

THE

REAL ESTATE NEWS AND VIEWS IN LONDON

HOMEPAGE



Happy New Year

WINTER 2014

Distributed to over 1000 households!

Joyce Byrne's Real Estate Team

Sutton Group Preferred Realty Inc., Brokerage
Independently owned and operated

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Resumé

- One of London's Top Teams
- Relocation Specialists
- Real Estate Management Experience[†]
- University and College Graduates
- 73 properties sold*
- Staging Consultation and Home Inspection Services Available
- 50 Years Combined Experience
- Provincial Broker's License

[†]Formerly Canada Trust Realty

*London Board Average was only 5.6





SOLID YEAR FOR REAL ESTATE SALES

2013 saw 7,905 home sales, down a marginal 1.4% -- 115 units -- from 2012. 6,442 detached homes exchanged hands last year – down only 1.1% from the previous year -- and 1,463 condos – down 3%.

The month of December 2013 also finished strong – up 8.7% from the previous December. We need to bear in mind, however, that sales were down last December.

Listings for 2013 were up 1.6% and supply -- active listings end of period – were up 1.4%.

The City of St. Thomas fared well in December 2013, with 34 sales, up ten units from the previous year. A total of 669 homes exchanged hands in St. Thomas in 2013, 53 more units than the previous year. St. Thomas sales were down last year and when we compare the latest figures to those from the previous five years, it is clear that the market in St. Thomas has stabilized.

The average price for a home in St. Thomas in 2013 stands at \$201,586, up 5.2% over last year.

The average price of a detached home in 2013 in LSTAR's jurisdiction is \$261,051, up 2.6%, while the average price of a condo for the year stands at \$178,309, up 4%. The average price of all homes in 2013 in LSTAR's jurisdiction is \$245,737, up 2.9 %.

The following table, based on data taken from CREA's National MLS® Report for November 2013 (the latest information available), demonstrates how homes in LSTAR's jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centers

City	Average Sale \$\$
Vancouver	\$806,917
Victoria	\$446,126
Fraser Valley	\$529,745
Toronto	\$542,921
Calgary	\$463,337
Hamilton-Burlington	\$364,960
Edmonton	\$354,449
Saskatoon	\$341,571
Ottawa	\$357,528
Kitchener-Waterloo	\$314,214
Montreal	\$320,564
Regina	\$319,533
St. Catharines	\$249,075
Newfoundland & Labrador	\$275,050
Quebec City	\$258,472
Halifax-Dartmouth	\$265,191
London St. Thomas (in December 2013)	\$242,180
CANADA	\$386,236

House Style	Units Sold	Average Price
2 storey	1,943	\$329,848
Bungalow	1,366	\$195,124
Ranch	964	\$296,251
Townhouse	723	\$159,791

The best-selling house style in LSTAR's jurisdiction for the Year of 2013 was the two-storey, then the bungalow, then the ranch, then the townhouse condominium.



SELLERS CORNER

WHAT'S ON BUYERS HOME WISH LIST?

Here are a few things that seem to be on the home feature wish list of many buyers today. Some may seem extravagant to those just looking for a nice home in a good neighbourhood, however many of these "must haves" to the privileged few are really not that far out of reach or unreasonable today, especially in the London and area where housing is the 2nd cheapest of any city in Canada!

As a home owner thinking of doing any updating or upgrading this list is well worth considering.

- 1. Luxurious Bathrooms** - features include separate shower enclosures with multiple shower heads, generous-sized linen closets, dressing areas, double ledge sinks, multiple bathrooms, heated floors and Jack-and Jill bathrooms.
- 2. Built-in closet organizers** - many are looking for built-in organization systems instead of trying to find after market solutions that often have to many choices and options to select from.
- 3. Specialty Rooms** - well outfitted media and home theater rooms, exercise rooms, guest suites or areas and work at home offices.
- 4. Energy Efficient and Cost Saving Features** - beyond programmable thermostats and Energy Star appliances many are getting excited about heat recovery ventilators, ground source heat pumps, tank-less water heaters, solar panels, and low-emissivity, argon-filled windows and low flush toilets.
- 5. Environmentally Friendly Materials** - hardwood floors are certainly popular, but many buyers prefer bamboo, cork and natural and reclaimed wood products.
- 6. Fully Wireless Homes** - these types of buyers want flexibility and portability for their vast array of electrical and mobile devices.
- 7. Luxury Touches** - having glass tiles, upgraded cabinetry, granite or stone kitchen and bathroom counter tops, classy looking efficient lighting, soaring, coffered or vaulted ceilings.

8. Spacious and Stylish Utility Rooms - having well organized, large and attractively decorated laundry rooms on the main floor is a must-have. These larger rooms can also be used as multiple purpose rooms to be used as mud rooms, craft spaces, pantries, gift wrapping areas, spaces for wine fridges and freezers.

9. Appliances with High End Finishes and Features - Stainless Steel Appliances are a must. These are available with a variety of decor, fingerprint proof finishes, french doors, ice makers, bottom mount freezers, and alarms. Warming ovens, 5 burners, front loading washer and dryers, and more.

10. Pre-Listing Home Inspections - a home inspection prior to listing makes your home more appealing to buyers in five ways. It shows buyers you've addressed any defects, suggests you have little to hide from prospective buyers,



its a sweetener, saving buyers the capital outlay for their own inspections, it avoids possible renegotiations when something unknown to sellers comes up during an inspection and finally allows sellers to receive offers free of time consuming contingencies. (Remember part of our services include Pre and Post Home Inspections)



BUYERS CORNER



9 WAYS TO CUT YOUR MOVING COSTS

Moving can be a very chaotic and expensive task, one that needs to be accomplished very carefully. A move carried out in haste can bring about several unnecessary problems. Almost everyone looks for cheap movers. After all, most of us want to save on out of pocket expenses but there are several disadvantages of selecting cheap movers. There are professional moving companies, who offer competitive rates that are easily affordable by everyone. However, there are certain techniques or methods of preparation that can also help you minimize your expenses.

When planning your moving budget, it is very important to keep a check on the outflow of cash. This will make you better prepared to understand the unnecessary expenses. Create a budget template in Excel or Microsoft Word—this will make your calculations easier.

Decide if you will hire a professional moving company or you will do it yourself. If you are hiring a mover, collect quotes from at least three different professional moving companies and include the highest quote in your budget.

Check all the items that you are moving. This will help you evaluate if you need more insurance because the default insurance offered by movers might not be sufficient for you. Along with added insurance, find out if you require extra services.

Because of rising fuel costs and a shortage of drivers, the cost of a full service mover has risen in the past few years. Anything you can do yourself—even if seemingly small—will help cut your moving bill and give you extra money to spend on other relocation costs (like the pizza and beer for after your move).

1. Reduce your load. Get rid of household items that you no longer need. Hold a garage sale and leave books with friends, the local library or sell them to a used bookstore. Anything you can't sell, give to a local charity. Weight equals money. The less weight, the less money. It's that simple.

2. Pack it yourself. Packing services performed by the mover are expensive and could amount to 25% of the moving cost. Even if you don't want to pack it all yourself, you can always do a partial pack, and have the movers handle the rest. For example,

items that are nonbreakable such as linens and bedding can be packed easily without the risk of damage. Every box you pack yourself is money in your pocket.

3. Save on packing materials. Luggage and carrying bags are perfect for packing sheets, towels and clothing. Also, the bottoms of wardrobe boxes are great for bulky, lightweight items. Be wary of packing tips that might save you money initially but won't protect your stuff, for example, using newspaper instead of bubble wrap. Sure, it might save a few bucks, but in the end, is breaking something worth it?

4. Drive your own moving truck. You can rent your own truck and try hiring movers to help load up and unload.

5. Recruit help from friends or family. If you have friends or family in the area, getting them to help you load up and/or unload is a blessing, because it saves time and money. If you're going to recruit help, make it a fun event. Order some food, and make it a moving party.

6. Avoid the busy season. If you are using a full service moving company, avoid June, July, and August as these are the most expensive months to move because of demand for moving services. Also, try to plan your move during the middle of the month—rates are higher at the beginning and the end because of the large number of apartment leases with month-end dates. If you can be flexible with your move-in times, you can also save money because the moving company can combine shipments.

7. Get organized. Time is Money. Color-code boxes according to the room they belong in so they all end up in the same place, saving time for both you and your mover.

8. Make sure you are insured. Your existing homeowner's insurance policy might cover your move so you don't have to buy additional moving protection.

9. Your move may be tax-deductible. Keep all receipts and visit the Canada Revenue Agency's website for specific details about which moving expenses you can claim, or consult a professional accountant to maximize your tax return.



MORTGAGE RATES

Rates as of Monday, January 13th, 2014

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
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1 Year	3.14%	2.74%
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2 Years	3.14%	2.79%
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3 Years	3.95%	3.04%
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4 Years	4.59%	3.29%
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5 Years	5.34%	3.44%
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7 Years	5.95%	3.89%
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Variable Rate Prime	- .45%	
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The prime rate is 3.00%

Heat Recovery Ventilators by Nutech Holdings Under Voluntary Recall

HRV units have been blamed for 9 fires across Ontario, including one in May that destroyed a house on Harston Place in London that had to be demolished. The HRV motors can overheat causing a fire hazard. These units are normally located near the furnace.

Homeowners need to contact Nutech Holdings if they have a unit with the brand name of Lifebreath, Tradewinds, Honeywell, Lennox, Fresh-Xchanger, American Aldes, Raydot, Standex, Sears Authorized Indoor Clean Air Services, Nutone and Airflow.

Units containing serial numbers 29,39,49,59, 95, 96, 97 or 98 should be unplugged and turned off and the homeowner should contact Nutech Holdings at 1-866-557-0535 or www.hrvinfoine.com

CONGRATULATIONS & THANK YOU CORNER

Ilan Geurra - Peak Real Estate - Kitchener for referral of Derrick Diaram

Stan Shetty - Royal LePage State Realty - Hamilton for referral of Richard Green

Raymond Lisiecki

Niamh O'Sullivan and Ivan Polakovic for their referral of Shannon and Wayne Moxey

Bill LeClair - Homelife Main Street Realty - Newmarket

Gary Baverstock - Coldwell Banker Baverstock - Cambridge

Dwayne Jackson for his referral of Tonia and Dino Novielli

Paul Wood -Sutton Group Right Way Realty - Woodstock for his referral of Jerry and Theresa Byloo

Jason Ratz and Erin James on the upcoming birth of their baby

Derek Carter - Royal LePage State Realty - Ancaster - for his referral of Meredith and Chris Gingrich

Patti Paquette - Magic Realty - Point Edward

Florina Craui-Botan - Sutton Group Summit Realty - Mississauga - for the referral of Catherine and Matthew Brown

Greg Parfitt - Sutton Masters Realty - Kingston for the referral of Mark Woolforth and Ingrid Johnsrude

The Reason for Our Success!

The following people have referred their friends, relatives or business associates to us for their Real Estate needs in 2013! This type of business is the lifeblood of any sales career! We wish to thank each of you very much for your faith and continued support. May you enjoy a bountiful 2014!

Ernest Morgan - iProRealty - Mississauga

Jill Golding - Investor's Group

Josie Gallitrico - Sutton Group Quantum Realty - Oakville

Suhreta Kovac - Royal LePage State Realty - Stoney Creek

Trevor Schultiz - Sutton Group Realty Systems - Mississauga

Yolinde Coetzee - CIBC

Rod Sparling - Best Contractors

Doug MacCallum - Re/Max Mountain View - Calgary

Guy McPhee & Donna Sutherland - Re/Max Escarpment - Hamilton

Mary Beth Ledden - Royal LePage State Realty - Ancaster

Edie Takahashi - Sutton Group - West Coast - BC

Chris Rouse - Load of Rubbish

Rachael Crellin - Mossley ON

Andrew Young - Mortgage Wise

Christian Kamandali and Francoise Ruberangoyo

Janice Dama - Royal LePage State Realty - Hamilton

Cathy Romaine - Ailsa Craig

Michael Lamb - Solicitor

Lessley Harford

Sue Henker - Sutton Group - Kingston

Doug Brady

Lisa Schoffer

Jill Cardinal - Hairmasters

Evelyn James - Sutton Group Admiral Realty - Thornhill

Reesa Grunvald - Coldwell Banker Terrequity

Real Estate - Thornhill

Nicole Versaevel

Joan and Emmet Lecompte - Strathroy

Brendon and Elizabeth Saxton - Barrie

Melissa Ashworth

Barb Biernaski

Brenda Roberts

Doris Chiu - Royal LePage State Realty - Stoney Creek

Mark & Deb Ratz

Martin Schreindler

Inge and Uwe Zachert - Dorchester

Jean & Ray Zavitz

Florina Craiu-Botan - Sutton Group Summit

Realty - Mississauga

Bernice McNutt - Coldwell Banker R.M.R. Real

Estate - Whitby

Debbie and Dan Chatterley

Andrew de Boer - 1-800-Got-Junk

Stan Shetty - Royal LePage State Realty - Hamilton

Dwayne Jackson - Kilworth

Paul Wood - Sutton Group Right Way Realty - Woodstock

Ian Guerra - Peak Real Estate - Kitchener

Julie Pickard - Uxbridge

Lesley Harford

Kiersten Warren - Royal LePage Your

Community Realty - Richmond Hill

Paula D'Orazio - Ingersoll

Jim Byrne

Dr. Amanda Moerhing

Don and Fran Gignac

Niamh O'Sullivan

Kevin Cavender

Dale Marsh - Keller Williams

Julie Picard

Nicole Versaevale

Anna Ackland

Thank You!

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

The Staff at Sutton Preferred Realty
Gary Hayes - Handyman Service
Peter Conway - Better Web Pros
Peter Trill - MJ Appliance Repair
Kevin Cavender - Bite Marketing
John Woods - Keystone Technologies
Mark Sinkins - Virtual Assistant
Sylvia Twinn - My Visual Listings
Associated Real Estate Inspections
Lisa Flesher - Doubleclick Advertising
Nancy Maki - NM Bookkeeping
Smart Web Pros - Derek Bekaan
Smart Web Pros - Jeff Christofferson
Stephanie Irvine Designs - Staging and Decorating
Bob McFee Designs
Andrew Young - Mortgage Wise
Tom and Alex Kelly - Kelly, Hayes and Kilpatrick Law Firm
Rosemary Mounsey - Royal LePage Triland
Rod Sparring - Best Contractors
Middlesex Printing - The Hulls
Karen Bogal - Late Bloomers Gardening
Ron Berkelmans - Berkelmans Hardwood Flooring
Shawn Ashworth - BEST Contractors
Carpentry Plus - Phil Gareau
Load of Rubbish - Chris Rouse
Jay McKinnon Company - Landscaping
Rouse Roofing - Kelvin Rouse
Hammer & Nail Handyman Services - Greg Prentice
Blue Diamond Window Cleaners - Declan Dunne
PTN Electrical Solutions - Paul & Toni Doody
Roto-Static Carpet Cleaning - Mary Ann Lawton
BTU Air Systems & H.V.A.C. - Bill Hill
CLC Tree Services - Curt McCallum
Cram & Associates - Robert Fulonger
Cram & Associates - Bassam Lazar
Michael Lamb - Solicitor
Rusty's Lock & Key - Dave Cook
Seniors in Transition - Sharon Gunn
Two Men and a Truck - Heidi and Brent Welsh
R & M Painters - Doug Reid
Sajni Lacey - Virtual Assistant
Sera Ramdatt - Virtual Assistant
Victor Garcia - Precision Heating
Kyle Edwards - Kyle's Lawn Service
Ward Electric - Kevin Ward
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Kathy Outos - Chaitons LLP - Toronto
Jill Golding - Investor's Group
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Ranjit Goela-Realty Executives Elite Realty
Doug MacCallum - Re/Max Mountain View - Calgary
Guy McPhee & Donna Sutherland - Re/Max Escarpment Realty - Hamilton
Melissa Ashworth
Mary Beth Ledden - Royal LePage State Realty - Ancaster
Edie Takahashi - Sutton Group West Coast - BC
Lisa Gorham - Sutton Group Preferred
Josie Gallitric - Sutton Group Quantum Realty - Oakville
Suhreta Kovac - Royal LePage State Realty - Stoney Creek

Trevor Schultz - Sutton Group Realty Systems - Mississauga
Yolinde Coetzee - CIBC
Susan Kovas - Keller Williams Realty
Lisa and Brent Schoffer
Ron Wintrobe
Rachael Crellin - Mossley ON
Estrella and John Pereira - Loretto ON
Terry and Larry Carroll - NuVista Progressive Realty
Nathan Naylor
Peter Anckaert - Dorchester
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Willie Atkinson
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Christian Kamandali and Francoise Ruberangeo
Janice Dama - Royal LePage State Realty - Hamilton ON
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Pat Miller - Royal LePage Results Realty
Cathy Romaine - Ailsa Craig
Lessley Harford
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James Bulloch and Carol Beatty - Kingston ON
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Chris Rawlings
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Kelley McIntyre - Royal LePage Triland Realty
Jeanette Whibbs
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Ted McShane - Re/Max Quality Real Estate - Sussex Corner NB
Dianne Hogun - Wolverton ON
Mary Irvine
Paul May - Re/Max Advantage Realty
Marian Murray
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Inge and Uwe Zachert - Dorchester
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Andrew de Boer - 1-800-Got Junk
Cindy and Dave Mairfin - Union
Ralph Dodds - Ralph Dodds Real Estate
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David Gioranniello - Century 21 First Canadian Realty
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Jim Alexander & Tanya Sehmrau - Ingersoll
Wayne Campbell - Sutton Select Realty - Ingersoll
Bill LeClair - HomeLife Main Street Realty - Newmarket
Gary Baverstock - Coldwell Banker Baverstock Realty - Cambridge
Rob Jonkhans - Remax Centre City Realty
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Tony Monteiro - Royal LePage Crown Realty - Cambridge
Dwayne Jackson - Kilworth
Greg and Joyce Prentice
Phil and Colleen Gareau
Chris McNally
Elizabeth and David Gracey - Newburgh ON
Randy White & Johanna Vandorn - Colborne ON
Barb and Graham Etches - Grand Bend ON
Al and Sandra Saxton - Barrie ON
Jill Soos - Rodney ON
Paul Wood - Sutton Group Right Way Realty - Woodstock
Kiersten Warren - Royale LePage Your Community Realty - Richmond Hill
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Brenda Roberts
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Julie Pickard - Uxbridge
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Kerilee White - Oliver and Associates
Pat Scott - Sutton Select
Brendon Saxton - Barrie
Fred and Andrea Berger - Sutton Group Preferred
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