

Realty in Review™

Compliments of Vivian Gelesz & Stafford Scarlett



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Capturing Our Moving Market

As the 2020 real estate market continues to adjust to unprecedented worldwide events, life goes on, as people will always have an endless list of reasons to move.

Are you thinking of selling?

- Together, we'll review the latest updates to home selling policies due to COVID-19 virus concerns, and ensure you're comfortable with the changes from in-person operations to virtual alternatives, including exciting new "open house" video tour options.
- We'll discuss how the market has changed in your area, and what your timeline is for your sale.
- We'll ensure your best interests are fully represented throughout all the negotiations and contract considerations. You can rest easy

knowing the multiple documents involved in the sale will be thoroughly vetted, and that all contingencies will be professionally reviewed.

Is it time to buy?

- Let's review your financial readiness for an expedient transaction. Interest rates have dropped this year —talk to your mortgage professional, get yourself pre-approved for a mortgage and have your deposit ready for a quick transaction.
- Recognize that the process of buying is not as "hands on" as you're used to. However, while we may not have the luxury of strolling around open houses like we did before, there are excellent virtual tours available that will allow you to compare properties at your leisure.

Let's connect to talk strategy!

We're currently navigating through what is usually the busiest real estate season of the year, but this time, buyers and sellers have no roadmap to follow. If you're feeling uncertain about today's market, please don't hesitate to call for a no obligation discussion about how to successfully manage today's rapidly changing conditions.

Stay safe, stay healthy, and we'll work through this together!

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MARKET UPDATE - TORONTO REAL ESTATE BOARD

April 2020 statistics courtesy of TREB

2020	2019
\$852,142	\$807,538
Average Sales Price	

2020	2019
8,491	7,448
Average Sales Activity	

2020	2019
23 DAYS	24 DAYS
Average Days on Market	


Detached Home
\$1,049,300
(Average Price)
3,960 SALES


Semi-Detached
\$852,669
(Average Price)
813 SALES


Townhouse
\$676,802
(Average Price)
1,395 SALES


Condo Apartment
\$617,419
(Average Price)
2,219 SALES

The Touch-Free Personal Touch



CCOVID-19 has impacted almost every aspect of our personal and professional lives, and real estate is no exception. What hasn't and will never change, however, is our need for a place to call home.

While there's no doubt that many buyers and sellers are currently in somewhat of a holding pattern, there are others who, for a multitude of good

reasons, must still move forward with their real estate plans.

Both the homeowner and visitors must agree to strict health and safety regulations.

This isn't the time for DIY real estate dealings! The legal procedures and

process of real estate operations have changed drastically because of COVID-19, making it more crucial than ever for both buyers and sellers to team up with their real estate professional. In fact, the first thing we'll do is go over the latest physical distancing and interaction restrictions — important rules that vary depending on your region, province and real estate brokerage's policies.

That being said, while virtual tours have replaced in-person open houses, there will be situations where it's necessary for a seller to open their door to a potential buyer for an in-house visit. In these cases, both the homeowner and visitors must agree to strict health and safety regulations, which we will go over in detail.

Questions like, "How can you safely market my house?" "Are digital signatures binding?" and even, "Is my land registry office still open for business?" are just some of the critical concerns you'll want answers to before you decide the direction to go in with your important real estate decisions.

Handshakes, open houses and in-person transactions have been replaced with virtual options that allow both buyers and sellers the opportunity to interact safely and efficiently. Let's talk about how to successfully navigate your real estate needs in today's ever-changing environment!

Today's Homeowner Tip:

Practice Safe Sales

If a potential buyer insists on viewing your home in person, ask your agent for advice on how to protect your home both before and after the visit. Suggestions include:

- Providing hand sanitizer for visitors so they can disinfect their hands before entering the premises. Once inside, they should be reminded not to touch anything.
- Disinfecting all lockboxes, doorknobs, light switches, faucets, counters and other common touch points with an antibacterial cleanser, both before and after visits.
- Leaving open your inside doors, cupboards and other areas a buyer would want to look into, so they needn't touch anything.



Mayday! Who Can Fix This?

In addition to the countless benefits of owning your own home come the responsibilities of home maintenance and repairs. While you may feel comfortable with regular day-to-day upkeep, there will be times when you'll need to call in some more qualified help. How do you know when you need a handyman, and when you need to call in a specialist?

You may choose to call a handyman for smaller household projects that you could probably accomplish yourself if you had the time and/or the tools, for example painting a room or snaking a clogged drain. Handymen typically work independently on a wide variety of one-off, smaller projects, rather than on long-term repairs and renovations.

Large renovations, or more complicated projects such as upgrading your electrical system, moving interior walls, and installing new plumbing require more specialized knowledge, and require the professional services of a qualified, accredited contractor or trades specialist.

When deciding who is best suited to complete your project, ensure they're



not only qualified and experienced, but that they carry liability insurance. Get your project estimates in writing and confirm the payment schedule upfront. No matter the size of the project, you should never be asked to pay the full cost of the job in advance. You'll also want to be aware of the Builder's Lien Holdback, where homeowners are advised to hold back 10% of their payments from their contractor for 45 days after the renovation is completed, to ensure all the trades and subcontractors have been fully paid and therefore don't qualify to register a lien against your property.

Quote of the Month:

“If evolution really works, how come mothers only have two hands?”

~

Milton Berle



Making Home, Work

As COVID-19 continues to press us into social isolation, we, as a society, continue to adapt to accommodate the changes in our lifestyles.

For example, those of us who recently started working from home for the first time now likely look at our homes from

a different perspective than we did before. We recognize the value — and the challenges — of working out of our living spaces, and therefore have a new appreciation for separation of work and leisure areas in our homes.

If you're contemplating a move, it could

be valuable to focus on these work-at-home considerations:

- **Sellers:** Even if you don't currently have a separate room set up as a home office, it's wise to recognize that a potential buyer may see the value of one. Consider staging a room or even a corner of a room as an office, homework or study area. You may have to rethink and repurpose an unlikely area of your home. Can you fit a small workspace into your laundry room, for example? How about carving out a work nook in your kitchen?

- **Buyers:** The realization that you can work from home can open up your relocation options. Instead of focusing on a limited area that allows the shortest commute to work, working from home may allow you to focus more on the type of home you've always wanted, and the lifestyles that different areas offer.

You've had to adapt, as have we in the real estate business. Let's connect to ensure you have the soundest guidance for your next transaction.



Home Cooking:

Quick Caprese Chicken

INGREDIENTS:

- 2 skinless, boneless chicken breasts
- Kosher salt
- Freshly ground black pepper
- 1 Tbsp. olive oil
- 1 Tbsp. butter
- 4 - 6 Tbsp. ready-made pesto
- 2 medium tomatoes, sliced
- 4 slices mozzarella cheese
- 2 Tbsp. balsamic vinegar or glaze
- Fresh basil leaves, slivered

DIRECTIONS:

1. Preheat oven to 400°F.
2. Carefully slice chicken breasts in half, to create 4 thin chicken breast slices.
3. Season both sides of each chicken slice with salt and pepper.
4. Heat a large, oven-proof skillet over medium high heat, and melt the butter into the olive oil. Brown chicken on both sides.
5. Spread pesto on top of each piece of chicken, then top with tomatoes.
6. Transfer skillet into pre-heated oven. Bake about 10-12 minutes, or until chicken is cooked through and has reached an internal temperature of 165°F.
7. Top cooked chicken with mozzarella cheese and return to oven; broil until cheese is melted, about 3 minutes.
8. Remove chicken from oven, drizzle with balsamic and garnish with fresh basil just before serving.

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Agent's Corner



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*Your referrals
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