



On the House
www.RealEstateInDurham.com



This Month's Feature Listings

February 2009

Executive Home - A Rare Gem!



- A combination of privacy and luxury
- Exclusive neighbourhood backing to Bowmanville Creek
- Finished basement with walkout
- 4+1 bedrooms. 4 fireplaces

\$579,000

Great Business Opportunity



- Turnkey licensed kennel operation
- Can accommodate 42+ dogs and 10+ cats
- Room for expansion & greater income
- 3 + 1 bedroom log home with inground pool. Basement with separate entrance

\$575,000

10 Acres with Creek



- Breath taking setting with year-round creek
- 3+3 bedroom bungalow
- Finished walk-out basement
- 2nd kitchen and separate entrance

\$499,000

Magnificent Lake View



- Dream kitchen with center island and walk-in pantry
- Open-concept living room with two-story ceiling
- Two of the bedrooms offer full ensuite bathrooms
- Across the road from lake and park

\$425,000

Bungalow by the Lake



- Open concept great room
- Kitchen with cathedral ceilings
- Stunning finished basement
- Access to Indoor pool, gym, tennis court
- Steps to nature walks, lake and parks

\$325,000

Bungalow In Quiet Neighbourhood



- Immaculate 3+1 bedroom home
- Dream eat-in kitchen with ceramic tiling
- Master bedroom with 4 pc ensuite
- Finished basement with den, office and kitchen

\$349,000

Change is not always a bad thing

Welcome to February's edition of 'On The House'. As I am sure you have heard, over and over again, THE MARKET HAS CHANGED.

Well... frankly, I am tired of hearing all the Doom and Gloom. As they say "there are always 2 sides to the coin". Unless you are thinking of selling your home and going to a retirement home or going to live at the cottage (In other words getting out of the real estate market) all is well and I can assure you that the sky is not falling. Lets take a couple of scenarios:

1st time buyers: There is tremendous choice of homes out there, the interest rates are low and there are a lot of motivated sellers. What else do you need?

Moving up: If the price of your home has gone down so has the price of the home you are buying. If you think of it as a percentage you are actually paying a lot less for the bigger home that you are buying in comparison to what you would lose on your existing home.

Investors: The price of homes in Durham region have dropped by 2 to 5% depending on the area. This is on your initial investment not the price of the home (If you did a good job your initial investment was probably \$0.00). Have you checked the statements from your financial advisor recently????

For these reasons I have started a Blog www.RealEstateInDurham.Com/Blog and are conducting a series of Webinars www.RealEstateInDurham.Com/Webinar to help our clients realize that it is not all Doom and Gloom.



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Staging 101



Ask The Stager

People often ask me what exactly is home staging and why a person should stage their home, especially if they're selling. After all, why pay for something the next owners will enjoy?

Home staging is the art of showcasing your home in its very best light, appealing to the largest selection of buyers while obtaining the best possible price in the shortest timeframe.

In today's market, any advantage your home has over the competition to make it stand out and easier to remember amidst the sea of homes for sale, increases its "saleability". Studies have proven that staged homes sell for as much as 6% more than comparable un-staged homes.

When homeowners think of selling their home, most people think all they need to do is clean and organize their household. While these excellent habits must be maintained, there is more that can be done to enhance your home's marketability.

De-cluttering, re-organizing a room by changing furniture arrangement, making décor adjustments and lighting enhancements, removing personal items and updating tired features are some methods our staging professionals use in order to create the showplace your home deserves to be. Using these methods along with lifestyle selling techniques is truly the cornerstone in selling your home quickly.

If you need any assistance with staging any part of your home or have any questions, please call our home staging expert Tara Savelle at 905-448-2921.

Tara Savelle, Staging Designer - Home on Display
www.HomeOnDisplay.ca

The Vatandoust Team
congratulates:
Shelly McGuey

January's Newsletter Winner
of a fabulous ski pass.



WIN a MP3 Player

Enter The Vatandoust Team
Contest for a chance to win
fabulous MP3 Player
valued at \$140⁰⁰

Submissions must be made by midnight
March 3, 2009. Draw date: March 4, 2009

To enter go to: www.RealEstateInDurham.com/contest



TIP of the Month

Choosing the right ice melter this Winter

Most of us turn to ice melting products to keep our walkways and driveways clear. While these melters aid in the prevention of snow and ice build up, some can cause harm to your lawn, your property, or even worse, to your loved ones. It is important to understand the risks associated with certain common ice melters so you can make an informed decision about which to purchase this winter.

Numerous ice melters contain high concentrations of sodium chloride, a chemical often referred to as rock salt. Rock salt is commonly used because of its availability in large quantities and relatively lower price. However, there can be costly trade-offs to using these types of high concentrated ice melts.

When rock salt is used on a driveway or walkway to melt snow or ice, some of that salt ends up in the surrounding soil through runoff. Each time the product is applied; the amounts of salt present in the surrounding soil increase and can have damaging effects on plant life. Essentially plants become dehydrated from the rising levels of salt, and may eventually die, leaving discoloured areas or dead spots along your walkways and/or driveways. This can be frustrating and sometimes expensive to repair.

Rock salt is also highly corrosive to metals, increasing the likelihood of rust developing on cars or other structures around your home. Not only can it be damaging to plant life and metals, rock salt can be extremely destructive to concrete. It increases the freeze and thaw cycle of concrete, which can then lead to cracking and erosion—even if the concrete has cured for over a year.

Calcium chloride is another chemical frequently used to melt snow and ice. While it may be very effective at this task, it can cause severe skin burns on pets and people who come in contact with it. Additionally, calcium chloride can be very slippery when wet, so users should be aware of potential injuries that may result from slips and falls.

When searching for an ice melter this winter, make sure to read the product's label so you don't end up sacrificing effectiveness for safety.

Current Local Real Estate Statistics



Sales & Prices

2,670 Sales in January 2009

2670 Sales were reported in January 2009 in the GTA. Of these sales 1,584 were in the '905' area down from 2,947 in January 2008. The average MLS Selling price dipped to \$364,415 from \$404,202 in the City of Toronto. In the 905 area the average price was \$328,935 down from \$352,965 last year. Buyers have experienced more choice in the existing home marketplace resulting in lower selling prices.

Testimonials

"When clients meet you all, you don't have competition." - Maria & Larry

"Everyone was friendly and helpful." - Rosie & Robert

"Keep up the good work and continue to show the personal touch you showed us." - Cherie

"Very professional, trustworthy, honest." - Mattie

"Very thorough explaining process. Always prompt responses to any queries. Good advice." - Graham

"You were always available, very knowledgeable and understood our needs." - Margit & Paul

Save at Newcastle Home Decor! 10% Discount on all Paints & Sundries

Simply send an email to newsletter@RealEstateInDurham.com with "coupon" in the subject line, and you'll receive a link to your discount coupon



Newcastle Home Decor

Sudoku

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

Answers: www.RealEstateInDurham.com

January 2009 Market Activity

	No. of Homes For Sale	New Listings This Month	No. of Homes Sold	Median Price	Average Days on Market
WHITBY	327	197	68	\$254,000	49
OSHAWA	604	350	80	\$182,500	53
COURTICE/BOWMANVILLE	368	216	59	\$229,900	42
NEWCASTLE & AREA	106	58	8	\$243,500	52
SCUGOG	170	67	12	\$259,000	68

Mortgage Rates

as of Feb. 5th, 2009

1 year:	4.0 %	<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:	4.75%	
3 year:	4.75%	
5 year:	4.49%	

You Asked...

I am moving, where do I start?

Whether you are buying or selling moving is the inevitable result and can be an exciting, as well as, overwhelming experience. There is a lot to remember when planning your move, but with some organization your experience can be a lot less stressful.

A Few Weeks Prior to Moving

- Arrange your moving day well in advance. When booking a truck or hiring a moving company it's often worth comparing several estimates.
- Re-direct your essential services to your new home; arrange to have services such as gas, electricity, and cable TV to be connected on the day the sale closes.
- At your current home, arrange to have your gas, water, electricity meters read on the day you leave; have the bills forwarded.
- Update your contact information. Provide a forwarding address for schools and services such as banks and insurance companies
- Also, don't forget to make arrangements for pet or baby sitters for the day of the move.

Days Prior to Moving

- Gather all important personal, medical and insurance documents, keep them separate from other moving items
- Pack valuables and any personal items that you will require in the interim of your house being unpacked.
- Make sure to pack and label items by a theme, such as kitchen or bathroom, so you can easily get organized when unpacking

Day of the Move

- If using a moving company make a list of all items to be moved. Compare it to the movers to make sure you agree on contents to be delivered
- Check all shelves, closets, cupboards for any items that may have been left

After the Move

- Arrange change of address for drivers license, health card etc.
- Register your car at your new address with your insurance company.
- Check open and closing hours of stores in your new neighborhood.

Selling your home in Winter

What makes selling a home more stressful? Selling it in the middle of winter.

The lawn is brown, the weather is usually bad and, unlike the longer days of summer, you have less time to show it off during daylight hours.

But not everyone has the luxury of waiting until the traditional spring or summer home buying season to plant that 'for sale' sign, and while it's true that in most areas you'll probably have fewer

buyers during the winter, you will have less competition from other sellers.

That makes staging - the concept of showing your house at its best - even more important.

Be prepared to put a little effort into it. It's more difficult to make something look really appealing this time of year, but if you do it right, you can really make your house stand out.

iWebinars Free.. Live.. On-line Seminars



- Can Real Estate investment help your child's education?
- How has the economy effected the price of your home?
- Are you buying your first home?
- Selling your home?... what you need to know

Find answers to these questions and more. Visit: www.RealEstateInDurham.Com/Seminar for more information or to register,

The Vatandoust Team invites you to a Complimentary Public Skating Session

March 18, 2009 ~ 10 am to 12 noon
Newcastle Arena

To reserve your tickets please email:
linda@RealEstateInDurham.com
or call 905.448.2921

Children 12 yrs and under must be accompanied by an adult



Executive Home



- Sunken family room with fireplace **\$325,000**
- Formal living and dining room
- Large eat-in kitchen with walk-out to private yard
- 4 large bedrooms,
- Master bdrm has separate sitting room and 4-pc ensuite

Two Family Home



- 3+1 bdrm, 2 storey home in Orono **\$299,000**
- Open-concept main floor
- 2nd flr Self contained apartment w/sunroom
- Finished basement with den and rec room
- On large treed lot with Pool

Modern Raised Bungalow



- Immaculate tastefully decorated 2 + 1 Bdrm **\$285,000**
- Large master bedroom with ensuite
- Custom bsmnt with Wet bar, gas f/p, Rec rm, bdrm and bathroom
- Double garage

Condo by the Lake



- Walkout to balcony **\$175,000**
- Kitchen with breakfast bar
- Open concept living room/dining room
- 2-Bedrooms
- Membership to Club house fitness centre & indoor pool

Cottage without the Hassle



- Lakefront condominium **\$259,000**
- Gorgeous view of the lake from balcony
- Walk to marina, tennis courts, restaurant and more

Vacant Land



- 2.3 Acres in the village of Newcastle **\$175,000**
- Can be developed for multi-residential



Masood Vatandoust
Broker - Team Leader



Helen Vatandoust
Sales Representative



Erin Robertson
Sales Representative



Doreen Hamilton
Sales Representative



Linda Baker
Client Care Manager



Tara Saville
Staging Specialist



Chris Bissons
Technical Support
& Web Advisor



Jessica McGeough
Administrator

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