

# PREFERRED CLIENT UPDATE

Working Hard to Keep You Informed

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for Life!"*

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## So much is happening!

As you may have already noticed, this is one of the busiest months of the year for many homeowners. The traditional vacation season is over. Everyone is back to work. The kids have returned to school. Only December compares with the frenzy!

Do you have a lot on the go this month as well? If so, I hope everything goes smoothly for you. If I can help with anything real estate related, please give me a call.

In fact, as your REALTOR®, you can contact me for real estate related advice, just as you would contact your lawyer or accountant for advice in his or her field.

When you have a legal question, for example, it's comforting to know that there's a professional – someone who knows and cares about you – that you can ask.

That's why I'm so diligent about staying in touch with valued clients like you. When you need real estate help, I don't want you to have to call a stranger, or a REALTOR® who's long forgotten about you. I want you to contact someone you know and trust.

I hope that someone is me.

All the best!

*Tom*

*think,  
act... live!*

*"Find somebody to be successful for. Raise their hopes. Think of their needs."*

**Barack Obama**

*"Character consists of what you do on the third and fourth tries."*

**James A. Michener**

*"The price of greatness is responsibility."*

**Sir Winston Churchill**

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**Tom Kehan's**  
**PREFERRED CLIENT UPDATE**

## Did you know...

You can reduce, or even eliminate, a draft in a window with a "fabric tube". It's easy to make. Simply roll some fabric into a tube shape, fill it with dried rice, then sew it together. Place the tube along the sill.

*My job as your REALTOR®  
is to help you with  
all your needs –  
before, during and  
after the sale.*

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

## Check Your Chimney, Vents, Flashing and Gutters



Before harsh weather approaches, it's wise to give your roof a close inspection while the area is still safely accessible. Pay particular attention to locations where different slopes meet. Check that flashing is intact in order to prevent water from trapping or pooling, and to ensure that runoff is directed toward gutters and downspouts. Also check that all chimneys/pipes, vents and roof attachments – such as weathervanes or cupolas – are sturdy and sealed at the base. However, if climbing on your roof doesn't appeal to you, consider getting a professional to inspect it. Then you will be able to rest assured over the winter that your roof is not compromised, and that all joints are weatherproof.

## Decorative Trim and Mouldings Can Change Any Room

Plain rooms can get a real image boost with wainscoting. The panels are installed on the lower portion of the walls and are typically topped with a chair-rail. This creates a continuous horizontal line around the perimeter of the room. The remaining area above can be painted or wallpapered. Another dramatic effect can be achieved with decorative baseboards, complemented by crown moulding along the top of the walls. Additional detail can be added by using a ceiling medallion (around a hanging fixture). Originally, producing and installing such ornate woodworking was an expensive and



tedious process, but now faux mouldings are often prefabricated from lightweight and paintable medium-density board or foam, which is less expensive and easier to install. The effect can be stunning, but experts caution against overdoing a small room – the shorter the wall, the thinner and simpler the trim should be. Before deciding, take pictures of your room to your local home décor suppliers for professional advice.

## The Latest Fireplaces are hot

Modern ethanol-burning fireplaces are just about the hottest new decor item, because they offer the warm ambience of a true fire without any of the disadvantages. They use clean-burning, renewable fuel, so they are eco-friendly and create little or no emissions. That means most require no vents whatsoever. You can install them almost anywhere. There is now a wide range of styles to choose from, including insert units for traditional fireplace spaces as well as wall-mounted units, inside and outside corner units, freestanding units, and even tabletop units. In addition, there's no need to buy and store wood, no ashes to clean up, and no chimney to maintain. Most models have easily adjustable flames, and some provide surprisingly



generous heat to rooms. So if you've ever wanted a fireplace to light up or heat up a specific room in your home, even without a traditional chimney, this may be the perfect solution for you!

## The Latest Refrigeration Ideas are cool

These days, curious consumers can use the internet to check out the latest innovations in home refrigeration. Here are just a few that you might want to consider for your kitchen:

1. There's no longer a need to go home to move a meal from the fridge to the oven. Now there's an oven that refrigerates food before it cooks it, then keeps it warm until you get home. If you're late, it will automatically switch the refrigeration back on.
2. There's a new great energy saver – a refrigerator with a quick-access door outside its main door. It's like having a "storm" door attached to an entrance door: the outer door lets you get things from its refrigerated inside-shelf, without opening the main fridge door.
3. The latest fridge expected to hit the market in 2013 has a touch screen panel that allows you to switch a freezing



compartment into a cooling refrigeration space. It also displays recipe options based on the products you have in your fridge, maintains grocery lists and gathers discount "coupons" for your next shopping trip – and it is all synced with your smartphone, of course!