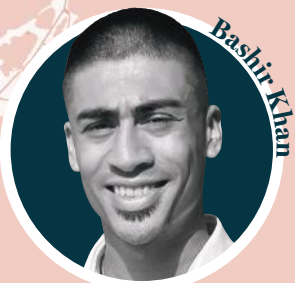


BEYOND

A Heaps Estrin Publication

Meet the unsung heroes changing the face of Toronto

FIVE PEOPLE STRIVING TO
MAKE OUR CITY MORE DIVERSE,
EQUITABLE AND MODERN



VILLAS ARE THE NEW COTTAGE:
WHAT \$3M BUYS IN THREE
TRENDY LOCALES

NEW HOME, NEW LIFESTYLE:
THE BENEFITS OF DOWNSIZING

HOLLYWOOD NORTH: EXPLORE
TORONTO'S CELEBRITY HOMES
AND FILM SETS



Issue

02

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LUXURY REAL ESTATE

RESORT AMENITIES

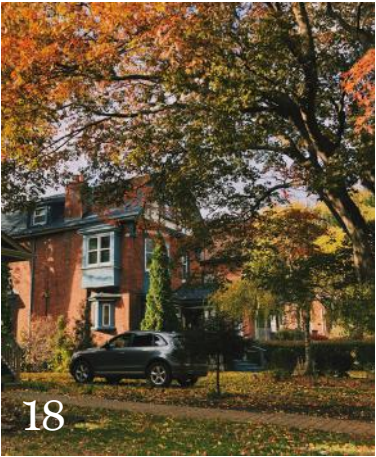
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IT WON'T GO QUIETLY

JAGUAR

F-TYPE



European model shown with optional features. © 2023 Jaguar Land Rover Canada ULC



OUR CULTURE, PRINCIPLES AND VALUES IN PRINT

WITH GREAT PLEASURE, we present the second edition of *BEYOND*, a publication that aims to transcend the conventional boundaries of real estate discourse and elevate your real estate experience into a lifestyle journey.

At Heaps Estrin, we view our readers as companions in exploring the intricacies of real estate and its integration into our personal, family, professional and financial lives. Our focus lies in delivering timely and relevant content beyond the transactional aspects of buying and selling homes. Every issue we produce aims to cultivate meaningful conversations and establish deeper engagement within our community.

As you peruse the pages of this beautifully crafted magazine, we hope you find solace in the tactile experience it offers, a respite from the screen-dominated world we live in. We have also made a conscious effort to uphold our commitment to sustainable living by using eco-friendly resources to create *BEYOND*. Beyond the quantitative aspects, sharing the qualitative elements that define Heaps Estrin is essential. Our culture, values,

and the principles we hold dear are what set us apart.

Within these pages, you will gain insight into the essence of our company, our passion for exceptional service and our unwavering commitment to our clients and community. In this edition, we invite you to meet the changemakers of Toronto ("Changemakers," page 13), explore luxury vacation properties ("What does \$3 million buy you in Costa Rica, Portugal and Florida?" page 26) and learn about sustainable living practices that honour our planet ("Eco Upgrades," page 18). Our team is excited to present thought-provoking pieces by award-winning

journalists and industry experts. Join us as we go beyond the surface.

Now, let's talk about our passion project: The Lobby. Since its inception in 2022, our groundbreaking venture has reshaped the Toronto real estate landscape. We are excited to see The Lobby come to life through the artists-in-residence program, our design partners, our events and speaker series, the concierge team and the curated retail. We are incredibly grateful to our community for the unwavering support you've shown us.

Your trust and confidence in Heaps Estrin have driven our continuous pursuit of innovation and excellence in the real estate industry. We want to take a moment to express our heartfelt appreciation.

Warm regards,

Cailey Heaps
President & CEO, Broker of Record
The Heaps Estrin Real Estate Team

MASTHEAD

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MARKET WATCH

DESPITE LOW INVENTORY, THE TORONTO REAL ESTATE MARKET IS REGAINING ITS FOOTING AND THE OUTLOOK FOR 2024 IS POSITIVE

WORDS BY
DENISE DEVEAU

IT HAS BEEN A DISRUPTIVE TIME FOR REAL ESTATE over the past year and a half in Toronto. While buyers remain cautious, there are signs that the market is stabilizing and will likely generate more sales in the coming months.

According to the July 2023 Royal LePage House Price Survey, the aggregate price of a home in the Greater Toronto Area increased 1.1 per cent year-over-year to \$1,180,400 in the second quarter of 2023. However, on a quarterly basis, it increased 5.4 per cent and Royal LePage is forecasting that it will increase by 11.0 per cent in the last quarter of the year.

"The pandemic created a unique situation that has never been seen before," says Benjamin Tal, deputy chief economist, CIBC World Markets Inc. "Pricing was not really the issue for buyers. The opposite was the case. We had extremely low interest rates without the costs of a recession. Buyers felt a sense of urgency to get into the market."

More recent stabilization better reflects the correlation between sales and the movement in interest rates, he explains. "The minute things stabilize, the market goes up." Tal says that in the spring, there were increases of nine per cent in market prices, which, he adds, is not insignificant.

"It was a slow start to 2023," says Amanda Gaskey, a real estate agent with Heaps Estrin, "but we have seen returning demand from buyers as they adjusted to interest rate increases. We saw a return of buyers to the market in the spring followed by a seasonal slowdown over the summer."

However, inventory remains low, partly because sellers have been waiting on the sidelines for a rebound in pricing, she notes. "The prices in the latter half of 2022 were not

"IT WAS A SLOW START TO 2023. BUT WE HAVE SEEN RETURNING DEMAND FROM BUYERS AS THEY ADJUSTED TO INTEREST RATE INCREASES."

compelling to sellers which further impacted the supply issue. With the increase in pricing we saw in the spring of this year, we expect to see an increase in inventory in the fall."

Although the market was quieter over the summer, there are neighbourhoods that consistently outperform others. These neighbourhoods typically feature a strong sense of community, good schools and walkability.

Gaskey also notes that the condo market has been quite strong. "There is a lot of vibrancy in the condo market right now as people are returning to the city and looking for more affordable options. We are seeing a resurgence in demand in up-and-coming areas such as Mimico, the Junction, and Wallace Emerson. An increase in immigration has also helped to fuel the condo market."

Tal expects that interest rates will not fall until at least May 2024. "There is still a lot of time before we will see that happen. But the real story is not the interest rates. The real estate market across Canada, and in particular in Toronto, is extremely tight. We simply don't have enough supply."

On the other hand, rising interest rates may lead to some distress sales for owners unable to renew their mortgages, possibly adding to supply, notes Tal.

All things considered, the outlook for the Toronto real estate market is a story of resilience, largely fuelled by a lack of inventory, says Gaskey. "We don't anticipate any significant pricing shifts for the balance of 2023." ■



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THE BAY-AND-GABLE HOME

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YET-LIGHT-
FILLED
HOUSES
HAVE A
STORIED
HISTORY

WORDS BY
ALEX COREY

Heaps Estrin
Real Estate Agent and
Architectural Historian

THE BAY-AND-GABLE ARCHITECTURAL

STYLE is significant in Toronto's architectural history. Unlike well-known styles such as Georgian, Tudor or Queen Anne revival, bay-and-gable stands out for its wide geographic spread and numerous homes. This style can be found throughout the city, with concentrations in areas like Cabbagetown, Summerhill, the Annex, Little Italy, and Parkdale, and smaller groupings stretching from the Upper Beaches to Weston and down to Mimico.

Developed in the 1870s, the bay-and-gable style emerged in response to the economic challenges of housing the growing middle class in Toronto's suburban outskirts.

The city's population boom at the time necessitated affordable yet attractive housing options beyond the confines of the city centre. Between 1881 and 1891, Toronto's population more than doubled, from 80,000 to 181,000, creating a pressing need for homes.

BETWEEN 1881 AND 1891, TORONTO'S POPULATION MORE THAN DOUBLED, FROM 80,000 TO 181,000, CREATING A PRESSING NEED FOR HOMES.

The bay-and-gable style proved to be an optimal solution due to its stylistic roots in English architecture, which resonated with the waves of immigrants from the British Isles, and its cost-saving features. Since property taxes were based on lot width, the tall and narrow design of bay-and-gable homes (usually 13 to 20 feet wide) maximized space without increasing taxes. To compensate for the narrow frontage, these homes often featured large bay windows, high ceilings of 10 feet or more, and transom windows above doors, which allowed ample light and ventilation.

A typical bay-and-gable home has a staircase along the interior wall, leading to various living and bedroom spaces. The parlour is usually placed at the front of the house, separated from the central dining room, with doors that offer privacy and assist with heat retention. The kitchen is often located at the back for better ventilation and access to work yards and deliveries. Some style variations incorporate elements from Gothic revival, Queen Anne revival, or Romanesque revival styles. In contrast, others are more utilitarian in nature, reflecting the working-class neighbourhoods in which they were built.

As the 20th century dawned, the bay-and-gable style remained prevalent in Old Toronto. However, as middle-class residents began to venture into the suburbs of North Toronto, High Park and Playter Estates, they embraced different building styles due to varying taxation systems and more affordable land. Nonetheless, bay-and-gable homes remain an integral part of Toronto's architectural heritage, showcasing the aspirations and lifestyles of its residents at the turn of the 20th century. 卐



THE ANATOMY OF A KITCHEN THAT SELLS

ANY TIME YOU RENOVATE, RESALE VALUE SHOULD BE TOP OF MIND—ESPECIALLY IN THE KITCHEN.

WORDS BY **VANESSA GRANT**

Whether you're renovating for yourself or planning a move, when you remodel your kitchen the right way, the value of your home increases. In fact, sellers can expect to recoup up to 85 per cent of the cost of a renovated kitchen. "The kitchen truly is the heart of the home, and how it is designed will impact a family's daily enjoyment of their space," says Cailey Heaps, president, CEO and broker of record at Heaps Estrin.

What should you keep in mind when planning a kitchen that sells? Interior designer Teresa Track, known for her modern, upscale interiors, says that warm neutrals, natural stone and a sleek, cohesive design are key.



Clockwise from top left: Heaps Estrin listings at 296 Ingleswood Drive, 7 Dale Avenue



Top: Bronze-toned accents on the light fixtures and range hood complement the drawer pulls.
Bottom: Appliances look built in when installed flush with the cabinetry.

SELLERS CAN EXPECT TO RECOUP UP TO 85 PER CENT OF THE COST OF A RENOVATED KITCHEN



FIVE ELEMENTS OF A KITCHEN WITH INSTANT RESALE VALUE

UPGRADED APPLIANCES

"I always recommend high-end appliances. Sub-Zero is a tried, tested and true brand. I have clients who've had them for 20 years," says Track. To make any appliances look sleek, she suggests panels that blend into the cabinetry. "It will make the kitchen look more cohesive and updated."

WARM-TONED CABINETS

The all-white kitchen is no longer the look. Track says that many of her clients are highlighting texture and warmth, often choosing lightly stained wood cabinets. If you like the look of opaque paint versus a stain, "there's a huge movement towards warm tones versus cool tones," she says. So choose a warm white or pale putty colour.

SLEEK HARDWARE

Track says that bronze-toned hardware looks modern. "I'm also seeing people doing no hardware at all." She says clients are choosing cupboard doors with touch latches or finger grooves.

ALWAYS AN ISLAND

Islands add coveted counter space and feel grand, especially when topped with natural stone. "I don't think I've designed a kitchen in the last 10 years without an island," says Track.

NATURAL STONE COUNTERTOPS AND BACKSPASHES

Track says that natural stone is making a comeback. "It offers an earthy, natural element." And natural stone slabs make luxurious-looking backsplashes. **H**

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CHANGEMAKERS

Maintaining world-class-city status while undergoing exponential growth is complicated work. It requires smart infrastructure and community support along with innovative ideas that bring people together and set our city apart. Meet the unsung heroes striving to make “Toronto the good” even better.

WORDS BY **ALYSSA SCHWARTZ**

Naama Blonder

ARCHITECT AND URBAN PLANNER

FOR NAAMA BLONDER, co-founder of the architecture and urban planning firm Smart Density, transforming young families’ ideals about what good housing looks like isn’t just business—it’s personal. “This idea that we all need to live in houses with backyards? We can’t grow into the vision of what we want Toronto to become, or welcome the number of immigrants we’re working toward, without a massive cultural shift away from that,” Blonder says. “For me, creating that shift is not just a passion. This isn’t my hobby, it’s what I believe to my core.”

Originally from Israel, Blonder laughs when she discloses the main reason she chose to move here a

decade ago. “Believe it or not, Toronto was my affordable option. I immigrated here because I couldn’t see a financial future for my family anywhere else,” she says. While home prices in the city may have eased slightly from 2022 peaks, the average house still clocks in at roughly double the cost of when Blonder arrived. “In the 10 years that I’ve been here, I’ve seen Toronto’s

affordability decline. We’re not San Francisco yet, but we also don’t want to become that.”

To Blonder, the solution is to add more housing like the four-bedroom apartment she grew up in in Israel, living with her parents and two siblings. In fact, when it came time to decide where to raise her own young brood—together with her husband and Smart



Density co-founder, Misha Bereznyak, and their two kids under five—she took a page out of her childhood, opting to purchase a three-bedroom, 1,100-square-foot condo on King West as her family’s home.

“I practice what I preach,” she says. “It’s not like as soon as I had children,

I was like, OK, bye, I’m going to the suburbs. I live in a multi-family building,

I use transit and don’t have a car, and the park is my backyard. There are three parks within five minutes of where I live.”

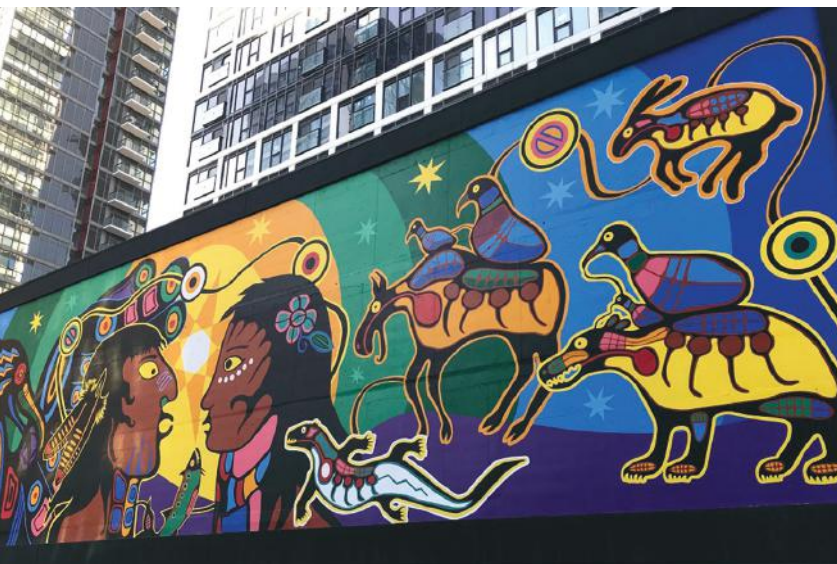
Those attributes—proximity to green space and transit, walkability—are what Blonder aspires to in her building projects as well, and where she believes the greatest opportunity exists to change hearts and minds about what urban living means. Together with her team at Smart Density, Blonder is a three-time winner of the Ontario Association of Architects’ Shift Award, which recognizes designs that offer creative and appealing solutions to societal problems.

“I always say grey is green because living in a compact urban environment is a true act of sustainability,” she says. “The way cities in North America have been built, they’re so heavily dependent on the car.”

Building walkable urban neighbourhoods won’t just help lower our carbon footprint—Blonder believes they also promote a more enjoyable way of life. “I have a friend who moved to the suburbs and she came to visit me recently in my downtown office. She works from home and said she hadn’t left the house for two weeks because there’s nothing interesting to do outside where she lives.”

Says Blonder: “I want to show there’s another choice. Maybe I’ve sacrificed space for convenience, but I have everything I need close by. I walk 15 or 20 minutes and I’m at my office; I have no commute. I get to spend more time with my kids. I absolutely love living where I live.”

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“WOODLAND IS THE ONLY WAY I CAN TELL OUR STORY. IT’S A REAL DREAMER’S KIND OF NARRATIVE.”

Philip Cote

MOOSE DEER POINT FIRST NATION ARTIST, EDUCATOR, HISTORIAN, CULTURAL INTERPRETER AND SPIRITUAL LEADER

OF THE 40-PLUS MURALS Philip Cote has painted around Toronto, the artist says *The Original Family*—a massive depiction of the Anishinaabe creation story painted in vivid hues at the base of a condo tower at Jarvis and Dundas—is his favourite.

“It’s the largest one I’ve done. It’s like 37 feet tall and 120 across,” Cote says. “If you come from the south building along Jarvis, you’re going to see this huge mural along an enormous wall surrounded by a black frame. When the builder asked me what I’d like to see around my mural—that was it.”

Cote continues, “If you look at my murals, they’re all outlined in black. All of the animals and people have a black line that connects them all together. It represents the beginning of the universe.”

Inspired by Norval Morrisseau, the self-taught Anishinaabe artist who founded the distinctive Woodland painting style, Cote says the bright, poppy approach that has become his signature is more than just an art form—it’s an embodiment of his spiritual practice and the key to a better, more collaborative Toronto.

“Woodland is the only way I can tell our story,” Cote says. “It’s a real dreamer’s kind of narrative when you start unravelling that thread. It’s amazing to look at it and think, ‘Hey, we’re a part of this thing too.’”

Head north to Dupont and Spadina and you can follow Cote’s thread to his second-favourite work,

Indigenous History of the Land. Next, head west to Old Mill Station, where the painter depicts thousands of years of history across 10 pillars that support the subway bridge.

Then there are the murals he’s painted in schools around the city, part of a Toronto District School Board partnership to integrate Indigenous wisdom and history into mainstream education.

“They are all connected,” Cote says. “It’s holistic. That’s the way our culture is.”

Raised in Toronto and a member of Moose Deer Point First Nation, Cote says his mother—also an artist—emphasized the importance of connecting with his identity throughout his childhood.

“Before I started working as an artist, I worked in many different jobs just to stay employed and have a roof over my head. I worked at an Indigenous youth shelter, I worked in prisons. It forced me to think about how I could help these people. One of the things young people and the people who were incarcerated were facing was a lack of a sense of identity. They didn’t have that like I had that (growing up).”

A Sundancer, Pipe Carrier and Sweat Ceremony leader, Cote sees his art as yet another conduit for the spiritual teachings of his ancestors. “They connect in a really good way,” he says. “All this stuff I’ve done to this point has led me to recognize that I have a gift that allows me to tell a different narrative than the one that’s out there in the colonial setting.”

Just don’t call it a new approach. “You know, our elders and our wisdom keepers managed to hold on to all our stories through pictographs and petroglyphs and petroforms. Those are across the landscape, even in Toronto,” Cote says. “Those are messages from a few hundred years ago to our people today. Through my murals, I’m bringing forward this other narrative that’s been ignored for 500 years.”



Paul Taylor

ANTI-POVERTY ACTIVIST,
EDUCATOR AND ENTREPRENEUR

“WHEN I WAS 13, I had a really profound experience,” says Paul Taylor. “It was the first time I saw my mother cry.”

The catalyst for that pivotal moment? A 22 per cent cut to the welfare payments that enabled Bernadine Taylor, a single mom in Toronto’s west end, to support her family.

“We struggled with no heat, no electricity, no hot water at various times in my childhood,” Taylor says. “But it was in trying to understand what was going on, why my mother was under so much stress, that I got my first understanding into how these types of political decisions impact people’s lives.”

It was a formative moment. “Although I’m not living in poverty right now, it makes me think about my commitment to community and my commitment to those who are currently experiencing poverty. I have a responsibility to do everything I can to challenge the way systems neglect people and allow poverty and food insecurity to exist,” Taylor says.

For more than 15 years, that commitment meant working within the non-profit system as an executive director, including roles in Vancouver and Toronto. It was during his time at FoodShare Toronto that Taylor started thinking about how inequities within the non-profit system limited participation in such organizations and ultimately made them less effective.

“I had an opportunity to work with a team of people who were equally curious and equally willing to be self-critical,” he says. He brought in new policies—such as greater pay transparency and compensating job applicants for their time during the interview process—to address barriers such as childcare and transportation costs that can exclude some candidates.

Those initiatives ignited in Taylor a mission to help other non-profits address their own blind spots. Named for the amount of time he intended to spend on it, Taylor’s consultancy (which he co-founded with his FoodShare senior director Laëtitia Eyssartel), Evenings and Weekends offers one-on-one coaching and organizational and pay equity reviews to help non profits, charities and community groups truly walk the walk.

“There seems to be this race since George Floyd was murdered, for organizations to outdo each other on the equity work,” Taylor says. “Part of the reason we started Evenings and Weekends is when people come to us with seemingly performative responses, we push

them to do things like pay people for interviews. That’s an equity intervention more so than just having a diverse potluck once a month.”

And while these may not be problems unique to Toronto, Taylor believes this city is the right place to solve them. “I live in one of the richest countries in the world, and in the richest province and the richest

“WE COULD BE
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city. I really feel like food insecurity and the kind of income inequality that we see should not exist,” he says. “It’s a huge lost opportunity to demonstrate what’s possible. We could be putting food insecurity, poverty, homelessness, all of those things in the history books and inspiring the rest of the world.”

The secret to Taylor’s success just might be his positivity. Take his outlook on his loss by 1,700 votes when he ran as the NDP candidate for Parkdale—High Park in the 2021 federal election. “We had something like 600 volunteers, many of whom had never been involved in a political campaign before. I call that a huge success,” Taylor says. “My mother raised an optimist. I believe big change is possible.”





Jenny Hargreaves

ENTREPRENEUR AND ADVOCATE FOR
WOMEN IN THE WORKPLACE

THERE HAS BEEN a 22 per cent increase in the number of unfilled jobs in Toronto in the last year, according to a survey conducted by recruitment firm Robert Walters. And while that may be creating stress for employers, it's an opportunity for Jenny Hargreaves, whose mission is to make companies more equitable—specifically when it comes to hiring and uplifting women.

"A lot of employers are struggling right now in accessing skilled talent," Hargreaves says. "But there's a whole other pool out there that isn't putting up their hands and saying, 'I'm here, I'm ready to work.'"

To Hargreaves, there's no mystery as to why. "I just look at my own personal experience," she says. "In my career, I started out in business development working in STEM. I had a lot of great opportunities." But then she and her husband moved to the U.K.

"I found myself in a role where I was being asked to clip coupons, book travel and take notes. I went from working with high-level executives and CEOs of companies to break into new markets to clipping

coupons," Hargreaves says. Four days after telling her employers she was pregnant, she got laid off.

"That was 10 years ago, but it still happens," Hargreaves says. "All these stories get told to women about what they should be, do or have, or what (opportunities) are available to them—they start taking them on. I used to think I could be, do or have anything, and what this period did to me was it made me adopt a new narrative that said I couldn't be a good mom and have a career. That's what I took away from the situation."

Even so, Hargreaves wasn't about to drop off the career path. "I really don't like being told what to do," she says laughing. "I thought, 'You know what? If I want to be a good mom and have a good career, I could.' But then I started looking at job postings. I couldn't find anywhere that I would fit, where I could see that I could grow and meet my career goals."

Based on that gap, Hargreaves conceived Tellent, a diversity recruitment and social impact company that counts more than 10,000 women—professionals, entrepreneurs, freelancers and job seekers—in its network. The approach is twofold: Hargreaves works with employers to improve their ability to recruit and retain women. Meanwhile, her career growth community, The Propeller Experience, gives women tools to define and achieve their goals.

Among her initiatives was a four-week coaching and mentorship course designed for client Aviva insurance company to attract new talent to its GTA-based Canadian HQ. "Of the 60 women who went through, zero had ever considered working at Aviva. When they finished the program, 100 per cent said they would recommend Aviva as a great place to work," Hargreaves says.

"There's a huge missed opportunity for employers in Toronto to really talk about and showcase their company culture to attract talent in a different way," says Hargreaves. "I truly believe any problem can be solved if you ask diverse groups to come around the table and hear them equally."

If the challenge for employers is attracting talent, they should engage the kinds of people they want to attract and ask them what they're looking for in their careers."

**"ALL THESE
STORIES GET
TOLD TO
WOMEN ABOUT
WHAT THEY
SHOULD BE,
DO OR HAVE
OR WHAT
(OPPORTUNITIES)
ARE AVAILABLE
TO THEM."**

Bashir Khan

LEADER IN AERIAL ROBOTICS AND
DRONE TRAFFIC MANAGEMENT

WHETHER YOU'RE TALKING about bike lanes, traffic on the Don Valley, or the frequency of TTC service, the logistics of getting around the city are frequently a hot topic for residents and politicians alike.

For Bashir Khan, the ease of moving around Toronto is an obsession too—only Khan isn't focused on people or what's happening on the ground. He's got his sights set higher—on drones moving across the city's skyways.

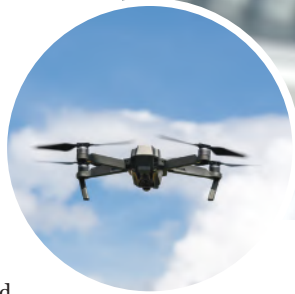
"We started as students at the University of Toronto as part of the aerospace team," Khan says. "We would do silly things like try and deliver cartons of eggs on campus and see who would crack the fewest."

Those experiments led to Khan's first drone venture, Luci, a delivery app. "We quickly learned there are a lot of issues pertaining to scaling drone delivery in a complex airspace," Khan says. But instead of treating those challenges as a deterrent, Khan saw them as an opportunity. Less than a year after graduating from U of T, he launched AirMatrix, a start-up dedicated to developing the infrastructures required to realize the true potential of drones.

"Transportation has altered the human experience in such a huge way over the last couple hundred years," Khan says. "This is a natural next step."

The potential, says Khan, is much greater than just getting groceries delivered quickly. "The opportunity is to become a truly three-dimensional city," he says. "Think about things like immediate outpatient pharmaceutical deliveries for hospitals or the elderly, of transplant organs between hospitals, more efficient ground transportation ... the opportunities are endless and the use cases continue to grow every day."

Even municipal challenges, such as maintenance and monitoring, can be improved by drones. "Toronto has an extensive network of bridges, buildings and other critical infrastructure that requires regular inspections for safety and maintenance," Khan says. "Drones equipped with high-resolution cameras and sensors can conduct these inspections more safely, quickly and cost-effectively than traditional manual methods. They can capture detailed imagery, detect structural issues and collect data on infrastructure conditions, helping ensure timely repairs and proactive maintenance."



"TRANSPORTATION HAS ALTERED THE HUMAN EXPERIENCE IN SUCH A HUGE WAY OVER THE LAST COUPLE HUNDRED YEARS. THIS IS A NATURAL NEXT STEP."

But before these futuristic use cases can be realized, the right supports need to be in place. That's where AirMatrix comes in.

"There are two kinds of infrastructure," Khan says.

"Physical and digital. On the physical side, you need things like charging stations, drone delivery mailboxes, and telecommunications hardware to be angled in the correct fashion. On the digital side, there needs to be the right accuracy in mapping data to enable safe operations, automated approvals, situational awareness and airspace neutrality."

Focused specifically on urban environments, AirMatrix is a platform that offers airspace management capabilities, such as flight planning data on traffic, no-fly zones and safe routes, real-time drone monitoring and the coordination of flight approvals between drone operators and airspace authorities, among other functions.

To Khan, Toronto is the perfect testing ground because our dense urban setting offers the full array of conditions that need to be considered, from microclimates such as wind tunnels created by skyscrapers to wireless interference to traffic.

It also offers the supports he needs to scale. "Being in Toronto we've been supported by local organizations like the DMZ, MaRS and some of our local investors," says Khan. "It's been great for hiring top-tier engineers and software developers—people who want to have a depth of impact in what they are building, something poetic that will outlast us all." ■



Eco Upgrades

THE MOST
IMPACTFUL WAYS
TO MAKE YOUR
HOME MORE
SUSTAINABLE

WORDS BY **LISA JACKSON**

As a climate-conscious citizen, you may already be doing everything possible to reduce your carbon footprint: shopping responsibly, walking, biking and taking public transit, or pivoting to a plant-based diet. While these important lifestyle changes certainly make a difference, the journey toward a greener future doesn't stop there—it starts with our home.

Our homes produce an enormous amount of greenhouse gas. On average, each person in Canada produces 3.2 tonnes of household greenhouse

gas emissions per year. That includes the natural gas that heats your home and powers your oven. If you're concerned about the climate crisis, making your house more sustainable can be a powerful step toward preserving the planet's limited resources.

Luckily, carbon-friendly practices can be easily integrated into any existing home. Striving toward sustainability boils down to making changes that minimize your household's environmental impact, conserve resources and promote energy efficiency—but it doesn't have to cut back on comfort or style.

“One of the biggest things we can do environmentally to make our homes more sustainable is get everything off of fossil fuels,” says Sarah Grant, a registered energy advisor and co-founder of Goldfinch Energy. “Over the last 10 years, we’ve had improvements in the technology, particularly when it comes to heating—the largest source of emissions in the home.”

If this feels like scaling a summit, just remember that you don’t have to bulldoze your house to the ground and start from scratch. It doesn’t require spending a fortune either. There are eco-friendly retrofits available that can align with your personal preferences, as well as some hefty rebates and incentives to help offset the costs. And as Grant explains, prioritizing just a few key upgrades to enhance the sustainability of your home can directly benefit the Earth—and your wallet.



ASK THE EXPERTS

Before speed-dialing a bunch of contractors, first, consult with the pros to determine the most impactful and cost-effective

improvements for your home.

“An energy audit can be a good place to start,” says Grant. “In other cases, you might need more support to figure out how to make your house more sustainable. That could be working with an architect, an energy consultant, or energy advisors.”

An energy audit (also called an EnerGuide home evaluation) pinpoints exactly how your home currently uses (or loses!) energy and what retrofits can help improve energy efficiency. Armed with this analysis, you’ll be better equipped to make informed decisions about upgrades.

Moreover, an energy audit is often necessary to qualify for incentives like the Canada Greener Homes Grant, a government program that offers rebates and zero per cent loans for energy-efficient upgrades—including a \$600 rebate for the energy audit itself.



INSTALL A HEAT PUMP

Switching from a gas furnace to a heat pump can significantly reduce your home’s carbon footprint, especially since your heating system is a major source of greenhouse gas emissions.

“The emissions are usually the equivalent of driving a mid-size vehicle or an SUV around 15,000 kilometres a year,” says Grant. “Around 80 per cent is from heating alone, compared to 15

OUR HOMES PRODUCE AN ENORMOUS AMOUNT OF GREENHOUSE GAS. ON AVERAGE, EACH PERSON IN CANADA PRODUCES 3.2 TONNES OF HOUSEHOLD GREENHOUSE GAS EMISSIONS PER YEAR. THAT INCLUDES THE NATURAL GAS THAT HEATS YOUR HOME AND POWERS YOUR OVEN.

per cent from hot water and smaller percentages from fireplaces, gas stoves, and so forth. Switching from a gas furnace to a heat pump is like going from a gas-powered car to an electric vehicle.”

Heat pumps, which have been a reliable technology for decades, work by transferring heat instead of directly generating it, making them far more energy efficient. In winter, the heat pump extracts heat from the outside air, ground or water source and uses it to warm your home. The reverse happens in summer: it removes heat from the inside and thereby cools the space. Opting for a heat pump can save energy, possibly lower your utility bills and keep your home feeling comfy year-round.

“There are lots of heat pump options on the market now that can connect to your existing ductwork and replace your gas furnace and air conditioner,” says Grant. “Many work up to minus 30 degrees and are very high performing—heating your entire home throughout the winter.”

While the cost of a heat pump typically ranges from \$14,000 to \$20,000 or more, there are rebates available to help reduce expenses. For example, the Oil to Heat Pump Affordability Program offers up to \$10,000 in rebates for switching from oil heating to a heat pump. Additionally, the Canada Greener Homes Initiative provides an interest-free loan of up to \$40,000 for eligible retrofits, repayable

over 10 years. It's also worth exploring provincial and municipal incentives to maximize potential savings.



UPGRADE YOUR WATER HEATER

Going green doesn't mean forgoing the luxury of a hot bath or shower. Compared to traditional water heaters, a heat pump water heater can be up to four times more energy efficient—leading to significant energy and cost savings.

"It uses the same heat pump technology as a regular heat pump for your home, but it's a separate tank that transfers heat from the surrounding air and into the water itself," says Grant. "The cost is usually around \$4,500 to \$5,000 but there is a \$1,000 rebate through the Canada Greener Homes Initiative."



ATTACK AIR LEAKAGE

Before going bananas padding walls with insulation, assess your home's overall air leakage and develop a plan of attack. A good starting point is your energy audit report, which lays out specific targets for improving the airtightness of your home.

"Reducing air leakage is often overlooked," says Grant. "The average air leakage is around half the cause of heat loss in a home. Your windows, insulation in the walls, insulation in the basement and the ceiling—all those equal that half of the heat loss air leakage."

Addressing air leakage involves sealing cracks, gaps and openings to prevent air from escaping. Solutions can range from repairing exterior siding to insulating drafty basement crawl spaces to adding air barriers.

"An air barrier is like the windbreaker of your house," says Grant. "There are products almost like plastic sheets that go before or after the studs. It can be done during renovations inside the home."

Grant says an air-sealing strategy is "even more critical than adding insulation." The Canada Greener Homes Initiative offers up to \$1,000 specifically for air sealing, recognizing it as the "single most important retrofit" for improving energy efficiency and a vital component of any retrofit strategy.



INVEST IN INSULATION

Increasing the insulation in older, draftier homes can have a transformative impact. Insulation acts as a thermal barrier, slowing heat transfer between the inside and outside of a home. This means less heat escapes during winter, keeping your home toasty, and it stays cooler in summer, reducing the need to crank up the AC.

"Insulation is like the sweater for your home: the more, the better," says Grant.

When buying insulation, look for higher R-values and RSI values, indicating greater resistance to heat flow. Eco-friendly insulation options are also on the market.

"A common option is mineral rock, which is made from recycled volcanic rocks that are spun into wool," says Grant. "There's also a product called cellulose that's made from recycled newsprint."

Given that walls can account for roughly 20 per cent of heat loss in houses, investing in insulation can benefit both your wallet and the planet. Additionally, homeowners can qualify for rebates of up to \$5,000 through the Canada Greener Homes Initiative for insulation retrofits.



REPLACE OUTDATED WINDOWS

When considering energy efficiency upgrades, Grant suggests replacing windows that are over 40 years old, cause discomfort, or pose security concerns. While vinyl-framed windows are popular, higher quality options—like fibreglass or aluminum-clad wood—are likely your best bet.

"Both are environmentally friendly and reduce air leakage," says Grant. "Whereas vinyl frames tend to expand and contract more through the temperature range of the year."

While some companies may try to dazzle you with newfangled technology, Grant suggests focusing on the U-value to measure a window's quality, with lower values indicating better performance. Asking about the installation process is also important.

"A window is only as good as how well it's installed," says Grant. "Ask how the installer will make them as tight as possible, so they're not drafty around the edges. Make sure they seal the windows before putting on the trim and flashing."

While installing energy-efficient windows can be a worthwhile upgrade, it's also a costly one, with new windows starting at around \$1,200 each. If budget is a barrier, consider renovating in stages and take advantage of rebates of up to \$5,000 offered through the Canada Greener Homes Initiative.



SMALL ACTS CAN LEAD TO BIG CHANGE

It may seem like a lot, but the road to a more sustainable home doesn't mean tackling all the upgrades at once. Take it step-by-step and do it in stages that fit your budget and timeline. It's a journey, not a race.

"Get an audit with an advisor who will take the time to discuss your goals and priorities, assess your home and then help you figure out what to do first," says Grant. Even if you start with just one or two small upgrades, you can still make a substantial impact on the environment. 🌱



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THE
UPSIDE
OF

DOWNSIZING



THESE DAYS, FINDING THE RIGHT HOME FOR YOUR NEXT CHAPTER IS LESS ABOUT SIZING DOWN AND MORE ABOUT EMBRACING A NEW WAY OF LIFE

After almost 50 years in the same house in Moore Park, Alan and Joan Lenczner bought a bright, two-bedroom 2,500-square-foot condo a couple of blocks away at Yonge and St. Clair. “Now we can walk around the area and even down to Summerhill,” says Alan Lenczner. “There are lots of local grocery stores, and the Badminton and Racquet Club, where we are members, is right across the street. We never have to take the car out.”

In 2021, 35 per cent of Canadian boomers said they would consider purchasing a new home in the next five years, and seniors are in part behind the recent condo boom in the GTA. Their reasons for moving, according to the survey? To free up money for retirement, to travel and to help their children purchase a home. In short, to elevate their family’s lifestyle. But not all retirees or empty nesters are downsizing. In fact, more than half of those thinking about a move said that they are looking at houses the same size as their current home and 25 per cent are looking at larger homes.

Take former Willowdale residents Paula Parisi and Michael Adelson, who waved goodbye to their bungalow near Yonge and Sheppard in favour of a quiet hamlet in Niagara-on-the-Lake. Their new house is roughly the same size as their Toronto home, offering enough room for Pirisi’s elderly mother to live on the lower level and the ability to host children and grandchildren.

The selling feature for Parisi, an avid gardener, was the tabula rasa garden with a few scraggly trees. Parisi turned it into an oasis and spends most of her time tending plants (the home was recently included in the area’s prestigious garden tour). She acknowledges that while a turnkey lifestyle attracts some downsizers, it’s not for her. “You need to know yourself. Move to a home where your passions and interests can be supported by that new community.”

Community was also important to 86-year-old Sharon Evans, who sold the three-storey

Milan2099/iStock

Clockwise from top: The Lencznern's old house in Moore Park; Alan and Joan Lenczner; the condo building where the Lencznerns now live near Yonge and St. Clair



home she shared with her husband, David, in Toronto's tony Casa Loma neighbourhood for a staggering 57 years. "We talked about downsizing for 15 years, but we loved the area. It was really important for me to stay local," notes Evans. After David died, she moved to Forest Hill. "I have friends who live in this building and I had always admired it. It's an older building with large, bright rooms. I didn't want to change neighbourhoods at this stage of my life, though I'm a very lively, young 86!"

Heather Shute has helped transition hundreds of clients over the past decade, including Evans, through her Toronto-based company Moving On, which specializes in moving management. "Moving is a wonderful opportunity to review the possessions in your life, freeing up time and space to do more things that you enjoy," she says.

And while the results of downsizing can prove exciting, it's not painless—something Lenczner can attest to. "When you have to clean out a house you've had for 45 years, there's a ton of stuff. I got rid of 500 books and 30 ties. And you're working on that while planning to renovate a condo, finding contractors and decorators." His advice? Don't leave it too late. "I'm 80, very active and in pretty good shape, but it's a lot of work. It's stressful."

"MOVING IS A WONDERFUL OPPORTUNITY TO REVIEW THE POSSESSIONS IN YOUR LIFE, FREEING UP TIME AND SPACE TO DO MORE THINGS THAT YOU ENJOY"

Shute agrees. "The sooner you can start decluttering, the better. Even if it's a couple of years away from a potential downsize." She recommends taking stock of what you aren't using or what won't fit into your new home.

A common concern is that the beloved items people have accumulated over a lifetime will end up in a landfill. Many adult children of downsizers don't have the space or desire to take their parents' hand-offs, so Shute takes a tactical approach. Valuable pieces can be sold at auction houses or consignment stores. Other pieces can be donated to a furniture bank or charity shop.

Shute says that once the move is done and clients see their belongings

in their new space, that's when the excitement about their new lives kicks in. She says that Evans is like a new person since her move. "She's smiling and vibrant and you can just see a weight's been lifted off of her shoulders."

And Parisi has never been happier.

"I've always embraced change.

For me, this was a new chapter," she says. "I enjoyed the challenge of the move, and having my mom come to live with us, creating this beautiful home for everybody." ■

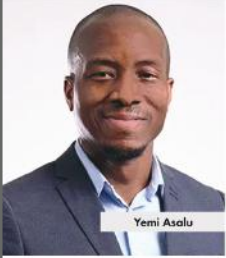




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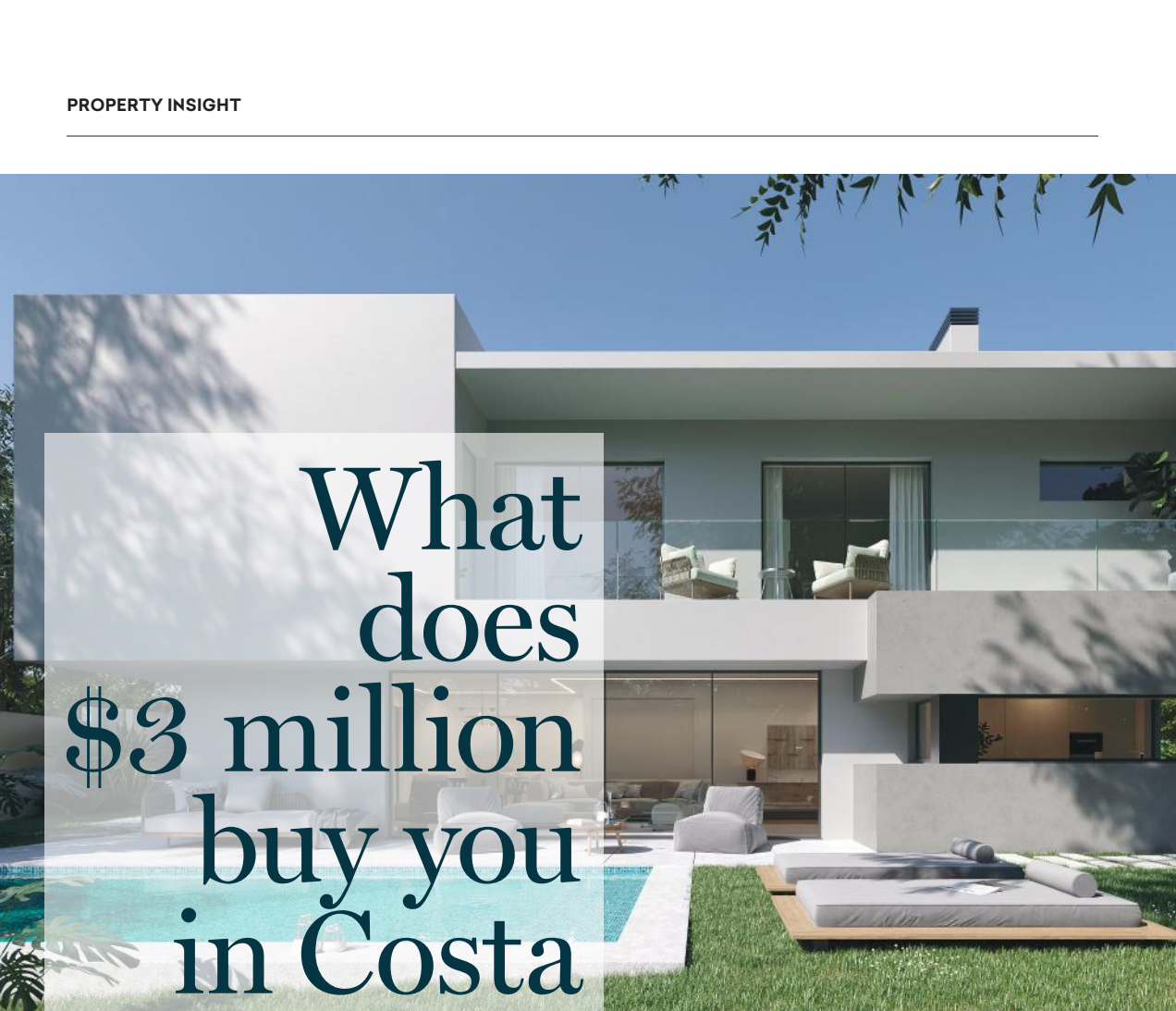
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DTP Ad TK



What does \$3 million buy you in Costa

Rica, Portugal and Florida?

THESE THREE UPSCALE
VACATION HOT SPOTS HIT
ALL THE SECOND-PROPERTY
HIGH NOTES

WORDS BY **DOUG WALLACE**

Congratulations! You've decided that you're in the market for a vacation property—but where in the world? The Hamptons, Lake Tahoe, Cabo San Lucas, Barbados, Dubai, Taiwan? The list of key international vacation markets is one that requires some research.

As you can imagine, an investment of this kind hinges on many factors, including the cost of living at the destinations on your short list, tax considerations, how far away you're willing to commute from your primary residence and whether you're considering living there mostly year-round or just part-time. Whether you're through with your office job completely or just untethered to it, there are two other important questions there are two other important questions to ask yourself: Which is the best place to be an expat? And where will I find the best value?

We've taken a look at three of the most popular destinations that our clients consider when they're ready to live the dream.

Above left: Fine & Country Real Estate; right: Nosara Real Estate



Above: A contemporary five-bedroom, seven-bath, villa in Cobre, Cascais, Portugal. Above right: This three-bedroom, ocean-view villa in Nosara, Costa Rica, offers a sprawling terrace.



PACIFIC WAVES IN COSTA RICA

“Health and wellness is a huge part of living in Nosara,” says Olivia Abry, a senior sales agent with Nosara Real Estate in Nosara, Costa Rica. This district on the Nicoya Peninsula is renowned for its breathtaking beaches, biodiversity, wildlife sanctuaries and surf-ready waves. “There are a ton of yoga classes, boxing classes, multiple gyms, three different tennis centres—a lot of different activities for both children and adults,” Abry says, “not to mention a ton of water sports.”

Playa Guiones is the main beach and commercial area, the most desirable neighbourhood, with houses ranging from US\$1 million to \$6 million. It is considered one of the best places in the world to learn how to surf.

WHAT TO EXPECT: Abry says you can find a two- or three-bedroom house within a 10-minute walk of the beach on about 5,000 square feet of land for US\$2 million, with home sizes within the 1,400- to 1,775-square-foot range. “You’ll have mid-range finishes and appliances, a pool and an outdoor

kitchen, lush gardens and multiple sitting areas,” she says. “Most places have carports—garages are harder to come by—and the majority of the properties are gated for security.”

CUSTOMER PROFILE: While there are some European visitors, Canadians and Americans make up the majority of Abry’s business here. “About 60 per cent are buying a second home and 40 per cent are moving here for at least a year,” she says. After living in Nosara for a year or two, many buyers re-evaluate and either sell or stay.

BIG IDEA: “We also have lots for sale that you can build on and still stay under the CDN\$3 million mark, which is a really good option. It takes a special kind of person to figure out a complete design and build, but it’s really worth it.”

WHEN YOU GO

COSTA RICA

FLIGHT PATH: WestJet flies non-stop from Toronto to Liberia Guanacaste Airport, which is about a three-hour drive from Nosara, for about \$1,000 return. The flight time is 5.5 hours.

FORECAST: Average temperatures are always high in northern Costa Rica—even the coldest month of December has an average high of 30° C. December to March are the driest, with plenty of rain from May to October.

PORTUGAL

FLIGHT PATH: A non-stop return flight from Toronto to Lisbon on TAP Air Portugal or Air Canada costs about \$1,100 to \$1,500. The flight time is 7 hours.

FORECAST: Temperatures here range from 15° C in the winter to 28° C in the summer. The summers are warm and dry, with Atlantic breezes offering some relief from the heat. Winters are mild but can be fairly rainy.

FLORIDA

FLIGHT PATH: Air Canada, American, United and Delta airlines all fly from Toronto to Fort Myers, with one stop, for about \$500 to \$600 return. The flight time is about 3 hours.

FORECAST: The sun is unforgiving in this part of the state in July and August. Spring and fall are ideal, with temperatures in the mid-to-high 20s. Keep in mind that June through November is hurricane season.

Below: A 1950s chalet in Estoril, Cascais, Portugal. Right: Situated in a golf and country club community, this three-bedroom house in Florida overlooks the sixth hole fairway.



ATLANTIC BREEZES IN PORTUGAL

“Cascais is the new South of France,” says Charles Roberts, managing partner of boutique real estate company Fine & Country Portugal. The town of Estoril within the municipality of Cascais, Portugal, is an upmarket commuter suburb on the Atlantic coast north of Lisbon. “Prices are expensive by Portuguese standards in Estoril, but not by international measures. We don’t have prices like the Hamptons or anything like that.”

WHAT TO EXPECT: Roberts says that in Estoril and Cascais, your €2 million is going to buy one of three things: a very nice two-bedroom apartment with a sea view at about 1,300 square feet with a communal swimming pool and gardens, plus underground private parking and good terraces.

“It would also buy you a three-bedroom apartment of 1,614 square feet with the same amenities,” Roberts says, “but you’re not going to get the sea view with that. You’d have to go up another half a million.” Roberts says the same outlook applies to those looking to buy in Lisbon. The third option is a detached three-bedroom house on a small plot with no sea view at 2,700 square feet or slightly more, with two-and-a-half bathrooms and a basement.

CUSTOMER PROFILE: Roberts says that 85 per cent of his clientele is from outside Portugal. “We have clients coming from France, China, Turkey, and South Africa. We have people from Kuwait and from Lebanon, and some from countries who perceive their own country to be politically, economically or religiously unstable and are wealthy enough to look for a plan B.”

PLAN C: Roberts reveals that if you were to set your sights on the city of Porto, you would get approximately 40 per cent more space. Comporta, south of Lisbon, is the hippie-chic beach enclave, one of the most exclusive summer destinations in Europe.



GULF-SIDE GLAMOUR IN FLORIDA

Florida has a long history of welcoming visitors from the north into the Sunshine State, and it is still an enticing option for the digital nomads and the semi-retired.

Ryan Chiodo, a private office advisor in Naples, Florida, says that the pricing in his region has fluctuated significantly in the past few years. “Within 18 months of the pandemic, everything doubled,” he says. “This area was always a second-home environment. Now, people are moving here.”

WHAT TO EXPECT: Chiodo says that for a gated luxury community, buyers will pay anywhere from \$600 to \$1,000 per square foot for a condo or a small house. “For US\$2.2 million, you can get a 2,200-square-foot, three-bedroom, three-bathroom home with an office, two-car garage, custom pool and spa, outdoor kitchen, fireplace, hurricane impact glass and screens, probably a generator and high-end appliances.” This refers to a condo close to the beach or a single-family home inland. “You could get something for that on the beach, but it’s likely going to be a little bit dated and probably small,” he says.

CUSTOMER PROFILE: More than half a million Canadians own property in Florida. “People moving here—doing at least six months—make up 99 per cent of the clientele now, when it used to be only about five,” Chiodo says. Because the brokerage he works with has offices all over the world, international referrals come from Germany and other parts of western Europe. “I would say Europe and Canada are our biggest international feeder markets.”

FUTURE WAVE: Chiodo thinks his luxury market in Naples will likely be stable in the future, increasing at normal rates. “I don’t see the demand slowing down here—and I don’t see inventory increasing.” ■

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PUTTING PEOPLE FIRST: THE LUCRATIVE REWARDS

154 ROXBOROUGH DRIVE: HOW PATIENCE, COMMITMENT AND A CUSTOMIZED APPROACH YIELDED FOUR OFFERS AND A SELLING PRICE 111 PER CENT OVER ASKING

WORDS BY JANE MCIVER

For anyone who has ever chatted with Cailey Heaps about her business, it quickly becomes clear that despite sitting at the helm of one of the most successful real estate brokerages in the country, she does not think of herself as being in the business of buying and selling houses. Instead, she views her role as that of a trusted advisor—one entrusted with helping people navigate some of the most important transitions in their lives. And central to the success of this concept, she says, are the strong relationships that she and her team build with their clients. A prime example of this occurred recently with the sale of a beloved family home at 154 Roxborough Drive.

The stately Edwardian bears all the hallmarks of a Rosedale classic, from its esteemed architectural pedigree, having been built by Wickson and Gregg in 1908, to the character-rich details found throughout. The grand six-bedroom beauty had been in the same family for more than 60 years. In that time, the house served as the backdrop of treasured childhood memories and has borne witness to weddings, new babies and countless celebrations. To the Martin family, though, it was simply home.

As inevitably happens, family dynamics evolved, and the matriarch of the family, Sheila Martin, began to contemplate a new chapter. That is where Cailey and her team came in. However, it was not a hasty endeavour. Despite spending less than a week on the market, the process of selling this remarkable property actually began



more than eight years ago. That is when a trusted family advisor introduced the Martins to Cailey and team. From that day forward, a friendship was formed—and, ultimately, a partnership that led to a very successful outcome.

The experience of selling a long-time family home is always emotional. For many, the family home represents a soft place to land and is the headquarters for all of life's milestones. At 154 Roxborough, this was especially true as family members were spread out over many miles and across two continents. Children and grandchildren would travel from across the country and overseas and always find themselves right at home within the four walls of this breathtaking midtown home.

THE
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OF SELLING
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TO LAND



“CAILEY WAS ALWAYS A QUICK CALL, OR EMAIL AWAY. THERE WASN’T A CONTRACT IN PLACE. IT WAS SIMPLY A GENTLEMAN’S AGREEMENT.”

Daughter Caroline Hamilton reminisced fondly about the Roxborough address from her own home on a farm just outside of Edinburgh, Scotland. Among her favourite memories made at her Rosedale “home away from home” involved her children’s trips to Toronto with their pipe band. They would perform at various spots throughout the city, including beautiful Whitney Park, which happened to be overlooked by their grandmother’s house. Those concerts would invariably wind their way into the back garden of 154 Roxborough, along with much of the neighbourhood, where the festivities would continue long after the official concert had ended.

Not only were fond memories made, but the physical distance between family members was abridged thanks to the communal family home. This distance, however, also had the potential to complicate the logistics surrounding the home’s sale. It was evident to the family that they needed to enlist the help of someone intricately familiar with the local market to guide them through the process from afar. Over the eight years that followed, Cailey and her team’s expertise became invaluable to the family as they readied the house and themselves for the transition.

“Cailey was always a quick call, or email away,” explains Caroline. “There wasn’t a contract in place. It was simply a gentleman’s agreement, as they say. Cailey extended a hand in friendship, in leadership, and always provided a helping hand in any way she could.”

Over the years, this translated into trades recommendations for maintenance or upgrades to the home, answers to pressing questions about the market and, most importantly, evaluating several options for Sheila Martin’s next chapter. In fact, when





asked what advice she would give to other families contemplating the sale of a long-time family home, Cailey's first response is, "Don't rush it. Partner with the right person or team and think things through thoroughly in terms of next steps. This is not something you want to do twice." For Caroline and family, this level of patience and commitment was key to the successful outcome.

When it came time to go to market, Cailey brought her sales partner Alison Giffin Ferris on board to assist with the preparations and sale of the home. Together they ensured that the family's needs always came first. From the client's perspective, they appreciated that the house was not treated with a cookie-cutter approach. Rather than staging the house, for example, the decision was made to simply tidy and organize, allowing the home to be cast in its best light with all of its character and charm on full display. This tailored, one-of-a-kind treatment paid off. In the end, the listing yielded 20 showings, four offers and a selling price of 111 per cent above asking.

When asked whether the outcome was in keeping with the family's expectations, Caroline enthusiastically responds that any expectations they had were vastly exceeded. It was, she says, the culmination of eight years of listening, of friendship and of going "above and beyond" that led to the wonderful conclusion of this particular chapter in this family's story. ■



Peter Coolican
and Calla Haynes

EURO VISION

HOW
CALLA AND
COOLICAN
& COMPANY
CAME
TOGETHER
TO CREATE
A STUNNING
AND
SUSTAINABLE
COLLECTION
FOR THE
LOBBY

INTERVIEW BY
LORA GRADY

LIFELONG FRIENDS Peter Coolican and Calla Haynes have always wanted to collaborate on a creative project. Coolican founded Coolican & Company in 2015, a small-batch design and fabrication studio in Toronto that creates custom furniture. Haynes, who grew up in Toronto and studied fashion design at New York's Parsons School of Design, lives in Paris and creates stunning textiles, including footwear, poufs and throw pillows. Together, they've created a unique collection of one-of-a-kind stools and benches available in The Lobby.

What made you decide to partner for this collection at The Lobby?

CALLA HAYNES: I brought the idea of the modest Moroccan footstool to Peter, and he ran with it, designing the stool and bench in the Coolican & Company aesthetic: contemporary, elevated and pared down. The fabrics are

offcuts, dead stock and textile waste recovered from luxury fashion houses in Europe. The original inspiration was repurposing textiles from my own womenswear collection (circa 2010 to 2015). My hope is that this upcycling project brings awareness to the problem our society faces with textile waste. The fashion industry is one of the world's largest polluters and textile waste is a huge burden, especially for the global south. If we can be more conscious about the amount of clothing and textiles we send to the landfill, we can work toward solutions. There is beauty in "waste."

What kinds of materials did you work with for this collaboration?

PETER COOLICAN: At the core of this project are the repurposed fabrics carefully selected and hand-twisted into cordage by Calla. The idea of tearing apart waste material and weaving it into something new has been practiced across the globe for ages (including in Morocco, where these works were first

inspired), but Calla's ability to intentionally produce a wide assortment of colours and textures is really special. The stools are made from white oak (in either a natural or black finish), which is a nod to the Canadian roots at the heart of the collaboration.



What can people expect from the collection?

STEPHEN DALRYMPLE, CREATIVE DIRECTOR FOR COOLICAN & COMPANY: There will be several examples of the CALLA stool, each woven with a different cord in a bright, summery colour. Visitors will also be able to see a variety of cord samples in a wide range of colours, so they can either purchase a stool off the floor or custom-order a stool or bench with a cord of their choice. 🪡



FOR MORE INFORMATION, follow @THELOBBYBYHEAPSESTRIN on Instagram, visit THELOBBYBYHEAPSESTRIN.COM or stop by in person at **1120 YONGE STREET**



THE INSIDER

PARKS, GARDENS AND HIDDEN COURTYARDS: THE HEAPS ESTRIN TEAM SHARES THEIR FAVOURITE GREEN SPACES

One of my all-time favourite green spaces in Toronto is **Chorley Park**. This oasis holds a special spot in my heart, and whenever I need to escape the city buzz, it's my go-to sanctuary. I can always picture my Mum, Heather, sitting at the top of the hill overlooking the Brickworks. It's like stepping into a hidden paradise in the heart of the city.

Chorley Park, 245 Douglas Dr.

—**Cailey Heaps, President & CEO**

Riverdale Park may be a popular destination, but for me, it never gets old. The views of the city are absolutely amazing. It's a vast green space that's great for a picnic, tobogganing, and of course, picture-perfect sunsets above the city skyline.

Riverdale Park East, 550 Broadview Ave

—**Aman Bhatti, Real Estate Agent**

If you're ever looking for a serene green space to unwind and recharge, **Edwards Gardens** is the place to be. The gardens are stunning, with fantastic landscaping and beautiful trails to explore. There is a river that runs through the park and bike trails that will take you to Sunnybrook Park.

Edwards Gardens, 755 Lawrence Ave. E

—**Scott Vasiliou, Real Estate Agent**



The delightful **Manulife Gardens** are a little pocket of serenity right next to the Manulife headquarters on Bloor Street East. It's not always open to the public, but when it is, it's like stumbling upon a secret paradise. The attention to detail is awe-inspiring, with everything so perfectly manicured that it feels like stepping into a living work of art. Whenever I find myself there, I can't resist the temptation to relax on the plush grass. It's my go-to spot for a much-needed break from the hustle and bustle of city life.

Manulife Gardens, 200 Bloor St. E

—**Kyle Frank, Real Estate Agent**



Sunnybrook Park has become a weekly cycling destination for me. It boasts a network of fantastic trails, a wonderful dog park, a frisbee golf course, and numerous community barbecue areas and picnic spots scattered throughout. The perimeter of the cricket fields is adorned with outdoor workout stations, catering to fitness enthusiasts of all kinds. In essence, Sunnybrook Park offers something for everyone.

Sunnybrook Park, 1132 Leslie St.

—**Bradley T. Cox, Real Estate Agent**

EXPLORING FAMOUS TORONTO HOMES

A ROUNDUP OF LOCAL
FILM SETS AND THE
EXTRAVAGANT HOMES
OF CANADIAN CELEBRITIES

WORDS BY JENNA MOHAMMED

A prime filming location and home both to TIFF and a collection of A-listers, Toronto is full of famous landmarks—and people. Former Canadian resident Tom Cruise's recent complaints about traffic even had mayor Olivia Chow promise to ease congestion. Hollywood North indeed.



REGINA GEORGE'S MEAN GIRLS MANSION

North York holds a special place in the hearts of *Mean Girls* fans. The private residence featured as George's swanky house in the hit 2004 movie has become an iconic symbol of the film. Though the actual location remains a well-kept secret to preserve the homeowners' privacy, fans of the movie continue to flock to the area, captivated by the nostalgia and charm surrounding the *Mean Girls* house.



DRAKE'S EMBASSY MANSION

Arguably one of the most famous homes in Toronto, Drake's mansion, known as the Embassy, has become a symbol of luxury and success. Nestled in the upscale Bridle Path neighbourhood, this extravagant residence spans more than 50,000 square feet. Called an "eye-popping pleasure dome" by *Architectural Digest*, the Embassy has been prominently featured in Drake's music videos and social media, offering a glimpse into the lavish lifestyle of the acclaimed rapper.

THE ROOM HOUSE

Tucked away in the city's west end, lies the house that served as the setting for the haunting, Academy Award-winning film, *Room*. While a set was used for the interior, this unassuming residence has gained international recognition as the outside of Nick's house. The house became an integral part of the plot, symbolizing confinement and resilience.



THE HANDMAID'S TALE, PUTNAM RESIDENCE

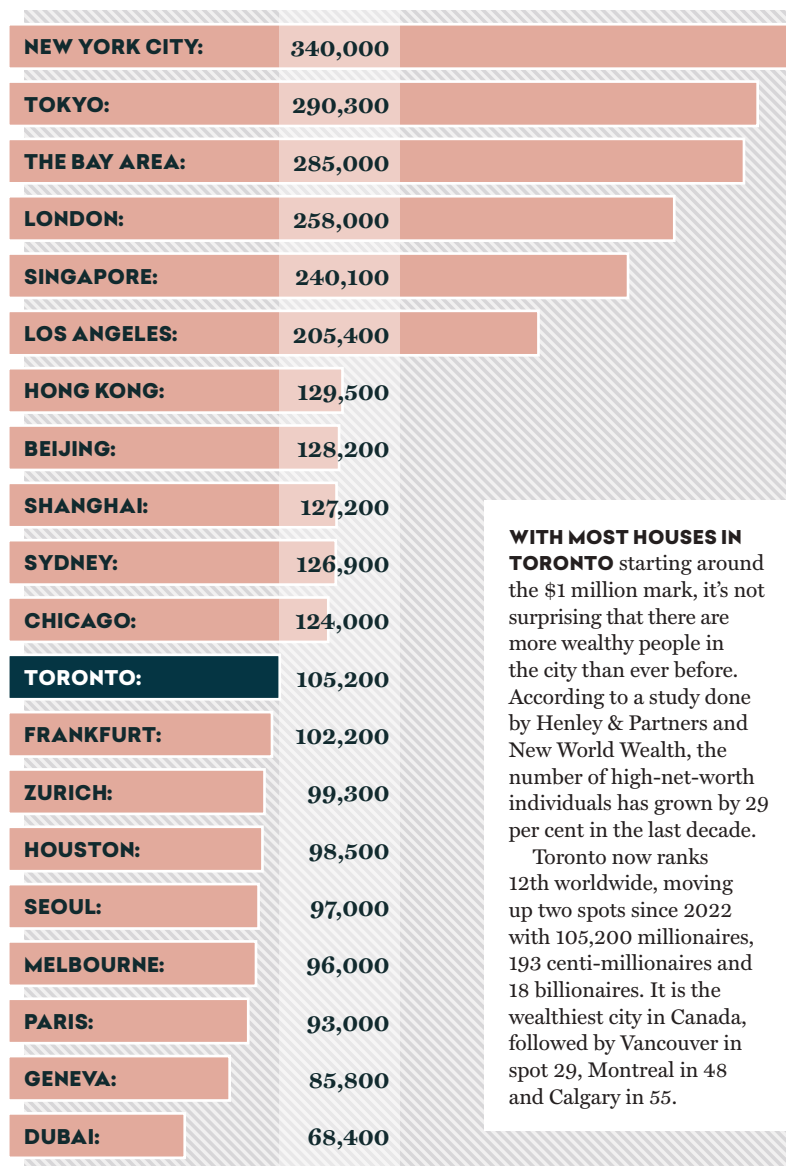
In the haunting world of *The Handmaid's Tale*, the Putnam residence is a testament to architectural grandeur. Depicted in the acclaimed television series based on Margaret Atwood's dystopian novel, this Bridle Path home represents the elite ruling class in Gilead. The impressive home showcases a captivating blend of classic and contemporary design elements, with bold lines and timeless craftsmanship.

SHAWN MENDES'S DOWNTOWN PENTHOUSE

Located near Front and Bathurst, the singer-songwriter's three-bedroom, two-bathroom penthouse epitomizes modern luxury. The Pickering-born pop sensation's sleek residence, which you can glimpse in his 2020 Netflix documentary, offers what he calls "the best view (he has) ever seen in Toronto." Its contemporary design and high-end features—like heated parking spaces and walk-in closets—offer an oasis of comfort and style. And while the "Señorita" singer also has a 4,000-square-foot house in Los Angeles, he still considers Canada home. 🇨🇦

BY THE NUMBERS

WE EXPLORE WHICH CITIES AROUND THE WORLD ARE HOME TO THE MOST MILLIONAIRES. FIND OUT WHERE TORONTO RANKS.



WITH MOST HOUSES IN TORONTO starting around the \$1 million mark, it's not surprising that there are more wealthy people in the city than ever before. According to a study done by Henley & Partners and New World Wealth, the number of high-net-worth individuals has grown by 29 per cent in the last decade.

Toronto now ranks 12th worldwide, moving up two spots since 2022 with 105,200 millionaires, 193 centi-millionaires and 18 billionaires. It is the wealthiest city in Canada, followed by Vancouver in spot 29, Montreal in 48 and Calgary in 55.



ASK THE CONCIERGE

THOUGHTFUL ANSWERS TO YOUR PRESSING QUESTIONS

Dear Concierge,
I recently moved to Toronto and I'm looking for recommendations for family-friendly neighbourhoods with good schools and access to parks and recreational facilities. Can you suggest some areas that would be ideal for raising a family?

When it comes to family-friendly neighbourhoods in Toronto, several options offer excellent schools, ample recreational facilities and a welcoming environment. Leaside is popular with its highly regarded schools, expansive parks (like Trace Manes Park) and proximity to bustling Bayview Avenue. Davisville Village is renowned for its family-friendly atmosphere and exceptional schools, as well as its easy access to the Beltline Trail for outdoor activities. Bennington Heights offers peaceful residential streets, well-regarded schools, and nearby beautiful parks, such as Sherwood Park and Blythwood Ravine Park. Moore Park boasts prestigious schools and stunning green spaces, including Moorevale Park and the Rosedale Ravine Trail. Lawrence Park provides a family-friendly atmosphere with top-rated schools and access to Lawrence Park Ravine. Chaplin Estates has tree-lined streets, excellent schools, and convenient access to parks like Eglinton Park and the Beltline Trail. Any of these neighbourhoods would be a great place to raise a family.

Dear Concierge,
I love hosting gatherings and dinner parties, especially during the fall. Are there any local

caterers or specialty food shops that offer seasonal menu options or provide services for creating memorable and delicious fall-inspired meals?

Hosting fall gatherings can be a delightful experience and there are several Toronto caterers and specialty food shops that can elevate your dinner parties. Elle Cuisine is an excellent caterer that specializes in creating exceptional dining experiences for events and gatherings. With a focus on seasonal and locally sourced ingredients, Elle Cuisine offers a diverse range of menu options that can be tailored to your fall-inspired dinner parties. Its team of talented chefs and event planners work closely with clients to design customized menus that reflect their unique preferences and showcase the flavours of the season. Whether you're looking for elegant plated dinners, interactive food stations or cozy family-style meals, Elle Cuisine can bring your fall gatherings to life with their creative and delicious culinary creations.

Dear Concierge,
I've been struggling with a neighbour dispute that seems to be escalating. We have conflicting views on noise levels, property boundaries and shared amenities. What advice can you offer for resolving conflicts with neighbours respectfully and amicably?

Resolving conflicts with neighbours requires open communication and a willingness to find common ground. Here are some tips to help you navigate the situation:

■ **Review bylaws and regulations**

Familiarize yourself with local laws and regulations governing the issues that are up for debate.

■ **Initiate calm conversation**

Reach out to your neighbour in a non-confrontational manner to discuss the issues and express your concerns.

■ **Practice active listening**

Truly listen to their perspective and try to understand their concerns. Empathy can go a long way in finding a resolution.

■ **Seek compromise**

Look for mutually beneficial solutions that address both parties' needs. Finding a middle ground can help diffuse tension.

■ **Consider a mediator**

If direct communication doesn't yield results, consider involving a neutral third party, such as a mediator, to facilitate a constructive dialogue. The Lobby team can provide referrals to professional mediators who specialize in resolving neighbour disputes. 🏠

Have a question for the concierge?

Think of The Lobby—our second location at 1120 Yonge Street—as your very own neighbourhood concierge. Whether you need a specialized trade recommendation or a referral for a trusted mortgage broker, or are looking for a new restaurant recommendation, we have you covered. Visit us at 1120 Yonge Street, call us at 416-424-4910 or email thelobby@heapeststrin.com; we're always happy to help.

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