

John and Thelma Jarvis
Sales Representatives

MAKING THE JOURNEY AS REWARDING AS THE DESTINATION

That All Important First Impression

The arrival area of a cottage property has the important role of smoothing the transition between outdoors and indoors- the transition between public and private, between nature and the haven that is your cottage. It sets the tone for what is to come, upon entry to the cottage, and hopefully signals a welcoming note.

Research shows that Buyers decide in about 8 seconds whether they think they might buy your cottage or not. If you are thinking about selling, go out to your driveway or dock, and look at what people see in their first 8 seconds. How welcoming a stage have you set?

Whether you are selling or not, it is beneficial for the arrival area to your cottage property to be uplifting for your own spirits. There should be something of delight at your entry area that draws you in.

For instance, if you park at the back of your cottage, and the back wall of the cottage is plain, consider how you might plant in that area, or place a container garden, or adorn the walls with some whimsical art, or place a sculpture, or other piece of art, in that area. You might install an arbour to lead you to the entry door, or wind a path of some sort through an inexpensive Zen garden of gravel and various sizes of rock. You might build an attractive lattice work to define where the cars park, and separate that from your private areas. The entry pergola at our cottage is a never ending source of delight for me, as I pull into our driveway; and I know visitors find it very appealing and an inviting entry.

We have planned a complimentary July workshop, featuring Shawn Gallagher, a noted Landscape Architect, who will provide myriad ideas to help you to make your entry more inviting, at a wide variety of price points. Shawn will also share a variety of innovative ways to improve the privacy at your cottage or your boathouse. Improved curb appeal and privacy are both areas which could help to increase both the real estate value, and the general appeal of your cottage. More details about the workshop will be available in the May newsletter.

If you want someone to brainstorm ideas about your cottage with, don't hesitate to call us. We can be a fresh set of eyes and ideas. Call 705-645-2110 or Thelma@royalpage.ca



Welcoming Gardens

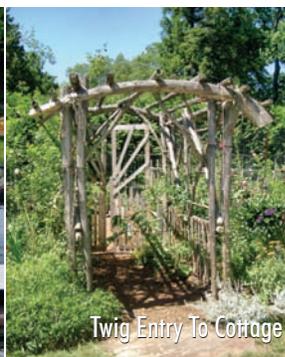
...We Can Help



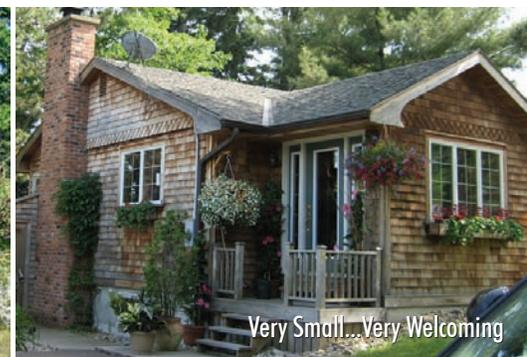
Privacy Lattice At Road



Welcoming Light & Benches



Twig Entry To Cottage



Very Small...Very Welcoming

John and Thelma's Helpful Tips



More than Just Television

Lloyd's suggestion

On Sunday mornings our friend Lloyd Walton heartily recommends the Sunday Edition on

CBC Radio from 9 to 12. He feels it covers a wide range of worldly topics and vital Canadian issues and is a very sophisticated informational show.

Non-Resident Cottage Sales

Dianne Thom asked us a real estate question that she felt might apply to many cottage families.

If you are a non-resident of Canada and want to sell property you own in Muskoka, there are tax procedures that you must fulfill. In Ontario, 50% of the capital gain from the sale of a property is taxable. Therefore you calculate the difference between the purchase price of your property and the sale price of your property, minus your capital expenses [this is the capital gain] and divide by 2. The figure you get is subject to tax at your personal rate. The highest rate would likely be 46%.

Because the Government wants to ensure it gets its portion of the property sale proceeds, they put the liability for the tax **on the purchaser**, not the seller. For this reason, one method that is used to handle the tax is for the purchaser to withhold 25% of the proceeds from the sale and send it directly to the Government. This is motivation for the non-resident seller to file a Canadian tax return in order to get the refund. It also protects the purchaser, stopping the non-resident from simply not paying the tax.



It is usually better for non-residents to file a compliance certificate. After the sale agreement is firm, they can file a certificate indicating what their capital gain will be. This way, far less money is tied up waiting for the Canadian Government to complete the taxation paperwork.

Royal LePage has an excellent tax accountant in Barrie who can assist you with the process of paying the taxes on your sale. If the property is jointly owned, then the non-resident portion uses this procedure.

For more information or assistance call or email Thelma at Thelma@royallepage.ca or 705-645-2110.

Finally Found a Great Toilet

Having a really well designed toilet matters so much more now, than it did in the old days, when gallons of water went down with each flush. Low flush toilets need to be carefully designed to work well and stay clean. It can be very frustrating trying to find the best toilet, as you cannot try them out first.

After exhaustive research, with online advice and using friend's new toilets, we selected the Toto Ultramax II, which is a one piece toilet, and the Toto Drake II, which is a two piece toilet. Both are essentially the same toilet, with elongated bowls and comfort height. We got them for a great price from Tom Upham, our plumber (705-765-6669) They both have "double cyclone" which is a more powerful circular flushing system, as well as a special glaze on the bowl that washes more easily with each flush. The toilets we replaced were also Toto's, but they were inferior models, which we were not happy with, right from the start.



Actually Eliminate Odours

While reading The Power of Habit I discovered an incidental, but interesting, piece of research. A scientist at P&G accidentally discovered that when he working with a substance called hydroxypropyl beta cyclodextrin (HPBCD) his clothes no longer smelled like smoke from his nasty cigarette habit. From this interesting experience, he went on to mix HPBCD with water and spray it on fabrics with a variety of odours like sweaty socks, wet dogs, cigars, Chinese food and musty towels, to discover that once the mist had dried, the odour was gone. Eventually this odorless colourless liquid was used by NASA to clean the inside of shuttles after they returned from space, and was used by park rangers who trap skunks. It doesn't leave stains and can eliminate a wide variety of odours. Unfortunately, the public did not embrace this product until they added scent to it, and marketed it as Febreze. I now carry a spray bottle of Febreze in my car to help with any musty smells in cottages. My preference is to not use scent, so I found a Febreze product called Febreze Antibacterial, at Canadian Tire, which is my first choice.

If You Prefer Organics

For people who prefer organic solutions, coffee grounds can also be used as a deodorizer. Place grounds in a jar or dish to absorb odors from refrigerators and freezers. Leave a dish of coffee grounds out to absorb odors in rooms that have an unpleasant odor. Use grounds overnight to deodorize a car that may have had one too many fast-food items left in it.

Start Thinking About Low Maintenance Container Garden

Ideas

Container gardens that last for more than one year are an economical way to beautify your deck or dock space in Muskoka.



One caveat, when

purchasing perennials for containers, is that it is best to find those that are viable two zones below your zone, if you want the plants to return the following year. Muskoka is generally zone 4a and 4b, so look for zone 2 plants for container gardens that will overwinter well.

My personal favourites are containers loaded with contrasting hostas. These are easiest to find, to plant, and they overwinter beautifully. I have never lost one, and some of my hostas have been overwintered in containers for 5 continuous years! You can even plant a tall sedum in the pot of hostas for height and added fall colour. I tried inserting one dracaena in several pots of hostas to get height and movement. Next year I will just pop a fresh dracaena in, since they are annuals, and will not overwinter.

Grasses are also a wonderful choice to plant in containers, and varieties that don't thrive as well in a Muskoka winter can be moved to a protected area and covered with leaves for better winter protection. Another wonderful choice is to fill a container with a variety of sedums, from tall, to short, to ones that cascade over the edges of the pot.

I use fibre pots for container gardens that will overwinter, and find that Windermere Nursery has a wonderful selection of sizes, and will order the salad bowl shaped fibre pot for me, that I most prefer. I like to put many layers of newspaper in the bottom of the pot to retain moisture better, and I use a good quality soil mixture with lots of manure and peat in it, since I do not change the soil for many years.

My friend Brenda Walton grows hydrangea in container gardens on her deck. Their height provides some privacy as well as beauty throughout summer and fall.

Make sure that you have a spot that is well protected from wind, in your garden, or in a shed, where you can put these containers for the winter, and pack thick stacks of leaves all under, around, and over them to prevent them from being harmed in the freeze thaw cycle.

Need a Woodshed?

We got this letter from a cottager who used our plans to build a new woodshed

Hi Thelma, and thanks again for the information you sent and the picture you posted. Our shed turned out well and looks pretty similar to yours. We used almost all recycled materials too, and that kept the price way down. It's a great design and easy to build. The only wood we actually bought were the 6 pieces of 8' 4X4 posts and half a dozen 10' 1X4's to supplement what we already had lying around for the 'walls'. It was an enjoyable little project to work on. (of course being at the lake didn't hurt either) . I decided to make our shed taller than yours, thanks to your suggestion about not bumping your head. The rafter tails are just above 6'. The width is 16', the depth is 5', plus a 2' overhang. Our friends and neighbours were very impressed with the design. That sloped front roof really works well to keep the rain out, and will stop snow from blowing in as much. We built on a slope so we decided to use disposable pallets for the floor.

See the picture of our finished woodshed. Our 6, 4, and 1 year old kids all helped us fill it! It was a great family activity. It might look good painted like yours too!

Trevor Neufeld

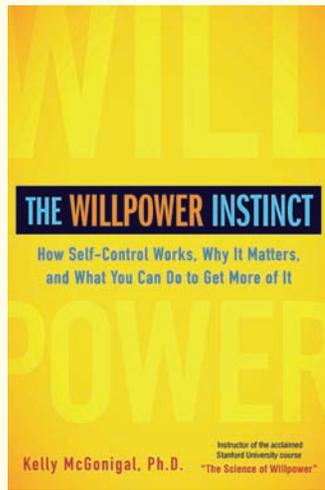


If you would like our plans call 705-645-2110 or email Thelma@roayllepage.ca

Sleep Your Weight Off

If you are getting ready for swimsuit weather, remember that sleep is one of the greatest assets to weight loss. Humans need roughly one hour of sleep for every two hours they are awake, and the body innately knows when this ratio becomes out of whack. Each hour of missed sleep one night will result in deeper sleep the next, until the body's sleep debt is wiped clean. While your body is sleep deprived, there is a tendency to eat 500 more calories a day, possibly resulting in a pound a week of added weight, when you are not getting the sleep you need.

Thelma's Literary Picks



Building Your Willpower is Easier than You Thought

Spring is always a time of renewal, when our thoughts are on health, more exercise, wearing lighter seasonal clothes, and getting up to the cottage. Invariably our thoughts turn to our diets. Whether it is for the purpose of health, or appearance, or both, we tend to lack confidence about our willpower to consistently eat healthily and exercise properly.

A book called The Willpower Instinct, by Kelly McGonigal, a health psychologist at Stanford University, is a ten week course, (one chapter a week), that teaches you the physical and psychological sources of enhancing your willpower and stopping the temptation demons from defeating your purposes. People cite lack of willpower as the number one reason for not accomplishing their goals, so this book is an important resource. I certainly found it identified the sources of my downfall, making me more aware, and therefore able to maintain those hard won weight losses.

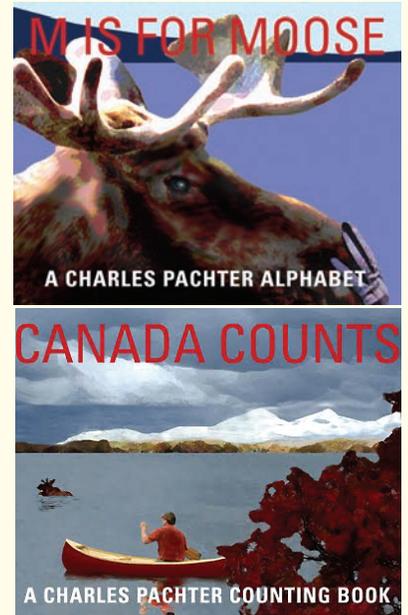
I have made a summary of this book, which you might find to be handy to have, as a quick reference on your computer, after reading the book; or may be a helpful guide to you if you don't have time to read the book.

Call 705-645-2110 or email Thelma@Royallepage.ca to get a copy of this summary.

Iconically Canadian and Representing Muskoka

My friend Elayne Freeman suggested two fabulous books by renowned Canadian artist and Muskoka resident Charles Pachter: M is for Moose, and Canada Counts

These 2 books, ostensibly for children, are anything but. The illustrations of caribou, Nanaimo bars, a man in a canoe, Mounties, hockey sticks and kayaks are magnificent and iconic. The text celebrates all things Canadian. Elayne took copies of both of these books to Japan, as gifts for their hosts there.



Both books are available from [Amazon.ca](https://www.amazon.ca), and are also available in some Muskoka stores.

We are ready to work for you. Call us for all your real estate needs.

Thelma and John Jarvis

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Count on us to work hard for your family & friends.*

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