

SALES CORNER:

Resales: What a great time of year to sell your home, Autumn creates more positives than you think, here are a couple of facts that could change your mind. Let Jensen's work for you!

Fewer Showings—Yes, there are fewer buyers this season, but those buyers that are around are usually very serious about making a purchase. Less Competition—Since a majority of people wait until Spring and Summer to list their homes, **you** will have far less competition than at any other time of the year. Homes Show Better During the Holidays—Buyers love homes that can tell a story. The holidays are a great time to demonstrate homes because the house is usually dressed up for the holiday celebrations.

The Real Estate market is the best its been in quite some time as with low inventory and plenty of buyers its creating sales prices being at an all time high. So if your thinking about selling your home give us a call and we'll exceed your expectations.

Electronic Funds Transfer (EFT): Don't forget; Jensen's offers you a way to save time and money by utilizing our Electronic Funds Transfer (EFT) Program to pay your Lease fee. Many of you 46.44% to be exact, are taking advantage of this program. This program will save you postage, time, and the burden of remembering your obligations as well as worrying whether the envelope gets lost in transit. Sign up today!!! You can pick up a form at the office and we'll even help you fill it out.

Portal? This is another option you have to check your Jensen account, make a one-time payment, or schedule a convenient recurring payment is thru our Community Resident Portal. It's easy, reliable, and free, contact me and we can explain how to sign up.

COMMUNITY NEWS:



Raking? Yes; It's that time of year Again. Let's work together to keep our community appealing by ensuring that the task of raking up those leaves is completed. You all do a great job raking your front lawn! However, please do not forget about the back and right hand side of your home. Also, raking leaves into piles and placing them in the back or side yards of your home and delaying bagging causes many problems. Those leaves blow not only in your yard but your neighbors as well, making more work for you and your neighbor! Please complete the entire job by bagging the debris into recyclable paper bags. Be kind to yourself and your neighbors! Also, snow birds should make arrangements for their sites to be kept clean in their absence. This will require multiple rakings for those of you who may leave the area early, but nevertheless, it must be done.

Heating Cable Reminder: Just a quick note to check your heating cable and insulation to prevent your pipes from freezing during this upcoming winter. If you still have the flat style tape it should be replaced with a mesh-coated, UL-approved, fused-plug one. Even though the Farmer's Almanac is predicting the warmer than normal winter, don't be fooled; as we all know this is New England and the weather is unpredictable. If you unplugged your heat cable to save on electricity for the summer, **now is the time to plug it back in and check its operation.** If you have any questions or need us to check your heat cable please contact me or email me at c.macdonald@jensencommunities.com.



With the new homes coming in the community along with well kept resale's, now would

be a great time to take advantage of Jensen's Referral Program. Residents who would like to qualify by registering their friends or family members must stop by the office and complete a Finders Fee Form or a Jensen's Referral Program card before the prospects have been in contact with the sales personnel or our Corporate Office. If your prospect purchases a home from Jensen's, you'll receive a check equaling one months rental fee.

Maple Trees Loosing their Leafs? As you may have noticed that we have had various maple trees loose their leafs prematurely this year. I did some investigating and found that the black spots on the leafs is a fungal disease. While the spots are unattractive, the good news in that this fungal disease does not injure the tree itself. However, we need to work together to cure the problem and to avoid the spread of the fungal spores as the best way to do this is to ensure everyone rakes and bags their leafs so they can be disposed off as this will help prevent the disease from spreading next Spring. I thank you all in advance for your assistance in saving our trees and preventing this disease to spread.

Shrub Removal: As I drive or walk around our community I've spoken to some of you concerning the unsightly or damaged shrubbery on your home sites. In many cases we have agreed to remove them, even though we do not replace shrubs we loam and spread grass seed in the damaged area. if you would like for me to evaluate or remove damage or unsightly shrubbery on your home site or those shrubs along the edge of the road please let me know.

Driveway Maintenance: We get asked from time to time "how often should my driveway be sealed?" Your driveway should be sealed every 2—3 years this will help preserve and keep your asphalt looking good while creating curb appeal for your home. Asphalt is porous and water can seep into and through the paving. This not only causes deterioration, but results in ridges and upheaval due to frost and freezing. Blacktop is also softened and broken up by gasoline, lube oil, grease, and anti-freeze which may drip from vehicles. Sealer protects blacktop with a coating that is impervious to these harmful elements. Unprotected driveways remain porous, dry out, become rough, and lose their life rapidly.

Ghosts—Goblins & Trick-or-Treater's: For those who choose to participate in this tradition we will observe the event on Tuesday, October 31st, from 6pm to 8pm. It's recommended that you leave your porch light on if you participate. It's also a good idea to look Before opening your door. Kids in costumes showing big smiles and Open goodie bags are OK—but someone resembling that "jolly Green guy" pictured on cans of peas, corn, and other vegetables just Might be a candidate for the local police to talk to.

Healthy Lawns: Consumer Reports offered several great tips on having a lush lawn but with not as much work. Here's a few of their recommendations: Grass turns brown during dry spells to conserve nutrients. It can survive several weeks without watering. Light daily watering during dry periods encourages a shallow root system and is harmful. Best to give it a good 30 minute soaking every 2-3 weeks. **Fertilizing** twice a year makes for "happy grass". Memorial Day and Labor Day are best times; and, be sure to use a product that's labeled "Lawn Fertilizer" so that you have the right mix of ingredients. Lime, this application can be huge in enhancing a rich soil for your lawn. Let your grass grow to 4 or so inches before mowing; then mulch, don't bag. The roots will love you for it!!! The finely cut clippings are considered "nutrients" by your turf and help to augment your fertilizing without adding cost or more work. This is a perfect time of year to apply fertilizer and reap the rewards come Spring.

Neighborly Care: As we approach the upcoming winter, the Farmer's Almanac seems to be calling for more snow than last year more specifically a more than normal snow amounts in the Winter and early Spring. Keep in mind that it may paralyze your neighbor from getting around. Be thoughtful and check on them to see if they're all right. If they're outside shoveling, help them out!

Until next time, make sure you get a chance toget outside and take in the beautiful New England foliage!

Chuck MacDonald, Community Manager