



Residential Market Activity

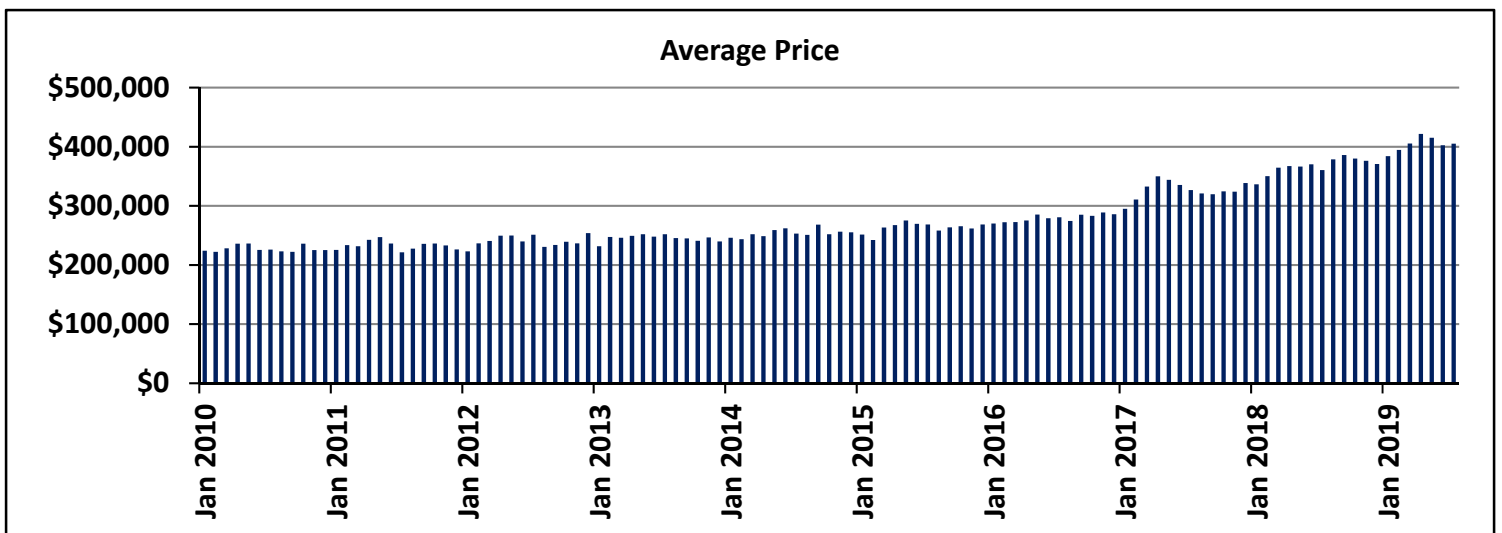
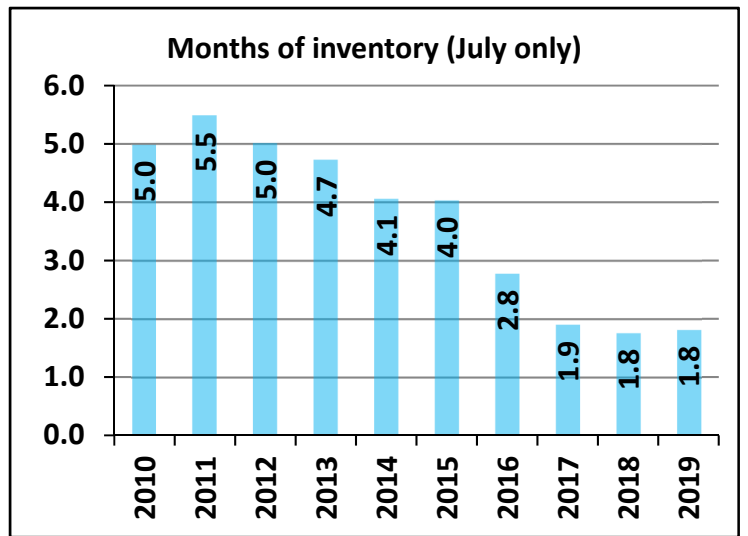
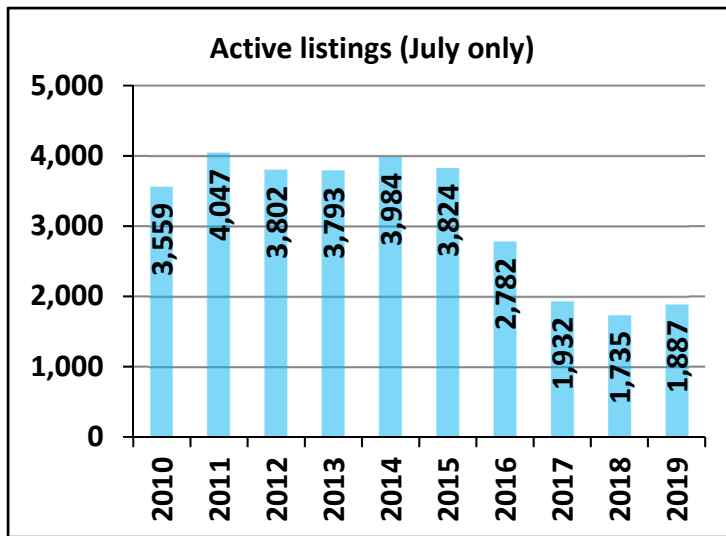
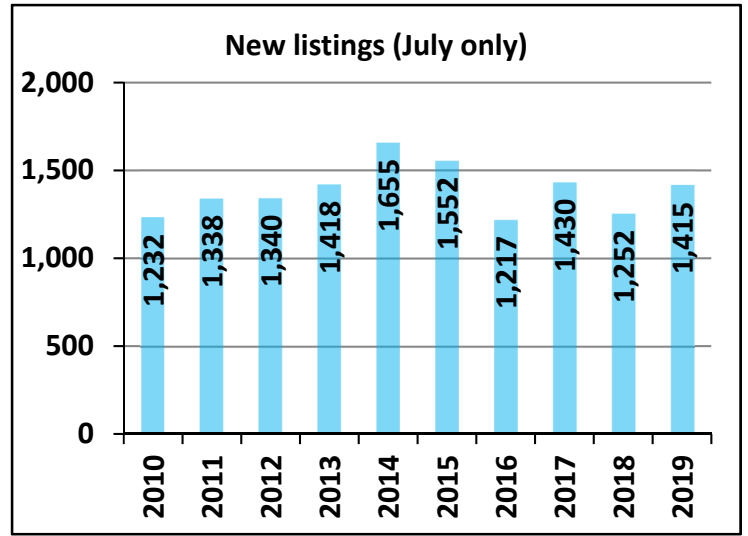
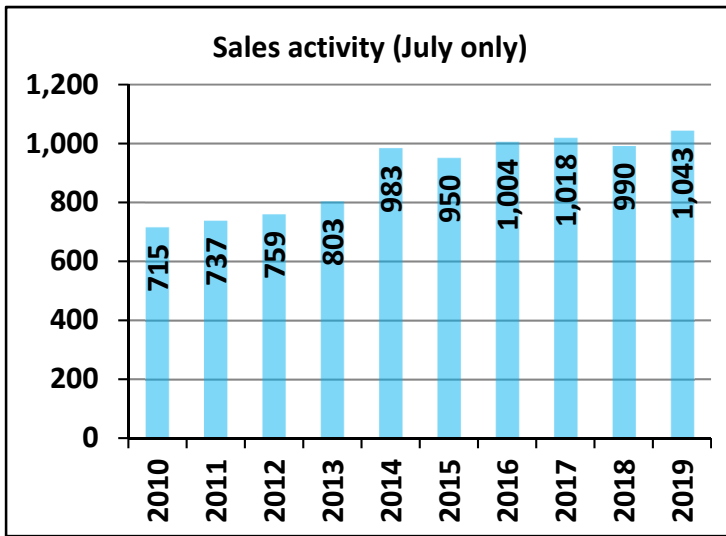
July 2019



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

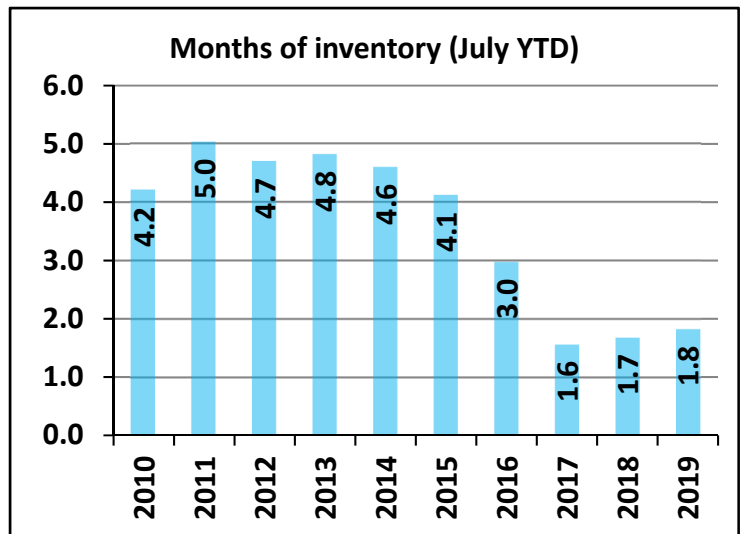
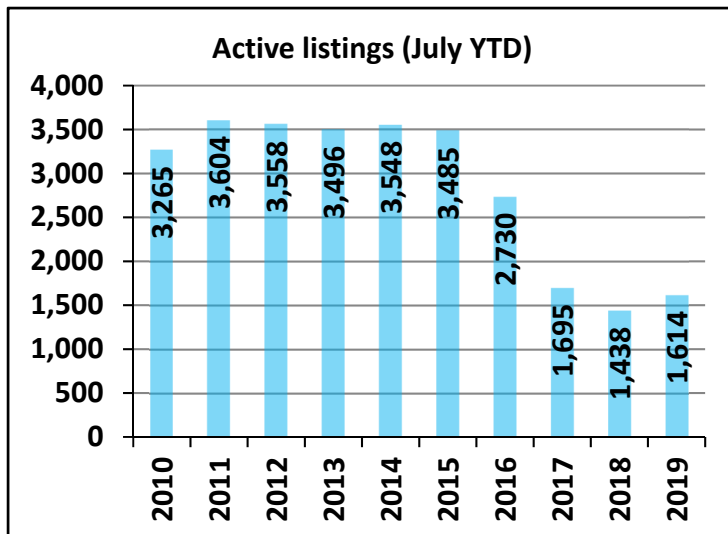
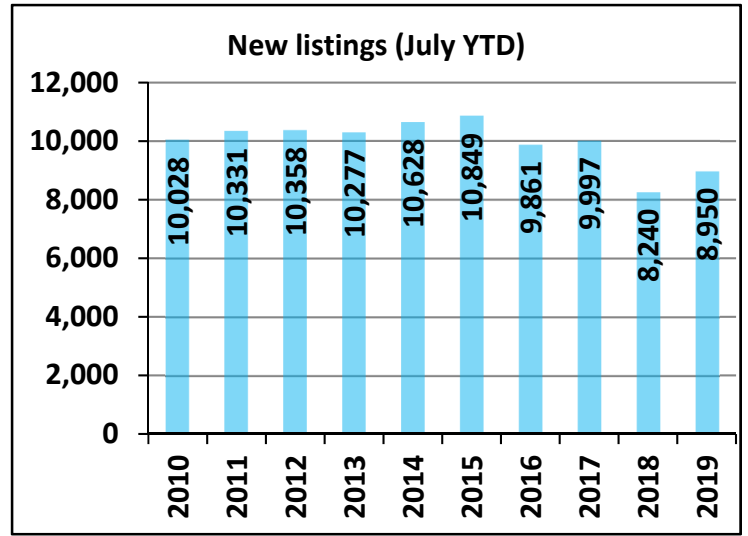
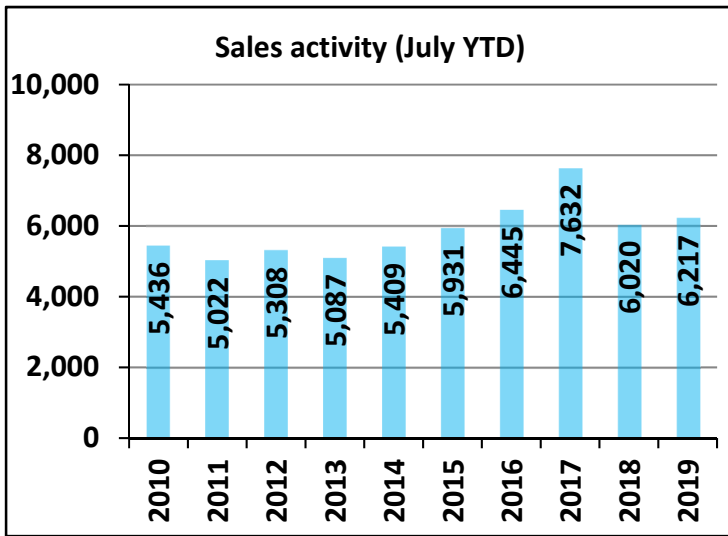
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	1,043	5.4	2.5	3.9	6.1	37.4	16.5
Dollar Volume	\$422,363,204	18.3	27.1	49.9	69.8	121.6	116.8
New Listings	1,415	13.0	-1.0	16.3	-14.5	5.6	11.2
Active Listings	1,887	8.8	-2.3	-32.2	-52.6	-50.4	-40.8
Sales to New Listings Ratio¹	73.7	79.1	71.2	82.5	59.4	56.6	70.3
Months of Inventory²	1.8	1.8	1.9	2.8	4.1	5.0	3.6
Average Price	\$404,950	12.3	24.0	44.3	60.1	61.2	86.1

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	6,217	3.3	-18.5	-3.5	14.9	17.1	24.3
Dollar Volume	\$2,527,068,781	15.9	-0.3	41.3	84.3	95.9	136.1
New Listings	8,950	8.6	-10.5	-9.2	-15.8	-13.6	-1.6
Active Listings³	1,614	12.2	-4.8	-40.9	-54.5	-54.6	-52.2
Sales to New Listings Ratio⁴	69.5	73.1	76.3	65.4	50.9	51.2	55.0
Months of Inventory⁵	1.8	1.7	1.6	3.0	4.6	4.7	4.7
Average Price	\$406,477	12.2	22.3	46.5	60.3	67.3	89.9

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

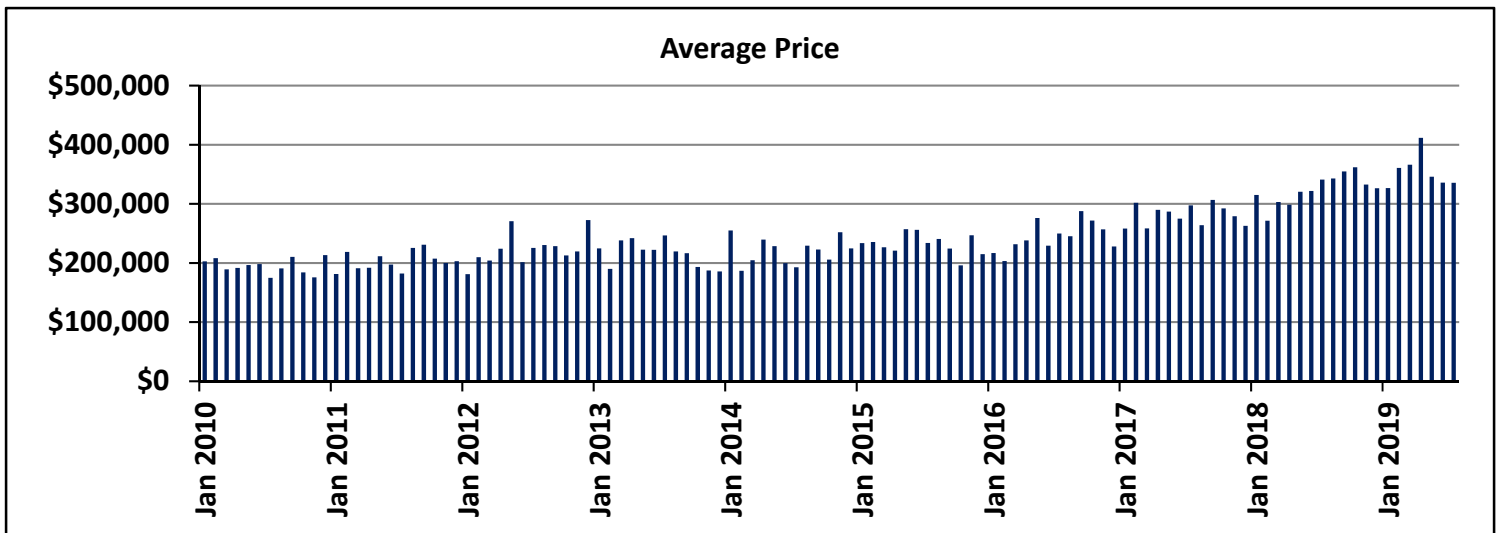
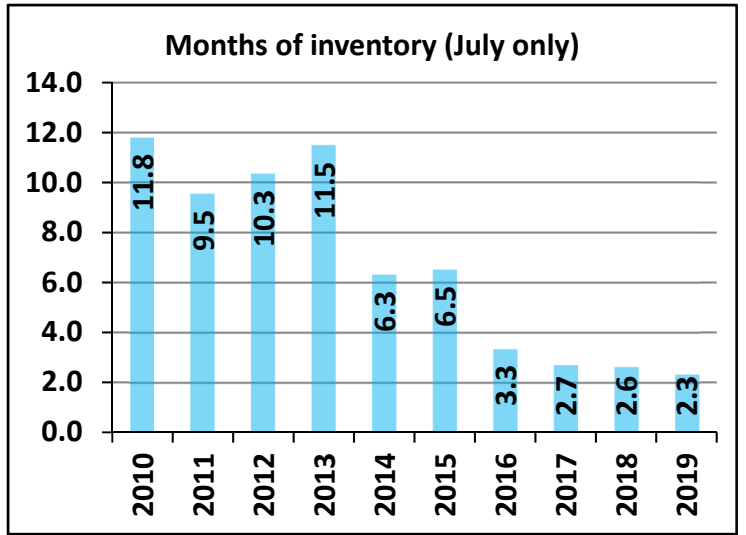
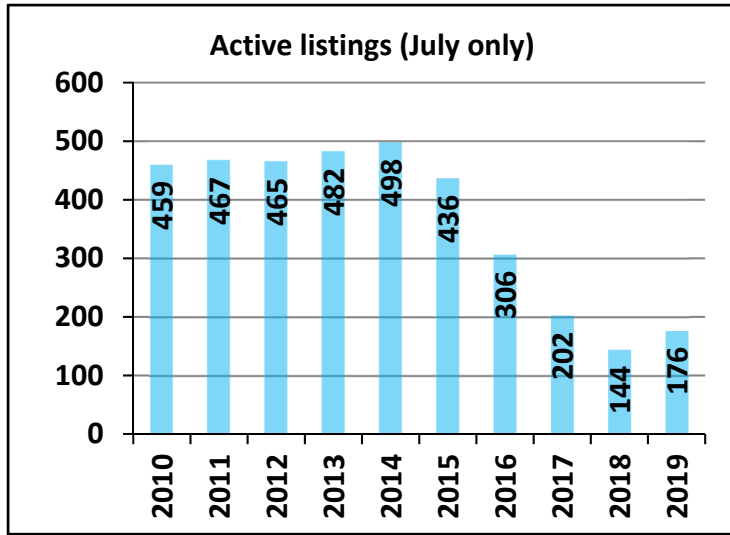
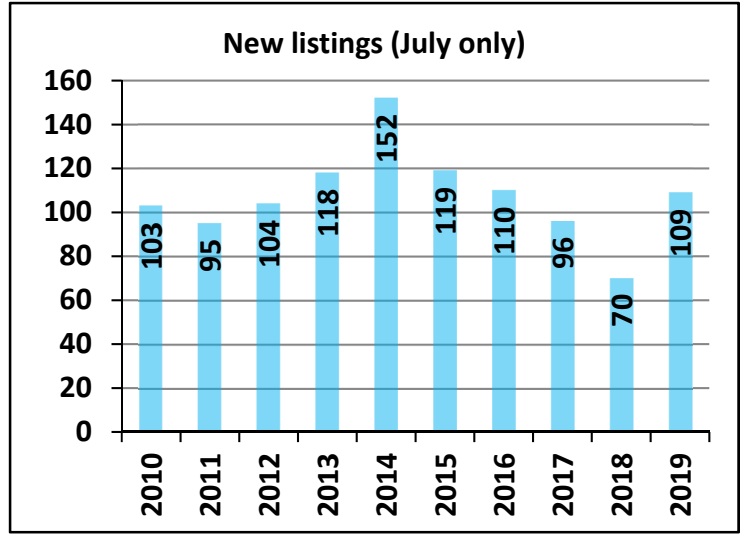
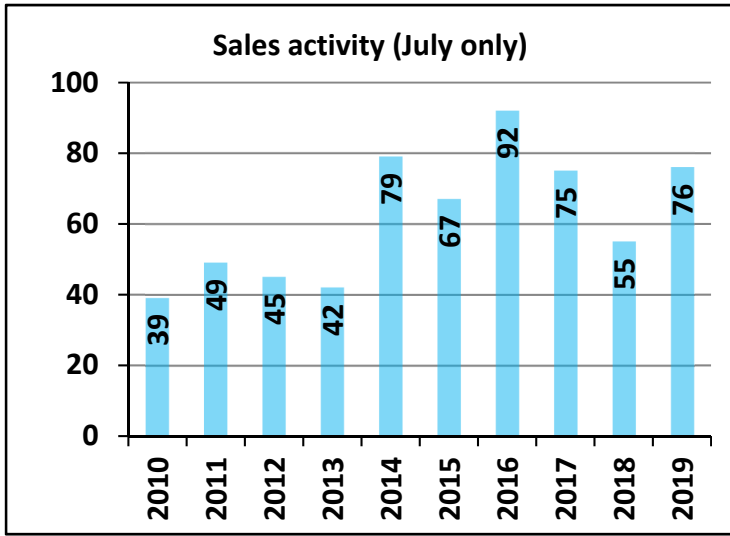
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

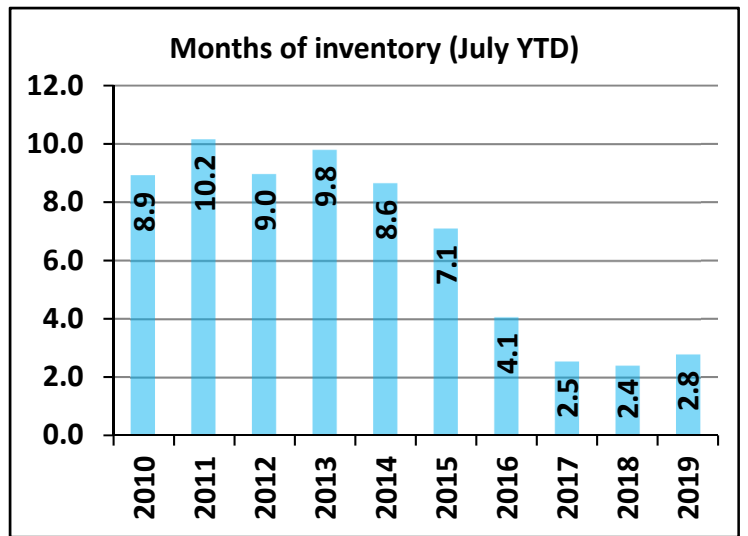
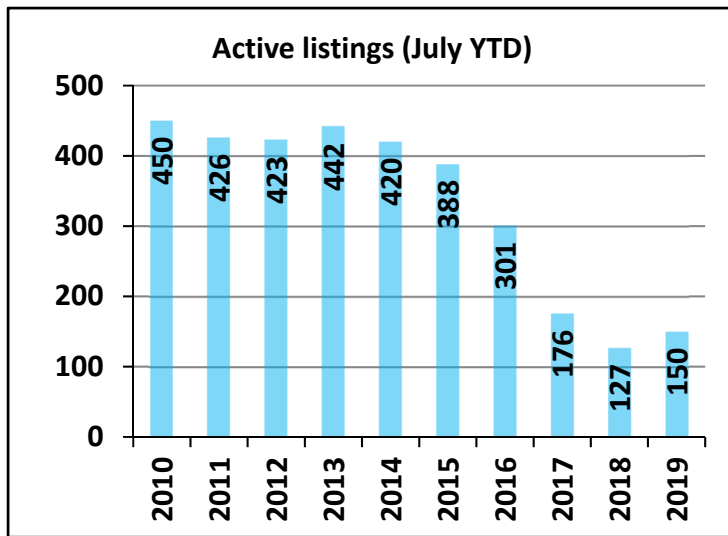
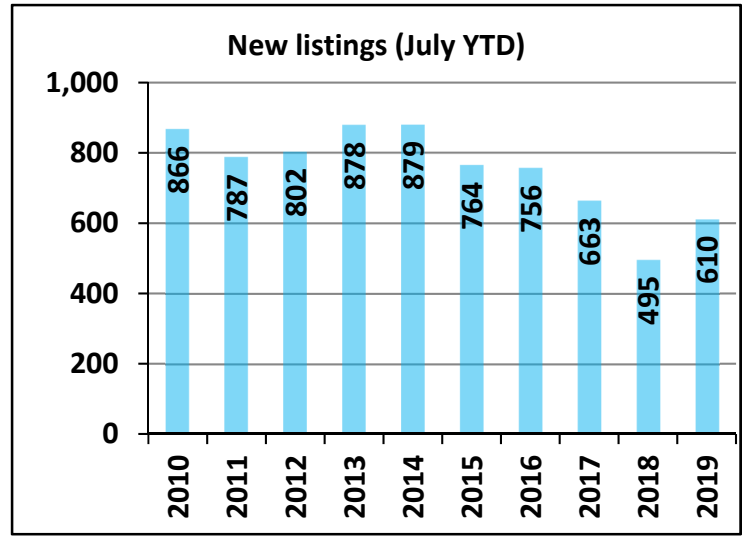
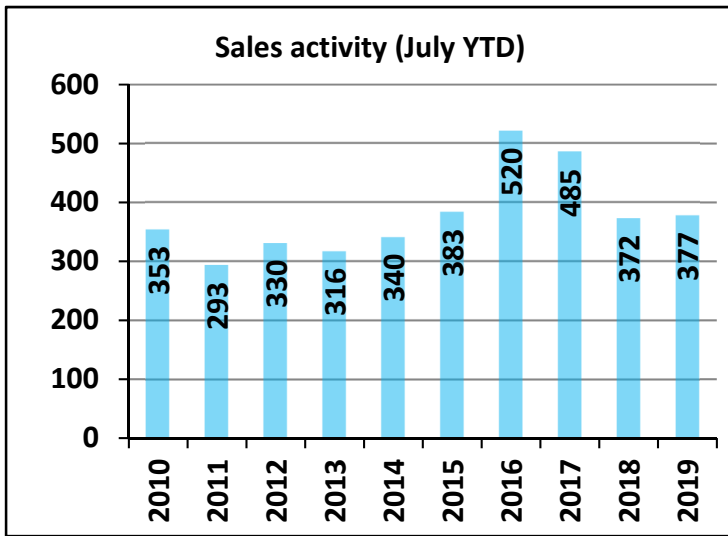
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	76	38.2	1.3	-17.4	-3.8	68.9	24.6
Dollar Volume	\$25,491,188	36.0	14.3	10.9	67.6	151.3	128.7
New Listings	109	55.7	13.5	-0.9	-28.3	4.8	-6.0
Active Listings	176	22.2	-12.9	-42.5	-64.7	-62.2	-64.8
Sales to New Listings Ratio¹	69.7	78.6	78.1	83.6	52.0	43.3	52.6
Months of Inventory²	2.3	2.6	2.7	3.3	6.3	10.3	8.2
Average Price	\$335,410	-1.6	12.8	34.3	74.2	48.8	83.5

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	377	1.3	-22.3	-27.5	10.9	14.2	21.2
Dollar Volume	\$133,743,637	15.3	-2.1	8.0	84.7	84.6	127.0
New Listings	610	23.2	-8.0	-19.3	-30.6	-23.9	-29.2
Active Listings³	150	18.1	-14.8	-50.2	-64.3	-64.5	-68.4
Sales to New Listings Ratio⁴	61.8	75.2	73.2	68.8	38.7	41.1	36.1
Months of Inventory⁵	2.8	2.4	2.5	4.1	8.6	9.0	10.7
Average Price	\$354,758	13.8	26.0	49.0	66.6	61.6	87.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

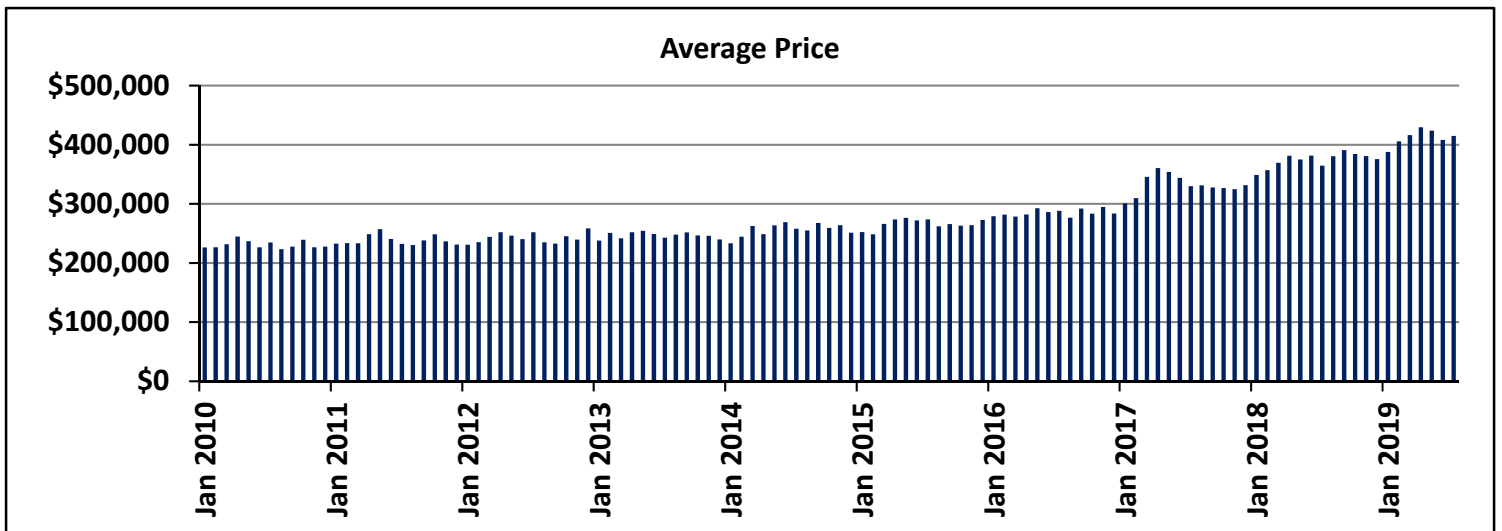
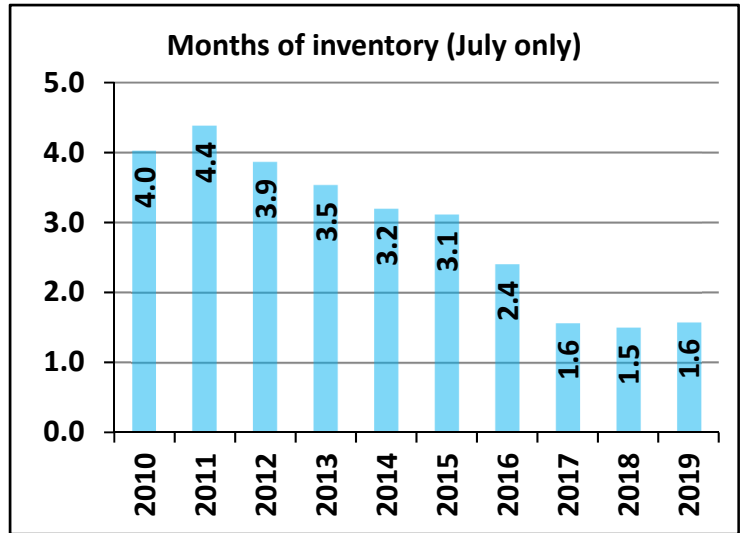
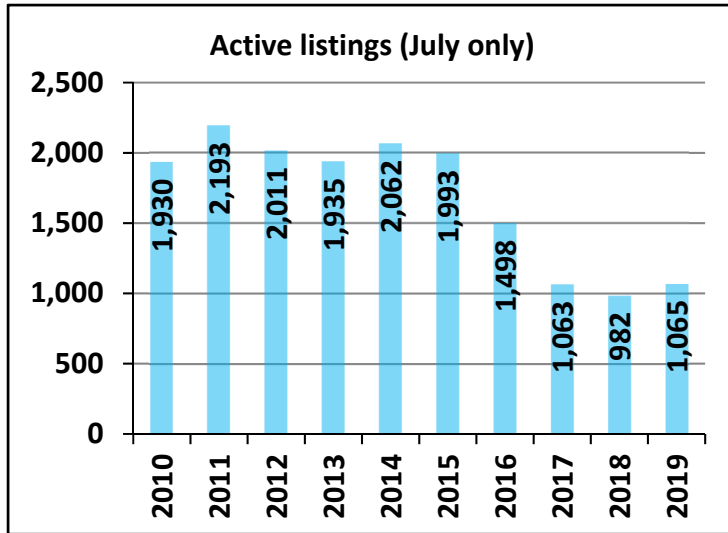
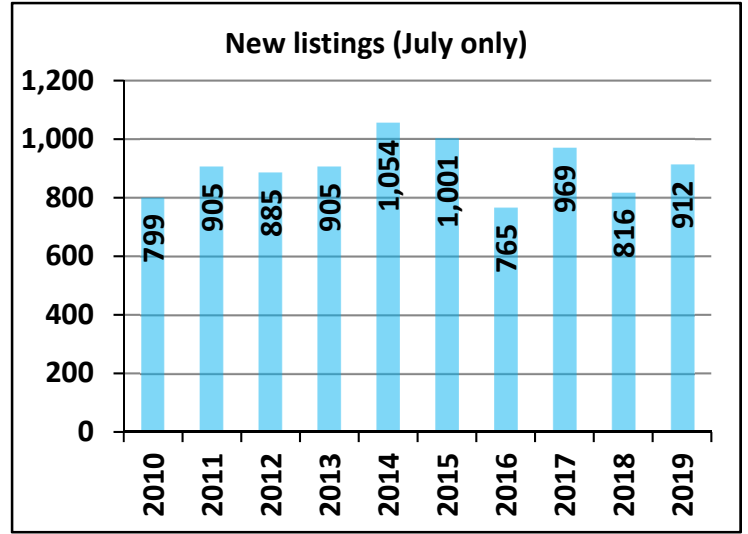
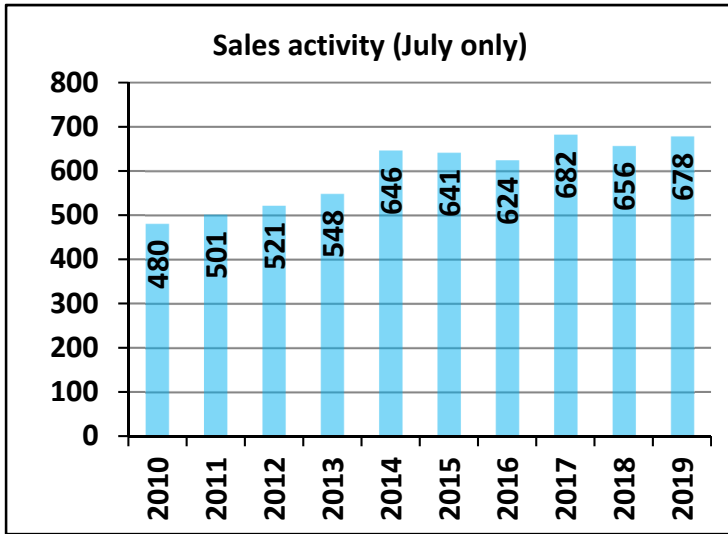
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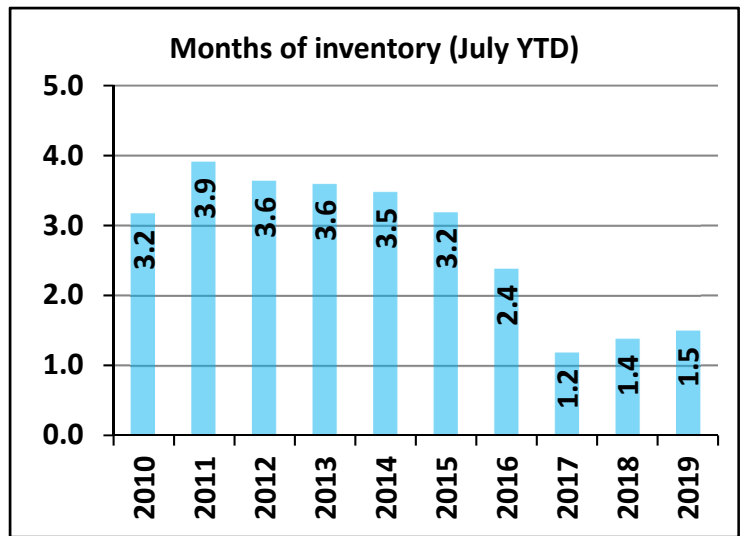
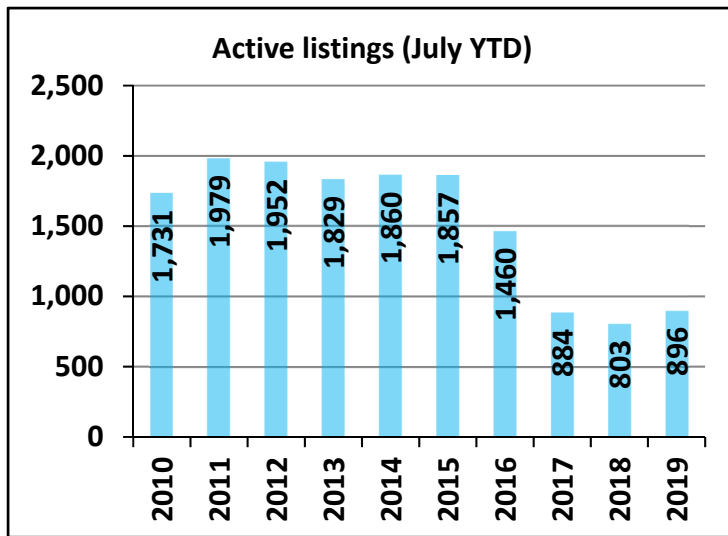
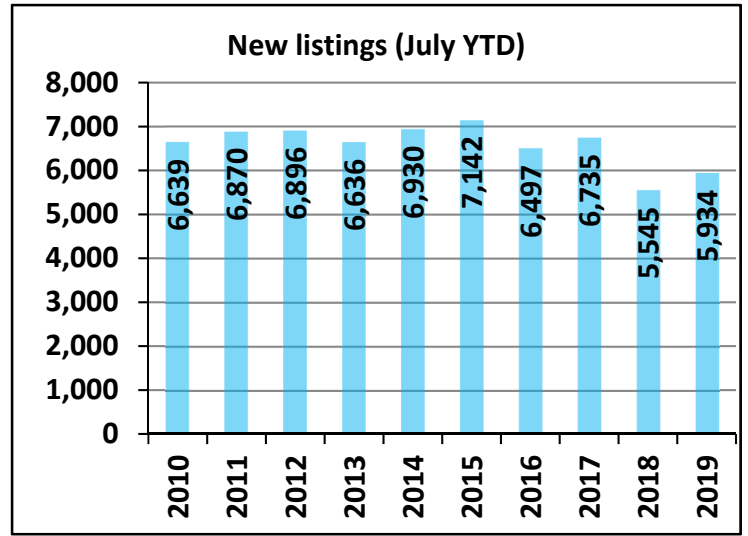
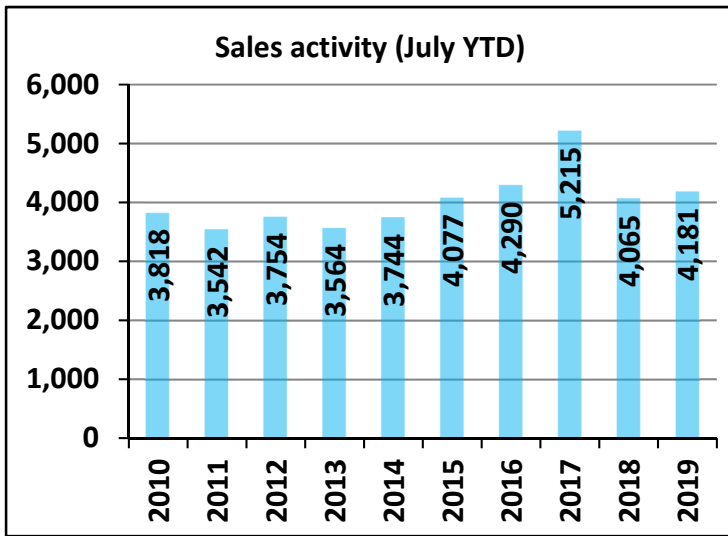
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	678	3.4	-0.6	8.7	5.0	30.1	7.1
Dollar Volume	\$281,156,045	17.6	25.0	56.3	68.8	114.3	107.7
New Listings	912	11.8	-5.9	19.2	-13.5	3.1	10.0
Active Listings	1,065	8.5	0.2	-28.9	-48.4	-47.0	-30.1
Sales to New Listings Ratio ¹	74.3	80.4	70.4	81.6	61.3	58.9	76.4
Months of Inventory ²	1.6	1.5	1.6	2.4	3.2	3.9	2.4
Average Price	\$414,684	13.8	25.8	43.9	60.8	64.7	93.9

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	4,181	2.9	-19.8	-2.5	11.7	11.4	16.7
Dollar Volume	\$1,734,627,679	15.0	-2.3	42.0	80.4	89.4	125.4
New Listings	5,934	7.0	-11.9	-8.7	-14.4	-14.0	0.2
Active Listings ³	896	11.6	1.4	-38.6	-51.8	-54.1	-48.2
Sales to New Listings Ratio ⁴	70.5	73.3	77.4	66.0	54.0	54.4	60.5
Months of Inventory ⁵	1.5	1.4	1.2	2.4	3.5	3.6	3.4
Average Price	\$414,883	11.8	21.9	45.7	61.5	70.0	93.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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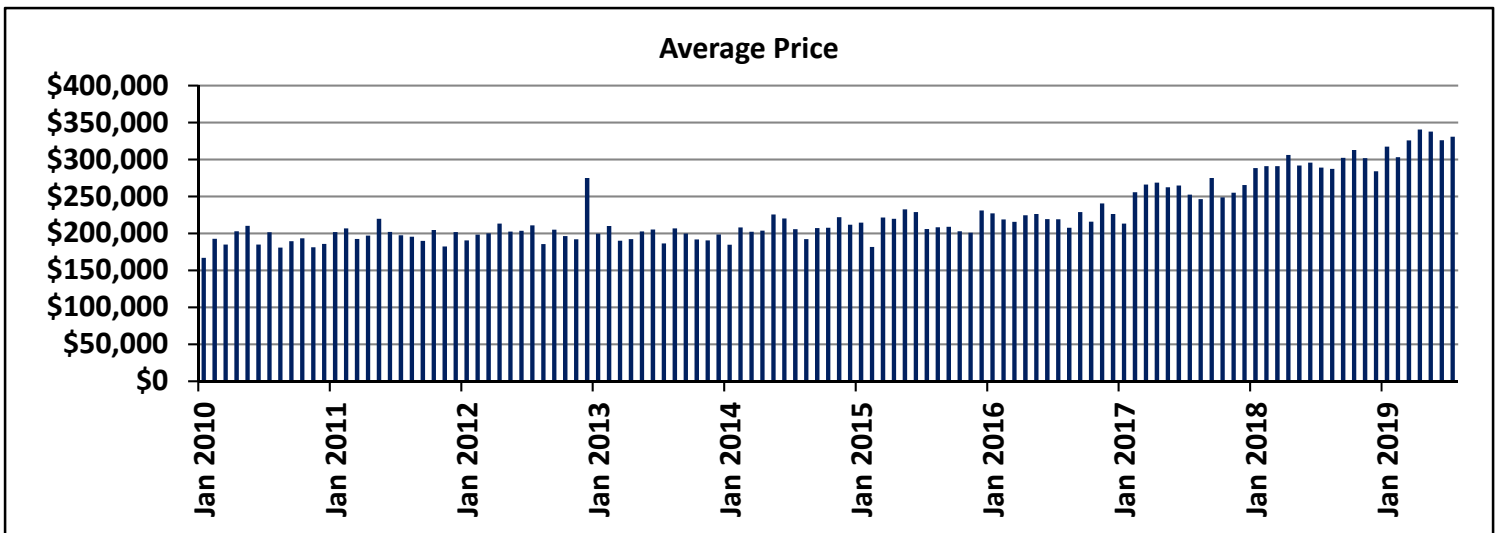
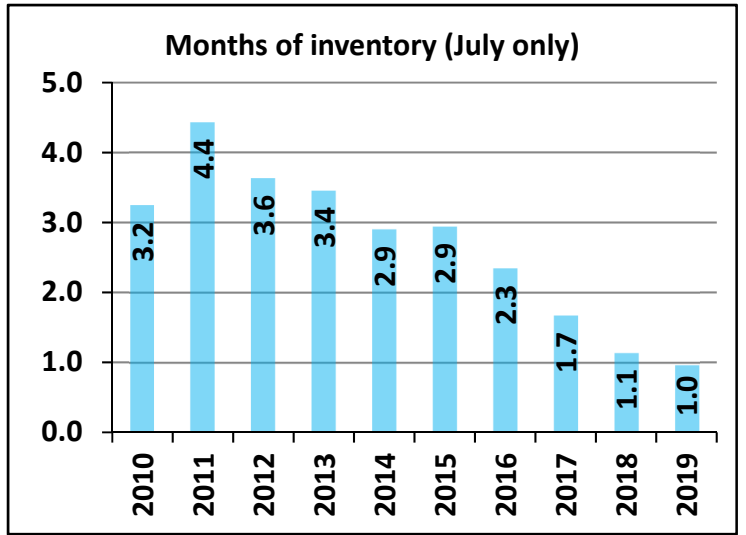
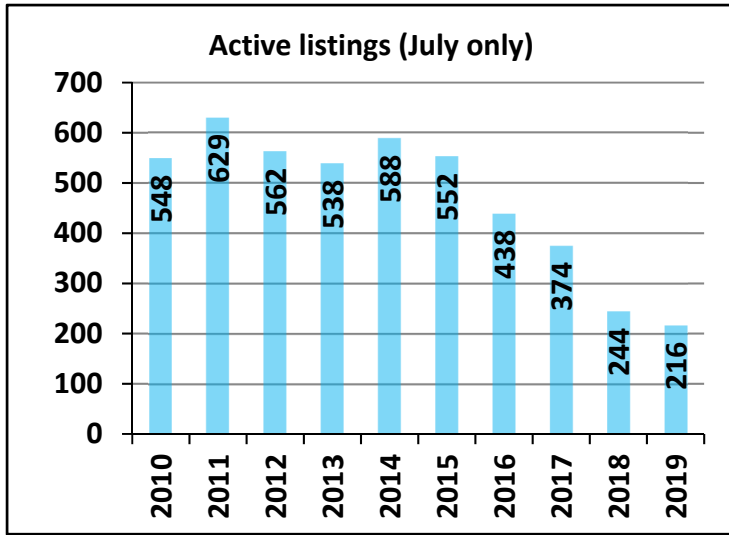
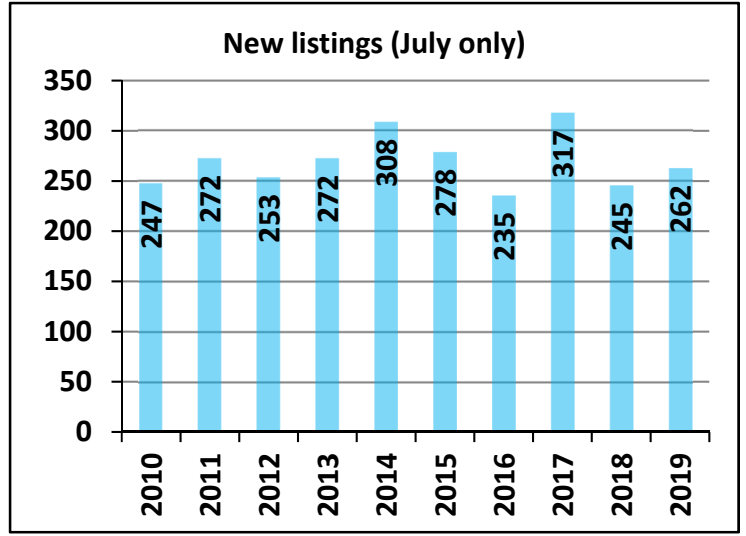
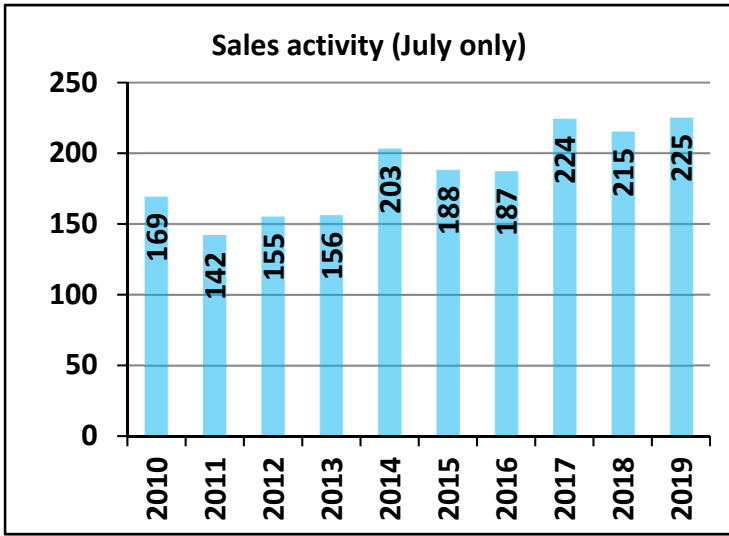
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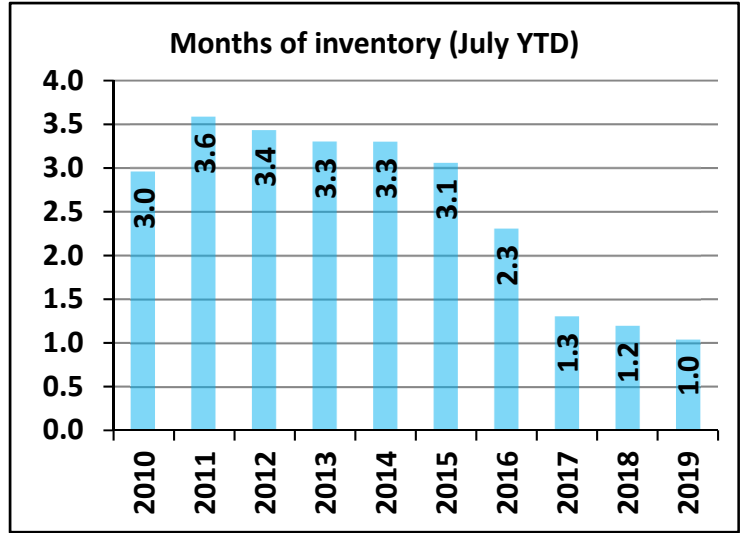
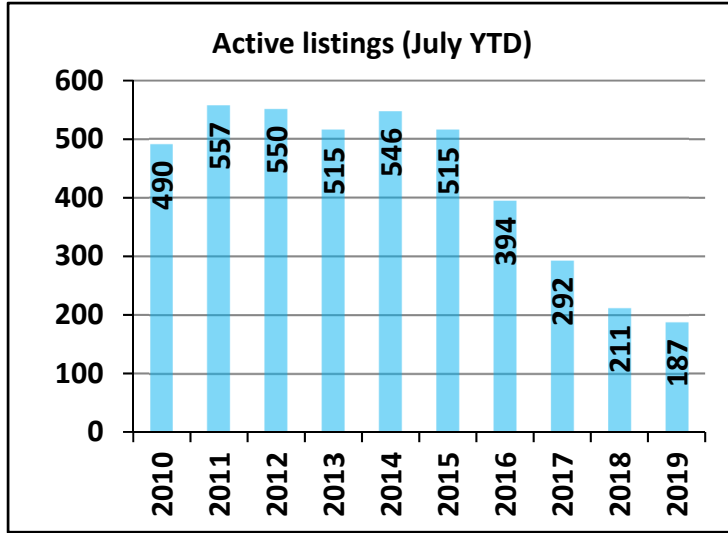
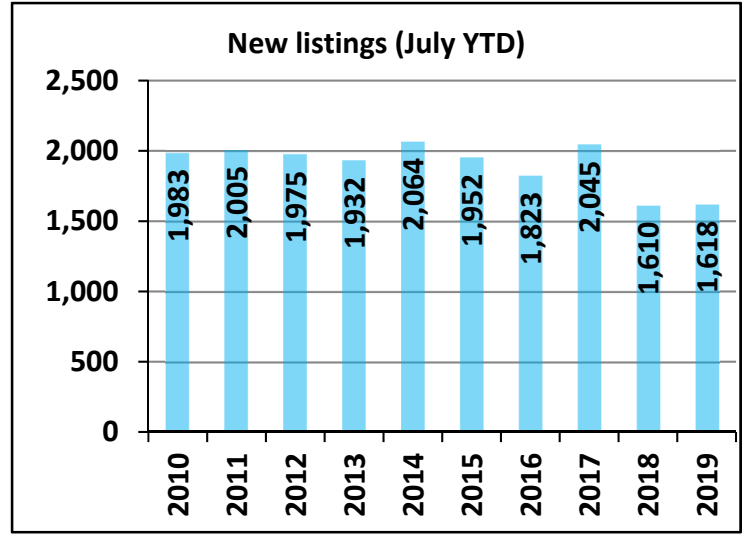
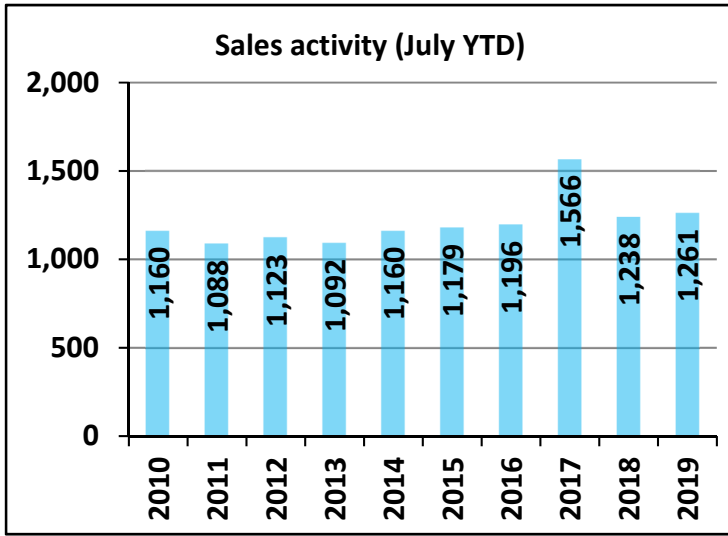
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	225	4.7	0.4	20.3	10.8	45.2	13.6
Dollar Volume	\$74,440,244	19.8	31.6	81.8	78.3	127.8	108.4
New Listings	262	6.9	-17.4	11.5	-14.9	3.6	2.7
Active Listings	216	-11.5	-42.2	-50.7	-63.3	-61.6	-48.9
Sales to New Listings Ratio¹	85.9	87.8	70.7	79.6	65.9	61.3	77.6
Months of Inventory²	1.0	1.1	1.7	2.3	2.9	3.6	2.1
Average Price	\$330,846	14.4	31.1	51.1	60.9	56.9	83.4

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	1,261	1.9	-19.5	5.4	8.7	12.3	10.9
Dollar Volume	\$414,738,695	14.1	2.5	56.7	70.4	81.4	99.4
New Listings	1,618	0.5	-20.9	-11.2	-21.6	-18.1	-7.2
Active Listings³	187	-11.4	-36.0	-52.5	-65.8	-66.0	-60.4
Sales to New Listings Ratio⁴	77.9	76.9	76.6	65.6	56.2	56.9	65.2
Months of Inventory⁵	1.0	1.2	1.3	2.3	3.3	3.4	2.9
Average Price	\$328,897	12.0	27.3	48.6	56.8	61.6	79.8

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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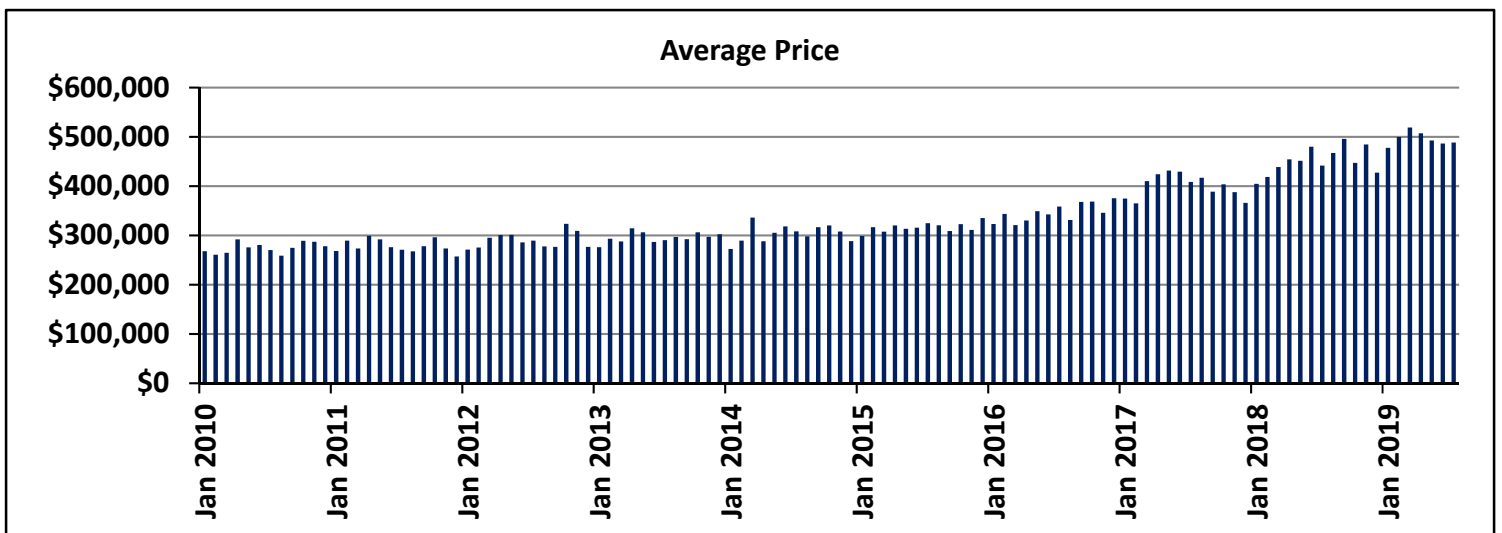
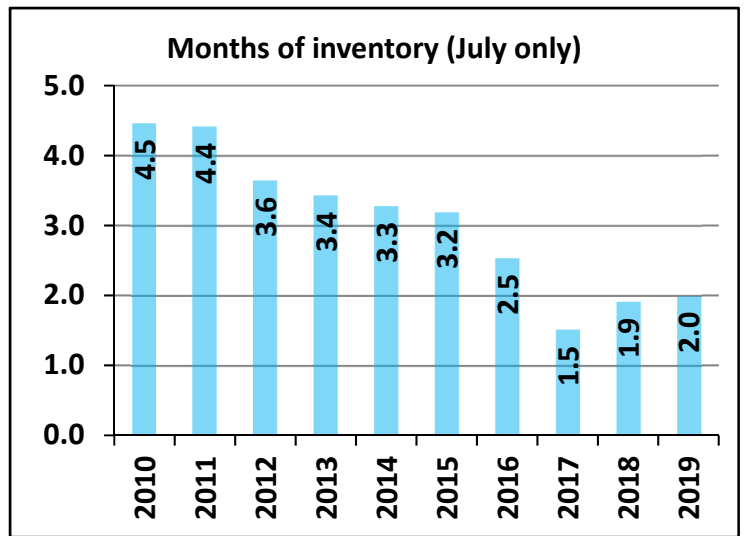
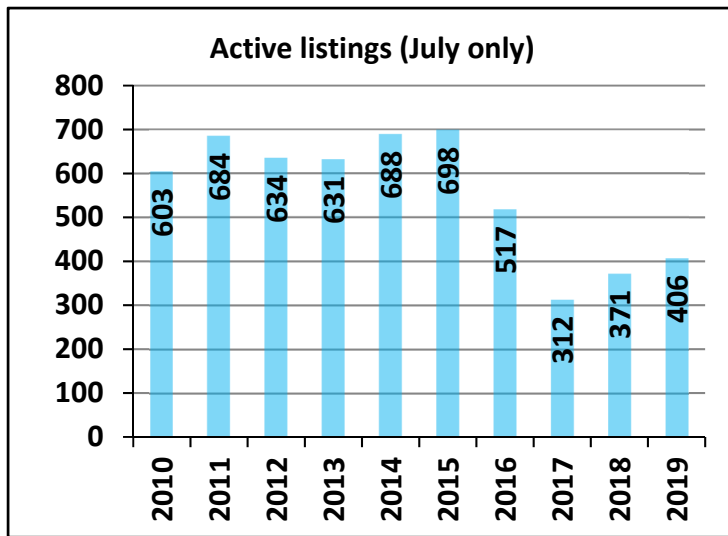
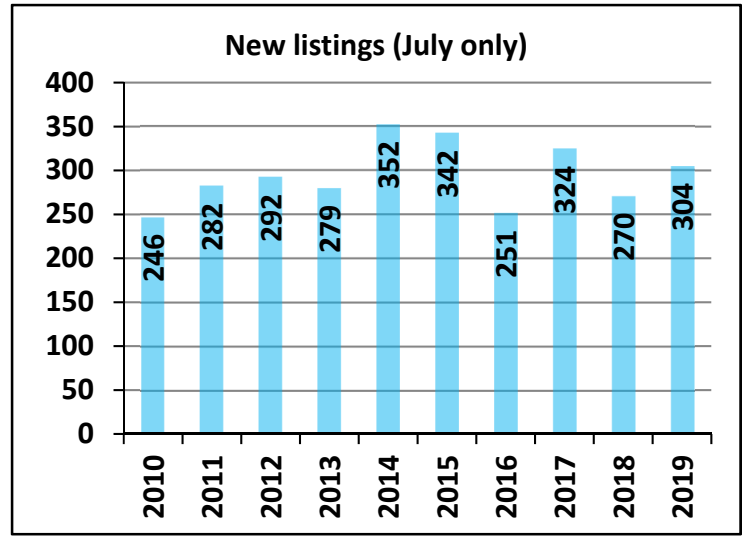
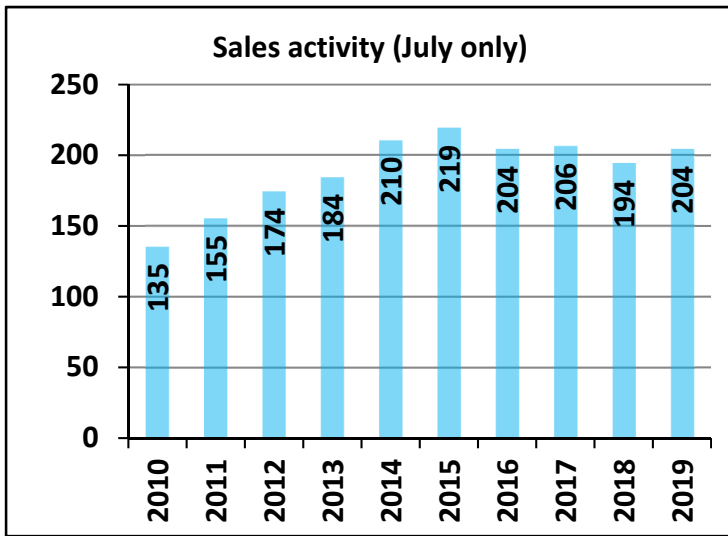
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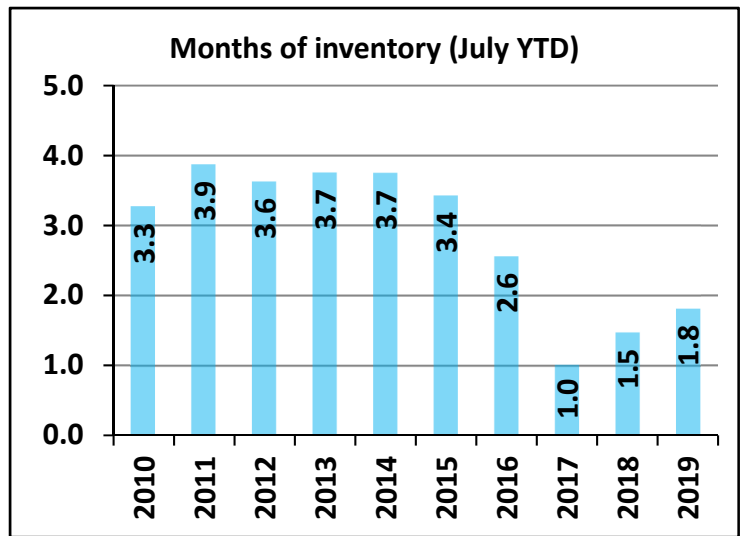
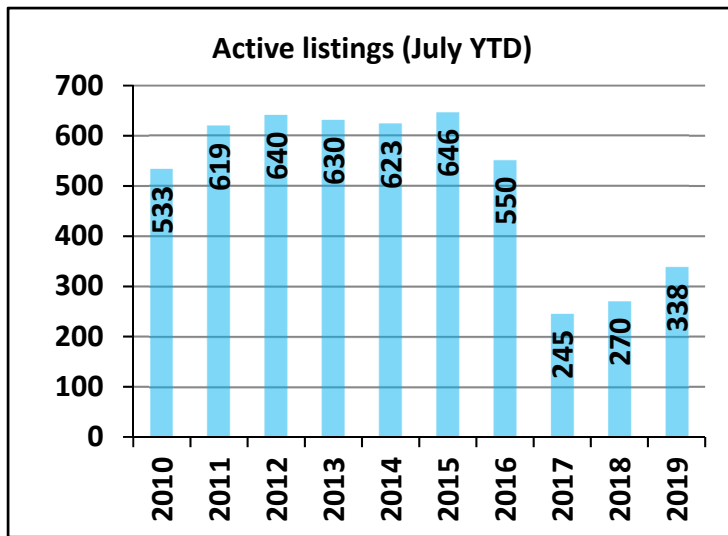
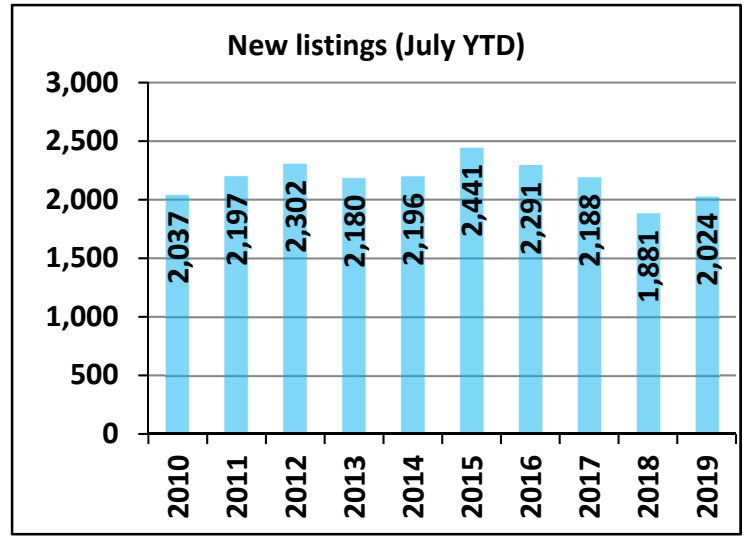
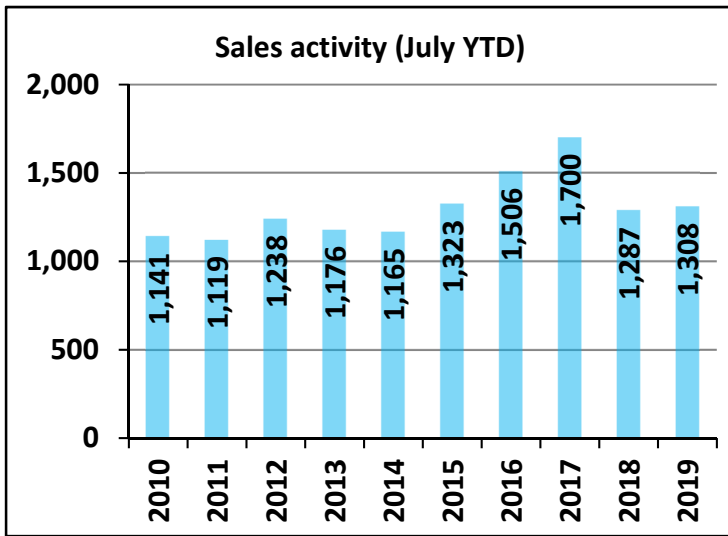
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	204	5.2	-1.0	0.0	-2.9	17.2	17.2
Dollar Volume	\$99,637,251	16.3	18.4	36.3	54.0	98.0	124.9
New Listings	304	12.6	-6.2	21.1	-13.6	4.1	17.8
Active Listings	406	9.4	30.1	-21.5	-41.0	-36.0	-9.4
Sales to New Listings Ratio¹	67.1	71.9	63.6	81.3	59.7	59.6	67.4
Months of Inventory²	2.0	1.9	1.5	2.5	3.3	3.6	2.6
Average Price	\$488,418	10.6	19.6	36.3	58.5	68.9	91.8

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	1,308	1.6	-23.1	-13.1	12.3	5.7	20.9
Dollar Volume	\$649,267,138	12.8	-7.4	26.9	82.3	80.7	138.3
New Listings	2,024	7.6	-7.5	-11.7	-7.8	-12.1	11.8
Active Listings³	338	25.2	38.0	-38.5	-45.7	-47.2	-33.5
Sales to New Listings Ratio⁴	64.6	68.4	77.7	65.7	53.1	53.8	59.7
Months of Inventory⁵	1.8	1.5	1.0	2.6	3.7	3.6	3.3
Average Price	\$496,382	11.0	20.3	46.1	62.4	71.1	97.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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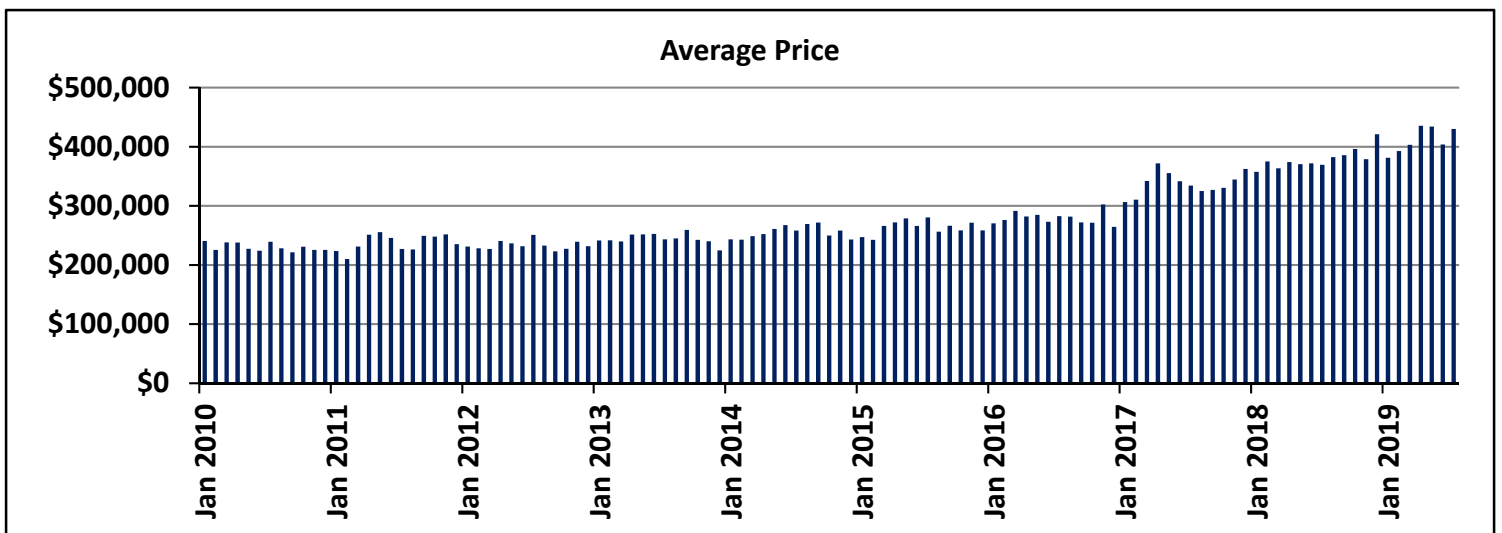
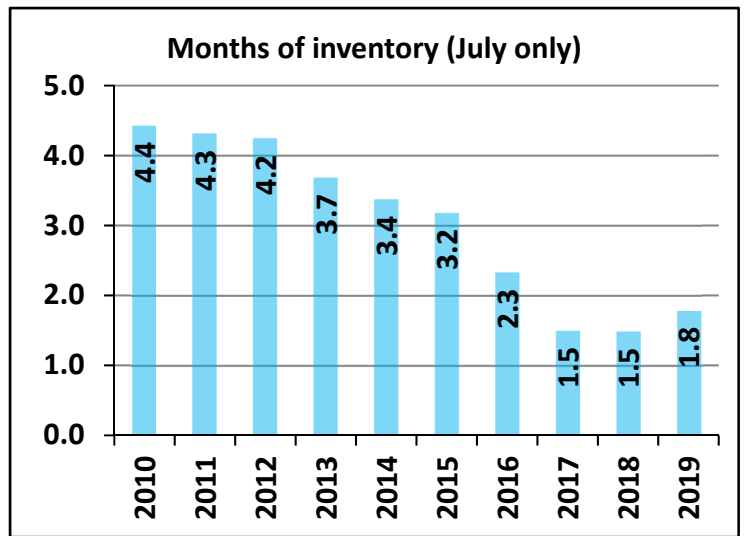
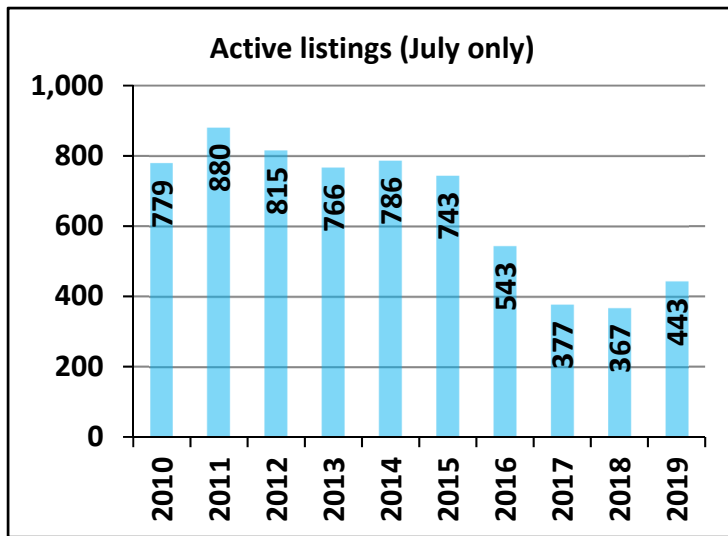
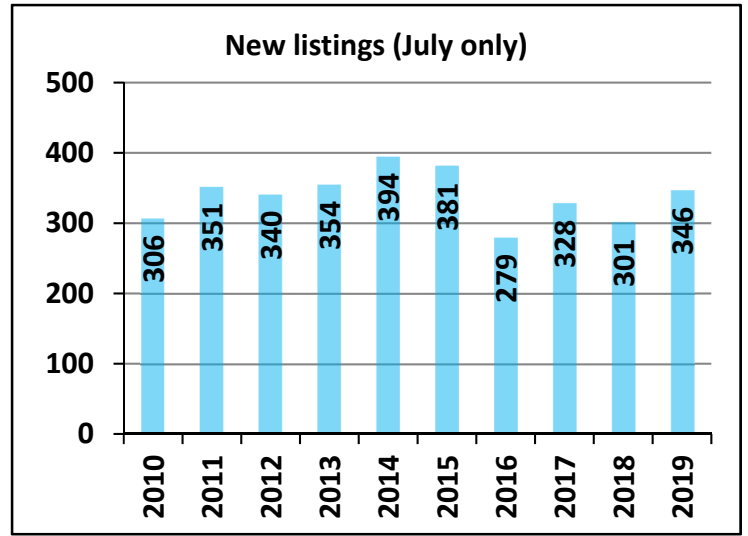
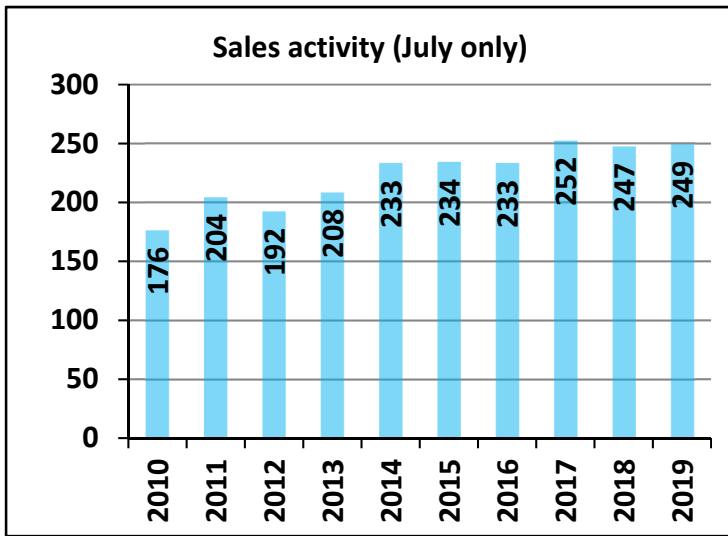
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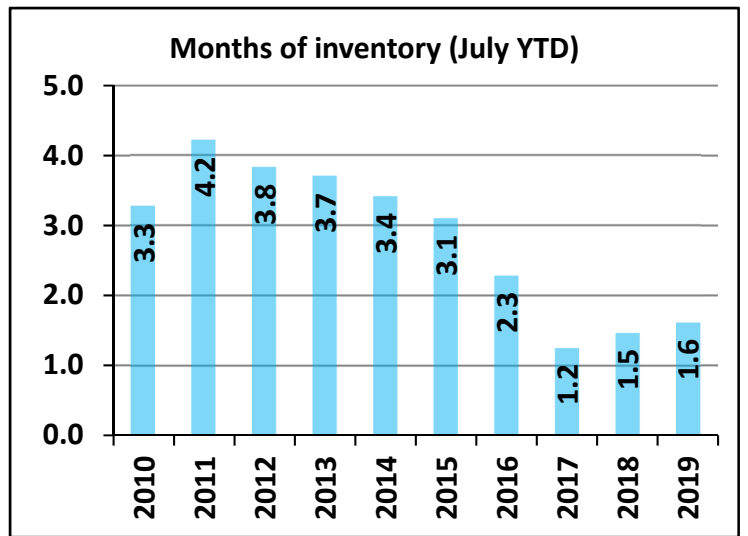
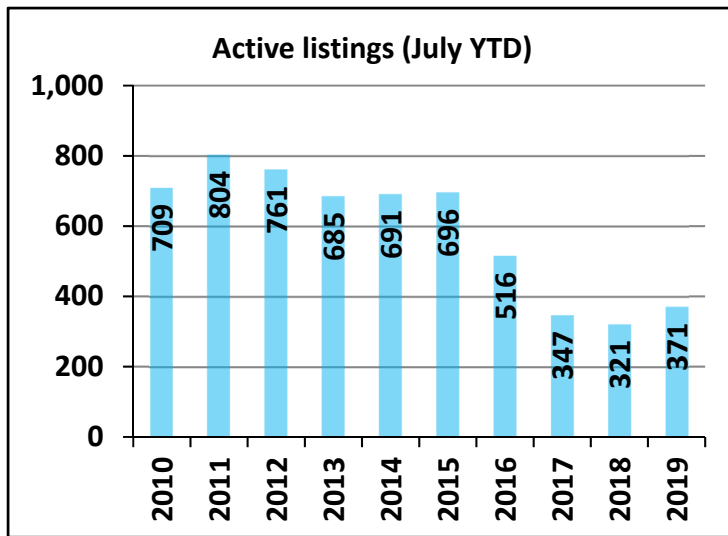
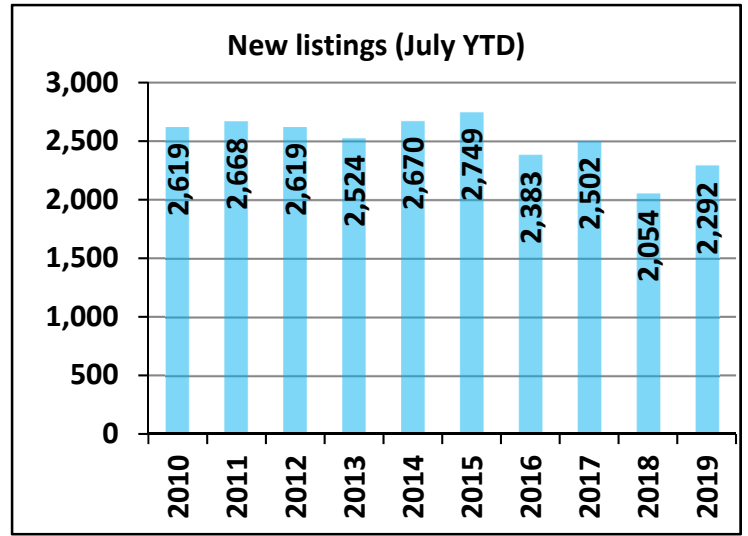
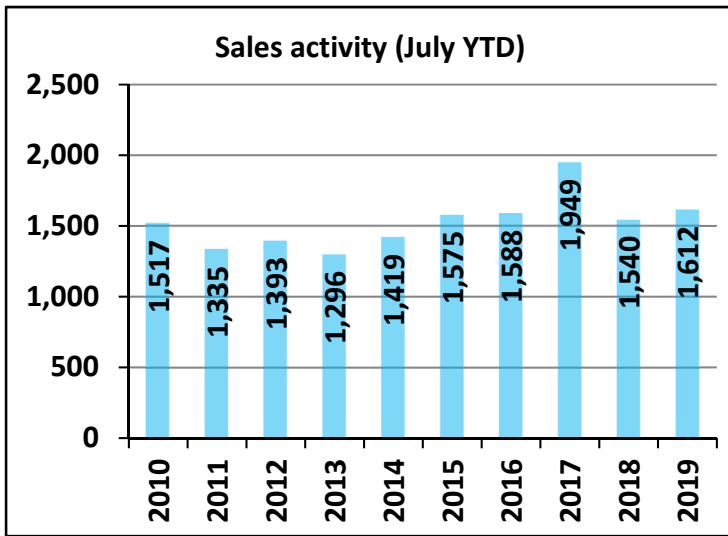
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	249	0.8	-1.2	6.9	6.9	29.7	-4.6
Dollar Volume	\$107,078,550	17.4	27.2	62.7	78.1	122.2	93.5
New Listings	346	15.0	5.5	24.0	-12.2	1.8	9.5
Active Listings	443	20.7	17.5	-18.4	-43.6	-45.6	-32.2
Sales to New Listings Ratio¹	72.0	82.1	76.8	83.5	59.1	56.5	82.6
Months of Inventory²	1.8	1.5	1.5	2.3	3.4	4.2	2.5
Average Price	\$430,034	16.4	28.7	52.3	66.6	71.4	102.8

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	1,612	4.7	-17.3	1.5	13.6	15.7	18.1
Dollar Volume	\$670,621,846	17.8	0.2	50.6	85.1	104.4	131.9
New Listings	2,292	11.6	-8.4	-3.8	-14.2	-12.5	-3.1
Active Listings³	371	15.6	6.9	-28.1	-46.3	-51.2	-50.6
Sales to New Listings Ratio⁴	70.3	75.0	77.9	66.6	53.1	53.2	57.7
Months of Inventory⁵	1.6	1.5	1.2	2.3	3.4	3.8	3.9
Average Price	\$416,019	12.6	21.2	48.3	62.9	76.6	96.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

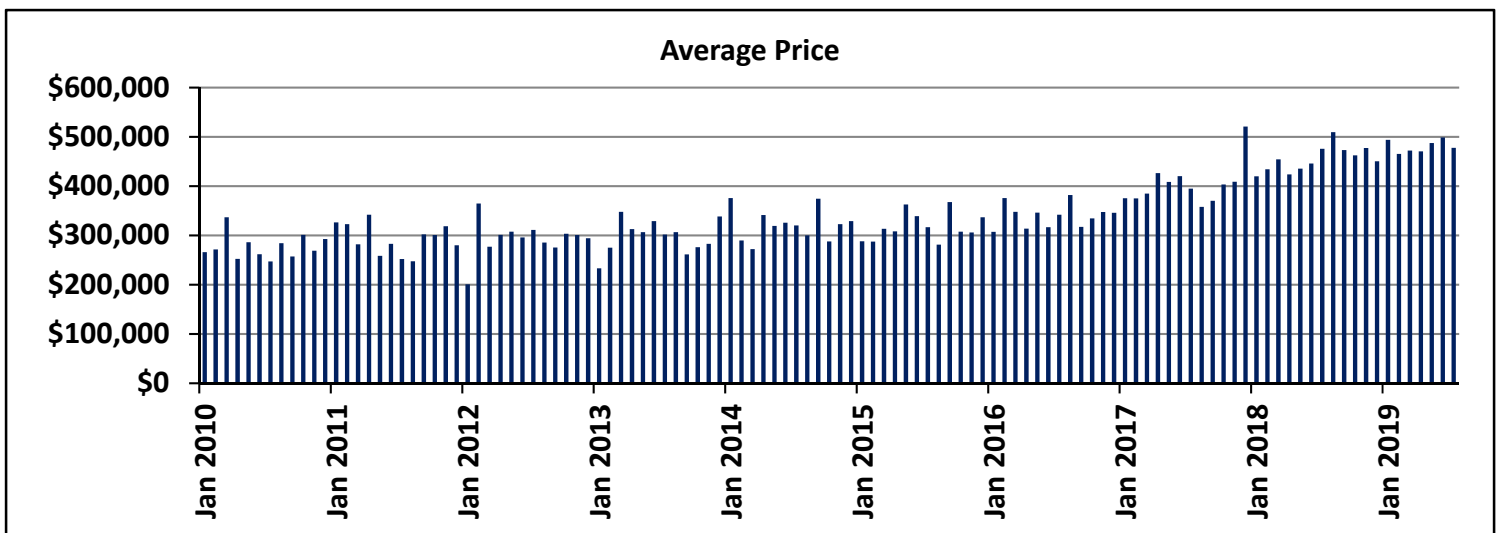
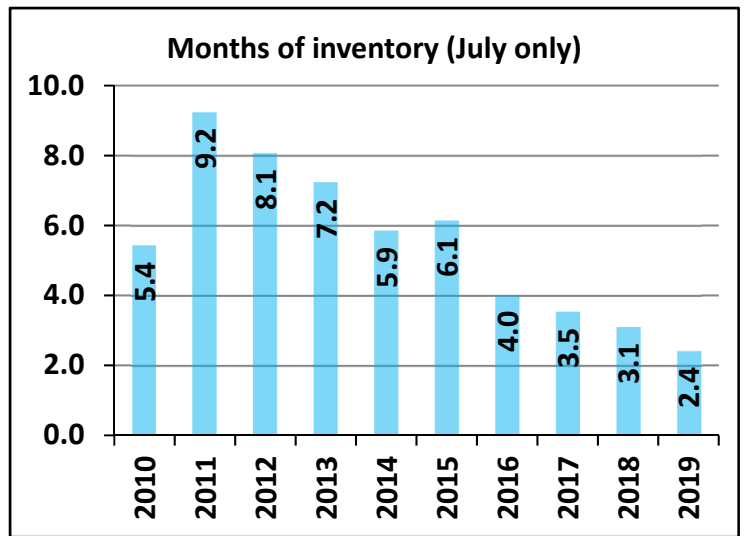
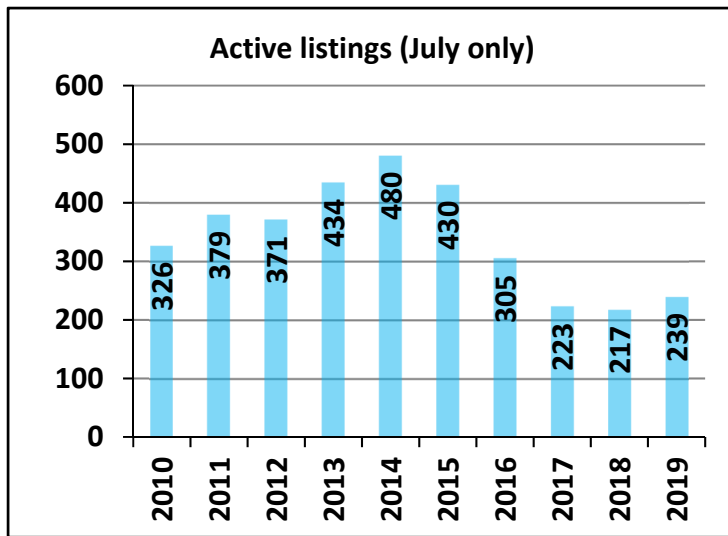
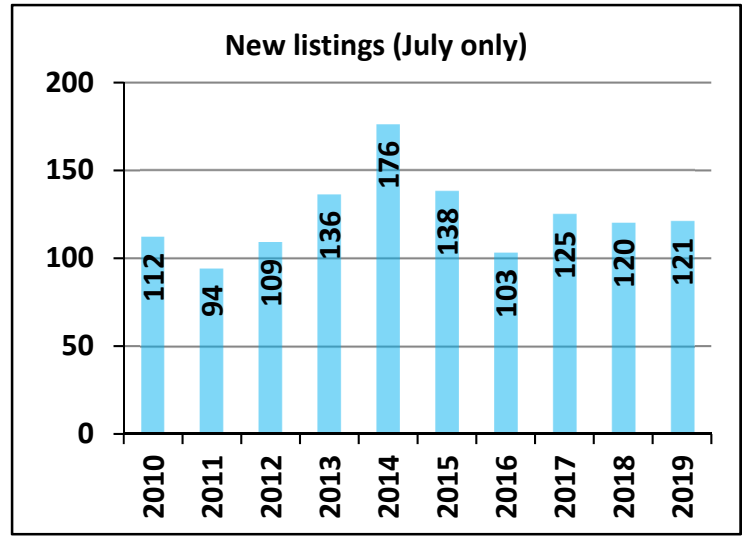
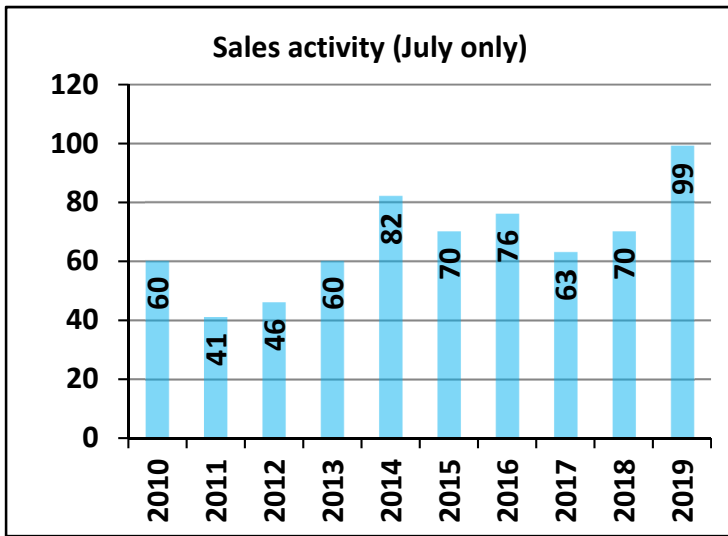
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

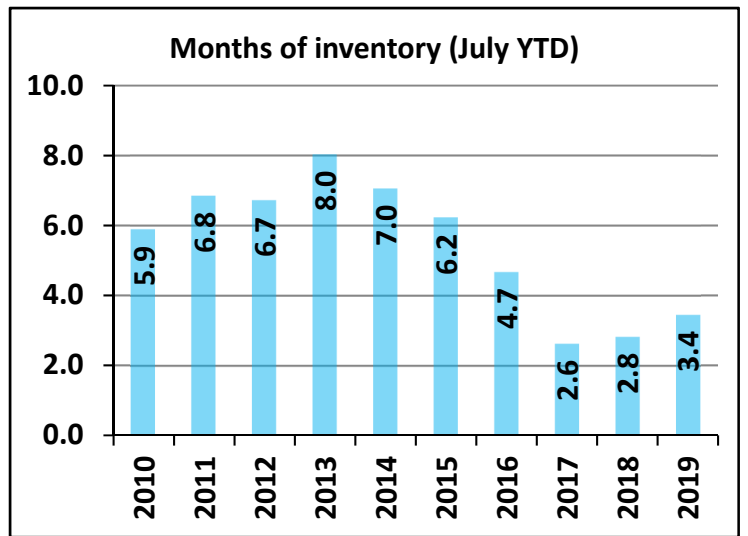
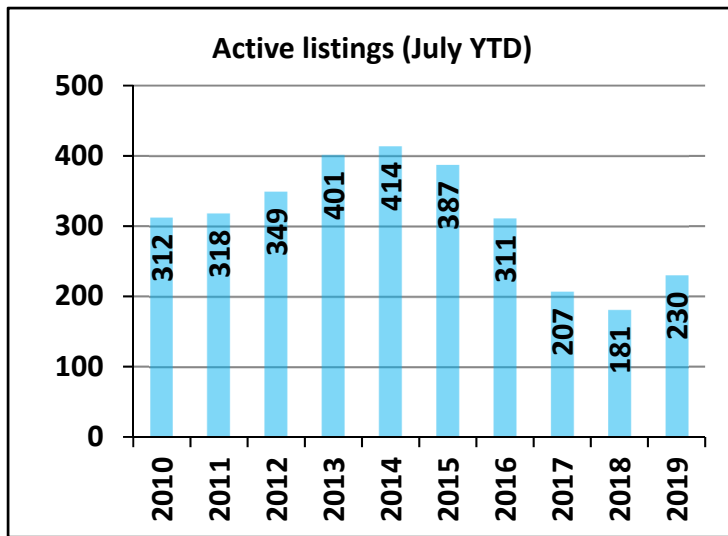
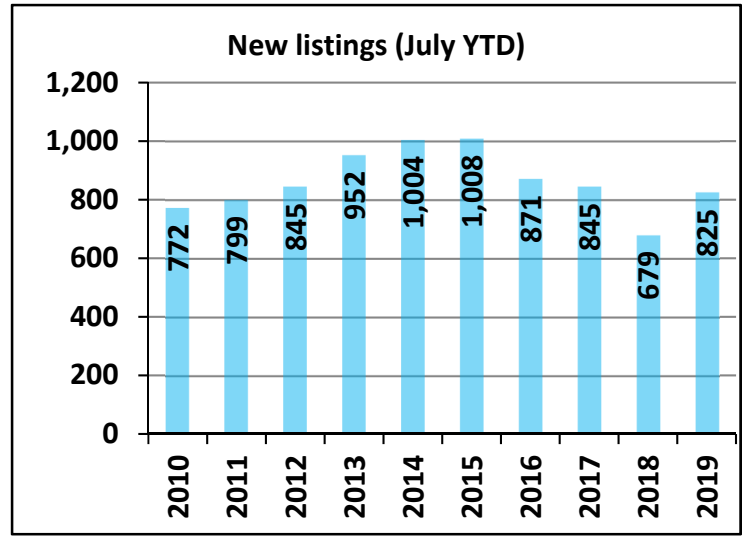
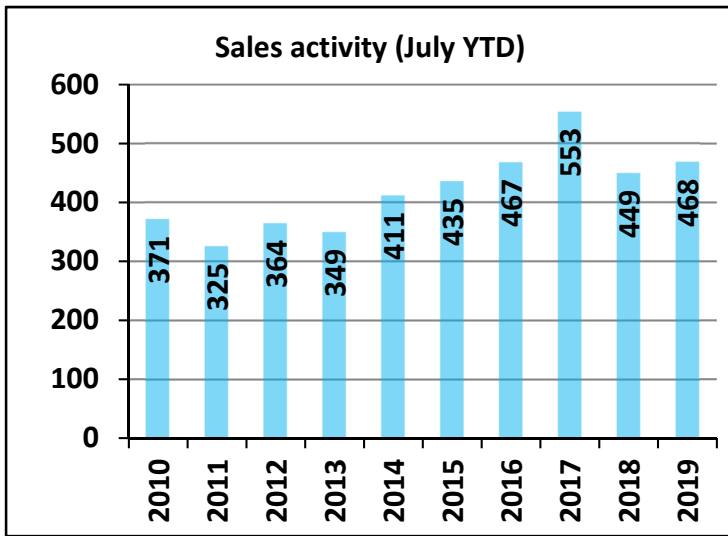
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	99	41.4	57.1	30.3	20.7	115.2	86.8
Dollar Volume	\$47,283,942	42.0	90.0	81.9	80.0	230.4	241.1
New Listings	121	0.8	-3.2	17.5	-31.3	11.0	23.5
Active Listings	239	10.1	7.2	-21.6	-50.2	-35.6	-30.5
Sales to New Listings Ratio¹	81.8	58.3	50.4	73.8	46.6	42.2	54.1
Months of Inventory²	2.4	3.1	3.5	4.0	5.9	8.1	6.5
Average Price	\$477,616	0.4	20.9	39.7	49.1	53.5	82.6

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	468	4.2	-15.4	0.2	13.9	28.6	53.9
Dollar Volume	\$225,424,364	13.4	1.7	44.5	71.8	108.4	181.5
New Listings	825	21.5	-2.4	-5.3	-17.8	-2.4	12.2
Active Listings³	230	27.1	11.1	-26.0	-44.4	-34.1	-34.8
Sales to New Listings Ratio⁴	56.7	66.1	65.4	53.6	40.9	43.1	41.4
Months of Inventory⁵	3.4	2.8	2.6	4.7	7.0	6.7	8.1
Average Price	\$481,676	8.8	20.1	44.2	50.8	62.1	82.8

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

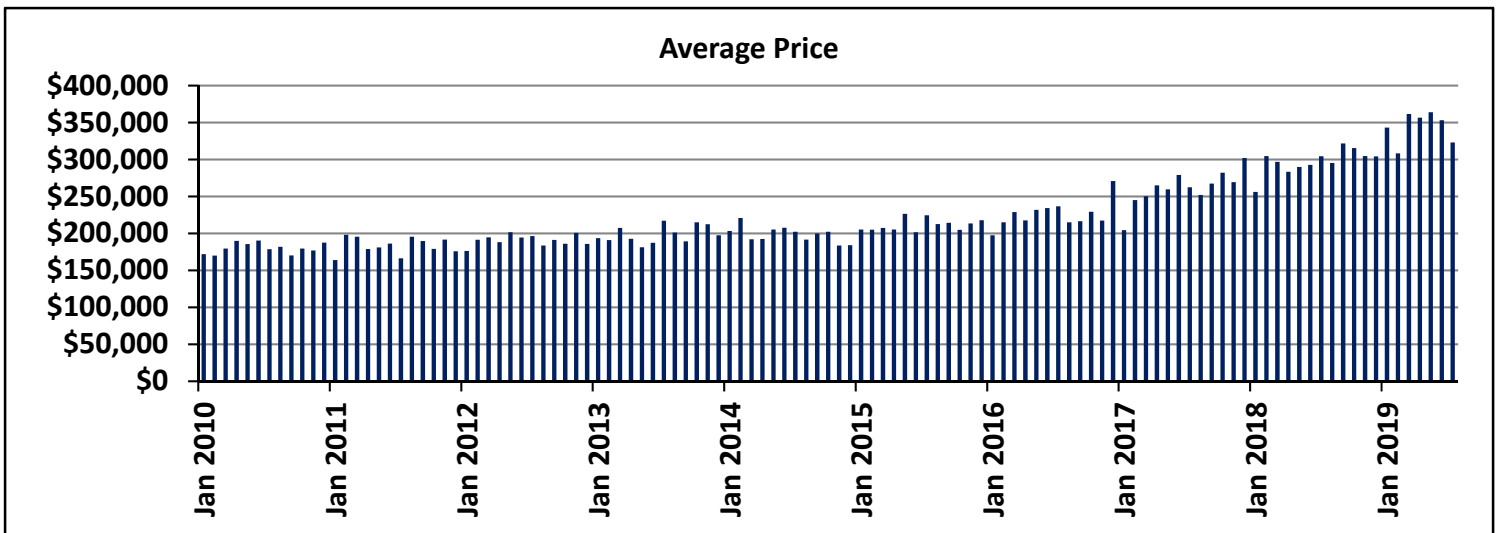
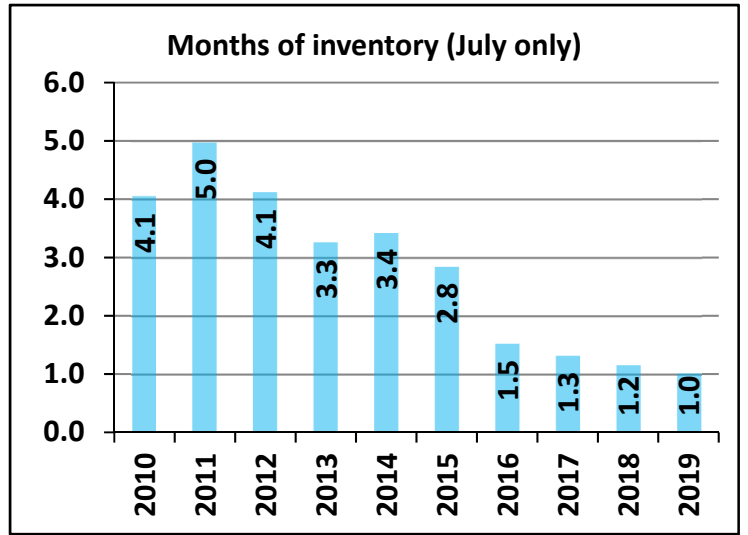
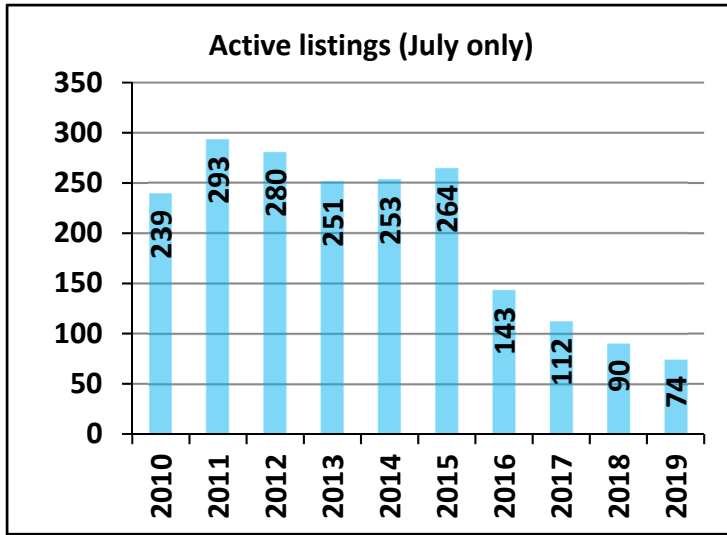
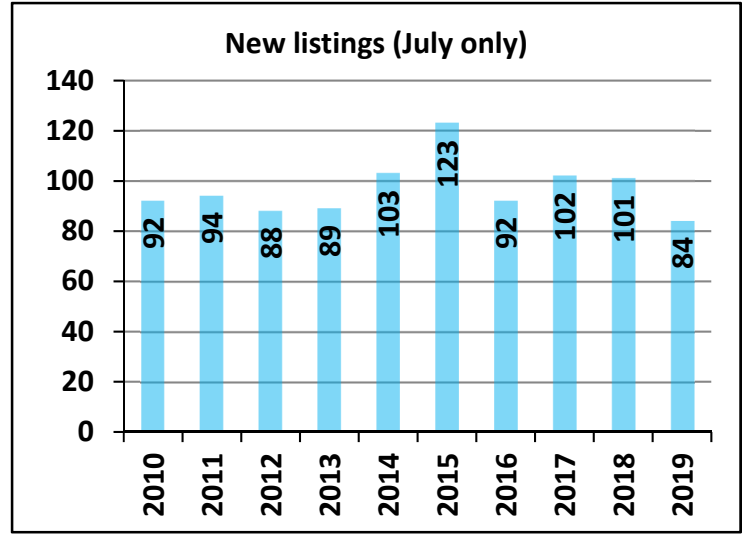
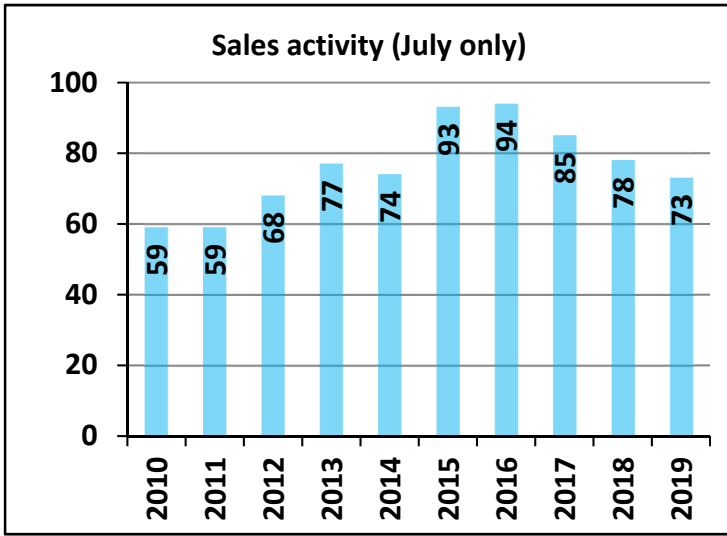
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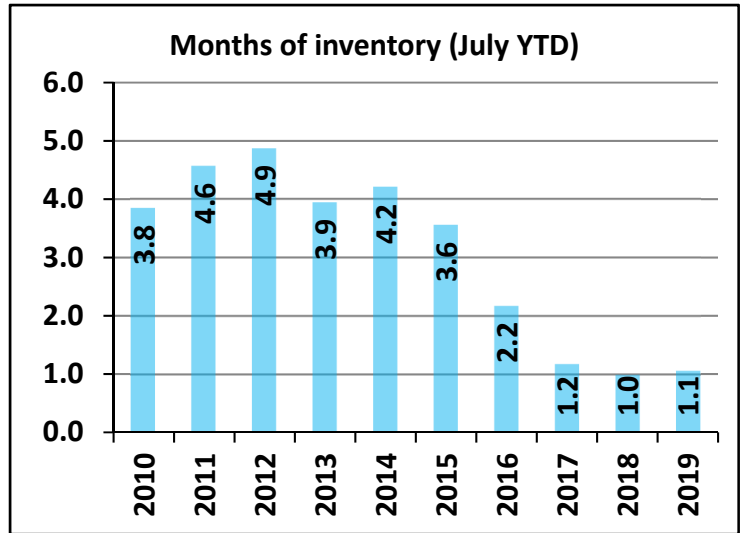
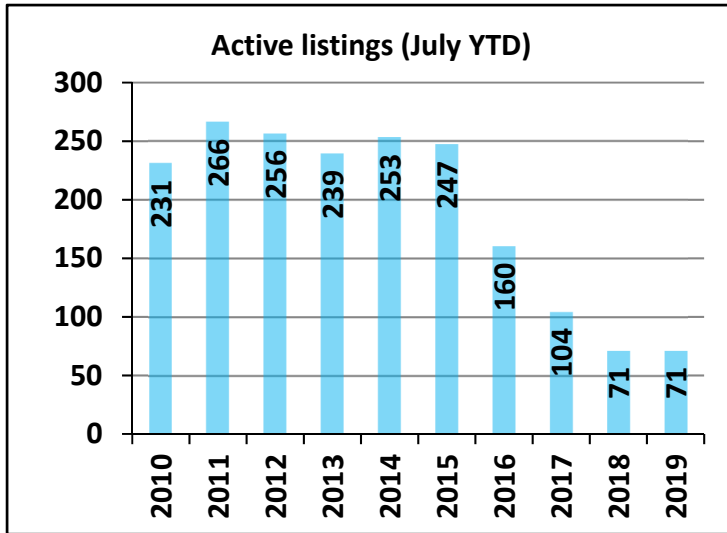
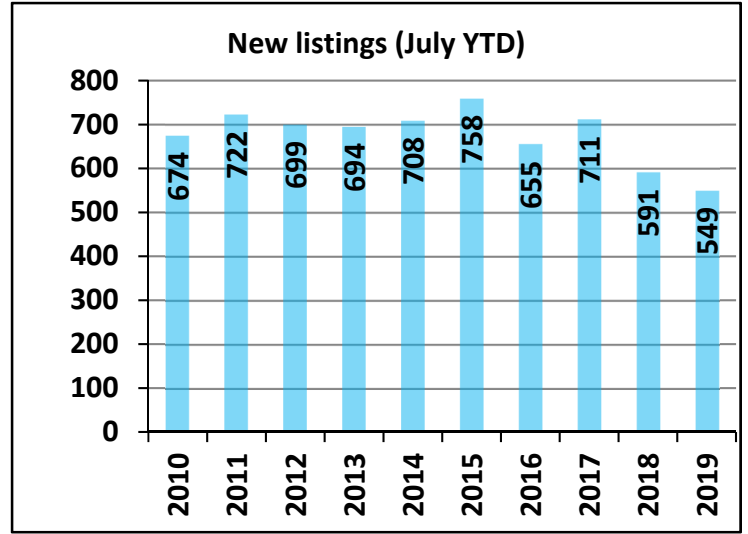
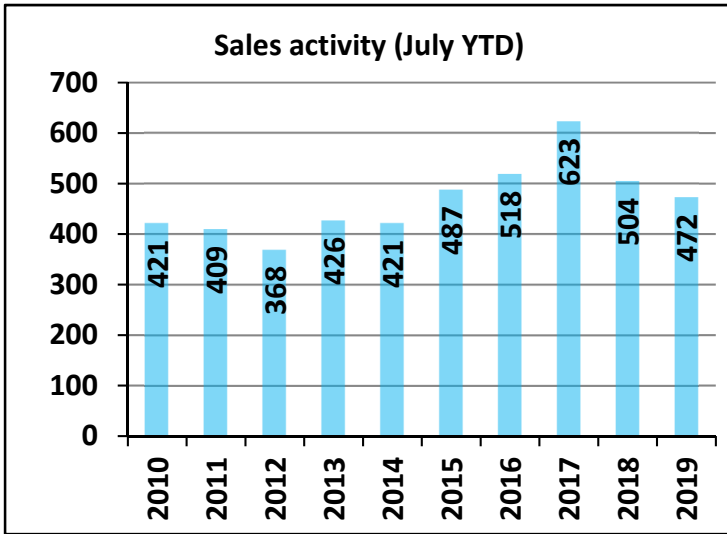
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	73	-6.4	-14.1	-22.3	-1.4	7.4	1.4
Dollar Volume	\$23,569,329	-0.7	5.7	6.0	57.5	76.6	64.0
New Listings	84	-16.8	-17.6	-8.7	-18.4	-4.5	-18.4
Active Listings	74	-17.8	-33.9	-48.3	-70.8	-73.6	-72.1
Sales to New Listings Ratio ¹	86.9	77.2	83.3	102.2	71.8	77.3	69.9
Months of Inventory ²	1.0	1.2	1.3	1.5	3.4	4.1	3.7
Average Price	\$322,868	6.1	23.1	36.4	59.7	64.5	61.7

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	472	-6.3	-24.2	-8.9	12.1	28.3	12.6
Dollar Volume	\$163,752,664	11.3	2.5	39.3	92.0	130.6	112.5
New Listings	549	-7.1	-22.8	-16.2	-22.5	-21.5	-20.4
Active Listings ³	71	0.0	-31.7	-55.6	-71.9	-72.3	-77.4
Sales to New Listings Ratio ⁴	86.0	85.3	87.6	79.1	59.5	52.6	60.7
Months of Inventory ⁵	1.1	1.0	1.2	2.2	4.2	4.9	5.3
Average Price	\$346,934	18.8	35.2	52.9	71.2	79.8	88.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

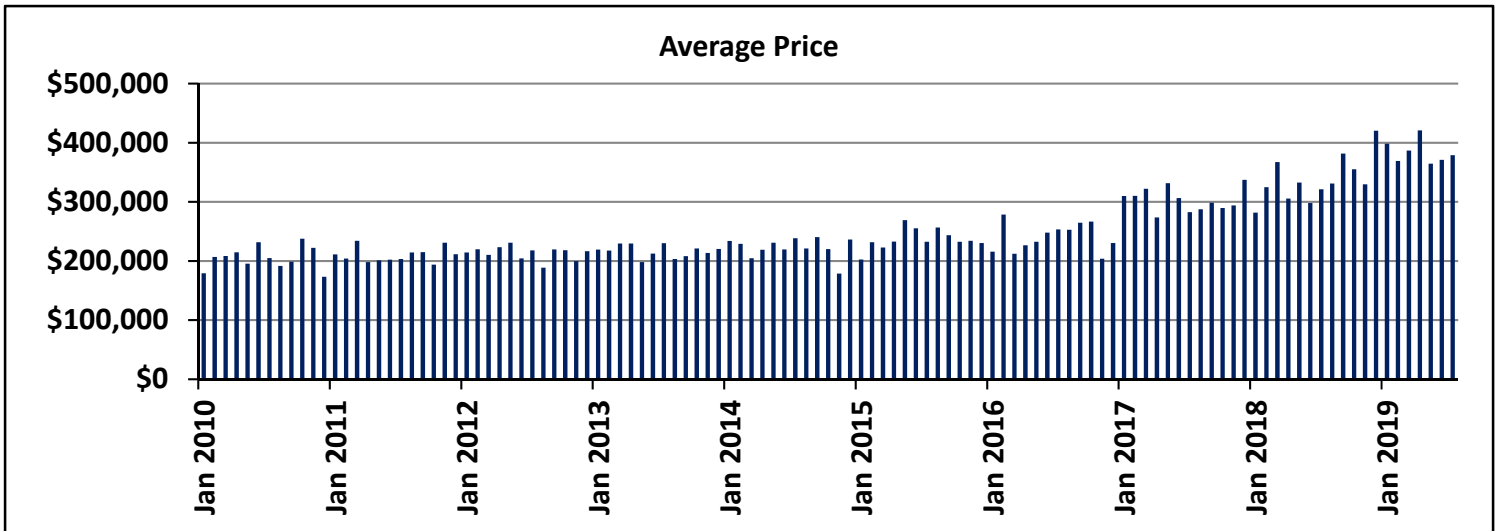
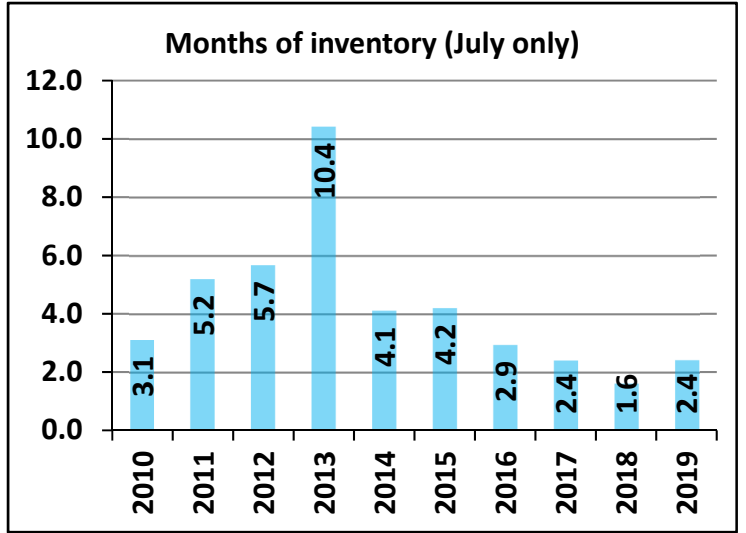
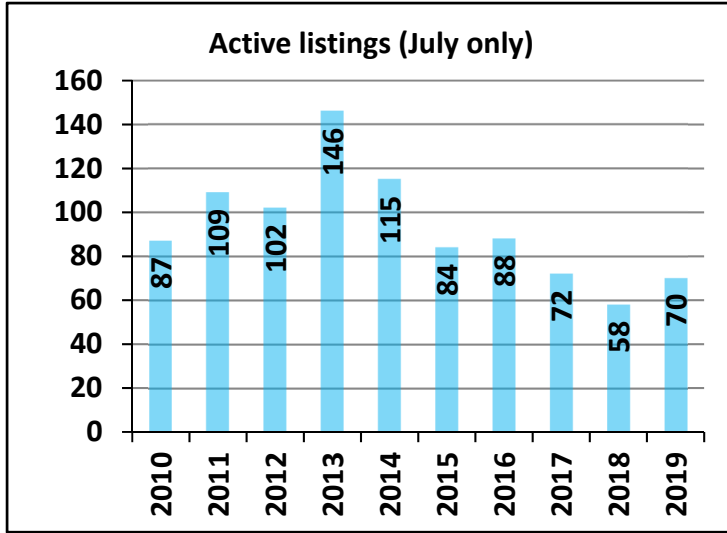
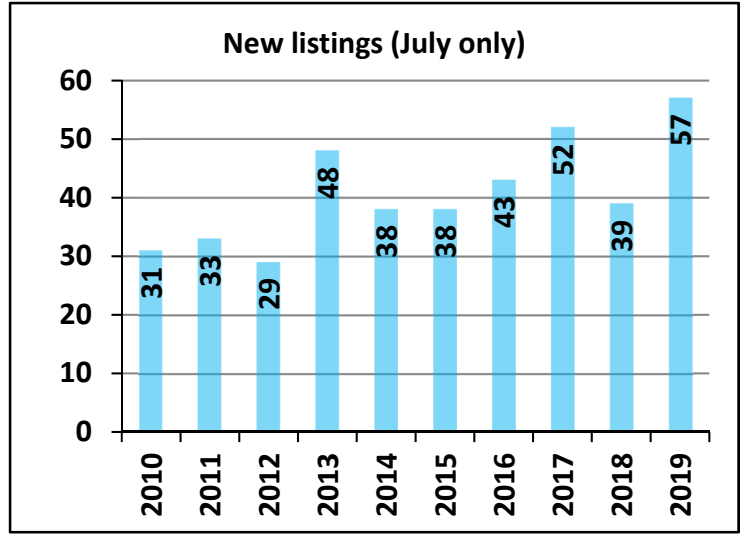
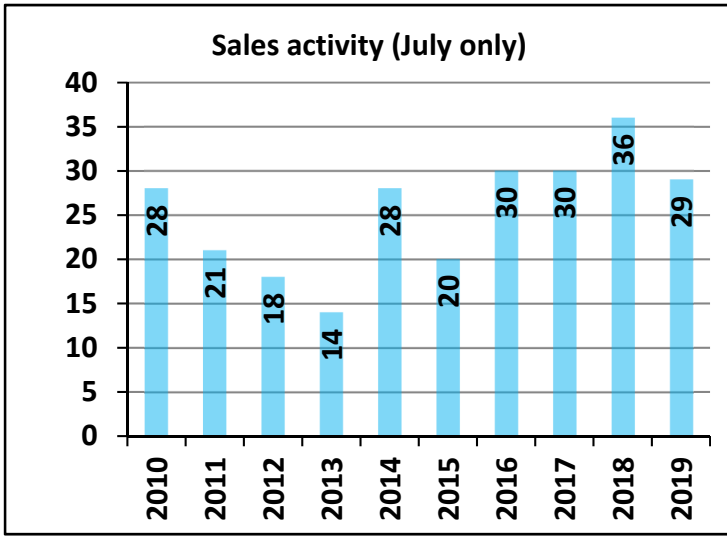
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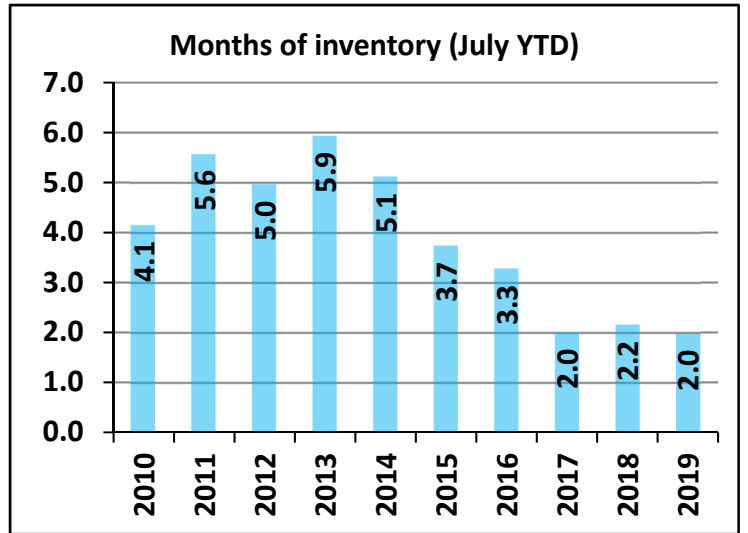
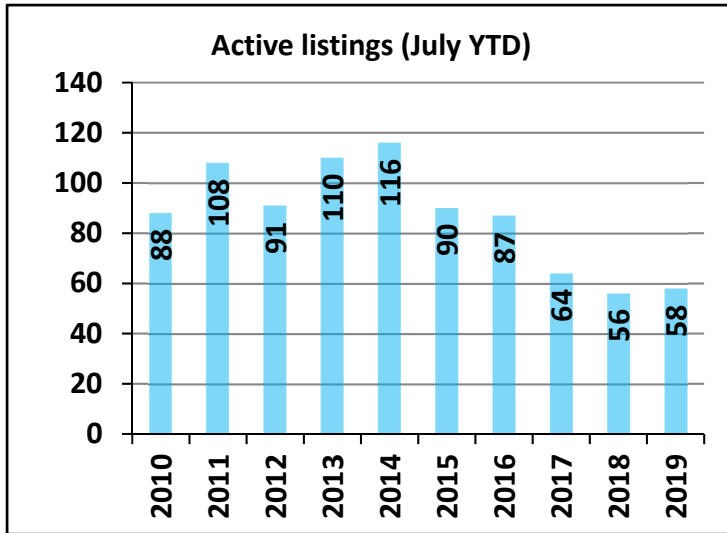
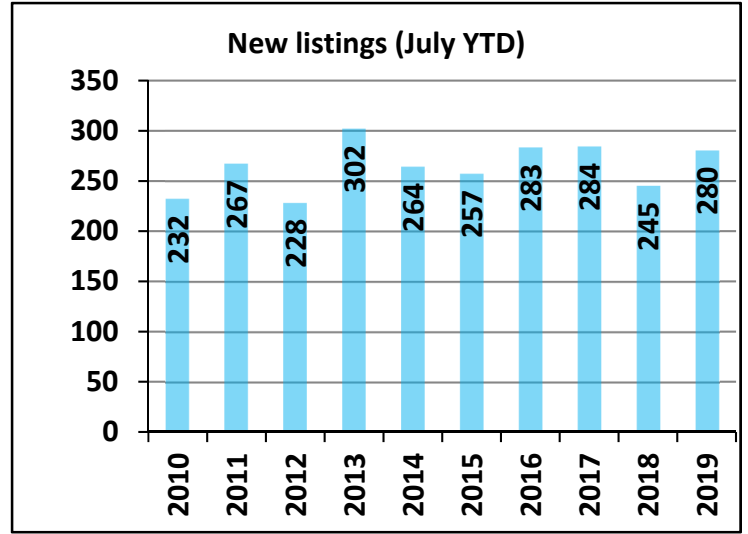
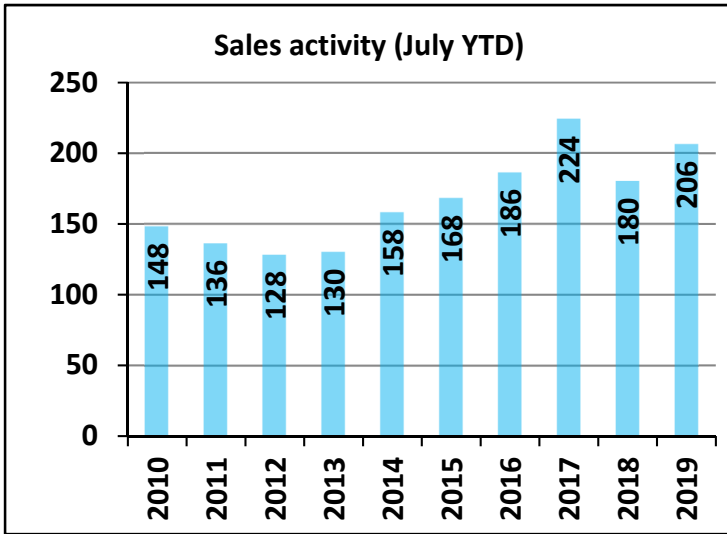
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	29	-19.4	-3.3	-3.3	3.6	61.1	107.1
Dollar Volume	\$10,983,800	-5.0	29.6	44.6	64.5	180.1	255.7
New Listings	57	46.2	9.6	32.6	50.0	96.6	42.5
Active Listings	70	20.7	-2.8	-20.5	-39.1	-31.4	-45.3
Sales to New Listings Ratio ¹	50.9	92.3	57.7	69.8	73.7	62.1	35.0
Months of Inventory ²	2.4	1.6	2.4	2.9	4.1	5.7	9.1
Average Price	\$378,752	17.9	34.1	49.6	58.8	73.9	71.7

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	206	14.4	-8.0	10.8	30.4	60.9	49.3
Dollar Volume	\$78,991,980	38.0	14.7	78.4	122.6	182.3	186.0
New Listings	280	14.3	-1.4	-1.1	6.1	22.8	12.9
Active Listings ³	58	3.6	-9.4	-33.3	-50.0	-36.3	-50.4
Sales to New Listings Ratio ⁴	73.6	73.5	78.9	65.7	59.8	56.1	55.6
Months of Inventory ⁵	2.0	2.2	2.0	3.3	5.1	5.0	5.9
Average Price	\$383,456	20.5	24.7	61.1	70.8	75.4	91.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

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