RESALE HOMES COLLECTIONS

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Deciding which type of home to purchase 2
Steps you can take to start preparing for home ownership 3
Market update 3
Air conditioning maintenance tips 3
DIY deck resurfacing in 8 easy steps 4
Signs a home exterior needs updating 5
Garden glow-up: 5 tips to improve the look of your yard 5
Marg McCarthy welcomes fresh face to the real estate team 5

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VERONA TESKEY
of Coldwell explains how to navigate shifting real estate market

Sentiment is shifting in the real estate industry.

The transition from a seller's market to a buyer's market has slowed house sales over the past year, particularly since the start of 2025.

Ontario transitioned from a seller's market to a more balanced one in early 2023, and the trend has continued around the province, including in Dufferin and Caledon.

Home sales in Dufferin County are down 12 per cent in the first quarter, while listings are up 24 per cent. The average number of days a home is listed has also increased by 35 per cent.

The trend towards a buyer's market isn't unique to this region or the province.

Vancouver, B.C., which is known for having one of the most expensive and high-demand real estate markets in North America, currently has the highest inventory of houses it has seen since 2016. Sales are also down in the city by 18 per cent.

Verona Teskey, the broker of record at Coldwell Banker Select Real Estate Brokerage in Bolton, said the shift from a seller's market to a buyer's market is always a big adjustment.

"People looking to buy a home can take advantage of market conditions by being strategic, financially prepared, and well-informed," she said. "Buyers currently have more choice, prices may be lower, and sellers are more flexible when selling their homes."





Teskey, who has worked in real estate for over 35 years, said the market right now almost feels like the early 1990s, as prices adjust to find "current market values."

She noted the best way to approach listing a home in a buyer's market is to maximize curb appeal by professionally preparing it for showings.

"Tidy landscaping, fresh paint, and clean walkways can instantly elevate your home's appeal," Teskey explained. "Professionally stage the home or declutter, deep clean, and rearrange furniture to highlight space and functionality."

She added, "Neutral tones and good lighting go a long way."

Having a qualified realtor to market your home and educate you on pricing as well as timelines, can be a big help as well.

"In a challenging real estate market where buyer demand is low, sellers need to be both strategic and proactive to stand out," she explained.

To achieve this, Teskey said, price your house correctly, right from the start.

"Overpricing is one of the top reasons homes sit on the market. In a tough market, buyers are especially price-sensitive," she explained. "Work with an experienced agent like me, as I conduct a comprehensive comparative market analysis (CMA). Be honest about your home's value and consider pricing it slightly below the market to spark interest and create urgency."

Teskey shared that Coldwell Banker Select Real Estate Brokerage provides all the services needed to sell or buy a home – from start to finish.

The brokerage offers staging, professional photography, virtual tours, drone videos, regular service reports and after-sales services.

"Invest in professional images, drone footage, and 3D tours," Teskey said. "These assets stand out online and increase clicks."

While photos and videos say a lot about a property, finding the right wording for a listing's description is important as well.

"Go beyond square footage — highlight features like energy-efficient upgrades, remodelled kitchens, walkable neighbourhoods, and outdoorspace," Teskey said.

She noted her favourite part of the job is negotiating, so she can get her clients the best possible price, under any circumstance.

Teskey's passion for real estate has resulted in countless awards over the years. Most recently, she received Coldwell's 2024 Canadian President's Premier Award for being among the top 1 per cent of real estate agents in Canada. She also received the International President's Elite Award for being in the top 2 per cent internationally and the Ultimate Service Award for ensuring high levels of client satisfaction.

If you're looking to list or purchase a home, it's important to seek assistance from the experts.

"Call for a dedicated professional who is active and up to date with the current market, as this is the largest investment of your life," Teskey stressed.

For a local realtor, with insight into the region's unique market, contact Teskey at 905-857-2820 or email verona@veronateskey.com.

If you're interested in receiving services from Teskey or Coldwell, you can also visit their office at 23 Mill St., Bolton, and see what the brokerage can do for you!

Written by Sam Odrowski







RESALE HOMES COLLECTIONS

Deciding which type of home to purchase



There is an endless supply of different types of homes available for purchase – ranging from condos to townhouses to fully-detached homes. The key is to decide what you can afford and which amenities you prefer before heading out shopping for a new home.

Your best first step is to seek the advice of a Mortgage Centre Canada Mortgage Professional and get pre-approved on a mortgage. That way, you already know what your price range is – and, therefore, which type of home you're in the market for – before you begin shopping.

Budgeting is also an important part of preparing yourself for the purchase of a home. If you save for a down payment and up-front costs, such as closing costs and emergency reserves, much sooner, you'll be sure to save enough to cover the many expenses facing a new homeowner, including moving, utility hook-ups, tools, maintenance supplies, window coverings, etcetera.

Once you have the money available to make your home purchase a reality, you should weigh the following options to help decide what type of home is right for you:

CONDO

A condo makes a great first home because it typically costs less than a townhouse or a detached home, which translates into a smaller down payment. But there are, however,monthly maintenance fees you must take into consideration when budgeting for a condo.

Condos are also ideal for those who do not want to maintain a lawn or worry about clearing snow away from walkways and driveways.

TOWNHOUSE

If the condo life is not your forte and you're not looking for a big yard to maintain, a townhouse may be your best home purchase option.

A townhouse costs less than a fully-detached home and results in cheaper property taxes as well.

Many townhouses also come with monthly maintenance fees unless they are freehold townhouses. In situations where you pay a monthly fee, however, you won't have to worry about outdoor maintenance or snow removal.

DETACHED HOME

If it's privacy you're seeking as well as a larger yard, a detached home is your ideal choice. Still, prices can vary drastically based on such variables as whether you're seeking a spot in the city, a place in the suburbs or a more rural location.

OTHER CONSIDERATIONS

The size of the home and property (if you decide not to opt for a condo) are also important things to consider before you head out shopping. While everyone has their dream home in mind, this is not always a practical purchase choice, especially if this is your first home purchase.

When it comes to location, think about in which area or neighbourhood you'd like to make your purchase, and which home features are absolutely essential – including what you can live without and what aspects are entirely out of the question.

Take a look at real estate ads for the area(s) you're interested in to see what's on the market and the price ranges. Also drive around a few neighbourhoods and see what's for sale or visit Open Houses. This can help crystallize what you want or don't want in a home.

By making your first purchase a modest and affordable 'starter' home, you will be putting money towards a mortgage that will build equity in that home. And once you've paid down a significant portion of that first home's mortgage, you will then have more money to put towards an upgrade into your dream home.

– Provided by Dwight Trafford

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RESALE HOMES COLLECTIONS



Steps you can take to start preparing for home ownership

(NC) Even in the face of rising real estate prices and a rocky economic environment, many Canadians are unwavering in their desire—and goal—to buy a home, according to a recent survey by TD.

IT revealed that nearly three quarters of respondents are hopeful they'll be able to purchase a home within five years. But half also said a challenging market means it will take them at least two years to be financially ready to buy.

Two years might feel like a long wait for home ownership. But 24 months can be enough time to make a solid financial plan, fill your knowledge gaps, get familiar with the mortgage and home buying process and manage any feelings of anxiety or stress by seeking advice from a mortgage professional. Here are some tips on how you can help prepare your finances:

MAKE A PERSONALIZED FINANCIAL PLAN

How much income does your household bring in? How much are you saving? How do your monthly expenses stack up against your income? What about investing?

One of the best ways to help answer these questions is to create a personal or household budget. Use it to evaluate your spending, make changes to your habits and create a financial plan that includes saving for a home.

The first step when buying a home is knowing how much you can afford to spend. In addition to how much mortgage you're comfortable with, you'll also want to consider your expenses, plus the new ones that come with home ownership. By looking at your budget, you'll get a better idea of what's possible and achievable for you.

By regularly revisiting your budget to factor in any changes to your circumstances, like a new job, a vehicle loan or the birth of a child, you can better determine if you will need more or less time to reach your goal. Tools like the TD mortgage affordability calculator can help with planning.

SEEK GUIDANCE ABOUT YOUR OPTIONS

Part of getting ready to purchase a home should include getting more information about your financing options. If you're a prospective buyer with concerns about mortgage rates and the home buying process, you're not the only one.

To feel better equipped to keep up with the housing market, seek advice from a professional. Working with a mortgage specialist can help you better understand your unique financial situation and home financing options.

www.newscanada.com

Air conditioning maintenance tips

There is no denying the relief cool air provides when the temperatures outdoors are particularly steamy.

Certainly, running the air conditioning can be costly, but regular maintenance helps a system work more efficiently. It also enables homeowners to recognize issues that can lead to expensive repairs if left unchecked.

Here are some air conditioning maintenance tips to keep a system in top condition.

• **CHANGE THE FILTERS.** Dirty, clogged filters can cause a system to work harder to cool down rooms, compromising efficiency. Check the HVAC system's manufacturer recommendation for how frequently to change the filters. Some may benefit from monthly replacement if the air is running constantly.

• **CONSIDER THE MERV RATING.** The filter will have a minimum efficiency reporting value, or MERV, according to This Old House. The higher the number, the better the filtration. But a higher MERV rating requires more energy to pull air through the filter. Therefore, choose a balance of filtration and energy cost requirements.

• **MAINTAIN THE OUTDOOR UNIT.** Clean the AC unit with a soft-bristle brush and vacuum the fins at the start of the season, and if the unit becomes dirty from weather, pollen and other elements. Bent condenser or evaporator fins can restrict air flow that would normally pass through the air conditioning system. Gently straighten them to improve air flow.

• **CHECK AND REPAIR LEAKS.** Airflow leaks through ductwork and, with window AC units, can reduce efficiency. Hold an incense stick or another smouldering item to check for leaks. If the smoke blows around, there is leakage. Use foil tape to seal small gaps and duct mastic for large ones. Stuff foam around a window unit and use taping as necessary.

• **SUPPLEMENT WITH A WHOLE-HOUSE FAN.** The Family Handyman says an attic-mounted fan pushes hot air out through the attic vents and draws cooler, outside air through open windows and doors. The whole-house fan can be used to draw out most of the hot air before turning on the AC, or as a substitute on cooler days when having the AC on may not be crucial.

• **SCHEDULE ANNUAL MAINTENANCE.** Homeowners may be able to handle various maintenance tasks, or they may want to have an HVAC technician come out and do the following: clean and inspect coils; adjust and replace fan belts; lubricate motors and bearings; inspect controls and safeties, check refrigerant; and determine if the unit is large enough for the home.

MARKET UPDATE

Orangeville Statistics - May

	May, 2025	May, 2024	% Change
# of Active Listings	148	127	16.54%
# of Homes Listed	111	98	13.27%
# of Sales	42	44	-4.55%
List Price vs. Sale Price Ratio	99%	99%	0.00%
Average Days on Market	24	23	4.35%
Average Sale Price (all types)	$766,862	$813,021	-5.68%
Detached	$878,425	$919,785	-4.50%
Semi-Detached	$723,540	$715,188	1.17%
Freehold Townhouse	$676,375	$742,000	-8.84%

Orangeville Statistics - Year to Date

	Jan - May, 2025	Jan - May, 2024	% Change
# of Homes Listed	378	391	-3.32%
# of Sales	158	191	-17.28%
List Price vs. Sale Price Ratio	98%	98%	0.00%
Average Days on Market	33	24	37.50%
Average Sale Price (all types)	$805,807	$827,053	-2.57%
Detached	$934,173	$863,597	8.17%
Semi-Detached	$689,560	$717,509	-3.90%
Freehold Townhouse	$696,296	$740,268	-5.94%

Buyers Market vs. Sellers Market

Current Number of Homes for Sale	148
Divided by Sales per Month	42
Months of Inventory	3.5

There is currently 3.5 months of inventory on the Market in Orangeville.
In a Buyers Market, there is normally more than 6 months worth of inventory.

Peel - Caledon Statistics - May

	May, 2025	May, 2024	% Change
# of Active Listings	475	371	28.03%
# of Homes Listed	299	258	15.89%
# of Sales	73	78	-6.41%
List Price vs. Sale Price Ratio	97%	98%	-1.02%
Average Days on Market	23	25	-8.00%
Average Sale Price	$1,338,340	$1,298,078	3.10%

Peel - Caledon Statistics - Year to Date

	Jan - May, 2025	Jan - May, 2024	% Change
# of Homes Listed	1,177	994	18.41%
# of Sales	303	368	-17.66%
List Price vs. Sale Price Ratio	96%	97%	-1.03%
Average Days on Market	29	28	3.57%
Average Sale Price	$1,333,054	$1,323,361	0.73%

Buyers Market vs. Sellers Market

Current Number of Homes for Sale	475
Divided by Sales per Month	73
Months of Inventory	6.5

There is currently 6.5 months of inventory on the Market in Caledon.
In a Buyers Market, there is normally more than 6 months worth of inventory.

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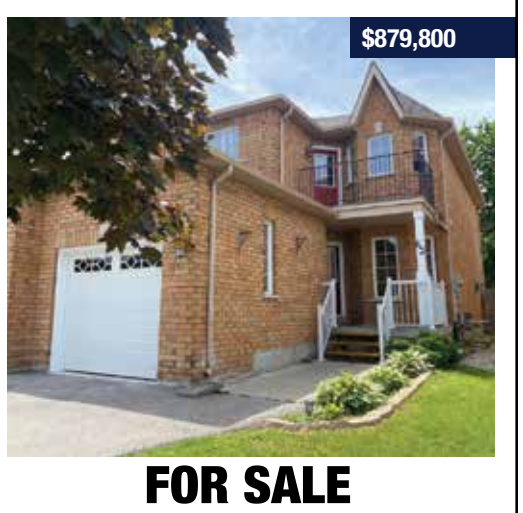
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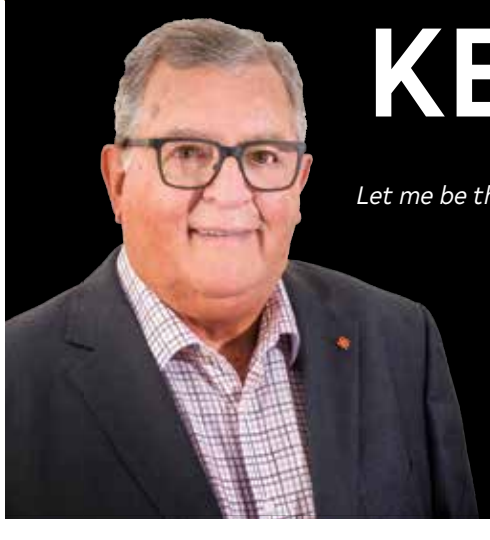


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DECK RESURFACING IN 8 EASY STEPS

(NC) Did you know that for the same amount of time and energy required to strip, sand and stain a wooden deck, you can replace the boards with high-performance, low-maintenance composite decking?

Resurfacing a deck is a doable DIY project that can be completed in just a weekend or two. Here are the main steps:

REMOVE OLD DECK BOARDS
Start by removing any railing and prying up the existing deck boards. Leave the substructure and framing in place.

CLEAN THE FRAME
Ensure that all fasteners and hardware have been removed from the top of the deck frame. If nails can't be removed, bend the tips over so they lie flat on the wood for safety. Remove any debris from the bays between joists to allow air to flow beneath the frame.

INSPECT THE SUBSTRUCTURE
Check the beams and joists of the framing to ensure these foundational components are free of rot and decay. Use a flathead screwdriver to probe for soft spots. Repair or replace any decayed or rotting framing before continuing.

PROTECT JOISTS AND BEAMS
To extend the life of your deck, apply waterproof flashing tape, such as Trex Protect, to the joists and beams of the substructure. This self-adhesive tape helps to safeguard wood and metal fasteners from moisture that can lead to rot, rust and decay.

INSTALL NEW DECK BOARDS
Lay out the new composite deck boards starting with the board farthest away from the home. Be sure to follow the manufacturer's instructions for spacing to ensure proper ventilation.

SHUFFLE THE DECK
Composite decking is designed with random variation in hue from board to board. For a more natural look, shuffle the order of the boards and do a visual preview before installing.

FRAME AND FINISH
Once the deck boards are in place, use a circular saw to trim any overhang for clean edges. Then reattach railing components or add new railing, paying close attention to the manufacturer's installation guide and local building codes.

DECORATE AND ENJOY
Finish things off with furnishings and decorative elements. Then, step back and admire your work.

Learn more tips for DIY backyard projects at trexprotect.com.

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RESALE HOMES COLLECTIONS



Signs a home exterior needs updating

Renovations are a great way for homeowners to reshape their homes. Some may aspire to renovate so their home is more reflective of their personal taste, while others may do so in an effort to make their homes better align with modern styles and sensibilities.

Regardless of why a homeowner chooses to renovate, the need to do so is often evident to the naked eye, especially when the time comes to update home exteriors.

Curb appeal is often discussed in regard to the effects it can have when selling a home. But curb appeal is equally important for homeowners who aren't putting their homes on the market. A well-maintained, aesthetically appealing home is a source of pride, while a home with fading curb appeal can make homeowners feel a little sheepish. Homeowners who want their homes to maintain their curb appeal can look for signs that it's time to update their home exteriors.

CURLING SHINGLES

The roof may not be the first thing people think of when pondering curb appeal, but a damaged roof can contribute to problems that ultimately affect the exterior and interior of the home. Multiple curling shingles indicate it's time to replace the roof. The sight of curling shingles is not pretty, but the larger issue in such instances is the potential for costly water damage when water gets in through the affected shingles.

DATED ENTRY DOOR

Many home improvement experts insist they can determine when a home was built or most recently renovated simply by looking at the front door. Steel and glass doors are popular in modern homes, so homeowners with front doors with ornate designs and oval glass inserts can likely benefit from an upgrade to their entryway. A modern front door can make a statement, and real estate experts note how popular updated front doors are among buyers.

UNSIGHTLY LANDSCAPING

It's not only the physical components of the home that may suggest an update is necessary. Homeowners without a green thumb may have exterior landscaping that has seen better days. If a spring or summer day spent tending to your landscaping is not your ideal weekend pastime, then consider replacing unsightly landscaping with low-maintenance plants or hardscaping. These alternatives to more needy plants can create curb appeal without requiring any extra work for homeowners.

CRACKED DRIVEWAYS/WALKWAYS

If the driveway looks like a busy road at the end of snow plowing season, chances are that's adversely affecting the impression people have of your home. In addition, cracked walkways indicate a need for renovations, as these areas are front and center when welcoming guests.

Updating a home's exterior can restore curb appeal and help homeowners feel better about their properties.

Garden glow-up: 5 tips to improve the look of your yard

(NC) Spring brings sunshine and warmth, motivating us to get outdoors, start new projects and improve our yards, which typically look less than stellar after the winter. Give your garden the refresh it deserves with these simple steps.

TIDY UP THE YARD

The very first step is to remove dead leaves, trim overgrown bushes and prune any plants that need a little extra care. This simple clean-up will immediately make your garden look more inviting. If your gardening tools need an update, online marketplaces like Temu offer a wide range of affordable, high-quality products.

ADD FLOWERS

Consider adding seasonal flowers such as dahlias, snapdragons and cosmos that bloom at different times throughout the season for continuous colour. For a lower-commitment gardening option, try adding potted plants and arrangements strategically around the yard to brighten up the space.

MULCH AND EDGE GARDEN BEDS

Edging creates a clean and visually appealing boundary between the lawn and garden. Adding mulch polishes off the look while also helping to retain moisture and suppress weeds.

ADD OUTDOOR DÉCOR

Touches of décor around the yard will elevate the overall look. From solar-powered lights to decorative planters, metal wall art, patio signs and furniture, small touches can make a big difference in the ambiance of your garden. If you're looking to keep up with the latest trends in home and garden décor for a high-end look at a fraction of the price, try searching online on marketplaces like Temu.

ADD A FRESH COAT OF PAINT

Don't underestimate the power of paint. A fresh coat of paint on fences, garden furniture and planters can instantly rejuvenate your outdoor space. Choose colours that complement your garden and create a cohesive look.

With a little bit of effort and some smart shopping, you can give your yard a beautiful spring clean-up without spending a fortune.

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Marg McCarthy welcomes fresh face to the real estate team

McCarthy Realty is a local Independent Brokerage, run as a Team. The McCarthy Realty Team is led by Marg McCarthy, Broker of Record, who believes in positively impacting each and every interaction.

WITH THIS POSITIVE APPROACH, experience and knowledge of the local market, the McCarthy Team is here to make the Buying and Selling process seamless and less stressful. With years of local business/marketing experience, Marg brings a wealth of knowledge to your table, and her team is here to share with you their Market expertise.

Katie Prince, Broker has experience/ knowledge of Residential and Commercial properties and loves to help clients from start to finish in their Real Estate journey.

Ali McColl, Sales Representative, loves to list and show properties and learn about your story. She is committed to creating relationships and solutions.

We are excited and happy to announce that **Tammy Woods**, Sales Representative, has recently joined the McCarthy Realty Team. She brings with her over 22 years of successful residential real estate experience. Her broad knowledge and experience are a wonderful addition to our team. Tammy is a leader and will assist anyone needing to List or Buy properties.

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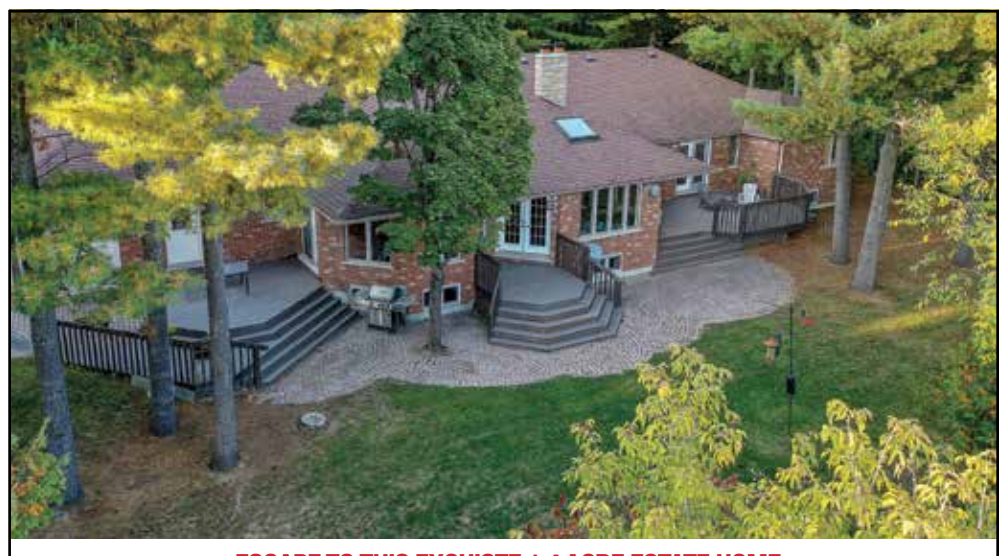
Our Award Winning agents have over 80 years of combined experience at your service! Caledon, Mono, Adjala and surrounding areas.



TOTAL PRIVACY IN A GREAT CALEDON LOCATION

- 6 acres with long paved driveway, views & a pond
- 4+1 bedrooms (potential for 6th bedroom in lower level)
- Primary bedroom with ensuite & his/her closets
- Updated kitchen with built-in appliances
- Amazing great room & media room
- 2 car garage plus oversized carport
- 14 foot swim spa on private back patio
- Across from Caledon Country Club

15357 McLAUGHLIN RD., INGLEWOOD $2,699,000



ESCAPE TO THIS EXQUISTE 1.4 ACRE ESTATE HOME

- Bungalow featuring 3+2 bedrooms & 4 bathrooms
- Modern kitchen with island grill top & cheery cabinets
- Year round hot tub room with access to large deck
- Family room has a fireplace, living/dining combo
- Primary suite features w-in closet & 8 pc. ensuite
- Finished basement with kitchen, rec room & office area
- 3.5 car garage, concrete driveway, mature trees
- Backing onto conservation, private & peaceful

41 PINE RIDGE ROAD, ERIN $1,999,000



COUNTRY LIVING MEETS SPACIOUS COMFORT

- 5 level sidesplit with 5 bedrooms & 3 bathrooms
- Updated kitchen, living/dining combo with hardwood
- Primary bedroom with 2 pc. ensuite bathroom
- Ground level family room & lower level rec room with bar
- Fenced inground pool features a pool shed & interlock
- Barn, 2nd shed & covered wood storage building
- 2 private acres with large open meadow
- 2 car garage & paved driveway for 6 more cars

16281 CENTREVILLE CREEK ROAD, CALEDON $1,399,999



YEAR ROUND COTTAGE LIVING IN THE CALEDON

- Over 300 ft of shoreline, floating dock, sand beach
- On a private road & exclusive community
- Modern post & beam log home on 2.36 acres
- Open concept interior with bedroom on each level
- Det. heated & insulated garage/shop
- Guest log Bunkie with full foundation & bath
- Gorgeous lake views from walkout basement
- 60 ft. deep spring feed lake, stocked with fish

143 GREEN LAKE ROAD, CALEDON $1,999,000



A RARE OPPORTUNITY TO BUILD YOUR DREAM HOME

- 25 acres of beautiful land to create your getaway
- Midway between The Devils Pulpit & The Paintbrush
- 30 mins to the Airport for commuting
- Explore Mars-like Badlands or cruise local craft breweries
- Private lot with trails & meadows etched out of forest
- Hike Bruce Trail, Caledon Rail Trail, ski at Caledon Ski Club
- Caledon East is nearby for shopping & rec centre
- In boundaries of Mayfield Secondary School

PT LOT 11 CON 4 ESCARPMENT SDRD. $2,950,000



FABULOUS 3+1 BEDROOM HOME IN FAMILY NEIGHBOURHOOD

- Finished lower level
- Open concept main floor
- Updated kitchen with quartz tops
- Sun-filled solarium
- Laundry with entry to garage
- Primary has 4 pc ensuite
- No neighbours in the back
- 2 car garage & steel roof

609 SIMON ST., SHELBURNE $934,999

HERITAGE HOMES, THE PRESERVATION OF OUR HISTORY!

When you drive around our beautiful countryside, through the towns & side roads inevitably you come across a home or building from days past that have that certain charisma! Maybe it's the White Church of Melville or the Moffat schoolhouse on Patterson Sideroad or the Ellis House at 20643 Kennedy Road. As you look at them, you can't help but daydream about its history: Who lived there? How many people have been through those doors? Oh, if the walls could tell stories!!!

Many of these buildings exist today because they have been designated as Heritage through the Ontario Heritage Act .The Ontario Heritage Act provides for the designation of individual properties or heritage conservation districts. Designation recognizes properties or areas that are valued by the community for their contribution to the history of a place, event or people. Properties are designated for reasons of cultural heritage value & must exhibit integrity of form, location, craftsmanship & materials. Designation affords some protection against demolition & provides the community a certain level of control with respect to conserving our cultural heritage, ensuring that the property cannot be altered in any manner that would jeopardize its identified heritage features without approval.

There is a ton of information on government & municipal websites about the benefits of the heritage program, including the eligibility of grants to help with the financial aspects of maintenance & restoration. There are many wonderful aspects about this program that preserves the history & charm of the community.

Re/Max In The Hills has sold many heritage homes over the years & there is something special about the people who own them. The stories they tell of their labours of love are so full of pride & you can't help but get caught up in the romanticism of their journey. Being in the area for over 30 years, we don't quite qualify as "Heritage" but we certainly have the experience to appreciate your home & to educate the new buyer so that they understand all the aspects of heritage home ownership. No, we are not heroes, but we certainly want to make sure there are no headaches when it comes to selling your labour of love, the pride & joy that is part of our heritage!!

The Town of Caledon offers *financial* assistance to owners to care for designated properties:

1. Designated Heritage Property Grant Program

The Town will offer a grant to help fund conservation of properties that are designated under the Ontario Heritage Act.

- Designated properties may be eligible for financial assistance through the heritage grant program
- The Town will match 50% of the eligible cost of the renovation, up to a maximum of $4,000, subject to available funds.

2. Heritage property tax rebate program

- Designated properties may be eligible for financial assistance through the heritage property tax rebate program
- may be eligible for a 40% property tax rebate of the Town & school board portion of your taxes regulated by the Town's heritage property tax rebate by-law.

More information can be found at: https://caledonheritagefoundation.com/