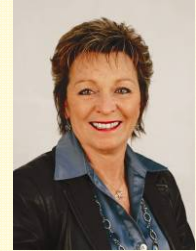


The Dianna Mandzuk Team

August 2010



Caught in the act:
Dianna Mandzuk adjusting the centerpiece at a new listing!



Team Member Profile

Kim Bound

Sales Representative
Licensed Assistant to
Dianna Mandzuk
Sales Representative

Kim Bound brings to the Dianna Mandzuk Team one of the most important skills a Realtor can have, her strong ability to relate to people of all walks of life. Clients find Kim to be a caring and positive individual, combined with an abundance of energy.

Through commitment, hard work and unwavering professionalism, Kim ensures her client's needs are taken care of from the moment they first speak!

Her drive and dedication are evident with her numerous awards in the personal health & fitness field.

Born, raised and continuing to live and work locally, Kim has an extensive knowledge and understanding of the Durham Region.

You can contact Kim directly at:

kim@dmandzuk.ca

JUNE MARKET WATCH

The Durham Region Association of Realtors (DRAR) reported 920 sales through the Multiple Listing Service (MLS) during the month of June, a decrease of 17.5% from the record 1,115 sales reported in June 2009.

"At the mid-point of 2010, sales are still up 23% over the first six months of 2009, but sales numbers are beginning to trend downwards as the market settles from its earlier 2010 peaks, influenced by the prospect of higher mortgage rates, the HST and the usual summer slow

down" commented Dierdre Mullen, President of DRAR.

With 2,461 active resale home listings in June, the mid-year 2010 total of 10,163 listings is also up 18% annually, while the average June selling price of \$304,278 came in 8% higher than the average for the same period in 2009.

"Moving forward through the second half of 2010, a combination of more home choices and a more moderate sales pace will likely keep the average price growth down to single digits."

Want a Quick Sale On Your Home?

Who doesn't? When putting our house on the market often our biggest concern is that it will sit on the market too long resulting in having to lower the price below fair market value. Having your home assessed by a professional can help ease these tensions and help you get the best price for your home, but here are 5 tips to help you sell your home quickly to get you started.

1. Price according to conditions

The top five percentile of homes price-wise tend to take longer to sell because there is a smaller market, so right from the outset you want to make sure you do not price your home at the top of the market. Having your house priced according to current market conditions and having maximum exposure to the greatest number of buyers is always a good idea, you're competing with a lot of other sellers in the marketplace. If a house stays on the market for a long time buyers automatically think there is something wrong with it, you need to price it right the first time to avoid this stigma, especially if you are hoping for a quick sale.



2. Stage your home

Getting your house ready to sell can help you make the emotional transition from one home to another. Some people like to do this before they call in a professional. Either way, this transition is important. You need to separate yourself from the personal side of the home, it's now a product on the market. Staging helps — a staged home versus an unfurnished home sells much faster.

With the popularity of home decorating and renovation programs on TV, people are more accustomed to looking at houses with an eye for design. There is a good reason why property developers use show suites to sell new homes — people want to come into a house and see themselves living there.

When you work with the [Dianna Mandzuk Team](#) you are also working with a professional stager; I am a Certified Canadian Staging Professional and a Certified Luxury Home Marketing Specialist. I also employ the services of two other professional Stagers. As a Team we can offer suggestions and recommendations to help your home make the very best first impression possible!

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The Dianna Mandzuk Team
Professional Offices located at
203 Bond St. E.,
Oshawa, Ontario
L1G 1B4



Direct: 905-433-2579
Office: 905-728-1600
info@dmandzuk.ca
www.dmandzuk.ca



3. Work with a pro

To ensure a quick sale, you have to be sure your buyers can afford to pay what they offer. Working with a Realtor can help you do this, as Realtors take precautions to be sure their buyers are not overreaching their grasp. They have also been trained and licensed in working with buyers and negotiating contracts that do not, as a rule, tend to fall through.

Realtors also know what is selling. We have access to a database of statistics that you cannot use and can help you set a price that will make your house attractive to buyers without undercutting your bottom line.

A Realtor will also bear all the costs of advertising your home. This can seem minor at first, but the costs of advertising, marketing and signage do add up.

4. Go where the buyers are

If you want a quick sale at the best price, it only makes sense to compete on the biggest market — and there is no question that the biggest market in Canada is the Multiple Listing Service, or MLS. A full 90 percent of all home sales go through the MLS, and while the Canadian Competition Bureau recently suggested the MLS may be required to open its doors to non-Realtors, that has not happened yet.

Going it alone means relying on yourself, and while that may sound appealing, the numbers argue against it.

5. Create word of mouth

Finally, if you have a home that one of your friends or acquaintances has often admired, put the word out to your friends before you talk to anyone else, and ask them to spread the word. Doing so could get you the quick sale you are after.

So if you are looking for an expert to help you sell your home fast and efficiently, look no further, I have 24 years of experience and am one of the top producing Real Estate Sales Representatives in the industry. I'm available to you 24 hours a day, 7 days a week; just a phone call or a click away. When you choose to work with me you can be assured that I will take the time to get to know your needs and wishes and I'll do all that I can to achieve a successful conclusion to your real estate transaction, whether selling or buying. So give me a call, 905-433-2579 or visit my website, www.dmandzuk.ca, because if you do, you can be sure..... The Results Will Move You!



Caught in the act:
Heather & Colleen collaborating on an offer!

Handy Household Tips & Tricks

Here are a few tips & tricks that I use around the house that you might find handy the next time you are looking for a cheap and easy solution to a problem.

Pick up broken glass: Use a dry cotton ball to pick up little pieces of broken glass, the fibers get the ones you can't see!

Flexible vacuum: To get something out from under the fridge or another tight spot, add an empty paper towel roll to your vacuum. It can be bent or flattened to get into narrow openings!

Reduce static cling: Pin a small safety pin to the seam of your slip or slacks, you will find the cling is gone!

Reopening envelopes: If you seal an envelope and then realize you forgot to include something inside, just place it in your freezer for an hour or two, it will unseal easily!

Easy deviled eggs: Put cooked egg yolks in a zip lock bag. Seal, mash 'til they are broken up, add remaining ingredients, reseal, keep mashing until thoroughly mixed. Cut the bottom corner of the bag and squeeze mixture into eggs, then throw away the bag for easy clean up!

Expanding frosting: When you buy a container of cake frosting at the store, whip it with your mixer for a few minutes. You can double it in size & frost twice as much cake with the same amount. You also eat less sugar/calories per serving!

Good-bye fruit flies: To get rid of pesky fruit flies, take a small glass and fill it with half an inch of apple cider vinegar and 2 drops of dishwashing liquid & mix well. You will find those flies drawn to the glass and gone forever!

Get rid of ants: Put small piles of cornmeal where you see ants, they eat it and take it home. They can't digest it so it kills them, it may take a week or so, especially if it rains, but it works & you don't have to worry about your kids or pets!

Take sand off: Take a small shaker of baby powder to the beach, when you are leaving the beach sprinkle it on your skin and the sand will slide right off!

Green & Yellow Bean Salad with Chunky Tomato Dressing & Feta Cheese



Ingredients:

- 3/4 pound each green & wax beans, trimmed
- 2 cups chopped tomato
- 1 tablespoon sherry vinegar
- 2 teaspoons extra-virgin olive oil
- 1/2 teaspoon salt
- 1/4 teaspoon freshly ground black pepper
- 1/2 cup thinly sliced fresh basil
- 1/2 cup (2 ounces) crumbled feta cheese

Directions:

Cook beans in boiling water 5 minutes or until crisp-tender. Drain and rinse with cold water. Combine the tomato and sherry vinegar, olive oil, salt & pepper in a bowl. Divide the beans evenly onto 8 serving plates. Spoon 1/4 cup tomato mixture over the beans. Sprinkle with 1 tablespoon sliced basil and 1 tablespoon cheese. Enjoy!

FEATURED PROPERTIES

**752 Eastbourne Ave.,
Oshawa**



FAMILY FRIENDLY! \$238,900!



For more details, please call or visit: www.dmandzuk.ca/3059.htm

**2 Sunny Ridge Trail,
Enniskillen**

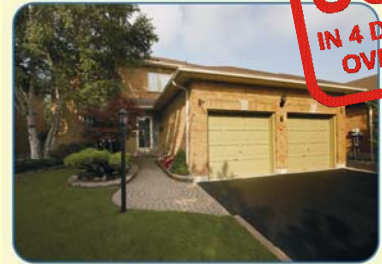


NEW PRICE! \$499,900!



For more details, please call or visit: www.dmandzuk.ca/3049.htm

**6 Carroll St.
Whitby**



MANY UPDATES \$419,900!



For more details, please call or visit: www.dmandzuk.ca/3060.htm

SOLD
IN 4 DAYS FOR
OVER LIST!

How to Throw a Great End of Summer Bash!

- Step 1: Fire up the BBQ grill one last time. Summer means the smell of veggies and meat on the grill, so this is a great time to do a whole batch of steaks, burgers, hot dogs and kabobs. No summer party is complete without potato and macaroni salad, baked beans and corn on the cob, so make the last grilled meal of the summer count.
- Step 2: The plates and silverware can all be disposable, try keeping the youngest members of the family busy, bring a roll of paper (such as cheap wrapping paper) and some crayons. Challenge them to decorate a summer-themed tablecloth pattern of their own.
- Step 3: Set up a scavenger hunt. This can be great if there's a group of school-age kids in the family. Make the prizes of the scavenger hunt some fun school supplies, such as crayons, markers, pens and pencils.
- Step 4: Make sure you have some summer recipes for the meal portion of the party, a BBQ just says summer, but so does strawberry shortcake, peach cobbler, fresh fruit and corn on the cob. This is the perfect time to try some new recipes or dig out some old favorites that haven't been used in a while.
- Step 5: Don't forget the decorations. No summer party is complete without some torches and the smell of citronella and sun block.
- Step 6: Don't forget the games, either. The best ones are those that can only be played during the summer months. Even adults will get into the fun with a water balloon toss and squirt gun tag, along with the more "adult" games such as horseshoes, badminton and bocce.
- Step 7: Since nightfall is coming earlier and earlier, a great way to end the party is with a bonfire. Put out the tiki torches and light a fire that everyone can sit around and enjoy. If there are some storytellers in your group of family and friends, share some ghost stories while breaking out the marshmallows, chocolate and graham crackers for s'mores.

Here at the Dianna Mandzuk "Green" Team, we respect the environment. Here are a few ways you can help with this newsletter!

REDUCE. Did you receive a paper copy of this newsletter? Why not sign up online to receive the pdf version by email instead? Sign up at www.dmandzuk.ca

REUSE. After you are done reading this newsletter, pass it on to a friend or family member. Dianna and her Team are experienced sales people covering many different areas, from Scarborough to the Kawartha Lakes and all points in between!

RECYCLE. Please put this newsletter in your recycling bin when you are done reading it.

STATS AT A GLANCE

AREA	AVG. SELL. PRICE JUNE 2009	AVG. SELL. PRICE JUNE 2010	CHANGE	AVG. SELL. PRICE MAY 2010	AVG. SELL. PRICE JUNE 2010	CHANGE
WHITBY E15	294,565	313,598	+6.5%	316,156	313,598	-0.8%
OSHAWA E16	222,789	243,702	+9.4%	227,841	243,702	+1.6%
N. WHITBY/ N. OSHAWA E19	348,063	404,079	+16.1%	388,485	404,079	+4.1%
BOWMANVILLE/ COURTICE E17	243,067	253,849	+4.4%	269,622	253,849	-6.2%
NEWCASTLE E20	262,424	302,320	+15.2%	287,214	302,320	+5.3%

The Durham MLS Statistics provided are compiled by the Durham Region Association of REALTORS and are based on total home sales. These statistics are for information purposes only. For more detailed stats, please call 905-433-2579, or visit our website www.dmandzuk.ca

Not intended to solicit properties already listed for sale nor Buyers signed under a Buyer's Agency Agreement. E. & O.E.

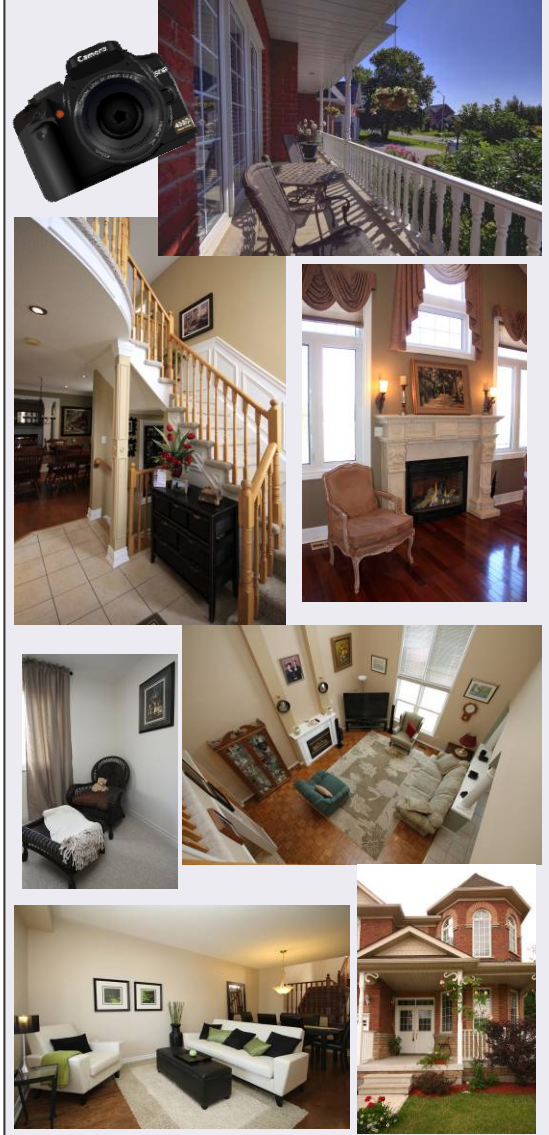
Summer Time Safety Tips

Don't you just love summertime? It's time to get that barbeque grill fired up and pull up the lawn chairs, invite the family over for a cookout, sip on some lemonade and watch the kids play in sprinklers. It just doesn't get any better than that, does it? With all the cookouts, hot summer weather, fireworks and water activities, we want to remind you to be safe and healthy this summer season! Here are some "common-sense" safety tips to keep in mind:

- Drink lots of water to stay hydrated (sorry folks, pop doesn't count!)
- Remember to always use sunscreen, wear a hat and cover up or go inside during the hottest part of the day (11am – 4pm typically)
- Keep hot foods hot and cold foods cold! Items containing mayo, eggs or dairy products can quickly go bad in the summer heat. When in doubt, throw it out – A trip to the ER with food poisoning isn't much fun
- Always fully cook all meats on the grill
- Use mosquito repellent to keep those pesky bugs at bay
- If you drink alcoholic beverages – please drink responsibly and don't drive
- And remember, alcohol will dehydrate you – so make sure you drink plenty of water as well
- If you must exercise outside – make sure you do so early in the morning or late in the evening – and carry plenty of water with you
- Heat stroke can be a deadly condition – make sure you know the symptoms http://www.medicinenet.com/heat_stroke/article.htm
- Only use "legal" fireworks – and if you live in a restricted area for fireworks, follow your community regulations! The fire department has enough to do without people setting off fireworks where banned
- A responsible adult should supervise all fireworks activities
- Never give fireworks to children
- Keep your pets safe and sound inside the house – fireworks are extremely loud to the sensitive ears of an animal. During firework season, many animals left outside get frightened and run away – the Animal Shelters always report an increase in lost animals this time of year
- Make sure your pet has plenty of water at all times to help it cope with the heat – and never, ever leave your pet unattended in a vehicle – inside temperatures can top 120 degrees in about 30 minutes – even if you're parked in the shade
- If you're boating, please wear your flotation vests – even the best swimmer needs to, if you are injured in an accident you may be unable to swim

PHOTO GALLERY

When you list with the Dianna Mandzuk Team your home will be showcased at its very best with professional staging and photography!



In this month's newsletter

- Want a Quick Sale on Your Home?
- Handy Household Tips & Tricks!
- How to Throw a Great End of Summer Bash!
- Summer Time Safety Tips!
- Team Member Profile:
Kim Bound



Dianna Mandzuk*

The Dianna Mandzuk Team



www.dmandzuk.ca

DIRECT: 905 433 2579

Each Office Independently Owned and Operated

*Sales Representative



Kim Bound* Heather Cowie* Tracey Thate* Paula Kennedy Colleen Miller* Lori Felix