

The Dianna Mandzuk Team

June 2011

Caught in the Act
below:
Dianna Mandzuk
works on a new
listing.



Team Member Profile

Lori Felix

Licensed Administrative
Assistant

Born and raised in the Bowmanville area, Lori studied Graphic Design at Durham College in 1993. After pursuing several different careers, Lori settled in as a full-time homemaker for several years after the birth of her daughter in 1999. When she went back to work, Lori spent 3 years as a portrait photographer before first joining the Dianna Mandzuk Team in 2006. Lori left the Team briefly after the birth of her son in 2008 and has now joined back in the fun.

Lori helps with the administrative and photographic jobs and is also the editor of this newsletter; so whether she greets you on the telephone, helps to edit your photos or create your feature sheets, she enjoys assisting the Team in any way that will make your experience with the Team exceed your expectations.

You can contact Lori directly at:

lorig@mandzuk.ca

DRAR'S® LATEST MARKET WATCH

Durham Region Association of REALTORS® (DRAR®) reported 1,040 sales for the month of May, an increase of 9.6% over last month and represents a small increase of 1.3% over May 2010.

The average selling price in Durham Region for May was \$316,057 down slightly from last month when we saw an average selling price of \$321,042. However, when looking at the historical data, the average selling price of houses in the Durham Region has been steadily increasing over the last 5 years. This month's average represents an 8.6% increase over the 5 year average.

"Durham Region is becoming more desirable to consumers because it offers affordable family living," said President of DRAR®, Dierdre Mullen.

Compared to April the number of active listings is up by 6.3% to 2,162 homes for sale; however this is still a 16.8% reduction in the resale inventory over this time last year which offered 2,600 available listings.

"The spring market is starting to bloom. Houses are on the market for an average of 29 days and are selling for an average of 98% of list price. We expect to see a proportionate increase in the number of available listings and sales through the early summer," said President Mullen.

Summer Home Tips

Be weather ready - Ensure all lawn furniture, trampolines and swing sets are secured. Summer storms can bring high winds causing these items to become airborne. Have a severe weather plan in place and a power outage survival kit ready and in an accessible location, remember many severe storms develop at night. A battery back-up weather radio is always handy when threatening weather develops.

Prevent fire hazards - Make sure when you're barbecuing to keep the grill away from the house, the intense heat can start a fire or distort siding. When storing gasoline and flammable liquids ensure they are in approved containers and kept in a well ventilated area. Make sure holiday fireworks are kept in a cool dry place away from children, and follow the safe handling instructions. Never store bagged mulch against the exterior wall of your home or garage; it can spontaneously combust in extreme heat causing a fire.

Help air flow - Schedule an inspection with a certified HVAC professional to ensure your air conditioning system is charged and functioning

properly. Adjust the dampers in your ductwork to move the cool conditioned air to the highest level in your home. Cold air falls and this will allow your air conditioning system to run more efficiently. Adjust your ceiling fans to the forward position so that it spins counter-clockwise (air flow down) to circulate cool air. Check your furnace filter more frequently in the summer. Opening the windows and doors can add to the airborne dust in your home. Your home will stay much cooler by closing the curtains or window blinds on a sunny day. The air conditioning system will operate more efficiently by maintaining the temperature inside your home.

Prepare for vacations - Have the mail and newspaper delivery stopped while on vacation. Set timers on various lights in your home to go on and off at different times. Leave your window blinds open so the house looks occupied. Have a neighbour check on the house while you're out of town and ask them to park a car in your driveway for visual security. Close all the interior doors while you are gone, this limits smoke damage in the event of a fire. Turn the water meter off and set the water heater back to vacation mode or a low setting.

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



FEATURED PROPERTIES

**63 Glenabbey Dr.,
Courtice**



\$339,900!



**For more details, please call or visit:
www.dmandzuk.ca/4031.htm**

**90 Poolton Cres.,
Courtice**



\$349,900!



**For more details, please call or visit:
www.dmandzuk.ca/4039.htm**

**16 Timberlane Crt.,
Courtice**



\$879,900!



**For more details, please call or visit:
www.dmandzuk.ca/4036.htm**

Eight Cheap Fixes to Make Your Home Sell Fast!

There are ways to spruce up your home on your own to get it market ready without spending a fortune or doing major renovations. Below I've listed eight cheap and easy fixes that can make your house infinitely more sellable. There are probably more, but these can help get you started — and even if you're not moving, these tips can help you freshen up your home so you can enjoy it more!



Clean, clean, clean: Clean your home until it sparkles before it goes on the market. Don't forget the windows — clean windows let in more bright light.



Paint: A fresh coat of paint can brighten any room and freshen up even the most tired décor. This is the quickest and cheapest way to make your place sellable. Hint: stick with a bright, fresh neutral, like white and avoid really bold colours that might put some people off.



Don't neglect the outside: You can't under-rate curb appeal for new buyers. It's the first time they see your home so make sure the outside looks great; fresh paint and flower pots can brighten up the front and make the place look welcoming.



De-clutter: This is the #1 home staging trick; get rid of knick-knacks and family photos. Clear closets, shelves and cupboards to make everything look as open and spacious as possible.



Not only does clear and clean rooms allow people to imagine their own things in your house, it also makes your place look bigger (especially if you have small rooms!).



Clean out your fridge: The fridge should look as new and bright as possible. Clear out any old food and don't cook foods with lasting odours, such as fish.



Update your lighting: New and modern lighting is cheap to buy and install, and it can instantly update places like your kitchen or dining room, making them more attractive to buyers. Update old and tired lamps with new shades to make an impact without spending too much money.



Fix up the loo: The bathroom can be a deal-breaker, especially for female buyers. Old dingy fixtures or chipped tiles can be a turn off, so if you're going to spend some extra money put it into the bathroom and make sure it's as up-to-date as possible. If you don't have the money, at least invest in some new towels and accessories like a new shower curtain to freshen it up; white is always best.



Fresh flowers: Putting vases of fresh flowers around your home is a bright and welcoming touch for potential buyers; they're not expensive and they can make a difference.

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

Durham Real Estate Expected to Out-perform!

A recent report released by The Real Estate Investment Network expects local real estate markets to out-perform other Ontario areas for the next three to five years.

Out of hundreds of Ontario cities and towns, Whitby, Ajax and Pickering tied at the top-seven spot in the Top Ontario Investment Towns 2011-2015 report.

The report looks at the current and future prospects for real estate investment and identifies the areas expected to out-perform. Hamilton is listed at spot number 1.

Don Campbell, president of The Real Estate Investment Network, states in the report, "When reviewing the Durham Region's economic fundamentals, we saw an area going through a positive transition, shown by the increase in the number of quality of employers, the in-migration of a younger population and the planned expansion of post-secondary institutions." He also notes, "A forward-thinking economic development team has already attracted many businesses to the area. The Region is poised to become one of the key economic drivers in the coming decade, although improvements in the transportation network must occur before it reaches its full potential."


The report considers many factors including; if the area is growing faster than the provincial average; if new infrastructures are being built to handle the growth; if the area is creating new jobs and taking steps to maintain current employment levels; whether Durham will benefit from an economic or real estate ripple effect; if political leadership created an economic growth atmosphere; and if there are major transportation improvements in the works.



If you're thinking of taking advantage of the expected Real Estate boom in Durham Region, give the Dianna Mandzuk Team a call 905-433-2579. Combined we have nearly 40 years Real Estate experience in the Durham Region, not only can you expect the Region to out-perform their competition, but you can be sure the Dianna Mandzuk Team will too!

Summer is the time to enjoy vegetables fresh from the garden, the recipe below for beet soup, also called Borscht, is a delectable way to get your fill of summer veggies! ~ Dianna

Borscht



Ingredients:

- 1 large smoked pork hock
- 6-8 peeled diced raw beets with tops
- ½ head of cabbage - chopped
- 1 diced potato
- ½ cup frozen peas
- 1 carrot - sliced
- 1 cup chopped yellow beans
- 2-3 tbsp tomato paste
- 1 bay leaf
- 1 tbsp lemon juice
- ¼ cup chopped fresh dill
- salt and pepper
- 2-3 tbsp flour
- 2 cups fat-free sour cream
- Optional - add 1-8oz tin of chicken broth for added flavour

Directions:
In a large soup pot add 2 or 3 quarts of water and the pork hock, gently boil meat until it nearly comes off the bone. Remove the pork hock and separate the meat and chop up. Add the remaining ingredients (excluding flour and sour cream) to the broth, if it is too thick add more water to the pot. Simmer for half an hour until vegetables are cooked and add the chopped up pork hock back into the pot. Mix ¾ cup of water with 2-3 tbsp flour and mix until smooth, add to the soup and simmer until lightly thickened. Remove from heat and add the sour cream (do not boil). Serve with thick slices of rye bread and enjoy.

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 MAY 2010	AVG. SELL. PRICE MAY 2011	CHANGE	AVG. SELL. PRICE APRIL 2011	AVG. SELL. PRICE MAY 2011	CHANGE
WHITBY E15	316,156	345,233	+9.2%	324,570	345,233	+6.4%
OSHAWA E16	227,841	241,639	+6.1%	264,446	241,639	-9.4%
N. WHITBY/ N. OSHAWA E19	388,485	410,996	+5.8%	386,635	410,996	+6.3%
BOWMANVILLE/ COURTICE E17	269,622	263,885	-2.2%	265,540	263,885	-0.6%
NEWCASTLE E20	287,214	327,473	+14%	313,161	327,473	+4.6%

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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What is **peak saver**® and What Can It Do For You?

When we have a heat wave of three or more days in a row air conditioners are running non-stop and electricity demand often reaches its peak during these times. These also tend to be the days when smog is an issue as well when it becomes more likely that more coal, oil and gas-fired plants will be used to meet the electricity demand. These plants, located in Ontario, release greenhouse gases and other harmful pollutants that add further to Ontario's air pollution and smog. That's why Peaksaver® was introduced; it plays a critical role by cycling down air conditioners and reducing electricity consumption during the peak.

Peaksaver® sends a signal to your home's central air conditioner (CAC) that will cycle it down for short periods of time, which may increase your home's temperature by only 1° or 2° C. These adjustments will only occur during weekdays, never on weekends or holidays, and most likely between 1 p.m. – 6 p.m.

How Can You Enroll?

To join Peaksaver®, simply contact your participating local electric utility.

Once you are enrolled in Peaksaver® and the device (either a thermostat or switch) is installed at your home, it can be remotely activated by your participating electric utility to slightly reduce your CAC's electricity demand automatically.

Activations would only occur:

- On those occasional hot and humid summer days when the electricity system can be stretched to its limit and electricity consumption is at its highest. When activated, your CAC will continue to cool your home. However, in half-hour intervals, your CAC will be adjusted on and off. For the first 15 minutes, it will continue to produce cool air. And for the second 15 minutes, the fan will continue to run to circulate the cool air in your home.
- On weekdays (Monday through Friday) from May 1 to September 30.
- For a maximum of 10 activations during the summer and only for a total of four hours during any one activation. In 2010, Peaksaver® was activated only three times (May 26, July 6, August 30).
- Your system's fan will continue to operate so that they will only be a 1° or 2° change in temperature
- You can always opt out in advance of a specified date by contacting your participating electric utility.
- Most participants note that they do not even feel a change in the temperature of their home.



Note: Peaksaver® is available in limited areas of the province. For further information please contact your local electric utility.

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Lori Felix
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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*



Paula Kennedy



Colleen Miller*



Lori Felix