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Market Update

* Statistics from London St. Thomas Real Estate Board



"August capped off a very strong summer for home sales in the region," said 2020 LSTAR President. "For the first time, the average home sales price was over \$500,000. It's a testament to the pent-up demand caused during the COVID-19 lockdown months."

A Message from Mike & Sarah

"And the sun took a step back, the leaves lulled themselves to sleep, and Autumn was awakened." As we begin the last quarter of a rather challenging year for the entire world, we want you to know we are thinking of you all. With this month being October, thanksgiving is right around the corner. We love starting this last quarter by celebrating Thanksgiving and reflecting on all that we are grateful for. Recently, we asked on social media "what have the events of 2020 taught you" and we wanted to share some of that with you.

"My home is way more important to me than I realized. It's my sanctuary – it has a new level of importance."

"As it turns out... I'm just lazy – I couldn't find time to vacuum in 6 months."

"I am happier when I am not overscheduled out of obligation and my need to make others happy."

"I have learned to love my home and feel safe there."

"Adaptability is so important. Value what you have and never take anything for granted"

"We need people more than stuff."

"That I'm perfectly happy at home with my family."

"Although I have missed having people in my home and hugs from friends, I have discovered just how much I love quiet meals with my family and game nights."

"I didn't let myself down – I rolled up my sleeves and kept busy with home projects."

"Make ALL your plans in pencil."

We love that last one! This year has truly made us realize how much is not in our control and how important it is to control the things we can – our thoughts and actions. We hope you have an amazing last quarter of 2020 and take these and the many other lessons with you forever.

The Organized Pantry

How to store food in the smartest spots



Are you Home Editing?

Have you been watching The Home Edit on Netflix? I have binged watched the episodes but will confessed I haven't been sufficiently motivated to arrange my books in rainbow order or introduce a new organizational system to my office and desk. We have been spending more time in our homes this year than every before but you might be feeling more like this girl in the photo below then wanting to jump on the organization band wagon. About one third of people surveyed on my Instagram are with her rather than home editing and organizing.



It can feel rather overwhelming to take the first steps in organization which is the sorting and editing part. It's been said that "organization isn't about perfection, it's about efficiency, reducing stress and clutter, saving time and money and improving your overall quality of life". I would have to agree that knowing where the items in your home are kept will save

a lot of time and if you know where an item is, you will not be making a run to the store to buy something you already have.

"Have nothing in your house that you do not know to be USEFUL or believe to be BEAUTIFUL" – William Morris

7 Things to Do Daily to Stay Organized

1. Utilize a notebook to make to do lists
2. Keep a family calendar and update regularly
3. Plan tomorrow's menu today
4. Never leave a room empty handed (take the laundry, dirty dishes etc with you!)
5. Divvy up workload/chores
6. Create a donation station
7. Do a 10 minute tidy up before bed

Thankful Pumpkin Tradition

For several years, I have implemented a morning gratitude practice and have found it life changing. I focus more on what is, instead of what isn't and have been more mindful. I look for things to be thankful for. Recently, I completed a 30-day gratitude challenge on my Instagram stories and received great feedback from others who were prompted to reflect on the things that they were thankful for. This thanksgiving I would like to challenge you and your loved ones to take the time to list the people, things and experiences that you are thankful for. We are thankful for each of you, for your friendship, support, referrals, and loyalty. **Happy Thanksgiving!**



**THANKFUL
PUMPKIN
TRADITION**

