

Your Home **SOLD** GUARANTEED, or We'll Buy It!\*

IN CASE YOU MISSED IT ...

Brought to you by

(647) 360-6433

[www.SeeTorontoAreaHomes.com](http://www.SeeTorontoAreaHomes.com)



The TownSend Team

\*some conditions apply



## HOUSE-HUNTING ETIQUETTE: QUESTIONS YOU'RE AFRAID TO ASK

Permission to view someone's home for sale comes with some rules of etiquette. Even if you are visiting an open house, you need to be aware of things that you may normally take for granted. Preparing ahead will help alleviate confrontation or the need to ask these questions when you are in someone else's home.

🏠 Is it okay to consume snacks or drinks? Unless you are prepared to clean up or pay for a spillage accident, have your refreshments before you enter a home. If a seller has left cookies out for the showing, feel free to take one and eat it in the kitchen.

🏠 Can I use the bathroom? If it's urgent, ask for permission. You never know if the water has been shut off. Schedule stops to take care of your personal needs before visiting.

🏠 Is looking into closets acceptable? Look all you want, but don't disturb what you see.

🏠 What about taking photos? Before you click the camera, first ask if it's okay. This is especially important if you intend to post your photos publicly and the seller has personal effects that they don't want promoted.

🏠 Can I sit on the furniture? This is not a good idea unless you have a physical need to do so. Ask for permission if you need to sit for health reasons.

Call or email us with any of your burning house-hunting questions. We are always here to help and make sure you have a pleasant experience.

## 6 HOME MAINTENANCE MYTHS YOU SHOULD KNOW ABOUT

Proper home maintenance is an important part of home ownership. Being aware of the following myths about keeping up a home will help you avoid unexpected expenses in the future.

**Solid-surface countertops are indestructible.** Be nice to your countertops because they can easily be cosmetically damaged. Stone counters can be stained, and household cleaners will take away the luster over time. Direct heat from pots and pans can discolour countertops, and soft stones can be etched by acidic materials.

**The test button on a smoke detector assures the detector is doing its job.** The test button does not tell you if the smoke sensor is working, so always test it with smoke from a blown-out candle or match.

**Short lawns mean less mowing.** Keeping your lawn one to three inches long will allow it to retain more water while keeping it strong enough to withstand weeds and pests.

**Energy is conserved if the AC is turned off when you leave.** The reality is you will consume more energy if the AC has to work overtime to cool your home when it's hot. Depending on the season, move the thermostat five degrees up or down when your home is vacant. Consider a programmable thermostat.

**No gutter maintenance is needed with gutter guards.** While guards are designed to keep out leaves, smaller debris such as seeds or pine straw can still get through. You will have less maintenance with a once- or twice-a-year moderate cleanout.

**Permits for renovation aren't necessary.** Building codes and the permit process are in place to protect you by ensuring properly completed work. Insurance will better cover your losses if your work has been permitted.

Call or email us any time to go over these and other home maintenance myths so you can get even more enjoyment out of home ownership.

*Great Ideas for Quick, Easy Fixes That Will Help Your Home Sell*

**GET MY FREE GUIDE!**

Perhaps this is the first time you're planning to sell your home or maybe you've done this a few times before, in this guide, you'll find great tips on how to get top dollar for your home. Make it easier by requesting my Free Guide, Reach out to **647-360-6433** and we'll send it right out to you.



## WHAT NEEDS TO BE DONE TO PREPARE FOR CLOSING?

The most important part of purchasing a home is closing day, when the official transfer of ownership takes place. If you are prepared, it should go smoothly when executing the paperwork, paying any required fees and ultimately getting the keys to your new home. Your real estate agent will be your best source of what you need to bring to the closing. Plan on having your ID, evidence of homeowner's insurance and your closing cost funds. If you are not sure about anything, ask your agent or make a call to the closing office.

One missing document means a failed or postponed closing, so review your closing documents ahead of time. Confirm the closing fees before you arrive, and have any questions for your lender answered. Prior to the closing meeting, review the seller's responsibilities and make sure they have been satisfied. Your agent can provide you with the final completion documentation for any seller obligations. If you pay attention to these details and all is in order, you should be able to walk away with keys in hand.

## WHAT THEY ARE SAYING ABOUT THE TOWNSEND TEAM!

Thanks Roger for assisting us with this purchase. We were interested in an investment property but didn't know where to start. Roger rose to the challenge, listened to our needs and brought us to the finish line. Thanks again for everything. – *Natalie Schlieffer*

Michael is a very hard-working, organized, and knowledgeable agent, he made my experience in getting an apartment very pleasant and stress-free. – *Nadeen Al-Aubadi*

Anthony went above and beyond to ensure that I got what I was looking for. Anthony took the time to determine my needs and actively provided me with options that fit my lifestyle, space requirements and amenities. I am completely satisfied with the service that he provided. He was responsive and knowledgeable and helped me to stay motivated at times when the process felt discouraging. I would definitely recommend Anthony to friends and family! – *Jacquie St.kitts*

Dondre was a massive help to my partner and I in searching for a home to rent. He was attentive and responsive and far exceeded what I expected from a realtor's support. He was providing updates well into the evening, was available every single time we called and sought out whatever information we had requested, providing a prompt answer as soon as possible. We are extremely grateful for his support and care throughout the process – *Chris Parker*

## Thank you for your referrals!

I succeed when people like you refer me to your friends, neighbours and loved ones. It's the best kind of feedback I can receive.

So thanks for continuing to pass this newsletter on to people you care about.

### BUTTERNUT SQUASH SOUP



2 tablespoons **extra-virgin olive oil**

1 large yellow onion, chopped

½ teaspoon sea salt

1 (3-pound) butternut squash, peeled, seeded, and cubed

3 garlic cloves, chopped

1 tablespoon chopped fresh sage

½ tablespoon minced fresh rosemary

1 teaspoon grated fresh ginger

3 to 4 cups **vegetable broth**

Freshly ground black pepper

Heat the oil in a large pot over medium heat. Add the onion, salt, and several grinds of fresh pepper and sauté until soft, 5 to 8 minutes. Add the squash and cook until it begins to soften, stirring occasionally, for 8 to 10 minutes.

Add the garlic, sage, rosemary, and ginger. Stir and cook 30 seconds to 1 minute, until fragrant, then add 3 cups of the broth. Bring to a boil, cover, and reduce heat to a simmer. Cook until the squash is tender, 20 to 30 minutes.

Let cool slightly and pour the soup into a blender, working in batches if necessary, and blend until smooth. If your soup is too thick, add up to 1 cup more broth and blend. Season to taste and serve with parsley, pepitas, and crusty bread.

## WEALTH BUILDING CORNER



10 RODDA BLVD



61 MICHAEL CRES



47 CORNWALL RD



269 MONTEREY DR



PRE-CONSTRUCTION  
FREEHOLD TOWNS



Instant update when your  
neighbours are selling!

VISIT: [www.IamNosy.ca](http://www.IamNosy.ca)

Be A Nosy Neighbour

## WORTH READING



### 9 Things Great Leaders Say Bill Murphy, Jr.

*Inc. Magazine*

We may have all heard the phrase "actions speak louder than words," but the truth is words hold more power than we think they do. In this listicle, learn the phrases and mantras some of the world's greatest leaders used to get things done the way they wanted and how to use them for your own life. Be warned: with great power comes great responsibility. More:

<https://tinyurl.com/wr08212>



### 12 Customer Service Phrases to Use, and 8 You Should Avoid Gregory Ciotti

*Help Scout*

Use this helpful article from Help Scout to inform your communication, not only if you work in a service or support role but in all aspects of your professional life. Even if you don't work in a customer-facing role, having these friendly phrases quick to the tongue could help defuse a major misunderstanding. Give them a read and see for yourself. More:

<https://tinyurl.com/wr08213>

BROUGHT TO YOU FREE BY THE TOWNSEND TEAM

				4	2		9	3
1				5	6	8	4	
	3							
7		1		2				
9	2			1			6	7
				6		2		9
							5	
	9	2	1	7				6
5	4		6	3				

**Sudoku instructions:** Complete the 9 × 9 grid so that each row, each column and each of the nine 3 × 3 boxes contains the digits 1 through 9. Contact us for the solution!



## WE CAN'T MAKE THIS STUFF UP!

Residents of Upper Marlboro, Maryland, were left baffled after witnessing three zebras casually grazing in their neighbourhood. The animals escaped from a private farm at some point in August and have now been corralled into a field to feed.

Someone claiming to be a time traveller from the year 2714 has been posting mysterious updates on TikTok warning us of upcoming global events. Among their messages are predictions of hurricanes, alien invasions and ... talking chimpanzees.

A store clerk's mistake when printing lottery tickets has led to a Maryland man winning \$100,000. The cashier accidentally printed two tickets instead of one, so the man decided to buy them both.

Two British rail enthusiasts have tied the knot on a moving train. After a champagne reception at London Euston station, the train-mad couple held their wedding on a West Coast Main Line service from London to Glasgow in a carriage decorated with flowers.

## Find Out What Your Home Is Really Worth



FREE, Quick Online Home Evaluation

VISIT

[myhomesprice.ca](http://myhomesprice.ca)

**NOT READY TO CALL ME?**

Text your address to  
**647-360-6433**

to find out what your home will sell for *today!*

**You will get no phone call, just a text!**

**REFER YOUR FRIENDS, NEIGHBOURS, ASSOCIATES OR FAMILY MEMBERS CONSIDERING MAKING A MOVE:**

You can text **647-360-6433** and include the name and contact info of someone you know considering a move and we will follow up with them.

You can pass along our business card to them. We have enclosed one here for that purpose.

You can go to **www.SeeTorontoAreaHomes.com** and forward the link to someone you know is considering a move

Of course you can call us directly at **647-360-6433**