

THE

REAL ESTATE NEWS AND VIEWS IN LONDON

HOMEPAGE



Have a Happy Thanksgiving FALL 2011

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 100 Homes Sold Yearly*
- Staging Consultation and Home Inspection Services Available
- 45 Years Combined Experience
- Provincial Broker & Sales Licences

†Formerly Canada Trust Realty

*London Board Average was only 6





MARKET REPORT FOR AUGUST 2011

Market Activity	620 detached homes and 143 condos exchanged hands in August 2011, for a total of 763 transactions.														
Type of Market	Balanced														
Listings	Active detached home listings end of period were up 9.3%. Active condo listings end of period were up 12.1%.														
Average Price for August 2011 (Compared to July 2011)	<table border="1"> <tr> <td>Total Residential (Detached & Condo)</td> <td>\$227,403 up 2.7% (\$221,460)</td> </tr> <tr> <td>All detached homes in LSTAR's jurisdiction</td> <td>\$237,285 up 1.2% (\$234,571)</td> </tr> <tr> <td>All condos in LSTAR's jurisdiction</td> <td>\$184,556 up 7.4% (\$171,806)</td> </tr> <tr> <td>All two-stories in LSTAR's jurisdiction</td> <td>\$307,161 up 2.5% (\$299,791)</td> </tr> <tr> <td>All bungalows in LSTAR's jurisdiction</td> <td>\$181,609 up .7% (\$180,359)</td> </tr> <tr> <td>All ranches in LSTAR's jurisdiction</td> <td>\$272,822 down 5.15% (\$287,628)</td> </tr> <tr> <td>All townhouse condos in LSTAR's jurisdiction</td> <td>\$163,893 up 7.3 % (\$152,791)</td> </tr> </table>	Total Residential (Detached & Condo)	\$227,403 up 2.7% (\$221,460)	All detached homes in LSTAR's jurisdiction	\$237,285 up 1.2% (\$234,571)	All condos in LSTAR's jurisdiction	\$184,556 up 7.4% (\$171,806)	All two-stories in LSTAR's jurisdiction	\$307,161 up 2.5% (\$299,791)	All bungalows in LSTAR's jurisdiction	\$181,609 up .7% (\$180,359)	All ranches in LSTAR's jurisdiction	\$272,822 down 5.15% (\$287,628)	All townhouse condos in LSTAR's jurisdiction	\$163,893 up 7.3 % (\$152,791)
Total Residential (Detached & Condo)	\$227,403 up 2.7% (\$221,460)														
All detached homes in LSTAR's jurisdiction	\$237,285 up 1.2% (\$234,571)														
All condos in LSTAR's jurisdiction	\$184,556 up 7.4% (\$171,806)														
All two-stories in LSTAR's jurisdiction	\$307,161 up 2.5% (\$299,791)														
All bungalows in LSTAR's jurisdiction	\$181,609 up .7% (\$180,359)														
All ranches in LSTAR's jurisdiction	\$272,822 down 5.15% (\$287,628)														
All townhouse condos in LSTAR's jurisdiction	\$163,893 up 7.3 % (\$152,791)														
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 2011, the average price year-to-date for:</p> <table border="0"> <tr> <td>• Vancouver -- \$756,750</td> <td>• Kitchener-Waterloo -- \$319,678</td> </tr> <tr> <td>• Toronto -- \$459,122</td> <td>• Regina -- \$294,987</td> </tr> <tr> <td>• Victoria -- \$457,483</td> <td>• Saskatoon -- \$303,912</td> </tr> <tr> <td>• Calgary -- \$415,608</td> <td>• St. Catharines -- \$268,706</td> </tr> <tr> <td>• Hamilton-Burlington-- \$352,361</td> <td>• Halifax-Dartmouth -- \$257,207</td> </tr> <tr> <td>• Edmonton -- \$339,474</td> <td>• Newfoundland & Labrador -- \$243,988</td> </tr> <tr> <td>• Ottawa -- \$336,194</td> <td></td> </tr> </table>	• Vancouver -- \$756,750	• Kitchener-Waterloo -- \$319,678	• Toronto -- \$459,122	• Regina -- \$294,987	• Victoria -- \$457,483	• Saskatoon -- \$303,912	• Calgary -- \$415,608	• St. Catharines -- \$268,706	• Hamilton-Burlington-- \$352,361	• Halifax-Dartmouth -- \$257,207	• Edmonton -- \$339,474	• Newfoundland & Labrador -- \$243,988	• Ottawa -- \$336,194	
• Vancouver -- \$756,750	• Kitchener-Waterloo -- \$319,678														
• Toronto -- \$459,122	• Regina -- \$294,987														
• Victoria -- \$457,483	• Saskatoon -- \$303,912														
• Calgary -- \$415,608	• St. Catharines -- \$268,706														
• Hamilton-Burlington-- \$352,361	• Halifax-Dartmouth -- \$257,207														
• Edmonton -- \$339,474	• Newfoundland & Labrador -- \$243,988														
• Ottawa -- \$336,194															
Market Factors	<p>"With today's numbers figured in, the average number of homes sold in August over the past decade is 753," says Jack Lane, President of the London and St. Thomas Association of REALTORS®, "and that calculation factors in our peak years of 2005, 2006 and 2007. In other words, as far as August goes, we're more than on par."</p>														



SELLERS CORNER

NEW PRODUCTS FOR YOUR HOME!

Kitchen Backsplash Magic

Wow, wait till you see these cool peel and stick (yes that's right peel and stick) metal wall tiles! They have the luxurious look of metal and range from classic to contemporary in style. There are at least 4 colour choices, brushed copper, stainless, bronze and champagne. (I love anything that sounds like alcohol!) Plus they come in short or long grain patterns. These tiles are affordable and versatile. Why not use on your toe kick (under counters), inside a cabinet, as a chair rail, frame a mirror or bring new life to a table! Best of all it's easy – just peel (3" x 6") and stick –no grout, glue or spacers. Saves time and the tools are minimal (ruler, marker and utility knife). And these tiles are recyclable!



Where to buy: My favourite hardware store – Home Hardware.

Call me and let me know if you find these tiles elsewhere and if you have tried them.

Painting Furniture

Everyone who has met me knows I am a paint fanatic. I always say before you give up on anything paint it!! I have painted pieces of furniture, lamp shades, frames, plastic lawn furniture, garbage pails, blinds, ceramic pots, xmas decorations, counter tops, kitchen cabinets and yes I did paint the flowers on my recycled wedding cake!



So my hero, Beauti-Tone, has come up with an eco friendly, bio-based cabinet and furniture paint. Whether you're painting wood, melamine, MDF or plastic this paint adheres to it with no primer required! Yippee! Of course if it is new wood – use a primer. This paint flows so brush and roller marks disappear. It's a pearl like finish and best of all its stain resistant and scrubproof. **Oh yeah....I have not tried it on any wedding cakes yet!**

New Paint Colours

I found a few recently I liked from Beauti-Tone – Ginger Crunch, Sand in my Shoes, White Pointer and for the daring – Shiraz. Go to the Home Hardware website and drag and drop over 3500 colours onto images large and small to get a feel for how these colours will look in your home. There is even an online scrapbook to store all your favourites, or upload photos, jot down ideas, etc. **No, Home Hardware does not pay me...hmmm maybe I should call them!**



Fall Maintenance Tip

I think everyone I meet is fairly aware of preparing their heating systems, fireplaces, water heaters and wood burning stoves for winter. And almost everyone tests smoke and carbon monoxide detectors. Pools, sprinkler systems and outside faucets are another yearly task that seems to get done. The main items we find neglected on many of the homes we inspect or show, are gutters, downspouts, roofs, exterior walls, chimneys, windows and the like. **It has been said that 80% of homeowners never walk around the exterior of their home looking for damages even once a year!**

Our advice is a walk around your property twice a year; fall and spring. So here is a "preachy" list of what to do or look for.

Gutter: Remove all debris so as not to impede the ability of water to drain from the roof. Prevents the freeze and thaw cycle that destroys gutters and adjoining roof.

Look at the Roof: You don't need to be a roofer to notice loose or damaged shingles or gaps in the flashing (that's the metal stuff) or damaged mortar (concrete like substance) around your bricks and chimney. Be proactive and save money.

Check Exterior Walls and Windows: You are looking for cracks, gaps, loose or crumbling mortar, splitting or decaying wood, siding deteriorating, loose paint or deteriorated caulking around windows or doors.

We all know home owners who keep a pen on their workbench rather than a hammer. In other words they are not handy- no problem. If you walk around your investment twice a year and something looks different call your contractor, **Or call us and we can recommend some fantastic people to help you out.** We don't mind: it's all part of our After Sales Service commitment.

Maintaining your property makes it easier to sell and for more money too!



BUYERS CORNER

Lee Van Geel
Buyer Agent



COMMONLY ASKED QUESTIONS

Here are just a few of the queries I get from buyers almost every day concerning the home buying process.

Can I Buy With No Money Down -0% Down Payment?

Yes provided your credit is amazing – not everyone even has a credit rating! You will also need closing costs and the interest rate may be higher than the current rate.

What's The Minimum I Need To Buy A Home?

0% but normally it's 5% of the purchase price plus closing costs.

What Are Closing Costs?

These are the fees associated with completing a home purchase. They may include legal fees, HST on the legal fees, Land Transfer Tax, CMHC fees (if less than 20% down payment) (These fees are usually added to the mortgage). A rough calculation would be 2.5% of the purchase price.

Can I Buy If I Have Declared Bankruptcy In The Past?

That depends on how long ago you were bankrupt. Some financial institutions want you to wait 3 years, some 6 years. These guidelines seem to change with the economy.

What Things Do Financial Institutions Take Into Consideration When Deciding How Much Mortgage I Qualify For, Or If I Qualify For A Mortgage?

- Bankruptcy
- Unpaid debts
- Child support
- Alimony
- Student loans (cannot be forgiven in a bankruptcy)
- Credit card limit (not just what you owe)
- Earnings from investments and employment
- What your T4 says
- Length of employment in a similar type of work
- Full time / Part time or Contract work
- A credit check will be done



Be aware that just because you have a preapproval it may not be enough to guarantee a mortgage on closing. Your financial conditions must remain unchanged from date of preapproval to date the mortgage is advanced (closing day). So put off buying that car or racking up the credit card till you have settled into your new home.



MORTGAGE RATES

September 12, 2011

Rates are subject to change at any time (E & O.E.)

1 Year Fixed Rate	2.64%
3 Year Fixed Rate	3.09%
4 Year Fixed Rate	3.09%
5 Year Fixed Rate	3.49%
5 Year Closed Variable - Prime less 0.75%	

**Rates Provided By Andrew Young
Mortgage Specialist
Mortgage Wise Financial 519-433-5013**

CONGRATULATIONS & THANK YOU CORNER

- Hai Hoang - Five Star Nails - for his referral of Thu Nguyen
- Louise Fagan - London - for her referral of Americo and Marie Amaral
- Lindsay and Joel Timmerman - on the birth of their baby boy, Scott, born July 5
- Dave Comley - Remax Treeland - Langley BC - for his referral of Jolene Comley and Dan Morrison
- Shannon Brownlie - for her referral of Yvonne Wallace
- Christie and Nick Cogghe - on the birth of their baby boy, Wyatt, born July 7
- Dwayne Jackson and Kim Allen - on their wedding in August in Mexico
- Jim and Leda Jarrett - Arva - for their referral of Jeff and Erin Jarrett
- Andree Lamy and Mike Gorgey - on the birth of their baby boy, Matthew, born July 14th
- Rachael Marshall - Mossley - for her referral of loveth Piedrahita
- Ken Archer - Sutton Incentive - Barrie - for his referral of Dave and Tracey Medeiros
- Yvonne Wallace - The Londoner - for her referral of Karen and Bill Goncalves
- Jason Senese -London - for his referral of Adam Auger
- Doug Fraser - Century 21 Millennium - Wasaga Beach - for the referral of Nick Carere
- Michael Kerr - Welcome to London from Burlington
- Rachael Marshall and Jon Crellin - on their Wedding September 24th in Windsor
- Nick Carere - Remax Twin City Realty - Kitchener - for his referral of Christine Kudzman and Ryan Smith
- Nancy and Peter Chambers - London - for their referral of Adam Chambers
- Robert Furlonger - Cram and Associates - for his referral of Patrick Maguire
- John and Cathey Goodwin - for their referral of Jacqui and Robin Bell
- Stephanie Irvine - Stephanie Irvine Designs - for her referral of Dan Baker and Rosa Scala-Baker
- Dharshi Lacey - London - for her referral of Colleen Smily and Brent and Catherine Stephens
- Gerry and Rosaline Austin - Ailsa Craig - for their referral of Murray and Edith Yeo - Ailsa Craig
- Lora Chiarlitti - TDcanadatrust - for her referral of Kathy Martin
- Americo and Marie Amaral -London - for their referral of Violet and Earl Towell
- Rod Sparling - Planet Blue - for his referral of Ben Featherstone and Laura Cornish
- Ron Finch - Peak Performance Realty - Listowel - for his referral of the Estate of Helen Schutt
- Ben and Robyn Forsyth - on the birth of their 4th child, Gabriella, born August 8th

LAUGH TRACKS



THINK YOU KNOW EVERYTHING????????????????

For those of you who just thought you knew everything, here's a refresher course.....

- The liquid inside young coconuts can be used as a substitute for blood plasma
- No piece of paper can be folded in half more than 7 times
- American Airlines saved \$40,000 in 1987 by eliminating 1 olive from each salad served in first class (That's ok with me – I like mine in martinis!!)
- Donkeys kill more people annually than plane crashes
- You burn more calories sleeping than you do watching Television
- Venus is the only planet that rotates clockwise (since Venus is normally associated with women, what does that tell you!)
- The first product to have a bar code was Wrigley's gum
- Walt Disney was afraid of mice (and who isn't!)

Now you know everything there is to know; Everything of importance, that is!!!

WHAT HOME BUYERS SAY ABOUT OUR TEAM

"I would like to say how extremely satisfied I am with all the services I received from you and your Team in the selling of my home in Mount Brydges. Lee Van Geel was invaluable to me in the purchase of my new condo in North London.

I found the professionalism, experience and well crafted marketing plan were the factors that helped sell my home for full price. The Pre and Post Home Inspection and the Professional Staging that you offered proved to be very valuable tools.

I have already referred and recommended your Team to my friends and business associates."

Barbara Biernaski

#18-99 Edgevalley Rd., London ON N5Y 5N1



FEATURE HOMES



JUST LISTED! "OLD SOUTH" \$219,900

Yellow Brick 3 bedroom, 2 bath Queen Anne Style. Huge Lot. Private Drive. Hardwood on both floors.



JUST OUT! "BYRON" \$369,900

5 bedroom with finished walkout to private yard. Lower level would make wonderful Inlaw Suite.



NEW LISTING! "MASONVILLE" \$254,900

Trendy executive townhome backing onto green area. Soaring ceilings, ensuite and finished lower level.



YELLOW BRICK DUPLEX! \$159,900

Side by side with separate utilities. Both enjoy their own sundeck, entrance to the basement and access to perennial filled yard.

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