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STATISTICAL REPORT



(for month ending July 31, 2012)

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News Release

For Comment: Barb Whitney, President, 519-673-3390

For Background: Betty Doré, Executive Vice-President, 519-641-1400

London, August 1, 2012

July Sales Steady

Sales last month edged up 0.5% over those of the previous July with a total of 746 homes exchanging hands. 620 detached homes sold in July – up 5.6% from the previous year – however, condo sales dipped 18.7% as compared to July 2011. "The reason for this is pretty obvious," says Barb Whitney, President of London and St. Thomas Association of REALTORS® (LSTAR). "A marked decrease in the sale of high rise apartment condos accounts in large part for the slump. There is a noticeable decrease in the number of high-rise apartment condo sales due to the fact that the Renaissance II building downtown had sold many of

their units last year and is almost sold out now. Otherwise we're right on track with year-to-date sales holding steady at 2.9%."

New listings continued to lag in July, although not nearly so dramatically as in June. In all 1,351 homes were listed in July, down 2.8% from the previous year. In addition listings end of period – or inventory – were down 6.6%. "Fewer listings might be an indication that we are starting to move toward a possible Sellers Market," says Whitney. "For now however, it looks like our market will continue to be a balanced one – good for buyers and sellers alike."

London's Sister City of St. Thomas had a great July. A total of 69 homes exchanged hands in that City, up 16.9%, with an average sale price Year to Date of \$191,340, up 1% over last year (December 31, 2011).

The average price for a home in LSTAR's jurisdiction Year to Date stands at \$240,993, an increase of 3.7%. The average price for a detached home over that same period stands at \$256,813, up 5%, while the average price for a condo stands at \$171,917, down 4.3% over last year (December 31, 2011).

The following table, based on data taken from CREA's National MLS® Report for June 2012 (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 | \$741,322 |
| Victoria | \$478,158 |
| Toronto | \$498,718 |
| Calgary | \$423,004 |
| Hamilton-Burlington | \$357,572 |
| Ottawa | \$344,293 |
| Kitchener-Waterloo | \$325,303 |
| Edmonton | \$345,509 |
| Saskatoon | \$310,653 |
| Regina | \$301,639 |
| Halifax-Dartmouth | \$266,899 |
| London St. Thomas | \$238,371 |

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CANADA \$361,584

| House Style | Units Sold | Average Price |
|-----------------|---------------|---------------|
| 2 storey | 183 | \$326,489 |
| Bungalow | 148 | \$202,527 |
| Ranch | 90 | \$301,332 |
| Townhouse Condo | 64 | \$157,998 |

The best-selling house style in LSTAR's jurisdiction last month was the two-storey, followed by the bungalow, then the ranch, then the townhouse condominium.

The London and St. Thomas Association of REALTORS® (LSTAR) is one of Canada's fifteen largest real estate associations, representing over 1,500 REALTORS® working in Middlesex and Elgin Counties, a trading area of 500,000 residents.

LSTAR adheres to a Quality of Life philosophy, supporting growth that fosters economic vitality, provides housing opportunities, respects the environment and builds good communities and safe neighbourhoods and is a proud participant in the REALTORS Care Foundation's Every REALTOR $^{\text{TM}}$ Campaign.

As members of the Canadian Real Estate Association, LSTAR members may use the REALTOR® trademark, which identifies them as real estate professionals who subscribe to a strict code of ethics. The Association operates the local Multiple Listing Service® (MLS®) and provides ongoing professional education courses for its members.

LSTAR's Market Report for July 2012

| larket Activity | 620 detached homes and 126 condo | s exchanged hands i | n July 2012, for a total of 746 transactions. | | | |
|---------------------------|---|---|---|---------------|--|--|
| Type of Market | Balanced | | | | | |
| Listings | Active detached home listings end o | f period were down | 7.4%. Active condo listings end of period were down 2 | 7% | | |
| | Total Residential (Detached & Condo | p) | \$246,055 up 3.2% (\$238,371) | | | |
| | All detached homes in LSTAR's jurisc | liction | \$260,172 up 3.1% (\$252,451) | | | |
| Average Price | All condos in LSTAR'S jurisdiction | | \$176,594 down 2.3% (\$180,749) | | | |
| July 2012 (Compared to | All two-storeys in LSTAR's jurisdiction | n | \$326,489 down 2% (\$333,318) | | | |
| June 2012) | All bungalows in LSTAR's jurisdiction | l | \$202,527 up 17.7% (\$172,038) | | | |
| | All ranches in LSTAR'S jurisdiction | | \$301,332 up 10.7% (\$272,129) | | | |
| | All townhouse condos in LSTAR's jur | isdiction | \$157,998 up 6.5% (\$148,372) | | | |
| Most Popular in July | Two-storeys, then bungalows, then | ranches, and then to | wnhouse condos. | | | |
| | 1 | | ordability compared to other major Ontario and Canadian Market MLS® Statistical Survey for <u>June 2012</u> , the average | | | |
| Affordability | Vancouver Victoria Toronto Calgary Hamilton-Burlington Ottawa Kitchener-Waterloo Edmonton Saskatoon Regina Halifax-Dartmouth London and St. Thomas CANADA | \$741,322 \$478,158 \$498,718 \$423,004 \$357,572 \$344,293 \$325,303 \$345,509 \$310,653 \$301,639 \$266,899 \$238,371 \$361,584 | | | | |
| Market Factors | down 2.8% from the previous year. | In addition listings e | y so dramatically as in June. In all, 1,351 homes were l nd of period – or inventory – were down 6.6% "Fewer l ossible Sellers Market," says Whitney. "For now howe | listings migh | | |

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| 2012 Monthly Data | | | | | | | | | <u>2011 Mont</u> | hly Data | |
|-------------------|---------------|------|--------------|-------|--------------|---------------|------|---------------|------------------|--------------|---------------|
| DETAC | HED | % | CONDO | % | OTHER | TOTAL | % | DETACHED | CONDO | OTHER | TOTAL |
| Units Sold | 620 | 5.6 | 126 | -18.7 | 57 | 803 | 0.9 | 587 | 155 | 54 | 796 |
| Dollar Volume | \$161,306,482 | 17.1 | \$22,250,888 | -16.4 | \$20,373,887 | \$203,931,257 | 15.7 | \$137,693,077 | \$26,629,923 | \$11,870,101 | \$176,193,101 |
| No.of Listings | 1109 | -1.2 | 242 | -9.7 | 255 | 1606 | -3.1 | 1122 | 268 | 267 | 1657 |

| | 12 Year-to Date | | 2011 Year | -to-Date | | | | | | | |
|-----------------|-----------------|------|---------------|----------|---------------|-----------------|------|---------------|---------------|--------------|-----------------|
| DETACI | HED | % | CONDO | % | OTHER | TOTAL | % | DETACHED | CONDO | OTHER | TOTAL |
| Units Sold | 4231 | 4.2 | 969 | -2.4 | 402 | 5602 | 3.7 | 4062 | 993 | 345 | 5400 |
| Dollar Volume | \$1,086,577,307 | 8.8 | \$166,587,210 | -8.2 | \$150,546,270 | \$1,403,710,787 | 9.7 | \$998,279,088 | \$181,494,932 | \$99,755,088 | \$1,279,529,108 |
| No.of Listings | 8371 | -3.9 | 2007 | 1.2 | 1844 | 12,222 | -2.8 | 8715 | 1983 | 1871 | 12569 |
| Active Listings | | | | | | | | | | | |
| (end of period) | 3092 | -7.4 | 676 | -2.7 | 1424 | 5192 | -7.7 | 3339 | 695 | 1593 | 5627 |

| Detached | <u>2012</u> | | <u>2011</u> |
|----------------------|-------------|------|-------------|
| Average Price(Month) | \$260,172 | 10.9 | \$234,571 |
| Average Price (YTD) | \$256,813 | 4.5 | \$245,760 |

| Condo | <u>2012</u> | | <u>2011</u> |
|----------------------|-------------|------|-------------|
| Average Price(Month) | \$176,594 | 2.8 | \$171,806 |
| Average Price (YTD) | \$171,917 | -5.9 | \$182,774 |

| Total Residential | 2012 | | <u>2011</u> |
|----------------------|-----------|------|-------------|
| Average Price(Month) | \$246,055 | 11.1 | \$221,460 |
| Average Price (YTD) | \$240,993 | 3.3 | \$233,388 |

| 2012 Monthly Data | | | | | | | <u>20</u> | 11 Monthly Data | <u>a</u> |
|----------------------|---|------|--------------|-------|---------------|------|---------------|-----------------|---------------|
| DETACH | IED | % | CONDO | % | TOTAL | % | DETACHED | CONDO | TOTAL |
| Units Sold | 620 | 5.6 | 126 | -18.7 | 746 | 0.5 | 587 | 155 | 742 |
| Dollar Volume | \$161,306,482 | 17.1 | \$22,250,888 | -16.4 | \$183,557,370 | 11.7 | \$137,693,077 | \$26,629,923 | \$164,323,000 |
| No.of Listings | 1109 | -1.2 | 242 | -9.7 | 1351 | -2.8 | 1122 | 268 | 1390 |
| Average Price (July) | \$260,172 | 3.1 | \$176,594 | -2.3 | \$246,055 | 3.2 | | | |
| Average Price (June) | \$252,451 | 3.1 | \$180,749 | -2.3 | \$238,371 | 3.2 | | | |
| % Diffe | % Difference in Average Price in Current Month Compared to Previous Month | | | | | | | | |

| | <u>2012</u> | | 2011 Year-to-Date | <u>e</u> | | | | | |
|----------------------------|-----------------|------|-------------------|----------|------------------|------|--------------|-------------------|-----------------|
| DETACH | ED | % | CONDO | % | TOTAL | % | DETACHED | CONDO | TOTAL |
| Units Sold | 4231 | 4.2 | 969 | -2.4 | 5200 | 2.9 | 4062 | 993 | 5055 |
| Dollar Volume | \$1,086,577,307 | 8.8 | \$166,587,210 | -8.2 | \$ 1,253,164,517 | 6.2 | \$998,279,08 | 8 \$181,494,932 | \$1,179,774,020 |
| No.of Listings | 8371 | -3.9 | 2007 | 1.2 | 10378 | -3.0 | 8715 | 1983 | 10698 |
| Active Listings | | | | | | | | | |
| (end of period) | 3092 | -7.4 | 676 | -2.7 | 3768 | -6.6 | 3339 | 695 | 4034 |
| Average Price YTD | \$256,813 | 5.0 | \$171,917 | -4.3 | \$240,993 | 3.7 | | • | |
| Average Price (Dec.31/11)* | \$244,560 | 5.0 | \$179,560 | -4.3 | \$232,387 | 3.7 | R | ESIDENTIAL STATIS | STICS |

* % Difference in Average Price Year-to-Date Compared to December 31, 2011

RESIDENTIAL STATISTICS
July 2012

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ST. THOMAS STATISTICS

2012 Monthly Data

2011 Monthly Data

| | | % | |
|----------------|--------------|-------|-------------|
| Units Sold | 69 | 16.9 | 59 |
| Dollar Volume | \$13,626,898 | 41.7 | \$9,617,846 |
| No.of Listings | 107 | -1.8 | 109 |
| Active at End | 349 | -11.2 | 393 |

2012 Year-to Date

2011 Year-to-Date

\$183,607

| | | % | |
|----------------------|--------------|-------|---------------------------|
| Units Sold | 371 | -10.6 | 415 |
| Dollar Volume | \$70,987,047 | -6.8 | \$76,196,734 |
| No.of Listings | 770 | -7.5 | 832 |
| | | | |
| Average Price (July) | \$197,491 | 2.2 | Average Price (July 2011) |
| Average Price (June) | \$193,198 | 2.2 | \$163,014 |
| | • | • | |
| Average Price YTD | \$191,340 | 1.0 | Average Price (YTD 2011) |

Average Price (Dec.31/11) * \$189,413

* Difference in Average Price Year-to-Date Compared to December 31, 2011

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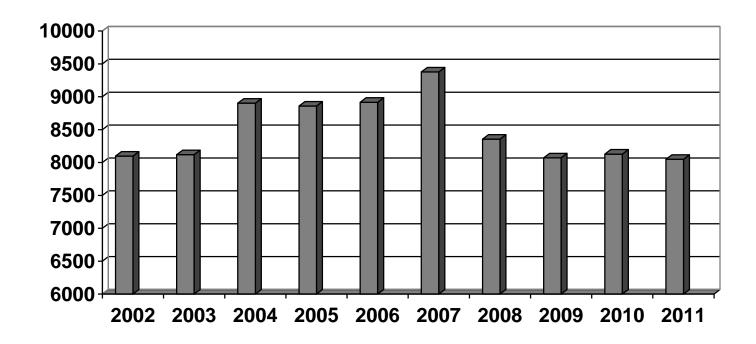
ST. THOMAS
Sales by Month

| YEAR | JANUARY | FEBRUARY | MARCH | APRIL | MAY | JUNE | JULY | AUGUST | SEPTEMBER | OCTOBER | NOVEMBER | DECEMBER |
|------------------------------------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|
| 2012 | 40 | 36 | 50 | 59 | 65 | 57 | 69 | | | | | |
| 2011 | 44 | 40 | 67 | 60 | 72 | 73 | 59 | 64 | 61 | 51 | 50 | 42 |
| 2010 | 37 | 44 | 61 | 89 | 77 | 63 | 63 | 55 | 58 | 53 | 41 | 24 |
| 2009 | 23 | 52 | 55 | 55 | 75 | 90 | 72 | 75 | 59 | 55 | 57 | 37 |
| 2008 | 36 | 53 | 48 | 76 | 86 | 68 | 70 | 50 | 52 | 48 | 25 | 23 |
| 2007 | 58 | 80 | 86 | 82 | 97 | 92 | 93 | 84 | 47 | 64 | 52 | 32 |
| 2006 | 47 | 36 | 76 | 82 | 87 | 88 | 55 | 67 | 57 | 60 | 59 | 38 |
| 2005 | 42 | 46 | 76 | 65 | 76 | 81 | 79 | 78 | 74 | 66 | 58 | 39 |
| 2004 | 43 | 59 | 96 | 78 | 79 | 80 | 64 | 75 | 65 | 61 | 59 | 27 |
| 2003 | 35 | 52 | 60 | 66 | 63 | 74 | 74 | 53 | 77 | 63 | 55 | 31 |
| 2002 | 54 | 49 | 66 | 69 | 59 | 58 | 61 | 50 | 47 | 44 | 44 | 34 |
| 2001 | 37 | 34 | 52 | 51 | 84 | 55 | 51 | 65 | 52 | 46 | 41 | 33 |
| 10 Year Average (2000-2009)* | 41 | 51 | 68 | 71 | 78 | 75 | 68 | 65 | 59 | 56 | 49 | 32 |

^{* 10} Year Average does not include 2011

MLS® Residential Sales

(Jan. 1 to Dec. 31 – a 10 year review)

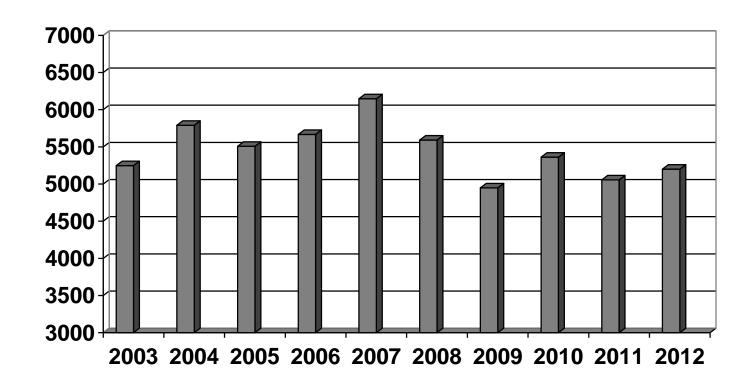


| 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|------|------|------|------|------|------|------|------|------|------|
| 8097 | 8120 | 8903 | 8859 | 8916 | 9378 | 8356 | 8070 | 8128 | 8048 |

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MLS® Residential Sales

(July YTD – a 10 year review)

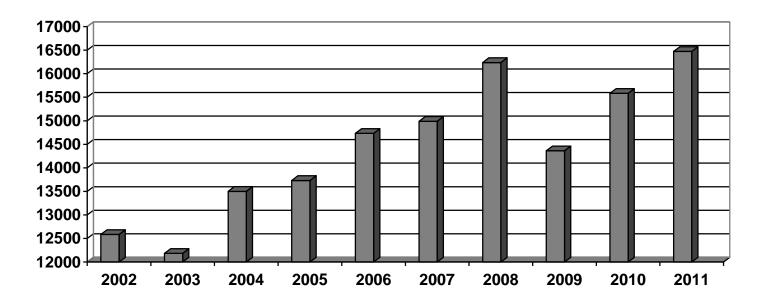


| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------|------|------|------|------|------|------|------|------|------|
| 5248 | 5790 | 5507 | 5667 | 6147 | 5592 | 4949 | 5361 | 5055 | 5200 |

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MLS® Residential Listings

(Jan. 1 to Dec. 31 – a 10 year review)

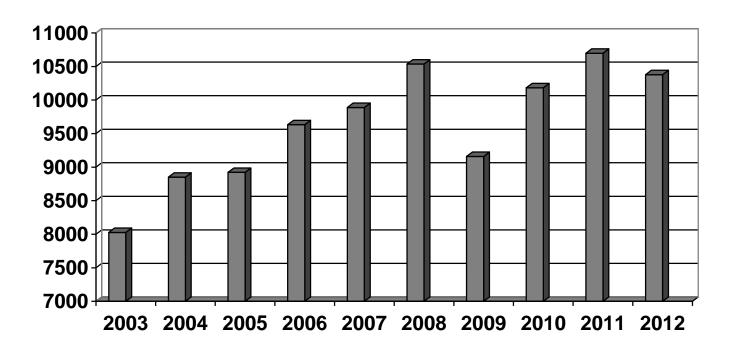


| 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 12585 | 12184 | 13501 | 13732 | 14732 | 14990 | 16236 | 14362 | 15582 | 16473 |

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MLS® Residential Listings

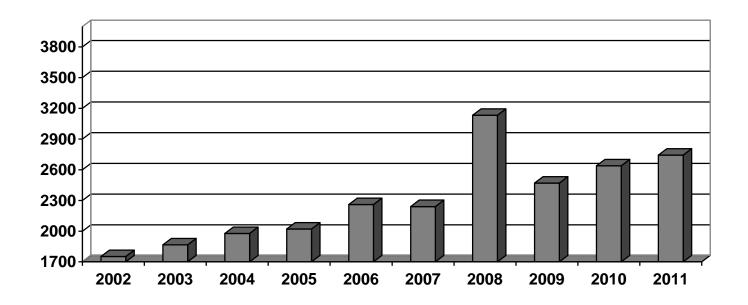
(July YTD – a 10 year review)



| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------|------|------|------|------|-------|------|-------|-------|-------|
| 8027 | 8851 | 8922 | 9633 | 9890 | 10537 | 9160 | 10183 | 10698 | 10378 |

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Active MLS® Residential Listings – End of Period (10 year review)

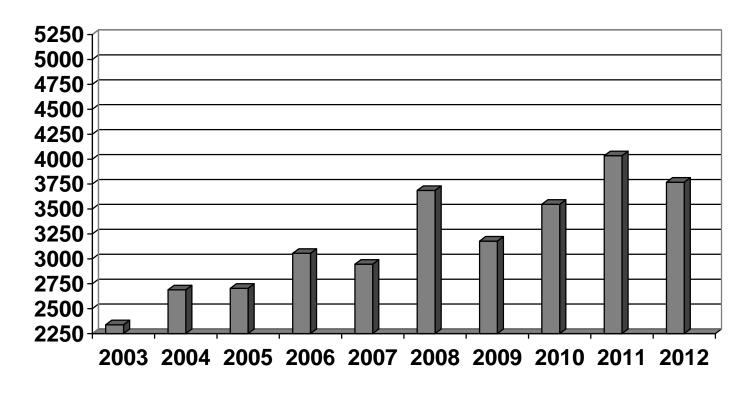


| 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|------|------|------|------|------|------|------|------|------|------|
| 1753 | 1866 | 1978 | 2021 | 2260 | 2241 | 3133 | 2470 | 2639 | 2743 |

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Active MLS® Residential Listings End of Period as of July

(10 year review)

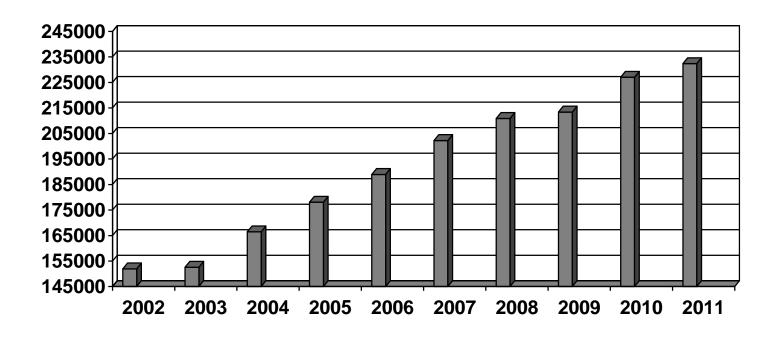


| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------|------|------|------|------|------|------|------|------|------|
| 2339 | 2689 | 2705 | 3055 | 2946 | 3686 | 3178 | 3547 | 4034 | 3768 |

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Average Residential Price in Association's Jurisdiction

(10 year review)

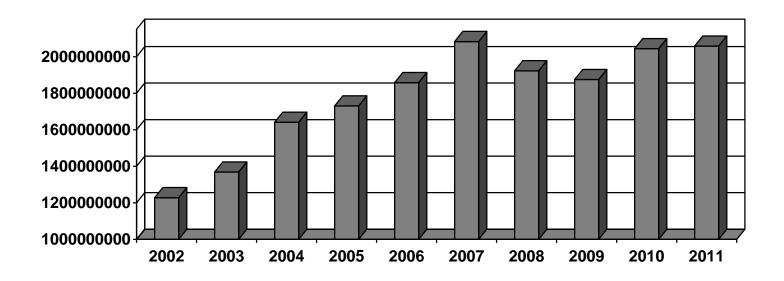


| 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| \$151,956 | \$152,586 | \$166,465 | \$178,058 | \$188,942 | \$202,256 | \$210,888 | \$213,402 | \$227,056 | \$232,387 |

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Total MLS® Dollar Volume

(10 year review)

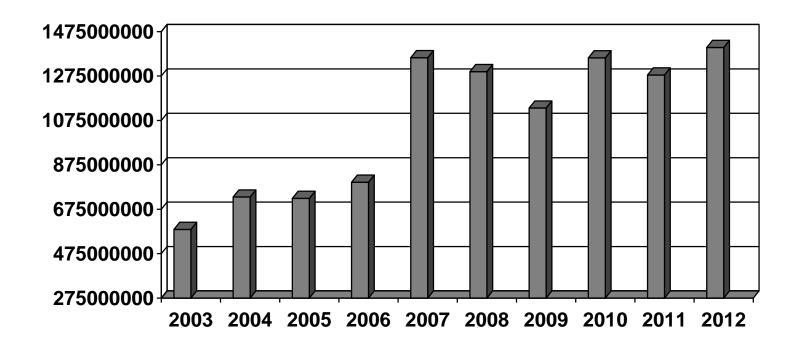


| 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 1,227,904,141 | 1,368,440,059 | 1,640,903,052 | 1,730,728,695 | 1,857,909,942 | 2,083,113,745 | 1,922,848,300 | 1,874,879,343 | 2,044,092,298 | 2,058,184,156 |

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Total MLS® Dollar Volume YTD as of July

(10 year review)



| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|-------------|-------------|-------------|-------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 584,179,343 | 730,227,781 | 723,874,084 | 796,951,934 | 1,357,605,473 | 1,294,667,624 | 1,130,900,174 | 1,357,073,060 | 1,279,529,108 | 1,403,710,787 |

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Residential Sales by Month

| YEAR | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|----------|------|------|------|------|------|------|------|------|-------|------|------|------|
| 2012 | 454 | 637 | 770 | 880 | 913 | 825 | 746 | | | | | |
| Condo | 75 | 137 | 147 | 164 | 162 | 162 | 126 | | | | | |
| Detached | 379 | 500 | 623 | 716 | 751 | 663 | 620 | | | | | |
| 2011 | 428 | 552 | 809 | 750 | 882 | 913 | 742 | 763 | 702 | 583 | 576 | 384 |
| Condo | 81 | 116 | 162 | 131 | 180 | 172 | 155 | 143 | 113 | 88 | 80 | 78 |
| Detached | 347 | 436 | 647 | 619 | 702 | 741 | 587 | 620 | 589 | 495 | 496 | 306 |
| 2010 | 472 | 605 | 859 | 1017 | 898 | 816 | 714 | 627 | 589 | 566 | 620 | 381 |
| Condo | 95 | 117 | 157 | 182 | 184 | 156 | 125 | 118 | 114 | 101 | 115 | 80 |
| Detached | 377 | 488 | 702 | 835 | 714 | 660 | 589 | 509 | 475 | 465 | 505 | 301 |
| 2009 | 305 | 480 | 669 | 804 | 864 | 946 | 904 | 747 | 708 | 664 | 584 | 438 |
| Condo | 60 | 98 | 118 | 138 | 166 | 179 | 170 | 147 | 136 | 121 | 99 | 85 |
| Detached | 245 | 382 | 551 | 666 | 698 | 767 | 734 | 600 | 572 | 543 | 485 | 353 |
| 2008 | 466 | 687 | 745 | 842 | 1021 | 905 | 950 | 762 | 769 | 581 | 386 | 281 |
| Condo | 87 | 140 | 151 | 188 | 196 | 185 | 207 | 155 | 144 | 106 | 87 | 63 |
| Detached | 379 | 547 | 594 | 654 | 825 | 720 | 743 | 607 | 625 | 475 | 299 | 218 |
| 2007 | 538 | 708 | 846 | 916 | 1161 | 992 | 1009 | 871 | 650 | 705 | 654 | 375 |
| Condo | 94 | 148 | 168 | 193 | 242 | 207 | 226 | 183 | 126 | 140 | 123 | 91 |
| Detached | 444 | 560 | 678 | 723 | 919 | 785 | 783 | 688 | 524 | 565 | 531 | 284 |
| 2006 | 529 | 615 | 869 | 857 | 1013 | 1011 | 800 | 832 | 692 | 711 | 616 | 421 |
| Condo | 113 | 144 | 172 | 179 | 193 | 204 | 155 | 173 | 147 | 139 | 126 | 84 |
| Detached | 416 | 471 | 697 | 678 | 820 | 807 | 645 | 659 | 545 | 572 | 490 | 337 |
| 2005 | 440 | 657 | 774 | 889 | 973 | 996 | 793 | 894 | 746 | 679 | 645 | 388 |
| Condo | 107 | 142 | 149 | 173 | 221 | 199 | 167 | 195 | 156 | 145 | 119 | 87 |
| Detached | 333 | 515 | 625 | 716 | 752 | 797 | 626 | 699 | 590 | 534 | 526 | 301 |

Residential Sales by Month

| YEAR | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|----------|------|------|------|------|-----|------|------|------|-------|------|------|------|
| 2004 | 427 | 671 | 1030 | 935 | 973 | 904 | 883 | 781 | 686 | 668 | 607 | 388 |
| Condo | 76 | 149 | 215 | 174 | 206 | 191 | 174 | 162 | 135 | 136 | 118 | 93 |
| Detached | 351 | 522 | 815 | 761 | 767 | 713 | 709 | 619 | 551 | 532 | 489 | 295 |
| 2003 | 479 | 619 | 722 | 876 | 837 | 835 | 895 | 672 | 671 | 619 | 539 | 389 |
| Condo | 378 | 136 | 138 | 180 | 165 | 151 | 192 | 135 | 145 | 117 | 99 | 81 |
| Detached | 101 | 483 | 763 | 696 | 672 | 684 | 703 | 537 | 526 | 502 | 440 | 308 |
| 2002 | 501 | 703 | 763 | 931 | 852 | 779 | 746 | 695 | 591 | 621 | 558 | 379 |
| Condo | | | | | | | 143 | 143 | 113 | 134 | 113 | 85 |
| Detached | | | | | | | 603 | 552 | 478 | 487 | 445 | 294 |
| 2001 | 341 | 532 | 668 | 722 | 820 | 776 | 677 | 673 | 558 | 576 | 537 | 427 |
| 2000 | 293 | 556 | 756 | 654 | 753 | 664 | 558 | 570 | 466 | 511 | 433 | 291 |
| 1999 | 278 | 500 | 677 | 700 | 733 | 735 | 704 | 561 | 563 | 482 | 475 | 312 |
| 1998 | 310 | 478 | 569 | 615 | 691 | 648 | 662 | 556 | 563 | 491 | 458 | 375 |
| 1997 | 435 | 531 | 537 | 671 | 648 | 545 | 661 | 482 | 524 | 528 | 389 | 358 |
| 1996 | 335 | 449 | 649 | 622 | 677 | 544 | 575 | 568 | 550 | 628 | 673 | 500 |
| 1995 | 260 | 320 | 398 | 445 | 575 | 559 | 537 | 641 | 498 | 471 | 416 | 277 |
| 1994 | 323 | 525 | 786 | 761 | 618 | 534 | 383 | 456 | 356 | 396 | 379 | 276 |
| 1993 | 249 | 412 | 508 | 676 | 621 | 639 | 549 | 507 | 479 | 419 | 399 | 347 |
| 1992 | 392 | 636 | 715 | 623 | 556 | 586 | 577 | 504 | 534 | 519 | 382 | 261 |
| 1991 | 392 | 636 | 715 | 623 | 556 | 586 | 577 | 504 | 534 | 519 | 382 | 261 |
| 1990 | 269 | 627 | 618 | 521 | 439 | 398 | 450 | 479 | 385 | 403 | 337 | 254 |
| 1989 | 480 | 641 | 687 | 578 | 624 | 567 | 531 | 685 | 568 | 551 | 522 | 337 |
| 1988 | 423 | 568 | 742 | 724 | 672 | 665 | 602 | 666 | 557 | 518 | 503 | 363 |

Residential Sales by Month

| YEAR | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|------|------|------|------|------|-----|------|------|------|-------|------|------|------|
| 1987 | 418 | 561 | 534 | 557 | 418 | 483 | 517 | 492 | 455 | 544 | 385 | 284 |
| 1986 | 348 | 304 | 348 | 497 | 506 | 529 | 465 | 517 | 561 | 524 | 387 | 301 |
| 1985 | 382 | 396 | 445 | 500 | 617 | 582 | 525 | 501 | 462 | 463 | 346 | 202 |
| 1984 | 310 | 379 | 507 | 444 | 503 | 421 | 409 | 452 | 313 | 388 | 391 | 245 |
| 1983 | 266 | 322 | 443 | 464 | 533 | 472 | 482 | 454 | 406 | 327 | 359 | 211 |
| 1982 | 153 | 193 | 262 | 265 | 256 | 271 | 275 | 335 | 410 | 428 | 396 | 331 |
| 1981 | 285 | 327 | 414 | 598 | 531 | 368 | 358 | 268 | 222 | 178 | 179 | 153 |
| 1980 | 257 | 295 | 289 | 258 | 266 | 385 | 432 | 382 | 337 | 305 | 261 | 209 |
| 1979 | 218 | 311 | 370 | 427 | 426 | 452 | 467 | 382 | 317 | 313 | 195 | 97 |
| 1978 | 218 | 298 | 316 | 389 | 410 | 395 | 342 | 383 | 303 | 314 | 247 | 353 |



Average Residential Prices - 1987 to 2012 YTD

| 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 2012 | \$238,238 \$242,406 | \$189,413 \$191,340 | \$232,387 \$240,003 |
| 2012 | \$242,496 | Φ191,340 | \$240,993 |

Condos – 15 Year Review

| Year | Total | % Increase | Average Price | Townhouse | % Increase | Average Price |
|------|-------|------------|------------------|-----------|------------|------------------|
| 1997 | 938 | -8.8 | \$90,421 | 538 | -7.7 | \$90,706 |
| 1998 | 948 | 1.1 | \$94,275 | 509 | -5.4 | \$89,513 |
| 1999 | 1129 | 19.1 | \$93,015 | 607 | 19.3 | \$90,308 |
| 2000 | 1158 | 2.6 | \$96,174 | 697 | 14.8 | \$91,703 |
| 2001 | 1250 | 7.9 | \$96,902 | 684 | -1.9 | \$92,647 |
| 2002 | 1577 | 26.2 | \$102,592 | 881 | 28.8 | \$98,238 |
| 2003 | 1618 | 2.6 | \$111,498 | 880 | -0.1 | \$101,667 |
| 2004 | 1823 | 12.7 | \$120,349 | 1043 | 18.6 | \$111,921 |
| 2005 | 1850 | 1.5 | \$126,835 | 946 | -9.3 | \$123,417 |
| 2006 | 1822 | -1.5 | \$138,314 | 894 | -5.5 | \$131,185 |
| 2007 | 1933 | 5.6 | \$146,062 | 985 | 3.8 | \$136,120 |
| 2008 | 1704 | -11.8 | \$151,969 | 858 | -12.9 | \$145,292 |
| 2009 | 1509 | -11.4 | \$158,617 | 763 | -11.1 | \$146,272 |
| 2010 | 1541 | 2.1 | \$171,098 | 781 | 2.4 | \$155,998 |
| 2011 | 1494 | -3.0 | \$179,560 | 719 | -7.9 | \$157,035 |

Statistical Breakdown by Area for July 2012 <u>London</u>

| Item | 2011 Average Sale Price * | 2012 Year to Date | % |
|-----------------------|---------------------------|-------------------|--------|
| NORTH | | | |
| Total Detached North | \$303,622 | \$318,819 | 5.0% |
| Total Condo North | \$208,969 | \$204,781 | -2.0% |
| Bungalow North | \$219,866 | \$252,922 | 15.0% |
| Two Storey North | \$341,265 | \$341,464 | 0.1% |
| Ranch North | \$332,829 | \$378,854 | 13.8% |
| Townhouse Condo North | \$190,519 | \$193,712 | 1.7% |
| SOUTH | | | |
| Total Detached South | \$269,759 | \$271,818 | 0.8% |
| Total Condo South | \$151,805 | \$156,702 | 3.2% |
| Bungalow South | \$203,748 | \$203,951 | 0.1% |
| Two Storey South | \$328,724 | \$333,706 | 1.5% |
| Ranch South | \$304,749 | \$286,971 | -5.8% |
| Townhouse Condo South | \$143,901 | \$141,253 | -1.8% |
| EAST | | | |
| Total Detached East | \$199,007 | \$206,448 | 3.7% |
| Total Condo East | \$188,630 | \$144,434 | -23.4% |
| Bungalow East | \$161,733 | \$167,800 | 3.8% |
| Two Storey East | \$263,435 | \$273,171 | 3.7% |
| Ranch East | \$199,511 | \$206,649 | 3.6% |
| Townhouse Condo East | \$125,301 | \$119,259 | -4.8% |

^{*} up-to-date figures based on January 1, 2011 to December 31, 2011

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Statistical Breakdown by Area for July 2012 Elgin

| Item | 2011 Average Sale Price * | 2012 Year to Date | % |
|-----------------|---------------------------|-------------------|-------|
| Total Detached | \$208,022 | \$224,445 | 7.9% |
| Total Condo | \$195,591 | \$226,417 | 15.8% |
| Bungalow | \$166,108 | \$176,833 | 6.5% |
| Two Storey | \$285,344 | \$301,133 | 5.5% |
| Ranch | \$243,560 | \$262,628 | 7.8% |
| Townhouse Condo | \$195,591 | \$239,700 | 22.6% |

St. Thomas

| Item | 2011 Average Sale Price * | 2012 Year to Date | % |
|-----------------|---------------------------|-------------------|------|
| Total Detached | \$184,089 | \$192,326 | 4.5% |
| Total Condo | \$212,579 | \$227,143 | 6.9% |
| Bungalow | \$168,315 | \$175,952 | 4.5% |
| Two Storey | \$227,987 | \$240,530 | 5.5% |
| Ranch | \$199,370 | \$201,874 | 1.3% |
| Townhouse Condo | \$ 0 | \$0 | n/a |

^{*} up-to-date figures based on January 1, 2011 to December 31, 2011

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Statistical Breakdown by Area for July 2012 <u>Middlesex County</u>

| Item | 2011 Average Sale Price * | 2012 Year to Date | % |
|-----------------|---------------------------|-------------------|--------|
| Total Detached | \$290,615 | \$297,831 | 2.5% |
| Total Condo | \$276,555 | \$256,800 | -7.1% |
| Bungalow | \$213,176 | \$178,951 | -16.1% |
| Two Storey | \$360,419 | \$350,319 | -2.8% |
| Ranch | \$327,532 | \$330,006 | 0.8% |
| Townhouse Condo | \$265,870 | \$263,500 | -0.9% |

Strathroy

| Item | 2011 Average Sale Price * | 2012 Year to Date | % |
|-----------------|---------------------------|-------------------|-------|
| Total Detached | 211,697 | \$219,580 | 3.7% |
| Total Condo | 158,650 | \$193,780 | 22.1% |
| Bungalow | 170,964 | \$198,311 | 16.0% |
| Two Storey | 261,318 | \$258,477 | -1.1% |
| Ranch | 239,131 | \$268,487 | 12.3% |
| Townhouse Condo | 128,000 | \$150,000 | 17.2% |

^{*} up-to-date figures based on January 1, 2011 to December 31, 2011

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