



Unique Loft Spaces for Unique People
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 Lofts/Converted Spaces/Unique Homes

Paul's Real Estate News

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2007 At a glance

As a professional who has opted to align myself with the most unique and creative spaces created in the city, I have also made sure to make notes of my experiences and share the best results with future sellers and buyers.

With **SELLERS**, the most rewarding trend I am seeing is that people are NOT waiting until they sell to make their spaces look great. Installing those granite counters and dark hardwood floors in year 1 instead of year 5. This causes very little resentment about doing it for the next buyer and perhaps being tempted to use cheap laminate or other less permanent improvements. Specifically looking at spaces in and around Queen and King West, the right combination of upgrades and good starting prices has often led to bidding wars exceeding \$100k over asking! This is certainly a good reason why 3 of my listings have been featured on HGTV.ca in 2006/07!

With **BUYERS**, it's looking for those spaces with the improvements but perhaps a little overpriced or even over improved. Getting a great deal is not as easy as it used to be but it's still possible. Ask me about my recent lists of top spaces in the area or buildings you are scoping out.

JUST A FEW OF MY RECENT SOLDS...

KING WEST: 954 King St W #514...Acted for the Seller
EAST YORK: 442 Sammon Ave...Acted for the Buyer
QUEEN WEST: 48 Augusta Ave...Acted for the Buyer
ETOBICOKE: 79 Fairfield Ave...Acted for the Buyer

As an added note, 2 of the offers I handled for buyers in these cases were "bully offers" which are offers sent in prior to a set offer date. In both cases, the buyers knew the value of the space and bid their price vs waiting in line to bid against others. Exploring "outside the box" thinking is critical in getting the results you want these days. Call or email to discuss your next move.

Tips to Help You Host the Perfect Dinner Party

A successful dinner party is based on good preparation. Following a plan allows you to remain calm and in control. If you have a good time, so will your guests.

Inviting: Invite guests two weeks in advance, longer for holiday parties. Telephone calls and mailed invitations are appreciated. Include an RSVP date.

Preparing: A few weeks beforehand, make a survey of linen, dishes, serving utensils, flatware and glasses. Do major house cleaning. Design the menu and the decorations and take stock of staples. Make a list, and go shopping. Choose a main course that's well within your skill range. Never cook a first-time dish for a party.

A few days ahead, prepare any food possible. The day before the party, set the table, arrange the centerpiece and lay out the dessert and coffee dishes. Choose pleasant dinner music.

On the day of the party, cook what you can in the morning. Check over the house and lay out the serving implements, the bar and the pre-dinner appetizers.

Greeting: Greet your guests at the door. Wine brought as a host gift may be drunk that evening or not, as you choose. Get arriving guests into conversation with someone before leaving them.

Serving: Serve appetizers and drinks in the living room. After half an hour, announce that dinner will be served in a few minutes. Assign places at the table.

Tea and coffee are the end of the party. On departure, a warm good-bye seals the pleasure of the evening in your friends' memories.

How to Turn Your Garage into an Attractive Storage Space

Even the tidiest places get messy once in a while, and a garage, well ... Fortunately, a good organizing system means the mess never gets out of hand and that it can be put right quickly. Buyers will love a tidy garage because it shows how much storage space you have.

Outside

The easiest way to sort a garage is to move everything outside. When everything is outside, separate it into piles: borrowed items to return, articles to donate, things to sell and everything that goes back. Putting it back requires a system.

System

The best system is one that makes sense to you, because it's easiest to

remember. Sketch out a plan on paper. Put winter and summer items in separate locations to halve the amount of searching later. Use high-up spaces for things seldom needed. Hang bicycles and tools on walls. Get everything possible off the floor.

Cabinets

Will you need garage cabinets and racks? There are many available. Cost-effective alternatives to specially-designed products can be found at office furniture sales, yard sales, junkyards and in the local classified ads.

Floor

Once the garage is tidy, cleaning and sealing the floor adds an attractive sparkle. Oil stains can be removed from concrete with dish soap and a nylon-bristle scrub brush.

How December Got Its Name

Did you know that after the end of December, the earliest Romans had 61 days of winter that didn't fall within the calendar? The next month was Martius — the equivalent of our March.

That's why December has the name it has — it was the 10th month of the Roman calendar.

Thanks for All Your Referrals!

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

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

Wondering How Much Your Space Is Worth?

Has your space gone up in value? How much are other places in your neighborhood selling for?

If you're wondering what's happening to prices in your area, or you're thinking about selling, I'll be able to help.

Just give me a call for a no-fuss, professional evaluation.

I won't try to push you into listing with me or waste your time.

I'll just give you the honest facts about your unique space and its value.

I'll also give you the "inside scoop" on what's happening in the housing market near where you live!

Just give my office a call at 416-690-2181 or 416-823-2705 to arrange an appointment.

Worth Quoting

What they said about ideas

"The best way to have a good idea is to have lots of ideas."

Linus Pauling

"If I have a thousand ideas and only one turns out to be good, I am satisfied."

Alfred Nobel

"A committee is a cul-de-sac down which ideas are lured and then quietly strangled."

Sir Barnett Cocks

"Be less curious about people and more curious about ideas."

Marie Curie

"Great minds discuss ideas. Average minds discuss events. Small minds discuss people."

Eleanor Roosevelt

"Ideas are more powerful than guns. We would not let our enemies have guns, why should we let them have ideas?"

Joseph Stalin

"To steal ideas from one person is plagiarism, to steal ideas from many is research."

Anonymous

"The future is won or lost in the war of ideas."

Laurence Overmire

"Ideas pull the trigger, but instinct loads the gun."

Don Marquis

"Ideas shape the course of history."

John Maynard Keynes

"No matter what anybody tells you, words and ideas can change the world."

John Keating

Secrets of a Tidy Home — Even With Kids

Messy children make having a tidy house a challenge. This is particularly the case when your home is up for sale, because it's essential your house looks clean, tidy and clutter-free.

With a few good techniques, you can reduce clutter and mess to a minimum and keep your sanity — and help sell your house.

Decor

Decorate with the children in mind. Use washable paint for walls and stain-resistant slipcovers for furniture. Dark towels and mats in the bathroom and patterned, dark rugs and carpets elsewhere conceal dirt better than light colors. Select furniture that doubles as storage space.

Get rid of clutter

In children's rooms, put the most cluttered areas out of sight behind the door or along the wall beside the door. Create a bright visual focal point in the room away from desks and dressers, and challenge the children to keep this one spot tidy.

Directing visitors' eyes with a focal point works to make most rooms seem neater than they are.

Tidying tips

For instant tidying, place a large wicker basket or laundry basket in each room. Put into it all of the things that don't belong in that room. Place the baskets in an out-of-the-way spot for sorting later. Stash the things that do belong in

closets or under the bed. Straighten the bedcovers.

Essential preparation for a showing

- In the kitchen, wash the dishes, or load them into the dishwasher.
- Clear the counters.
- Wipe down the bathroom mirror, sink and toilet.
- Clean any stains on floors with paper towel and spray cleaner.
- Vacuum high-traffic floors and upholstery.
- Put out fresh towels.
- Spray with Febreze to eliminate odors.
- Place stacked-up mail in a basket or in a special drawer.

Choose a Color Scheme from Photos

Here's a website that will help you choose the color scheme for your home, simply from looking at photographs you like!

The website, called [colr.org](http://www.colr.org) (www.colr.org) pulls out colors and complete color schemes from photographs and even from websites.

The main way it works is by taking random photos from Flickr, the big photo-sharing website. You can ask it to find a random photo and then come up with a color scheme that matches the photo.

If there's a particular photograph you like — perhaps you already are attracted to the colors in the image — you can load that photo (it must already be on a website somewhere) and colr.org will come up with a color scheme to match.

The site is fun to use, and it may help you create your ideal color scheme, perhaps bringing back memories of your last summer vacation!

2 Fun Photography Websites that You Can Try

Do you have lots of photos in albums that you'd like to scan so you can store them on your computer and put them on a website? The trouble is, scanning takes a lot of time and is very boring. A website called **ScanCafe** (www.scancaffe.com) will do it for you, for a small charge per photo. The site sends the photos to India to save money — but says your precious images are safe because they are sent and tracked using UPS.

Ever taken a photo on vacation but found that it's been ruined because there's a stray tourist in the shot or a car driving past? A website called **Tourist Remover** (www.snapmania.com/info/en/trm/index.html) says it can help. Next time you are on vacation, take several shots of the thing you want to capture. When you get home, upload them to Tourist Remover and the website will make a composite of all the images, removing those tourists and cars!

Easy Ways to Help You Remember What You Read

- **Read in the same place:** Familiar surroundings can train your brain to memorize more easily.
- **Time it:** Define a stipulated time period during which you plan on reading. This will keep you from reading too much and cramming your brain with information.
- **Highlight:** It helps the brain to remember details if you highlight the important words or phrases in the text.
- **Involve others:** Read at the same time as others. You could include friends or acquaintances as part of your reading sessions.
- **Go over it:** Once you have finished reading a piece of text, go over it in your mind again. Do so the following day before you start the next session. This enables the brain to better remember what has already been learned.

This Month's Sudoku

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

Fascinating Facts about December

- Ford Motor Company introduced the first moving assembly line on December 1, 1913.
- The first issue of *The Observer*, the world's first Sunday newspaper, was published on December 4, 1791.
- The first edition of the Encyclopedia Britannica was published on December 6, 1768.
- London became the world's first city with motorized taxicabs on December 6, 1897.
- NASA revealed photographs taken by The Mars Global Surveyor suggesting the presence of liquid water on Mars on December 6, 2006.
- Montgolfier brothers' first balloon began its first test flight on December 14, 1782.
- Eugene Cernan became the last person to walk on the moon as part of the Apollo 17 mission on December 14, 1972.
- "A Christmas Carol," by Charles Dickens, was published in England on December 19, 1843.
- The Lincoln Tunnel opened to traffic in New York City on December 22, 1937.
- The first human kidney transplant was performed on December 23, 1954.

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