



Craig Watson

Sales Representative



*'Helping You,
Your Family,
Your Friends'*

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My business continues to grow because of clients like you.

The referral of your family, friends, neighbours, and co-workers is important to me and I appreciate it.

Thank You for your trust and continued support.

Craig

Talking about CURB APPEAL

Curb appeal, like personal taste, is difficult to define - it's a *pleasing* blend of architecture, colour, design elements, landscaping and other touches that make a house attractive and appealing at first glance. A home with curb appeal makes a favourable first impression, one that generates interest...making passers-by want to linger and take a closer look. If you want to attract prospective buyers, the curb appeal of your property warrants attention. Many home buyers decide whether or not to look inside a house based on its curb appeal. Whether they see your house as they drive by, photos on the internet, or as they arrive for an open house or showing - that first impression of your home is crucial. Even if you are not planning to sell any time in the near future, improving and maintaining, the curb appeal of your biggest asset is a wise choice.

Take a stroll around your neighbourhood - take note of those homes that have 'curb appeal'. Ask yourself exactly what aspects of these homes drew your attention.



Take a look at the big picture - and do the obvious.

Everything should be clean and in good repair. Sounds simple but the truth often is that after you've lived with fading trim, shutters hanging at an angle, and scratches on the front door - for a year or so - you probably don't even see them anymore, you've become accustomed to the way things looks. Ask a family member, friend - or your realtor, to look at your home. A new set of eyes offers a new perspective and will see all the minor fixups that are needed, and may provide you with some ideas! Identifying and focusing on your home's faults, as well as its positive features, is a good place to start. Ask a few questions... *What are the flaws? - how can I improve them? What are my home's best features - how can I enhance them?*

Here's an example...

A garage door at the front of the house presents a not-so-attractive dominant feature.

A simple solution:

Paint the garage door and trim in a colour to 'blend' with the surrounding building materials. Then choose an alternative focal point, say the front door/entranceway. Enhance this element by painting the door a strong contrasting colour and polishing or sprucing up the hardware. Add homey touches

Whether you're thinking of making a move, or are just curious about Real Estate trends in the area or neighbourhood, please feel free to contact me anytime...

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"The Elementary Choice"

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like a flower pot - or two, brimming with seasonal flowers or foliage, a welcoming wreath on the door, and an interesting door mat...*presto!* - improved curb appeal.

Whether you are buying or selling real estate, embarking on a home renovation, or refinancing, talk with a professional who can provide you with expert advice.



Family

The advantage of growing up with siblings is that you become very good at fractions.

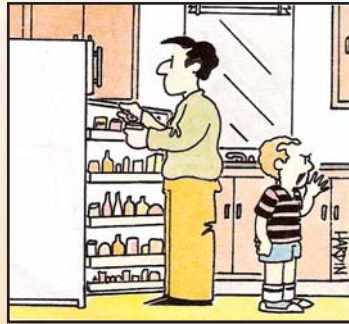
Robert Brault

If the family were a fruit, it would be an orange, a circle of sections, held together but separate - each segment distinct.

Letty Cottin Pogrebin

Family faces are magic mirrors. Looking at people who belong to us, we see the past, present, and future.

Gail Lumet Buckley



'Mom, come quick, Dad's eating my science project again!'

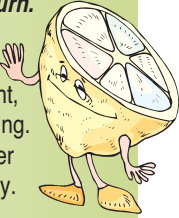


'No peeking, we're baking you mud pies for a surprise.'

This 'n That

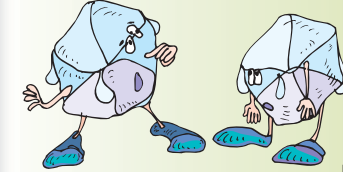
Lemons

- **Improve flavour...**add lemon to green tea to reduce the drink's bitterness. Lemon will also help increase your body's absorption of antioxidants.
- Use a cut lemon as an **all-natural deodorant** - for armpits and feet.
- Help your body **recover quicker from a mild sunburn**. Mix lemon juice and cool water, gently apply to the sunburned areas of your skin.
- Squeeze lemon juice on an **ink stain**, let sit overnight, then launder as usual. Repeat if needed before drying.
- Make a paste of lemon juice and salt, rub it on copper to **remove oxidation**. Rinse well and dry completely.



New Uses for Ice Cubes

- ◆ **Soup Skimmer.** To skim excess fat from soup without refrigerating it, fill a metal ladle with ice cubes and glide it along the surface a few times, wiping the ladle as needed. Excess fat will cling to the ladle's bottom.
- ◆ **Soil Soaker.** Water your plants without leaving them in the sink to drain by covering the surface of the soil with ice cubes. They'll gradually hydrate your plant as they melt.
- ◆ **Caulk Smoother.** As you squeeze a new caulk line around a bathtub, run the corner of a cube behind it. The ice will create a clean edge without sticking to the caulk.
- ◆ **Brow Soother.** A few minutes before tweezing your eyebrows, rub an ice cube over brows to numb the skin. Allow to dry before plucking. Post-tweezing, ice again to minimize redness.
- ◆ **Disposal Scrubber.** Run a handful of ice cubes and a pinch of baking soda through your garbage disposal. You'll get rid of the built-up grease on the blades and the leftover smell of...leftovers.
- ◆ **Handheld cooling.** When summer heat is stifling, hold a piece of ice on the underside of your wrist. As blood flows through that chilly pulse point, your body temperature will slowly drop.



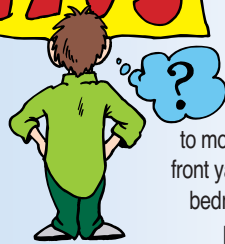
GARAGE

Decluttering and garage sales go hand-in-hand! Here are some pointers for holding a garage sale.



Participation

Here's a great opportunity to have everyone in your household sort through their rooms - and belongings; bookcases, shelves, closets, dressers, toy boxes. Offer each member a 'table' on sale day with the understanding that they'll make themselves some extra spending money! The more the merrier...talk with your neighbours about holding a '**Neighbourhood, Street or 5-family**' etc. Garage Sale.



ones too heavy or bulky to move out onto your front yard (like a child's bedroom set) have a photo of the item enlarged so you can display it.

Spread the Word

Place an ad in your local paper. Attract buyers with headlines like; **Everything Must Go!** Note whether you'll have a 'rain date' in the case of inclement weather. Plan to load leftovers directly into your vehicle for drop off at a local charity or donation centre.

Displays

Price items in round numbers; \$1., \$2., \$5. And, price by category whenever possible; ie: books \$2 each - children's pants & shirts \$1 each. Group similar items together and sell items in lots ie: tie a ribbon or string around 3 cushions and ask \$15 instead of pricing each individually. Have an extension cord or outdoor electrical outlet available to test small appliances. If you have large items for sale -

Equip Yourself

On 'sale day' pack up a plastic storage tub with the items you think you'll need...

- ✓ a container for money
- ✓ change (coins and small bills)
- ✓ calculator, notebook and a pen
- ✓ plastic bags, cardboard boxes, newspaper or bubble wrap (for wrapping fragile items)
- ✓ measuring tape, paper towels or rags, marker, extra price tags or painters tape (don't use masking tape - masking tape can damage and/or discolour an item)
- ✓ selling jewellery, clothing, hats?...a mirror - even a full length mirror is a good idea

Make it Fun!...don't be shy

Garage sale browsing is fun and social. Smile, greet visitors, be ready to chat. Make it festive; play music, use balloons and streamers, have kids set up a lemonade stand.

Walking...

is more than an enjoyable mode of transportation. It can also improve your fitness, health, and mental well-being.



▶ Walking increases the body's demand for oxygen and trains your heart, lungs and muscles to work more efficiently.

▶ Walking refreshes the mind, reduces fatigue, and increases energy while relieving stress and tension.

▶ Regular, brisk walking can reduce elevated blood fats or blood pressure and aid in improving digestion and elimination.

▶ More than half our body's muscles are designed for walking; it is a natural movement that is virtually injury-free.



'What you hate is walking. This is hiking - hiking is different from walking.'

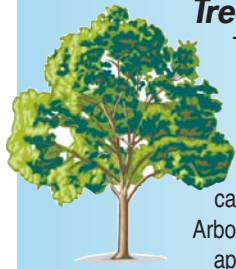


WATER

By the Numbers...

- Only 3% of Earth's water is fresh water - the other 97% is salt water.
- The water found at the Earth's surface in lakes, rivers, streams, ponds, and swamps makes up only 0.3% of the world's fresh water.
- 68% of the fresh water on Earth is trapped in glaciers.
- 30% of fresh water is in the ground.
- 1.7% of the world's fresh water is frozen and therefore unusable.
- ◆ 9.5 liters (2.5 gallons) per day: The amount of water used per person in sub-Saharan Africa.
- ◆ 189 liters (50 gallons) per day: The amount of water used per person by Europeans.
- ◆ 378 liters (100 gallons) per day: The amount of water used per person by North Americans. 30 percent of this is used for outdoor purposes, such as watering the lawn.
- ▼ \$11.3 billion: The amount of money required to provide basic levels of service for drinking and waste water in Africa and Asia.
- ▼ \$35 billion: the amount of money spent on bottled water in the most developed countries in the world.
- ▼ 1.5 million: Barrels of crude oil used globally for making PET water bottles - enough oil to fuel 100,000 North American cars for a year.
- ▼ 2.7 tons: The amount of plastic used to bottle water. 86 percent of this plastic will become garbage or litter.
- ❖ The average faucet flows at a rate of 7.5 liters (2 gallons) per minute. You can save up to 15 liters (four gallons) of water every morning by turning off the faucet while you brush your teeth.
- ❖ Taking a bath requires up to 265 liters (70 gallons) of water. A five- minute shower uses only 38 to 95 liters (10 to 25 gallons).
- ❖ A running toilet can waste up to 750 liters (200 gallons) of water/day.
 - ❖ At 1 drip per second, a faucet can leak over 11,000 liters (3,000 gallons) per year.

Trees and Water...



The leaves of a tree make food from the water absorbed by its roots. But, only a small amount of water goes for producing food. A large portion of the water absorbed by a tree's roots is returned to the atmosphere through a process called *transpiration*. According to the National Arbor Day Foundation, a mature white birch tree with approx. 200,000 leaves can give off as much as 3,400 liters (900 gallons) of water throughout a summer day!

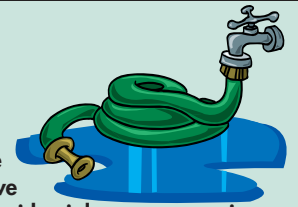
Driveways...

Water runoff from hard surfaces, like driveways, flow into sewers and eventually into local waterways. This water, laden with grease, oil, de-icing salt, animal wastes, pesticides and fertilizers, compromises our water quality and also damages habitats for fish and other aquatic species. As a homeowner, you can help divert excess water runoff from your property by replacing paved driveways/surfaces with permeable materials. Interlocking stone/pavers, gravel, crushed brick or decorative pebbles, precast concrete pavers with wide gaps in between; gaps filled with sand or fine gravel. Another option; pave two strips spaced for the wheels of your vehicle and plant the center area with a ground cover like woolly thyme. There are many alternatives to choose from - all of which will allow excess water to drain into the ground rather than into storm sewers.



Water wise

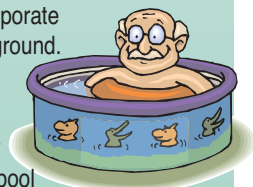
Canada continues to be one of the highest water users per capita in the world. Managing our water resources, which represents about 7% of the world's renewable freshwater, is a responsibility we all share. Half of municipal water is used by the residential sector - meaning, water conservation really does start at home! Here are some outdoor water conservation tips and ideas for you to consider, use and/or implement at your home and property this summer.



- ▶ If you're considering a landscaping project for your yard/property this year - consider xeriscaping. Xeriscaping is a landscaping method that utilizes both native species and low-water-use plants.
- ▶ Use porous material for walkways and patios to prevent wasteful runoff and keep water in your yard.
- ▶ Group plants with the same watering needs together to avoid overwatering some while underwatering others.
- ▶ Reduce the amount of lawn in your yard by planting shrubs and ground covers appropriate to your site and region.
- ▶ Choose species native to your region.
- ▶ Plant in the spring and fall, when the watering requirements are lower.
- ▶ Avoid planting grass in areas that are hard to water, such as steep inclines and isolated strips along sidewalks and driveways. Consider native ground covers or ornamental grasses for these areas.
- ▶ Leave lower branches on trees and shrubs and allow leaf litter (natural mulch) to accumulate on the soil. This keeps the soil cooler and reduces evaporation.
- ▶ Start a compost pile. Using compost in your garden, shrub and flower beds adds water-holding organic matter to the soil.
- ▶ Use a layer of organic mulch on the surface of your garden beds to minimize the weed growth that competes for water and to help bedding plants retain moisture.
- ▶ Use a 5 to 10cm (2 to 4 inches) layer of organic mulch directly around plants to reduce evaporation and save hundreds of liters of water a year.
- ▶ The next time you are adding a tree, shrub or flower to your landscaping, choose one from the variety of native species available for your area.
- ▶ Adjust your lawn mower to the height of 4 to 5cm (1.5 to 2 inches). Taller grass shades roots and holds soil moisture better
- ▶ Leave grass clippings on the lawn (know as grass-cycling), this keeps the ground cooler and holds in moisture - *the bonus...* grass clippings add nutrient to your lawn reducing fertilizer use.
- ▶ Weed gardens regularly. Weeds compete with other plants for nutrients, light and water.
- ▶ Collect water from your roof for use in your yard/garden by directing runoff to a rainbarrel - or directly to a shrub bed by installing an extension to an existing downspout.
- ▶ Before watering, use a trowel, shovel, or soil probe to examine the depth of soil moisture. If the top 5 to 7.5cm (2 to 3 inches) of soil is dry, it's time to water.
- ▶ Set a kitchen timer when using the hose as a reminder to turn it off. A running hose can discharge up to 35 liters (10 gallons) per minute.
- ▶ Minimize evaporation by watering during early morning hours when temperatures are cooler and winds are lighter.
- ▶ Apply water only as fast as the soil can absorb it. If water runs off your lawn easily, split your watering time into shorter periods to allow for better absorption.
- ▶ Water only when necessary. Believe it or not - more plants die from over-watering than from under-watering.
- ▶ Adjust your watering schedule each month to match seasonal weather conditions and landscape requirements.
- ▶ Water dry areas/spots by hand instead of using a sprinkler or running an irrigation system.
- ▶ Use drip irrigation for shrubs and trees - this applies water directly to the roots, where it's needed.
- ▶ Water your plants deeply, but less frequently, this will encourage deep root growth and increase drought tolerance.
- ▶ Use sprinklers that deliver big drops of water close to the ground. Smaller drops and mist often evaporate before hitting the ground.

If you have a swimming pool...

- ▶ Use a pool cover to help keep your pool clean, reduce chemical use and prevent water loss through evaporation.
- ▶ Make sure your swimming pool, ponds, fountains etc are equipped with recirculating pumps.





Decluttering your Home

Are your closets crowded, drawers jumbled, shelves overflowing? If the car won't fit in the garage - and you've been thinking about adding a shed in the backyard for storage space - here's some tips and ideas to help declutter your home!

Keep in mind, decluttering isn't about perfection - it's about clearing up areas in your home that inhibit proper functioning; areas that make you feel bad when you look at them or areas that simply don't work! Remember to start with whatever irritates you the most, organizing the most annoying clutter zone will be motivating!

Do one job at a time. It's easy to get pulled from one clutter zone to another and the first area you tackle will be the most difficult. Stay focused on the one area until you've completed it.

Set time limits for decluttering - and start small. Initially work in '1 hour' bouts, even if this means you'll need 2, 3 or even more sessions to complete an area (like the kitchen, garage or entranceway closet).

Sort as you go. Use 4 plastic laundry hampers - (they're easy to carry and see into, best of all, they're reuseable) label them; **Keep in this room, Store elsewhere, Garage Sale, Not sure.** Organize what you plan to keep in this area/room and distribute the rest into the area or rooms where they should be. Choose an area in the basement or garage to store your 'Garage Sale' items. Let no box go unmarked. Use masking tape, a label maker, or a permanent-ink marker to label any box of items 'to-be-stored' - 'garage sale' - 'donation' etc.

Get everyone in your household on the decluttering bandwagon! Make a 10 minute 'pickup' on the way to bed part of everyone's daily routine.

- ▶ Assign each person in your family a room, or area, that they are responsible for keeping clutter-free and organized.
- ▶ Establish a specific place for the things you use every day - hooks for keys & backpacks, a basket for mail etc.
- ▶ Shallow plastic containers for under beds are ideal for storing seasonal items and sports gear.
- ▶ Put hooks on the backs of doors; closet, cupboard and cabinet doors.
- ▶ Assign a box or bowl for each member of your household to store the things that come out of their pockets!

Decluttering is about establishing new habits - and attitudes - remember... a little time continually spent decluttering will keep your home clutter-free!

Some Simple Decorating Ideas...

Here are some ideas to incorporate colour into your home in ways that can be easily (and inexpensively) changed.

Lampshades.

Easily update the look of lamps with a shade in a new shape, texture, or colour.

Throw pillows. They can add as much to a room as the right jewelry does to an outfit.

Collections. Maps, vases, ceramics, globes, tin toys - whatever you like. They make wonderful colour statements when displayed in groups.

Flowers and floral arrangements.

Try a live bouquet before you decide on a silk arrangement - *why?*... because you're only making a commitment for as long as the blooms last, so you can have some fun and try out a few bold colour combinations - like a purple, pink, and orange combo!

Area carpets.

A fresh carpet might be all the room needs.

Painted Canvases. Available in numerous styles and sizes. An extra-large canvas makes a dramatic statement - or, frame a piece of fabric, wallpaper, or even gift wrap.

Your Neighbourhood Real Estate Resource Center



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