

THE

REAL ESTATE NEWS AND VIEWS IN LONDON

HOMEPAGE



WINTER 2016

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
Independently owned and operated

Joyce Byrne, Broker,
SRS, ABR, HBA, MA

"Delivering 'What Others Only Promise'"

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

519-471-8888 • joyce@homesforsaleinlondon.com

Our Team's Resumé

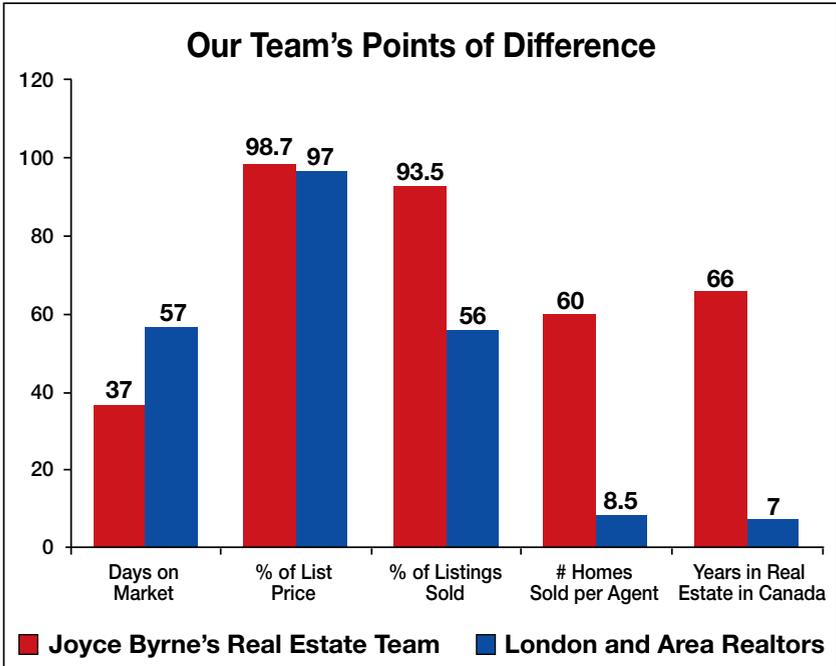
- One of London's Top Teams
- 66 Years of Award Winning Combined Experience
- Complimentary Staging and Home Inspections Included
- Wholly Owned Canadian Company
- U.S. and Canadian Referral Network
- Real Estate Management Experience
- University and College Graduates
- Over 2,000 Transactions Completed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





Marketing Your Property For All It's Worth

If you or someone you know is considering selling a property now or in the future, here are just a few of our Points of Difference!



1) INNOVATIVE MARKETING

Our aggressive and innovative marketing techniques lead to more qualified buyer prospects and an auction-like atmosphere to the bidding process which results in a higher sale price!

Our Monthly contact program to buyers and Realtors, our affiliation with networking groups such as LPMA, REIC, NLN, ORRT, etc. and our website, (which is Canada's most complete real estate website) are just some of the unique marketing techniques that more than triple the number of buyers inquiring about the properties we market for sale.

These initiatives result in not only more money for the properties we sell but a shorter sale time too!!!

2) GET IT DONE

Statistically properties took on average 57 days to sell last year. However properties listed with Our Team sold in 37 days!

And a faster sale time leads to MORE MONEY!

3) SHOW ME THE MONEY

The average agent sold their listings for only 97% of the asking price in 2015.

We sold our listings on average for 98.7.% of the asking price!! And based on the average sale price in 2015, for a property in our trading area, of \$282,229, that's \$4798 more in your pocket!

4) PROVE IT!

The properties we list for sale have almost a TWO Times greater chance of selling!! According to the Local Association of Realtors, there were 16,590 properties listed for sale in 2015 but only 9366 sold.

This means that only 56% of all the properties listed for sale actually sold! In contrast, we sold 93.5% of all the properties we had listed for sale!!!

On average a Realtor with the Local Association of Realtors sold only 8.5 homes last year! Joyce Byrne was involved in over 60 transactions.

5) EXPERIENCE/TEAM APPROACH

We have over 66 years combined experience in real estate. The average Realtor in Canada has only 7 years of experience. We have handled over 2,000 transactions. 7 out of 10 Realtors in Canada handle less than 10 listings in an entire year.

"EXPERIENCE ISN'T EXPENSIVE, IT'S PRICELESS!"

For more information on our dynamic marketing program please contact us through our office at 519-471-8888 and ask for Joyce Byrne.



STATISTICAL BREAKDOWN BY AREA FOR 2015

LONDON

	2014 Average Sale Price	2015 Average Sale Price	%
NORTH			
Total Detached North	\$337,390	\$346,638	2.7%
Total Condo North	\$216,887	\$225,531	4.0%
Bungalow North	\$250,870	\$267,562	6.7%
Two Storey North	\$368,488	\$380,228	3.2%
Ranch North	\$381,435	\$386,819	1.4%
Townhouse Condo North	\$197,262	\$199,469	1.1%
SOUTH			
Total Detached South	\$287,309	\$305,723	6.4%
Total Condo South	\$163,629	\$169,510	3.6%
Bungalow South	\$217,595	\$237,196	9.0%
Two Storey South	\$354,414	\$371,558	4.8%
Ranch South	\$326,859	\$337,878	3.4%
Townhouse Condo South	\$146,572	\$151,674	3.5%
EAST			
Total Detached East	\$214,424	\$222,077	3.6%
Total Condo East	\$165,219	\$161,379	-2.3%
Bungalow East	\$170,734	\$173,654	1.7%
Two Storey East	\$278,711	\$297,522	6.7%
Ranch East	\$234,324	\$219,669	-6.3%
Townhouse Condo East	\$129,194	\$126,162	-2.3%



STATISTICAL BREAKDOWN BY AREA FOR 2015

ELGIN

	2014 Average Sale Price	2015 Average Sale Price	%
Total Detached	\$224,660	\$239,489	6.6%
Total Condo	\$163,609	\$163,414	-0.1%
Bungalow	\$180,449	\$184,052	2.0%
Two Storey	\$344,819	\$323,242	-6.3%
Ranch	\$244,528	\$275,236	12.6%
Townhouse Condo	\$182,671	\$165,467	-9.4%

ST. THOMAS

	2014 Average Sale Price	2015 Average Sale Price	%
Total Detached	\$198,748	\$211,235	6.3%
Total Condo	\$239,132	\$254,737	6.5%
Bungalow	\$190,335	\$201,313	5.8%
Two Storey	\$240,554	\$260,287	8.2%
Ranch	\$215,933	\$222,220	2.9%
Townhouse Condo	\$225,000	\$0	100.0%

MIDDLESEX COUNTY

	2014 Average Sale Price	2015 Average Sale Price	%
Total Detached	\$322,754	\$322,346	-0.1%
Total Condo	\$285,590	\$314,213	10.0%
Bungalow	\$241,301	\$238,135	-1.3%
Two Storey	\$405,107	\$423,414	4.5%
Ranch	\$357,582	\$341,614	-4.5%
Townhouse Condo	\$288,667	\$257,467	-10.8%

STRATHROY

	2014 Average Sale Price	2015 Average Sale Price	%
Total Detached	\$225,733	\$240,671	6.6%
Total Condo	\$186,108	\$242,713	30.4%
Bungalow	\$198,360	\$218,423	10.1%
Two Storey	\$268,971	\$277,112	3.0%
Ranch	\$275,598	\$300,551	9.1%
Townhouse Condo	\$120,000	\$122,500	2.1%



AVERAGE RESIDENTIAL PRICES 1987 to 2015

Year	Average Price (London)	Average Price (St. Thomas)	Average Price (Area)
1987	\$106,300	\$72,892	\$97,962
1988	\$117,695	\$90,887	\$111,708
1989	\$134,960	\$101,108	\$128,578
1990	\$141,919	\$106,202	\$134,907
1991	\$143,306	\$106,134	\$134,545
1992	\$141,764	\$112,088	\$135,962
1993	\$139,311	\$106,843	\$133,835
1994	\$138,279	\$111,823	\$134,089
1995	\$131,954	\$109,019	\$127,166
1996	\$129,817	\$107,005	\$127,261
1997	\$132,838	\$111,957	\$130,534
1998	\$133,525	\$109,378	\$129,706
1999	\$133,033	\$116,297	\$131,899
2000	\$135,996	\$115,994	\$134,593
2001	\$137,820	\$114,257	\$136,636
2002	\$143,007	\$121,470	\$142,106
2003	\$155,148	\$129,349	\$152,586
2004	\$169,022	\$141,989	\$166,138
2005	\$178,899	\$155,595	\$178,058
2006	\$193,087	\$162,250	\$188,942
2007	\$208,865	\$172,550	\$202,256
2008	\$211,323	\$187,361	\$210,888
2009	\$214,769	\$182,450	\$213,402
2010	\$231,020	\$182,719	\$227,056
2011	\$238,238	\$189,413	\$232,387
2012	\$240,370	\$191,607	\$238,822
2013	\$246,919	\$201,586	\$245,737
2014	\$256,154	\$199,885	\$254,141
2015	\$265,831	\$216,800	\$264,435





MARKET REPORT FOR LONDON & AREA 2015

Listings	Active detached home listings end of year were down 15.7%. Active condo listings end of year were down 7.7%																																					
Average Price 2015 vs 2014	Total Residential (Detached & Condo)	\$264,435 up 4.1%																																				
	All detached Properties	\$282,229 up 4.3%																																				
	All condos in	\$189,798 up 3.8%																																				
Average Price for Detached Home in 2014	\$254,141																																					
All Residential Properties	<p>A total of 9,366 homes sold in 2015, up 9.2% over the previous year, while condo sales, at 1,803 were up 13%. Overall, sales were up 9.9% over 2014.</p> <p>16,590 homes were listed in 2015, up a marginal 0.6%. Active Listings End of Period – or inventory – was down 14.0%.</p> <p>We remain in a balanced market, but given the relatively low supply, now would be a good time for anyone thinking about listing their home to get in the game.</p> <p>2015 was also a great year for real estate in St. Thomas, with sales totaling 830. Only 2007 was a better year for London's Sister City and that by only 31 units. The average price of a home in St. Thomas in 2015 stands at \$216,800, up 8.5%.</p> <p>The following table, based on data taken from Canadian Real Estate Association, demonstrates how homes in our jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centers.</p> <table border="1" data-bbox="264 1008 1042 1270"> <thead> <tr> <th>City</th> <th>Average Sale \$</th> <th>City</th> <th>Average Sale \$</th> </tr> </thead> <tbody> <tr> <td>• Vancouver</td> <td>\$953,563</td> <td>• Montreal</td> <td>\$348,940</td> </tr> <tr> <td>• Toronto</td> <td>\$635,658</td> <td>• Saskatoon</td> <td>\$333,005</td> </tr> <tr> <td>• Fraser Valley</td> <td>\$614,191</td> <td>• Regina</td> <td>\$329,663</td> </tr> <tr> <td>• Victoria</td> <td>\$510,698</td> <td>• Newfoundland & Labrador</td> <td>\$266,749</td> </tr> <tr> <td>• Calgary</td> <td>\$454,671</td> <td>• London St. Thomas (December 2015)</td> <td>\$264,435</td> </tr> <tr> <td>• Hamilton-Burlington</td> <td>\$437,760</td> <td>• CANADA</td> <td>\$453,035</td> </tr> <tr> <td>• Edmonton</td> <td>\$376,355</td> <td></td> <td></td> </tr> <tr> <td>• Ottawa</td> <td>\$360,157</td> <td></td> <td></td> </tr> </tbody> </table>		City	Average Sale \$	City	Average Sale \$	• Vancouver	\$953,563	• Montreal	\$348,940	• Toronto	\$635,658	• Saskatoon	\$333,005	• Fraser Valley	\$614,191	• Regina	\$329,663	• Victoria	\$510,698	• Newfoundland & Labrador	\$266,749	• Calgary	\$454,671	• London St. Thomas (December 2015)	\$264,435	• Hamilton-Burlington	\$437,760	• CANADA	\$453,035	• Edmonton	\$376,355			• Ottawa	\$360,157		
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Market Factors	<p>2015 proved to be not only the best year for real estate in the jurisdiction of the London and St. Thomas Association of REALTORS® since 2007, but also the second best year in the history of the Association overall. 9,366 area homes exchanged hands over the course of last year, just 59 units short of the 2007 total of 9,425 “The global financial meltdown that led to the collapse of the U.S. housing market back in 2008 negatively impacted Canadian markets as well,” says Carl Vandergoot, LSTAR's 2015 President. “Eight long years later, we're pretty much back on track.”</p>																																					

According to recent research conducted by the Altus Group, one job is created for every three real estate transactions and approximately \$55,000 in ancillary spending is generated every time a house changes hands in Ontario. **That means 2015's home sales in LSTAR's jurisdiction spun approximately \$515,130,000 into our local economy and created approximately 3,122 jobs.**