid on hardwood or strewn across a chair can create warmth in both style and comfort.

4 The use of natural elements is a great way to bring nature indoors.

You don't have to look far for inspiration.

Fill a chiselled dough bowl with fresh apples, acorns, pinecones or small pumpkins.

Replace summer floral arrangements with taller branches or feathery plumes of pampas grass in a white or solid coloured vase.

5 Create a cozy glow with candles.

Whether it be small candles in glass votives or mason jars or gathering varying shapes and sizes of lanterns with battery-powered pillar candles, it's a simple way to add a warm ambience to any room.

Install soft white coloured lightbulbs and dimmer switches to create the desired mood at the flick of a switch.

6 Don't forget to add seasonal arrangements like a Fall wreath or potted Mums at your entry, and it's the perfect time to switch out your worn or faded entry mat for a new one welcoming your guests at the front door.

The past two years have seen our living space double as a workspace and even a learning environment, so now, more than ever, making small seasonal changes to your decor will help create the perfect atmosphere for family and friends to gather indoors.



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Now it's more important than ever to hire the right Realtor

The Real Estate market and the value of your home can fluctuate for various reasons, the economy, interest rates, inflation, war, media, unemployment rates and many other influencing factors.

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A seasoned and experienced Realtor who has seen these different types of markets over the years can adapt and change to proven strategies, marketing and pricing. This will ensure that the buyer or seller gets the very best results according to what the current market will bear. MARKET VALUE = what a willing buyer will pay a willing seller with no undue duress.

Not what your neighbour did or didn't get while a different trend was occurring.

Constant changes in the clauses in the Agreement of Purchase and Sale and supporting documents based on real experience in the Real Estate field can help Buyers and Sellers avoid pitfalls that may not be obvious to all.

Buyers and Sellers who do not operate in the market on a daily basis may be out of date as to the trends and climate of current Real Estate Market conditions.

Recently we have seen a market that went from bidding wars whereby most homes easily sold well over asking within hours after being listed to a more balanced market where buyers have a little better chance and are able to take the time to do their due diligence when selecting their home. This reverse trend seemingly happened almost overnight. Some sellers didn't "get the memo" and continued to expect a price that a neighbouring home may have got in the previously red hot market where buyers ran into homes with their "offers in hand". We as agents are in a constant position of educating both buyers and sellers in order to manage their expectations.

In the age of information, there are all kinds of sites where buyers can see homes both available and sold it is very clear today that pricing a home for sale incorrectly can really hurt the final sale price.

Savvy buyers are very aware of Days on Market and understand that if a home has been listed for too many days or the price has been reduced several times, as it was priced too high to start, it may be deemed undesirable. Buyers may simply move on and not give the home a second look.

As consumers, we tend to want what everyone else wants - this is true for homes as well.

Now more than ever one needs a Realtor with experience, up-to-date education, knowledge of market trends and compassion in order to help prevent both Buyers and Sellers from making some potentially very costly mistakes.

Frequently we see new start-up Real Estate companies that advertise low commissions and different gimmicks; over time their signs seem to disappear, and you never see or hear of them again. Seeing the poor quality of their listings says it all, never mind attempting to reach someone in order to book an appointment! Many buying and selling opportunities are lost without the home owner even knowing.

Hire an experienced trained professional with a proven track record. Real Estate is likely the largest most important transaction you will make in your life!



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BRAND NEW CUSTOM MANSIONS

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



COUNTRY ESTATE IN TOWN

Build Your Private Dream Home Hidden Among the Treed Vistas on 3.2 Secluded Acres of Picturesque Parkland Overlooking Mackenzie Pond in Aurora. Offered at \$2.198M.



10 ACRES IN THE HEART OF NATURE

Attractive Renovated Family Home. Your Own Private Trail Along the Stream. Heated Inground Pool. Detached 4-Car Garage. Muskoka Feeling in Beautiful Stouffville Just 45 Mins To Toronto. Asking \$1.948M.



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.



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 \$2.3M.



NEW CUSTOM-BUILT BUNGALOFT

150' Deep Ravine Lot. Loaded With All The Bells & Whistles. Excellent Layout With High Ceilings. Highly Desired Yonge & Bayview Location. Offered at \$4.298M.



PEACEFUL COTTAGE-STYLE RETREAT

Newly Renovated Executive Home. Large Quiet Cul-De-Sac Lot. Grand Circular Driveway. Private Backyard Oasis With Salt Water Pool. Surrounded By Tall Mature Trees. Most Prestigious Address in Aurora, Walking Distance to Yonge St. Presented at \$2.3M.



RARELY OFFERED MODEL HOME

Premium Lot & Court Location. Backing Onto Tranquil Ravine & Walking Trails. Double Car Garage, Beautiful Landscaping and Interlocking Walkway. Loaded With Upgrades Throughout. Highly Desired King City Location. \$2.1M.



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.



EXTENSIVELY UPGRADED ESTATE HOME CONDO WITH STUNNING VIEWS

Approximately 7,000 sqft. 3-Car Tandem Garage. Award-Winning Landscaping Includes an In-Ground Pool. Professionally Finished Basement. Theatre Room & State-of-the-Art Gym. Fantastic Kleinburg Heritage Estates Location. Offered at \$3.199M.



25+ ACRE ESTATE IN KING

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



GORGEOUS 5-BEDROOM HOME

Custom-Built. Premium 210' Deep Lot. Fully Finished Basement Includes Gym & Golf Room. Luscious Backyard With Remarkable Back Patio. Highly Desired Oak Ridges Community. Presented at \$3.35M.



EXCEPTIONAL & RARE OPPORTUNITY

Attention Developers, Builders and Investors! Future Redevelopment Potential. High-Profile Location in the Heart of Prestigious Aurora. 297ft Frontage, More Than 2.5 Acres. Private Grounds With Pond & Water. Offered at \$5M.



STUNNING EXECUTIVE HOME

Beautifully Landscaped Lot. Backing Onto Peaceful Ravine. \$250K in Home Upgrades. Gorgeous Sundeck with Southern Exposure. Tranquil Mount Albert Location Minutes to Highway, Transit, Parks & Schools. \$1.678M.



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.



