

THE

REAL ESTATE NEWS AND VIEWS IN LONDON

HOMEPAGE



FALL 2017

Distributed to over 1,000 households!

Joyce Byrne's Real Estate Team

Sutton Group Preferred Realty Inc., Brokerage
181 Commissioners Rd. West, London, ON N6C 2P4
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Joyce Byrne, Broker,
SRS, ABR, HBA, MA

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Our Team's Resumé

- One of London's Top Teams
- 64 Years of Award Winning Combined Experience
- Complimentary Staging and Home Inspections Included
- Wholly Owned Canadian Company
- U.S. and Canadian Referral Network
- Real Estate Management Experience
- University and College Graduates
- Over 2,000 Transactions Completed
- References Cheerfully Supplied
- Specializing in Residential, Condos, Rural and Commercial Real Estate Services
- The Power of Seven for the Price of One!





MARKET REPORT FOR SEPTEMBER 2017

Market Activity	646 detached homes and 156 condos exchanged hands in September 2017, for a total of 802 transactions.																									
Type of Market	Continues to function as a Balanced Market but tipping slightly towards a Seller's Market																									
Listings	Active detached home listings end of period were down 19.0%. Active condo listings end of period were down 48.5%																									
Average Price September 2017 (Compared to August 2017)	<table border="1"> <tr> <td>Total Residential (Detached & Condo)</td> <td>\$318,347 down 1.0% (\$321,429)</td> </tr> <tr> <td>All detached homes in LSTAR's jurisdiction</td> <td>\$337,574 down 1.7% (\$343,541)</td> </tr> <tr> <td>All condos in LSTAR's jurisdiction</td> <td>\$238,730 up 2.0% (\$233,965)</td> </tr> <tr> <td>All two-stories in LSTAR's jurisdiction</td> <td>\$442,317 down 7.4% (\$477,904)</td> </tr> <tr> <td>All bungalows in LSTAR's jurisdiction</td> <td>\$249,057 down 0.9% (\$251,336)</td> </tr> <tr> <td>All ranches in LSTAR's jurisdiction</td> <td>\$385,034 up 2.0% (\$377,486)</td> </tr> <tr> <td>All townhouse condos in LSTAR's jurisdiction</td> <td>\$219,821 up 4.6% (\$210,114)</td> </tr> </table>		Total Residential (Detached & Condo)	\$318,347 down 1.0% (\$321,429)	All detached homes in LSTAR's jurisdiction	\$337,574 down 1.7% (\$343,541)	All condos in LSTAR's jurisdiction	\$238,730 up 2.0% (\$233,965)	All two-stories in LSTAR's jurisdiction	\$442,317 down 7.4% (\$477,904)	All bungalows in LSTAR's jurisdiction	\$249,057 down 0.9% (\$251,336)	All ranches in LSTAR's jurisdiction	\$385,034 up 2.0% (\$377,486)	All townhouse condos in LSTAR's jurisdiction	\$219,821 up 4.6% (\$210,114)										
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Most popular in September	Two-storeys, then bungalows, then ranches and townhouse condominiums, then high rise apartment condos.																									
Affordability	<p>In September, a total of 646 detached homes were sold, a decrease of 9.8% from the previous year, while condominium sales were up 4.0% from 2016, with 156 units sold. The average sales price across London and St. Thomas was \$318,347 slightly down 1.0% from the previous month. The average year-to-date sales price was \$328,759, up 17.8% from the 2016 average home price of \$279,057.</p> <p>In September, there were 1,026 listings, up 3.3% from the same time in 2016. The year-to-date sales are ahead by 13.1%, with a total of 9,219 homes sold. St. Thomas saw a total of 71 homes sold, up 6.0% from the same time last year. The average home price in St. Thomas was \$272,251 slightly up 0.6% from the previous month.</p> <p>The following table is based on data taken from the Canadian Real Estate Association's (CREA) National MLS® Report for August 2017 (the latest CREA statistics available).</p> <table border="1"> <tr> <td>• Vancouver</td> <td>\$1,012,520</td> <td>• Kitchener-Waterloo</td> <td>\$441,082</td> </tr> <tr> <td>• Toronto</td> <td>\$773,162</td> <td>• Edmonton</td> <td>\$381,228</td> </tr> <tr> <td>• Fraser Valley</td> <td>\$706,102</td> <td>• Ottawa</td> <td>\$391,863</td> </tr> <tr> <td>• Victoria</td> <td>\$650,203</td> <td>• Niagara</td> <td>\$389,389</td> </tr> <tr> <td>• Hamilton</td> <td>\$558,027</td> <td>• London St. Thomas</td> <td>\$332,052</td> </tr> <tr> <td>• Calgary</td> <td>\$466,355</td> <td>• CANADA</td> <td>\$491,373</td> </tr> </table>		• Vancouver	\$1,012,520	• Kitchener-Waterloo	\$441,082	• Toronto	\$773,162	• Edmonton	\$381,228	• Fraser Valley	\$706,102	• Ottawa	\$391,863	• Victoria	\$650,203	• Niagara	\$389,389	• Hamilton	\$558,027	• London St. Thomas	\$332,052	• Calgary	\$466,355	• CANADA	\$491,373
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Market Factors	London, ON – The London and St. Thomas Association of REALTORS® (LSTAR) announced 802 homes exchanged hands last month, marking the third consecutive year that more than 800 homes were sold in the month of September.																									



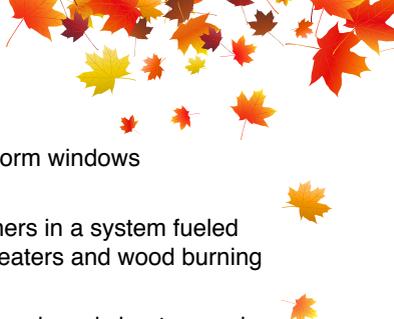
SELLERS CORNER

PRE-WINTER TO DO LIST

With the colourful changing Autumn leaves, we're reminded that we enjoy four wonderful seasons. On the other hand, our properties really experience just two seasons. There's the damp, cold and freezing of winter, and the rest of the year when we do fixes to get our properties ready.

Trying to fix or patch in freezing, snowy weather is usually more expensive and may not even be possible. Just because there wasn't a problem last winter doesn't mean there isn't one on the horizon. Some fixes may be DIY, for others you may want to call in a handy person (Ask us for a referral). So, before the weather turns to winter, use this check list to be ready.

1. **FOUNDATION** - Check that water isn't pooling at the outside walls of the home. If it is, add soil so the slope is away from the property.
2. **DRIVEWAY AND PATIO** - Fill cracks and dips so water won't puddle and widen cracks during a "freeze and thaw".
3. **YARD**
 - a) **CHECK THE GATE LATCH** - so the gate's not banging in the winter wind.
 - b) **BALD SPOT ON THE LAWN?** Sow grass seed in the next few weeks during the wet cool weather.
 - c) **OUTSIDE TAPS** - Turn them off from the inside shut-off then open the outside spigot to drain excess water out of the pipe.
 - d) **DECK**- Inspect the ledger board where the deck attaches to the house, the support posts and joists, repair weak or rotted areas.
4. **CAULK AND WEATHER SEAL** - Look for air leaks and gaps where a cold draft, water, or critters could be making their way into your property.
5. **ROOF**
 - a) **ADD ATTIC INSULATION** and ventilation to keep the roof cold. A warm roof melts snow, which flows to the eaves and then freezes creating an ice dam.
 - b) **FLASHING** - Look for cracks in the caulking and seal them.
 - c) **PLUMBING VENT STACK** - It's typically surrounded by a rubber membrane that get brittle, creating large gaps for water to freely flow in. It's an area where extra attention to sealing can prevent a significant leak.
 - d) **DAMAGED OR MISSING SHINGLES?** Skylight Leak? Eavestrough trouble spot? Freezing weather will make it worse. And be sure the downspouts are pointing away from the foundation.
6. **CHECK THE INSULATION** - This is a good time to check the condition of insulation, especially in an older home. If your walls aren't insulated, professionally installed blown-in insulation pays for itself in a couple of years.
7. **CHECK THE GUTTERS** - Make sure the downspouts and gutters are not clogged, smashed or open at joints to prevent moisture or ice damage later.
8. **CLEAN THE DRYER VENT** - You should do this twice a year, in fall and spring. Carefully move the dryer away from the wall, unplug it and vacuum behind it. (If it's a gas dryer, turn off the gas supply to the dryer at the appliance shutoff valve.) Unhook the tube that leads to the vent and clear as much lint from the tube as possible. Carefully remove the outside vent cover, and using a shop vacuum or a dryer lint brush, clean as far up the vent as you can from the outside. Lee Valley has a great magnetic vent connector that makes it super easy to reconnect the vents.

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9. **STORM WINDOWS** - Repair and clean cracked or dirty storm windows before installing them.
 10. **HEATING SYSTEM** - Check the filter, pilot light and burners in a system fueled by gas or oil. Fireplaces, boilers, water heaters, space heaters and wood burning stoves should also be serviced every year.
 11. **CLEAN DUCTS** - Clean and vacuum dust from vents, baseboards heaters and cold air returns. Dust build-up in ducts is a major cause of indoor pollutants. In a property that is shut tight for the winter, dust increases the possibility of illness. Ducts should be professionally cleaned about every three years.
 12. **ALARMS** - Test fire and smoke alarms as well as carbon monoxide detectors. Often alarms and detectors go unattended. Batteries should be checked every six months to ensure that they're working.
 13. **ONE EXTRA BONUS TIP** - For those people who are planning to do some winter projects inside the property, such as painting or carpet renewing: Paint interior walls before it gets too cold to leave the windows open for ventilation from the smell or the fumes. The same goes for carpet cleaning or floor refinishing.



BUYERS CORNER

DEAL OR DEALBREAKER?



Cosmetic issues like dirt and décor are easily remedied and shouldn't spoil you on an otherwise good property. Below, however, are some things that should be potential deal breakers for buyers.

- **Location** - There are many things you can change about a property, but location isn't one of them. A property in a location that requires too long a commute; is in an unsafe neighbourhood; lacks quality schools and other amenities; or has some other barrier to quality of life or resale value (such as noise or odor) is one you'll no doubt regret purchasing.
- **Floor plan** - A poor floor plan - that's to say, one that doesn't work given your particular needs and lifestyle - makes life at home more difficult on a day-to-day basis. A property that's harder to live in isn't one where you'll want to stay for long. For buyers who love to entertain, for example, that too-tiny kitchen and closed-concept floor plan just won't do.
- **Health and Safety** - Just as home inspections can uncover structural problems, they can turn up health and safety issues too. Some, like a lack of ground fault circuit interrupters (GFCIs), are minor and easily addressed. Other issues - like black mold, which can be toxic, or faulty wiring, which can cause fires- are serious and not something buyers should overlook and will likely end up costing you money.
- **Going it alone** - Your real estate representative is there to help narrow your search, save you time; help you understand and complete your paperwork, save you stress; and negotiate the best deal, saving you money. Property hunting without your real estate professional at your side, and your search could take much more time and be much more complicated than necessary.

While there are always things, like unsatisfactory property inspections for example, that could go wrong in your hunt for a new property – why not take control of the things you do have control over by avoiding these four ways buyers might end up sabotaging their own property purchase.

CONGRATULATIONS & THANK YOU CORNER

Dianne and John Nielsen, Welcome to London

Derek Dutt - for his referral of Michelle Clarke

Derrick Johnston and Aleen Kelledjian on the birth of their baby girl Lola Kelle Johnston

Maureen Dow and Paul Dolan - Congrats on their Wedding Oct 7th

Roxy Jenkerson, Welcome to London

Rose Laflamme - Re/Max Preferred Realty - Windsor - for referral of Tyler Lajevardi and Kora Lajoie

Jennifer Baptiste - for her referral

Doug Pedlar - Re/Max Bluewater Realty - Grand Bend - for assisting one of our clients

Larry Pickle - Re/Max Preferred Realty - Windsor - for helping our client Linda Whitefoot

Kim Vidad for her referral

Kendra Coulter and John Drew on the arrival of their baby girl, Elliette

Clare and David Starrett, Welcome to Ingersoll

Marie-Claire Legault and Simon Hogervorst, Welcome to Strathroy

HOSTING AN EVENT? NEED EVENT INSURANCE?

For get-togethers, it's the host's responsibility to ensure the safety of their guests.

Most venues require Event Liability Insurance and will often dictate the amount required, which may differ if the event is private or if it's an open-to-the-public occasion.

And if alcohol be served, there is additional Alcohol Liability Insurance. This protects the host or organizer who could be held responsible if people consume alcohol during the event and harm themselves or someone else.

Talk to your Insurance Broker while in the planning phase to avoid last minute stresses.

Damp Basement Could Mean a Leaky Roof

A missing shingle, shifted flashing, or cracks along the valley of a roof may direct water in and cause a spot on the ceiling. But a brittle or missing rubber membrane around the vent stack can mean there's a large gap for a significant leak. The bigger issue is that water may flow alongside the vent stack right down to the basement, giving the impression of a basement leak. Have a professional check the membrane and re-seal.

WHAT SELLERS SAY ABOUT OUR TEAM

"There are not enough superlatives to describe Joyce Byrne! She is head and shoulders above any agent we have ever interviewed.

Joyce is professional, knowledgeable, detail-oriented and a pleasure to work with. She has a wonderful sense of humor and puts you at ease immediately.

*Joyce sold a house for us several years ago and acted as our agent when we bought. With the recent sale of our second home, Joyce was every bit as **energetic and enthusiastic** as she was years ago.*

*She presented us with a comprehensive plan for marketing our home and **followed through on all her promises.***

Joyce has the business of real estate down to a science. No detail is overlooked. Best of all, Joyce is really approachable. She answers every email, every phone call, and every text.

Any glitch that arises is handled with confidence and calmness. Joyce finds a solution to every problem.

A really big plus is the professional team that works with Joyce. From landscaping to repairs to prepping and staging a home, every step of the process of selling a house is taken care of competently.

We have no hesitation at all in recommending Joyce's Team to anyone thinking of selling or buying a home and we would be happy to answer any questions on her behalf."

JOHN AND CATHEY GOODWIN
Formerly of: 165 Ashley Crescent
London ON N6E 3P9
519-719-2119
cc.goodwin@sympatico.ca

SUMMER ENDS, OPPORTUNITY CONTINUES.

Home Buying is about recognizing possibilities.

When you're asked to recommend a Realtor®, I appreciate you highlighting my expertise.

I deliver detailed market knowledge and smart negotiating.



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HELP HOME
DREAMS
BECOME
REALITY.
AND I GET
RESULTS!**



FEATURE HOMES



JUST LISTED "HURON HEIGHTS"

\$259,900

Step saving 1 floor with detached garage on parklike lot with finished lower level! Start smart or retire right.



NEW PRICE! "STONEBROOK"

\$575,000

Lovely stretch ranch on fabulous large privately fenced lot with double garage and completely finished lower level. Close to university.



EXCLUSIVE SIR ADAM BECK CONDO! "DOWNTOWN/OLD NORTH" \$439,900

One of a kind main floor 2 bedroom with lovely walled terrace off the den and eat-in kitchen. Graciously appointed plus fabulous amenities.



JUST OUT "BYRON"

\$349,900

Immaculate raised ranch on quite cul de sac steps to park. Oasis like back yard with access off kitchen and dining room.

For more info on these homes and any other properties you may be curious about, just give us a call through our office or send Joyce an email anytime!