

# The Dianna Mandzuk Team

January 2010



## A FRESH START!

Believe it or not, we are only a few short weeks from the beginning of the Spring Market! Yes, here in the office we gear up in late January in anticipation of the coming flurry of activity that warmer weather and melting snows bring year after year. Aside from the more commonly discussed long-term cyclical nature of the real estate market, there is also a fairly predictable annual pattern – this is where the terms “Spring Market” and “Fall Market” come from.

So, if you're curious about how the market is doing or where it's likely to be going in the near future, just give us a call or send us an e-mail. We'd be happy to update you on the latest activity and trends, and answer any questions you may have.

## Winter Home Protection Tips

Winter is here and with it comes some of the most ruthless weather of the year: heavy snow accumulation, water intrusion and flood damage, ice dams and bursting pipes are a few of the most common winter issues. Here are some helpful tips to protect your home and make it severe weather ready.

### Heavy snow accumulation:

- Watch for snow accumulation on the leeward (downwind) side of a higher-level roof, where blowing snow will collect. For safe removal that won't endanger you or damage your roof, consult a roofing contractor for a referral.
- Remove snow from basement stairwells, window wells and all walls. Melting snow can lead to water damage and moisture intrusion.

## DECEMBER MARKET WATCH

The Durham Region Association of Realtors reported their third best year in sales in the Association's history. Statistics show 9,162 sales of single family homes in 2009, a 7% increase over 8,563 in 2008 with the highest year being 2007 with 9,978 sales. Sales for the month of December came in at 507, down 27% from November's 695.

Year over year average prices gained by 1.8% to \$278,246 from \$273,370 in 2008 even though the average price of a home in Durham Region in December was \$286,724.

The total number of active listings continued to drop in 2009 to 15,109, 18.6% lower than the 18,570 in 2008.

“I predict that 2010 will be a positive year for real estate sales,” commented President Dierdre Mullen, “and we should see moderate growth in this important sector of our economy.”

- Keep your attic well ventilated to maintain a temperature close to that of the outdoors to minimize the risk of ice dams forming.

### Water intrusion and flood damage:

Immediately after the threat of physical danger has passed:

- Make sure the building is structurally safe to enter or re-occupy.
- Turn off electrical power. Do not use electricity until it is safe to do so.
- Ensure that natural gas sources are safely secured.
- Secure the exterior to prevent further water intrusion. This can include boarding up broken windows, making temporary roof repairs, sealing cracks or tacking down plastic sheeting against open gaps in walls or roofs.



## Team Member Profile

## Paula Kennedy

Office/Team Manager  
Photographer  
Webmaster for:  
**Dianna Mandzuk**  
Sales Representative

Paula grew up in the Victoria County area (now part of the City of Kawartha Lakes), and moved to Oshawa in 1993 to pursue graphic design at Durham College having earned a first year entry scholarship.

Paula teamed up with Dianna in 1996.

When you list with Dianna, Paula is one of the first people you will meet as she is never far behind Dianna with camera in hand to take photos of your property!

Paula manages the administrative end of things in the office and, in addition, creates feature sheets, flyers and this website to help promote your listing!

You can contact Paula directly at  
[paula@dmandzuk.ca](mailto:paula@dmandzuk.ca)

## Crock Pot Vegetable Soup

(only 79 calories per serving!)



### Ingredients:

- 2 small potatoes, peeled and chopped
- 2 (14 ounce) cans diced tomatoes (undrained)
- 2 tablespoons olive oil
- 4 garlic cloves, chopped
- 1 large onion, chopped
- 2 large carrots, chopped
- 2 cups green beans (cut into 1-inch pieces)
- ¼ head cabbage, chopped
- 1 medium turnip, chopped
- 2 small celery stalks, chopped
- 6 cups vegetable broth
- ½ teaspoon thyme
- salt and pepper, to taste

### Preparation:

1. In a large pot, heat one tablespoon of olive oil over medium-high heat.
2. Add the onion and cook until it becomes translucent.
3. Add the garlic and sauté for a few minutes (don't let the garlic brown).
4. Add the remaining chopped vegetables and sauté for about a minute or two (add the second tablespoon of olive oil if needed).
5. While sautéing, add the thyme and season with salt and pepper to taste.
6. Place the sautéed vegetables in the crock pot, add the vegetable broth and tomatoes.
7. Cook on low for about 7-9 hours or on high for about 4-6 hours.
8. Just before serving, mash some of the potato chunks against the side of the crockpot to thicken the soup, stir a little and serve.

Servings: 12

(Continued from page 1)

When it's safe to begin cleanup:

- Disconnect all electronics/electrical equipment and move it to a safe, dry location.
- Remove as much standing water as possible from inside the building.
- Begin to remove water-damaged materials immediately.
- Ventilate the home as best you can with fans and/or dehumidifiers.
- Contact a water extraction company, if necessary, for assistance.

By taking immediate action, you will reduce the amount of damage and increase the chance of salvaging usable materials. You'll also reduce the amount of rust, rot, mold and mildew that may develop, and lower the likelihood that the water will lead to structural problems.

**Ice dams:** Are an accumulation of ice at the lower edge of a sloped roof. When interior heat melts the snow, water can run down and refreeze at the roof's edge, where it's much cooler. If the ice builds up and blocks water from draining off the roof, water is forced under the roof covering and into your attic or down the inside walls of your house.

To help reduce the risk of ice dams:

- Make sure your gutters are clear of leaves and debris.
- Keep the attic well ventilated so snow doesn't melt and refreeze on the roof's edge.
- Make sure the attic floor is well insulated to minimize the amount of heat rising through the attic from within the house.

**Bursting pipes:** Occur when frozen water causes a pressure buildup between the ice blockage and the closed faucet. Pipes in attics, crawl spaces and outside walls are particularly vulnerable to extreme cold. To keep water in your pipes from freezing:

- Fit exposed pipes with insulation sleeves or wrapping to slow heat transfer.
- Seal cracks and holes in outside walls and foundations near water pipes with caulking.
- Keep cabinet doors open to allow warm air to circulate around pipes.
- Keep a slow trickle of water flowing through faucets connected to pipes that run through an unheated or unprotected space.

We can recommend several Mortgage Brokers to you or a Mortgage Representative with most of the major banks who can help you in getting pre-qualified for a mortgage. Just give us a call at **905-433-2579** and we would be happy to refer you!



*Is now the right time for you to sell or buy? Were you thinking of waiting for the "spring market"? Give us a call to discuss the best options for YOU!*

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](http://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.

**\$629,900!!**

**FEATURED PROPERTY**



**5636 Main St., Orono**

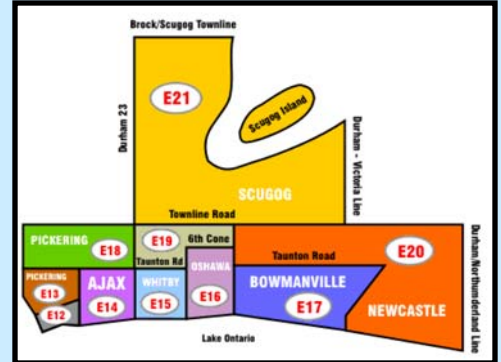
A unique country 10 acre property on town water in the quaint village of Orono! A quality 6 year new 2500 sq ft custom-built 4 bedroom home with "Steafoam" block concrete construction from the basement to the second level providing extra insulation & sound-proofing. Leaded glass front door with slate floor & centre oak staircase. Rich cherrywood kitchen accented with a simulated stamped copper backsplash & garden door walkout to a southern 16' x 14' cedar deck plus secluded stone rear patio. Dramatic bright great room with pot lit cathedral ceiling. Main floor laundry with lots of cabinets & access to the insulated garage with electric heater. Upgraded trim with wider baseboards, colonial doors & Victorian accents. Well set back off the road with 5 acres currently being farmed. Being the property is within the hamlet, there may be a possibility of 2 lot severences.

For more details, please call or visit <http://www.dmandzuk.ca/2086.htm>

**DRAR Housing Report • December 2009**

**Overview**

The Durham MLS Statistics provided are compiled by the Durham Region Association of REALTORS and are based on total home sales. The statistics reflect selling prices for various property types within the Durham Region. The map (shown right) identifies the location of each area specified in the table below. These statistics are for information purposes only.



AREA	NAME	AVG. SELL \$	SINGLE DETACHED	SEMI-DETACHED	CONDO/TOWNHOUSE	CONDO APT.	LINK	ATTACHED ROW
E12	S. Pickering	287,450	369,875	249,000	190,367	--	--	--
E13	N. Pickering	338,333	427,722	274,750	221,233	223,544	231,000	221,470
E14	Ajax	305,336	334,800	273,875	199,000	245,750	246,129	268,147
E15	Whitby	309,868	355,927	258,180	208,986	239,807	289,750	246,100
E16	Oshawa	223,613	253,715	178,129	127,167	300,000	192,625	203,475
E17	Bowmanville/ Courtice	224,835	247,966	161,000	190,500	160,550	213,590	184,150
E18	Whitevale/ Claremont	301,750	301,750	--	--	--	--	--
E19	N. Whitby/ N. Oshawa	333,613	347,736	--	--	--	283,000	258,000
E20	Newcastle/North	368,585	370,967	--	340,000	--	--	--
E21	Scugog	360,865	374,567	217,000	--	--	--	--

Going forward, the fundamentals look positive and the New Year is poised to be a busy one. Canadians will continue to demonstrate their commitment to homeownership. As recovery continues, real estate will remain at the forefront.

~Michael Polzler  
Executive Vice President  
and Regional Director  
RE/MAX Ontario-Atlantic

The **Dianna Mandzuk Team** consists of (L-R) Lori Felix, Paula Kennedy, Dianna Mandzuk\*, Kim Bound\* & Colleen Miller\*.



\* Sales Representatives

## Dianna Mandzuk

- Sales Representative
- Certified Luxury Home Marketing Specialist
- Canadian Staging Professional

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The Results Will Move  
You!



Are you tired of watching your hydro meter spin out of control? Wish you could watch it spin the opposite way? Well, thanks to the Ontario Power Authority's (OPA) Feed-in Tariff (FIT) Program for renewable energy in Ontario, you can!

Homeowners who purchase and install home solar power systems in the province of Ontario will now earn some extra income to help pay for their systems. Ontario is learning by example from the success of similar European programs. This new program is encouraging a flurry of solar industry construction activity aimed at taking advantage of the new electricity buy-back program.

Ontario has ordered local utility companies to pay homeowners or businesses for any electricity they generate from small solar, wind, water or other renewable energy projects.

The 90 or so local utilities throughout Ontario will pay anyone producing solar power 42 cents a kilowatt hour. Wind, hydro or bio-electric production will bring 11 to 14.5 cents a kilowatt hour.

In addition to getting paid for making electricity, homeowners and businesses slash their own electricity draw from the grid. Advocates say it reduces the burden on the electric transmission lines, encourages conservation and may save the cost of a new plant.

Solar panels work with photovoltaic (PV) cells that collect the sun's energy and transform it into energy that can be used to power your home. The key to using solar energy is having enough solar panels to provide all the electricity you need. A typical single family home will need a solar panel that is roughly 200 square feet to produce enough electricity to power it.

## Benefits of Solar Panel:

- **Green energy:** When you use solar energy, you will realize that it uses absolutely no fuel other than the sun's light. Moreover, it does not release into the atmosphere anything harmful.
- **Affordability:** Energy comes free. The installation cost is a one-time cost. Therefore, the investment is recovered within a few years of installation, making the power generated by solar energy absolutely free.
- **Ease of use:** You cannot store conventional power but you can store solar power for future use.
- **Low on maintenance:** The solar power systems are easy to maintain. They do not involve high costs or too much effort, thus letting you reap the benefits of the solution comfortably.
- **Free and renewable:** With solar energy, you can lower or even eliminate your monthly electricity bills.
- **Increase the value of your property:** The price of houses tend to be worth much more with the implementation of solar power systems.
- **Make money:** You can sell your excess generated electricity back to the utility companies.

Light gives of itself freely, filling all available space. It does not seek anything in return; it asks not whether you are friend or foe. It gives of itself and is not thereby diminished.

~Michael Strassfeld

## In this month's newsletter

- Winter Home Protection Tips
- Are You Ready for Solar Power?
- 10 Ways to Beat the Winter Blues
- Team Member Profile:  
*Paula Kennedy*

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

## 10 Ways to Beat the Winter Blues!

As the days get shorter and the nights get colder, even the best of us can get a little down. The "winter blues" are characterized by mild depression, lack of motivation, and low energy that many people experience during this cold season. Luckily, there's a lot you can do to both prevent the blues from coming on and to get yourself back to normal if they're already here.

1. **Exercise:** Great for relieving the stresses of life, exercise releases those "feel good chemicals" that improve your mood.
2. **Eat a Healthy Diet:** Avoid refined and processed foods (like white breads, rice, and sugar). These foods are devoid of the nutrients and they zap your energy levels and affect your mood.
3. **Get Some Sun:** Winter days are shorter and darker than other months, lack of sunlight can cause many people to become depressed. Sunlight exposure releases neurotransmitters that affect mood.
4. **Act on your Resolutions:** A recent study from the CDC showed healthy behaviors (like exercising, not smoking, etc.) help you be less sad and depressed than when you indulge in less than healthy behaviors.
5. **Avoid Binge Drinking:** Alcohol is a depressant, and rather than improving your mood, it only makes it worse.
6. **Treat Yourself:** If you plan something exciting your mood improves, when you're anticipating it and when the event actually comes.
7. **Relax:** Work, class, family, friends, appointments, meetings keep you busy, everyone needs some time off. Don't be afraid to say "No" to extra opportunities.
8. **Embrace the Season:** Take up a winter sport, staying active will boost your energy. Seeing winter in a positive light will keep your spirits high.
9. **Get Social Support:** Something as simple as a phone call, a chat over coffee, or a nice email or letter can brighten your mood.
10. **Catch some Zzzz's:** Aim for 7-8 hours each night, and try to keep your bedtime and waking time consistent.