



Home Scene

The Tarnished Teacup

The little antique shop was a treasure trove of forgotten things, but no one ever bought the tarnished teacup. It sat in the back, behind a chipped vase and a stack of yellowed lace doilies. Its gold rim was worn, its once-delicate floral pattern faded, and a dark, stubborn stain marked its inside. Customers would glance at it, wrinkle their noses, and move on. "Worthless," the shop owner would mutter, ready to toss it out.

A young girl named Lily, with bright, perceptive eyes, saw it differently. While everyone else saw the tarnish, she saw a history, a story waiting to be told. She saved her allowance and bought the teacup, a mere fifty cents. Her mother scoffed, calling it junk, but Lily took it home and began to clean it.

It took hours of gentle scrubbing with a soft cloth and a special polish. Little by little, the grime of years began to surrender. The gold on the rim started to gleam, and the faint flowers began to bloom in soft shades of blue. The stain inside, however, would not budge. Lily sighed, disappointed, but then she had an idea.

She filled the cup with water and placed it



in a sunny spot on her windowsill. Every day, she would add fresh water and a few drops of liquid plant food. Soon, a tiny, green sprout emerged from the bottom. The stubborn stain was not a stain at all, but a seed pod, placed there long ago by a previous owner who had perhaps loved the teacup as much as Lily did.

As the days turned into weeks, a beautiful, delicate flower with petals the colour of a summer sky bloomed from inside the cup. The tarnished teacup had become a planter, a home for new life. It was no longer worthless junk. It was a testament to the secret beauty that can be found in things that are overlooked, a reminder that something's true value isn't always what you see on the surface.

By Referral Only™ means ...

Our business is designed to provide you with the highest possible level of service and attention. Unlike most Realtors, who spend most of their time searching for new customers from the general public, over 95% of our business comes from our clients' endorsements. As a result, you benefit by getting more of our undivided attention, education, predictability and dedication.

Our promise is to give you sound real estate advice and help you understand the future implications of the decisions you make.

Our goal is to build a relationship with you based on mutual trust and respect.

Our vision is to make a positive difference in your transaction, in your life, and in the world.

Sleep, the Ayurvedic Way: Aligning with Your Body's Natural Clock

In our fast-paced world, a good night's sleep often feels like a luxury. We've been conditioned to view sleep as a passive activity, a mere pause between two busy days. But what if you were told that sleep, when approached with intention, can be a powerful tool for health and well-being?

Adequate sleep enhances a person's productivity by improving their focus, memory, and problem-solving skills, and by helping to regulate their mood and energy levels. It allows the brain and body to rest and repair, which is essential for effective cognitive function and overall well-being.

Ancient Indian wisdom, particularly Ayurveda, offers a profound perspective on sleep, known as "Nidra." It's not just about getting enough hours; it's about aligning with your body's natural rhythms to achieve truly restorative rest.

Ayurveda views the body as a microcosm of the universe, influenced by three doshas: Vata (air and space), Pitta (fire and water), and Kapha (earth and water). Each dosha has a natural rhythm throughout the day. Vata is

dominant from 2 a.m. to 6 a.m. and 2 p.m. to 6 p.m., a time of lightness and movement. Pitta governs from 10 a.m. to 2 p.m. and 10 p.m. to 2 a.m., a period of transformation and digestion. Kapha, characterized by stability, is most prominent from 6 a.m. to 10 a.m. and 6 p.m. to 10 p.m.

To establish an Ayurvedic sleep routine, the key is to respect these cycles. Go to bed before 10 p.m., during the Kapha period. This time is naturally conducive to rest and stability, making it easier to fall asleep and stay asleep. If you go to bed during the active Pitta period after 10 p.m., you may find yourself with a "second wind," making it harder to wind down and leading to restless sleep.

The morning routine is equally important. Waking up during the Vata period, before 6 a.m., is considered ideal. Vata's light energy makes it easier to rise, promoting a sense of alertness and vitality for the day ahead.

To support this rhythm, incorporate simple practices. A warm bath or a few minutes of gentle stretching can signal to your body that it's time to unwind. Avoid stimulating activities

like watching TV or using your phone for at least an hour before bed. Consider a warm cup of herbal tea with a pinch of nutmeg to calm the mind. By tuning into these subtle cues and honouring your body's clock, you can transform your sleep from a mere habit into a sacred ritual, leading to deeper rest and a more vibrant life.



Make Your Home Smarter This Fall



As the days get shorter and temperatures drop, preparing your home for the colder months is a top priority. Smart home technology offers practical ways to enhance comfort, save on energy bills, and even increase your home's appeal.

Here are actionable steps to winterize your home with smart technology:

- **Smart Thermostat:** Swap your old thermostat for a smart one. It learns your habits and adjusts the temperature automatically, saving you money on heating bills and making your home more attractive to buyers.

- **Smart Lighting:** Replace old bulbs with smart bulbs

or switches. You can schedule lights to turn on and off automatically, reducing electricity waste and creating a cozy, inviting atmosphere for showings.

- **Smart Plugs:** Use smart plugs to easily control seasonal decorations. Simply plug in your string lights and set a timer from your phone to avoid fumbling with switches.
- **Smart Carbon Monoxide Detectors:** Upgrade your old CO detectors to smart versions that send alerts to your phone if a leak is detected. This adds an extra layer of safety, whether you're home or away.
- **Smart Blinds:** Install smart blinds or curtains that can be programmed to open during the day to let in sunlight and close at night to trap heat inside. This is a simple, effective way to regulate your home's temperature naturally.
- **Video Doorbell:** A smart doorbell with a camera allows you to see who is at your door without opening it. This is particularly useful during the shorter, darker days of fall and winter, enhancing security and convenience.
- **Smart Sprinkler Controller:** A smart sprinkler system can detect rain and moisture, automatically adjusting its watering schedule. This is crucial for saving water and ensuring your lawn and garden are properly winterized before a hard freeze.
- **Automated Garage Door Opener:** Never wonder if you left the garage door open again. A smart garage door opener lets you check its status and close it from your phone, which is especially helpful on cold, rainy days.
- **Smart Outlets for Outdoor Decor:** Similar to smart plugs, smart outdoor outlets are weather-resistant and allow you to program and control your exterior holiday lights and decorations with ease, without going outside in the cold.
- **Leak and Freeze Detectors:** Place small, smart sensors in areas prone to leaks, like under sinks or near a water heater. These devices will alert you to a potential leak or a drop in temperature that could lead to a burst pipe, preventing major damage during a cold snap.

Autumn Adventures: Fun for the Whole Family! 🍁

As the leaves change and a crisp breeze fills the air, it's the perfect time for a classic fall activity: a scavenger hunt! It's a fantastic way to get kids excited about nature and exploring the outdoors. Before you head out, create a simple list of things to find. Think beyond just "leaves"—add items like a **smooth stone**, a **pinecone**, a **feather**, or a **spotted leaf**.

Make it a game by giving each child their own list and a small bag for their treasures. The first one to find everything on their list wins! You can reward the winner with a warm cup of hot chocolate in the mug of their choice and a pumpkin-themed treat. This activity encourages observation, gets kids moving, and creates lasting fall memories. So, grab your jackets and get ready for a fun family adventure! 🍂



Welcome New Clients

By Referral Only™ Really Does Work
Here are some of the new clients who were referred to our “RE Family” this past quarter:

Patrice N, referred by Marilyn W
David & Dian R, referred by Victoria C
Joginder K, referred by Rav K
Eryn C, referred by Judy B
Alicia M & Nathan S, referred by Vivien S
Abdul B & Loraine M, referred by Chadi A
Mohammed H & Atika C, referred by Chadi A
Gurbir S & Varuni K, referred by Chadi A
Nursultan N, referred by Karim S
Talant T, referred by Nursultan N
Kieran N, referred by Ijeoma N
Tarik M & Kai A, referred by Imane K
Sergey K & Olivia O, referred by Halimat NY

Welcome new clients to our “RE family:

Alicia M & Nathan S	Valerya L
Alicia J & Matthew C	Tsz M
Harman G	Vincenzo R & Jonathan F
Jennifer & Anthony C	Monica G & Israel B

These former clients are once again putting their trust in us:

Auriane S & Giorgio T	Juan & Gabriel P
Allan L	



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