TORONTO DURHAM
REAL ESTATE

The Jar on the Counter



In a quiet neighborhood —lawns trimmed, bikes on driveways, calendars packed— Tammy, an overworked parent, sat at the kitchen island, laptop open, phone buzzing, thinking, "If I can just get through this quarter, things will calm down."

That evening, her aunt Lucy came by—one of those steady people who's raised kids, paid a mortgage, and cared for parents without making a big show of it. Aunt Lucy set a big glass jar on the counter, and poured in large stones until it looked full.

"Is it full?" aunt Lucy asked.

"Yeah," Tammy said, already half-distracted.

Aunt Lucy tipped in a bowl of pebbles. They slid into the spaces between the stones. "Now?"

"Sure."

Then came a cup of sand. It sifted down, filling what was left. "Now?"

Tammy laughed. "Okay, now it's full."

Finally, aunt Lucy poured in water. The jar held it too.

She didn't lecture. She just nodded toward the fridge covered in school notices, the aging parent's appointment card, the unopened patio plan on the table.

"If you start with sand," she said softly, "you'll never fit the stones."

The next morning, Tammy did one small, wonderful thing: blocked an hour everyday that week for the real stones: walking with her husband, calling her mom, playing cards with her kid, making treats to share with family and friends and practicing meditation.

Summer didn't get less busy. But it got more livable.

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.

Summer Mindset Reset for Busy Families



Summer has a way of speeding life up—kids' schedules, backyard projects, weekends at the lake. Instead of letting the season run you, use it as a "reset window" to build habits that make home feel lighter and days feel calmer.

1) **Choose one "anchor habit" for the next 30 days.** Pick a small daily action that stabilizes everything else (10-minute walk after dinner, 5-minute morning stretch, or a quick tidy of the kitchen). Keep it so easy you can't fail—even on your busiest days.

2) **Create a 15-minute weekly home meeting.** Once a week (Sunday evening works well), review the calendar, errands, and one priority for the house. End by assigning roles: who calls the contractor, who handles groceries, who books camps. Clarity reduces friction.

3) **Use the "one-touch rule" to cut mental clutter.** When mail, quotes, or small repairs show up, touch it once: file it, schedule it, or toss it. Small piles become big stress—especially in shared spaces.

4) **Protect two "non-negotiable" recharge blocks.** Schedule them like appointments: one solo hour and one family hour each week. A few minutes to practice yoga, a patio coffee, a bike ride, a board game—simple time that restores energy and connection.

5) **Practice a 60-second perspective reset.** When you feel behind, pause and ask: "What's the next right thing?" Then do only that. Momentum beats overwhelm.

Summer isn't just for doing more — make smart choices to stay organized, recharge and make time for what matters most.

Smart Summer Home Maintenance



Summer in the Greater Toronto Area brings heat, humidity, and sudden downpours—perfect conditions for wear and water damage. A few focused projects now can protect your home and support resale value.

1) Clean and test window wells and drains: Clear leaves and debris from window wells, driveway drains, and downspouts. Summer storms can overwhelm blocked drainage, leading to basement seepage and costly interior repairs.

2) Inspect and seal exterior gaps: Walk the perimeter and check caulking around windows/doors, hose bibs, and utility penetrations. Reseal cracked areas to reduce moisture intrusion, improve comfort, and lower cooling costs.

3) Service your A/C (or heat pump): Replace the filter, clear vegetation around the outdoor unit, and gently rinse coils. Efficient cooling reduces strain during heat waves and helps avoid mid-season breakdowns.

4) Check grading and downspout extensions: Ensure soil slopes away from the foundation (ideally 6 inches over 10 feet). Add or adjust downspout extensions to direct water at least 6 feet away—an easy upgrade buyers appreciate.

5) Tackle deck, fence, and porch upkeep: Look for soft wood, popping nails, and peeling stain. Spot-sand and re-seal exposed areas to prevent rot and keep outdoor spaces show-ready.

6) Monitor attic ventilation and bathroom fans: GTA humidity can feed mold. Confirm bathroom fans vent outdoors and that soffit/ridge vents aren’t blocked. Better airflow protects insulation, drywall, and roofing.

A weekend of prevention now can save thousands later—and keep your home looking well-cared-for year-round.

Summer Riddles & Jokes

1) Riddle: What has a face but no eyes, and tells you it’s time for a picnic?

Answer: A clock!

2) Joke: What does the sun drink out of at the beach?

Answer: Sunglasses!

3) Riddle: What do you call a bear caught in the rain at the beach?

Answer: A drizzly bear!

4) Joke: What did the ocean say to the sandcastle?

Answer: Nothing—it just waved!

5) Riddle: I’m full of holes, but I still hold water. What am I?

Answer: A sponge!



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:

Walter K and Jim G referred by Yves F
Kim and Dennis referred by Al P
Ashley D Referred by Andrew P
Barbara F referred by Sandy L
Maria G referred by April S
Tony P and Eva A referred by Ron A

Welcome new clients to our "RE family:"

Nikola A
Tina H
Stephanie J
Andrew J
Sandy L
David L
Edda M

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

Allan L
Alina P
Sam R
Mat S

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The Toronto Durham Real Estate Team



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