

Helping you is what we do



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Oh, the Places You'll Go!

The inspirational book by Dr. Seuss, "Oh, the Places You'll Go!" is often gifted to students upon graduation to encourage them to always keep moving forward through life's challenges. Interestingly, the timeless messages contained in the book can also be applied to homeowners as they navigate the ups and downs of today's real estate market.

Dr. Seuss wove wise messages throughout his book about the trials of working toward your goals even when you feel alone, confused, and scared of what's to come. However, there's no reason you need to feel that way when making decisions about buying or selling your home. We're partners in your home ownership goals, and while Dr. Seuss rightly says, "You have brains in your head. You have feet in your shoes. You can steer yourself any

direction you choose," the road will always be smoother with qualified, experienced support and guidance.

The real estate market has shifted from the start of this year to now, and as such, the advice shared with homeowners needs to be updated and modified accordingly. Once you have a clear picture of the direction your local real estate market is going in, you'll be able to make smarter decisions about all the potential opportunities available to you.

If you're wondering about the current value of your property, the latest sales trends, and if it's the right time for you to buy or sell, simply pick up the phone for the latest information and insights.

And now, some final motivational words from the Dr. Seuss book to inspire your next home move: "And will you succeed? Yes! You will, indeed!"

Welcome to your latest newsletter, which was created especially for homeowners just like you.

Despite the cooling temperatures, the housing market remains vibrant. That's why, even if you're not currently thinking of moving, it's always wise to recognize the current value of your home. Please call for tips on maximizing your property's value, and an update on the latest, most exciting listings in our area!

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Terminology Corner: Walkthrough

A real estate walkthrough is exactly that — an opportunity for a homebuyer to walk through a property to check that it's in the agreed-upon condition before the sale officially closes. During the walkthrough, the buyer will check that appliances, plumbing, and electrical systems are in working order, and will evaluate the overall maintenance and cleanliness of the property. The buyer will confirm that any negotiated repairs or alterations have been completed to their satisfaction, and that the property's condition meets their expectations. A walkthrough also allows the purchaser to take measurements for window treatments and furniture placement.

It's Better to Give



Thanksgiving is a wonderful time to get together with family, enjoy a delicious meal, and celebrate the changing seasons. As you reorganize your home for fall, it's also an ideal time for household purging. Instead of discarding excess — but still perfectly good — contents, consider selling and/or donating to organizations in need. Here are some suggestions.

Items to Sell

Cell phones. Got an old cell phone lying in a drawer? List it for sale; someone may welcome the opportunity to upgrade!

Video games and equipment. Chances are that just as you or your kids are outgrowing certain entertainment, someone else is just discovering it.

Children's gear. Speaking of outgrowing things, families often recognize it's simply not worth buying a lot of children's items new, so they save money by looking for gently used clothing, toys, strollers, and bikes.

Kitchen appliances. It often doesn't take long for the latest, shiniest kitchen aids to turn into counter clutter. Once the initial allure wears off, consider re-selling small appliances if you're not using them.

Exercise equipment. Our initial exercise intentions are always solid, but if the only movement around your treadmill now is you tripping over it, it needs to go.

Items to Donate

Bedding and towels. How many sets of sheets do you really need? For most people, two sets are sufficient. Also assess your towels and remove the ones that are worn, stained, or frayed. While excess linens still in good shape can be

It doesn't take long for the latest, shiniest kitchen aids to become counter clutter.

donated, old sheets and towels can be repurposed into household cleaning and car washing rags. Note that animal shelters and vets will often appreciate the donation of clean old towels, too.

Kitchen utensils. Organize your utensil drawer by donating duplicates.

Hotel-sized toiletries. Those tiny toiletries provided by hotels often find their way home with us, only to clutter up our bathroom cabinets. Gather unopened products together and donate them to your local homeless shelter.

By shedding items you no longer use, you can extend the spirit of Thanksgiving well beyond your home!

Today's Homeowner Tip:

Time to Clean the Dryer Vent

A buildup of lint in a dryer vent not only makes for a longer, less effective drying cycle, but can also become a serious fire hazard! Here's how to clean out the lint.

1. Unplug the dryer.
2. Disconnect the dryer vent hose (the big aluminum or vinyl hose at the back of the dryer).
3. Loosen up any clogs. If the vent hasn't been cleaned in a while, you may need to invest in an extendible dryer vent cleaning brush to do so.
4. Insert your vacuum cleaner hose into the vent and suck up all the lint.
5. Reattach the hose by sliding the vent hose over the transition pipe and tightening the brackets.



It's Sock Season

The cool fall weather has arrived, and with it, the season for even the most stubborn bare feet to surrender to the need for socks. But why is it we often end up with only one lonely sock when we're sure we threw a full pair into the washer and dryer?

There are logical explanations for where socks go to hide — under the washing machine agitator, in-between the washing machine's inner and outer tub, between or behind the washer and dryer, in the dryer lint trap, or stuck between the dryer door and drum. Or sometimes they're simply clinging to another article of clothing by static electricity.

While you can reduce the chance of socks going missing by putting them all in a dedicated laundry bag for sock security, if you do find yourself with some orphan socks, reinvent them in these handy ways.

Remove and discard the foot part and use the tubes as cup holders to shield hands from hot paper cups.

Draft-proof doors and windows by filling long socks with uncooked rice or dried beans to block gaps.

Put them on a different kind of foot



— slip them over the feet of heavy furniture to allow you to move furniture easier, while protecting your floors from scratches.

Provide cheap entertainment for your dog. Many dogs love the crunchy sound that empty water bottles make when they bite into them, so simply slip an empty plastic bottle into a tube sock, tie the end, and let Fido go to town on the bottle without having to worry about them swallowing any plastic!

Quote of the Month:

“Have the courage to follow your heart and intuition. They somehow know what you truly want to become”

~

Steve Jobs



3 Benefits of Working with a Buyer's Agent

Have you ever walked into an open house and thought, “This is the one!”? If so, you may have initiated a serious conversation with the real estate sales representative right there and then. But does it make sense to work directly with that listing agent, as opposed to having your buyer's agent represent you? Here are 3 reasons

to let your buyer's agent handle the conversation.

1. Your buyer's agent represents you and puts your best interests first, keeping you safe, informed, and protected throughout all the negotiations. They understand what you're looking for in both the property and the area. While you

may be starry-eyed at a property, they will be digging deeper to find out about the neighbourhood, any potential issues with the property, and if the price is right for the area and for your budget.

2. The listing agent's primary concern is to sell the home, and their priority is to represent the best interests of the seller. In some cases, while they would obviously be familiar with the home itself, they may not have researched the area with the same view a buyer's agent would have before showing you the home.
3. You, as the buyer, won't save money by buying directly from the listing agent. Remember that the seller pays the commission, and the commissions would already have been negotiated prior to the home being put on the market.

Working with a buyer's agent ensures you have personal, dedicated, professional representation by your side throughout your entire home buying journey.



Home Cooking: **Stuffed Butternut Squash**

INGREDIENTS:

- 2 medium butternut squash, halved, seeded
- 2 tsp. olive oil, divided
- ¾ c. quinoa
- 1½ c. broth (chicken or vegetable)
- 6 c. fresh kale, chopped
- 2 cloves garlic, minced
- 1 tsp. dried oregano
- ½ tsp. each, salt and pepper
- 1 can (15 oz.) chickpeas, drained
- Zest of 1 orange, plus 1 Tbsp. juice
- ½ c. dried cranberries
- ½ c. feta cheese, crumbled (optional)

INSTRUCTIONS:

1. Preheat oven to 425°F.
2. Place squash halves on a baking tray, cut side up.
3. Brush 1 teaspoon olive oil over squash, then sprinkle with salt and pepper. Bake for 45-55 minutes, or until squash is tender. Once cooked, remove from oven, and reduce temperature to 375°F.
4. Meanwhile, in a small saucepan, bring broth to a boil, then stir in quinoa. Cover, reduce heat, and simmer for 10-15 minutes. Remove from heat and fluff with a fork.
5. In a large skillet, heat remaining olive oil, add kale, and cook for about 4 minutes. Add garlic, oregano, salt, and pepper. Stir in cooked quinoa, chickpeas, orange zest, orange juice, and cranberries.
6. Scoop out some of the squash to create room for the filling. Mix the scooped squash into the quinoa filling, then spoon the final mixture into the squash “bowls.”
7. Return to oven and bake for 10 minutes, or until hot.
8. Sprinkle with feta cheese (if using) before serving.

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Agent's Corner

SOLD



51 WESTWOOD DR, WHITBY

3-yrs old. 3300 sf luxury home. 9 ft ceilings, 5 bedrooms, 3.5 baths. The lovely home sits on a huge pie shaped lot. Contact us for more details.

FOR SALE



38 HOWES STREET

Over 2,800 sf, 4 bedroom, 4 bath, 2 car garage home. Sits on a large 50x110 ft lot and near Ajax's most sought-after schools. Call us for more information!

FOR SALE



31 SWANSEA STREET

We just SOLD this beautiful 4 bedroom, 3 bath home. Close to great schools and parks in Whitby.



[RECIPIENT'S NAME]
 [ADDRESS 1]
 [ADDRESS 2]