

THE

REAL ESTATE NEWS AND VIEWS IN LONDON

HOMEPAGE



WINTER 2008

Distributed to over 1000 households!

Joyce Byrne's Real Estate Team

Sutton Group Preferred Realty Inc., Brokerage

"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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Resumé

- Provincial Broker & Sales Licences
- Relocation Specialists
- Real Estate Management Experience[†]
- University and College Graduates
- 139 Homes Sold Yearly*
- Team Approach
- Yearly Award Winners
- References Cheerfully Supplied
- Over 50 Years Combined Real Estate Experience

[†]Formerly Canada Trust Realty

*London Board Average was only 8



2007 QUIETLY SMASHES PREVIOUS SALES NUMBERS

Mike Carson, President of the London and St. Thomas Association of Realtors (LSTAR), reported that: "2007 has indeed become an all time record for housing sales in London. All sectors have reported substantial increases in both unit sales and increased average sale prices. We saw steady growth in sales throughout the year, without a lot of the frenzy seen in other markets. London has a stable affordable housing market and a good inventory of resale homes. CMHC and other reports indicate that London is poised to maintain steady growth through 2008 and anticipate modest price increases keeping abreast of inflation."

"However," continues Carson, "new homes to be built face a little uncertainty as there are a very limited number of available building lots, and many builders are unable to locate building lots for the spring. It is imperative that the available residential building lot situation be resolved immediately by the City of London or we will continue to lose valuable jobs and skilled labour to other centres."

The total number of homes sold in the London Area came in at 9,378, breaking 2006's previous record of 8,916 by 462 units. Sales of detached homes were up 4.9%, while sales of condos were up 6.1%. **The average price of a home in LSTAR's jurisdiction (Middlesex and Elgin Counties) rose 7.0% to \$202,256.**

In 2007, the number of sales and average prices were:

Type	Units Sold	Average Price	\$\$ Increase from 2006
Total Detached	7,445	\$216,846	7.4%
Total Condo	1,933	\$146,062	5.6%
Total Residential	9,378	\$202,256	7.0%

The following table shows the number of sales and average home prices in the London CMA over the past 10 years:

Year	Units Sold	Average Price	Year	Units Sold	Average Price
2007	9,378	\$202,256	2001	7,307	\$136,636
2006	8,916	\$188,942	2000	6,505	\$134,593
2005	8,859	\$178,058	1999	6,720	\$131,899
2004	8,903	\$166,465	1998	6,416	\$129,706
2003	8,120	\$152,586	1997	6,269	\$130,534
2002	8,097	\$142,106			

The best-selling house styles in LSTAR's jurisdiction in 2007 were two-storey homes, followed by bungalows, ranches and townhouse condos:

House Style	Units Sold	Average Price
Two Storey	2,032	\$276,238
Bungalow	1,547	\$163,167
Ranches	1,042	\$249,778
Townhouse Condo	985	\$136,120



According to the Canadian Real Estate Association's Major Market Release for November 2007 (the most current available), the average price January 1, 2007 – November 30, 2007 year to date for:

- **London and St. Thomas was \$202,749**
- Calgary was \$414,726
- Durham Region was \$265,285
- Edmonton was \$339,028
- Hamilton-Burlington and District was \$269,193
- Kitchener-Waterloo was \$252,539
- Ottawa was \$272,898
- St. Catharines & District was \$218,038
- Toronto was \$376,110; and
- Greater Vancouver was \$571,038.



BUYERS CORNER

Land Transfer Tax Exemption For First-Time Buyers

This **Land Transfer Tax** exemption was just brought in by the provincial government in January 2008.

Previously this was a rebate program designed strictly for first time buyers of brand new homes only.

As this is a government initiative there is always some issue as to whether or not it will continue into the future.

This exemption to paying Land Transfer Tax (LTT) now applies to first time buyers of new and resale homes!

The exemption is on the basis that it is an exemption and not simply a rebate and thus is not paid on closing if the proper affidavit is completed at closing by your lawyer.

The exemption is up to a maximum of \$2000.

The person or persons claiming this exemption cannot have previously owned a home or a share of a home anywhere in the world.

The spouse of the applicant cannot have owned a home or an interest in a home anywhere during the time the parties were spouses.

Be sure when you call your lawyer, after your offer to purchase has been forwarded by our team to their office, to ask that the necessary documents for the exemption, be ready for you to sign when you go in to review all your closing paperwork.

Should you wish to take advantage of this great new program and the fabulous interest rates, give us a call today.





SELLERS CORNER

Furnace Safety and Maintenance

You should replace or clean your furnace filter three or four times yearly. This is a quick, easy job every homeowner can do. A **new filter** makes your furnace more energy-efficient and saves money too.

A furnace that is not running at peak performance can be deadly. A clean, efficiently burning gas furnace produces very small amounts of carbon monoxide, while a dirty, inefficiently burning one can produce deadly amounts. Carbon Monoxide is odorless and colorless. It causes flu-like symptoms, disorientation, confusion, and even death. **Use carbon monoxide detectors.**

It is highly recommended that you have your furnace **cleaned and checked** every year. The older the furnace, the more important this service is. Newer gas furnaces are equipped with many features that shut the furnace off when a problem is detected. Older furnaces have no such devices. Over time, furnaces can develop small cracks in the combustion chamber. These cracks may not be visible to the naked eye. It is through these cracks that Carbon Monoxide can leak into your home.

How to Tell When Your Furnace Is Not Feeling Well.

Scale: Flakes of rust, produced by the by-products of burning gas (carbon dioxide and water vapor). Scale may fall on the burners and impede gas flow. Over time, it can damage your furnace by harboring moisture, thereby fostering rust on a large scale. **The solution:** Your service technician can take out the burners and clean them.

Grinding, chattering sounds from relays (signifying electrical problems), a burner that huffs and puffs, banging (delayed ignition), or clunking and bumping (cracked belt passing over pulleys)? **The solution:** A good rule of thumb: if it's an unusual noise, it's a problem. Unless you're completely comfortable with changing a relay or a belt, call your service technician.

Yellow Flame: The flame should be sharp and blue, clean and stable, burning as purely as possible. A yellow flame indicates dirt in the burner, which prevents it from mixing the gas and air properly. **The solution:** Call your technician to thoroughly test the system and clean it.

Dusty Smell: You turn up the thermostat and within minutes, your home is filled with a dry, dusty smell. **The solutions:** 1) Don't worry; it's just burning the dust out of the combustion chamber. Change your filter. 2) If it's a constant odor, call your technician. 3) If it smells like gas, call your utility company.

Here are links to sites to help you lower your energy bills, and take care of the environment

<http://www.energyguide.com/audit/webauditintro.asp>

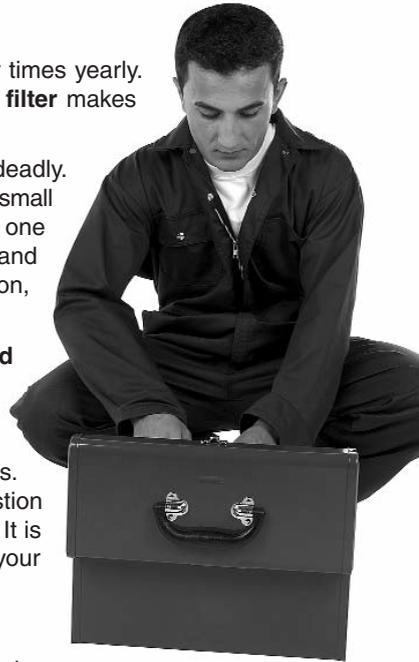
<http://heatinghelp.com/>

<http://www.enviroyellowpages.com/>

<http://www.hometips.com/index.html>

http://www.hometips.com/home_improvement/home_improvement.html

Should you need the referral of a good furnace technician just give us a quick call through the office at 519-471-8888





Mortgage Rates

As of January 7, 2008
F & O.E. - Rates are subject to change at any time

1 Year Fixed Rate	6.00%
3 Year Fixed Rate	6.10%
5 Year Fixed Rate	5.99%
7 Year Fixed Rate	6.25%
10 Year Fixed Rate	6.30%
Variable Rate	5.50%

Rates Provided by:

Nick and Tina Masciotra
Mortgage Specialists
Mortgage Intelligence Inc.
(519)659-6622

What Sellers Say About Our Team

Many years had elapsed since we bought or sold property so much had changed in that time, to say we were a little apprehensive would be a gross understatement. The first real estate agent we approached did little to reassure us, quite the opposite. After a brief meeting with this individual we were left more apprehensive than ever.

Ms Byrne spent a great deal of time with us. She took the time to explain the process in great detail, using terminology that a layman could understand. **Joyce then put forward a plan of action for marketing our home.** The plan worked very well. **In a matter of days we had offers on the property.** The end result was the sale of our property for the price we had asked within two weeks of the property going on the market.

Our observations of Joyce Byrne and her team:

1. **Totally focused**
2. **Professional.** Above and beyond the acceptable level
3. **Extremely knowledgeable** in her field of expertise
4. **Courteous, polite and in control** at all time

Joyce Byrne and her support staff have more than earned our highest recommendation and respect. My wife and I have no hesitation in recommending her.

JOE & MARGARET DOGGETT
55 Wexford Ave., ON N5V 1L8
519-455-3982

NEW YEARS QUOTES

"Cheers to a new year and another chance for us to get it right"...*Oprah Winfrey, Actress and Producer, b1954*

"New Year's Day – Now is the accepted time to make your regular annual good resolutions. Next week you can begin paving hell with them as usual."...*Mark Twain, Writer and Lecturer.*

The Reason for Our Success!

THE FOLLOWING PEOPLE HAVE REFERRED THEIR FRIENDS, RELATIVES OR BUSINESS ASSOCIATES TO US FOR THEIR REAL ESTATE NEEDS IN 2007! THIS TYPE OF BUSINESS IS THE LIFEBOOD OF ANY SALES CAREER! WE WISH TO THANK EACH OF YOU VERY MUCH FOR YOUR FAITH AND CONTINUAL SUPPORT. MAY YOU ENJOY A BOUNTIFUL 2008!

Pat Boyle - London
 Nusha Keyghobadi - London
 Jason Bouckhuysen - London
 Patience Jackson - London
 Jeff Mason - London
 Colette Cooper - Judy Marsales Real Estate - Hamilton
 Michelle & Corey Moore - Kilmoreth
 Jack Cox - CB Richard Ellis
 Gordon & Andrea Galland - London
 Jack Giles - Rcmx House of Real Estate - Calgary
 Alice Gilmanville - Gilmanville & Associates - Hamilton
 Chris & Jim Bacon - Budshot Lake
 Nancy & Corrie Meli - Woodbridge
 Judy Marsales - Judy Marsales Real Estate - Hamilton
 Cathy Lee Benbow - London
 Susan Robertson Devine - London
 Helen Hayes - Coldwell Banker Sarazen - Kanata
 George & Sharon Deluca - North York

David James - Sutton Group today's Realty - Thunder Bay
 Andrea Plant - London
 Barb & Tom Timmerman - London
 Carol Mason Taylor - London
 Dave Logan - Royal LePage Hiller - Stratford
 Darryl Ingram - London
 Jean Farley - Sutton Right Way - Woodstock
 Bert & Gabriella Lakatos - London
 Ron Shack - London
 Kevin Vilosa - Ilderton
 Carrie Clatworthy - London
 Shelly Kelly - London
 Catherine Leigh & Carson Clark - Nanaimo
 Nicole Fansor - London
 Joelle & Frank Lucente - London
 Irisha Collins - Sutton Group Heritage - Pickering
 Savka Dineva - London
 Andrea Macklax - Sutton Group Innovative Realty - Hamilton

Robert Purlonger - London
 Val Sumner - London
 Tina & Nik Moximista - Mortgage Intelligence - London
 Greg & Joyce Prentice - London
 Carol & Scott McNeil - London
 Rob & Liz McEachnie - London
 Liz Rankin - London
 Paul Nordgren - Sutton Group - Sault Ste Marie
 Andrea Galland - London
 Astrid Meyer - St.Catherines
 Rollic Matthews - London
 Jill Cardinal - London
 Anna Tarantino - Remo Valente Real Estate - Windsor
 Karen Hodge - ICHOR Properties
 Tom Kelly - Solicitor
 Maria Goubari - Signature GMAC - Mississauga



Joyce Byrne
Broker

Joyce Byrne's Real Estate Team

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Thank You!

To all the people who helped us
Have another record setting year!

Betty Posthumus - Real Estate Adviser
Bill Marks - Volunteer Joyce Byrne's Team
Rob Furlonger - Solicitor - Cram & Associates
Rob McFee - McFee Graphics
Brian Gelink - Volunteer - Joyce Byrne's Team
Cathy Coombs - Sales Secretary - Sutton Preferred
Cathy Newnham - London Free Press
Christina Stuart - Secretary - Sutton Preferred
Gail Higgins - London Free Press
George & June Mussolum - "Great in Laws"
Gerry Woir - Broker/Owner - Sutton Preferred
Gillian Bankas - Administrative Assistant - Joyce Byrne's Team
Jack Cherry - Computer Support - Joyce Byrne's Team
Janet Marks - Buyer Coordinator - Joyce Byrne's Team
Jeff Christofferson - CCC Networks Inc. - Team Website Designer
Duane Hass - CCC Networks Inc. - Team Website Designer
Jeff Foster & Cindy Brooks - Leads Employment Services
Jim Byrne - Sutton Preferred "Joyce's Dad"
Jodi Connors - Volunteer - Joyce Byrne's Team
John & Ron Arends - Arends Signs
Lynn Laporte - I Fast Parties
Linda Gelink - Seller Coordinator - Joyce Byrne's Team
Linda Flannery - Secretary - Sutton Preferred
Lori Payne - Administrator - Sutton Preferred
Michael Lamb - Solicitor - London
Michael Wilkins - Moondog Graphix
Nancy Maki - Accountant - Joyce Byrne's Team
Rick & Sandra Bartoch - Royal Bank
Ron Comeau - IBM Copiers
Sajni Lacey - Administrative Assistant - Joyce Byrne's Team
Sheila Marsh - Secretary - Sutton Preferred
Staff of London & St. Thomas Association of Realtors
Stewart Mussolum - "Major Thanks"
Tom Kelly - Solicitor - Kelly, Hayes, Heynrick & Kilpatrick
Tina & Nick Masciotra - Mortgage Intelligence
Yvonne Holwing - Mortgage Intelligence
John MacDonald - JMac Home Inspections
Chuck Crooker - Crooker/Hancock Home Inspections
Catherine Brown - Staglod to Move
Jane Miskokomon & Deb Buckland - By Design Staging
Nick Dykstra - Sutton Preferred
Rosemary Mounsay - Royal LePage Triland
Nusha Keyghobadi - London
Rick Lavell - Sutton Group Centre Ouest - Montreal QC
Bev Mezzatesta - Re/Max Advantage
Andrea Plant - London
Pamela Fletcher - Vision Network Real Estate
Kim Pritchard - London
Pat Boyle - London
Carrol Belanger - Royal LePage Triland
Greg Mychajluk - Simcoe
Colette Cooper - Judy Marsales Real Estate - Hamilton
Jannie McCrindle & Anne Kawca - London
Karen & Paul Fothergill - London
Thu Tran - Sutton Preferred
Gordon & Andrea Galland - London
Jack Giles - Remax House of Real Estate - Calgary
Jason Bouckhuys - London

George and Lindsey Scott - Ilderton
Astrid Heyer & Matthew Royal - St. Catharines
Ron McDougall - Coldwell Banker 1st London
Alice Glanville - Glanville & Associates - Hamilton
Nancy & Corrie Moli - Woodbridge
Scott Gregory - Royal LePage Triland
Randy White & Johanna Vandom - Marmora
James & Christine Bacon - Bucksshot Lake
Michelle & Corey Moore - Kilaruth
Judy Marsales - Judy Marsales Real Estate - Hamilton
Jack Cox - CB Richard Ellis Real Estate
Maggie Nowlow - Sutton Group People & Properties - Oakville
John & Cathy Lee Denbow - London
Susan Robertson Devine - London
Helen Hayes - Coldwell Banker Sarazen - Kanata
Tracey & Patrick Bouchard - London
George & Sharon DeLuca - North York
Matthew & Paulette Stapleford - Hamilton
Ken & Nicole Eansor - London
Louise Hendriks - Dorchester
Ruth & Harry McDougall - Port Franks
Dan & Erin Sweiger - St. Thomas
Cam Hutchinson - London
Allen Fayad - Century 21 First Canadian
Patience & Dwayne Jackson - London
John & Stephanie Haasen - London
Alan Powell & Jude Fairweather - London
Will & Sarah Haimerl - London
Joe Bright - Sutton Preferred
Cheryl Capricchio - Sutton Preferred
Sarah Oliver & Steve Hunking - Oliver & Associates
Linda & Shaun Rowbotham - London
David James - Sutton Group Today's Realty - Thunder Bay
Joanne LaJambe - Re/Max Advantage
Barb & Tom Timmerman - London
Rick & Bonnie Cooper - Zurich
Julie Varley - Century 21 First Canadian
Carol Mason Taylor - London
Leonard Facey - Coldwell Banker 1st London
Steve Parker - Re/Max Advantage
Pat Allinson - Sutton Group Heritage - Markham
Terry & Sheila Fletcher - Dorchester
Sharon Jobson - Royal LePage Triland
Dave Logan - Royal LePage Hiller - Stratford
Drew & Jennifer Jamieson - St. Thomas
Louis & Jarmila Polakovic - London
Wally & Ann Wilson - Stratford
Susan Shea - Brockville
Judi Kramins - Royal LePage Triland
Gabriella & Bert Lakatos - London
Don Murray & Colleen Keeler - St. Thomas
Dan, Kim & Ian Kivell - Hamilton
Larry Carroll - NuVista Realty
Angella Breaux & Robert Landry - London
Sheri Fulmer - Century 21 First Canadian
John & Linda Rioux - Oakville
Trudy Binstard - Remax Bluewater - Grand Bend
Mary Thompson - Sutton Select

Darryl Ingram - London
Jean Farley - Sutton Right Way - Woodstock
Ron Shack - London
Kim Hagan - Collingwood
Jeff Baker - Panatanguishene
Rick Tusch - Re/Max Centre City
Sherry Dicesara - Kentucky USA
Kevin Vilaca - Ilderton
Linda & Ken Howlett - Woodstock
Dave Hutchinson - Re/Max Centre City - Dorchester
Colleen MacDonald - Dewar Real Estate - St. Thomas
Keith McAister - London
Joey Read - Royal LePage Triland
Stan & Karon Diavolisitis - London
Connie Adill & Dan Shack - London
Shelly Kelly - London
Nelson Couto - Stratford
Catherine Leigh & Carson Clark - Kelowna
Jodie & Frank Lucente - London
Dave Howe - Royal LePage Niagara - St. Catharines
Shawn & Jenn Clover - London
Susan MacInnis - London
Trisha Collins - Sutton Group Heritage - Pickering
Kay MacLean - Sutton Select - London
Earl Lantz - Linbro
Savka Dineva - London
Robert Furlonger - Cram and Associates
Val Summer - London
Rob & Tammy Bonney - Stratford
Mark & Jennifer Baptiste - Mississauga
Rob Rudell & Meg Hetherington - Royal LePage Triland
Greg & Joyce Prentice - London
Jo & Margaret Doggett - London
Pat Miller - NuVista Realty
Reza Ayal - London
Paul Nordgren - Sutton Group Sault Ste Marie
Angela Schneider - Coldstream
Al & Jan Wise - London
Darlene McKaig - London
Christie Budford - Royal LePage Triland
Janice McAister-Ross - Royal LePage Triland
Bob Bicknoll - Custer Centre
Rob Chapman - Broker Direct Real Estate
Chris & Lara Surowiak - London
Anna Tarantino - Remo Valente Real Estate - Windsor
Shelley White - London
Stan Burditt - Century 21 First Canadian
Marie Goulart - Signature GMAC - Mississauga
Cindy Fargnoli - GMAC
Jeremy & Sherri Reid - Sault Ste. Marie
Andrea Maddox - Sutton Group Innovative Realty - Hamilton
Joel Timmerman & Lindsay Myles - London
Rob & Liz McFachie - London

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