



# Residential Market Activity

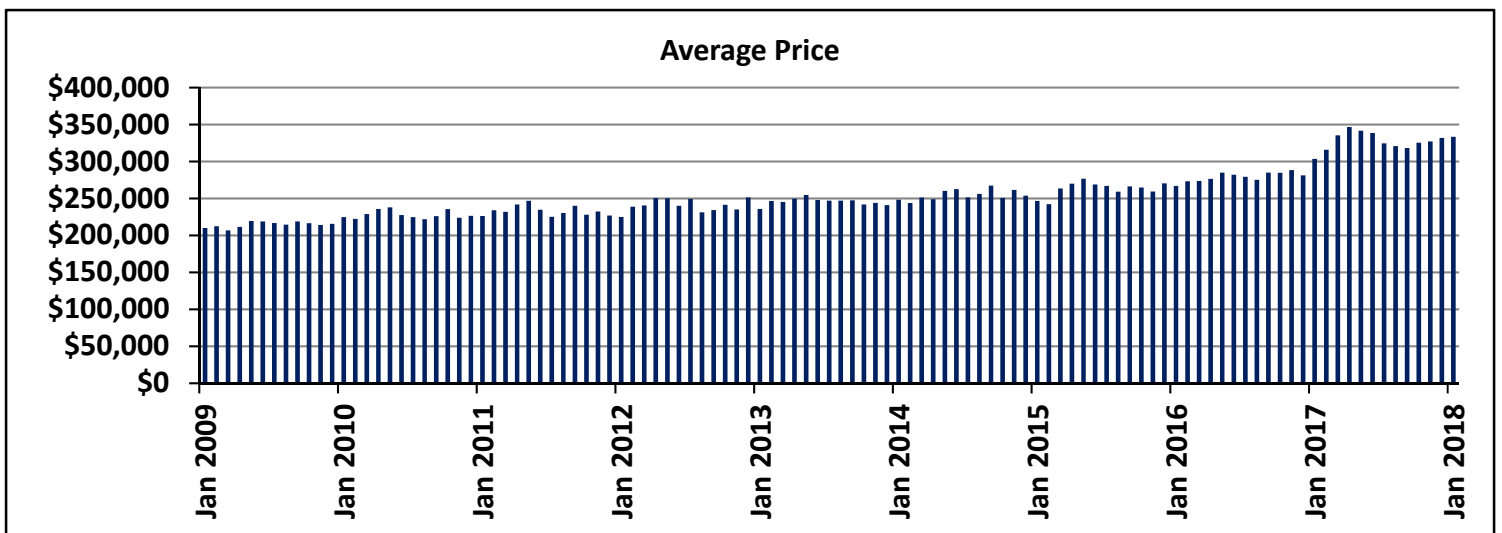
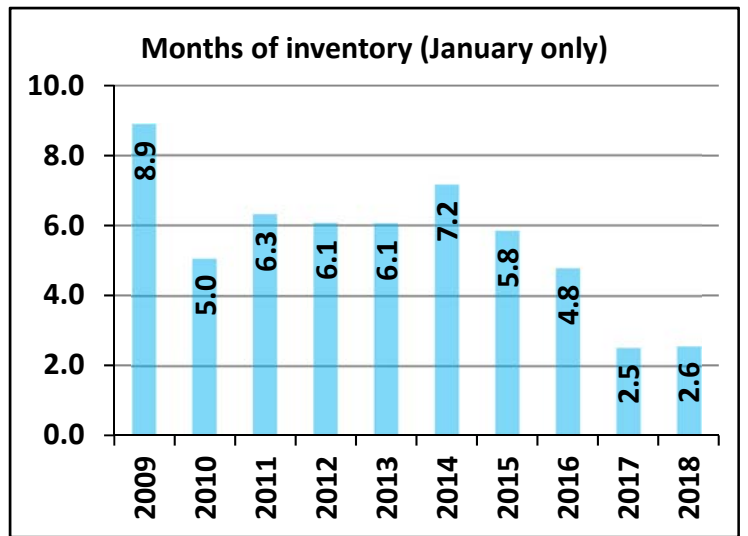
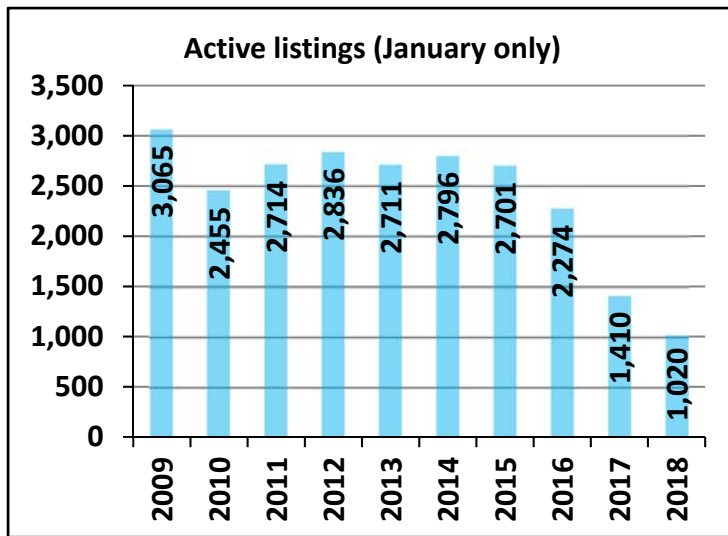
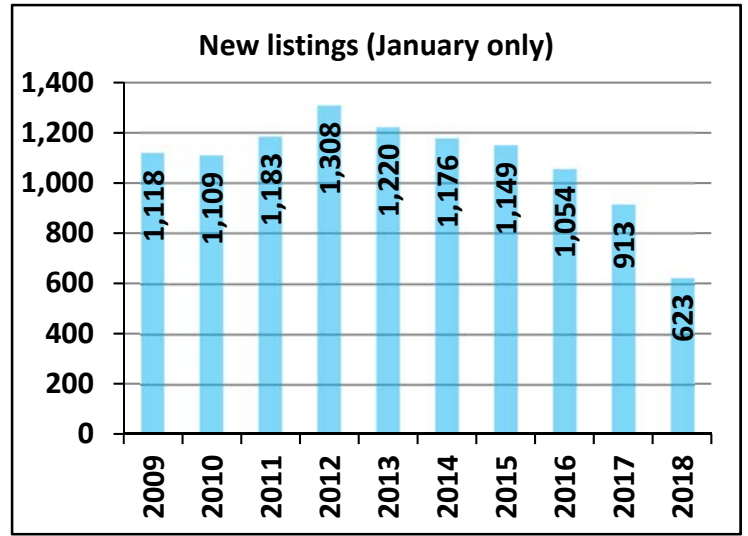
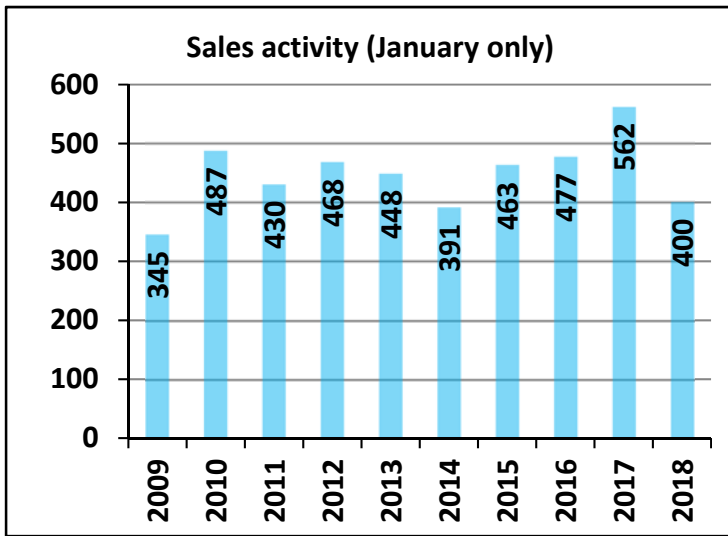
January 2018



Prepared for the London & St. Thomas Association of REALTORS®  
by the Canadian Real Estate Association

# London and St. Thomas

## Residential Market Activity



# London and St. Thomas

## Residential Market Activity

Actual	January 2018	Compared to <sup>3</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
<b>Sales Activity</b>	<b>400</b>	-28.8	-16.1	-13.6	-10.7	-7.0	-17.4
<b>Dollar Volume</b>	<b>\$133,369,538</b>	-21.8	4.8	16.9	26.3	37.2	26.1
<b>New Listings</b>	<b>623</b>	-31.8	-40.9	-45.8	-48.9	-47.3	-55.0
<b>Active Listings</b>	<b>1,020</b>	-27.7	-55.1	-62.2	-62.4	-62.4	-59.8
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>64.2</b>	61.6	45.3	40.3	36.7	36.3	35.0
<b>Months of Inventory<sup>2</sup></b>	<b>2.6</b>	2.5	4.8	5.8	6.1	6.3	5.2
<b>Average Price</b>	<b>\$333,424</b>	9.8	25.0	35.3	41.5	47.5	52.6

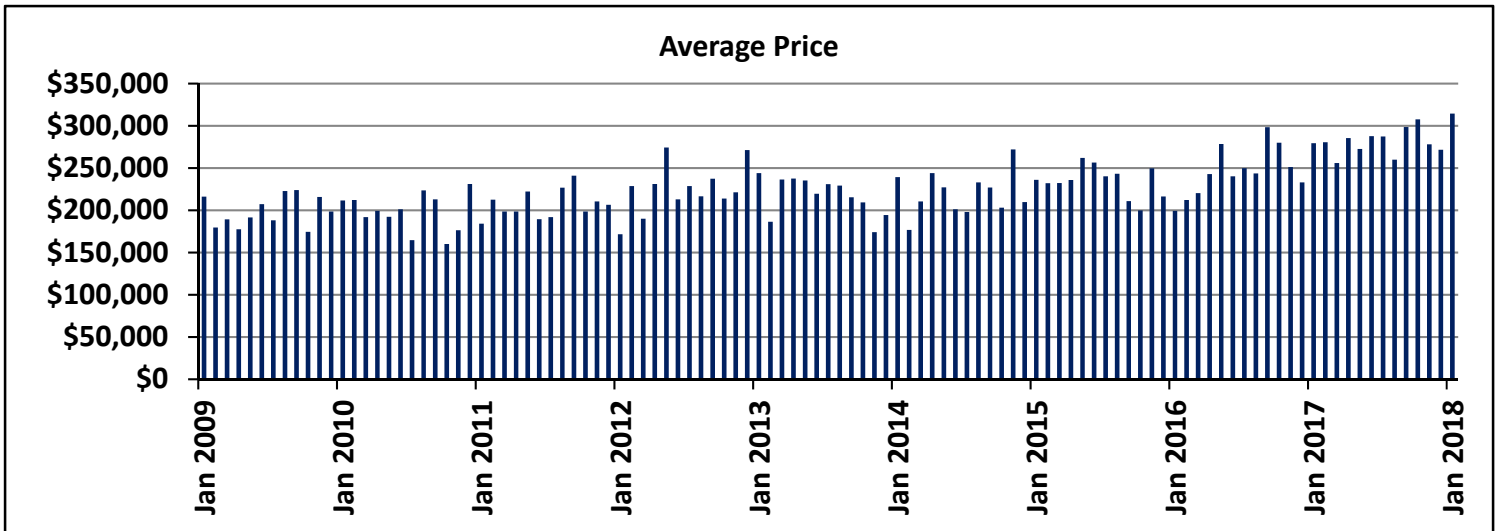
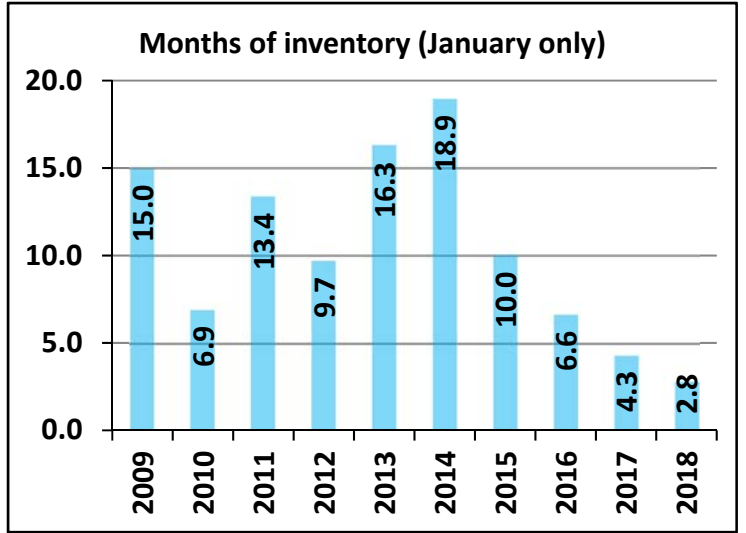
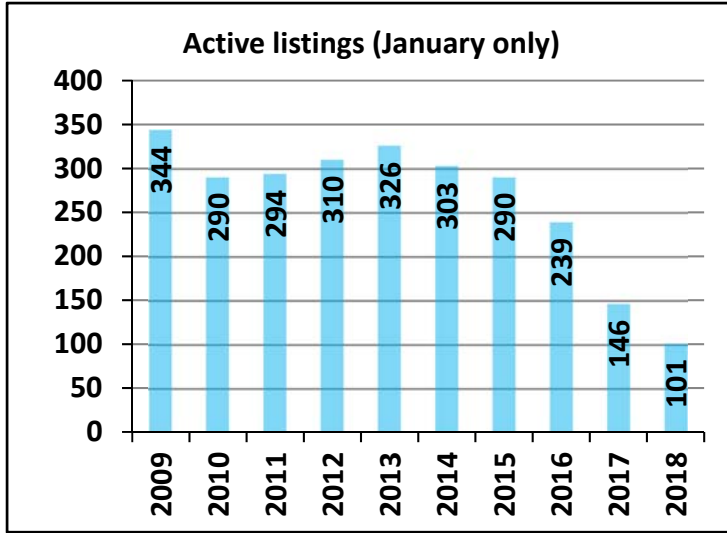
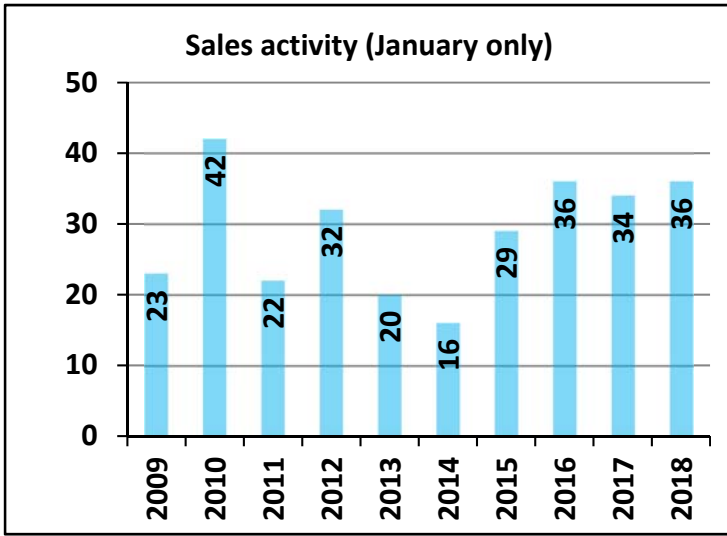
<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# Elgin County

## Residential Market Activity



# Elgin County

## Residential Market Activity

Actual	January 2018	Compared to <sup>3</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
<b>Sales Activity</b>	<b>36</b>	5.9	0.0	24.1	80.0	63.6	16.1
<b>Dollar Volume</b>	<b>\$11,321,300</b>	19.2	57.8	65.4	132.0	179.6	84.2
<b>New Listings</b>	<b>42</b>	-31.1	-43.2	-35.4	-59.6	-48.8	-57.1
<b>Active Listings</b>	<b>101</b>	-30.8	-57.7	-65.2	-69.0	-65.6	-58.9
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>85.7</b>	55.7	48.6	44.6	19.2	26.8	31.6
<b>Months of Inventory<sup>2</sup></b>	<b>2.8</b>	4.3	6.6	10.0	16.3	13.4	7.9
<b>Average Price</b>	<b>\$314,481</b>	12.5	57.8	33.2	28.9	70.8	58.6

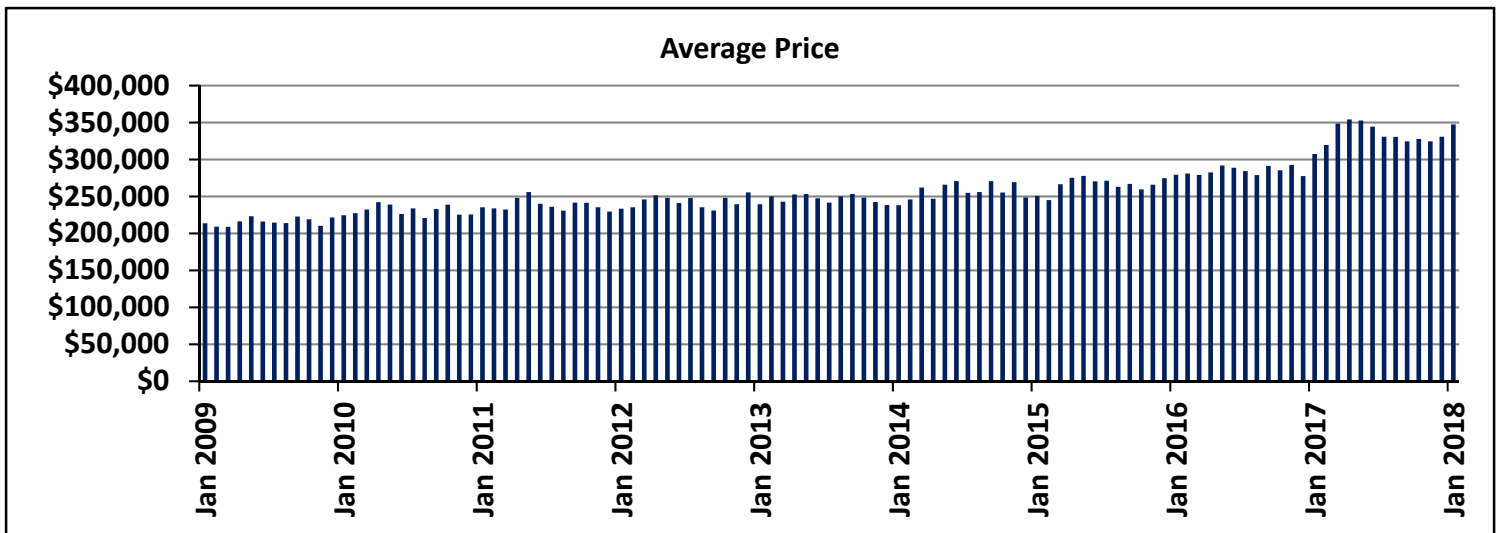
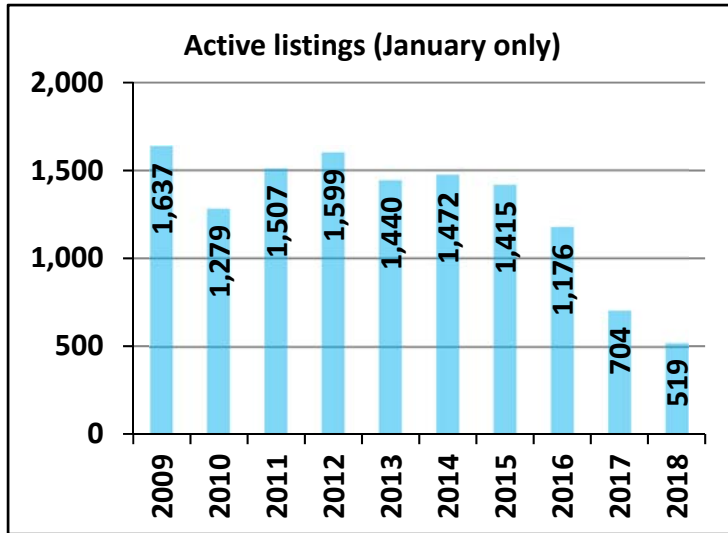
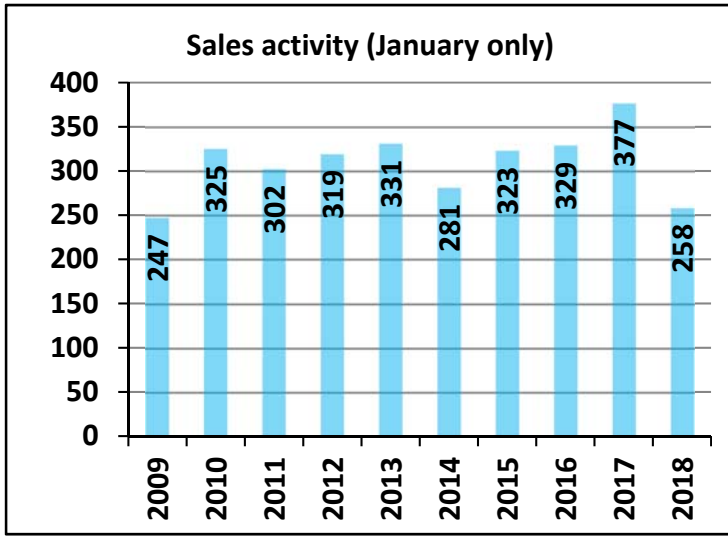
<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# London

## Residential Market Activity



# London

## Residential Market Activity

Actual	January 2018	Compared to <sup>3</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
<b>Sales Activity</b>	<b>258</b>	-31.6	-21.6	-20.1	-22.1	-14.6	-25.6
<b>Dollar Volume</b>	<b>\$89,636,393</b>	-22.6	-2.4	10.7	13.1	26.2	21.3
<b>New Listings</b>	<b>419</b>	-28.6	-38.6	-46.1	-46.6	-45.9	-56.3
<b>Active Listings</b>	<b>519</b>	-26.3	-55.9	-63.3	-64.0	-65.6	-64.7
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>61.6</b>	64.2	48.2	41.6	42.2	39.0	36.2
<b>Months of Inventory<sup>2</sup></b>	<b>2.0</b>	1.9	3.6	4.4	4.4	5.0	4.2
<b>Average Price</b>	<b>\$347,428</b>	13.1	24.4	38.6	45.1	47.7	63.2

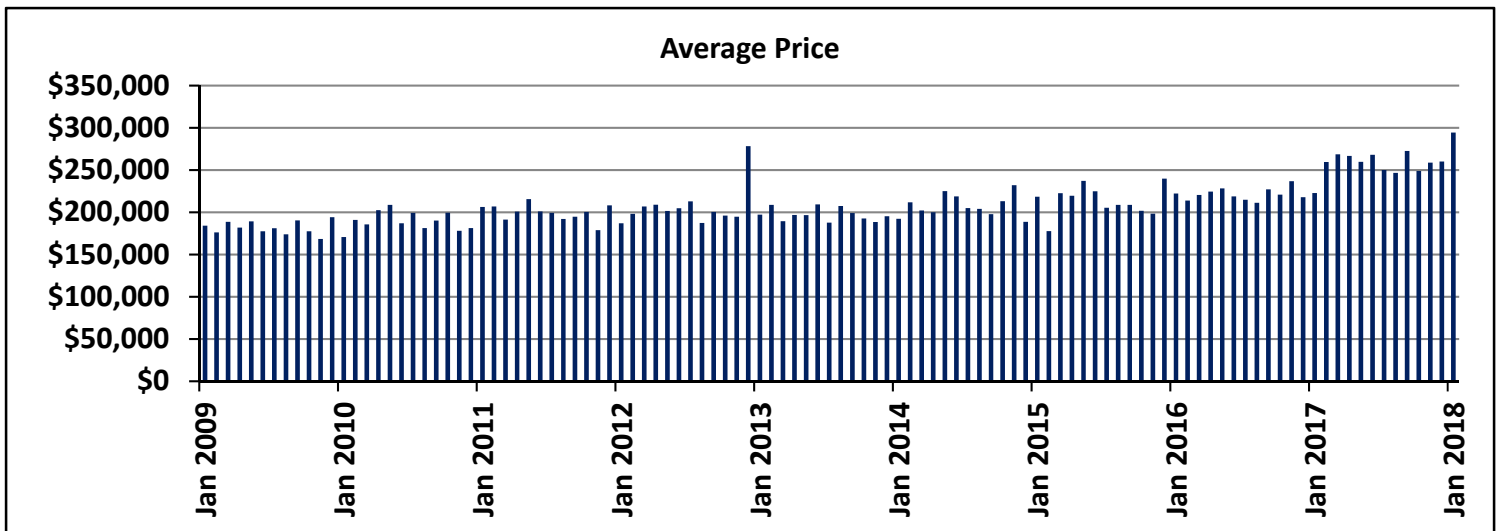
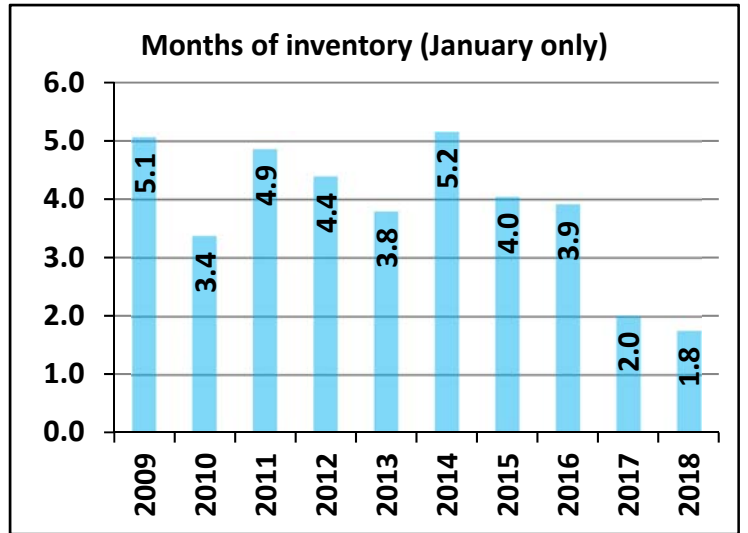
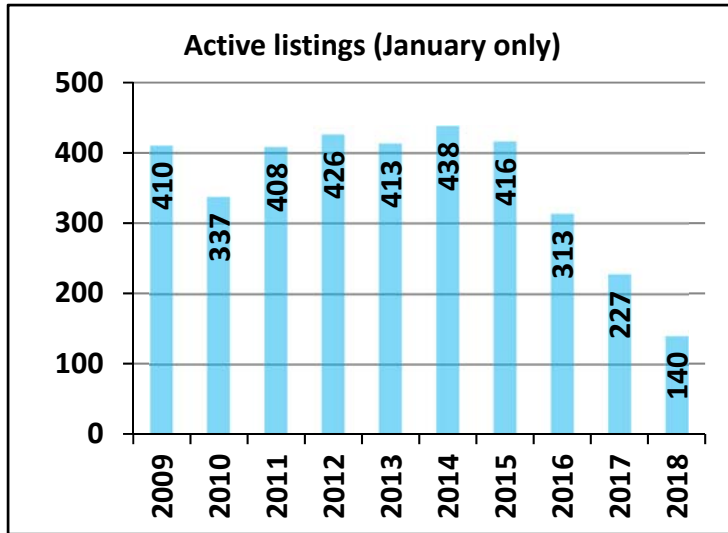
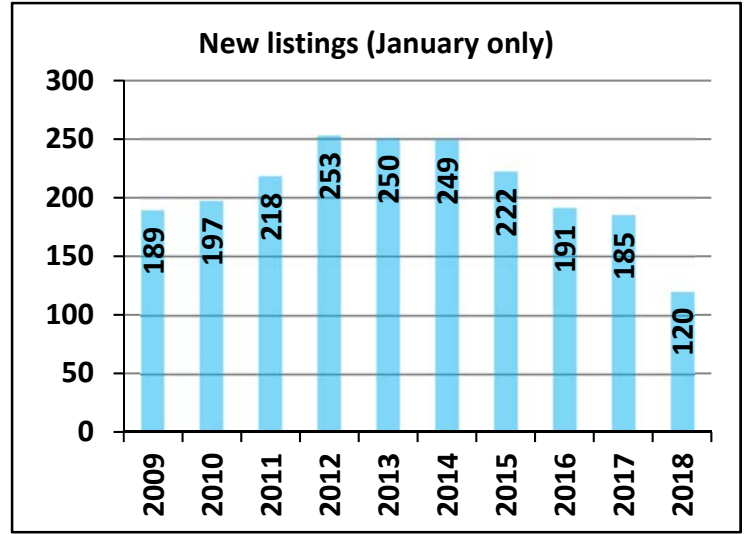
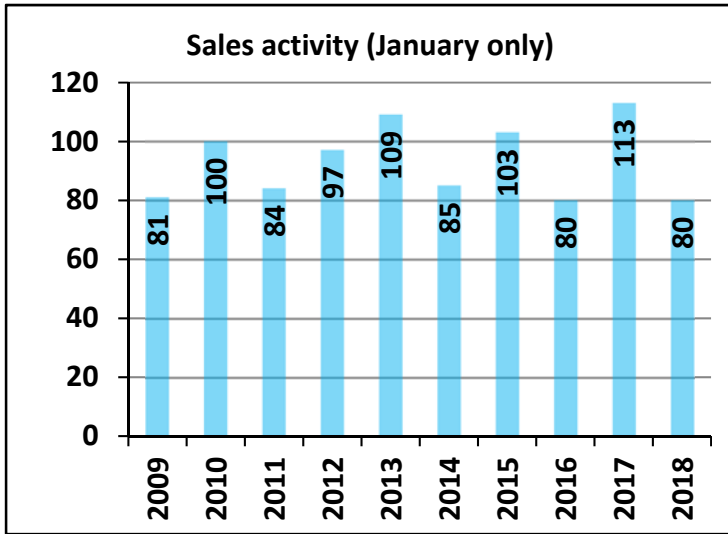
<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# London East

## Residential Market Activity





# London East

## Residential Market Activity

Actual	January 2018	Compared to <sup>3</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
<b>Sales Activity</b>	<b>80</b>	-29.2	0.0	-22.3	-26.6	-4.8	-29.2
<b>Dollar Volume</b>	<b>\$23,547,800</b>	-6.5	32.4	4.7	9.5	35.9	12.3
<b>New Listings</b>	<b>120</b>	-35.1	-37.2	-45.9	-52.0	-45.0	-58.8
<b>Active Listings</b>	<b>140</b>	-38.3	-55.3	-66.3	-66.1	-65.7	-67.5
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>66.7</b>	61.1	41.9	46.4	43.6	38.5	38.8
<b>Months of Inventory<sup>2</sup></b>	<b>1.8</b>	2.0	3.9	4.0	3.8	4.9	3.8
<b>Average Price</b>	<b>\$294,348</b>	32.1	32.4	34.8	49.2	42.7	58.6

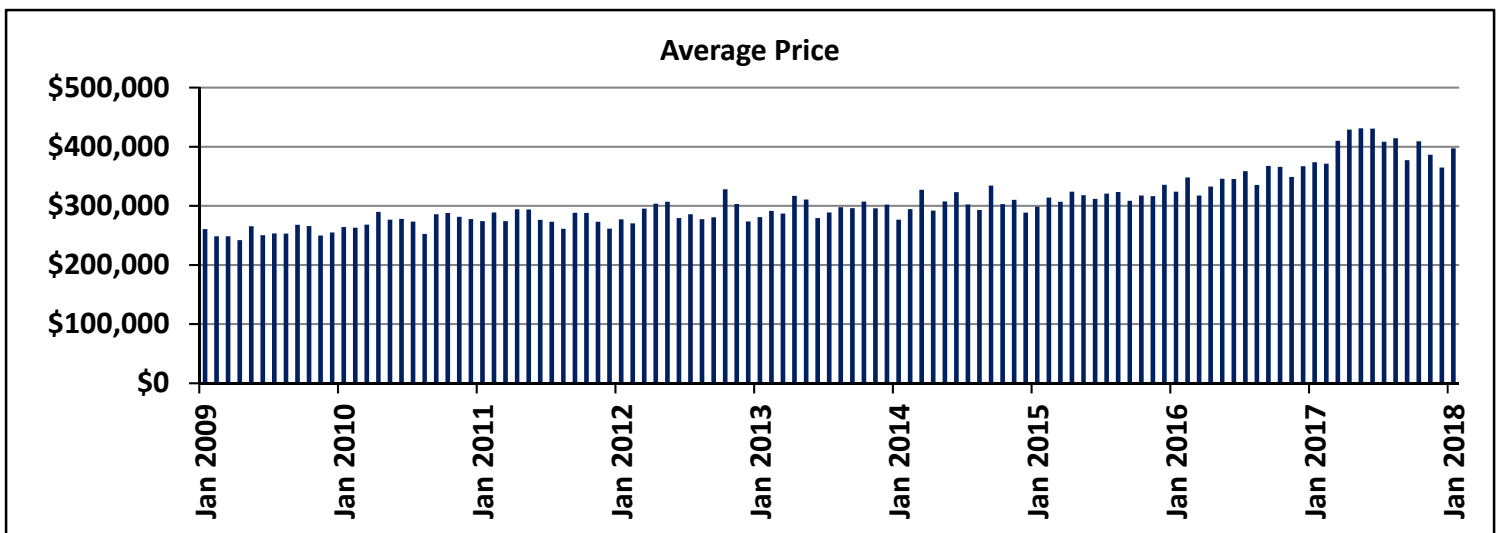
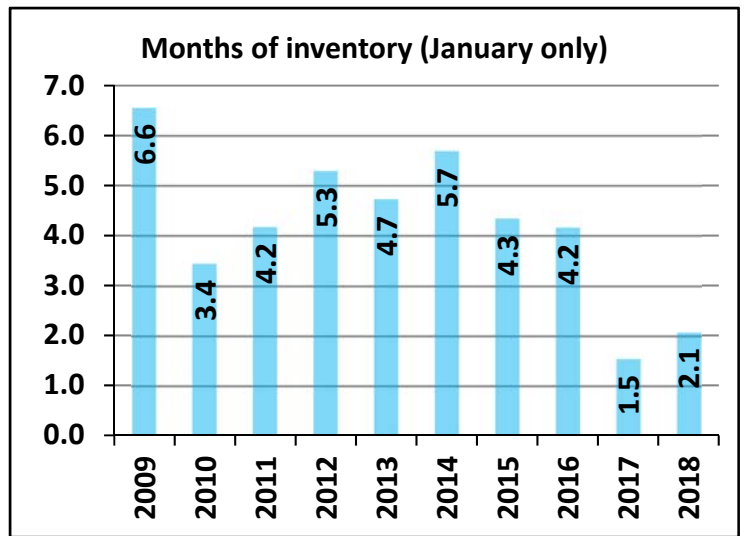
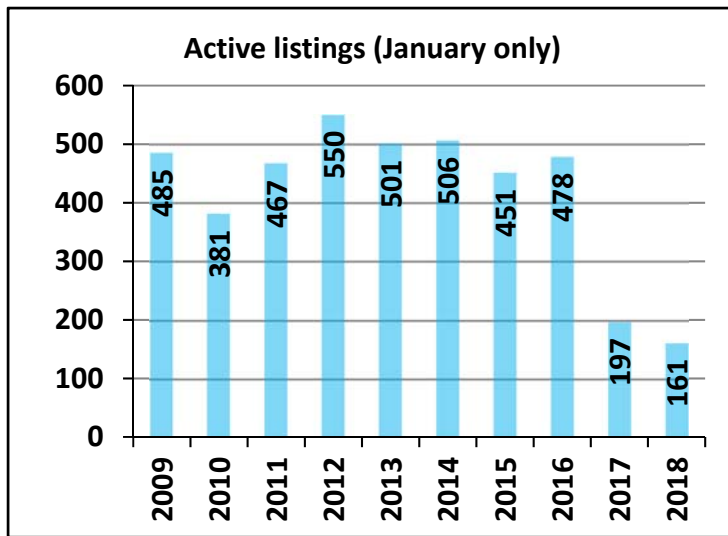
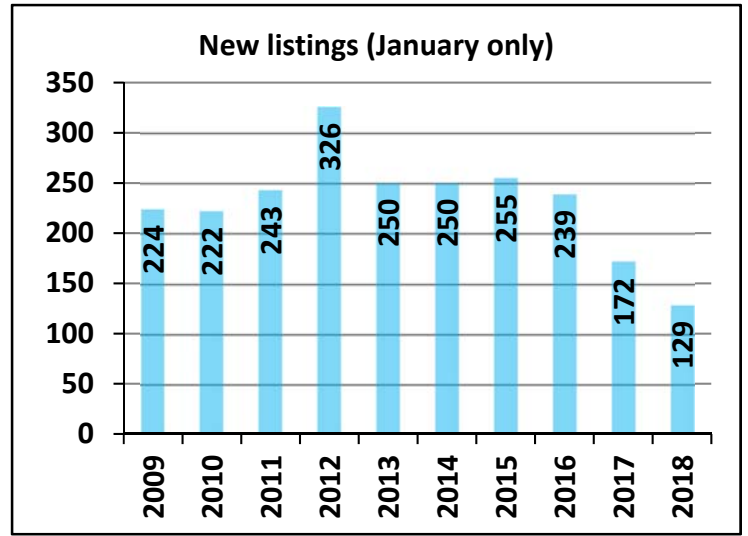
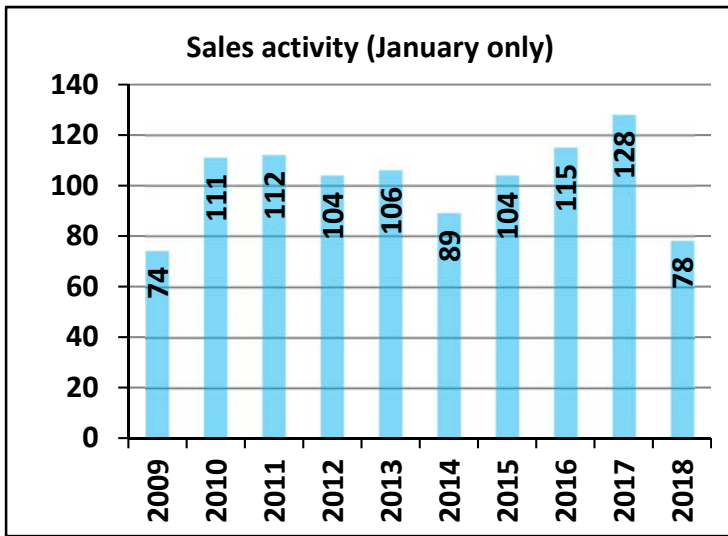
<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# London North

## Residential Market Activity



# London North

## Residential Market Activity

Actual	January 2018	Compared to <sup>3</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
<b>Sales Activity</b>	<b>78</b>	-39.1	-32.2	-25.0	-26.4	-30.4	-8.2
<b>Dollar Volume</b>	<b>\$30,971,881</b>	-35.3	-16.8	-0.2	4.0	0.9	43.8
<b>New Listings</b>	<b>129</b>	-25.0	-46.0	-49.4	-48.4	-46.9	-56.9
<b>Active Listings</b>	<b>161</b>	-18.3	-66.3	-64.3	-67.9	-65.5	-65.2
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>60.5</b>	74.4	48.1	40.8	42.4	46.1	28.4
<b>Months of Inventory<sup>2</sup></b>	<b>2.1</b>	1.5	4.2	4.3	4.7	4.2	5.4
<b>Average Price</b>	<b>\$397,075</b>	6.2	22.6	33.0	41.3	44.9	56.7

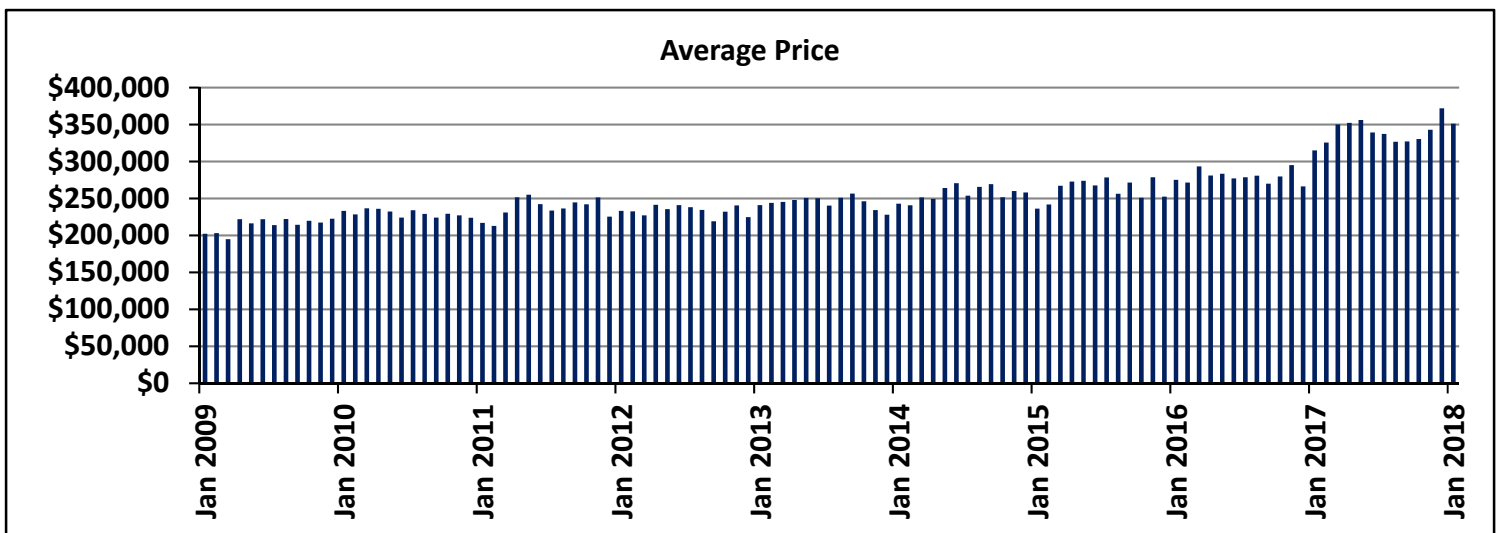
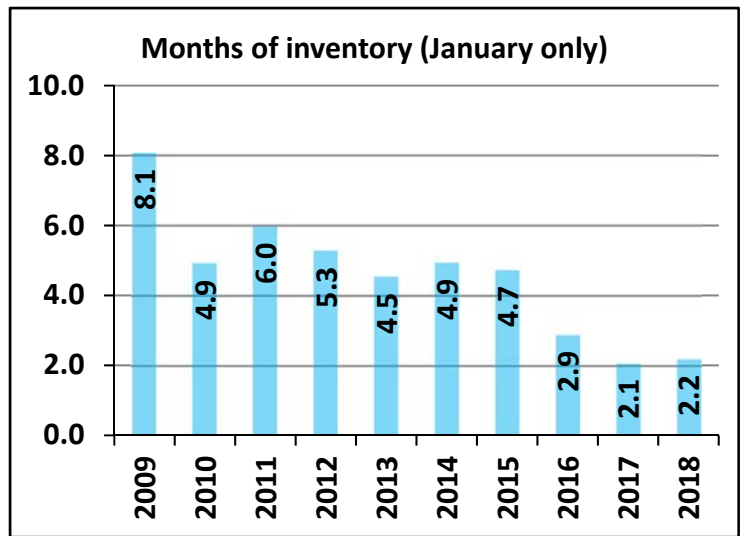
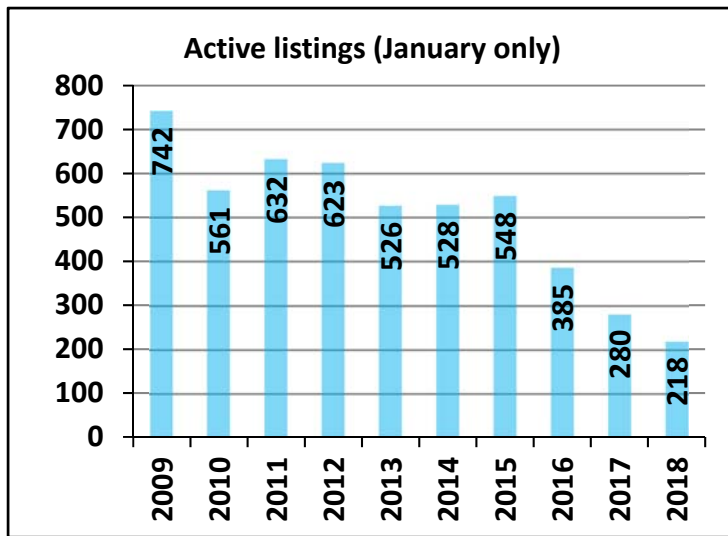
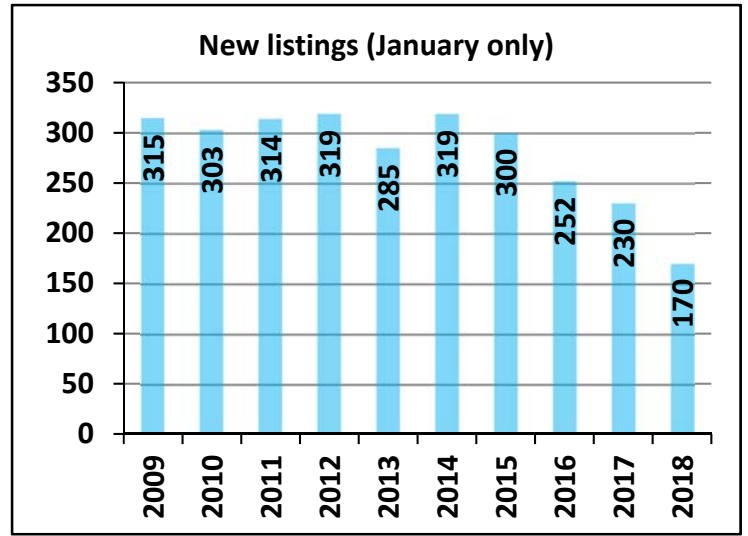
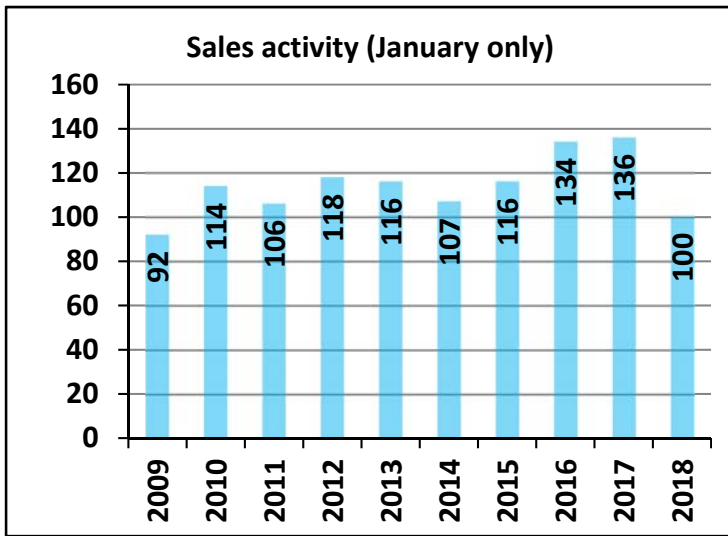
<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# London South

## Residential Market Activity



# London South

## Residential Market Activity

Actual	January 2018	Compared to <sup>3</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
<b>Sales Activity</b>	<b>100</b>	-26.5	-25.4	-13.8	-13.8	-5.7	-32.9
<b>Dollar Volume</b>	<b>\$35,116,712</b>	-18.0	-4.7	28.2	25.6	52.7	12.0
<b>New Listings</b>	<b>170</b>	-26.1	-32.5	-43.3	-40.4	-45.9	-53.9
<b>Active Listings</b>	<b>218</b>	-22.1	-43.4	-60.2	-58.6	-65.5	-62.2
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>58.8</b>	59.1	53.2	38.7	40.7	33.8	40.4
<b>Months of Inventory<sup>2</sup></b>	<b>2.2</b>	2.1	2.9	4.7	4.5	6.0	3.9
<b>Average Price</b>	<b>\$351,167</b>	11.5	27.7	48.7	45.7	61.9	66.8

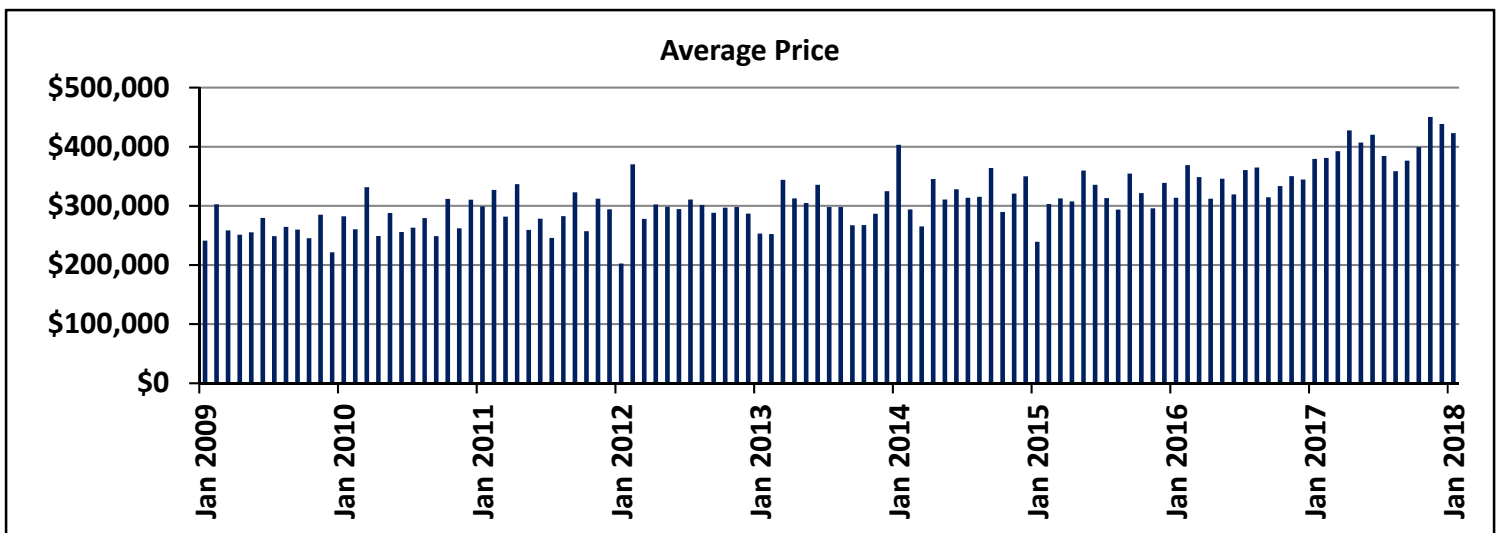
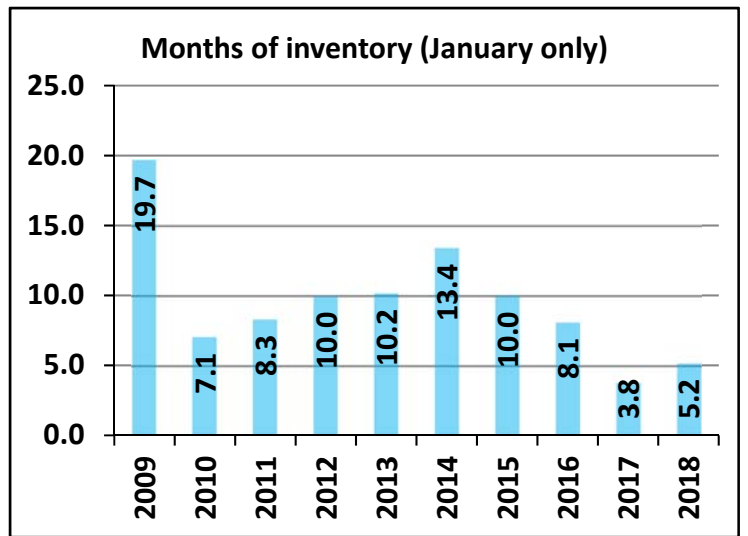
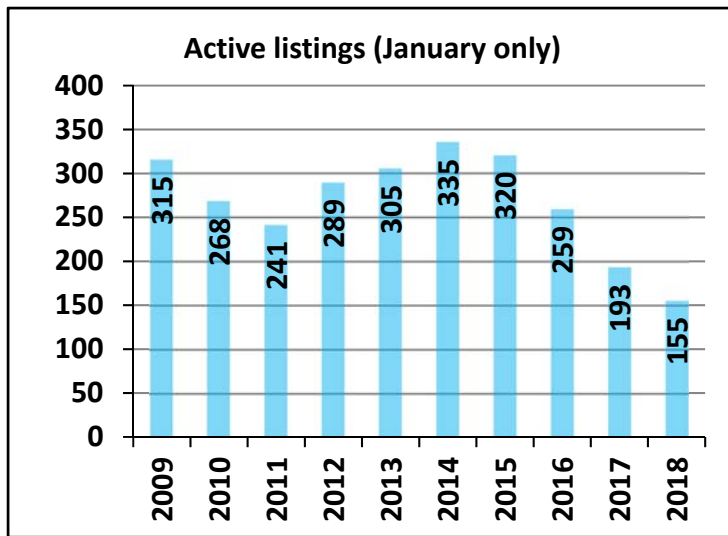
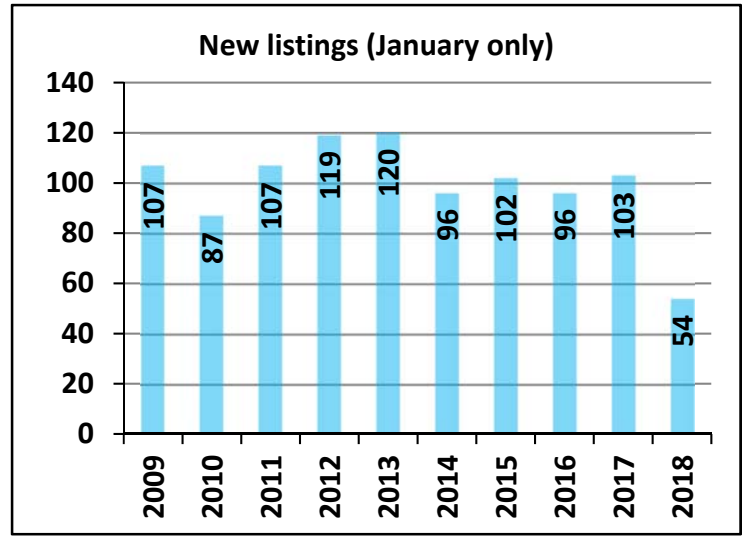
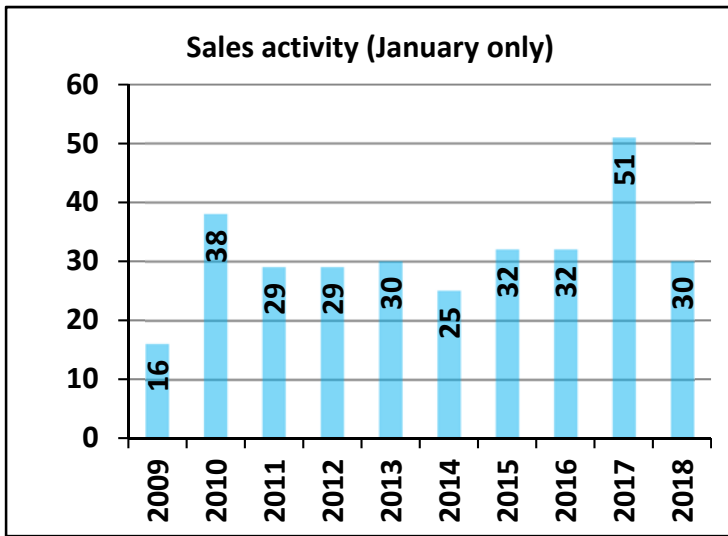
<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# Middlesex County

## Residential Market Activity



# Middlesex County

## Residential Market Activity

Actual	January 2018	Compared to <sup>3</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
<b>Sales Activity</b>	<b>30</b>	-41.2	-6.3	-6.3	0.0	3.4	-6.3
<b>Dollar Volume</b>	<b>\$12,686,336</b>	-34.4	26.5	65.8	67.2	46.3	32.8
<b>New Listings</b>	<b>54</b>	-47.6	-43.8	-47.1	-55.0	-49.5	-51.4
<b>Active Listings</b>	<b>155</b>	-19.7	-40.2	-51.6	-49.2	-35.7	-37.5
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>55.6</b>	49.5	33.3	31.4	25.0	27.1	28.8
<b>Months of Inventory<sup>2</sup></b>	<b>5.2</b>	3.8	8.1	10.0	10.2	8.3	7.8
<b>Average Price</b>	<b>\$422,878</b>	11.5	34.9	76.8	67.2	41.5	41.7

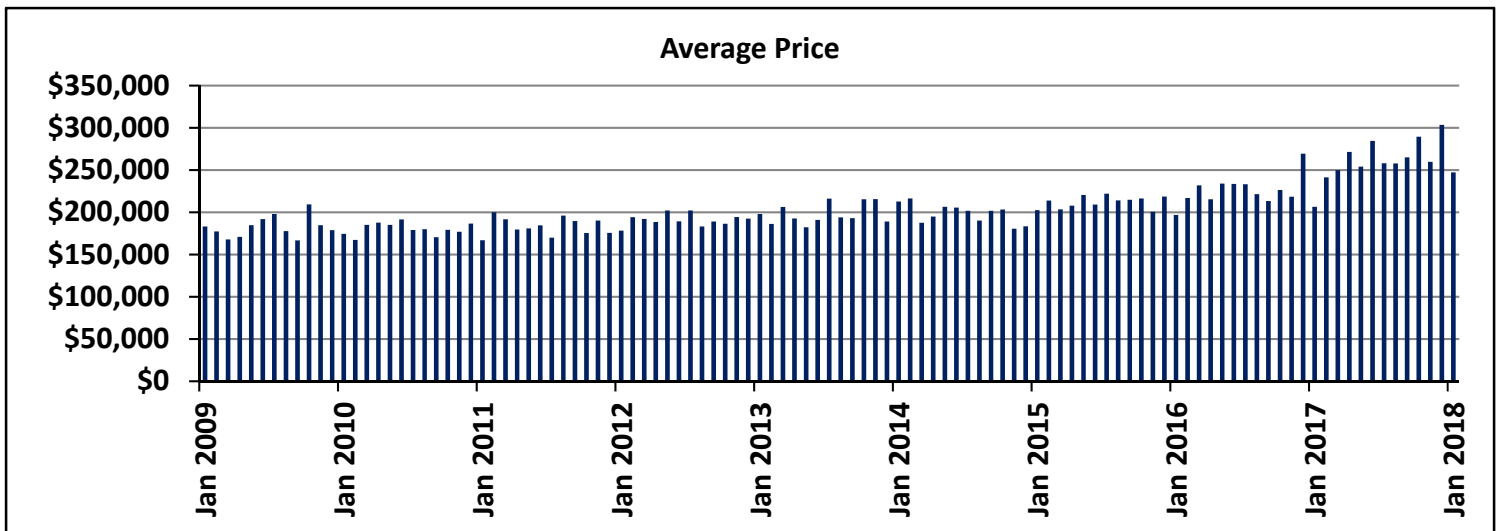
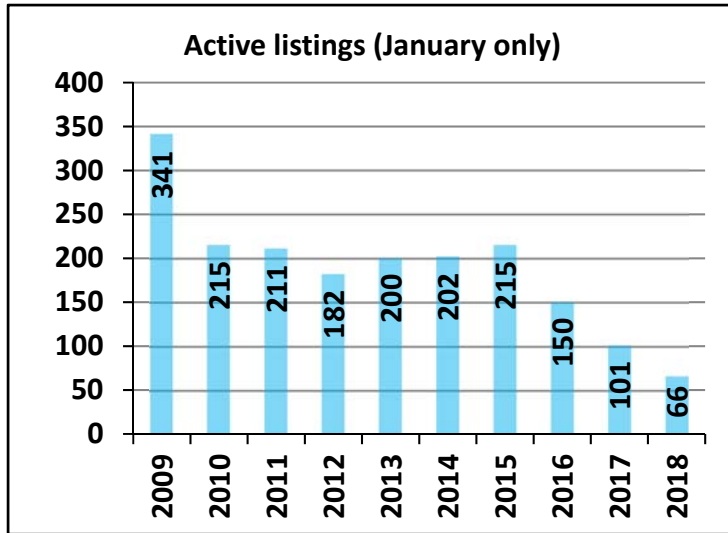
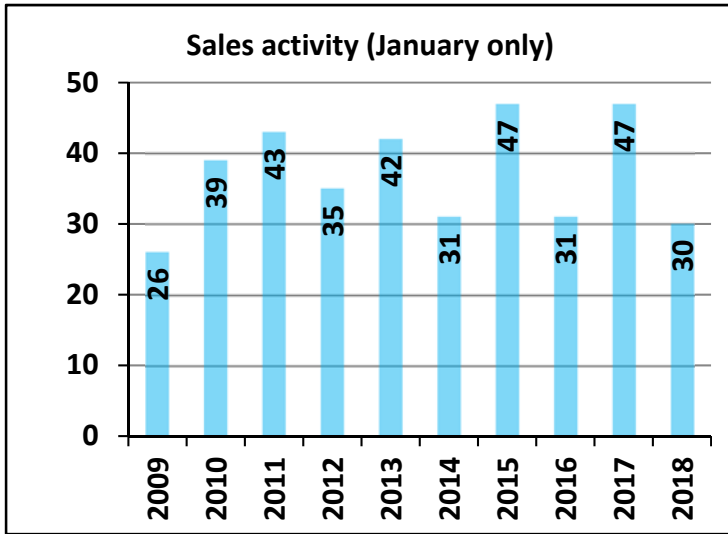
<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# St. Thomas

## Residential Market Activity





# St. Thomas

## Residential Market Activity

Actual	January 2018	Compared to <sup>3</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
<b>Sales Activity</b>	<b>30</b>	-36.2	-3.2	-36.2	-28.6	-30.2	-16.7
<b>Dollar Volume</b>	<b>\$7,414,050</b>	-23.6	21.5	-22.1	-10.8	3.4	4.4
<b>New Listings</b>	<b>46</b>	-32.4	-44.6	-48.9	-51.1	-45.9	-47.7
<b>Active Listings</b>	<b>66</b>	-34.7	-56.0	-69.3	-67.0	-68.7	-67.6
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>65.2</b>	69.1	37.3	52.2	44.7	50.6	40.9
<b>Months of Inventory<sup>2</sup></b>	<b>2.2</b>	2.1	4.8	4.6	4.8	4.9	5.7
<b>Average Price</b>	<b>\$247,135</b>	19.7	25.6	22.1	24.9	48.2	25.3

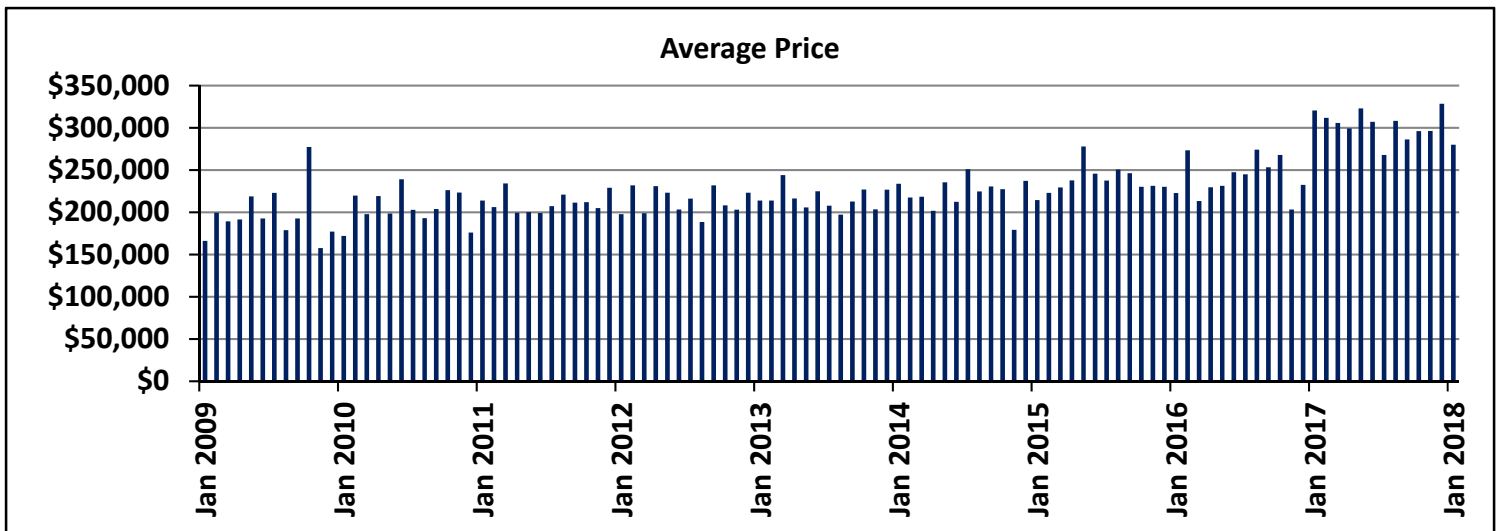
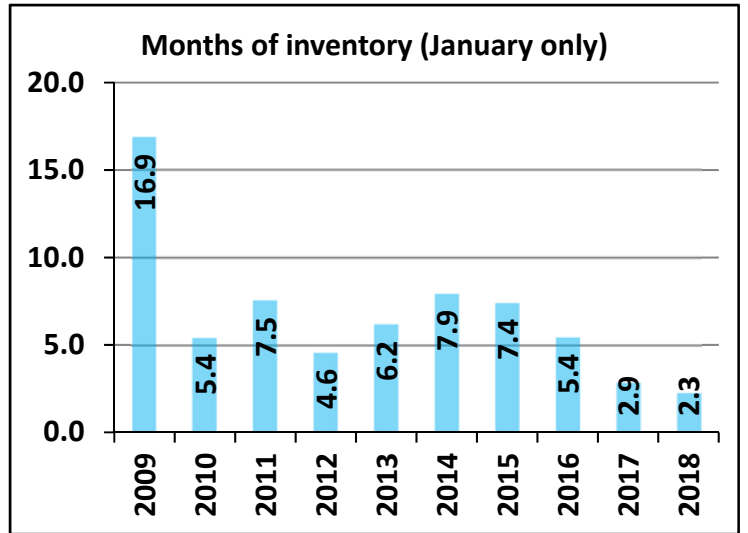
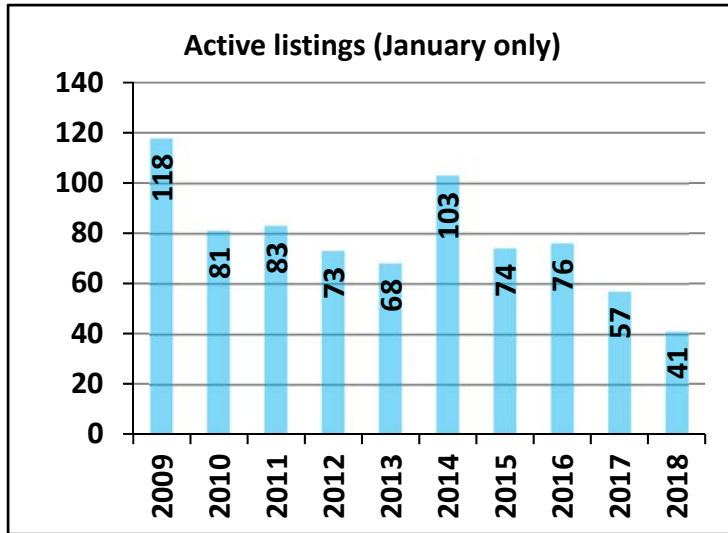
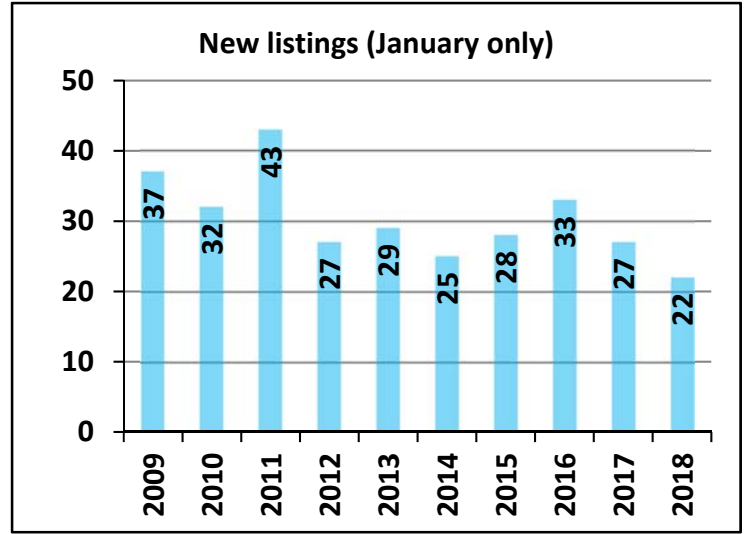
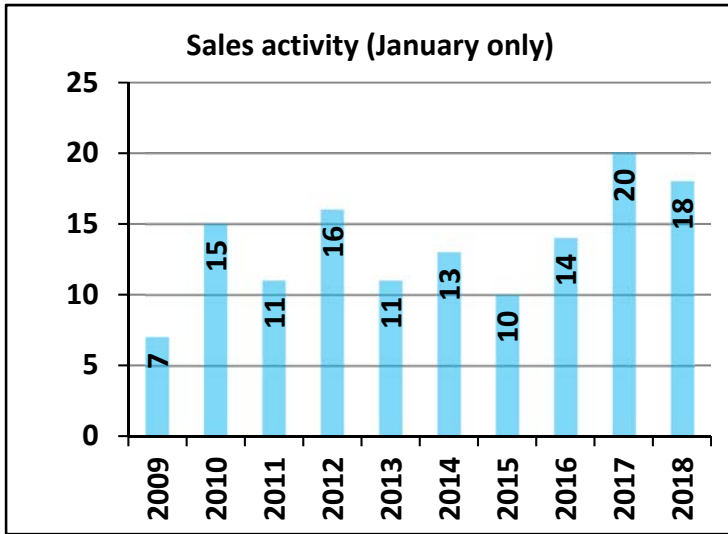
<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# Strathroy

## Residential Market Activity



# Strathroy

## Residential Market Activity

Actual	January 2018	Compared to <sup>3</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
<b>Sales Activity</b>	<b>18</b>	-10.0	28.6	80.0	63.6	63.6	38.5
<b>Dollar Volume</b>	<b>\$5,038,460</b>	-21.4	61.6	135.1	114.1	114.3	107.1
<b>New Listings</b>	<b>22</b>	-18.5	-33.3	-21.4	-24.1	-48.8	-43.6
<b>Active Listings</b>	<b>41</b>	-28.1	-46.1	-44.6	-39.7	-50.6	-52.3
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>81.8</b>	74.1	42.4	35.7	37.9	25.6	33.3
<b>Months of Inventory<sup>2</sup></b>	<b>2.3</b>	2.9	5.4	7.4	6.2	7.5	6.6
<b>Average Price</b>	<b>\$279,914</b>	-12.7	25.7	30.6	30.9	31.0	49.6

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes