

# Your Personal Real Estate Expert



**Tom Kehan**

Sales Representative

What do you do when you have a question about your investments? Well, you pick up the phone and talk to your investment advisor.

And what do you do when you need legal advice? You speak to your lawyer, of course.

You can probably guess where I'm going with this!

I'm a very experienced Realtor, with a lot of knowledge and information at my fingertips. So if you have questions about real estate, please feel free to treat me as you would your lawyer or investment advisor. Pick up the phone and give me a call! I'd be happy to provide you with any information and advice you need.

For example, you might want to know what a particular property sold for in your area. I can help you with that. Or you might be curious about the current market value of your home. I can help you with that, too!

Please think of me as your personal real estate expert. Give me a call anytime!

416.252.6421

[www.morrisontheweb.com](http://www.morrisontheweb.com)

[realestate@morrisontheweb.com](mailto:realestate@morrisontheweb.com)

Fax: 416.252.4328

137 Bentworth Ave., Toronto, ON M6A 1P6



*If you want market  
statistics for your area, please call.*

# Preferred Client update

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working hard to keep you informed

## The Busiest Month

Do you have any home improvement projects you're trying to wrap up this Fall?

I know a lot of great people and companies in the local "home industry". So if you're looking for some help, give me a call.

Chances are, I can provide you with a few good recommendations.

All the best.



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*"Your Personal Realtor... For Life!"*

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## Insulation Tips That Don't Cost a Bundle

Even if you've already invested in major insulation projects, such as installing insulated siding or having foam insulation injected into the inside of your exterior walls, there are other simple and inexpensive ways to insulate that can be very effective. For example, don't underestimate the amount of heating or cooling loss that can be prevented by sealing drafts around windows and doors with caulking or expanding foam insulation. Another way to help prevent this costly air from escaping your home is by sealing along the top and bottom of baseboards and/or quarter-round wood trim. Likewise, installing pre-cut draft stoppers in and around electrical switch plates and outlet boxes can prevent a great deal of air loss.



## Is Duct Cleaning Worthwhile?

Homeowners with fan-forced central air-conditioning and heating are often encouraged to have their ducts cleaned to improve indoor air quality (IAQ). While duct cleaning can have a positive effect when mold or vermin (alive or dead) is discovered in the ductwork, many experts suggest that removing dust from inside air ducts does not necessarily improve IAQ. The reason is that most central air systems filter circulating air before sending it through the supply ducts to heat or cool the home. Furthermore, most airborne irritants enter the home from outside the central air system, either in exterior air (such as dust) or from activities in the home (such as cooking). Therefore, if unfiltered air is to enter the home's forced-air system, it will most likely be via the return air duct, on its way to the air filters. Nonetheless, many consumers feel reassured knowing that they can have dust and other contaminants removed from their central air system, and such peace of mind may be considered an affordable comfort.



## Space-Saving Storage Bags

Those frequently advertised space-saving storage bags that seem to "shrink" items and expand your storage capacity are attracting a good deal of attention. They are inexpensive and easy to use. Simply enclose soft items such as garments, blankets and/or pillows in an airtight bag, attach your vacuum cleaner hose with an adaptor connection, and then remove most of the air from the bag.

The bags work well for long-term storage of bulky fabric items, as long as the seal remains intact. However, make sure your items are completely dry before packing, as any moisture can result in mold, mildew and/or musty odors. Also, don't expect clothes to be ready-to-wear when you remove them...some fabrics can get very wrinkled.

## Think, Act...Live!

*"Action is the real measure of intelligence."*

**Napoleon Hill**

*"Intelligence without ambition is a bird without wings."*

**Salvador Dali**

*"Common sense is not so common."*

**Voltaire**

*"We can't plan life. All we can do is be available for it."*

**Lauryn Hill**

## Indoor Grasses Can Create a Dramatic Decorative Effect



The wider acceptance of both indigenous and exotic landscaping grasses has opened the door to experimentation with the use of new decorative plants indoors. For example, a tall willowy stand of grass in an indoor pot can be a distinct departure from traditional plants, shrubs and small trees, and can make an elegant complement to furnishings, paintings or ornamental art. In contrast, a thick patch of lush short grass can provide an eye-pleasing bed of green "ground cover" for taller plants in large indoor pots. If you're uncertain about how to introduce potted grasses into your home décor, you can start slowly by purchasing a do-it-yourself germination kit at a garden center or online seed supplier.