

The Dianna Mandzuk Team

September 2011

Caught in the Act below:
Dianna Mandzuk
preparing walls for
touch-ups at a new
listing. See the Team at
work on pg 2!



Team Member Profile

Kim Bound

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!

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

or

905-433-2579

DRAR'S® LATEST MARKET WATCH

Durham Region Association of REALTORS® (DRAR®) reported 815 sales for the month of August, a decrease of 11% from July when there were 906 sales. There have been 6,988 sales so far in 2011 which represents a 2% reduction compared to this time last year. "The decrease in the number of sales from July to August is consistent with the market trends in previous years. Summer months tend to slow down when people are on vacation," commented Dierdre Mullen, President of DRAR®.

Durham Region saw 1,401 new listings in August bringing the total number of homes available for resale to 2,251. "The number of new listings have increased by 5.5% over last month, while the number of available listings remains steady," said President Mullen.

The average selling price of a home in Durham Region dipped 4% from July to \$316,938 in August. However, this is still a 1.5% increase over August of 2010. The year-to-date average selling price in Durham Region is \$317,306, a 4.4% increase over last year.

Congratulations!

To Dianna Mandzuk on her silver anniversary (25 years) with RE/MAX!

Dave Liniger, Chairman of the Board and Co-Founder of RE/MAX sent these kind words, "We sincerely hope you feel our deep and genuine gratitude for the energy you have devoted to improving the lives of your customers, clients and fellow professionals. You are immeasurably valued and appreciated. You are truly 'Above the Crowd!®' Thank you."



In the last few years, the Dianna Mandzuk Team has helped an average of over 100 families buy or sell a home each year?!

If you'd like help buying or selling your home, we're just a phone call; 905-433-2579 or click away at www.dmandzuk.ca

The Dianna Mandzuk Team
Professional Offices located at
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Oshawa, Ontario
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FEATURED PROPERTIES

**1436 Birchcliffe Crt.,
Oshawa**



\$219,900!



**For more details, please call or visit:
www.dmandzuk.ca/4069.htm**

**241 Pontypool Rd.,
Pontypool**



\$359,900!



**For more details, please call or visit:
www.dmandzuk.ca/4067.htm**

**2786 Solina Rd.,
Bowmanville**

3 ACRES



\$569,000!



**For more details, please call or visit:
www.dmandzuk.ca/4010.htm**

*The Dianna Mandzuk Team
hard at work transforming a
vacant house into a masterpiece!*



Stress-Free Moving

Moving is right at the top when it comes to most people's lists of stressful situations. A little organization goes a long way in alleviating the stress and making the move go smoothly. These simple steps will help you de-clutter your current home so you can enjoy your new home with a clean slate.

ONE Start now. Our tendency is to put it off until packing time, but most people are in a time crunch at that point, and will often put things in a box to deal with "later". Remember that you are paying for each item you move, not only in the time it takes to pack and unpack it, but also by the space it takes up in the moving truck. Why pay to move something you don't really need?

You'll be busy when you move into your new home, and will probably put off going through those "deal with them later" boxes indefinitely.

TWO Take pictures of all the large items you know will not work or fit in your next home and post them on one of the online resale sites, like Kijiji, Craigslist or eBay. You can put the extra money you earn towards your moving expenses or perhaps use it to purchase some pieces that fit the new place much better than your old stuff did.

THREE Go through your house one room at a time and get rid of the no-brainers first. No-brainers are items you don't have to think twice about letting go of, like torn towels, chipped plates and broken electronics. Do this every day, even if it's for just 15 minutes, until the task is complete. This is a great way to warm up for de-cluttering and will give you an immediate sense of accomplishment and motivate you to tackle tougher stuff.

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Coming Soon! The Dianna Mandzuk Team Classifieds Section

If you have an item to sell or a notice you'd 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 or call 905-433-2579!



Along with warm days and crisp nights autumn brings ripe pumpkins, great for decorating porches and of course eating. Here is a fast and delicious recipe sure to be a hit with your family this fall. Enjoy!
~Dianna

No-Bake Pumpkin Cheesecake



Ingredients:

1 pkg (8 oz) Cream Cheese, softened
1 cup canned pumpkin
1/2 cup sugar
1/2 tsp pumpkin pie spice
1 tub (8 oz) Whipped Topping, thawed, divided
1 pre-made Graham Pie Crust (6 oz)

Directions:

BEAT cream cheese, pumpkin, sugar and pumpkin pie spice with electric mixer on medium speed until well blended. Gently stir in 2-1/2 cups of the whipped topping. Cover and refrigerate remaining whipped topping for later use.

SPOON cream cheese mixture into crust.

REFRIGERATE 3 hours or overnight. Serve topped with remaining whipped topping. Store leftover cheesecake in refrigerator.

Tip:

To soften cream cheese place completely unwrapped package of cream cheese in microwavable bowl. Microwave on HIGH 10 to 15 seconds or until slightly softened.

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 JULY 2011	AVG. SELL. PRICE AUGUST 2011	CHANGE
DURHAM REGION	329,956	316,938	-4.1%
CLARINGTON	283,662	302,357	+6.6%
OSHAWA	279,368	265,938	-5.1%
WHITBY	336,194	330,169	-1.8%

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.

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FOUR Do some research ahead of time and decide where you will take your discarded items. Although some things will be garbage, many items can be donated or recycled. You will be motivated to let go of more things if you know they will be going to a cause that you believe in or they will be disposed of in a way that doesn't hurt the environment.

FIVE Fight the "what if I need it some day" fear. If you haven't used it in a year, chances are you never will. Did you know that we wear just 20% of our clothes 80% of the time? If in doubt, toss it out (or donate/sell it).

SIX Be prepared; set up your supplies in advance. For the de-cluttering process, you will need bins, sticky notes (for labeling) and garbage bags. Use bins to do the initial sort; label them "donate", "sell", "recycle", "toss", and "keep".

When the bins get full, transfer the contents into bags. Use clear bags for items that will be donated and opaque bags for garbage, so there's no confusion. Arrange for a charity to come and pick up the donations, or drop them off yourself before the end of the week (you can always go back again as you accumulate more items to donate).

Give yourself a deadline on the "sell" items and have a plan for the items that don't sell (such as donating them). Transfer the "keep" items directly into moving boxes.

SEVEN Get the whole family involved. Everyone should make decisions on their own things when it comes to determining what to keep and what to let go of. But a little competition never hurt, so make a game of the de-cluttering process. Set a timer, give everyone a bin and put on some upbeat music to make it fun.

Choose a token prize for the winner who got rid of the most items; and a reward for the entire family for the effort each member put in.



Stress-Free Moving for Kids

Remember moving can be stressful for children too. The change can be overwhelming, but there are ways to make it easier on them.

It's important to inform your kids about the family's plans to move as soon as possible. The more time they have to prepare, the easier it will be, say psychologists, who suggest that children should participate in the decisions.

If kids feel included and take ownership of their new home decision, the transition will go much smoother.

Throughout the move, stay as calm as possible. Give the children a chance to express their feelings – and be honest about your feelings. Most children will feel some anger, sadness or may worry about the move. Reassure them they aren't alone and it's OK to have these feelings.

Moving is a family process, so share the excitement and responsibilities with every member. Give everyone an age-appropriate responsibility. Younger kids will enjoy decorating the moving boxes. And when you are in your new home, it will be easier for them to find their stuff.

Involve them in the packing process and start packing items you don't need regularly ahead of time. Sentimental items like special blankets, stuffed animals or favorite books, should be kept in a separate bag or box that they can keep close until moving day, and then bring with them to their new home.

Plan a tour of the new neighbourhood, show them the parks, baseball diamonds or even favorite restaurants nearby.

Make sure children say goodbye to the important people in their lives. Help them prepare a list of phone numbers, emails and addresses. Prepare cards that have their name and new address to hand out to friends. Give your kids an inexpensive digital camera to take pictures of their friends prior to the move. This way, they'll have a reason to stay in touch as they share the photos.

If possible, keep them involved with the sports teams they were associated with until the end of the season, so they can maintain their old friendships while they make new friends in their new neighbourhood.

In this month's newsletter

- Congratulations – Dianna Mandzuk!
- Team Member Profile: *Kim Bound*
- Dianna Mandzuk Team Hard at Work
- August Market Stats
- Stress-Free Moving for the whole family



Dianna Mandzuk*

The Dianna Mandzuk Team



www.dmandzuk.ca

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Each Office Independently Owned and Operated

*Sales Representative



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