

THE

REAL ESTATE NEWS AND VIEWS IN LONDON

HOMEPAGE



SUMMER 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 MAY 2012

Market Activity	751 detached homes and 162 condos exchanged hands in May 2012, for a total of 913 transactions.																													
Type of Market	Balanced																													
Listings	Active detached home listings end of period were down 8.6%. Active condo listings end of period were down .9%																													
Average Price May 2012 (Compared to April 2012)	<table border="1"> <tr> <td>Total Residential (Detached & Condo)</td> <td>\$248,651 up .3% (\$247,869)</td> </tr> <tr> <td>All detached homes in LSTAR's jurisdiction</td> <td>\$265,756 down .3% (\$266,457)</td> </tr> <tr> <td>All condos in LSTAR's jurisdiction</td> <td>\$169,358 up 1.6% (\$166,717)</td> </tr> <tr> <td>All two-stories in LSTAR's jurisdiction</td> <td>\$336,579 up 4.9% (\$320,894)</td> </tr> <tr> <td>All bungalows in LSTAR's jurisdiction</td> <td>\$204,744 up 5.2% (\$194,625)</td> </tr> <tr> <td>All ranches in LSTAR's jurisdiction</td> <td>\$294,120 down 8.5% (\$321,477)</td> </tr> <tr> <td>All townhouse condos in LSTAR's jurisdiction</td> <td>\$160,365 up 5% (\$152,778)</td> </tr> </table>		Total Residential (Detached & Condo)	\$248,651 up .3% (\$247,869)	All detached homes in LSTAR's jurisdiction	\$265,756 down .3% (\$266,457)	All condos in LSTAR's jurisdiction	\$169,358 up 1.6% (\$166,717)	All two-stories in LSTAR's jurisdiction	\$336,579 up 4.9% (\$320,894)	All bungalows in LSTAR's jurisdiction	\$204,744 up 5.2% (\$194,625)	All ranches in LSTAR's jurisdiction	\$294,120 down 8.5% (\$321,477)	All townhouse condos in LSTAR's jurisdiction	\$160,365 up 5% (\$152,778)														
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Most popular in May	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 March 2012, the average price year-to-date for:</p> <table border="1"> <tr> <td>• Vancouver</td> <td>\$755,506</td> <td>• Edmonton</td> <td>\$350,489</td> </tr> <tr> <td>• Victoria</td> <td>\$477,827</td> <td>• Saskatoon</td> <td>\$317,065</td> </tr> <tr> <td>• Toronto</td> <td>\$497,733</td> <td>• Regina</td> <td>\$301,474</td> </tr> <tr> <td>• Calgary</td> <td>\$418,885</td> <td>• Halifax-Dartmouth</td> <td>\$268,756</td> </tr> <tr> <td>• Hamilton-Burlington</td> <td>\$354,166</td> <td>• London and</td> <td></td> </tr> <tr> <td>• Ottawa</td> <td>\$347,378</td> <td>St. Thomas</td> <td>\$248,556</td> </tr> <tr> <td>• Kitchener-Waterloo</td> <td>\$320,464</td> <td>• CANADA</td> <td>\$363,294</td> </tr> </table>		• Vancouver	\$755,506	• Edmonton	\$350,489	• Victoria	\$477,827	• Saskatoon	\$317,065	• Toronto	\$497,733	• Regina	\$301,474	• Calgary	\$418,885	• Halifax-Dartmouth	\$268,756	• Hamilton-Burlington	\$354,166	• London and		• Ottawa	\$347,378	St. Thomas	\$248,556	• Kitchener-Waterloo	\$320,464	• CANADA	\$363,294
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Market Factors	<p>"May's figures underscore the fact that our local market remains vibrant," advised Barb Whitney, President of London and St. Thomas Association of REALTORS® (LSTAR). "What we're seeing now in terms of sales is more on a par with previous Mays going back to the turn of the millennium." "Active listings at month's end were down 7.3%, a bit of a departure from what we've seen over the past several years. This points to a ramping up in activity," says Whitney. "We continue to see our market as balanced, however – now and for the near future."</p>																													



SELLERS CORNER

NINE DIRT-CHEAP KITCHEN UPGRADES THAT PAY OFF!!

Years of assisting sellers in staging their homes to sell for top dollar yields a tantalizing menu of value-priced kitchen upgrades that can cost as little as \$1,000. Besides paying off now, in improved looks and convenience, these smaller upgrades are likelier to pay bigger dividends if you place your home on the market in the future.

1. ADD FRESH PAINT

If cabinets are structurally sound but shabby, spruce them up with a coat of paint. Paying a pro costs as little as \$50.00 per door, less if you tackle the prepping and painting yourself. Our Teams painter's personal pick is the self-priming Behr Premium Plus Ultra Satin Enamel, \$33.00 per gallon at Home Depot.

2. IMPROVE CONVENIENCE

For about \$200.00 or less, you can improve cabinet storage with pull-out shelves and retractable trash and recycle bins.

3. UPDATE THE COUNTER TOPS

Designers' views are mixed between granite and quartz (about \$40.00 to \$100.00 per square foot). Quartz topped our contractor's opinion, and it never needs sealing. Want to spend less? Laminate costs just \$10.00 to \$40.00 per square foot and resisted stains and impact better (but be careful about cuts.) Avian and Corian are reasonable choices and are more glamorous than laminate.



4. BEAUTIFY THE BACKSPASH

Durable ceramic-tile starts at about \$10.00 per square foot installed. And even high-maintenance materials like glass are smart options, since they don't get the wear and tear of a countertop. Whatever you use for the kitchen backsplash, caulking between the backsplash and countertop is a must.



5. FIX UP YOUR FLOORING

Tile or wood may impress Realtors, but some top-rated vinyl and laminate floors also look sharp, resist wear significantly better, and cost far less when the work is done. Examples from our flooring contractor include the vinyl-tile Congoleum DuraCeramic Sierra Slate S1-74 Golden Greig, \$5.00 per square foot, and laminate Armstrong Coastal Living L3051 White Wash Walnut, \$3.50 per square foot.

6. HARDWARE

Create a new look by adding brushed nickel hardware to your kitchen cabinets. If you are lucky and have recessed hinges you only have to replace the handles. Cost can run from \$2.00 to \$7.00 a handle and oh what a difference!

7. GLAM IT UP

A simple installation of a flashy tall new faucet at the kitchen sink can make you feel like you have the latest look! Cost - \$125.00-\$250.00.



8. APPLIANCES

Stainless is obviously the favourite!! And it does not have to cost a fortune. If you are thinking of selling call me for information on some wonderful buys. If you are staying, then shop around for the best sales. Remember, if you have to add a new range hood or dishwasher go with stainless even if everything else is white. You can change up your other appliances as you move forward with reno's and if you are selling, it's two less things the buyer has to replace.

9. CALL US!!!!

We have a stager and decorator on our team who will be glad to offer their advice at NO COST TO OUR CLIENTS.



BUYERS CORNER

TEMPTING, BUT.....

A poor location, too few square feet – there are plenty of legitimate reasons to turn down a property. Below however, are a few reasons you might be tempted to overlook a home, but shouldn't.

- Listing price. Too high?

Don't let that dissuade you; the seller likely isn't getting many offers, and may be



receptive to a lower one. Too low? Don't assume the home's flawed – the owner may just be under pressure to sell quickly or their home may have lingered on the market due to poor marketing, and its price has fallen as a result.

- Cosmetic flaws. Wallpaper that could induce dizziness, a paint job that's seen better days, carpeting in a colour that you didn't know existed – such issues are resolved with relatively little effort or cost. Don't let them blind you to a home that actually meets your needs (i.e. good location, good layout, within your budget).



- Listing photos. Poor photos are off-putting and no photos might make you wonder what's so wrong with the property that it's not shown. But keep in mind that bad or no photos might be just due to an agent with a poor eye for photography or a home owner who is not a decorator. When your agent recommends a listing to you, there's a reason – see for yourself.



- It's for Sale By Owner. It's true that FSBOs can be a headache: the seller may lack the financial and legal expertise needed to smoothly handle the sale, for example. But if you are working with a professional real estate salesperson, you might just net yourself a great deal. Your sales representative is there to help you decide whether a FSBO property is worth pursuing.



Our Annual Appreciation Party

May 4th was our 10th Annual Party to thank the clients who have referred their friends, relatives and business associates to my team over the past 27 years. Also invited were all those who assisted my team and my clients, from our home inspectors and stager, to our handyman and electrician. Agents from right across Canada who help our buyers relocate were also invited to attend.

Thanks from all of us, to all of you who attended. The fabulous caterer, the BlackFriars, the wonderful music provided by our live band, Indigo Riff, Sylvia Twinn, our photographer, for her wonderful pictures of the event and all those who donated prizes, our sincere THANK YOU.

I am truly grateful to have had such a terrific career and wonderful clients not to mention fabulous support! For pictures of the party go to www.homesforsaleinlondon.com, to the "About Us" section and view our Annual Appreciation Party Photos.



MORTGAGE RATES

Rates as of Monday, June 11th, 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	3.20%	2.44%
2 Years	3.55%	2.64%
3 Years	3.95%	2.84%
4 Years	4.64%	2.99%
5 Years	5.44%	3.19%
7 Years	6.16%	3.75%
10 Years	6.75%	3.95%
VIRM	3.00%	2.90%
The prime rate is 3.00%		

CONGRATULATIONS & THANK YOU CORNER

Tristan and Patience Mitchell - on the birth of Amelia Agnes Mitchell, born May 25th weighing 6 lbs 12 ounces.

Jason and Katey Senese - on the birth of their son Owen

Feisal Sachedina - Century 21 Percy Fulton LTD - Scarborough - for his referral of Raj and Pam Patel

Dave Kelley - Sutton Masters Realty - Kingston - for his referral of Norman Philibert and Maryse Simard

Eddie and Judy Lipfert - Grand Bend - for their referral of Cal Barron

Marion Rafferty - Sutton Future Realty - Newmarket - for her referral of Holly and Sean Hurley

Bob and Susan Steele - London - for their referral of Kathy Li and Andy Sun

Tanya Crepulja - Sutton Realty Systems - Mississauga - for helping our client Stan Liabotis

Jamie Winkler - Realty House - Chatham - for helping our clients Laurel and Silvio Di Benardo

Carol Myers - Realty House - Chatham - for her referral of Stephanie Handsor

Kate Wiggins - London - for her referral

Andrew Young - Mortgage Wise- London - for his referral of Neil Taylor

Jim Alexander and Tanya Sehmrau - London - for their referral of Lou Ojo

Dianne and Stewart Taylor - London -for their referral of Coleen and Andrew Noel

Wendy Badgerow - London - for her referral of Judy Schram

Joanne Muegge - Remax Preferred - Windsor - for her referral of Jeanette Marshall

Mary-Ann Semen -Sutton Realty Systems - Mississauga - for her referral of Dan Wimperis

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

John Forrester for his referral of his neighbour and the Heslops

Welcome to Amelie Moehring Winkeler Born May 25, 2012 to Dr. Amanda Moehring and Tom Winkeler

Jean Zavitz- for her referral

Welcome to London- Maxine and John Bovenkamp of Ottawa

Congratulations to Debbie Braun on her new position with Ken Williams & Associates in the Fullarton Centre

Chris Hebblethwaite - for his referral of Rick and Nancy Kenny Shane and Sheila Moodie for their referral of Ioan Curca

Ruth and Mike Wilds for their referral of Diane and John Wilds John and Yvonne Irvine for their referral Ruth and Mike Wilds

Welcome to London to Stephanie Handsor of Chatham

Email or call us if you have news to share!

Moral of the story:

1. Not everyone who poops on you is your enemy!
2. Not everyone who gets you out of poop is your friend!
3. And when you're in deep poop, it's best to keep your mouth shut!!

Thanks to Rob Gifford for this one!

WHAT HOME SELLERS SAY ABOUT OUR TEAM

"We have been very fortunate to have experienced the excellent services of Joyce Byrne's Real Estate Team both as buyers in 2006 and as sellers in 2012. Their guidance alleviates the usual anxieties that accompany these types of business transactions and for this alone, we will remain forever grateful. As Extremely Satisfied Clients we assure anyone wishing to use the services of this group that they will receive top notch services and Satisfaction Guaranteed.

Joyce Byrne's Team puts all their resources at the disposal of their clients and maintains a list of other professionals specifically for the purpose of assisting their clients. We were directed to a Hardwood Floor Refinisher, a Landscaping Crew, a Stager and finally Movers. These businesses were reasonable in their prices, dependable and each did a fantastic job. In addition, Joyce Byrne's Team personally helped us to find a Realtor in Chatham-Kent through whom we purchased our new home. Joyce Byrne's Real Estate Team is phenomenal!

LAUREL AND SILVIO DI BENARDO
Formerly, 436 Beatrice Street
London ON N5W 5A7
519 455 2874

LAUGH TRACKS



Management Course 101

A little bird was flying south for the winter. It was so cold the bird froze and fell to the ground into a large field. While he was lying there, a cow came by and dropped some dung on him.

As the frozen bird lay there in the pile of cow dung, he began to realize how warm he was.

The dung was actually thawing him out!

He lay there all warm and happy, and soon began to sing for joy.

A passing cat heard the bird singing and came to investigate.

Following the sound, the cat discovered the bird under the pile of cow dung, and promptly dug him out and ate him.



FEATURE HOMES



JUST LISTED! "STONEBROOK" \$524,900

Sought after crescent on amazing park sized lot with walkout! Finished on all 3 levels! 5 bedrooms and 5 baths. A rare find with a combination of class, prestige and space!



JUST OUT! "INGERSOLL" \$249,900

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



NEW LISTING "VICTORIA PLACE" \$108,900

Close to Fanshawe and UWO, steps to grocery, banks and city bus. Immaculate building. Extensively renovated a few years ago, this 2 bedroom is conveniently located on the main floor.

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

Welcome to Our Newest Team Member

Born and raised in London, Ontario, Paula holds several management designations. She has earned her P.CRM (Professional Customer Relations Management Designation), a C.I.M. (Honours) (Canadian Institute in Management), and P.Mgr (Professional Manager Designation). In 2011 Paula completed her Certificate in Management at the University of Western Ontario.

She has an extensive background in Operations and Customer Service Management.

Paula handles all the administrative details necessary when our buyers purchase a home.

Whether it's making sure paperwork is in on time, or sending our buyers the information to ensure the closing is smooth sailing, Paula is there to make the home buying experience a pleasant one.



Paula D'Orazio
Buyer Coordinator