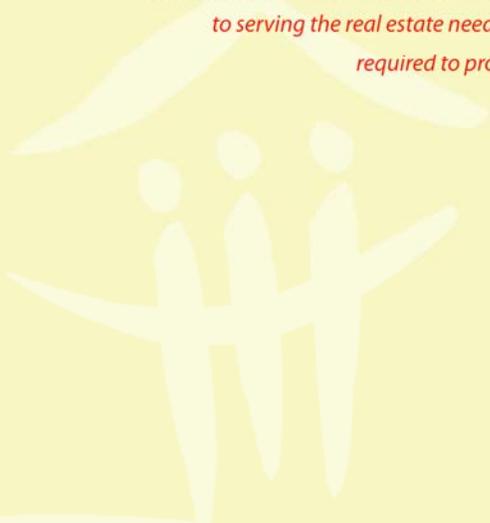




ANNUAL GENERAL REVIEW 2006

Best Western Lamplighter Inn
Tuesday, April 10, 2007

Mission Statement: *The London and St. Thomas Association of REALTORS® is a professional organization committed to serving the real estate needs of the community and to providing its Members with the services and education required to promote excellence, knowledge, and high standards of ethics and business practices.*



AGENDA

Please turn off all cell phones & pagers for the duration of the meeting.

9:15 AM	Registration
10:15 AM	Call to Order & Welcome by 2007 President Mike Carson
10:25 AM	Approval of AGM Minutes (April 11, 2006) and adoption of 2006 Annual General Review AND audited financial statement AND appointment of the Board's 2007 auditors and solicitors
	Presentation to and Remarks of 2006 President Presentation to 2006 Retiring Directors Address of 2007 President
10:45 AM	Other Business (consists of presentations to/of): <ul style="list-style-type: none">• Mission Services• Community Service Award• Long Service Membership Pins/Plaques• CREA 25-Year Certificate
11:20 AM	Introduction of Speakers - RECO Representatives: Allan Johnston, Registrar Brian Scholtzhauer, Deputy Registrar John Burnet, CCD Manager <ul style="list-style-type: none">• Topic: REBBA 2002 and current RECO initiatives• Thanks to Speakers
12:00 Noon	Entertainment – Comedian Ian Tyson
12:30 PM	Grace & Toast to the Queen
	Lunch & Adjournment

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MINUTES OF THE 2006 AGM

Tuesday, April 11th, 2006
Lampighter Inn & Conference Centre

1. **Call to Order and Welcome**

2006 President Costa Pouloupoulos welcomed everyone and called the meeting to order at 10:40 a.m.

2. **Introduction of Head Table Guests**

In addition to introducing the head table, invited guests and award winners, Costa also asked that all Past Presidents and Honourary Members stand and be recognized.

3. **Approval of Minutes**

Prior to approval/adoption of the following items, the President pointed out that all Members, with the exception of Honourary Members, invited guests and Board staff, had the right to vote at Annual General Meetings.

MOTION

that the Minutes of the April 6th, 2005 Annual General Meeting be approved.

CARRIED

4. **Adoption of 2005 Annual General Review**

MOTION

that the 2005 Annual General Review, which contains the 2005 Committee Reports, be adopted.

CARRIED

5. **Adoption of Audited Financial Statement for the Year Ended December 31st, 2005**

MOTION

that the Statement of Revenue and Expenditures for the year ended December 31st, 2005, as pre-published to all Brokers and posted on REALTORLink®, be adopted.

CARRIED

6. **Appointment of 2006 Board Auditors and Solicitors**

MOTION

that Ford, Keast Chartered Accountants continue to be the Board's Auditors for 2006.

CARRIED

7. **MOTION**

that David Broad from Siskinds the LAW FIRM and Mervin Burgard, Q.C. continue to act as the Board's Solicitors for 2006.

CARRIED

8. **Remarks of 2005 President**

Vito began by commenting on his last 10 years on the Board of Directors and various Committees and Task Forces. He noted that the changes have been dramatic – 10 years ago there were no home inspections, no SPIS, no BA's, the Board handled all complaints, no blackberries or palm pilots, and cell phones were rare. Vito continued by saying REALTORS® can now do more business; emails can be responded to from anywhere. He noted that 80% of consumers now search online and that the general membership is younger and more technically adapt.

REALTORS® today are better off – yes, better trained, more efficient with a high level of professionalism and confidence. Vito remarked that the Real Estate market has never been stronger. He said other changes will definitely be happening with regards to privacy and other matters. Vito added that a recent NAR survey indicated overall more consumers are using REALTORS®.

In closing Vito reiterated that, all-in-all, the last 10 years has been a lot of work, but also a lot of fun working with excellent staff, Board of Directors, and all the committee and task force members. He then thanked everyone for allowing him to serve and commented that he is now leaving his President's position in the capable hands of Costa Pouloupoulos and Mike Carson as President-Elect.

9. **Presentation of Gift to President (2005)**

Costa and Betty presented Vito with his scrapbook and gifts.

10. **Presentation to Outgoing Directors**

Vito then asked the retiring Directors (as noted below) to come to the podium to receive their Directors' plaques in recognition and appreciation for their efforts during their terms of office:

Bill Bickley;
Ken Harper;
Sandy Krueger;
Jack Lane.

11. **Address of 2006 President**

Costa Pouloupoulos then gave his address.

12. **Other Business**

a) **Mission Services** – Presented with a cheque for \$13,613.98, bringing the total the Board has raised for Mission Services since 1992 to approximately \$156,629.00.

b) **Community Service Awards** – Presented to Steven Parker, Re/Max Advantage Realty Ltd. and to Sutton Group Select Realty Inc.

c) **40 Year Plaque Presentation** – Val Ordas.

d) **35 Year Pin & Plaque Presentations** – Presented to Joe Callipari and Albert Luistermans.

e) **30 Year Pin Presentations** – Presented to Vince Bogdanski (absent), Doug Cassan, Mary Dewar, Ruby Dodson, Ramiro 'Ray' Figueiredo, Glen Gordon, Alice Grannen, Stefanie Hayek (absent), Peter Hoffman, Sandy Krueger, Matthew Lynch (absent), Ray Otermanns, Harry Tugender (absent), Cynthia Wilson, Walter Wiseman and William Woodsit.

f) **25 Year Pin & CREA 25 Year Certificate Presentations** – Presented to Mary Baker, Trudy Barnard (absent), Jeannie Bernoties (absent), John Campbell (absent), Sarah 'Sadie' Carr, George Georgopoulos, Gerald 'Jerry' Jeffery, Steven Horvath, Jim McCormick (absent), Joseph Walker (absent), Fritz Wagner (absent), and Anne Wolf.

13. **Guest Speaker – Her Worship Anne-Marie DeCicco, Mayor of London**

14. **Adjournment**

Following lunch, the Chair adjourned the meeting.

PRESIDENT'S REPORT



Costa Pouloupoulos, President

Statistics

2006 turned out to be full of surprises. We fully expected the market to slow down. Instead it just kept on delivering, month after month. When the final tally came in, we were delighted to find that, not only was 2006 a good year, it was, in fact, the *best year for real estate sales in LSTAR's history.*

The total number of homes sold in 2006 came in at 8,916, breaking 2004's previous record of 8,903 by 13 units. Sales of detached homes were up 1.4%, while sales of condos were down 2%. The average price of a home in the London and St. Thomas Association of REALTORS®' jurisdiction (Middlesex and Elgin Counties) rose 6.1% to \$188,942.

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

The best-selling house type in the Association's jurisdiction in 2006 was the two-storey home, 1,783 of which sold for an average \$260,792. The bungalow came in second, with 1,519 sales and an average price of \$148,372. Ranches took third place, with 1,017 sales and an average price of \$238,534, while 894 townhouse condos sold for an average \$131,185.

According to a study conducted by Clayton Research that calculates the average amount of economic spin-off generated by a real estate transaction over the two-year period spanning 2002 to 2004 at \$24,697 per transaction, MLS® sales last year in the Association's jurisdiction injected approximately \$220,198,452 into the local economy in 2006. Total dollar volume in 2006 also topped that of the previous year: \$1,857,909,942, up 7.34% from last year's \$1,730,728,695.

Strategic Plan 2004

For the rundown on all that we accomplished in 2006, I direct your attention to the reports from our various Committees, Advisory Groups and Task Forces. However, I would like to speak to our progress on the 2004 Strategic Plan, which had as its goal to position LSTAR as a significant stakeholder, resource and leader, not only for our Members, but also to the greater good of the communities it serves.

Strategic Objective 1 – Community and Public Affairs

The REALTOR® community is recognized as an important contributor to the quality of life in the LSTAR area.

This objective calls for implementing a Quality of Life initiative. We had opted to wait until OREA rolled out its own province-wide initiative so that we could piggyback onto it. However, because that has yet to happen, 2007 will see a Quality of Life Task Force struck under the chairmanship of my successor, Mike Carson.

As for our very successful branding exercise, I refer you to the Branding Task Force report on page 18.

There are two other task forces, which have their origins in this strategic objective and which will be coming up in 2007:

- An Education Outreach Task Force, chaired by 2003 President Glen Gordon. The mandate of this task force will be to develop programs to educate students about real estate in general and real estate careers specifically.
- An Area Outreach Task Force, headed up by St. Thomas Director Richard Haddow. This task force's mandate will be to expand the Association's representation on civic bodies outside London, but within the Association's jurisdiction (e.g., Elgin and Middlesex Counties, St. Thomas, Strathroy, etc.), and to promote in outlying areas awareness of the Association and its activities. Further to this objective, but in advance of bringing up the task force have been the President's breakfasts in St. Thomas, Strathroy, Exeter, etc. that we have been organizing for the past several years. In addition, we have a place at the table of the St. Thomas Social Housing Advisory Committee.

Objective 2: Industry Relationships and Issues

LSTAR impacts local and national real estate related issues that affect its Members.

Pursuant of this objective, an Industry Issues Advisory Group with a mandate to respond quickly to any real estate regulatory, provincial or national issue as delegated by the Executive was established in 2005. This Advisory Group did not meet this year, but stands ready to do so should the need arise.

However, the Brokers Issues Advisory Group, which focuses on issues that have the potential to impact real estate brokerage and/or the real estate profession, did meet in 2006. For their report, see page 13.

In the meantime, the "Home at Last" (HAL) Partnership forged between the London Home Builders Association and LSTAR back in 2005 has gone a long way towards solidifying an already good relationship between our two Associations. See the report of the Community Relations Advisory Group for an update on the "Home at Last" pilot project on page 14.

Objective 3: Member and User Services

Members value the services provided by the Association as efficient, cost-effective and responsive.

2006 saw an overall increase in the number of courses offered at LSTAR. For more on education, see Executive Vice-President Betty Doré's report on page 8. While we have yet to investigate the online delivery of education, the Privacy Task Force has dealt with privacy issues with respect to the Listing Agreement and OREA has provided a privacy checklist.

Objective 4: MLS®

Members recognize MLS® as the most effective method of real estate marketing.

In 2005 we developed and premiered an ethics/professional conduct course, *MLS® Rules, Regs and Respect*, covering Association rules, as well as Member to Member responsibilities, and made it mandatory. Thus far, 948 Members have attended this course. As regards our Association webpage on REALTORLink®, it is in the process of being redesigned to make it more accessible and user-friendly.

Objective 5: Consumer

Consumers demand the services of REALTORS® because they are professionals and bring value to real estate transactions.

What we set out to do with this objective was to promote REALTOR® services to consumers by means of the consumer website and through our Association brand. For the development of our brand, see the report of the Branding Task Force on page 18. Our website is still under construction, but should be up and running in 2007.

Objective 6: Leadership

Association leadership and governance is effective and forward thinking.

The following issues come under the rubric of leadership:

- The best and future use of the Association building – a Chair has been appointed to head up an Association Building Use Task Force (Terry McSpadden);
- The development of voluntary Board leadership - a Chair has been appointed to head up a Leadership Development Task Force (Bruce Sworik);
- A long term strategy for cost control and the preparation of a business plan in case of declining membership – the Finance Committee has been charged with developing these;
- A succession plan for senior staff – the Executive Committee has developed such a plan.

Objective 7: Communication

All Members are knowledgeable and involved with Association programs, policies and services.

Beginning in 2007, an e-Prez newsletter will update you on what's going on at your Association.

In Conclusion

I would like to thank my Board of Directors for their dedication and diligence, our Executive Vice-President Betty Doré and her team for their behind-the-scenes support, and my partner Mary Johnson for her patience and good humour throughout a year that was as hectic as it was exciting. Finally, I would like to thank the Membership for the confidence placed in me. Serving as your President has truly been a privilege and an honour.

Costa Pouloupoulos, President

2006 LSTAR Directors

- Front row (l – r):*
 John Sandor, Betty Doré, *Executive Vice President*; Michael Hines
- Middle row (l – r):*
 Vito Campanale, *Past President*; Mike Carson, *President-Elect*; Joe Hough
- Back row (l – r):*
 Costa Pouloupoulos, *President*; Eavan Travers, *Commercial Director*; José Medeiros; Jim Holody; Rick Thyssen; Richard Haddow, *St. Thomas Director*; Bruce Sworik, *Vice-President*; Barb Whitney



Jim Hockings / Off Broadway

EXECUTIVE VICE-PRESIDENT'S REPORT



E.L. (Betty) Doré, CIM, CAE
Executive Vice President

Our activities in 2006 were driven by two engines: our Strategic Plan of 2004, because, as Yogi Berra once said, “If you don’t know where you’re going, you’ll wind up somewhere else!” and new developments, because, like it or not, change just keeps on happening. The result was that we found ourselves simultaneously charting new territory and riding the wave – exciting, exhausting and exhilarating!

Education

Next to building and maintaining the MLS®, delivering Mandatory Continuing Education (MCE) continues to be our most important function as an association.

A total of 201 Mandatory Continuing Education courses were run in 2006. One hundred and twenty six of these took place in our state-of-the art computer lab. Another 75, including CCIM 102, were held in REALTOR® Hall. There were also MCE credits available for sessions rolled into various events such as Breakfasts and Trade Shows, Election meetings, and Principal Brokers Meetings. These included sessions on FINTRAC, Principal Brokers' Responsibilities under the new REBBA, SmartGrowth and Placemaking in London, OIS Website, and the City of London's Brownfields Initiative.

One of the year's educational highlights was a Vermiculite Awareness Course, which premiered in 2006 to a sell-out crowd that included not only REALTORS®, but home inspectors and renovators as well. To our knowledge, this was the first such course to be offered in Canada and constitutes a major milestone in our journey to create awareness of the potential health problems posed Canadians by asbestos-laced vermiculite insulation. The course will continue to be offered in the new year.

In 2006 we also continued to subsidize and promote *MLS® Rules, Regs and Respect* - the course we had developed the previous year. For existing Members, the cost was \$5.00. For new Members (for whom it is mandatory), it was free.

Five Orientation sessions for new Members were held in 2006.

Municipal

In 2006, I continued to work with the London Economic Development Corporation to attract new business to London and with the Mayor's Office to convince doctors to hang up their shingles in our community. In addition, I sit on MainStreet London's Board of Directors and on the London Chamber of Commerce's Municipal Affairs Committee.

Industry Involvement

I was privileged to have been appointed a Governor of OREA's REALTORS® Care Foundation in 2006. I also served on OREA's Communications Committee and its Quality of Life Task Force.

Meetings

LSTAR is one of CREA's ten largest associations and, if our responsibility is commensurate with our size, our clout could

be said to be disproportionately larger. Being proactive and hitting the ground running doesn't just happen. It requires education, exposure to new ideas and new technologies and networking. That's why it is so important that I attend meetings, seminars and conferences, so that I can continue to inform and update both my Directors and the Members through detailed reports. This year I attended:

- CREA's Fall and Special Assemblies, two Large Board meetings as well as CREA's Leadership Conference (Association Executives Council Annual General Meeting; Canadian Commercial Council Annual General Meeting and PAC Days); and the CCC Forum
- CREA and NAR's Association Executives Seminars;
- NAR;
- OREA Leadership Conference and Ontario E.O. Meeting.

2006 has been an exciting year, what with our new branding and new moniker, our successful "Home at Last" partnership and our efforts to raise awareness of the dangers of asbestos-laced vermiculite insulation. We may be wrapping up our 2004 Strategic Plan, but it would appear that there is no rest for the wicked – at time of writing we are already in the throes of organizing our new Strategic Planning Session, one that will take us even further forward into the future.

I count among my blessings LSTAR's fine Leadership. Their intelligence, compassion and diligence stand this Association in excellent stead. As for our 2006 President, Costa Pouloupoulos, he was an absolute joy to work with. Add to that a great administrative team – Lyn Coupland, Director of Administrative Services, Melissa Hardy-Trevenna, Communications Director, and Joanne Shannon, Administration Coordinator – a diligent Director of Finance, Karen Gillespie, an excellent Member Services Director, Liana McLachlan, and a strong cadre of support staff and you have a formula for success that can't be beat.

E.L. (Betty) Doré, CIM, CAE
Executive Vice President

REGIONAL COMMERCIAL COUNCIL



Eavan Travers, Regional
Commercial Council Chair

The Regional Commercial Council (RRC) of the London and St. Thomas Real Association of REALTORS® is committed to assisting its Members to succeed in commercial real estate. The Council's mandate is to:

- Represent the interests of its membership;
- Contribute to the Council Members' professional development and expertise;
- Develop recommendations on matters of public policy of a commercial nature and forward to appropriate authorities; and
- Foster co-operation in the exchange of information among Council Members.

In pursuing its mandate, the Council recognizes that the LSTAR Board of Directors has the primary responsibility and authority to manage the Association's affairs and agrees to conduct its activities in such a way as to avoid conflict or duplication.

Education

In 2006, the following courses, targeted at Commercial practitioners, were offered:

- Commercial RECO Real Estate Update (May 17 and October 5);
- Commercial Agency (May 30);
- CCIM C1-102 in September; and
- Leasing 101 and 102 in October.

Events

The following commercial events took place in 2006:

- A Commercial Breakfast Meeting (May 31), featuring, as the Mandatory Continuing Education portion of the event, a presentation on the updated Ontario Investment Service (OIS) Website;
- A Commercial Breakfast and Trade Show (October 13), featuring updates on the OREA Ontario Commercial Council (OCC) and the CREA Canadian Commercial Council (CCC), and, for an MCE credit, a presentation by City Planners on SmartGrowth and Placemaking in London; and
- An Election Meeting, which featured, as its MCE portion, a presentation by the City on London's Brownfields Initiative, and, as Keynote Speaker, MPP John Tory, Leader of the Official Opposition.

PAC

PAC Reps discussed the issue of reinvesting in real property with area MPs during CREA's Fall constituency visits. The REALTOR® position on this issue was also outlined in two of LSTAR's regular London Business Magazine commercial columns over the course of the year.

Participation

Representatives of the LSTAR RCC attended the CCC AGM in Ottawa; the CREA Leadership Conference; the Ontario Commercial Open Forum; the CCC Forum in Calgary; and the CCC Forum in Halifax.

In addition, the Commercial Council Executive drafted a new lease form, which was vetted by Legal Counsel and has gone to the Board of Directors for approval. It has been sent back to the Executive for minor revisions.

Eavan Travers, 2006 Regional Commercial Council Chairperson

CHAIR-ELECT: Larin Shouldice

PAST CHAIR: Jack Lane

EXECUTIVE: Greg Harris; Al Jefferies; Rick Odegaard; Doug Workman

STAFF LIAISONS: Betty Doré; Lyn Coupland; Melissa Hardy-Trevenna; Joanne Shannon

STANDING COMMITTEES

Arbitration

The mandate of the Arbitration Committee is to arbitrate disputes over commissions between Firm Members.

There were three Claims for Arbitration during 2006, the disposition of which is as follows:

- Claim 1: Partial Claim Awarded (was not appealed)*
- Claim 2: Claim denied (was not appealed)
- Claim 3: Is still an open file (conciliation to be held in February 2007)

**Was LSTAR's first Regional Hearing held under a Co-operative Arbitration Agreement signed between all Regional Boards on March 4, 1999.*

CHAIRPERSON: Ron Rossini

VICE-CHAIRPERSON: Dennis Sonier

MEMBERS: Phil Anrep; Paula Bodkin; Bill Bouris; Terry Greenwood; Betty Mallette; Peter Meyer; Harry Tugender; Bill Warder

COMMERCIAL ALTERNATE: Bruce Sworik

STAFF LIAISONS: Lyn Coupland; Joanne Shannon

Discipline

The mandate of the Discipline Committee is to act as judge and jury in cases of alleged violations (that do not fall within the Real Estate Council of Ontario's jurisdiction) of the CREA Code of Ethics, CREA Standards of Business Practice, MLS® Rules and Regulations, the Bylaw and Policies and, based on the evidence presented at a Hearing, to render a finding of guilty or innocent. The Discipline Committee deals with complaints referred to it by the Professional Standards Committees. If a Respondent is found guilty, the Discipline Hearing Panel imposes appropriate disciplinary action.

CHAIRPERSON: Donna Koenen

VICE-CHAIRPERSON: Paula Bodkin

MEMBERS: Sharon Allison-Prelazzi; Dave Bowring; Mike Carson; Steven Horvath; Ken Lyons; Ron Rossini; Warren Shantz; Brian Toth; Harry Tugender

STAFF LIAISONS: Lyn Coupland; Joanne Shannon

Executive

The mandate of the Executive Committee is to act on urgent matters only on behalf of the Board of Directors; to examine and review executive policies of the Association and recommend to the Directors any additions, deletions or changes; to conduct an annual performance review of the Executive Vice-President; to select and approve all Committee Chairs, Committee Appointees, Advisory Groups, and the Political Action (PAC) Representative, following the General Election Meeting in each calendar year; and to appoint substitutes to serve for Members temporarily unable to act upon any Committee for such time as they may direct. Such appointments shall also be confirmed at the next Board of Directors meeting. In addition, it may perform other such duties as the Directors may delegate.

CHAIRPERSON: Costa Pouloupoulos (President)

MEMBERS: Mike Carson (President Elect and Finance Chair); Bruce Sworik (Vice-President); Vito Campanale (Past President)

STAFF LIAISONS: Betty Doré; Lyn Coupland; Joanne Shannon

Finance

The mandate of the Finance Committee is to review regularly and report to the Directors on the financial position of the Association. It approves all accounts for payments and presents any recommendations to the Directors relating to finances, including, but not limited to, needed changes in the financial operations of the Association and/or fees paid by the Members, the management of all assets and investments of the Association; and the annual revenue and expense budget, including adjustments.

It shall also be the duty of the Finance Committee to do all things and/or engage such services which are deemed necessary in order to protect, maintain and/or improve the interior and exterior of the Association's building, its contents and its property generally, which will include:

- Review of all contracts;
- Review of insurance;
- Yearly inspection of the premises both interior and exterior for any work needed; and
- Review equipment needs in relation to the building.

The Finance Committee dealt with a number of issues having to do with the Association building, including renovations to the Administration and the Member Services areas and replacing an obsolete heating/cooling unit and upgrading our heating/cooling system. It also engaged the services of a roofing consultant to advise the Committee as regards replacing the Association's roof.

Because strong membership in 2006 has resulted in additional revenue, the Finance Committee recommended and the Directors approved giving each Member a \$50 credit to be used toward MCE.

The auditor's report, which completes the 2006 Finance Committee's Report, will be sent out under separate cover to each Broker Member of the Association. It will also be available on REALTORLink®.

CHAIRPERSON: Mike Carson

MEMBERS: Costa Pouloupoulos; Ann Hayes; Tom Kahnert; Doug Pedlar; Warren Shantz; Dennis Sonier

STAFF LIAISONS: Betty Doré; Joanne Shannon

Professional Standards

The mandate of the Professional Standards Committee is to examine and investigate the conduct of any member of the Association. This conduct is analyzed against four objective standards. These are:

- The CREA Code of Ethics
- The CREA Standards of Business Practice
- The Bylaw of the Association
- The MLS® Rules and Regulations and other Policies of the Association.

There were eleven complaints prescreened in 2006 to determine jurisdiction and, of those, seven fell under the Association's jurisdiction, three under RECO's and one dealt with matters which were outside both the Association and RECO's jurisdiction.

Two of the complaints dealt with by the Committee were dismissed after the initial investigations as there was either no evidence or insufficient evidence to proceed with charges. Three were minor MLS® basic rule infractions and therefore proceeded under FAST (Fine Assessment Template) with each of three brokerages paying \$100.00 or \$200.00 fines as applicable. The remaining two complaint files are still open and are currently being reviewed.

CHAIRPERSON: Sharron McMillan

VICE-CHAIRPERSON: Helen Tomlinson

MEMBERS: Barbara Allen; Heather Arnott; Christopher Fowler; Dan Fraleigh; Terry McSpadden; Peter Meyer; Stephen Ord

STAFF LIAISONS: Lyn Coupland; Joanne Shannon

ADVISORY GROUPS

Brokers Issues

The mandate of the Brokers Issues Advisory Group is twofold:

1. To provide a peer forum at which brokerage and real estate industry issues might be identified, vetted, discussed and debated.
2. To make recommendations to the Board of Directors (or appropriate committees, advisory groups or task forces) on issues that have the potential to impact real estate brokerage and/or the real estate industry and, through this mechanism, to alert organized real estate at the provincial and national levels to issues impacting brokers.

In 2006 the Advisory Group recommended to the Board of Directors that attachment(s) disclosing the listing office trust account arrangements (whether its trust account is interest or non-interest bearing) be allowed as quickly as possible. This was done to satisfy the provisions of Section 27 of REBBA 2002 regarding trust accounts.

They also discussed shortfalls on commission and made a motion recommending that Article 4 – Brokerage 4.06 through 4.08 be revised by giving some timeframes. This recommendation will go forward to a pending MLS® Rules & Regs Task Force.

CHAIRPERSON: Jim Holody

MEMBERS: Vito Campanale; Glen Gordon; Terry Greenwood; Ken Harper; Michael Hines; Peter Hoffman; Sandy Krueger; Douglas Pedlar; Joe Pinheiro; Gary Robinson; Dennis Sonier; Bruce Sworik; Gerry Weir

STAFF LIAISONS: Betty Doré; Lyn Coupland; Melissa Hardy-Trevenna; Joanne Shannon

Community Relations

The mandate of the Community Relations Advisory Group is to raise the profile of the Association within the community and to enhance the image of REALTORS® through promotional vehicles and community service. As our community service has become more fully integrated with our political agenda over the past several years and as we have made great strides at the local, provincial and national levels to address the problems of homelessness and the inadequate supply of affordable rental housing, it was deemed important that the Association have the wherewithal to “put our money where our mouth is,” in terms of how we target donations. For that reason the Executive, in its wisdom, has placed persons with a good understanding of the strategic component of our community service on this Advisory Group, in the knowledge that they would make their decisions in such a way as to complement and further our political agenda.

A breakdown of the amounts donated to charity in 2006 follows. These include donations by the REALTORS® Care Foundation that were endorsed by the Advisory Group.

BENEFICIARY	MANDATE	AMOUNT
Mission Services	Provides for homeless and disadvantaged	\$14,614.00
Habitat for Humanity	Makes home ownership a reality for the working poor	\$8,100.00
Women’s Community House	London Women’s Shelter	\$1,000.00
VAWSEC	St. Thomas Women’s Shelter	\$1,000.00
REALTORS® Care Foundation		\$857.50
TOTAL		\$25,571.50

Of these monies, \$4,100 were straight donations from LSTAR, \$7,000 represented a REALTORS® Care Foundation grant, endorsed by the Association, to Habitat for Humanity, and the remainder was raised through various special events, the **Homes for Hope®** Bonspiel, the sale of **Homes for Hope®** pins, and through sponsorship.

By way of benchmarks and to show that, by providing ongoing support, we can make a significant difference, to date (since 1992), we have raised the following amounts for our principal beneficiaries.

CHARITY	TOTALS
Mission Services	\$157,630
Habitat for Humanity	\$36,600
Women’s Community House	\$22,578
VAWSEC	\$22,009
TOTAL	\$ 238,817

Every October the REALTORS® Care Foundation (formerly the OREA Foundation) considers grant applications from registered charitable organizations and real estate associations for Ontario "shelter-related" causes ("shelter" being defined as temporary or permanent human shelter that provides protection against injury, danger or discomfort and is a place of safety or immunity, a home, lodging or dwelling).

Thus far, LSTAR's Christmas Gala has raised \$10,534.50 for the REALTORS® Care Foundation. In addition, the Association purchases a Fellowship for outgoing Presidents and attends and sponsors such Foundation fundraisers as its annual Shelter Ball and golf tournament. In 2006 LSTAR Member Peter Whatmore chaired the Foundation and E.V. P. Betty Doré served as Governor.

As usual, two clothing drives were held for Mission Services in 2006 as well as a toy drive for the younger residents of Women's Community House (the latter drive was organized by the Children's Christmas Party Committee). LSTAR also donated a prize to the Rotary Auction and sponsored its sixth annual flu shot clinic for the Members here at the Association office as a fundraiser for St. John's Ambulance.

Steve Parker of Re/Max Advantage Realty Ltd. received the Association's annual Community Service Award for his volunteer work for **Habitat for Humanity London**, while Sutton Group Select Realty Inc. received the Community Service Award for an office for its donation of the proceeds from its annual golf tournament to the Alzheimer Outreach Services of the **McCormick House**, a not for profit agency that offers support services to individuals with Alzheimer Disease or a related dementia and their caregivers. The Association made a donation of \$100 each towards **Habitat for Humanity London** and the **McCormick Home Foundation** in the names of Steve Parker and Sutton Group Select Realty Inc.

The most significant project initiated by this Advisory Group, however, has been the "*Home at Last*" (HAL) affordable housing pilot project, with partners LSTAR, the London Home Builders Association, the London Affordable Housing Foundation and Canada Mortgage and Housing Corporation. Modeled after a similar program in Hamilton and similar to Habitat for Humanity, but with a renovation rather than a new build, HAL allows a family currently living in assisted housing, but able to carry a low mortgage, to achieve its dream of homeownership. Chairman Mike Carson represents the Board on HAL's Steering Committee, along with E.V.P. Betty Doré. On November 20, 2006, HAL's first renovation at 836 Lovett Street was launched. The home is expected to be finished in March 2007.

CHAIRPERSON: Mike Carson

MEMBERS: Dennis Broome; Glen Gordon; Michael Hines; Peter Hoffman; Gerry Weir

STAFF LIAISONS: Betty Doré; Melissa Hardy-Trevenna; Joanne Shannon

FiLogix DMS

This Group acts in both an advisory capacity to the Executive Vice-President and as a User Group. This year the Chair attended two meetings of the Client Advisory Board (made up of representatives from FiLogix Boards nation wide), including an information session in late May to deal with the release of new forms and wireless access to FiLogix DMS, and reported back to the Directors.

One of the enhancements made by FiLogix this year was a Listing Document Management System, which allows attachments to listings. The Task Force recommended to the Directors a number of possible attachments, which were approved. (The RCC Executive later added several other potential attachments to the list.) The MLS® Rules and Regulations were revised to protect the Association from any potential liability that might arise from these attachments.

CHAIRPERSON: Joe Hough

LSTAR MEMBERS: Ken Harper; Steve Parker

TILLSONBURG MEMBERS: Sharon Smith, E.O.; Vane Chute

WOODSTOCK-INGERSOLL MEMBERS: Carol Smith-Gee, E.O.; Lorna Corbett; Ken Reid

STAFF LIAISONS: Betty Doré; Lyn Coupland; Liana McLachlan; Joanne Shannon

PAC Issues

Federal

President Costa Pouloupoulos, President-Elect Mike Carson, PAC Chair Michael Hines, EVP Betty Doré, and Communications Director Melissa Hardy-Trevenna attended the 2006 CREA PAC Day in late March. Lobbying issues included:

- The Home Buyers Plan;
- Capital Gains Tax Rollovers; and
- Property Rights.

Highlights of the conference included:

- A Media Panel made up of three of Ottawa's leading political journalists – Don Martin, Calgary Herald, John Ibbitson, Globe and Mail, and Chantal Hébert, Toronto Star.
- Andrew Coyne, National Post, on the new government and what it means for REALTORS®.
- Rex Murphy, CBC commentator and host, on the new Canadian politics.

During the New Issues Session President Costa gave a well-received presentation on vermiculite.

In 2006 we were able to meet with our MPs in both the Spring and the Fall, with the exception of the MP for London North Centre in 2006 - that seat was vacant following Joe Fontana's resignation and pending a by-election. Issues discussed at the Fall meetings were:

- Home Buyers Plan;
- Extension of RRAP Funding;
- EnerGuide Incentives; and
- Capital Gains Tax Rollovers.

Provincial

In late November Michael Hines, PAC Chair, and Melissa Hardy-Trevenna, Communications Director, attended the OREA PAC Days. The issues selected for lobbying this year were a province-wide grow house registry, title fraud legislation and changes to the Ontario Mining Act from a property rights perspective.

Highlights included:

- John Wright of Ipsos-Reid, on the political landscape in Ontario;
- Marijuana Grow Operations Registry;
- Title Fraud;
- MPAC Update;
- RECO Update;
- Queen's Park Media Panel; and
- Promoting REALTOR® Issues – Tips from the Pros, a panel on which Communications Director Melissa sat.

The Leader of the PC party of Ontario, John Tory, and Gerry Phillips, Ontario Minister of Government Services, were keynote speakers at the two luncheons that took place during OREA PAC Days.

Once again, Michael and Melissa were able to meet with all of the MPPs in the Association's jurisdiction.

Municipal

Our political involvement at the municipal level is two-fold: we work in conjunction with the London Economic Development Corporation, the City of London, the London Chamber of Commerce and MainStreet London to attract and retain business to the area and to revitalize the City's downtown core. Further to this, our Executive Vice President continues to sit on the Board of Directors of MainStreet London as well as on the Chamber of Commerce's Municipal Affairs Committee and, acting in this capacity, has brought forward the Chamber's positions on a number of issues. Betty also assists the Mayor in her campaign to recruit doctors to London and LEDC in its efforts to attract business by providing potential recruits/businesses with housing information customized to their needs and wants.

The Association is also involved at the municipal level by virtue of having joined forces with other community groups to combat homelessness and to increase the supply of affordable housing in its jurisdiction. Our Communications Director continues to sit on the London Housing Advisory Committee as a resource member and to attend Council Housing Leadership Committee meetings, furthering our understanding not only of how Council works, but also of the impact made of provincial downloading and provincially and federally mandated programs. She also continues to represent the Association on the Steering Committee of the London Homeless Coalition and the Elgin County Social Housing Advisory Committee.

CHAIRPERSON: Michael Hines

MEMBERS: Mike Carson; Glen Gordon; Peter Hoffman; Rick Odegaard; Dennis Sonier; Gerry Weir

STAFF LIAISONS: Betty Doré; Melissa Hardy-Trevenna

Scholarship

It is the task of this group to select the recipients of the LSTAR scholarship, which is intended to recognize a university or college-bound male and female student in their last year of high school who have demonstrated academic excellence, a high level of involvement in school and/or the community, maturity and responsibility, initiative and/or strength of character and to promote their higher education through a bursary of \$1,000 each. Eligible applicants must be either the children or grandchildren of an Association Member or Staff.

In 2006, the Scholarship Advisory Group elected to award its thirteenth annual scholarship to Rochelle Cruickshank, the daughter of REALTOR® Shannon Cruickshank, and Charles "Alex" Nickle, step-son of REALTOR® Mark Mohan and son of former Association Member Susan Nickle.

CHAIRPERSON: Ron Rossini

MEMBERS: Rosemary Corbett; Robert Tyrrell

STAFF LIAISONS: Kathryn Olde; Sonya Holt

TASK FORCES

Branding

The mandate of the Branding Task Force, struck in response to the 2004 Strategic Plan, is to make recommendations on the following:

- Core Values;
- Vision Statement;
- Mission Statement;
- Association Name;
- Logo;
- Corporate Colours;
- Branding that identifies REALTORS® as professionals as opposed to industry or trade workers; and
- Website Strategy.

Tasks identified in the 2004 Strategic Plan that have implications for or pertain indirectly to the Branding Task Force include redeveloping our consumer website to make it more user-friendly and navigable, promoting REALTOR® services and the Association to consumers through the redeveloped website; and developing and promoting our Association brand both to the public and to the Members.

After a Request for Proposal process, the Task Force elected to work with a local marketing and communications firm, Honey & Associates, to develop the Association's colours, logo and website look and feel. Also on their agenda was to change the name of the Association. The opinion of the Membership was sought in this regard and the name successfully changed to the **London and St. Thomas Association of REALTORS®**.

By year end, only the construction of the new website and its launch remained undone.

CHAIRPERSON: Richard Thyssen

MEMBERS: Ken Harper; Ty Lacroix; Cheryl Miller; Peter Van Geffen

STAFF LIAISONS: Betty Doré; Lyn Coupland; Melissa Hardy-Trevenna; Joanne Shannon

Business Partners

The mandate of the Task Force is to, "To the extent possible without entering into competition with the Members, add value to Membership through such initiatives as developing a list of preferred suppliers and growing the Business Partners Program." This was one of the objectives struck in the 2001 Strategic Plan. The Task Force was also charged with improving the Member Discount Program.

The Task Force made some adjustments to the Business Partners Program in order to better promote it and recommended that all the money raised by it be donated to the "Home at Last" Affordable Homeownership Program. Since LSTAR's new website is going to be a key vehicle for the program, it was decided to wait until www.lstar.ca was up and running before any further changes or enhancements are made to the program.

CHAIRPERSON: Cheryl Miller

MEMBERS: Danny DePrest; Joe Hough; Linda Newcombe; Maureen O'Halloran; Joe Pinheiro; Richard Thyssen; Peter Van Geffen; Ex-Officio, Mike Carson

STAFF LIAISONS: Betty Doré; Lyn Coupland; Melissa Hardy-Trevenna; Joanne Shannon; Kathryn Olde; Sonya Holt

Data Management

Objective 5 of the Association's March 2001 Strategic Plan was to: "Determine what information should be available to the public." This underlying purpose of this objective was to look at mechanisms by which our Members could maintain their competitive edge on the Internet. Accordingly, the Data Management Task Force investigated Internet Data Exchange (IDX) and made recommendations to the Board of Directors regarding the implementation of such a program by our Association.

The resulting program, which was hard-launched in October 2003, continues to be an unqualified success. Seventy one companies and 430 individuals participated in IDX in 2006; by year end the site had received a total of 6,373,031 hits, up 27.3% over 2005.

In 2006, the Task Force recommended that the Directors consider changing our City of London map (and, therefore, our MLS® database) to bring it more in line with current realities; they advised that the City's new ward map be taken into account in this investigation.

It also recommended that the Distributive Database product be discontinued. The product was originally designed to serve as a backup to the Internet. However, very few copies were ever purchased and the Internet has proved to be very stable. (Although discontinued, FiLogix will continue to support the Distributive Database product.)

CHAIRPERSON: Peter Hoffman

MEMBERS: Vito Campanale; Jeff Chapman; Debbie Collins; Terry Greenwood; Michael Hines; Jim Holody; Joe Hough; Dennis Sonier

STAFF LIAISONS: Betty Doré; Lyn Coupland; Melissa Hardy-Trevenna; Joanne Shannon

Key Box

A presentation of the options available with the new Supra iBox system was made to the Key Box Task Force in November of 2006. Given that the Association had three years remaining on its existing lease and warranty, the Task Force opted to explore all available options before committing to another six year term with Supra. It was suggested that the Membership be surveyed as to the Key Box system and how they are using it and that the Association look into the cost of tagging D-Keys so that they might be returned to LSTAR if lost.

CHAIRPERSON: Barb Whitney

MEMBERS: Mike Carson; Rob DiLoreto; Richard Haddow; Terry McSpadden; Warren Shantz; Bruce Sworik; Julie Varley

STAFF LIAISONS: Betty Doré; Lyn Coupland; Joanne Shannon

Photo Library

The Photo Library was established in 1998 and added onto over the next few years until it was substantially completed by 2002. The mandate of the Photo Library Task Force is to assist the Executive Vice-President with determining if the entire library or only part of it should be refreshed.

Over the years the use of the Photo Library has shifted from being mainly for MLS® to being mainly for the Members' use – 40% of the photos used in MLS® are shot by Members. For that reason, the absolute currency of the contents of the Photo Library is not critical. The Task Force, therefore, recommended and the Directors approved a motion that photos continue to be taken on new builds (but not until after they are two years old to allow for landscaping, etc.) and on demand when the Members let us know that the properties have been substantially altered.

CHAIRPERSON: Joe Hough

MEMBERS: Len Fowler; Keith Fretter; Theresa Holmes; Sandy Krueger

STAFF LIAISONS: Betty Doré; Lyn Coupland; Joanne Shannon

Privacy

The mandate of the Privacy Task Force, as per the Directors, is, "To determine the potential impact of privacy legislation on the real estate profession." Privacy legislation (PIPEDA) came into effect on January 1, 2004.

In light of the Privacy Commissioner's ruling on calling expired listings (she stressed the importance of ensuring that the consents are worded in such a way that the Seller is required to actively "opt-in" in order to provide consent), the Task Force recommended to the Directors further refinements to the consent clauses developed and approved the previous year.

The Directors also approved the Task Force's recommendations that the UFFI Disclosure be removed from the listing agreement and that a tick box be included on the data entry page so that sellers could indicate whether they agreed to be called after the listing's expiry – should a seller wish to withdraw his permission, he could do so by contacting the Association's Privacy Officer.

Early in 2006, the Directors charged the Privacy Task Force with reviewing those forms that REBBA 2002 legislation impacts. Accordingly, the Privacy Task Force made some recommendations to the Directors that resulted in revisions to the Listing Agreement.

CHAIRPERSON: Dennis Sonier

MEMBERS: Vito Campanale; Glen Gordon; Peter Hoffman; Lynne Mallette; Carol Turnbull

STAFF LIAISONS: Betty Doré; Lyn Coupland; Melissa Hardy-Trevenna; Joanne Shannon

TouchBase

The mandate of the TouchBase Task Force was to investigate TouchBase, a web-based communication tool developed specifically for the real estate profession to provide a mechanism by which Members can contact other Members directly and instantaneously using the communications tool of their choice – pager, telephone, e-mail or blackberry – to request or confirm showings, to make appointments or for any other kind of message. The Task Force looked at another similar showing management tool, but did not recommend it for a number of reasons, including the fact that it only sends messages via e-mail. The Task Force recommended and the Directors approved a sixty-day free trial of TouchBase to commence early in 2007.

CHAIRPERSON: Joe Hough

MEMBERS: Debbie Collins; Ken Harper; Jim Holody; Stephen Ord; Gerry Weir; Barb Whitney

STAFF LIAISONS: Betty Doré; Lyn Coupland; Melissa Hardy-Trevenna; Joanne Shannon

Vermiculite

The Vermiculite Task Force was struck to formulate a response to the problem posed the real estate industry by vermiculite insulation that may contain asbestos, the fibers of which, when breathed, pose a significant health risk. It was the Directors' contention that, sooner or later, REALTORS® will be obliged to disclose whether or not a building has vermiculite insulation, which means that education is required. In addition, REALTORS® must work with professional Home Inspectors to identify vermiculite and must know how to get it tested for asbestos and safely removed. Otherwise deals will fall through, liability will be incurred and public health may be at considerable risk. Because of the issue's broad scope, non-Members representing other impacted sectors, were also asked to sit on the Task Force.

The Task Force made a number of recommendations, which were directed to the national, provincial and local levels of organized real estate. These were approved by the Board of Directors and subsequently carried out. A year after the Association took up the cause, vermiculite awareness has been significantly increased and an MCE course on the topic has been developed and is being offered to the Membership.

CHAIRPERSON: Costa Pouloupoulos

LSTAR MEMBERS: Vito Campanale; Michael Hines; Peter Hoffman; Joe Hough

NON-LSTAR MEMBERS: Judy Binder (CMHC); Jim Brennan (CREA); Steve Olmstead (BCREA); Craig Hardy (Renovators Council, LHBA); Lois Langdon (LHBA); Ollie Hiemstra (Home Inspector); George Webb (Home Inspector); Laura Leyser, Stratford REALTOR®; Paula Lombardi (Siskinds)

STAFF LIAISONS: Betty Doré; Lyn Coupland; Melissa Hardy-Trevenna; Joanne Shannon

SOCIAL COMMITTEES

Bonspiel

The Board's ninth annual *Homes for Hope*® Bonspiel was held on January 21, 2006 at the Ilderton Curling Club. This popular event raised \$8,200 for Mission Services, which has provided shelter and assistance to the homeless and disadvantaged in our community for over fifty years.

Special thanks to Sid Kemp of Scotiabank, who was the Bonspiel's main sponsor as well as the dinner sponsor, and Title PLUS, which sponsored the lunch.

Since its inception, the Bonspiel has raised in the neighbourhood of \$56,313 for Mission Services.

CHAIRPERSON: Glen Gordon

MEMBERS: Joan Butler; Frank DeCicco; Barb Ginson; Ken Harper; Ron McDougall; Gail McMahon; Geraldine Tripp; Robert Tyrrell

STAFF LIAISON: Kathryn Olde



Children’s Christmas Party

The mandate of the Children's Christmas Party Committee is to organize an annual holiday event for the children and grandchildren of Association members and office staff. This year's party was held on December 2 at the Hellenic Centre. Entertainment included a Christmas show with Santa, Karen and Friends, face-painting, puppets, clowns, refreshments and balloons. Each child received a special Christmas gift. Toy donations were taken to the Women's Community House.

Sponsors included: FiLogix Limited Partnership; Gift Baskets by Design; Harrison Pensa; Home Pro Inspections; Royal LePage Triland Realty; Sutton Group Select Realty Inc. and Thomson Mahoney Dobson Delorey.

CHAIRPERSON: Barb Whitney

MEMBER: Theresa Holmes

STAFF LIAISONS: Sonya Holt; Kathryn Olde

Christmas Gala

“Cruise Into Christmas”

The mandate of this Committee is to organize LSTAR's annual holiday celebration. This year's gala, which had as its theme "Cruise Into Christmas", took place at the Hilton Hotel on November 24 and raised \$857.50 for the REALTORS® Care Foundation.

A special thanks goes out to all our sponsors, but especially to our major sponsors: JMC Lawyers; Terzis Dentistry; Sutton Group Select Realty Inc.; Filogix Limited Partnership; Sutton Group Preferred Realty Inc.; Mortgage Intelligence; and London Home Inspection. Major prizes were provided by the London Free Press and VIA Rail.

And a good time was had by all!

CHAIRPERSON: Terry McSpadden

MEMBERS: Carol Barnard; Laura Bielak; Joyce Byrne; Christine Cecchetto; Danny DePrest; Leo Dertinger; Verna Jones; Daniela Schmidt; Gordon Starr

STAFF LIAISONS: Sonya Holt; Kathryn Olde



Slo-Pitch

Our thirteenth annual Slo-Pitch Tournament, which was held on June 16, 2006 at Slo Pitch City in Dorchester, was a rousing success. Nine teams took to the field. These were:

- Elgin Realty Sluggers
- Century 21 First Canadian Corp.
- Coldwell Banker First London (2)
- Oliver & Associates Real Estate Brokerage
- Re/Max Centre City Realty Inc.
- Royal LePage Landco Realty
- Royal LePage Triland Realty
- Sutton Group Select Realty Inc.
- Sutton Group Preferred Realty Inc.

Re/Max Centre City Realty Inc. took home the trophy this year; Ryan Hibna, playing for Sutton Group Select Realty Inc., and Connie Iro, playing for Re/Max Centre City Realty Inc., were named Most Valuable Players. Special thanks go out to the event's Corporate Sponsor – Scotiabank (Sid Kemp). Other sponsors included First Canadian Title; London Home Inspection; Thomson, Mahoney, Dobson, Delorey; and Vince Bogdanski Real Estate.

CHAIRPERSON: Barb Whitney

MEMBERS: Laura Bielak; Danny DePrest; Brian Herschell

STAFF LIAISON: Kathryn Olde



***Re/Max Centre City
Realty Inc.
2006 LSTAR Slo Pitch
Tournament Champions***

SPONSORS

In 2006 LSTAR raised money for Mission Services of London; 'Home at Last' (HAL), REALTORS® Care Foundation, Habitat for Humanity; Women's Community House; VAWSEC and St. John Ambulance.

Titanium Supreme

(More than \$3,000)

- **Scotiabank**
- **Filogix Limited Partnership**

Platinum Plus

(More than \$1,000)

- JMC Lawyers Professional Corporation
- London Free Press
- Sutton Group - Select Realty Inc.
- Terzis Dentistry
- Vince Bogdanski Real Estate

Gold Plus

2006's Gold Plus Sponsors
(between \$500 and \$1,000)
included:

- First Canadian Title
- London Home Inspection
- London Webmasters
- Mortgage Intelligence
- Re/Max Centre City Realty Inc.
- RBC Royal Bank
- Sutton Group - Preferred Realty Inc.
- Thomson Mahoney Dobson Delorey
- TitlePLUS

Gold

2006's Gold Sponsor (\$500)
included:

- Ontario Real Estate Association
- Royal LePage Triland Realty
- VIA Rail

Silver Plus

2005's Silver Plus Sponsors
(between \$250 and \$500)
included:

- Bowsher + Bowsher Law Firm
- Century 21 First Canadian Corp.

- Harrison Pensa
- Siskinds Expedited Realty Service
- TD Canada Trust

Silver

- 2005's Silver Sponsors (\$250) included:
- Centum Mortgages Preferred
- Don Hughes/The Mortgage Centre
- Douglas Cassino LLB
- Inwood McKenna
- Libro Financial Group
- Real Estate Advertiser

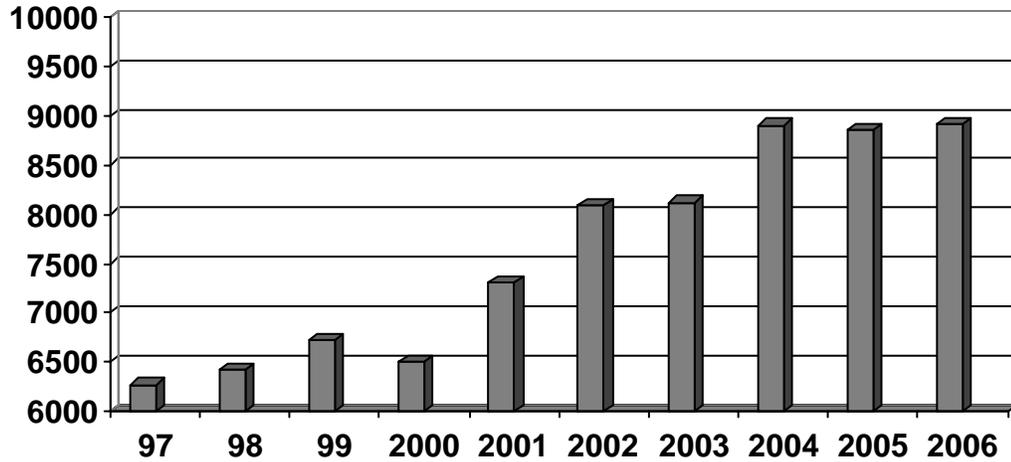
Friends of the Association
(Monetary donation of up to \$100,
prizes and/or services provided)

- Above & Beyond Promotions
- Arva Appliance Centre
- Attic Books
- Audrey Barron
- Back 'N Motion
- Bell Canada
- Bell Mobility/Simply Wireless
- Best Western Lamplighter Inn
- Better Than Flowers
- Betty Doré
- Boyd Collectibles
- Brewhaven Beer & Wine
- Bud Gowan Antiques
- Cadillac Hummer of London
- Cam Vassallo Photography
- Classic Realty
- CMHC
- Computers Canada
- Crabby Joe's Tap & Grill
- Delta London Armouries Hotel
- Dr. Allan Gdanski
- Executive Travel
- Ford Keast LLP
- Freedom 55 Financial

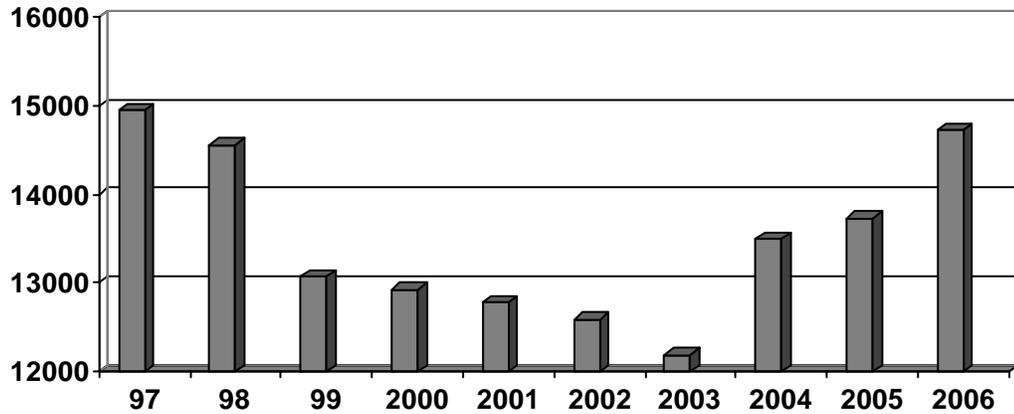
- Gift Baskets By Design
- Glen Gordon Real Estate Ltd.
- GoodLife Fitness Clubs
- Hilton Hotel
- Home Pro Inspections
- Ilderton Curling Club
- Jiffy Lube
- Johnson Law Office
- Keyz Thankz
- KJ Stub & Associates
- Lighthouse Inn
- London Commercial Realty Inc.
- Lowry Signs Ltd.
- Menear Worrad & Associates
- Mervin Burgard, Q.C.
- Mission Services
- NAPA Auto Parts B & M Auto Supply
- O'Donnell Brinac Law
- On the Go Cleaning
- Pet Valu
- Pillar to Post
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- TELUS Mobility
- The Black Pearl Pub and Eatery
- The Mortgage Centre
- The Tasting Room
- The Waltzing Weasel
- Thrifty Car Rental
- Uniglobe Instant Travel Inc.
- What's Up Clothing Company
- Wine Lovers

2006 STATISTICAL GRAPHS

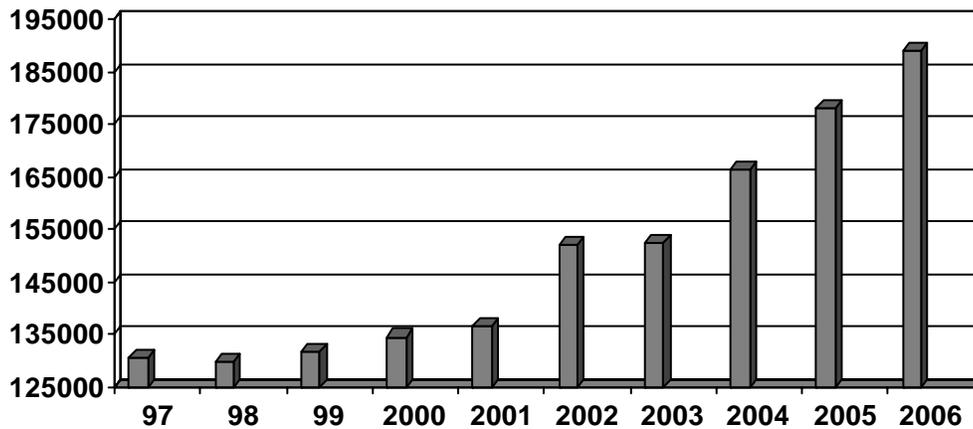
Residential Sales



Residential Listings



Average Price



The London and St. Thomas Association of REALTORS® is a professional organization committed to serving the real estate needs of the community and to providing its Members with the services and education required to promote excellence, knowledge and a high standard of ethics and business practices.



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Executive Vice-President: Betty Doré, CIM CAE
Editor: Melissa Hardy Trevenna MA
Assistant Editor: Sonya Holt

2006 STATISTICAL YEAR END REPORT

Market Activity	Sales of detached homes in the Board's jurisdiction were up 1.4% for 2006 and sales of condos down 2%. A total of 8,916 homes and condos sold this year, making 2006 the top year for sales in the Board's history.
Type of Market	A sellers' market
Listings	Active home listings at the end of 2006 were up 12.7 % for detached homes and 8% for condos.
Average Price Year End	All detached homes in Board's jurisdiction up 5.4% to \$201,946. All condos in Board's jurisdiction up 9.1% to \$138,314. Two-storey, \$260,792 Bungalow, \$148,372 Ranch, \$238,534 Townhouse Condo, \$131,185
Most Popular	Two storey homes, bungalows, ranches, then townhouse condominiums.
Economic Spin	Approximately \$220,198,452 from residential and condo MLS® sales.
Market Factors	Interest rates that continued at historic lows, consumer confidence, a strong economy locally, provincially and nationally and concerns about the stock market continued to fuel the market throughout 2006, making it the best year on record for the London and St. Thomas Association of REALTORS®.