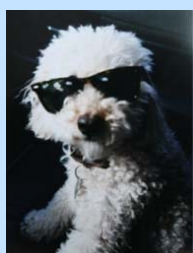


The Dianna Mandzuk Team

August 2011

Caught in the Act below:
Dianna's poodle, Dusty,
enjoys the last dog days
of summer!



DRAR'S® LATEST MARKET WATCH

Durham Region Association of REALTORS® (DRAR®) reported 906 sales for the month of July. So far in 2011 there have been a total of 6,213 sales in Durham Region which represents a 3.7% decrease over the last year.

With 1,328 new listings reported in July the total number of homes available for resale in Durham Region is 2,247. The sales-to-new-listings ratio, an indication of market

balance, stood at 68.2% for July. A ratio above 60% suggests a seller's market.

The average selling price of a home in Durham Region for July is \$329,956, an increase of 11.2% over July last year. "Sellers are still seeing strong price increases for their homes, making real estate in Durham Region a great investment," said DRAR® president, Dierdre Mullen.

Sell Your House from the Curb!

When you're ready to put your house on the market you make sure it's beautifully decorated and sparkling clean on the inside, but what about the outside? That bit of peeling paint on the porch and the bald spots in the garden won't bother prospective buyers, right?

Maybe not, but then again, *first impressions count*; they may drive by, see these flaws and take your house off the list of houses they plan to view.

Curb appeal is what we call the impact your house makes when seen from a car or the sidewalk. If the exterior of the house and the yard are tidy and well maintained, prospective buyers walk in with a pleasant feeling of expectation that the interior will match up. If the lawn is shaggy, the windows are dirty and the doorbell doesn't work, they will be on guard for problems inside.

Here's a checklist of things you can do to increase your home's curb appeal:

- Cut and rake the grass and water frequently enough to keep it green; fill and seed any bare patches.
- Wash windows and replace any cracked glass.
- Weed and edge the garden.
- Bridge gaps in foundation plantings with bright annuals in containers.
- Remove flaking paint and stucco from the steps,

porch or deck, door, trim and storage sheds and repaint.

- Keep the lawn and porch or deck clear of bikes, toys, gardening tools, flyers and other clutter.
- Keep the pool immaculate.
- Make sure the front door opens and shuts smoothly and the doorbell functions.
- Tuck garbage containers out of sight.

If you don't have the time or skills to make repairs or spruce up the garden yourself, consider hiring a handyman, gardening service or pool service to visit your home a few times before you list and while it's on the market. Check out ads in the local paper or ask neighbours to recommend people who can help you at a reasonable price.

Try to think of your home's appearance as a form of advertising. The few hundred dollars you invest in increasing its curb appeal can mean more viewings, a quicker sale and – possibly – a better price.

If you need advice on how to improve your home's curb appeal, give The Dianna Mandzuk Team a call: 905-433-2579, we'll be happy to give you a few pointers!

EXAMPLE: As you can see from the photos below, something as simple as adding some mulch to your gardens can make your home seem more inviting, and increase its curb appeal!



Dianna Mandzuk's Profile

Sales Representative
Canadian Staging Professional
Certified Luxury Home Marketing Specialist

With 25 years as a top producing Real Estate Sales Representative, Dianna is an experienced professional with an impeccable reputation who combines extensive market knowledge with exceptional service – as evidenced by her high level of repeat and referral business clientele. Patient and trustworthy, Dianna's professional approach and her ability to treat each and every client as important has ensured her continuing success.

Dianna's clients consistently agree, when you work with Dianna Mandzuk...
"The Results Will Move You!"

- Joined RE/Max in 1986
- Recipient of RE/Max's highest honour, the Circle of Legends Award
- Recipient of RE/Max's Lifetime Achievement Award
- Member of the RE/Max Hall of Fame
- Yearly Platinum Club Member
- 2010, 2009, 2008, 2006 Chairman's Club Award recipient
- 2007 Diamond Club Award recipient

You can contact Dianna directly at:

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FEATURED PROPERTIES

65 Sagewood Ave.,
Courtice



\$264,900!



For more details, please call or visit:
www.dmandzuk.ca/4061.htm

5 Pine Tree Cres.,
Fraserville



\$474,900!



For more details, please call or visit:
www.dmandzuk.ca/4063.htm

14-120 Port Darlington Rd.,
Bowmanville



WATERFRONT LIVING!

\$259,900!



For more details, please call or visit:
www.dmandzuk.ca/4060.htm

The Personal Touch

The Internet has been a gift to both buyers, sellers and real estate professionals, but it's no replacement for personal service. Here's why you still need a real estate sales representative to walk you through the home-buying process.

- **Access to the most comprehensive – and current – information.** Want to be in the know about properties not even listed on the MLS®? Want the most up-to-date figures on comparable sales to help you determine your offer price? Want insight into the local market? There's no more immediate source of information than your Real Estate Sales Representative.
- **Negotiating is a skill.** Having a Real Estate Sales Representative negotiate on a buyer's behalf allows for the best possible deal, without ruffling the seller's feathers. And knowing how to respond to a rejected offer is just one important way a Real Estate Professional can help a seller.
- **Contracts can be confusing.** They're there to protect you and to provide an "out" if specified conditions aren't met – provided the contract has been properly drawn up. As the languages can be confusing, and the legal ramifications serious, most people feel contracts are an aspect of home buying best left to experienced professionals.
- **It's your Real Estate Sales Representative's job to look out for your best interests.** Real estate licensees must adhere to certain laws and ethical codes; if they don't, there are repercussions. Many people prefer the security of having someone accountable on their side, and like knowing they're protected should they run up against an unscrupulous party.



Keep Your Home Free from Pests

Many of us have insect and rodent infestations through the summer and especially in the fall when they are preparing for colder weather. Here are a few tips to help keep your home free of pests.



Keep the outside walls of your home free from debris, piles and stacks of tools, lumber, ladders, yard waste and toys; these items create a haven for spiders, rats, mice and wood-boring insects. Take time to circle your home outside, removing anything touching the siding, then donate, discard or store what you have removed, away from the sides of your house.



Firewood is a common hiding place for pests. Stacking it under the eaves of the house keeps it dry, but there is a price; the wood creates a home for spiders and invites them into the house. Wood piles also trap moisture against the siding and prevent air circulation. If left long enough, the dampness could rot siding or trim. Instead store firewood at least two feet from the side of the house and 18 inches above the ground. Keep it dry by building a shelter over the pile.



Discourage pests by clearing out vegetation under decks that provides a safe place for them to hide. Keep the ground under your fruit and nut trees clear of rotting fruit by picking them as soon as they are ripe.

Don't let stagnant water sit around your yard or garden, it will breed mosquitoes and attract other bugs. Change the bird bath or wading pool water at least once a week and get rid of any unused pet dishes, flower pots, cans, buckets or other containers that could collect rain. Remember to keep your gutters free of debris as well, leaves clogging up the downspout could cause water to buildup and go stagnant as well as cause water to overflow and pool around your house during a storm.

Seal your garbage cans tightly, if you've had a problem with animals getting into the trash, make sure you have tight-fitting lids. To ensure your lids fit tightly link a bungee cord from handle to handle, use a knot to shorten it if needed. Wash or rinse food containers thoroughly before putting them in the recycle bin and keep them indoors or in a sealed enclosure while waiting for disposal day.

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

What is Mold and How do I Prevent it?

Mold is a type of fungus that grows on plants and fibers and is most often associated with damp, musty locations such as bathrooms, basements and attics. Mold travels through the air as tiny spores which like to make their home in wet areas, where they will breed. If mold is spotted, it's best to nip it in the bud immediately lest it spread to other areas. It's also a good indication of a moisture problem, which should be dealt with as soon as possible.

In addition to its unsightly appearance, mold can present a hazard to one's health. It's an allergen and an irritant. Someone who suffers from household allergies or asthma will no doubt have trouble breathing in homes with mold infestations. Eyes, ears, noses and throats can become irritated as well.

To eliminate mold, you'll first need to eliminate the source. Find out how and where the moisture is seeping into your home and deal with it accordingly. If the area where mold is found isn't too large, you can probably tackle the moisture problem yourself. If it's a large area, covering ten square feet or more, you would be well advised to contact a local environmental protection group for recommendations. A professional who deals with mold removal on a regular basis will most likely need to be called in.

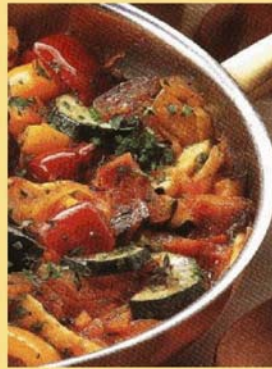
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August is the time for harvesting delicious and healthy vegetables from your garden (or perhaps the farmer's market). Here's a great recipe to help you enjoy the gorgeous vegetables available this time of year.

~Dianna

Ratatouille



Ingredients:

1 large eggplant, peeled and cubed
 1-2 small zucchini, halved lengthwise and sliced
 1 red and 1 green pepper, cored and cut into 1" pieces
 2-3 cloves of garlic, minced
 1 medium onion, chopped
 8-10 mushrooms, sliced thick
 1 large can of plum tomatoes
 2 tbsp chopped fresh parsley
 1 tbsp dried basil
 1 tbsp dried oregano
 ½ cup red wine
 pinch of sugar
 salt and pepper to taste
 grated mozzarella cheese
 olive oil



Directions:

Heat some olive oil in a pot at medium heat and saute the eggplant until it starts to get soft and change colour. You may need to add oil and adjust the heat to prevent sticking. This should take 5-10 minutes. Remove from the heat and set aside. Heat some more oil in a large skillet and saute the onions and garlic until they start to soften. Add the peppers and zucchini and saute until they begin to soften. Finally, add the mushrooms and saute until they start to change colour. The whole thing should take about 15 minutes. Once the vegetables are done add them to the eggplant and return the pot to the heat. Add the tomatoes and mash them a bit to break them up. Add salt and pepper to taste and the herbs. Bring to a simmer, then lower the heat and cook for about 20 minutes, stirring occasionally. Taste it and add a pinch of sugar to take away the sharp, acidic taste of the tomato, but don't add too much, it takes surprisingly little to make a big change. Add the wine and cook for another 20-25 minutes or until the sauce is thickened and the vegetables are soft. Season again if required and serve, sprinkling some mozzarella on each serving. Serve with warm baguette.

Tip:

To rid eggplants of bitterness, drop it into salted water as you peel it. Pat it dry with a paper towel and it's ready to cook.

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 2011	AVG. SELL. PRICE JULY 2011	CHANGE
CLARINGTON	300,898	283,662	-6.1%
OSHAWA	242,864	279,368	+15%
WHITBY	334,289	336,194	+0.6%

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

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(Continued from page 3)

If you are tackling the mold yourself, it is in your best interest to invest in a face mask of sorts. The last thing you want to do is breathe in mold. A surgical mask, or the type used by carpenters to keep from inhaling sawdust, works well for this task. A long sleeved shirt and long pants should complete the protective outfit.



When cleaning mold, the area should be scrubbed with warm water and detergent, and then dried. An additional step of disinfecting the area by a solution of 1 gallon of water (about 3.8 liters) to ¼ cup (about 60 milliliters) of bleach and then letting it air dry is recommended. This step can be repeated to ensure that more, if not all of the mold is eliminated.

As long as the moisture problem has been eliminated, mold shouldn't be an issue anymore. If, after all of that work, the mold comes back, it's time to call a professional. Not only will they remove all the mold, they'll eliminate the source. If the moisture isn't completely removed from the home, it's just an invitation for the mold to come back.

Here are a few tips on how to prevent mold:

- When water leaks or spills occur indoors – ACT QUICKLY. If wet or damp materials or areas are dried 24-48 hours after a leak or spill happens, in most cases mold will not grow.
- Clean and repair roof gutters regularly.
- Make sure the ground slopes away from the building foundation, so that water does not enter or collect around the foundation.
- Keep air conditioning drip pans clean and the drain lines unobstructed and flowing properly.
- Keep indoor humidity low. If possible, keep it below 60

percent, ideally between 30 and 50 percent relative humidity. Relative humidity can be measured with a moisture or humidity meter, a small inexpensive (\$10-\$50) instrument available at many hardware stores.

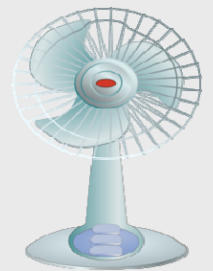
- If you see condensation or moisture collecting on windows, walls or pipes ACT QUICKLY to dry the wet surface and reduce the moisture/water source. Condensation can be a sign of high humidity.

Actions that will help reduce humidity:

- Vent appliances that produce moisture, such as clothes dryers, stoves, and kerosene heaters to the outside where possible. (Combustion appliances such as stoves and kerosene heaters produce water vapor and will increase the humidity unless vented outside.
- Use air conditioners and/or de-humidifiers when needed.
- Run the bathroom fan or open a window when showering. Use exhaust fans or open windows whenever cooking, running the dishwasher or dishwashing, etc.

Actions that will help prevent condensation:

- Reduce the humidity.
- Increase ventilation or air movement by opening doors and/or windows, when practical. Use fans as needed.
- Cover cold surfaces, such as cold water pipes, with insulation.
- Increase air temperature.



We hope this information will help protect both your house and your health, but if you have any questions or just need more in-depth information about this article or any others, why not send us an email? Our address is: info@dmandzuk.ca - We'll be happy to share our knowledge and real estate expertise with you.

In this month's newsletter

- Sell Your House from the Curb!
- Team Member Profile: *Dianna Mandzuk*
- The Personal Touch
- Keep Your Home Free from Pests
- July Market Stats
- What is Mold and How do I Prevent It?



Dianna Mandzuk*

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