

20 HOMIE ACHIEVERS

PHOTOGRAPHY **BONNIE FOX**

To mark our 10th anniversary, OUR HOMES invited some familiar faces to help us celebrate. They've all been with us since the beginning. They share some of their own milestones from the past 10 years, and let us peek inside their homes.



**DAVID PATTERSON,
JOHN MEALEY
& DIANE SCOTT**
Cedarport Window & Door Centre Inc.

10-Year Milestones: Our three-person ownership group came together three years ago when John joined Diane and Dave, who had worked with Cedarport for 18 years and 30 years, respectively! We each bring something to the table so it has worked out well.

Success Secrets: We try to do what we say we will when we say we will do it. It's also been important to have a team that takes their positions to heart and genuinely care about the company and their co-workers.

Where Were You Photographed? In John and his wife Sue's lovely home that they renovated in 2014. The home is close to the Thornbury shop so we often have team meetings at this central spot.



**MELANIE & HAROLD
ROBISON, Principal**
Bob Armstrong Construction Ltd.

10-Year Milestones: We have had the privilege of working with wonderful clients to build for. It brings us real satisfaction to see our clients so happy. Personally, we built and moved to our home outside Thornbury.

Success Secrets: It isn't really a secret: honesty and good communication are key. Building homes in a clean and happy atmosphere along with good cooperation with our trades allows us to deliver the quality our clients expect.

Where Were You Photographed? In our kitchen, where our morning cappuccino together is a great way to start our day. We love to look out at the beauty we are surrounded by: the pond and waterfall in the front yard; deer, turkey and fox travelling through the back yard.

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MARK BROWN

Owner, A.M. Contracting

10-Year Milestones: We have built some incredible homes and met some great clients along the way. Being able to sponsor local teams has been a way to show my appreciation and a fun way to get a community together.

Success Secrets: Luck and honesty. The capability to build great homes, which wouldn't be possible to do without an excellent crew. We've been in business for 15 years and most of our business is by referral.

Where Were You Photographed? At home in Meaford with my kids Travis, Jayli and Trayne on the upper balcony. My favourite place at home is the back yard – the pond where we kick back and relax, and the hockey pad where all three kids play.



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MARK & JENNIFER ROBINSON, Owners

Robinson's Paint & Wallpaper

10-Year Milestones: Acquiring wonderful staff members who understand the philosophy of good customer service. The business celebrated its 50th anniversary in 2013. We have expanded the products that we offer as well as purchased a parcel of property for our parking lot behind the store.

Success Secrets: Offering good products to our customers. Having a good understanding of the products. Presenting useful information to the customer in a friendly, helpful way.

Where Were You Photographed? In front of our wall of paint sheet samples at our store. We've refinished this kitchen stool in a pale blue – one of the colour trends we're seeing for 2016. Changing or refinishing accessories in the kitchen is an easy way to update the room. For us, the kitchen is the lifeblood of the home.

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15 Years of professional design and manufacturing





ROGER & ANNA TOMLINSON, Owners
Chantico Fireplace Gallery

10-Year Milestones: Personally, we've watched our sons grow into amazing men. In business, Chantico is turning 10 as well and has branded into a well-established business in the Georgian Triangle. The journey has filled our hearts with pride and joy.

Success Secrets: We don't measure success on material possessions. We don't believe in people working for us; people work for themselves and take pride and ownership in whatever they do. That's why we look for people who value honesty and trust, and have a strong moral compass to guide their decisions.

Where Were You Photographed? In our showroom. We get to update and be creative here – like with this horizontal fireplace and birch-motif wall – more often than we do in our own home!

DAVID & HELEN LABELLE, Owners
Georgian Design Centre

10-Year Milestones: In 2007, we relocated, changed our name from Georgian Flooring to Georgian Design Centre and have been growing ever since. Personally, we've watched our children marry and share the greatest gifts: six grandchildren and more on the way.

Success Secrets: We are a locally and family-owned-and-operated business that focuses on customer service. Along with three of our children and our son-in-law, we have three other sales associates that are as close as family. We treasure Sundays as a family day with time to appreciate what matters the most.

Where Were You Photographed? In the dining room of our Collingwood home, which can be hard to resist updating frequently! We currently have a horizontal chrome chandelier above our table.

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WILLIAM BROWN

Architectural Design

BARBARA PATTON-BROWN

Interior Design

Black Tusk Development Group Ltd.

10-Year Milestones: Ten years ago Barb joined the company full time and we started building our designs in order to deliver a better experience for our clients. Today, we are building our new home, with less thought to resale and what's trending, it's all by design – just for us!

Success Secrets: After the financial crisis of 2008, our clients (and soon-to-be clients) paused, took a breath, then realized that their plans for a new home in Southern Georgian Bay were more important than ever. We rolled up our sleeves and dove in. For us it is very exciting to be part of our clients' plans and it reinforces why we choose to live, work, and play here.

Where Were You Photographed? Our covered porch is a favourite spot to start and end the day. It connects us to the outdoors and the fireplace takes the chill off those cooler evenings.

MARK HIGGINSON

Certified Landscape Designer/Owner

SHERREE HIGGINSON

Garden Design/Maintenance

Natural Stonescapes

10-Year Milestones: We're celebrating 25 years of landscaping in Southern Georgian Bay. In 2014 we were honoured with Landscape Ontario's Award of Excellence for residential pool/landscape construction.

Success Secrets: We have an innate feel for the geography and characteristics of the area. Sherree and I have a unique business partnership, where we've been able to provide our clients with proficiency in both soft and hard landscaping.

Where Were You Photographed? In the paddock at our Meaford farm with Bella, our 10-year-old Thoroughbred-Paint-Cross mare. There is a pony and a few horses pasturing out back. Sherree and our daughters used to ride competitively, but now we ride for enjoyment. We've lived on this property for 13 years with a few renovations and an addition as our family has grown.

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DAVE HARRINGTON
Owner, Absolute Craftsmen Ltd.

10-Year Milestones: Five years ago, my daughter Christine Harrington joined my company as project manager.

Success Secrets: Many years of hands-on experience. I'm at my sites every day.

Where Were You Photographed? My wife and I built this house three years ago at Long Point. I had been coming down to my buddy's house, who is now my neighbour, to go windsurfing since 1992. We have always wanted to be on the water.



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GARY NORDEMAN
President, The Landmark Group

10-Year Milestones: Winning two national awards for being #1 in landscape design and maintenance and the #1 provincial award in landscape construction two years in a row.

Success Secrets: No real secret, God is the reason for our success. Landmark is blessed with a very gifted and talented team of individuals. Every single person who works here truly expresses their passion for the industry, including our suppliers and sub trades.

Where Were You Photographed? My wife and I built our home in Meaford 12 years ago for the beautiful rolling hills overlooking a three-acre pond. Ferdinand was a request by our niece, who lives with us, to get a cow. We decided to begin with a "herd of one" and have enjoyed it so much, we will develop some pasture on our property and increase this herd size by at least 100 per cent!

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DESMOND VON TEICHMAN

*Broker of Record
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Brokerage*

10-Year Milestones: We've grown into the #1 real estate company in the area, and then were first to break the \$100-million and then the \$150-million sales mark in the region.

Success Secrets: Our success is driven by an advanced understanding of how real estate is marketed in today's economy and a desire to be our client's trusted advisor to help them attain their real estate goals.

Where Were You Photographed? I love my home. My wife and I had it built 10 years ago. The location is close to everything, but has a feeling of remoteness that I find appealing. The kitchen table is where I work when I am at home. When the family is home, it is the centre of everything, and when I am working alone, I find the view inspiring.



JULIE WALTHO, Owner
Molly Maid Georgian Bay

10-Year Milestones: I've worked with Molly Maid for many years and I was able to buy the business three years ago. In my personal life, I was able to go to my little brother's wedding in Japan, which was the trip of a lifetime.

Success Secrets: The Molly Maid name and colours – and the great clients who expect the difference that we are able to make.

Where Were You Photographed? I purchased my family home almost 10 years ago, along with most of my parents' belongings – I'm still finding ways to make the home my own! My favourite space is the lower level where my husband Rob and I love to entertain.

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URSULA ABBOTT

Financial Controller

DOUG ABBOTT

President

Village Builders

10-Year Milestones: A highlight for our company was renovating the old firehouse in Creemore into our current offices; we've enjoyed being a part of the town's growth. Personally, we celebrated our 45th wedding anniversary, and the birth of three grandchildren.

Success Secrets: Honesty, reliability and fine craftsmanship.

Where Were You Photographed? This is the first home we built for ourselves and have enjoyed it for 26 years. We have a few family heirlooms on display. We have a passion for all things outdoors, especially skiing. Our goal is to pass this appreciation of the outdoors and travel onto our children and grandchildren.

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KAREN JAMES, Owner

Ashton's Blinds Draperies Shutters

10-Year Milestones: The most memorable events are the wonderful people I have met and customers I have been privileged to serve along the way. A personal highlight was co-founding The Apple Valley Youth Chorus with a close friend four years ago in Thornbury. We teach children ages six-17 to sing in two-part harmony, read choral music and have recently added a percussion group. We have received tremendous support from the community.

Success Secrets: Treating people as I expect to be treated.

Where Were You Photographed? I love my home. It's cosy and inviting and has a sunroom that does double duty as a practice studio for my flute. Music is a way for me to serve the community through teaching and performing. I love my house, but I love my community more!

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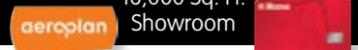
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PATRICK COULTER

*President
Patrick B. Coulter & Associates Inc.*

10-Year Milestones: Our firm has been awarded the most prestigious custom home building projects in the region. In my personal life, I married my beautiful wife Paula Zubek; from this single choice has come the greatest joys of my life.

Success Secrets: Team stability. The management group has been with me between 10 and 30 years. Our team has worked at this level long enough that excellence is now the minimum standard.

Where Were You Photographed? Paula and I are passionate about golf and wanted a west-facing home at the Georgian Bay Club to enjoy the sunset on the region's premier course. This foyer reflects our lifetime of collecting: geological samples sourced by my son and work from local and international artists.

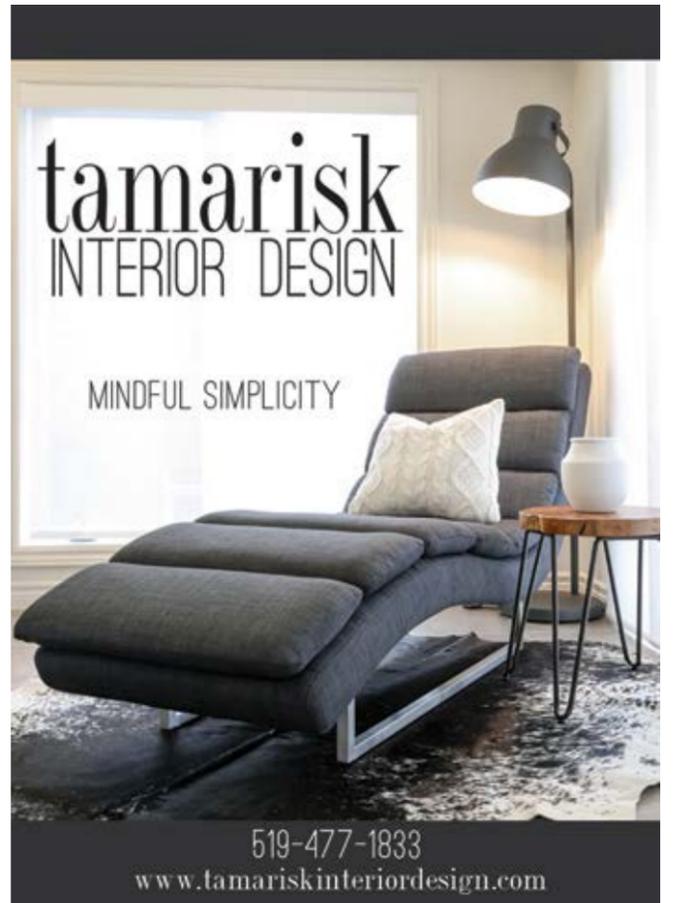
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SHERRY RIOUX, Broker
*Clairwood Real Estate Corporation,
Brokerage*

10-Year Milestones: Since its inception, Clairwood has grown from a one-realtor operation (just me!) to a thriving business in multiple locations.

Success Secrets: My clients come first. Real estate is a seven-days-a-week business and no matter how big or how small the deal, I pride myself on going above and beyond the call of duty. A smile and a good sense of humour also helps!

Where Were You Photographed? In my Lighthouse Point condo with Strummer and Daisy May. When my husband and I moved here full time 12 years ago, our goal was waterfront living. Collingwood reminds us of our east coast hometown, Fredericton. After a busy day at work, coming home to the panoramic water and mountain vistas is our own little slice of heaven.

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MICHAEL D. LOUGHEED

*President
Dean's Carpet One Floor & Home*

10-Year Milestones: We celebrated 50 years of business in 2013. Our second store in Meaford opened in 2008, managed by my daughter, Sarah Lougheed. My son Justin Lougheed has also joined the business full time. We're now proudly a third-generation business. We have also expanded our Duntroon store and warehouse to 10,000 square feet.

Success Secrets: We have carried on the same dedication to honest principles, hard work, sound morals, high quality flooring products, exceptionally-trained installers and sales staff, personal customer service and the perseverance upon which the business was originally founded by my father, Elmer Dean Lougheed and mother, Millie.

Where Were You Photographed? In front of the Elmira stove in the kitchen of the original family home – it represents the heart of the house where family still gathers.

MICHAEL ABERCROMBIE

Clarksburg Contractors Ltd.

10-Year Milestones: In the last 10 years, we relocated from Clarksburg to Heathcote and this past year we surpassed 60 years in the business.

Success Secrets: We have a legacy of versatility, diversification, quality and integrity. We have a big team of licensed electricians, plumbers, sheet metal mechanics, gas fitters, refrigeration mechanics, and heating, venting and hydronic-systems technicians.

Where Were You Photographed? We have a comfortable sofa fireplace at our Heathcote shop. At home, my favourite place to entertain is the billiards room where I've inherited the centre table from the former Brownie's Pool Hall in Thornbury; it's a great place to relax.

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BUYING / SELLING SNAPSHOT - 2015 IN REVIEW

For single family homes, S. Georgian Bay moved from a 2014 almost balanced market (48% of listings sold) to a 2015 Sellers' market with 60% of listings selling. The average price for a resale home shows an over 6% increase, \$342,674 compared to \$322,428. The majority of sales took place in the \$150,000 to \$300,000 price range, although the \$300-\$500K range soared over 2014 this past year. The price points with the biggest jumps over 2014 were \$600K – \$699K (33 more sales) and \$1M+ (21 more sales).

Our focus is on the 3 key trading areas in which we have the most expertise – Blue Mountains, Collingwood, and the areas of Clearview nearest to Collingwood. There were 1187 listings of which 724 sold – a 61% sale to list ratio (compare to 47.5% for 2014), and the average resale price rose almost 8% from \$417,749 in 2014 to the current \$450,805.

Collingwood highlights:

- A high sale of \$2.9M at Sunset Point and an eastside waterfront for \$1.325M
- Average resale pricing is up over 5% over 2014 at \$369K

The Blue Mountains highlights:

- 5 Reported sales over \$2M in 2015 – the high being \$2.525M near Georgian Peaks
- Average resale pricing was \$620K – up over 15% from 2014

Clearview highlights:

- 2015 had 5 Sales over \$1M down from the 2014 number of 7
- Average resale pricing was flat year over year at \$363K

General Observations

- Throughout the region May to October are the highest unit volume sales months, January and December are the lowest.
- Average Days on Market for Collingwood – 65, Blue Mountains – 109, Clearview – 93

We are again in a construction boom with numerous new housing projects both under construction and planned future development – ranging from small condominiums, rental apartments, mid-range to executive townhomes and many single family homes with retirees in mind.

All statistics gleaned from the SGBAR MLS system and believed to be accurate. For more in-depth data or a personal analysis of your property, please contact the writers.



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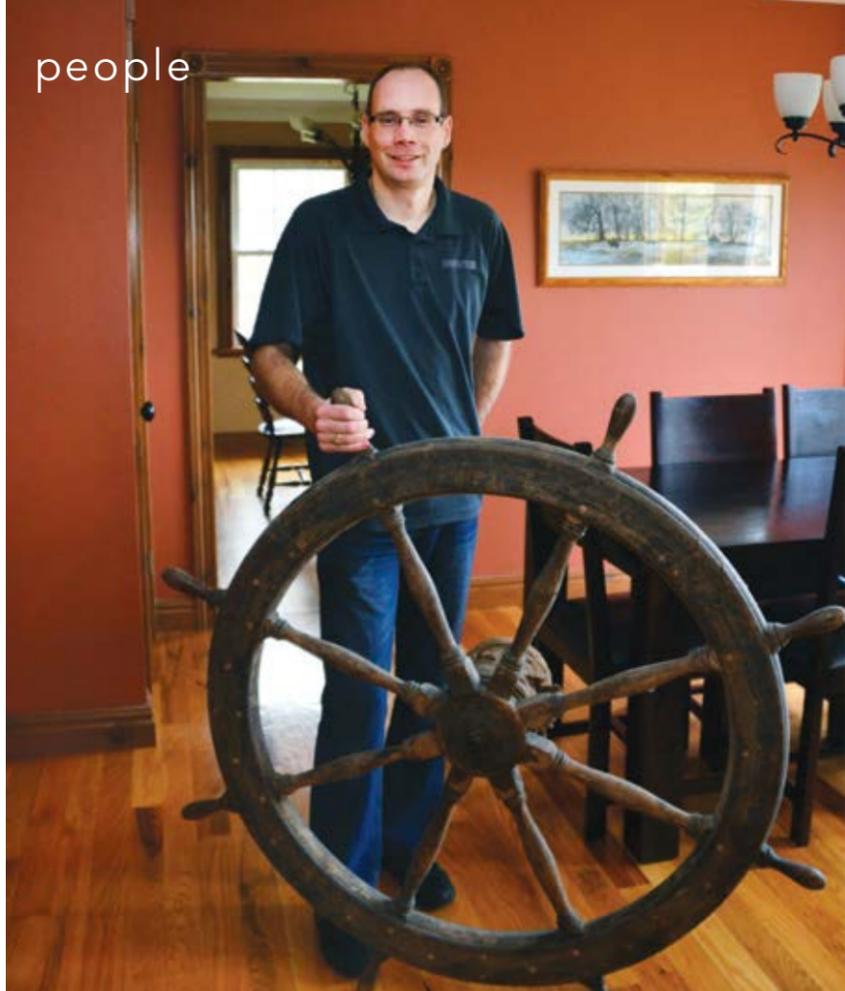
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TYLER KNIGHT
General Manager
Knights' Home Building Centre

10-Year Milestones: In June 2010, we relocated to a new location increasing to a 14,000 sq. ft. retail store. In 2012, we were named Young Retailer of the Year by the North American Retail Hardware Association, and Best Young Retailer of the Year by Hardware Merchandising Magazine.

Success Secrets: We owe our success to our employees: we run a family business and our staff becomes our family very quickly.

Where Were You Photographed? My wife and I purchased this home in Meaford three years ago to be closer to friends who live within steps of here. This ship's wheel has been in our family since my great grandfather's business manufactured it in the early 1900s. Our family has been building things in this region for over 100 years, from ship wheels to flooring and everything in between.



ROBIN SMITH
Owner/Operator
Paragon Carpentry

10-Year Milestones: I have had many interesting projects and fantastic clients in the past 10 years. The most memorable personal events would be our six beautiful grandchildren and the success of my wife and daughter's Thornbury store Gaia Boutique.

Success Secrets: As a licensed carpenter I take great pride in my work and truly enjoy working as a hands-on builder and personally overseeing projects from start to finish.

Where Were You Photographed? With Lucca the Chorkie (Yorkie-Chihuahua cross) and Leroy the Morkie (Yorkie-Maltsee cross) at home in Clarksburg. This house was built for family and thrives on being full of life. It's an early 1900s farmhouse on the Beaver River where we put on an addition, renovated and raised three teenagers. OH



Two heads ARE better than one!



Lorraine McDonald
Sales Representative
(705) 444-4216
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