

# The Dianna Mandzuk Team

January 2012

Caught in the Act below:  
Dianna Mandzuk toasts  
the new year!



## 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:

[dianna@dmandzuk.ca](mailto:dianna@dmandzuk.ca)

## DRAR'S® LATEST MARKET WATCH

The resale housing market in Durham Region cooled in December with 517 sales which was 254 fewer sales than in November. "This kind of market activity is very typical for this time of year. Overall 2011 has been a strong year with a total of 9,807 sales in the region," commented Christine Marquis, President of the Durham Region Association of REALTORS® (DRAR®).

In December, 548 new listings were added to the inventory of available resale homes bringing the total to 1,592 active listings, down 16% from November and 23% from the 6 month average.

"Average prices in the Region have also remained robust

this year. Sellers have seen a moderate increase in the equity of their homes, while home buyers are still getting excellent value for their dollar," said Marquis. The average selling price for December was \$315,793, bringing the year-to-date average to \$317,232.

"DRAR® believes that one of the keys to maintaining a high quality of life in Durham Region is a strong economy and we are encouraged by the level of economic activity that is occurring around the Region. Consumers recognize that Durham has a lot to offer and we expect to see sales figures and average selling prices continue to experience modest growth in 2012," added Marquis.

When considering selling their homes by themselves, many homeowners focus so much on the potential rewards that they often overlook the risks. What are these risks? Well, by selling without professional representation:

- You risk inappropriately pricing your home. Without access to the knowledge needed to establish a home's market value, most FSBO (For Sale By Owner) Sellers overprice their properties, and consequently their homes linger on the market longer than necessary, often selling for a song as a result. Or, they list it for too little and end up selling their home for considerably less than it's worth.
- You risk a lack of exposure for



your property. Exposing it to as many Buyers (and Real Estate Sales Representatives) as possible is crucial to selling your home faster and for more money. Unfortunately, most homeowners don't have enough time to devote to marketing a property, nor do they always have the advantage of exposure on the Multiple Listing Service®.

- You risk wasting your time on people who aren't serious about your home or who can't afford it. Real Estate Sales Representatives are experts when it comes to distinguishing a looky-loo from a purchaser, and an unqualified Buyer from a qualified one. For example, by not immediately

Continued on page 2...

**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](mailto:info@dmandzuk.ca)  
[www.dmandzuk.ca](http://www.dmandzuk.ca)



## FEATURED PROPERTIES

**68 Wyndfield Cres.,  
Whitby**



**\$347,500!**



**For more details, please call or visit:  
[www.dmandzuk.ca/5002.htm](http://www.dmandzuk.ca/5002.htm)**

**1507 Greenvalley Tr.,  
Oshawa**



**\$349,900!**



**For more details, please call or visit:  
[www.dmandzuk.ca/5001.htm](http://www.dmandzuk.ca/5001.htm)**

**1265 Maddock Cr.,  
Oshawa**



**\$649,900!**



**For more details, please call or visit:  
[www.dmandzuk.ca/5003.htm](http://www.dmandzuk.ca/5003.htm)**

...Continued from page 1

recognizing the type of Buyer, you may spend a lot of time with someone only to have the deal fall through before closing because they couldn't get financing.

- You risk finding yourself with a legal problem on your hands. The sale of a property is a complex transaction fraught with legalities surrounding things like contracts, home inspections, disclosure, title insurance, appraisals, and more. Unless you can recognize an issue for which you may need legal advice, you could end up in over your head.

When you work with a REALTOR® they bring to the table all of their knowledge, training and negotiating skills, and will explain exactly what you can expect from the buying or selling process. He or she will be able to explain your rights and obligations, help organize and strategize, and even discuss financing options. All REALTORS® belong to national organizations that require all of their members to adhere to a strict Code of Ethics. The Code is very important because it ensures that all REALTORS® offer the highest level of service, honesty and integrity possible. All REALTORS® are subject to constant professional monitoring that keeps them directly accountable to the individual consumers they serve. Additionally, REALTORS® are required to maintain an ongoing continuing education program to ensure they continue to meet the highest professional standards in an ever-changing and evolving industry. All licensed members of the Dianna Mandzuk Team are members in good standing with the Canadian Real Estate Association (CREA), the Ontario Real Estate Association (OREA), the Durham Region Association of REALTORS® (DRAR®) and the Toronto Real Estate Board (TREB). Each member actively participates in continuing education programs above and beyond that which is required to maintain their Real Estate licenses to ensure they are informed and aware of all the tools and resources available to them as REALTORS®.

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

**HOWEVER**, when it comes to selling your home, you are an invaluable resource to your REALTOR®. What can you do to help? Provide the following materials to help market and sell your property.

- **PHOTOGRAPHS.** They can help your REALTOR® show your property off in a light Buyers may not get to literally experience. For instance, a homeowner selling in winter would be smart to provide quality photos of their property in summer; a condo owner whose unit will be vacant while on the market could take photos of it while it's furnished.
- **YOUR OWN "SPEC SHEET."** Include upgrades, like granite countertops, and hardwood flooring; any chattels and fixtures you're willing to include in the sale; and what you've loved about living there, from the daycare so close you can walk to it, to that delicious Italian bistro down the street. Such information is very valuable to your REALTOR®.
- **WARRANTIES.** Gather together any paperwork you have concerning warranties that are still valid for any of the appliances that will be included in the sale, as well as any warranties covering the materials and workmanship for any work you've had done on your home.

So when you're ready to list without the risk, give the Dianna Mandzuk Team a call at 905-433-2579 or click at [www.dmandzuk.ca](http://www.dmandzuk.ca) We have the experience and customer service you've been looking for. When you work with the Dianna Mandzuk Team...the results will move you!



# CLASSIFIEDS FOR SALE

Beautiful original pieces of art for sale by local artist; some samples featured below, many more to choose from!



One-of-a-kind table, hand carved and painted statues, paintings on slate and many original paintings!

All prices available upon request.

Please call or email Bob at  
905-786-9836 or [rpawlett@gmail.com](mailto:rpawlett@gmail.com)  
for more information!



The recipe below is a quick, simple and delicious dessert, a perfect comfort food for cold days when paired with a cup of hot chocolate or coffee. This treat is a favorite of my family and I'm sure it will be a hit with your family too. Enjoy!

~Dianna

## Dreamy Peanut Butter & Marshmallow Squares



### Ingredients:

- ½ cup butter
- 1 cup peanut butter
- 1 (300g) bag butterscotch chips
- 1 (200g) bag mini marshmallows

### Directions:

Melt the peanut butter, butter and butterscotch chips together in a pot slowly on low heat; the more you stir, the more it melts. Let the mix cool a little so it doesn't melt the marshmallows. Stir in the marshmallows; once everything is coated and mixed, transfer it to a greased 11"x13" baking dish and refrigerate - or - try putting them in the freezer right away for an hour, then let thaw slightly before cutting and taking them out of the dish - this makes them come out of the dish with very few bits left behind!

## The Dianna Mandzuk Team **CLASSIFIEDS** Section

If you have an item to sell or a notice you would like posted, send us the information along with your email address or phone number and we'll advertise it for you for free in an upcoming newsletter issue.

Email your info to us at: [info@dmandzuk.ca](mailto:info@dmandzuk.ca) or call 905-433-2579!

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 via 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.

## STATS AT A GLANCE

AREA	AVG. SELL. PRICE NOVEMBER 2011	AVG. SELL. PRICE DECEMBER 2011	CHANGE
DURHAM REGION	317,106	315,793	-0.4%
CLARINGTON	293,742	315,546	+7.4%
OSHAWA	271,032	241,712	-12.1%
WHITBY	344,556	338,883	-1.7%

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](http://www.dmandzuk.ca)

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

## In the Offering

You've been searching diligently and have found the next property you want to call home, now you're ready to make an offer. But how do you arrive at an offer price?

Your REALTOR® can help you find out the following determining factors which will help you make the best possible offer for your circumstances.

- **COMPARABLE SALES.** What have similar homes in the same area recently sold for? The Multiple Listing Service® will help your REALTOR® access the information you need.
- **CONDITION OF THE HOME.** Have the owners made improvements that make their property worth more than others in the same neighbourhood? Or will the property need work to get it up to par?
- **MARKET CONDITIONS.** Every market is different – what are conditions like where you're hoping to buy? Are Sellers entertaining multiple offers, or is it a Buyer's market, where there's more negotiating room? Your REALTOR® will have insight into local market conditions.
- **EXPERIENCE.** Choosing a REALTOR® with expert knowledge and experience will give you the best possible results for your real estate transaction. Dianna has been working in the real estate industry for more than 25 years and has extensive experience in all aspects of residential real estate from first time home buyers to million-dollar luxury estates. Among Dianna's achievements are being a member of the RE/Max Hall of Fame, recipient of the RE/Max Lifetime Achievement Award and RE/Max's highest honour, the Circle of Legends Award and she is annually one of the top producing Sales Representatives in the Durham Region. Dianna and her selling partners, Kim Bound and Heather Cowie, have strong market knowledge and are unwavering professionals in their commitment to their clients.



## AUTO THEFT PROTECTION TIPS

- ✓ Always roll up your vehicle's windows, lock the doors and pocket the key.
- ✗ Never leave your vehicle unattended while it is running.
- ✓ If you have a garage, use it and lock the door as well as your vehicle.
- ✗ Never leave your car keys in plain view or in an easily accessible area.
- ✓ Keep your vehicle registration certificate and proof of insurance on you at all times. Don't leave these documents in your glove compartment.
- ✓ Always park your vehicle in a well-lit area.
- ✗ Never leave valuable objects or packages in full view. Put them in the trunk.
- ✓ Give only your ignition key to a parking lot attendant. Keep all other keys with you.



### In This Month's Newsletter:

- ✓ For Sale By Owner ~ A Risky Business
- ✓ Team Member Profile ~Dianna Mandzuk
- ✓ In the Offering
- ✓ Auto Theft Protection Tips



Dianna Mandzuk\*

## The Dianna Mandzuk Team



[www.dmandzuk.ca](http://www.dmandzuk.ca)

DIRECT: 905 433 2579



Each Office Independently Owned and Operated

\*Sales Representative



Kim Bound\*



Heather Cowie\*



Paula Kennedy



Colleen Miller\*



Lori Felix