

**THE**

**REAL ESTATE NEWS AND VIEWS IN LONDON**

# HOMEPAGE



**HAPPY EASTER!**

**SPRING 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.

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**Canada's Largest Real Estate Web Site!**

**[www.homesforsaleinlondon.com](http://www.homesforsaleinlondon.com)**

**519-471-8888 • [joyce@homesforsaleinlondon.com](mailto:joyce@homesforsaleinlondon.com)**

## **Resumé**

- One of London's Top Five Teams
- Relocation Specialists
- Real Estate Management Experience<sup>†</sup>
- University and College Graduates
- Over 100 Homes Sold Yearly\*
- Staging Consultation and Home Inspection Services Available
- 45 Years Combined Experience
- Provincial Broker & Sales Licences

<sup>†</sup>Formerly Canada Trust Realty

\*London Board Average was only 6





# MARKET REPORT FOR MARCH 2011

<b>Market Activity</b>	647 detached homes and 162 condos exchanged hands in March 2011, for a total of 809 transactions, down 5.8% overall from March 2010. "The market delivered a very solid performance last month," says Jack Lane, President of the London and St. Thomas Association of REALTORS®.														
<b>Type of Market</b>	Balanced														
<b>Listings</b>	Active detached home listings end of period were up 6.7%. Active condo listings end of period were up 7.7%.														
<b>Average Price for March 2011</b>  <b>(Compared to February 2011)</b>	<table border="1"> <tr> <td>Total Residential (Detached &amp; Condo)</td> <td>\$229,548 up .3% (\$228,931)</td> </tr> <tr> <td>All detached homes in LSTAR's jurisdiction</td> <td>\$242,442 down .9% (\$244,601)</td> </tr> <tr> <td>All condos in LSTAR's jurisdiction</td> <td>\$178,052 up 4.7% (\$170,035)</td> </tr> <tr> <td>All two-stories in LSTAR's jurisdiction</td> <td>\$310,720 down 3.6% (\$322,330)</td> </tr> <tr> <td>All bungalows in LSTAR's jurisdiction</td> <td>\$178,803 down 5.7% (\$189,583)</td> </tr> <tr> <td>All ranches in LSTAR's jurisdiction</td> <td>\$276,128 down .9% (\$278,644)</td> </tr> <tr> <td>All townhouse condos in LSTAR's jurisdiction</td> <td>\$159,549 down 2.1% (\$162,983)</td> </tr> </table>	Total Residential (Detached & Condo)	\$229,548 up .3% (\$228,931)	All detached homes in LSTAR's jurisdiction	\$242,442 down .9% (\$244,601)	All condos in LSTAR's jurisdiction	\$178,052 up 4.7% (\$170,035)	All two-stories in LSTAR's jurisdiction	\$310,720 down 3.6% (\$322,330)	All bungalows in LSTAR's jurisdiction	\$178,803 down 5.7% (\$189,583)	All ranches in LSTAR's jurisdiction	\$276,128 down .9% (\$278,644)	All townhouse condos in LSTAR's jurisdiction	\$159,549 down 2.1% (\$162,983)
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<b>Most popular in March</b>	Two-storeys, then bungalows, then ranches, and then townhouse condos.														
<b>Affordability</b>	<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 February 2011, the average price year-to-date for:</p> <ul style="list-style-type: none"> <li>• <b>London and St. Thomas was \$228,931</b></li> <li>• Vancouver - \$800,226</li> <li>• Victoria - \$504,237</li> <li>• Toronto - \$456,985</li> <li>• Calgary - \$418,776</li> <li>• Edmonton - \$319,974</li> <li>• Ottawa - \$323,850</li> <li>• Hamilton - \$324,531</li> <li>• Kitchener-Waterloo - \$284,277</li> <li>• St. Catharines - \$230,455</li> </ul>														
<b>Market Factors</b>	"Considering how much miserable weather we had in March, I think these numbers speak to the strength of our market and I expect this positive trend to continue throughout the year."The average price of a detached home has decreased 0.9% from February 2011 to March 2011 to stand at \$242,442, while the average price of a condo has increased 4.7% to stand at \$178,052. Compared to the February 2011, the average price for a home of any kind in LSTAR's jurisdiction was up 0.3% to stand at \$229,548.														



## SELLERS CORNER

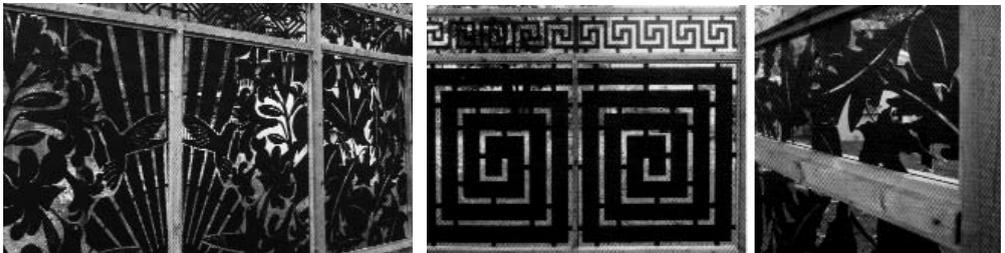
**HERE ARE SOME NEW PRODUCTS FOR HOME OWNERS.**

**Retractable Window and Door Screens:** Elegant and functional these screens can be customized to fit on site and are easy to install. Enjoy a clear view with a screen that virtually disappears when not in use. The door track installs flat to the ground, so there is no runner making it wheel chair accessible. They virtually disappear when not in use and can stop in any position and never slam shut. **Tip:** They work exceptionally well in windy conditions.



**Damp Proof Rubber Membrane:** Roll on waterproof membrane imparts weathering advantages to concrete, wood, drywall, fiberglass decking, ceramic, metal and plastic. For outdoor use it protects areas exposed to water such as pool deck, balconies and patios. It works in subzero temperatures. **Tip:** Use this product prior to tiling shower floors and walls to seal cracked concrete or on foundation walls below grade.

**Ornamental Steel Insert Fencing:** An attractive alternative to solid wood fencing. These inserts use lumber to frame the fencing, greatly reducing the amount of forested product required. These inserts are available in standard sizes and are powder coated to create a maintenance free, long lasting fence system. **Tip:** There are also top and bottom rail conversion kits so the entire system uses no wood products.



**Textured Stone Coating:** Give your backyard a facelift this summer with textured stone coating for your patio, walkway, pool deck or balcony. Create the same effect as flagstone, wood, natural stone or even ceramic! Apply over concrete, wood, brick or drywall for a new look. This stone coating helps resist moisture, cracking, chipping, peeling, fading, impact, stains, salt damage, mould, mildew and freeze and thaw cycles. **Tip:** It can even be tinted. It also provides slip resistance so it's great around the pool.





## **BUYERS CORNER**

## ***WHAT TO EXPECT FROM YOUR BUYER AGENT***

### **A) A Buyer Counselling Session, which should include:**

1. Compiling a List of Needs and Wants.
2. Evaluating your Financial Capabilities and Options.
3. Establishing a Negotiating Strategy.
4. Providing Lists of Experts that you may consult during processing time.
5. Helping you shop for and negotiate Financing.
6. Reviewing all Costs associated with buying.
7. Determining ways to save you Money.

### **B) Homes Searches and Showings should include:**

1. A search of all sources including: MLS, Private for Sales, Data Base, the Internet and Builder's Homes for the Right Home For You.
2. Appointments and Showings should be set up at your convenience.
3. The Negatives and Positives that may affect property values should be pointed out during every showing.
4. Advice as to how accurate the Asking Price actually is.

### **C) Prior to Making an Offer your Agent should:**

1. Establish the seller's negotiating position.
2. Discuss the past appreciation in the area, what has sold in the area and what the seller may have paid.
3. Review the Seller's Property Disclosure Statement.
4. Obtain a copy of a Property Survey.
5. Review how you can utilize the services of a Home Inspector and possibly other experts.
6. Prepare your Offer based on your negotiating strategy.
7. Negotiate on your behalf.

### **D) Processing to Closing, your Agent should:**

1. Assist you with Financing and liaise with your lender.
2. Arrange and Attend your Home Inspection.
3. Arrange a Free Home Insurance quote.
4. Send all documents to your Lawyer.
5. Schedule and be present for your Final Walk Through Inspection.
6. Monitor and Inform you of the progress of your purchase during the entire transaction.

### **E) After Sale Service**

1. A good Realtor should contact you after you have moved into your new home to be sure all went well and follow up on any remaining details.
2. A good Realtor should continue to stay in touch with you to provide services and answer any questions you may have even after closing.

**If you or someone you know wants to discuss their buying needs,  
call us at 519-471-8888.**



## MORTGAGE RATES

April 11, 2011

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

<b>1 Year Fixed Rate</b>	<b>3.29%</b>
<b>3 Year Fixed Rate</b>	<b>4.00%</b>
<b>5 Year Fixed Rate</b>	<b>4.39%</b>
<b>7 Year Fixed Rate</b>	<b>5.14%</b>
<b>10 Year Fixed Rate</b>	<b>5.34%</b>
<b>Variable Rate</b>	<b>2.35%</b>

**Rates Provided By Steven Johnston  
Mobile Mortgage Specialist  
TD Canada Trust 519-852-7091**

## Inspirational Quote

*"I've missed more than 9,000 shots in my career. I've lost almost 300 games. I've been trusted to take the game winning shot 26 times and missed. I've failed over and over and over again in my life. And that is why I succeed."*

*Michael Jordan*

## What Home Sellers Say About Our Team

"My mother put her house in London on the market in mid-2010 prior to her moving to a seniors residence in Ottawa. She moved but the house didn't! After six months with another Agent, we asked Joyce to take over. **I was impressed with her energy and acumen** which had the house on the market and **sold within a few weeks.**

Finding a buyer that quickly may have been a matter of luck, but there was no luck involved in her handling, on her own as I live in Calgary, all of the details of offer/counter offer and prompt sale. Her experience and well-structured approach took all of the little details into account and also handled an "odd-ball" situation which came up later.

**If I was in a position to need an agent again, Joyce's Team would be the first ones I would turn to."**

*JIM GROUNDWATER  
Calgary Alberta*

# Congratulations & Thank You Corner

Rob Gifford - Toronto - for his referral of Melissa Keleman, Ben Falkenham & David Long

Terra Leibold - Belmont - for her referral of her father Melvin Oxford

Jason Moody and Julie Trakinskas - London - for their referral of Adam Trakinskas

Rourke Howard - Sutton Incentive Realty - Barrie - for his referral of Charlene Watson

Christie Cogghe - for her referral of Heather and Bill Pell

Joanne Heffering - Coldwell Banker RMR - Whitby - for her referral of Paul and Dianne Gallo

Velimir Kukolj - for his referral of Rosa and Zivko Popovic

Rosemary Vail - ReMax AB Realty - Stratford - for her referral of Kelsey Grieves

Larry and Linda Murphy - for their referral of Arleen Groundwater

Tristan McDowell - Windsor - for his referral of Phyllis and John Armstrong

Debbie Braun - on her new job in the Family Law department at Torkin in Toronto

Jeff Jarrett and Erin Granger - on their engagement and upcoming wedding on May 28th.

Marsha Empey and Gaber Soltan - on the birth of their baby boy Kailid

Paul Smith and Rebecca Brackenbury - on their recent engagement

Sally McLeod-Miller - Sotheby's International Realty - Niagara-on-the-Lake - for her referral of Freddie Lewis

Bob Borrowman - Bob Borrowman Realty - Chatham - for his referral of Doug Crawford

Cathy Connors - for her referral of Christine Madter

Brett and Beth Dewbury - for their referral of Tracey and Brent Guest

Bill Hill - for his referral of Stan Liabotis

Shelly Coulter - Sutton Incentive Realty - Barrie - for her referral of Doreen Stevens Gouthro

Laura DeLuca, Miranda Deller Quinn and Ho-Young Chung - for their referral of Wailan Chan

Shawn Ashworth - for his referral

Doug and Mark Pedlar - Remax Bluewater Realty - Grand Bend - for their referral of John Klumpken and Justin Todgell

## ANNOUNCEMENT: We Are Now Selling Real Estate Right Across Canada!

Our Real Estate Team has now expanded our services from coast to coast! If you or someone you know wants to buy or sell anywhere in this great country, just give us a call. Along with our other great services including home inspections, staging, property management, rental services, legal information, a full list of contractors from a handyman to a builder... we can now help you or someone you know, find a dream home or sell an investment property or anything in between! And we can do it anywhere in Canada.



# FEATURE HOMES



## JUST LISTED "WICKERSON HEIGHTS" \$403,900

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Former 4 bedroom model with finished lower level. This eat in kitchen will make your friends green with envy! Steps to park and playground.



## NEW LISTING "SOUTH RIVER" \$199,900

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Start Smart and Stylish.  
1 Block to park, playground and shops.  
Spacious main floor living with walkout and summer sundeck!



## COMING SOON "DOWNTOWN" \$129,900

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Heritage Cottage with park, playground and Thames Trails at bottom of street.  
Renovated and upgraded with 2 or 3 bedrooms.



## JUST LISTED "OLD SOUTH" \$229,900

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Historic one floor on a professionally landscaped lot with double garage on tree lined avenue in Wortley Village.  
Charm, Character and Updates.

For more info on these homes and others, go to our website under "Homes for Sale" at [www.homesforsaleinlondon.com](http://www.homesforsaleinlondon.com)

**It's Canada's Largest Real Estate Site**