

**TOM & DIANE MITCHELL**  
SALES REPRESENTATIVES



**KELLER WILLIAMS**  
ADVANTAGE REALTY, BROKERAGE  
INDEPENDENTLY OWNED AND OPERATED

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**October 2009**

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\*Some conditions/restrictions apply. Subject to availability. Available to charities

**Late Summer and Early Fall Planting**

Many people feel their gardens lack appeal at this time of year. They think about planting spring-flowering bulbs in the fall, but often don't think of what also does well in the garden when planted in the fall. There's more to plant in fall than bulbs—you can plant perennials, grasses, trees and shrubs, and even vegetables! April-June doesn't have to be the only time of year that you dust off the willies, take a trip to the garden centre and stock up the garden with plants that are flowering when you buy them.

Early fall is a great time to place plants in the garden. Air temperatures are cooler, reducing the stress on the plants, while soil temperatures are still warm, promoting root growth. Not to mention the plant has plenty of time to build a healthy root system. Rainfall may also be more abundant and generally there are fewer insect and disease problems.

Fall planting can also stretch your gardening budget. Many garden centres offer good sales to reduce their inventory before winter. As long as the plants have been well cared for during the summer, these plants are just as good as the ones you would buy in the spring.

**Lawns**

Home gardeners can begin seeding their lawns in mid-August. Seeding should be completed by mid-September. Late summer and early fall seeding has several advantages over spring seeding. The cool-season grasses germinate quickly in the warm soil of late summer. The warm days and cool nights of early fall promote rapid turf grass growth. The growing grass also has less competition from weeds as few weed seeds germinate in the fall.

A new lawn can also be established by sodding. The best times to sod are spring and late summer/early fall. Fall sodding can be done until the ground freezes or is covered with snow.

**Trees and shrubs**

Balled and burlapped, and container-grown trees and shrubs can also be planted in late summer and fall. Evergreens should be planted from mid-August through September. Planting during this period allows evergreens to become established before the onset of winter. Evergreens planted in late fall are susceptible to desiccation injury and death. Deciduous trees and shrubs (those that drop their leaves in the fall) can be planted from August through early November.

While most trees and shrubs do well when planted in late summer and fall, some woody plants root slowly and should only be planted in the spring. Slow-to-root trees that should be planted only in the spring include fir, birch, yellowwood, ginkgo, magnolia, ornamental pear and hemlock.

Trees and shrubs planted in late summer and fall should be watered every 7 to 10 days during dry weather. Continue watering until the ground freezes.

**Perennials**

Late summer and early fall is an excellent time to plant many perennials. It is also a good time to move or divide perennials, such as peony, daylily, garden phlox and oriental poppy. Perennials planted in late summer and early fall should be mulched with 2 to 4 inches of straw in late fall. Mulching helps prevent repeated freezing and thawing of the soil that can damage recently planted perennials.

**Spring-flowering bulbs**

October is the ideal time to plant tulips, daffodils, and other spring-flowering bulbs. Plant bulbs in groups or cluster to achieve maximum visual impact. Bulbs planted individually or in single rows are generally not as effective. Spring-flowering bulbs can be planted as late as December if the ground remains unfrozen.

Late summer and early fall is a time for gardeners to enjoy the fruits of their labour over the past several months. It's also time to plan and plant for the future.

**Free No Obligation Market Evaluation Of Your Home**  
**905-898-6300** [www.TheMitchellTeam.com](http://www.TheMitchellTeam.com)

# Mitchell Kid's Corner

It's back to school and back to the books and I'm already swamped with homework, projects and tests. My two favourite subjects are computer science and media arts. In my computer science class we're building working robots and in media arts I'm working on a very cool computer program called PhotoShop.

This year I'm playing on the high school football team. We play our first game this weekend at home coming. I'll let you know how it goes.

In hockey we played we won our first two season games....Go Redman Go! We also played in our first tournament and lost in the semi finals. Our next tournament is in Peterborough.

Megan is settling in well in her second year of university. The workload is heavy, but so far she is keeping up with the pace.

Jamie-Lee is still running her painting business and plans to keep her painting business going until next summer when she is planning to start her MBA in July 2010 in Europe. Please call her if you need any painting done ~ Paint Crew Canada 905.713.5053.

My cousin Karen is getting married this month to a very nice guy named John. We are all going to the wedding. I'm really looking forward to seeing spending time with my aunts, uncles and cousins.

It's my Dad's birthday this month. We'll be treating him to dinner out and a movie....it's our family tradition. Happy Birthday Dad!!

My Mom and Dad are hosting a client appreciation day at Cooper's Farm (it's the one with the cool Breakfast Television corn maze) – hope to see you there.

Have a great day!

Luke Mitchell

# SEMINARS

## First Home Seminar

In this seminar you will learn: • When is the right time to buy? • How to come up with the down payment? • Understanding the mortgage qualification process • How to assemble your home buying team....and much more.

**Date:** Tuesday, October 13th

**Time:** 7:00pm - 9:00pm

**Location:** Newmarket Public Library

To Register call **905-898-6300** or email at **admin@themitchellteam.com**



## Millionaire Real Estate Investor Seminar

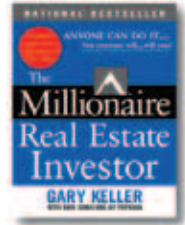
Based on the *New York Times* best seller, *The Millionaire Real Estate Investor*, **The Workshop** reveals proven and tested models to help you build a real estate investment portfolio.

**Date:** Tuesday, October 20th

**Time:** 7:00pm - 9:00pm

**Location:** Newmarket Public Library

To Register call **905-898-6300** or email at **admin@themitchellteam.com**



## Meet the Award Winning Mitchell Team

*Our highly skilled team takes customer service to new levels*

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**Tom Mitchell\***



**Nicolette Lesperance\***



**Jennifer Mitchell\***



**Christine Burns\***

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**Diane Mitchell\***  
Office Manager



**Rhiannon Agostino**  
Client Care Administrator



**Stephanie Mulvina**  
Business Administrator



**Lori Jackson**  
Business Administrator



**Rita Nordine**  
Marketing



**Chris Bower**  
Interior Designer



**Don MacDonald**  
Courier

\* Sales Representative

Our Service Will Move **You!**

**905-898-6300**

**www.TheMitchellTeam.com**



# Market Watch - September 2009

## Home Sales Brightest Light in Economy

With summer coming to a close, it is a good time to reflect on the local resale market. August numbers continued the positive trend set in July with sales and average prices up, year over year. 2009 has thus far continued to surprise market watchers.

The increase in demand for existing homes has been widespread across different housing types and price ranges. This suggests many categories of home buyers have chosen to make a long-term investment in housing, from first-time buyers to move-up buyers or buyers who are seeking a lifestyle change.

"We have heard more positive economic news lately. The improved housing market has played a key role," explained Jason Mercer, TREB's Senior Manager of Market Analysis. "Home sales have helped other sectors of the economy through home buyers' spending on things like

financial and legal services, moving, renovations and home furnishings.

Low mortgage rates, government incentives and realistic pricing on the part of sellers are contributing to healthy sales numbers—as is the recent boost in consumer confidence on news that the worst of the economic slowdown is over.

### Ontario – August sales continue upward trend

**Toronto, September 2, 2009** – In August 2009, Greater Toronto REALTORS® reported 8,035 sales, up 27% from August 2008. The average price for August transactions was \$387,921—up by 6% compared to the same month last year.

Year-to-date sales, at 58,421 were up 2% compared to the first eight months of 2008. The average price at \$385,978 was up by less than 0.05%.

# Mitchell Team

## Market Watch

Aurora - N06	2008	2009
Sales	558	663
Listings	1141	1021
Average Price	\$435,351	\$432,613
% of Asking	98%	97%
Avg Days on Market	31	43
East Gwillimbury - N15		
Sales	157	172
Listings	341	326
Average Price	\$413,805	\$376,335
% of Asking	97%	96%
Avg Days on Market	42	53
Newmarket - N07		
Sales	852	965
Listings	1610	1407
Average Price	\$351,035	\$346,896
% of Asking	98%	97%
Avg Days on Market	31	42
West Gwillimbury - N18		
Sales	263	294
Listings	561	532
Average Price	\$314,197	\$312,463
% of Asking	98%	97%
Avg Days on Market	42	47

## A Professionally Staged Home Spends 80% Less Time On The Market!

Call us today about our FREE consultation with our Home Staging Professional!

\*Based on StagedHomes.com survey of over 1000 homes across Canada & the Continental US prepared for sale by an Accredited Staging Professional. Accumulative from Nov '08 to May '09

BEFORE STAGING



AFTER STAGING

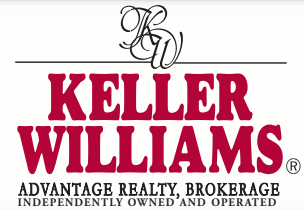
## Return on Staging Investment

Project	Typical Cost	Price Increase	Return on Investment	% of Agents Recommending	
Lighten & brighten	\$233-370	\$1178-1566	355%	97%	Home Staging
Clean and de-clutter	\$190-318	\$1505-1937	578%	97%	
Landscape front/back yards	\$378-546	\$1718-2158	319%	97%	
Stage home for sale	\$403-584	\$1938-2431	343%	91%	
Repair electrical or plumbing	\$436-621	\$1205-1590	164%	93%	Home Repair
Repair damaged flooring	\$628-878	\$1633-2061	145%	94%	
Update kitchen & bathrooms	\$1404-1828	\$3216-3934	131%	87%	
Replace or shampoo carpeting	\$562-808	\$1532-1950	154%	98%	
Paint exterior walls	\$663-938	\$1757-2205	147%	88%	

Source: HomeGain survey of 200 sales representatives nationwide. Differences of opinions may vary based on climate of the market, region of the country or condition of home in question.

YTD August 31, 2009

**TOM & DIANE MITCHELL**  
SALES REPRESENTATIVES



Additional Photos Online [www.TheMitchellTeam.com](http://www.TheMitchellTeam.com)



**Desirable Savage Rd. Area...**

Spac. 4 bdrm w/feat's such as 2nd flr Indry, eat-in kit w/b/i dw & oven, stove top range + w/o to comfy deck & fab. bkyd. Enjoy the serenity of the mbr w/spac. w/i closet & 5pc ens. Exec. neighbourhood, steps to ravine, trails, parks & close to conveniences. A True Family Delight!!

**\$449,900** ID#567N



**Calling All Investors!!!**

Don't miss out on this fantastic investment. Huge income potential. Centrally located in Newmarket. Main House has eat-in kit, living room & 3 bdrms. Newer addition on back has 1 bdrm apt w/sep entrance. Det 1.5 car garage, separate workshop has a/c power.

**\$328,000** ID#576N



**Great Value...Come See For Yourself...**

Immac. 3+1 bdrm det. home in mature family neighbourhood! Shows pride of ownership t/out. Landscaped w/winterlock walkway. Solarium-style eat-in kit. has w/o to deck. Spac. bdrms, fam. rm has gas fp, 4th bdrm for your guests. Just mins to Hwy 400, great commuter location.

**\$324,900** ID#575N



**Quiet Crescent Location...**

Beautiful, well maintained bung. located on mature, quiet cres in Holland Landing. Lndscpd w/intrck wlkwy, eat-in kit has hrwd flrng & w/o to intrck patio & fully fenced bkyd. Crown mldg, lam. flrng, spac rms. Fin bsmnt w/rec room, gas fp, play rm, 1 bdrm & 3pc bath.

**\$299,900** ID#574N

**Water Saving Tips for Your Home**

Water is our most precious resource on earth; every living organism is dependent on it for survival. Less than 30% of people around the world have access to safe drinking water. As the climate changes, we will likely see that access to clean and safe water will become more important than ever.

While access to clean water is not an issue for most Canadians, it makes sense to be more water conscious for the following reasons:

Lower water and energy bills by reducing your metered usage.

Enhanced drinking water quality by maintaining higher levels in our lakes.

Less environmental impact by deferring the need to supply water from new sources and by reducing the energy and materials required to treat and deliver water.

We all can take immediate steps starting in our own households to more efficiently use water so there is enough to go around.

**Be water conscious**

Just like you think about saving energy by turning off your lights, switching off the power strip and charging your phone with your solar charger, you should be just as conscious about conserving water. Turn off the water while brushing your teeth or shaving, use less water

when hand washing dishes, don't use hot water to defrost food, and take shorter showers. We all know these things and mean to do them, but sometimes we forget. Program these simple changes into your daily routine and be conscious about water use.

**Fix leaks**

A dripping tap sends your money down the drain. If your tap is leaking one drop per second, you are wasting over 9,460 litres of water per year. You can fix this problem by replacing a simple washer. Even if you have to change the entire tap, it'll cost less than what you're wasting. Also, check your toilet, it might be leaking too even if you don't hear it. You can check for a leak in your toilet by adding a few drops of food colouring to the tank. If within half an hour the coloured water has disappeared from the bowl, you'll know you've got a leak.

**Use low water flow fixtures**

Low flow showerheads and faucet aerators save up to half of water used without compromising your shower quality and washing experience. Also, take the opportunity to install a low-flow toilet and save even more money! Since 30% of the water consumption in your home is from toilet use; the older the toilet, the greater the use. Old toilets use at least 16-20 litres per flush. However, more recent models use about six litres or, if you install an ultra low-flow head, your toilet will use as little as three litres of water per flush—a big difference for huge savings!

**Wash full loads**

Use your appliances efficiently by washing only full loads of dishes or clothes. Wait the extra meal to have enough dishes or another day until you have enough clothes to make running that appliance worth it. While some appliances have settings for smaller loads, most do not, and use just as much water to wash a few things as it does to wash a full load.

**Replace old appliances**

Energy Star rated appliances save you energy, water, and money! Energy Star rated washers use half the water and energy per load of older models. If you're looking for a new washing machine, frontload washing systems have a much larger capacity and save a lot of water and energy. Also, take the time to look at investing in a dishwasher. This might surprise many but washing your dishes by hand in your sink uses more water than running an Energy Star rated dishwasher. Hand washing your dishes twice daily uses about 70 litres of water while a dishwasher, filled to the maximum, uses only 30 litres.

**Saving water saves you money**

From leaky taps and running toilets to watering your lawn, there are many things around your house that drain your money if you are not aware of them. You can be green and save water and money by following the above steps—use less and you'll save more!

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