



On the House

www.RealEstateInDurham.com



This Month's Featured Listings

January 2011

2 Acre waterfront



\$1,450,900

- one of a kind breathtaking view of lake ontario
- 4 bedrooms
- 4 bathrooms

Home and Business



\$599,000

- Boarding kennel
- Dogs and cats
- Home with two separate living quarters
- Inground pool
- 2.5 acres

Happy New Year

Thanks to all our clients who bought or sold a home through us as well as The Friends of The Vatandoust Team who referred business to us, we had a fantastic 2010. We are planning for an even better year in 2011. We have increased our print advertising, appointed a new company to look after our Search Engine Optimization for even greater results from our websites and plan to do 4 Workshops every month. I am most excited about the workshops as I have always enjoyed educating potential home buyers and investors about the benefits of home ownership.

Please check out the times for our workshops and register to attend any that interest you. I am sure that any friend or family member who is thinking of buying, selling or investing in a property will appreciate you telling them about these seminars.

I always get great feedback when I write about the market conditions so here is an overview of what happened in 2010.

Market conditions were anything but uniform in 2010. We went from supercharged sales activity during the first four months of the year, to a marked drop-off in transactions in the summer and then in the fall saw sales climb back up again.

In Durham the average price rose from 2009 value of \$276,924 to \$299,077 for 2010 sales.

The primary reasons for this was the higher priced homes which were not in high demand after the recession started selling again.

With the interest rates remaining low it is expected that the market in 2011 will remain balanced and we will see a moderate price increase during the year.

Keep up to date with market conditions by registering to receive our short and to the point "Market Watch" e-newsletter:

www.realestateindurham.com/eNewsletter



Masood



River Runs Through It



\$450,000

- 56 acres
- Custom home
- Creek running through the property
- Stone fireplace
- Country kitchen

Magnificent Lake Views



\$439,000

- Dream kitchen with center island and breakfast room
- Open concept great-room with 2-story ceilings
- Formal living room & dining room
- 4 bedrooms, (2 full ensuite and 2 semi ensuite)
- Walk to park, lake & marina

Executive Home on Ravine Lot



\$399,900

- Open concept
- 9' ceilings
- Family room with 2-storey ceiling
- Amazing kitchen with built-in appliances
- Main floor office

Home & Cottage



\$399,000

- waterfront home
- breathtaking view
- 3 bedrooms
- Main floor Master
- Ultra modern Kitchen

The
Vatandoust
Team

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Confused about Lights?

Looking to save some green on lighting but confused by all the light bulbs on the market today? One of the most sustainable investments you can make in your home today is to replace your inefficient bulbs with eco-friendly lighting.

Advances in technology have led the way to better options but have left some consumers in the dark. Here's a little primer to help light your way:

Incandescent: This is a standard bulb; one of the first household bulbs brought to market...and currently found in almost every retail store. Although they cast a nice warm shade of light, and can be used with a dimmer, they are not energy efficient. The environmental concerns of consumers and government regulations are slowly phasing them out of existence.

Halogen: This is technically an incandescent bulb, but has three features that make them superior to standard incandescent bulbs. They are brighter, whiter, and last longer. The energy saving option available Halogen saves up to 30 per cent in energy costs and provides a longer life than standard incandescent bulbs.

Compact Fluorescent Lamps (CFLs): These are a very energy efficient lighting option using up to 75 per cent less energy than incandescent bulbs; some can last for years before you need to change them. They're slightly more expensive than incandescent bulbs but since their life span is so much longer, they're more economical.

Light Emitting Diodes (LED): This advanced new technology delivers outstanding efficiency and extra long life without the mercury/lead content, UV or heat. Energy savings from these innovative bulbs is up to 80 per cent. They provide a bright, white light, are now dimmable and will last longer than any other bulb on the market. Your local lighting experts will have an amazing selection of LED products to enhance your home, save you energy and money.



Protect your home while you escape the cold

As the winter season drones on, many Canadians are escaping the cold by jetting off to tropical destinations. But before you head south, remember that your home needs extra protection to prevent against theft and water damaged while you're away.

Vacations are an opportunity to relax and escape our everyday lives. Ensuring your home is protected during your absence can safe-guard against unwanted damage and added costs.

The following tips to keep your home protected while vacationing:

- Make a home look occupied when away. Park a car in the driveway, install an indoor light timer, place newspaper subscriptions on hold and ask a neighbour to collect mail.
- Install a security device with a loud alarm or flashing lights. Some alarms can contact authorities directly when they have been activated.
- Use deadbolt locks on all doors. Ensure doors, including garages and sheds, are locked and secured. Be sure to remove any

house keys from obvious hiding places, such as under doormats or flowerpots.



- Ensure all windows are locked. If your windows are old, consider upgrading to ones with improved locking systems.

- Have your walkway shovelled after every snowfall. Snow removal will make your home look occupied. If you have a car parked out front, have a neighbour remove any snow build-up.

- Turn down the heat to no lower than 55 °F (13 °C). A low heat setting will prevent your water pipes from freezing or bursting.

- Have your home checked. Some insurance policies require that if you are away for more than a few days, a responsible party must check your residence daily to ensure an appropriate temperature is maintained to avoid pipes bursting and serious water damage.



Current Local Real Estate Statistics



Sales & Prices

A Volatile 2010

In 2010 we went from supercharged sales activity during the first four months of the year, to a marked drop-off in transactions in the summer and then in the fall saw sales climb back to levels that are sustainable over the longer term.

Testimonials

"We were both extremely happy with the overall service."
Jennifer and Kevin

"I tell everyone I talk to, even out of province, what a fantastic experience it's been working with the whole Vatandoust Team. We recommend you to everyone!"
Scott and Sharron

"You took the time to work with me and made me feel special and respected. You never made me feel rushed or that my opinion / concerns / needs did not matter."
Susan

Satisfaction Guaranteed

My pledge is to give you the highest level of service in the real estate industry, and my commitment to this pledge is 100%.

Most listing agreements lock you into long-term commitments, lengthy broker protection periods and heavy cancellation fees.

I'm so confident that my real estate system will work for you, that I guarantee you the right to cancel our listing agreement at any time prior to accepting an offer to sell your home, with no penalties or obligations, if you feel my service doesn't live up to my promises.

Sudoku

		5		1	8	4		
3				2				
	8						1	7
					2	8	7	
1								5
	7	8	4					
8	9						6	
				7				9
		4	3	5		7		

Answers: www.RealEstateInDurham.com

December 2010 Market Activity

	No. of Homes For Sale	New Listings This Month	No. of Homes Sold	Average Price	Average Days on Market
WHITBY	153	71	69	\$301,948	32
OSHAWA	431	150	131	\$226,635	47
COURTICE/BOWMANVILLE	170	60	69	\$271,755	38
NEWCASTLE & AREA	63	8	20	\$362,180	54
SCUGOG	80	14	14	\$375,179	85

Mortgage Rates

as of Jan 6th, 2011

1 year:	2.54%	<i>If your mortgage is coming up for renewal or you need a new mortgage call Masood @905.448.2921 for the lowest mortgage rates.</i>
2 year:	3.15%	
3 year:	3.24%	
5 year:	3.69%	

You Asked...

Q: Why should I buy, instead of rent?

A: A home is an investment. When you rent, you write your monthly check and that money is gone forever. But when you own your home, you can deduct the cost of your mortgage loan interest from your taxes. This will save you a lot each year, because the interest you pay will make up most of your monthly payment for most of the years of your mortgage. You can also deduct the property taxes you pay as a homeowner. In addition, the value of your home may go up over the years. Finally, you'll enjoy having something that's all yours - a home where your own personal style will tell the world who you are.

Q: What do I need to take with me when I apply for a mortgage?

A: If you have everything with you when you visit your lender, you'll save a good deal of time. You should have: 1) social security numbers for both you and your spouse, if both of you are applying for the loan; 2) copies of your checking and savings account statements for the past 6 months; 3) evidence of any other assets like bonds or stocks; 4) a recent paycheck stub detailing your earnings; 5) a list of all credit card accounts and the approximate monthly amounts owed on each; 6) a list of account numbers and balances due on outstanding loans, such as car loans; 7) copies of your last 2 years' income tax statements; and 8) the name and address of someone who can verify your employment. Depending on your lender, you may be asked for other information.

Q: Who pays land transfer tax buyer or seller?

A: In Ontario it is the buyer that pays the land transfer tax on the property.

A Homeowners "dirty little secret"

There are certain things that homeowners love to talk about and sewer back-up isn't one of them. Yet as spring showers pour, unsuspecting homeowners all over Canada will experience this often-ignored problem. This time of year ushers in an increased number of sewer back-up related insurance claims, making water-related damage one of the most common homeowner claims in Canada.

The number of sewer back-ups and accompanying floods increases with the frequency of significant rainstorms. Being proactive to avoid a back-up can save homeowners not only thousands of dollars but a great deal of stress and aggravation.

Here are four simple tips to help reduce the headaches related to sewer back-up in your home:

- Check your insurance policy: Damages from sewer back-ups are not covered by most standard home insurance policies, but can be added to your home insurance coverage for a nominal charge.

When you consider the amount of money many families are putting into their finished basements, the added cost is worth the peace of mind.

- Install a backwater valve: These tools close automatically if the sewer backs-up and can prevent thousands of dollars in damage. The installation costs can be quite reasonable when you consider the aggravation involved in having your basement cleaned and repaired. Some cities (including Toronto) even have subsidy programs for the installation of backwater valves and sump pumps. But make sure you check with your municipality before moving ahead with an installation, as some areas do not allow backwater valves due to the strain they put on the infrastructure.

- Watch what you pour: Dumping fats, oils or grease in the drain can cause blockage in your pipes

- Garden carefully: If planting trees on your property, find out from the municipality where your sewer lines are and plant away from the area. Tree roots are known to crack pipes.

More information is available from your insurance broker.

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Newcastle Home Decor



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on the market, local events,
and more.

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twitter



Twitter: @MasoodVat

Free Workshops

Home Seller 1st Tuesday of the Month
Condo Seller 1st Tuesday of the Month
Investor 3rd Tuesday of the Month
Home Buyer 3rd Tuesday of the Month

To register:

Call: **905.448.2921** or

Email: Workshop@RealEstateInDurham.com

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\$252,000 + \$299,900

- Historic waterfront community of Bond Head, Newcastle
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- A short walk to the lake, marina and river
- Minutes from Village of Newcastle shopping district
- Choose your own builder and design
- Lots sizes 1.04 acre or 1.34 acre

Charming Family Home



\$275,000

- 5 bedrooms
- Large private lot
- Remodeled kitchen
- Fin bsmt with rec room and playroom
- Double car garage
- Driveway for 6 cars

Vacant Land



\$175,000

- Investment Property
- 2.3 Acres in the village of Newcastle
- Can be developed for Multi-residential



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Broker - Team Leader

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Vatandoust
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Sales Representative

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Staging Specialist

Chris Sissons
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