

THE

REAL ESTATE NEWS AND VIEWS IN LONDON

HOMEPAGE



FALL 2012

Distributed to over 1000 households!

Joyce Byrne's Real Estate Team

Sutton Group Preferred Realty Inc., Brokerage
Independently owned and operated

"Moving You Into Your Future"

When considering buying or selling real estate be sure you receive the professional, full time service you deserve. Here's our resumé. We invite you to compare, then call us.



Canada's Largest Real Estate Web Site!

www.homesforsaleinlondon.com

519-471-8888 • joyce@homesforsaleinlondon.com

Resumé

- One of London's Top Five Teams
- Relocation Specialists
- Real Estate Management Experience[†]
- University and College Graduates
- Over 83 homes sold in 2011*
- Staging Consultation and Home Inspection Services Available
- 50 Years Combined Experience
- Provincial Broker & Sales Licences

[†]Formerly Canada Trust Realty

*London Board Average was only 8





MARKET REPORT FOR AUGUST 2012

Market Activity	584 detached homes and 139 condos exchanged hands in August 2012, for a total of 723 transactions.																													
Type of Market	Balanced																													
Listings	Active detached home listings end of period were down 8.5%. Active condo listings end of period were down 3.4%																													
Average Price August 2012 (Compared to July 2012)	<table border="1"> <tr> <td>Total Residential (Detached & Condo)</td> <td>\$229,052 down 6.9% (\$246,055)</td> </tr> <tr> <td>All detached homes in LSTAR's jurisdiction</td> <td>\$242,042 down 7.0% (\$260,172)</td> </tr> <tr> <td>All condos in LSTAR's jurisdiction</td> <td>\$174,475 down 1.2% (\$176,594)</td> </tr> <tr> <td>All two-stories in LSTAR's jurisdiction</td> <td>\$319,809 down 2.0% (\$326,489)</td> </tr> <tr> <td>All bungalows in LSTAR's jurisdiction</td> <td>\$192,445 down 5.0% (\$202,527)</td> </tr> <tr> <td>All ranches in LSTAR's jurisdiction</td> <td>\$276,900 down 8.1% (\$301,332)</td> </tr> <tr> <td>All townhouse condos in LSTAR's jurisdiction</td> <td>\$164,728 up 4.3% (\$157,998)</td> </tr> </table>		Total Residential (Detached & Condo)	\$229,052 down 6.9% (\$246,055)	All detached homes in LSTAR's jurisdiction	\$242,042 down 7.0% (\$260,172)	All condos in LSTAR's jurisdiction	\$174,475 down 1.2% (\$176,594)	All two-stories in LSTAR's jurisdiction	\$319,809 down 2.0% (\$326,489)	All bungalows in LSTAR's jurisdiction	\$192,445 down 5.0% (\$202,527)	All ranches in LSTAR's jurisdiction	\$276,900 down 8.1% (\$301,332)	All townhouse condos in LSTAR's jurisdiction	\$164,728 up 4.3% (\$157,998)														
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Most popular in August	Two-storeys, then bungalows, then ranches, and then townhouse condos.																													
Affordability	<p>Homes in LSTAR's jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centres. According to the Canadian Real Estate Association's Major Market MLS® Statistical Survey for July 2012, the average price year-to-date for:</p> <table border="1"> <tr> <td>• Vancouver</td> <td>\$782,487</td> <td>• Edmonton</td> <td>\$335,173</td> </tr> <tr> <td>• Victoria</td> <td>\$509,473</td> <td>• Saskatoon</td> <td>\$303,783</td> </tr> <tr> <td>• Toronto</td> <td>\$471,381</td> <td>• Regina</td> <td>\$293,911</td> </tr> <tr> <td>• Calgary</td> <td>\$422,799</td> <td>• Halifax-Dartmouth</td> <td>\$255,464</td> </tr> <tr> <td>• Hamilton-Burlington</td> <td>\$335,897</td> <td>• London and</td> <td></td> </tr> <tr> <td>• Ottawa</td> <td>\$342,225</td> <td>• St. Thomas</td> <td>\$239,480</td> </tr> <tr> <td>• Kitchener-Waterloo</td> <td>\$331,663</td> <td>• CANADA</td> <td>\$356,223</td> </tr> </table>		• Vancouver	\$782,487	• Edmonton	\$335,173	• Victoria	\$509,473	• Saskatoon	\$303,783	• Toronto	\$471,381	• Regina	\$293,911	• Calgary	\$422,799	• Halifax-Dartmouth	\$255,464	• Hamilton-Burlington	\$335,897	• London and		• Ottawa	\$342,225	• St. Thomas	\$239,480	• Kitchener-Waterloo	\$331,663	• CANADA	\$356,223
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Market Factors	<p>"Traditionally the dog days of summer can be a little slow," says Barb Whitney, President of the London and St. Thomas Association of REALTORS®. "People are on vacation or they may not want to make a move so close to school starting up. In addition, it was an exceptionally hot summer and weather does factor in." She adds, "Fortunately 2012 has seen a total of 5,921 sales thus far, up 1.9% from 2011, so we're still in good shape. New listings were also down 15.8%, supporting the theory that the market grew a little sluggish in August. Inventory – the number of active listings at month end – was also down 7.6%."</p>																													



SELLERS CORNER

READY, SET, MOVE!

Most buyers agree that finding a property in “move-in-ready” condition is important to them. So, sellers, it’s time to roll up your sleeves and get to work.



Making your home move-in ready doesn’t necessarily mean doing costly kitchen and bath renovations. It does mean addressing safety issues as well as performing maintenance tasks, both minor (such as fixing leaky faucets and drawers that stick) and major (like repairing a leaky roof or basement) or having your heating/cooling system serviced. If you are leaving appliances, be sure they are in good working order. Have eaves and down spouts free of debris, label your electrical panel, repair torn screens, cracked windows and broken lights. To that end, consider having your home professionally inspected before it goes on the market. According to statistics there can be up to 100 physical problems that can come under scrutiny during a home inspection. The inspection report can serve as your to-do list, ensuring your property is all fixed up – not a fixer upper. Remember **we include a pre-inspection** in our Gold and Silver service plan!

Getting your home in move-in condition also means making sure it’s thoroughly clean and neutral in décor. Ideally, buyers want to be able to move into a property where they can apply their personal touch without having to first remove yours. In other words, your décor should be a blank canvas – so give your walls a fresh coat of paint in a neutral tone. Baths and kitchens sell houses so pay particular attention to these areas. Purge and de-clutter are the watch words in today’s Real Estate market. Of course start with the curb appeal, weeding, pruning, painting the front door, resurfacing the driveway and cleaning those sunny windows, all are worth consideration. And don’t overlook those minor details. Review your property for all minor flaws, paying attention to the smallest details. When added together, the smallest details chip away at your equity and once a buyer likes your home they may begin to look for anything that can help them erode your price. **Our complimentary home staging** will assist with this and more!!



Just as buyers want a move-in ready home, you want **TOP DOLLAR FOR YOUR PROPERTY**. So, while putting work and money into your home only to turn around and sell it might seem counterproductive, doing so will help to justify a higher asking price than you could set for your home if it required more work on behalf of its new owners.

Call me to discuss why we get **\$10,500 on average**, more for the homes we list for sale than other Realtors in the London and surrounding area!!



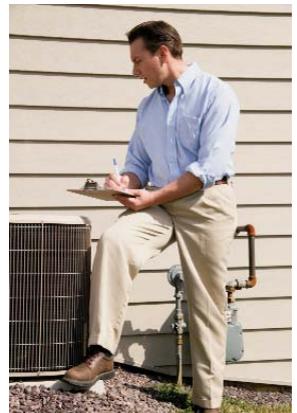


BUYERS CORNER

AFTER THE INSPECTION

You're buying a home and have had it professionally inspected; the inspectors report has revealed flaws. As the buyer, what options are available to you?

- **Buying the property as is.** In fact, this may be a condition of the sale, as stated in the purchase contract, such as when you purchase a bank sale, foreclosure or vacant property. Regardless, providing the flaws are minor this might be your best option (especially if the market favours sellers), as after you move in, you can make minor repairs in whatever way you (not the seller) see fit and when you wish.
- **Asking the seller to make repairs.** It would be great to have all problems fixed before you move in, and at the seller's expense, but keep in mind that sellers aren't incentivized (particularly if it's a seller's market) to do anything more than the quickest, cheapest repairs, and you'll have no say in how the work is done. There are a few ways you can make this option work and some protections we can put into place for you.
- **Renegotiating the terms.** If the inspection reveals flaws significant enough to affect the home's value, renegotiating the price or asking the seller to pay for repairs via a closing credit, for example, may be the way to go (especially in a buyers' market). This way, you can choose the contractors and supervise repairs instead of the seller or do it yourself if you are handy. Remember its usually the home inspection that reveals these deficiencies and they tend to be a surprise to both seller and buyer.
- **Walking away.** If the problems are too numerous, significant, complicated or expensive for you to feel comfortable in proceeding with the purchase (e.g. structural, plumbing or electrical problems), you can rescind your offer and void the contract, providing your offer included an inspection contingency.



To discuss your buying needs just call **JOYCE** at **519-471-8888** and let her put her 27 plus years of experience to work for you.





MORTGAGE RATES

Rates as of Monday, September 17th, 2012
Rates are subject to change at any time (E & O.E.)

Rate information
provided by:

Andrew Young
Mortgage Agent

Mortgage Wise
Financial

519-630-5905

Andrew.young@bemortgagewise.ca

Terms	The Bank	Our Rates
1 Year	3.10%	2.44%
2 Years	3.35%	2.64%
3 Years	4.05%	2.69%
4 Years	4.64%	2.99%
5 Years	5.24%	3.09%
7 Years	6.35%	3.79%
10 Years	6.75%	3.95%
VIRM	3.00%	2.90%
The prime rate is 3.00%		

WHAT REALTORS SAY ABOUT OUR TEAM

"I wanted to let you know how impressed I am with the service that you provided my client, Sandra....both during the process including the conditional period and after the sale. She's been keeping me posted all along the way. I know she too is very happy with the extent of service you have provided her with.

I'll for sure not hesitate to refer any other potential clients I might have for the London area to you."

Thanks so much again.

Mary E. Carrier, Broker
Re/Max Ultimate Realty Inc., Brokerage
Toronto, ON

CONGRATULATIONS & THANK YOU CORNER

Holly and Sean Hurley on the birth of their baby.

Paula D'Orazio - Ingersoll - for her referral of Shane and Sheila Moodie

Ruth and Mike Wilds - for their referral of Diane and John Wilds

Brent and Nancy Woodcock - for their referral of Leonore Woodcock

Gift Kamana - for his referral of Didas Ngarambe

Nikki and Mario Bertoia - for their referral of Toyanne Lauriston

Ian Guerra - Peak Real Estate - Kitchener - for his referral of Charlene McNeil

Josie Gallitrico - Sutton Group Quantum Realty - Oakville - for her referral of Joe Geerts

Mary Carrier - Re/Max Ultimate Realty Inc., Toronto - for her referral of Sandra Smith.

Barb Biernaski - for referring her Brother Dale Brown

Simon Esposito - for referring his brother Ben Esposito

John Forrester - for referring Craig Simon

Shane and Sheila Moodie - for their referral of Ioan Curca

Sandra Smith - Toronto - for referring Sergio Ferazzutti

Mohammad Fahed - Royal Lepage State Realty - Hamilton - for referring Ala'a Al-Sharif

Stephen Pointer - Sutton Group Summit Realty - Mississauga - for referring Brent and Amma Wakefield

Rob Carriero for his referral of Lucy Cabral

Julie Pickard - Uxbridge - for her referral of Elizabeth and David Gracey

LAUGH TRACKS



Steven Wright is the dry comedian who once said: "I'd kill for a Nobel Peace Prize". Here are some of his gems:

- Borrow money from pessimists – they don't expect it back.
- 42.7% of all statistics are made up on the spot.
- If you want the rainbow, you gotta put up with the rain.
- The early bird may get the worm, but the second mouse gets the cheese.
- Okay, so what's the speed of dark?
- If everything seems to be going well, you have obviously overlooked something.
- When everything is coming your way, you're in the wrong lane.
- If hard work pays off in the future does laziness pay off now?
- I intend to live forever, so far, so good.
- What happens if you get scared half to death twice?
- Why do psychics have to ask you for your name?
- Experience is something you don't get until just after you need it.
- To steal ideas from one person is plagiarism; to steal from many is research.

- The sooner you fall behind, the more time you'll have to catch up.
- Everyone has a photographic memory, some just don't have film.



WHEN YOU LIST YOUR HOME WITH JOYCE BYRNE'S REAL ESTATE TEAM YOU WILL RECEIVE A COMPLIMENTARY PROFESSIONAL STAGING CONSULTATION!

Find out more
See the Yellow Pages of Real Estate
www.homesforsaleinlondon.com



FEATURE HOMES



JUST LISTED! "ST THOMAS" \$199,900

Circa 1900's. Historical features retained including natural wood work, slate roof and stained glass! 4 bedrooms plus loft, and suite in lower level. Double garage and perennial filled yard.



NEW PRICE! "INGERSOLL" \$239,900

Ultra quiet cul de sac, steps to trails and naturalized park. No neighbours behind. Fabulous backyard with oversized deck, patio, waterfall and pond. Designed for family with teens.



BIG HOUSE — SMALL PRICE! "CARLING VILLAGE" \$284,900

Steps to park, playground, community centre, city bus, grocery store and shops. Better than new. Summer sundeck and pool. 4 bedrooms and office on 2nd floor, plus 3.5 baths. Flexible possession too!

For more info on these homes and others, go to our website under "Homes for Sale" at www.homesforsaleinlondon.com
It's Canada's Largest Real Estate Site

Stephanie Irvine Designs. Stager/Decorator/Designer

Stephanie meets with the sellers of Joyce Byrne's Real Estate Team to perform a complimentary staging consultation to advise them on how they can showcase their homes to their fullest advantage before they actually go on the market. Stephanie also provides a Complimentary Decorating Consultation once our buyers have purchased their new home through our Team.

Stephanie is more than a Home Stager, she's a professional Interior Designer and Decorator. Stephanie received her diploma in Design from Fanshawe College.



Stephanie Irvine