



On the House

www.RealEstateInDurham.com



This Month's Featured Listings

March 2011

2 Acre Waterfront



- One of a kind
- 4 bedrooms
- 4 bathrooms
- Breathtaking view of Lake Ontario

\$1,450,000

Home and Business



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

\$599,000

Average Home Prices Up

Toronto Real estate board reported 653 homes sold in Durham Region in February compared to the record 819 homes sold in February 2010. The average price of home in Durham Region for the same period was up by 5.31% compared to last February. The overall Greater Toronto home sales followed a similar pattern. In the GTA 6,266 transactions were reported through the TorontoMLS® system in February 2011. This result was 14% lower than the record sales reported in February 2010. While not representing a record, February 2011 sales were 50% higher than the number reported in February 2009 during the recession and slightly higher than the average February sales over the previous ten years.

The average selling price for February 2011 sales in Durham was \$301,855, representing an increase of 5.3% compared to the average of \$289,194 reported in February 2010.

"The average selling price is expected to grow at a moderate pace in 2011. Growth rates in the three to five per cent range will be sustainable from an affordability perspective," said Jason Mercer, TREB's Senior Manager of Market Analysis.

"Continued improvement in the GTA economy, including growth in jobs and incomes and a declining unemployment rate, has kept the demand for ownership housing strong," said Toronto Real Estate Board (TREB) President Bill Johnston.

"Market conditions remain quite tight in the GTA. There is enough competition between home buyers to promote continued price growth," said Jason Mercer, TREB's Senior Manager of Market Analysis.

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

www.realestateindurham.com/eNewsletter



Masood



River Runs Through It



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

\$450,000

Bring in the Inlaws



- 257 ft deep lot
- Main floor In-law suite
- Finished basement with separate entrance
- Heated garage and workshop

\$449,000

Magnificent Lake Views



- Walk to park and lake
- Dream kitchen
- Great room with 2-storey ceilings
- Formal living room & dining room
- 4 Bedrooms
- 4 Bathrooms

\$439,000

Stunning Waterfront Condos



- Unobstructed view of Lake Ontario
- 2 bedroom
- Hardwood and ceramic floors
- 2 french door walk-outs to 550 sq/ft terrace

\$269,750

The
Vatandoust
Team

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A Path to First Impressions

While you may enter your home from a side door or through the garage, most new visitors enter through the front entrance. The walkway to the main entrance sets the tone for visitor's first impressions. If the walkway is deteriorating and in need of repairs it might be time to replace it.

One of the most versatile and customizable options are interlocking concrete pavers. Made with high strength, durable concrete, each unit locks together to form a surface that is visually attractive and withstands the elements.

When planning a walkway project with interlocking concrete pavers, one of the first decisions involves choosing a style that suits your house style and your personal tastes. There is a wide array of colours, shapes, sizes and textures that can satisfy both needs.

Why concrete pavers?

- They don't crack. Each interlocking paver unit has joints that allow for a small amount of movement without cracking.
- Easy to repair. You can remove and reinstate the same pavers with no ugly patches after repairs to the base or underground utilities.
- They present no problems with snow removal. With pavers, you can plow, shovel or use a snow blower.
- They come in many shapes, colours and textures.

Some homeowners install smaller walkways themselves. Larger projects typically require hiring a trained contractor. The Interlocking Concrete Pavement Institute web site at www.icpi.org can provide further information on these topics.

Drainerboard sinks

- European flair and Practicality

It's a well known fact that many fashion trends originate in Europe and make their way over here about a year or two after their European debut. When it comes to investing in your kitchen renovation, staying ahead of the trends is a good idea as it will maximize the longevity of your design and material selections. While the danger is that these trends may come and go fairly quickly, there are some that just make sense in a practical way or that offer a new solution to an ongoing problem. And it's these new products and materials that are worth your investment.

One such product is the kitchen sink with integrated drainerboard. These sinks, long popular in Europe, feature various bowl options - from the traditional two-bowl sink configuration to large or small single bowls to large bowls combined with smaller prep bowls. But what they have in common is that they also have a drainerboard extension that is part of the actual sink. This is a flat, sometime ridged, section of the sink that extends from the bowl onto the countertop surface, sitting on top of the counter. It has many uses.

Like the name, the drainerboard part of the sink can be used to drain dishes. Place glasses on the drainerboard when wet and the water will slowly drain down the slanted surface of the drainerboard into the sink. Defrosting meats or other foods on the surface of the drainerboard is another popular use. The drainerboard also provides a hygienic surface to place foods instead of on the countertop.

The growing popularity of the European drainerboard sink is apparent with the many new models now available. German sink manufacturer Blanco, offers the widest range of options and while you may pay a little more for their premium models, it may make sense to consider the drainerboard sink as a focal point of your kitchen.

"Drainerboard sinks are not only functional, they are highly stylish and will be noticed in your kitchen," says Alexandra Marshall, director of marketing for Blanco Canada. "Blanco offers many attractive designs in Europe and this year we're significantly expanding our selection in Canada as this trend heats up," she adds.

New drainerboard sinks from Blanco are available in both premium stainless steel and in Silgranit, a durable granite composite material that comes in seven natural colours. Silgranit is a scratch-proof material and that makes it a wise choice for a drainerboard model. "Unlike a stainless steel sink, you can use the drainerboard surface on a Silgranit sink as a chopping or slicing surface and it won't scratch," says Ms. Marshall. "So your sink looks new for the long-term and that's important when so much of it is displayed on the countertop."

The designs and styles are ever expanding as this trend takes off in 2010. You can see a wide range of stainless steel and Silgranit models online at www.blancocanada.com.



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Investor 3rd Tues. of the Month
Home Buyer 3rd Tues. of the Month

To register: Call: **905.448.2921** or
Email: Workshop@RealEstateInDurham.com

Current Local Real Estate Statistics



Sales & Prices

Average prices up in February

Toronto Real estate board reported 653 homes sold in Durham Region in February compared to the record 819 homes sold in February 2010. The average price of a home in Durham Region for the same period was up by 5.31% compared to last February.

Testimonials

"Everyone on the team was very helpful, knowledgeable and informative. Very impressed."

Jennifer & Kevin

"We can't say enough about our experience. We have already been talking to people about you."

Dianne & Rick

"Lots of attention!"

Joan

"The team was very helpful and professional and friendly."

Danielle & Derek

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

Answers: www.RealEstateInDurham.com

February 2011 Market Activity

	No. of Homes For Sale	New Listings This Month	No. of Homes Sold	Average Price	Average Days on Market
WHITBY	227	209	105	\$309,500	23
OSHAWA	507	364	170	\$241,319	32
COURTICE/BOWMANVILLE	219	161	87	\$262,615	29
NEWCASTLE & AREA	93	43	13	\$280,838	65
SCUGOG	116	48	16	\$349,563	36

Mortgage Rates

as of Mar 8th, 2011

1 year: 2.65%

3 year: 3.40%

5 year: 3.89%

ARM (adjustable-rate mortgage): 2.30%

If your mortgage is coming up for renewal or you need a new mortgage call Masood @905.448.2921 for the lowest mortgage rates.

You Asked...

Q: Why are in-home molds a concern?

A: Damage to materials is one concern. Materials get stained or discoloured, and over time they are ruined. Moldy paper and cardboard disintegrate over time. Fabrics are damaged. Continued mold growth can be indicative of moisture conditions favourable for growth of fungi that cause wood rot and structural damage.

When molds are growing inside the home, there may be health concerns. Molds release chemicals and spores.

Health experts indicate that, depending on the type of mold present in a home, the amount and degree of exposure, and the health condition of the occupant, the health effects of mold can range from being insignificant to causing allergic reactions and illness.

Pregnant women, infants, the elderly and those with health problems, such as respiratory disease or a weakened immune system, are more at risk when exposed to mold. Consult your family physician if you believe there is someone who may be at risk.

Q: What is Senior Homeowners' Property Tax Grant?

A: The Ontario Senior Homeowners' Property Tax Grant (OSHPTG) is an annual amount provided to help offset property taxes for seniors with low- to middle-incomes who own their own homes. The maximum grant in 2010 and subsequent years is \$500. The maximum grant for 2009 is \$250.

The Canada Revenue Agency administers the grant on behalf of Ontario through the personal income tax system.

For additional information, refer to the Senior Homeowner's Property Tax Grant Information Bulletin or contact the Ministry of Revenue: 1.866.668.8297

Start the spring season with an Energy Efficient Reno

Every spring, green is what we start noticing on the landscape outside our homes. But it's also what we can see inside the house, reducing its energy consumption and increasing its energy efficiency. After a long winter of high energy bills, this spring there is an opportunity to increase the energy efficiency right in your own home. A simple project, like reinsulating your attic, can help you save up to 28 per cent* on your monthly heating and cooling bills and reduce up to a half ton** of greenhouse gas emissions every year, year after year.

Attics are the primary source of energy inefficiency in a home. Since over 7 million attics in Canada are underinsulated, there is an opportunity to reduce energy consumption across the country. Reinsulating your attic is a great way to reduce the energy consumption in your home while helping to make the small changes that impact the bigger environmental picture.

Here is how you can start your energy efficient reno today:

- Measure the amount of existing insulation in your attic. Make

sure it meets the recommended standard of R-50.

- Top up existing insulation by installing up to 15 inches of fiberglass batt insulation or up to 18 1/2 inches of blown insulation to R-50.

Reinsulating your attic will help reduce energy consumption.



*Savings vary depending on the original amount of insulation in your home, climate, house size, air leaks and personal energy use and living habits. **Based on an average attic size of 1700 SF with existing R19 insulation, averaged over seven cities in Canada.

If you are interested in any of our featured homes, please call Masood today!

Premium Ravine Lot



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

\$380,000

Rural Family Home



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

\$275,000

Lakefront Home & Cottage



- Waterfront home
- Breathtaking view
- 3 bedrooms
- Main floor Master
- Ultra modern Kitchen

\$399,000

Beautiful Lake View Condo



- View of Lake Ontario
- Hardwood & ceramic floors
- Breakfast bar & granite counters
- A walk away from the beach

\$189,900

Vacant Land



From \$119,000 ~ \$250,000

- Build Your Dream Home - Select Your Vacant Land
- Acre country lot with a drilled well
- Acres in the Village of Newcastle
- Lakefront lot
- Estate Lots in a Highly Desirable Location. Close to Lake



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Broker - Team Leader



Helen Vatandoust
Sales Representative



Andrea Wheeland
Sales Representative



Heather West
Marketing Manager



Tara Savelle
Staging Specialist



Chris Sissons
Technical Support & Web Advisor

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