RESALE HOMES COLLECTIONS

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SARAH FLEMING
An experienced and trusted realtor devoted to her client's best interest

Buying or selling a property can be a complicated and daunting experience for many people as they try to navigate the many challenges that come with a real estate transaction.

Whether you are a first time buyer or have already purchased several homes, each time you move, it will be a different experience with new things to consider.

When selling a property, you need to be aware of the current market trends and price a home properly to ensure a sale.

Having a trusted, knowledgeable, and experienced real estate professional to help guide you through the entire transaction will mean the difference between sleepless nights and a stress-free time when you are dealing with your most valuable asset.

Real estate broker Sarah Fleming has been helping clients for more than 20 years, and her success and personal relationships with those clients have resulted in a customer base that is almost 100 per cent repeat clients or referrals.

Her philosophy when dealing with people is straightforward and creates a sense of trust.

"My job is to protect you, every step of the way," Sarah said. "I place the client's best interest first."

Sarah didn't start out her working career in real estate. She started out as a salesperson offering income replacement insurance to self employed people.

Although she was successful in this field, a turn of events at her workplace left her with a distrust of her employer and she decided to leave.

It was her husband who recognized that Sarah had the right personality for the real estate industry and suggested she give it a try.

This led to a successful career and her own brokerage.

After a period of semi-retirement, Sarah was still a sought after realtor by many clients so she decided to return to the business and is now with Homelife Integrity Realty Inc., in Alliston.

Her relationship with clients goes beyond that of just a business associate who fulfills contracts. She has established lasting relationships with many customers who have invited her into their lives, and as a result, she has been invited to many functions such as baby showers and weddings.

It is her personable attitude and commitment to her clients that make Sarah a popular choice when people need a person to represent them when buying or selling a property. This, along with her experience in the industry means clients trust her with their most valuable asset.

"Every single deal I've done is a different deal," Sarah said of the variables of a real estate transaction. "One thing I do is I go to every single showing myself personally. I go to every inspection on that house and every appraisal. The reason I do that is because I don't want to just hand out a lock-box number and have them go in there alone."

It is this personal attention to detail and commitment to the client that makes Sarah such a trusted realtor for those who seek her services.

Selling a home requires more than just placing a 'for sale' sign on the front lawn and hoping potential buyers take notice.

Sarah has the expertise to advise clients on how to prepare their home before placing it on the market.

This includes creating a curb appeal that shows the house in its best light when visitors arrive and see it for the first time.

There are many details a home owner should pay attention to when opening their house for a viewing by potential buyers.

Sarah advises her clients on how to prep the home to create a welcoming atmosphere when people arrive. Most importantly, finding the right price to list a home will make the difference between a quick sale and languishing on the market for months.

The fast rising prices and bidding wars of just a few years ago are over, and home owners must make a realistic decision when selling in today's market.

Sarah can help to properly price a home by being aware of current market trends and selling prices in different neighbourhoods. A properly priced home will result in a much faster sale.

When looking for a place to buy, clients have a list of wants and needs when they are doing a home search.

Sarah is knowledgeable of the neighbourhoods she serves and the nearby amenities available.

She can advise clients on the local schools, recreation facilities, shopping areas, sports and social clubs, restaurants and medical facilities that are close by and available, so clients can avoid wasting time looking at homes in areas that don't have the amenities they require.

Over the course of her career in real estate, Sarah has gained the trust of her many clients and continues to be a respected and knowledgeable broker who puts the best interest of her clients first, and always serves her customers with a personal level of support and professionalism.

Sarah Fleming can be reached at Homelife Integrity Realty Inc., in Alliston at 705-435-4506, or directly at 416-400-6599.

Don't miss out on Sarah Fleming's listing on page 3. It's everything you never knew you wanted.

Written by Brian Lockhart



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RESALE HOMES COLLECTIONS

Designer advice to celebrate vintage décor at home

(NC) Vintage furniture and décor are having a moment. The authentic, grounded appeal of vintage items suit a range of popular design aesthetics, and it's also a sustainable choice.

Benjamin Moore colour and design expert Sharon Grech shares three tips to help you bring out the beauty of vintage pieces in your home. Paint a complementary backdrop for vintage furniture- For wooden pieces, Grech suggests walls painted in cooler hues such as Yarmouth Blue HC-150 or even Bold Blue 2064-10 to bring out the beauty in naturally warm wood and let the nuances and patina of vintage furniture shine."

If you have vintage furniture in a modern esthetic, Grech says "consider a deep hue like Mink 2112-10 or a bold red like Flamenco CSP-1195 that will make a statement and complement the strong lines of modern furniture." Consider styling with "Shelfies"If you do not own vintage furniture but love a vintage vibe, consider a couple of accent pieces to help create styled vignettes or "Shelfies". Style tips include using a bust as a bookend, or a collection of glass bottles on top of a stack of books to style a coffee table.

DON'T REPLACE, REPAINT

Breathe new life into vintage pieces that don't fit your current décor by repainting them with Advance interior paint. For a weathered or aged look, consider a whitewash effect on clean, sanded wood furniture. This can be done with a white wood stain or by thinning down paint with glaze or water, using both a brush and rags to apply and then remove excess to achieve the desired effect. Don't forget to protect the surface after with an acrylic urethane such as Stays Clear.





Features that can redefine a living room

Spring is widely cherished as a season of rejuvenation.

As winter winds down, many people embrace the arrival of spring blooms and the regrowth of grass on the ground and leaves on the trees, which can breathe new life into landscapes that might have grown a bit stale in previous months.

That same staleness can affect a home's interior as well. Home interiors can benefit from periodic updates in much the same way a landscape benefits when spring blooms return. As homeowners seek to refresh their living spaces, they can consider these features to redefine their living rooms.

FIREPLACE: A wood-burning fireplace is undeniably a game changer when looking to redefine a living space. But such a project could be a significant undertaking in a home that does not already feature a wood-burning fireplace. Homeowners who want to add a wood-burning fireplace can reinvent a living room, but they will likely need to adhere to building codes, secure permits and even consult with an engineer to ensure such an addition does not affect the structural integrity of the home. A gas-powered fireplace is a less demanding project, but will also require some extra work if homeowners need to connect a gas line where no such line currently exists. A plug-in electric fireplace can create a new ambiance and will not require as much time, effort and money as the alternatives.

COFFERED CEILING: Coffered ceilings can immediately redefine the impression people get of a living space. Coffered ceilings feature a series of rectangular, square or octagonal grids that are typically accentuated by molding. Coffered ceilings provide a luxurious and even historic aesthetic, making them an ideal addition for homeowners looking to redefine an existing space.

WINDOWS: New windows are another option when homeowners are hoping to redefine a living room. Modern windows are energy-efficient, so replacing aging windows may help homeowners combat rising energy costs. If a yard is a notable feature of a home's exterior, new windows that accentuate the view from a living space can quickly redefine how residents and guests see the room. Permits may be necessary if you're expanding existing windows, but that can be worth it if you're able to design the space around the view. All that extra natural light also may reinvent the feeling people get upon entering the space.

WALLPAPER: Interior design specialists note that wallpaper is making a comeback. Wallpaper can be used to draw attention to a wall in much the same way bold colors are chosen for accent walls. Wallpaper on an accent wall can feature a bold pattern or a strong color to add a sense of personality to a room that might be lacking if the walls are currently painted in neutral colors.

Homeowners can consider any number of features when looking to give their living spaces a fresh look.

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RESALE HOMES COLLECTIONS



Simple ways to protect your home from water damage

(NC) No matter the season, a quick home check can make a big difference. A few easy steps can help protect against water damage and keep your mind at ease.

Here are some ways to get started:

MAINTAIN WHAT YOU HAVE

- Keep the area around your foundation clear and properly sloped so melt and rainwater drain away from your home.
- Remove debris from the nearest storm drain.
- Clean eavestroughs and window wells.
- Maintain plumbing, fixtures and appliances.
- Test your sump pump at least twice a year.
- Clean out your backwater valve.

Even well-maintained homes can experience water damage. Some insurance providers, including Belairdirect, offer optional coverage to help ensure the right level of protection is in place.

MAKE SIMPLE UPGRADES

- In your basement, keep valuables and moisture sensitive items in watertight containers, store them off the floor if possible or remove them from the basement altogether.
- Uncover your basement floor drain and remove any obstructions from inside the pipe.
- Make sure your downspouts extend so they discharge water at least two metres from your foundation.
- Install a flood alarm in your basement, near plumbing fixtures and appliances. Check it regularly to make sure it's working well.

While regular maintenance helps reduce the risk of water damage, understanding your home insurance coverage is just as important. Most policies cover sudden, accidental damage inside the home, but some situations, like sewer backups or ongoing maintenance issues, may not be included. Reviewing your policy can help you feel prepared and informed.

By taking your water damage protection one step at a time and being thorough, you can save yourself from expensive incidents down the road. Find more information and home safety tips at belairdirect.com.

www.newscanada.com

MARKET UPDATE

Orangeville Statistics - April

	April, 2026	April, 2025	% Change
# of Active Listings	147	126	16.67%
# of Homes Listed	94	84	11.90%
# of Sales	33	28	17.86%
List Price vs. Sale Price Ratio	97%	98%	-1.02%
Average Days on Market	34	34	0.00%
Average Sale Price (all types)	$710,734	$726,037	-2.11%
Detached	$846,581	$866,811	-2.33%
Semi-Detached	$599,286	$660,250	-9.23%
Freehold Townhouse	$645,375	$711,333	-9.27%

Orangeville Statistics - Year to Date

	Jan - April 2026	Jan - April 2025	% Change
# of Homes Listed	263	267	-1.50%
# of Sales	89	116	-23.28%
List Price vs. Sale Price Ratio	97%	98%	-1.02%
Average Days on Market	47	37	27.03%
Average Sale Price (all types)	$736,562	$819,908	-10.17%
Detached	$860,054	$950,814	-9.55%
Semi-Detached	$631,767	$678,233	-6.85%
Freehold Townhouse	$659,154	$704,684	-6.46%

Buyers Market vs. Sellers Market

Current Number of Homes for Sale	147
Divided by Sales per Month	33
Months of Inventory	4.5

There is currently 4.5 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 - April

	April 2026	April 2025	% Change
# of Active Listings	404	423	-4.49%
# of Homes Listed	240	271	-11.44%
# of Sales	74	65	13.85%
List Price vs. Sale Price Ratio	95%	95%	0.00%
Average Days on Market	38	26	46.15%
Average Sale Price	$1,093,326	$1,373,595	-20.40%

Peel - Caledon Statis-

	Jan - April 2026	Jan - April 2025	% Change
# of Homes Listed	730	878	-16.86%
# of Sales	216	231	-6.49%
List Price vs. Sale Price Ratio	95%	95%	0.00%
Average Days on Market	41	31	32.26%
Average Sale Price	$1,136,111	$1,331,240	-14.66%

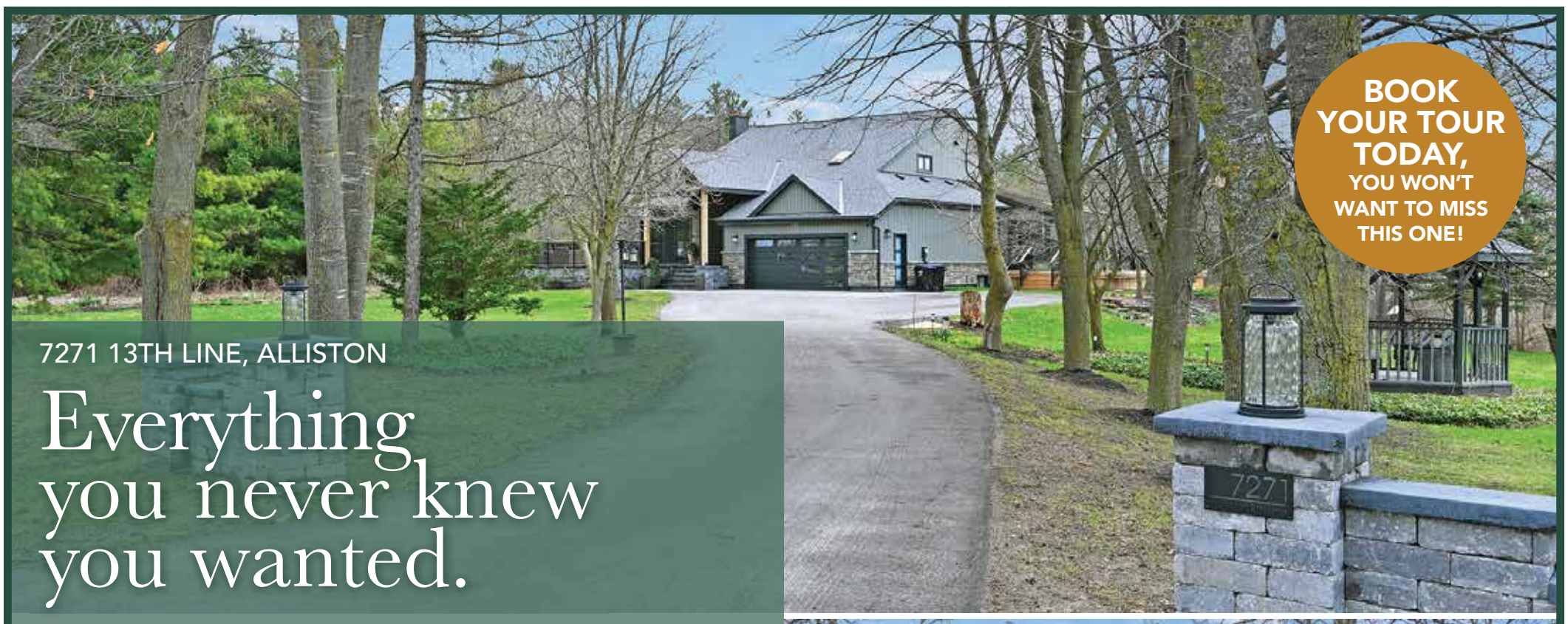
Buyers Market vs. Sellers Market

Current Number of Homes for Sale	404
Divided by Sales per Month	74
Months of Inventory	5.5

There is currently 5.5 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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(NC) Your deck is the perfect place to enjoy your time as the weather gets warmer.

If it's starting to look a little worn out, staining your wooden deck can help you breathe new life into your outdoor space. Here's a step-by-step guide to help you get started.

CHOOSE THE RIGHT TIME

Sprinkle a small amount of water onto the deck. If it absorbs in less than 10 minutes, your deck needs urgent care. Choose a time of the year when the temperature is in the 10- to 30-degree Celsius range, and when no rain is in the forecast. It's also best to avoid applying stain in direct sunlight if possible, working in sections as the sun moves across your deck.

PREPARE THE DECK

Inspect your deck for damage. Sand any splintered areas with 80-grit sandpaper or a belt sander and replace any missing fasteners. You can also tighten any screws or hammer down nails that are sticking up. Sweep away dirt, dust and debris with a broom, and rinse your deck with water. You can also use a pressure washer on a light setting.

Next, use a deck cleaner product and a brush to deep clean the wood, and allow your deck to dry for two to three days before applying stain.

PICK THE BEST STAIN

Choosing the best deck stain for your project depends on a variety of factors unique to your deck. Look for a stain at your local hardware store, like The Home Depot, that's made for your deck's wood and matches your decking material. To keep your deck in great shape for longer, pick one that is designed to repel water and protect against UV rays.

You'll get the best results by using an oil-based stain over a deck previously finished with oil-based stains and water-based stain over a deck previously finished with a water-based ones.

START WITH THE RAILINGS

Sweep your deck again to remove any debris that may have accumulated after deep-cleaning. Make sure to sweep the railings with a broom as well to remove any dust. Protect your siding, door trim and any other parts of the home with painter's tape. Stir the stain thoroughly and transfer it to a paint tray to make things easier.

Begin staining your deck, working your way down from the highest points like posts and balusters. Use long, even strokes with your brush to ensure a consistent coating on your railings and try not to drip on the deck.

STAIN THE DECK BOARDS

Apply the stain to your deck using a brush about the width of your deck boards. Choose your starting and stopping points, like by your deck stairs or a back door to your home so you don't block yourself into a corner, and work in one direction. Apply your stain in long, even strokes along the length of the deck boards.

Use a smaller paintbrush to apply stain in cracks and hard to reach corners. You can also touch up areas between boards this way. One coat is generally enough when staining your deck boards.

ALLOW THE STAIN TO DRY

Let your stain dry for 24 to 48 hours before walking on your deck. Wait an extra day or two before putting heavy furniture back in to place.

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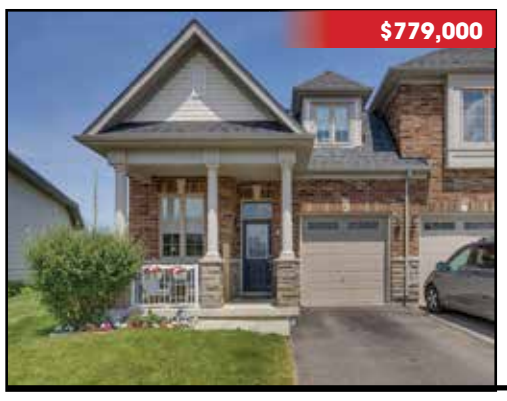
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RESALE HOMES COLLECTIONS



How to maximize a real estate investment

Real estate has long been considered a good investment.

Whether people are buying a home they intend to live in or purchasing investment properties they hope to flip or rent out, real estate tends to provide a strong return on investment.

Maximizing the investment value of a property is wise regardless of how buyers intend to use it. With that in mind, buyers can consider these strategies to make the most of a real estate investment.

• RENOVATE WITH ROI IN MIND

Though no room of a home in need of work should be ignored, various studies have identified the rooms buyers emphasize most when looking for a new home. Kitchens and primary suites tend to make the most lasting impressions on home buyers, and that can offer a strong return on investment (ROI). And the good news for homeowners hoping to sell a property they currently own is that minor kitchen remodels, which require a smaller financial investment than major overhauls, offer stronger returns. According to the Cost vs. Value Report 2025 from the Journal of Light Construction, a minor kitchen remodel offers an average return of 113 percent compared to a 36 percent average return for a major upscale remodel.

• PRIORITIZE LOCATION

Real estate investors who aren't looking to sell but buy can maximize their investment by prioritizing location as they search for properties. Though the real estate market is ever-changing, the importance of location remains a constant. Investopedia notes that a "good" location for prospective buyers typically is near access to transportation (be it public transportation or highways that can help cut down on commute times), well-regarded schools, and community involvement. While the importance of location is a constant, Investopedia notes that a given neighborhood's reputation can go from "good" to "bad" or vice versa. Identifying an emerging "good" neighborhood can be a tall order, but prospective real estate investors are urged to consider a range of variables about each location in an effort to maximize their investments. Recent investment in local infrastructure and a growth in local employment opportunities are two variables that can help a given area quickly transform into a place people want to live.

• SELL AT THE RIGHT TIME

When selling a home with the intent of maximizing a real estate investment, it's important that owners recognize certain times of year are better for sellers than others. A 2024 report from the real estate curator ATTOM indicated that listing a property in May, February or April can yield the best returns for sellers. May is a particularly good time to sell, as the ATTOM analysis of 59 million home sales between 2011 and 2023 found that homes sold in May sold for 13.1 percent above market value, which was the highest of any month.

Real estate has long been considered a great investment, and various strategies can help investors bolster their returns.

Pros and cons of a home equity line of credit

(NC) With the warm weather finally here, maybe you're considering installing a pool or doing those home renovations you've been dreaming about. Perhaps you want to get away and an RV or a cottage are at the top of your wish list.

A home equity line of credit (HELOC) is a quick and easy way to pay for such big expenses. But the long-term risks of HELOCs can outweigh their up-front benefits if you don't manage the loan well.

HOW DO HELOCS WORK?

HELOCs are secured by your home as a guarantee that you'll pay back the money you borrow. With a HELOC you can borrow money, pay it back and borrow it again up to a maximum credit limit. They use a variable interest rate, which means your payment amounts will change as the lender's prime interest rate goes up or down.

ADVANTAGES OF HELOCS:

- They offer easy access to credit.
- They have lower interest rates than other types of credit, especially unsecured loans and credit cards.
- You can pay back the money you borrow at any time without a penalty.
- You can borrow as much as you want, up to your available credit limit.

DISADVANTAGES OF HELOCS:

- It takes discipline to pay off a HELOC because you're usually only required to pay the monthly interest charges.
- Large amounts of available credit can make it easier to over-spend and carry debt for a long time.
- You will have to pay off your entire HELOC if you sell your home or want to switch your mortgage to another lender.
- The amount you owe on your HELOC reduces the equity in your home.
- Your bank could take possession of your home if you miss payments.

Before you take out a HELOC, make sure you consider the risks and have a repayment plan. If your lender is a federally regulated bank, they must offer and sell you products and services that are appropriate for you, based on your circumstances and financial needs. They must also tell you if they assess that a product or service isn't appropriate for you. Don't hesitate to ask questions and make sure you understand the product offered to you.

Find more information at canada.ca/money.

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6 things to consider when budgeting for a new home



Budgeting for your new home purchase ensures you and your loved ones can have peace of mind and enjoy your new home for years to come. Not sure where to start? Follow these simple tips:

Find out how much home you can afford

If you don't know, you risk taking on a bigger mortgage than you can realistically pay off, which could spell disaster.

First, calculate your household take-home pay after tax (if someone in your household has an irregular income, take the average of their last 12 months' pay). From there, outline any recurring monthly household expenses, like gas, home insurance, property tax, etc. Don't forget to include any new expenses you will have when you own the home, like maintenance fees if you're buying a condo or townhouse and account for your savings goals. This will give you a good idea of how much money you have left over for a mortgage payment. From here, use a mortgage payment calculator to determine the maximum purchase price you could afford.

Inquire about monthly fees

While you're house hunting, be sure to inquire about any fees associated with properties of interest, such as condo fees or municipal taxes. Monthly fees can differ between various types of houses, and can sometimes increase your monthly expenses significantly.

Don't forget about moving costs

It's important to account for moving costs so that you're not left having to dip into your renovation budget, your yearly vacation budget, or any other savings when it's time to move.

Prepare for renovations and routine maintenance

Besides the down payment, closing costs, and other fees associated with your new home, you'll also want to carve out a portion of your budget for renovations and routine maintenance costs. A good rule of thumb is to save 1-2% of your home's value each year for upkeep like plumbing and roofing repairs, drywall patching, etc.

Determine your monthly budget

Once you've purchased your new home, it's important to stick to a household budget. Monitor your spending to see how much is going towards necessary expenses and evaluate your optional expenses if need be. If you're not getting any closer to your financial goals, it might be time to cut back where possible.

Find the right insurance

If you're like many Canadians, your home will be one of the largest financial investments you will ever make, so it's important to protect it with the right insurance. Look for a provider that offers coverage options that can be customized to your family's unique needs and additional savings, like bundle and save discounts, security system savings, claims-free discounts, and more.

If you're interested in learning more about how to properly protect your home, your family and your future (and still save money!) – don't hesitate to give me a call. Plus, for more helpful tips, visit **desjardinsagents.com/customer-care/blog.**



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Desjardins Insurance

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FABULOUS 3+1 BEDROOM HOME IN FAMILY NEIGHBOURHOOD

- Lower level with bath, bdrm & kitchen
- Open kitchen/dining/living on main flr w/ quartz counters & induct. stove
- Sun filled solarium with access to pool
- Main fl. laundry, entry to garage
- Primary w/ 4pc bath, walk-in closet
- Private, no neighbours in the backyard
- Perennial gardens w/ new deck
- 2 car garage, steel roof
- Shelburne $899,999



SET ON 50 GENTLY ROLLING ACRES

- Bungaloft, 4 bed & 3 bath
- Normerica post & beam home
- Open concept, soaring ceilings
- Main floor primary, 3 piece bath
- Finished walkout, lower level 9'
- 3 tier pond w/ waterfall & decking
- Spectacular views to east & west
- 5 stall barn, drive shed & Quonset hut
- Board 'n' Batten siding w/ metal roof
- Mono $2,549,900



OPEN CONCEPT LIVING WITH VAULTED CEILINGS

- Turn-key 3+1 bedroom family home
- Steps to schools, no street crossing
- Vaulted ceilings, bright open layout
- Hardwood floors throughout main
- Chef's kitchen w/ granite & island
- Walkouts to deck and private yard
- Fireplace + cozy great room space
- Finished basement, in-law potential
- Gardens, firepit & family-friendly area
- Shelburne $850,000



PRESTIGIOUS ESTATE HOME ON PRIVATE 4 ACRE LOT

- Fully renovated luxury residence
- Gourmet kitchen for entertaining
- Premium appliances throughout
- Vaulted living room with views
- Private primary suite with deck
- Spa style ensuite with rain showers
- Multi level layout with office
- Walk out suite for extended family
- Four car garage with workshop
- Caledon Improved Price $2,499,000



REDUCED PRICE!

- Updated 5-bed, 4-bath family home
- Bright open-concept main floor
- Stunning kitchen w/ live-edge island
- Cozy family room w/ wood fireplace
- Loft for office, retreat or 5th bed
- Finished basement w/ guest suite
- Spa-style bath w/ heated floors
- Large fenced, pool-sized backyard
- Deck with relaxing hot tub
- Caledon Reduced Price ~~$1,429,000~~

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OVER 100 FT OF SHORELINE ON PRIVATE LAKE IN CALEDON

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- Exclusive spring-fed Green Lake
- Modern post & beam log home
- Guest bunkie with full bath
- Heated insulated garage/shop
- Walkout to patio & lake views
- Sand beach, dock & gazebo
- Bedroom on every level
- 2.36 acres of landscaped land
- Minutes to top golf & skiing

AGENT SPOTLIGHT

MEET JENNIFER UNGER

Born and raised on a horse farm in Caledon East, Jennifer (Jen) has been in the midst of local change as Peel Region has evolved into more urban communities. Once a landscape of cattle, crops, and horses, and many more dirt roads, she has seen the demand for homes and properties become more limited in availability and more specific in requirements.

Jen attended high school at Humberview in Bolton, while at the same time racing a stable of Standardbred horses. This led to a role with an industry group introducing selected kids to caring for, and driving, a retired race-horse in an exhibition race. So successful was this, that an adult version was also created and implemented.

Her background eventually led to her becoming a racing steward (judge) at Ontario racetracks, but significant changes in the industry changed her career direction.

During this time, she could not ignore the changes in the real estate market, having bought and sold several times herself. She has also seen local developments encroach on her family's farm, and the impact and limitations of environmental groups such as Oak Ridges Moraine, NEC, OMB, municipal and regional official plans.

Always loving to view country property, especially farms, she is excited about getting out, walking the land, and talking horses!

Jen is thrilled to be working for The Richie Group—RE/MAX In The Hills Inc., where she stays current on 'the buzz' and is surrounded by people who are experts in the area. She is especially thrilled to be working in the area she has always called home!

In her free time, Jen loves to ride her retired Standard-breds in the back fields of her family farm, cycle along the Caledon Trail, and finish off the day with a good book!

If you wish to learn more about what Jen can do for you, or your wish to view any of our Listings, contact Jennifer!

