

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

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

### **Resumé**

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

<sup>†</sup>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>

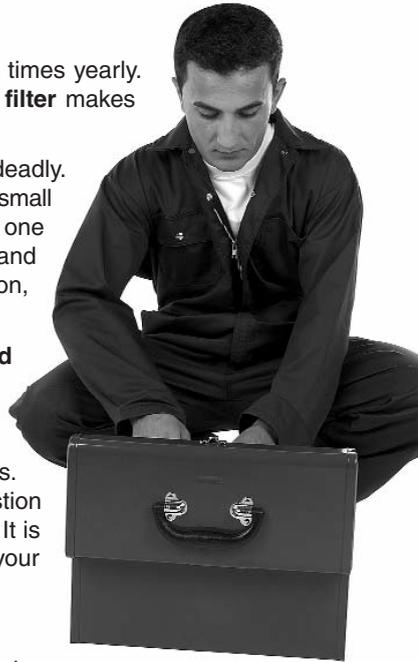
<http://heatinghelp.com/>

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

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

[http://www.hometips.com/home\\_improvement/home\\_improvement.html](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

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

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

Joson Bouckhuyl - London

Patience Jackson - London

Jeff Mason - London

Colette Cooper - Judy Marsales Real Estate - Hamilton

Michelle & Corey Moore - Kilmorith

Jack Cox - CB Richard Ellis

Gordon & Andrea Galland - London

Jack Giles - Rcmx House of Real Estate - Calgary

Alice Gilenwille - Glenwille & Associates - Hamilton

Chris & Jim Bacon - Budshot Lake

Nancy & Corrie Meli - Woodbridge

Judy Marsales - Judy Marsales Real Estate - Hamilton

Caffry 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

Isam Farley - Sutton Right Way - Woodstock

Bert & Gabriella Lakatos - London

Ron Shack - London

Kevin Viloca - Ilderton

Carrie Clatworthy - London

Shelly Kelly - London

Catherine Leigh & Carson Clark - Nanaimo

Nicole Fansor - London

Jocile & 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 Moximira - 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

Andros Galland - London

Astrid Meyer - St.Catherines

Rollie Matthews - London

Jill Cardinal - London

Anna Tarantino - Remo Valente Real Estate - Windsor

Karen Hodge - ICORH Properties

Tom Kelly - Solicitor

Maria Goulet - Signature GMAC - Mississauga

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**Sutton**

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Realty Inc., Brokerage  
Independently owned and operated

Joyce Byrne  
Broker

# 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 Helwig - 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 - Buckshot 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 Capircchio - 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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