



Residential Market Activity

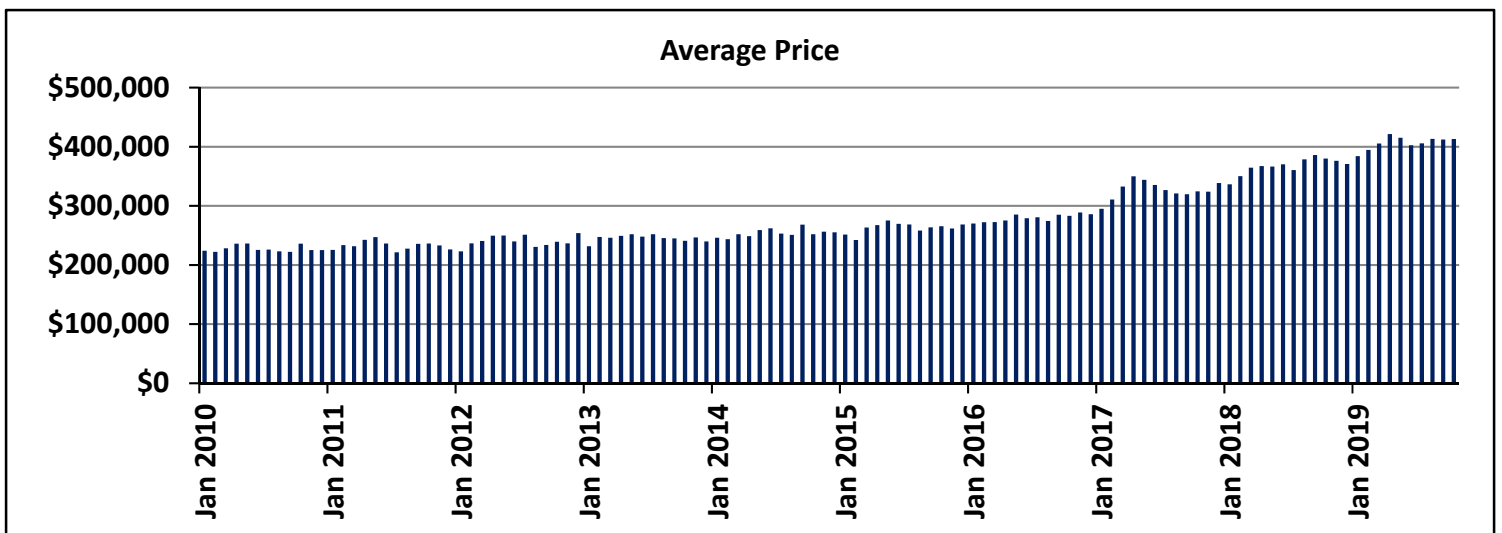
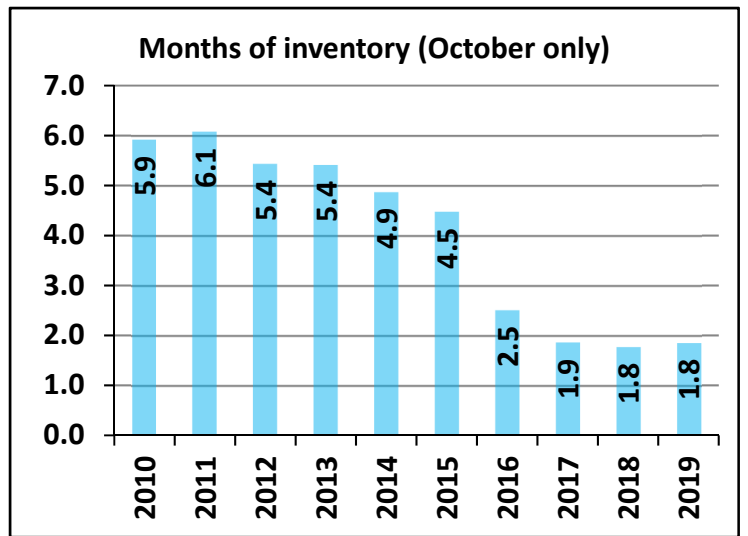
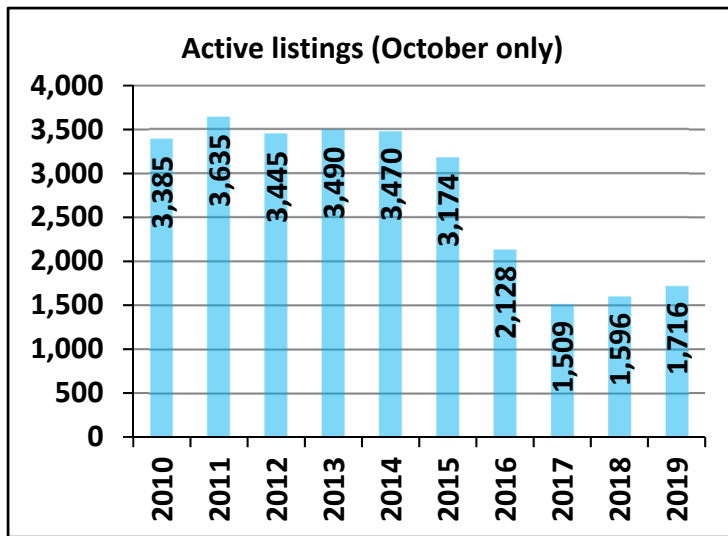
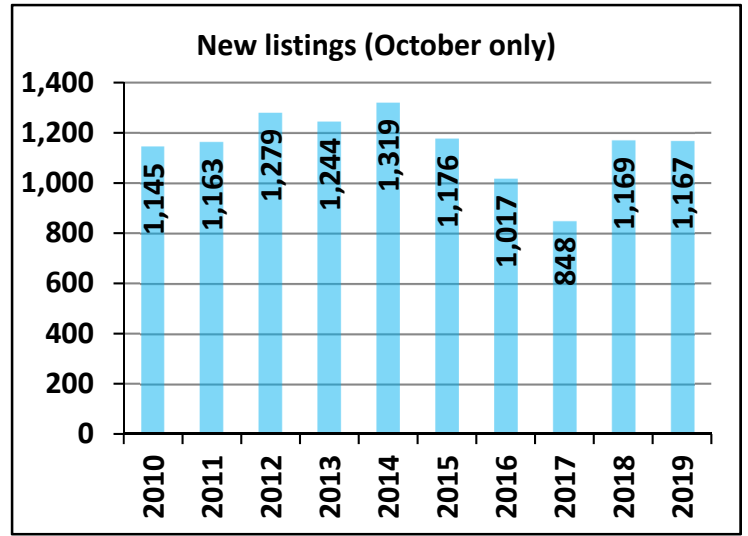
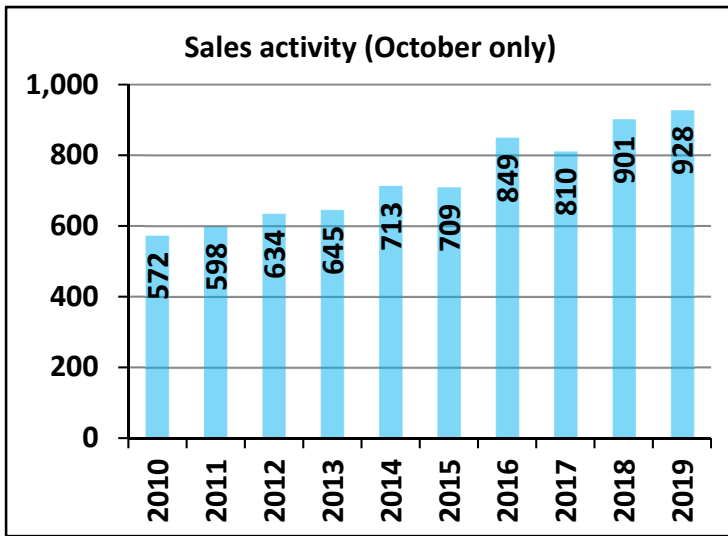
October 2019



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

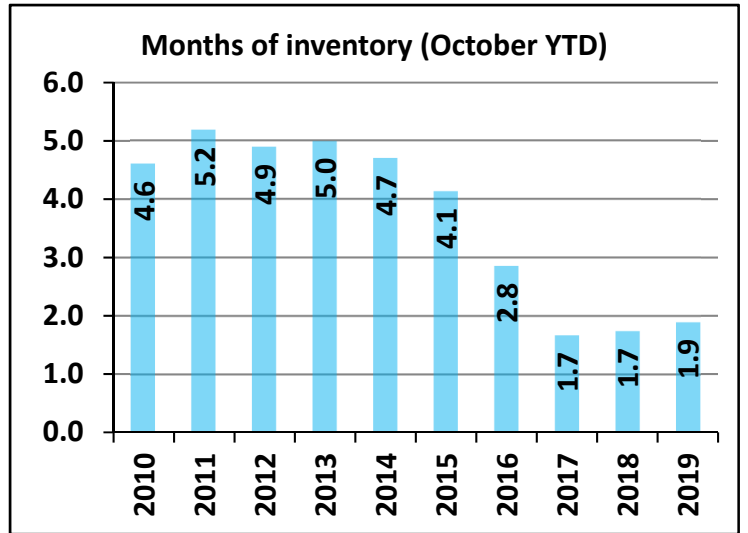
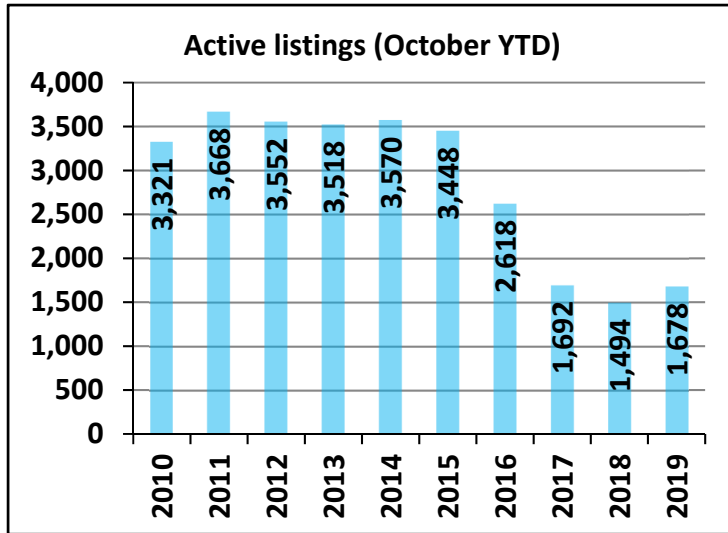
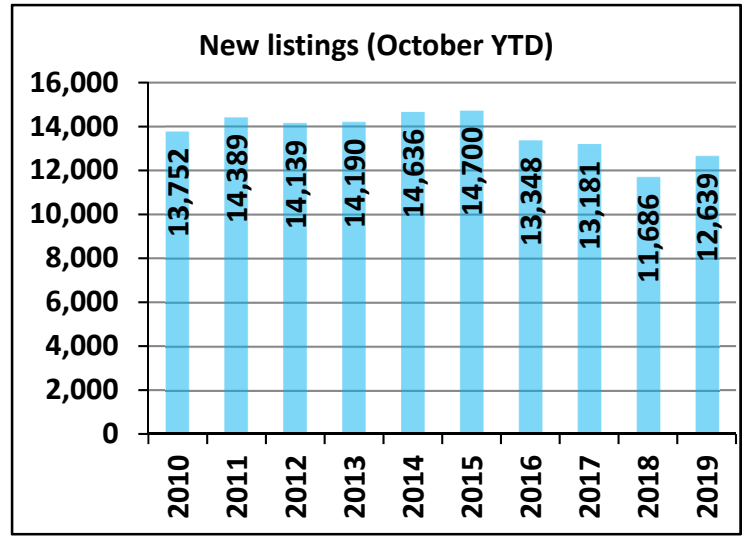
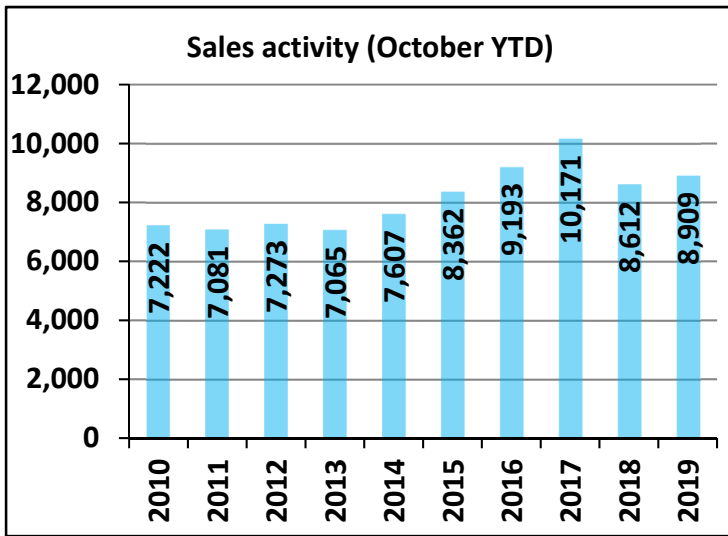
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	928	3.0	14.6	9.3	30.2	46.4	36.7
Dollar Volume	\$383,155,559	11.9	45.9	59.5	113.3	152.7	158.7
New Listings	1,167	-0.2	37.6	14.7	-11.5	-8.8	7.1
Active Listings	1,716	7.5	13.7	-19.4	-50.5	-50.2	-40.1
Sales to New Listings Ratio¹	79.5	77.1	95.5	83.5	54.1	49.6	62.3
Months of Inventory²	1.8	1.8	1.9	2.5	4.9	5.4	4.2
Average Price	\$412,883	8.7	27.3	45.9	63.9	72.7	89.3

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	8,909	3.4	-12.4	-3.1	17.1	22.5	24.8
Dollar Volume	\$3,638,590,308	14.8	8.5	42.2	88.0	107.9	137.3
New Listings	12,639	8.2	-4.1	-5.3	-13.6	-10.6	0.6
Active Listings³	1,678	12.3	-0.8	-35.9	-53.0	-52.8	-48.4
Sales to New Listings Ratio⁴	70.5	73.7	77.2	68.9	52.0	51.4	56.8
Months of Inventory⁵	1.9	1.7	1.7	2.8	4.7	4.9	4.6
Average Price	\$408,417	11.0	23.9	46.7	60.5	69.7	90.2

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

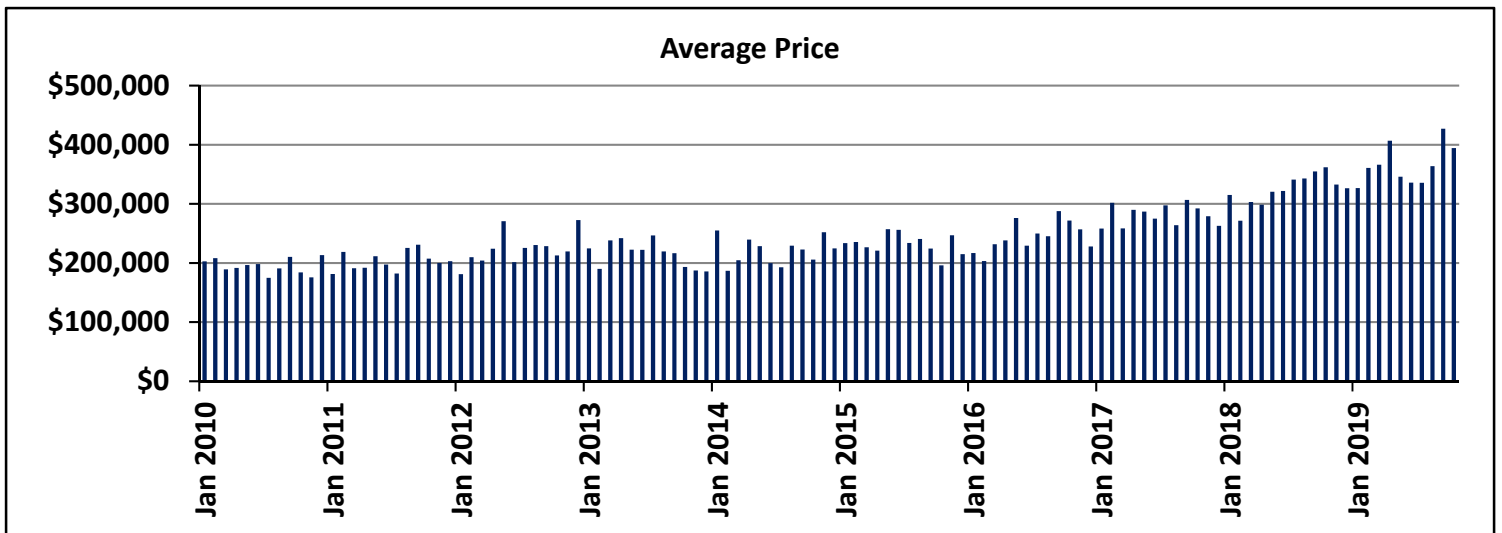
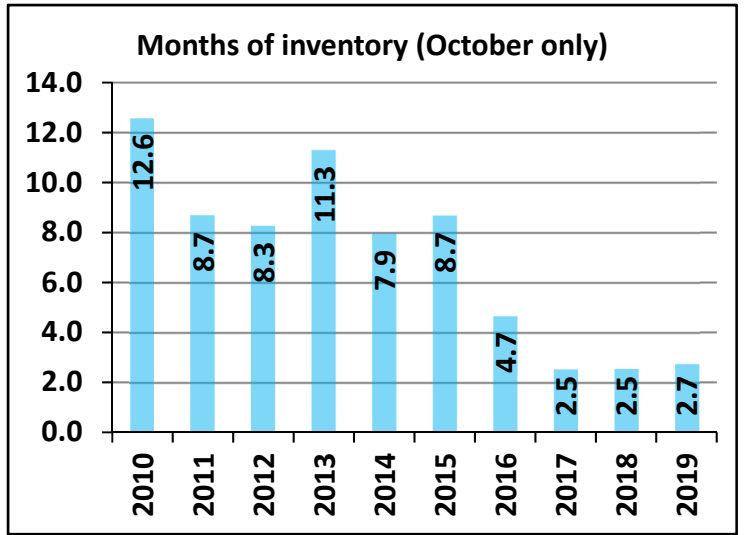
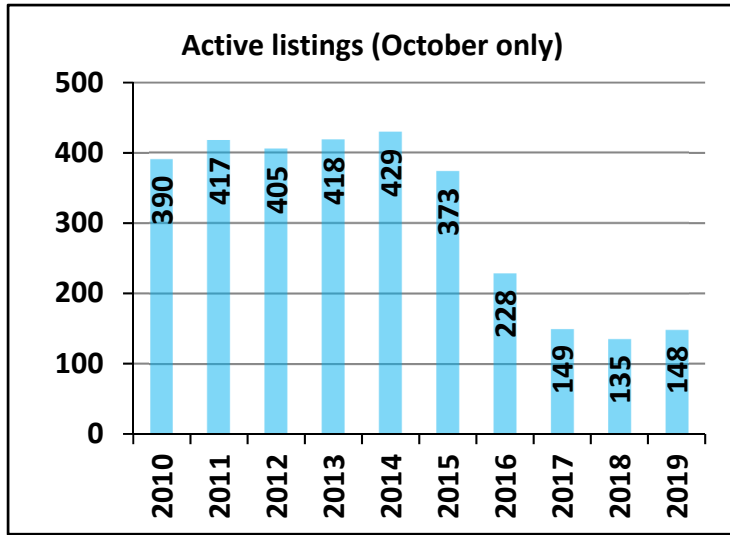
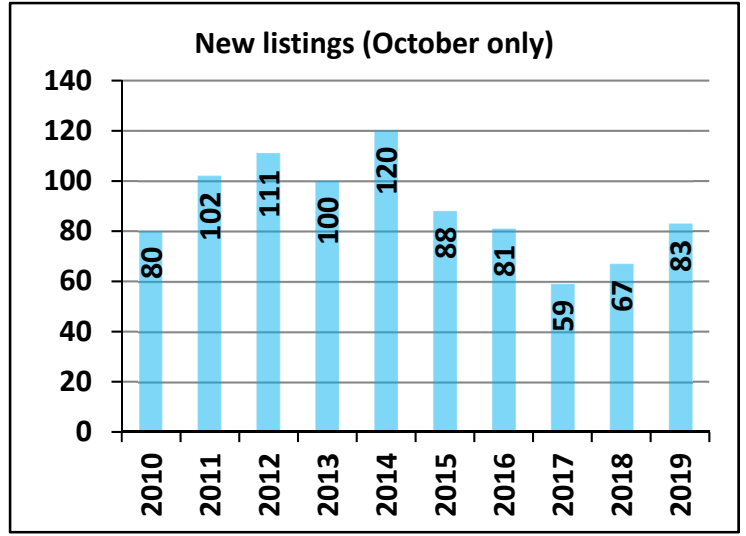
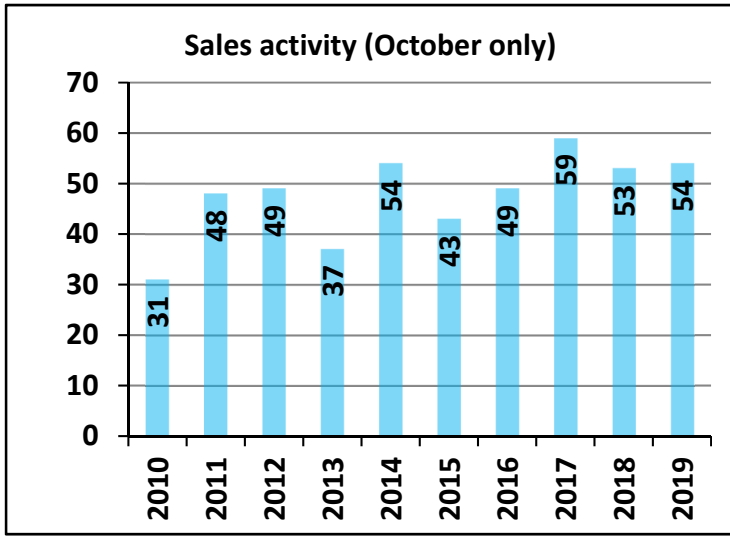
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

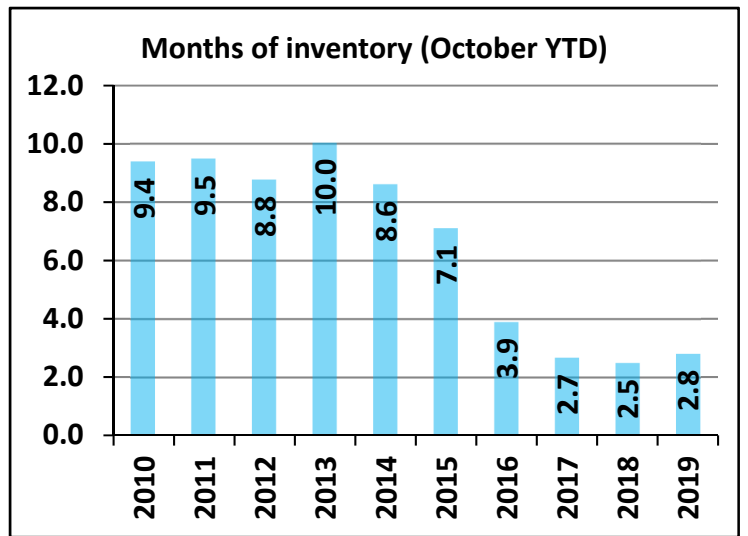
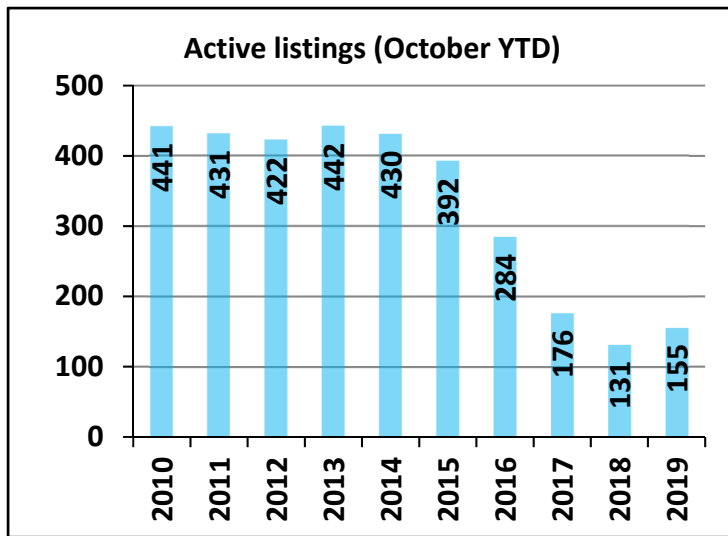
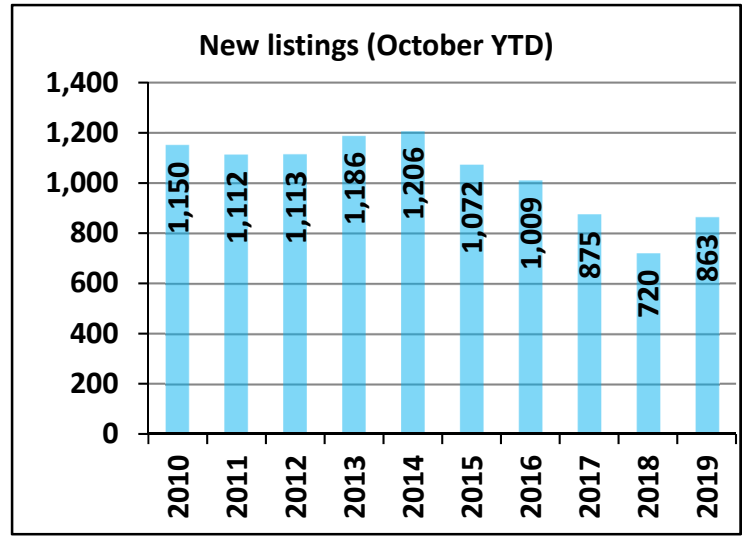
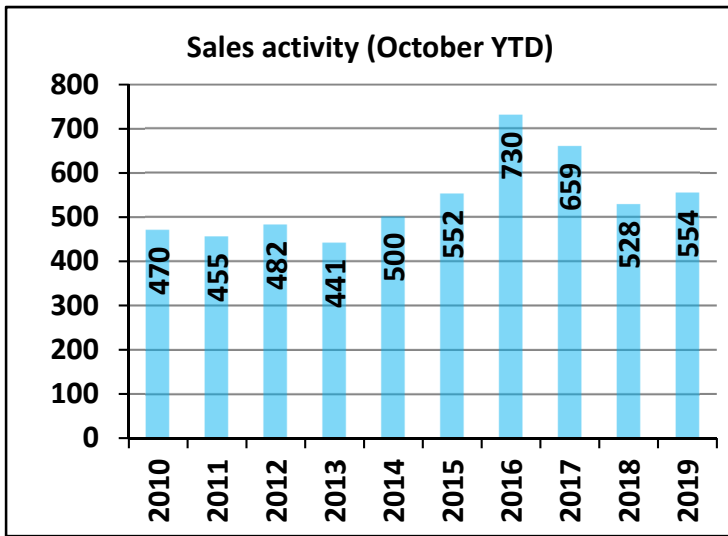
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	54	1.9	-8.5	10.2	0.0	10.2	-8.5
Dollar Volume	\$21,282,400	11.0	23.4	59.9	91.6	104.3	88.8
New Listings	83	23.9	40.7	2.5	-30.8	-25.2	-17.0
Active Listings	148	9.6	-0.7	-35.1	-65.5	-63.5	-63.8
Sales to New Listings Ratio¹	65.1	79.1	100.0	60.5	45.0	44.1	59.0
Months of Inventory²	2.7	2.5	2.5	4.7	7.9	8.3	6.9
Average Price	\$394,119	9.0	34.8	45.1	91.6	85.4	106.3

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	554	4.9	-15.9	-24.1	10.8	14.9	14.2
Dollar Volume	\$203,478,498	19.0	9.1	13.2	89.3	91.1	112.6
New Listings	863	19.9	-1.4	-14.5	-28.4	-22.5	-27.5
Active Listings³	155	18.3	-11.9	-45.4	-64.0	-63.3	-66.9
Sales to New Listings Ratio⁴	64.2	73.3	75.3	72.3	41.5	43.3	40.7
Months of Inventory⁵	2.8	2.5	2.7	3.9	8.6	8.8	9.6
Average Price	\$367,290	13.4	29.8	49.1	70.9	66.2	86.1

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

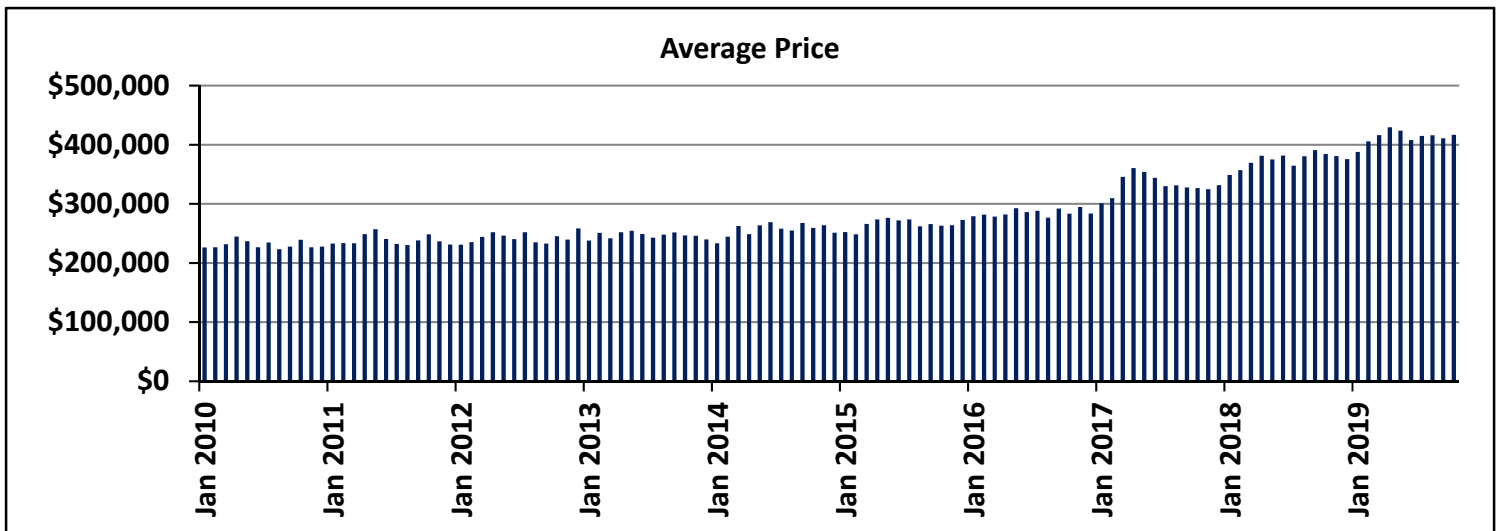
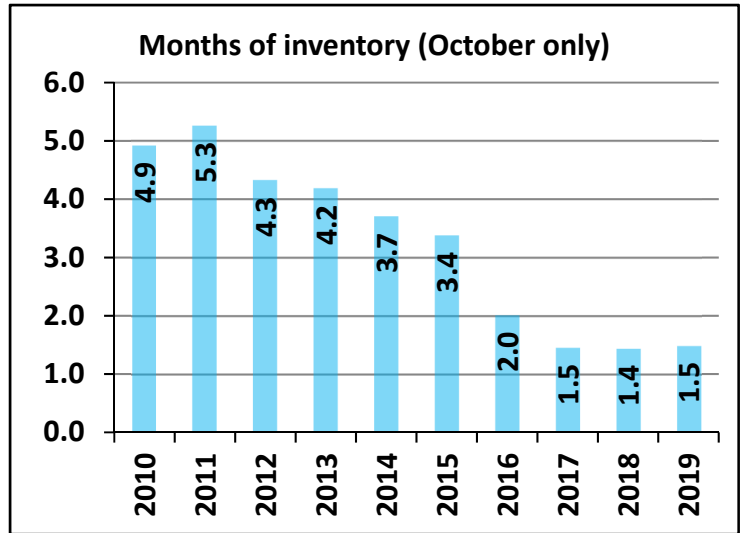
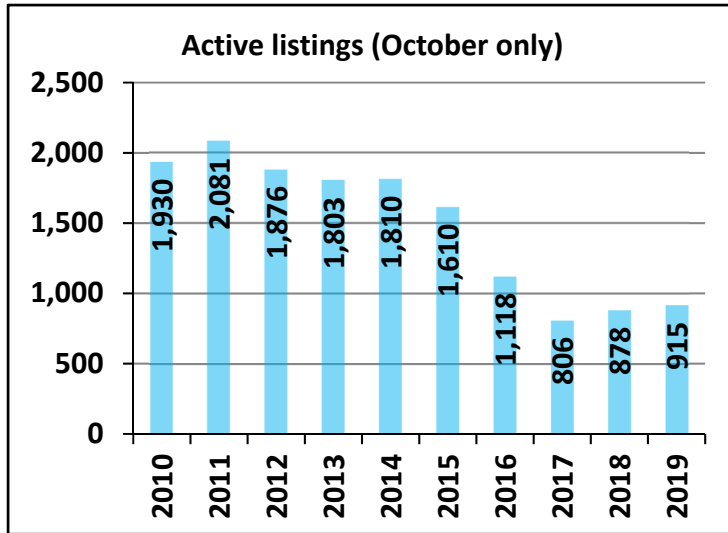
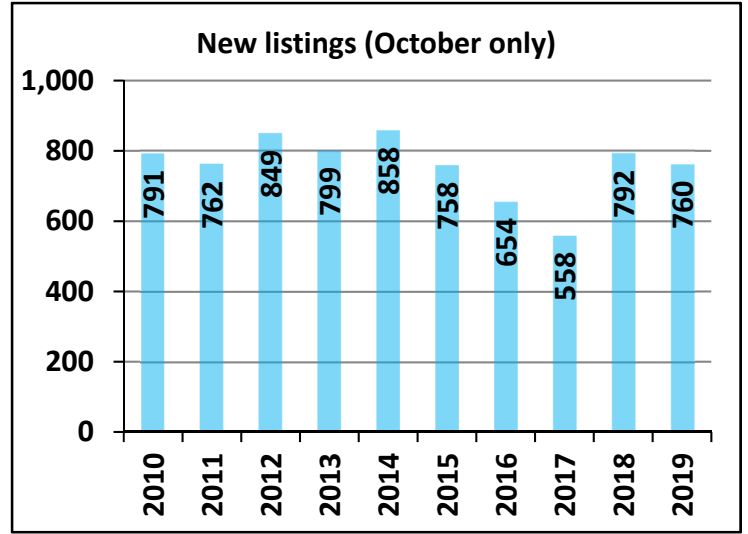
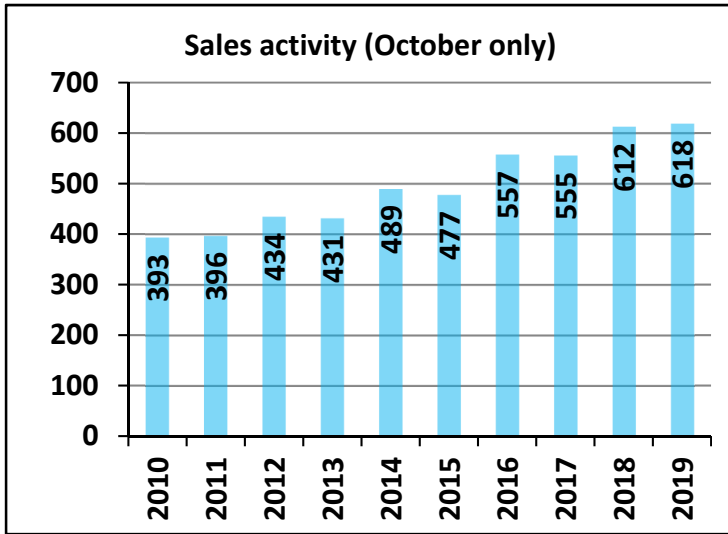
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

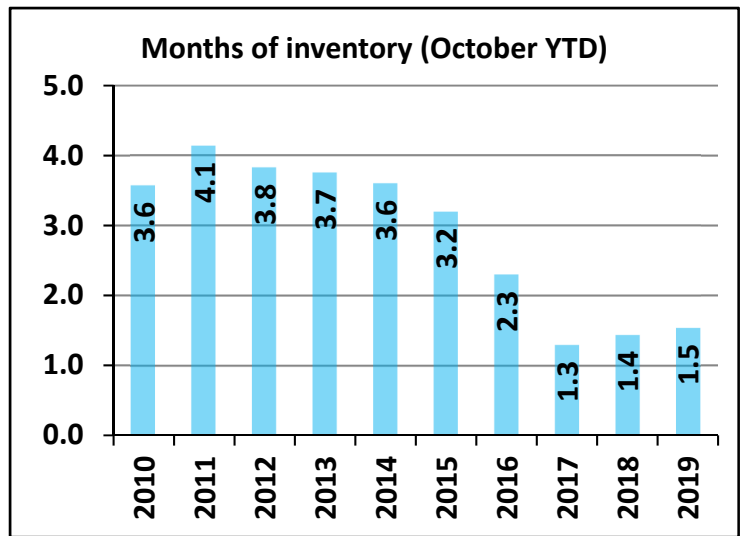
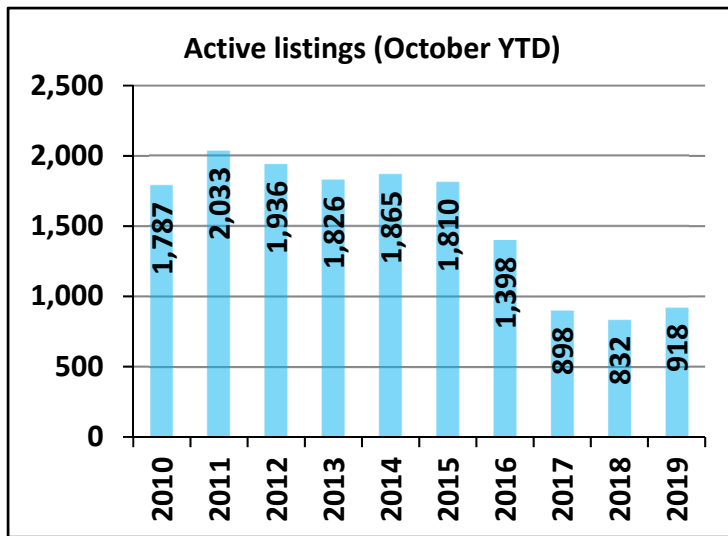
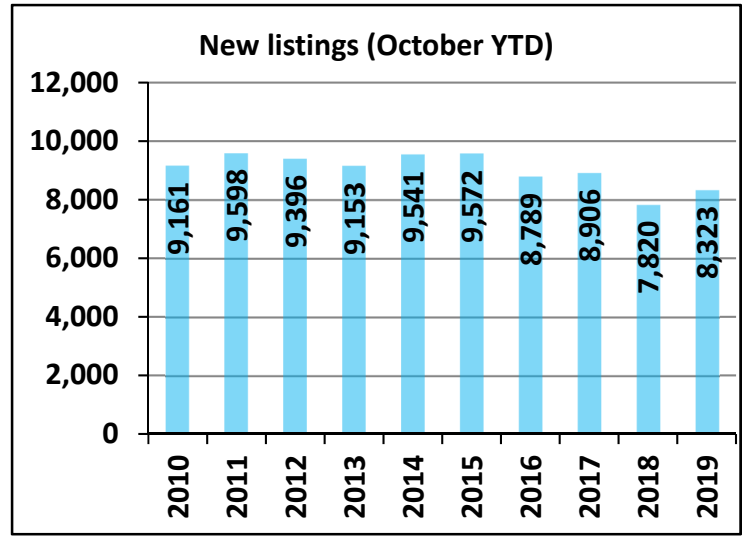
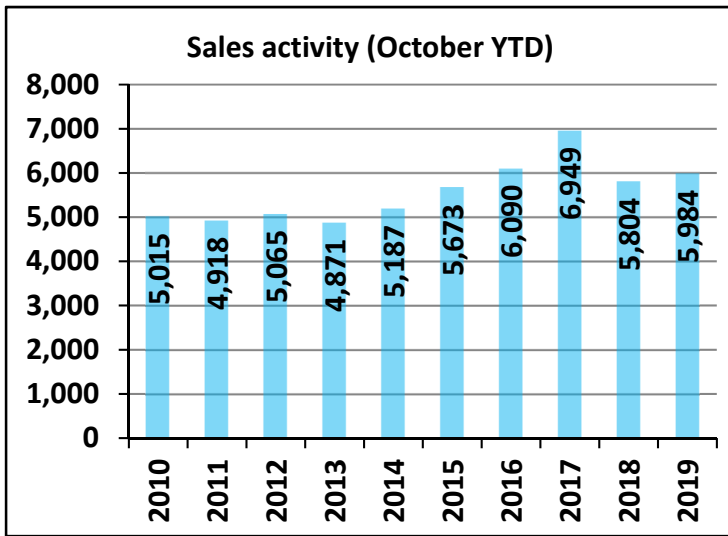
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	618	1.0	11.4	11.0	26.4	42.4	36.1
Dollar Volume	\$257,453,743	9.5	42.0	63.2	103.1	142.1	159.4
New Listings	760	-4.0	36.2	16.2	-11.4	-10.5	5.8
Active Listings	915	4.2	13.5	-18.2	-49.4	-51.2	-36.9
Sales to New Listings Ratio¹	81.3	77.3	99.5	85.2	57.0	51.1	63.2
Months of Inventory²	1.5	1.4	1.5	2.0	3.7	4.3	3.2
Average Price	\$416,592	8.4	27.5	47.1	60.7	70.0	90.6

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	5,984	3.1	-13.9	-1.7	15.4	18.1	19.2
Dollar Volume	\$2,481,925,393	14.0	5.8	43.3	85.6	102.2	129.0
New Listings	8,323	6.4	-6.5	-5.3	-12.8	-11.4	2.3
Active Listings³	918	10.3	2.2	-34.3	-50.8	-52.6	-44.2
Sales to New Listings Ratio⁴	71.9	74.2	78.0	69.3	54.4	53.9	61.7
Months of Inventory⁵	1.5	1.4	1.3	2.3	3.6	3.8	3.3
Average Price	\$414,760	10.5	22.9	45.8	60.9	71.2	92.2

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

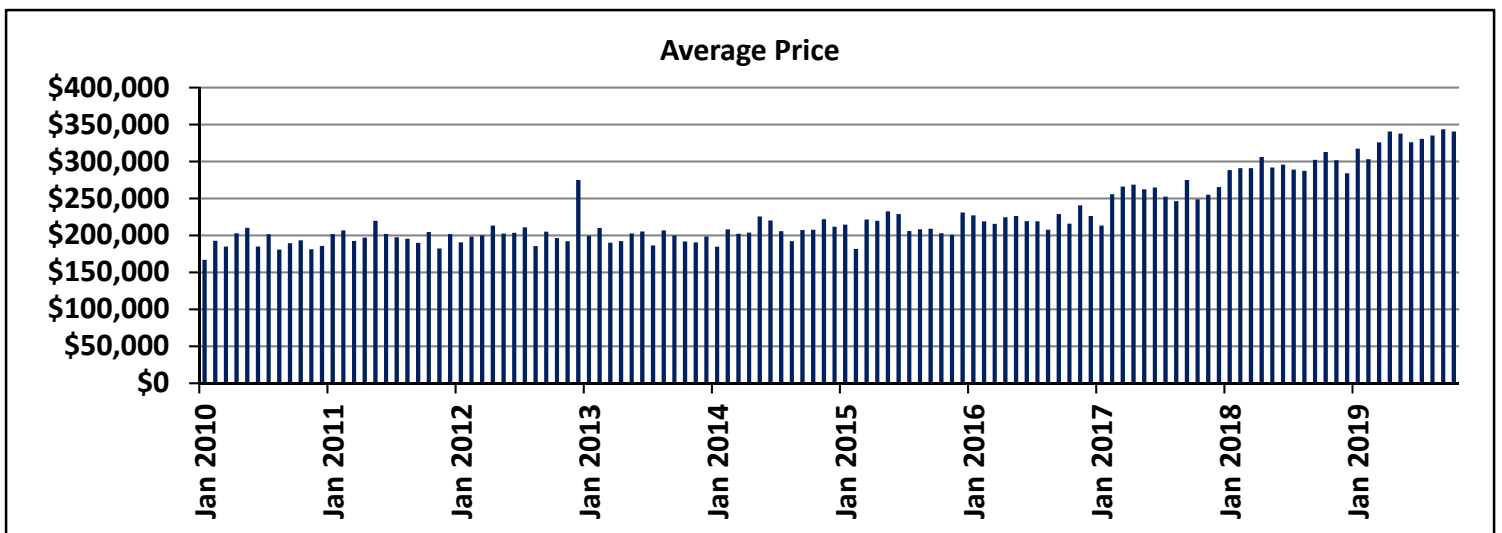
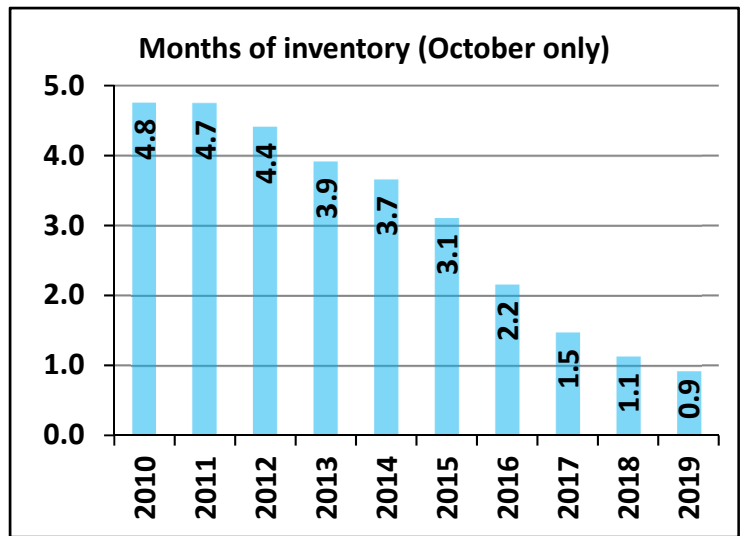
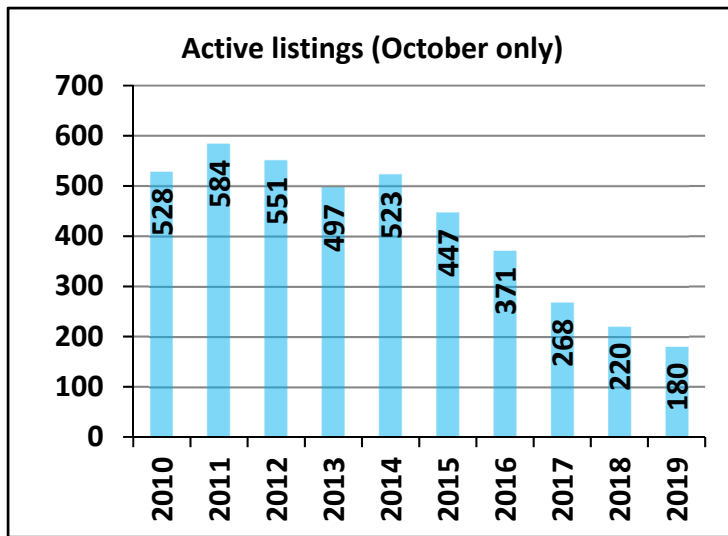
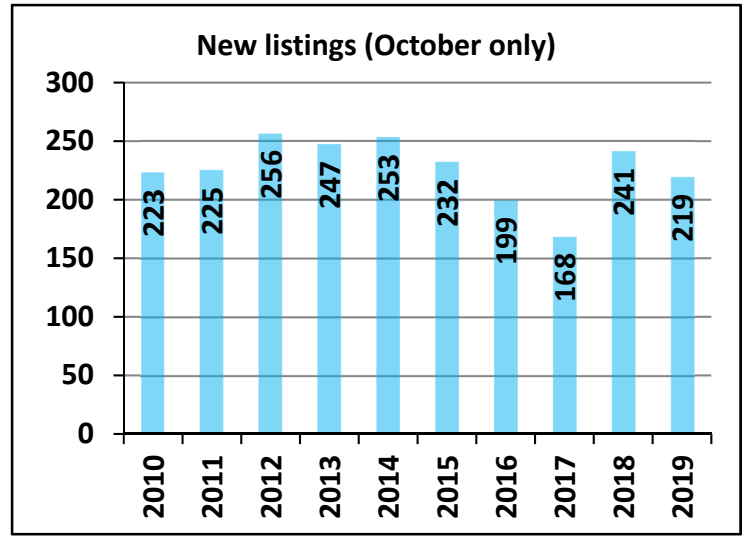
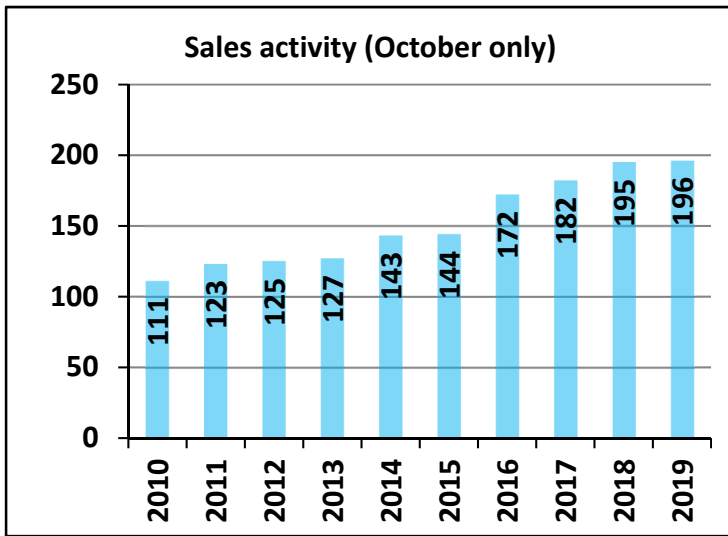
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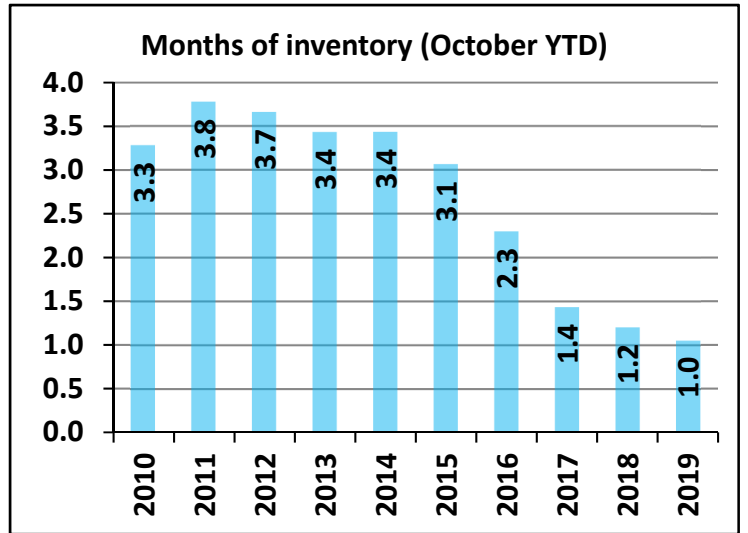
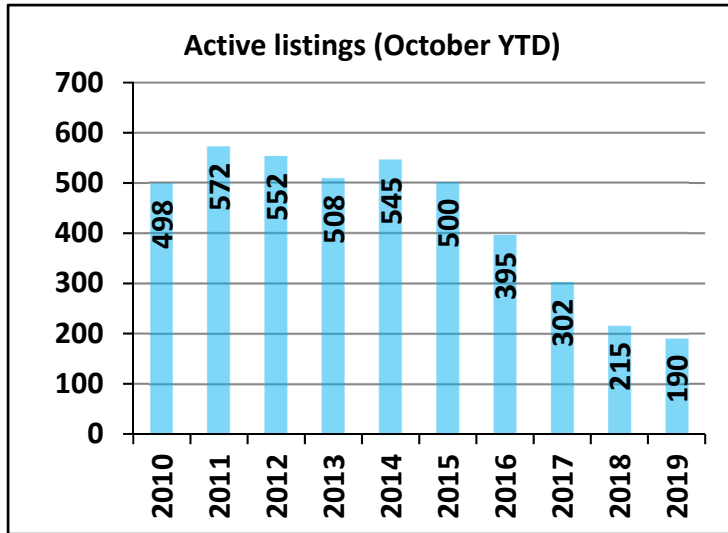
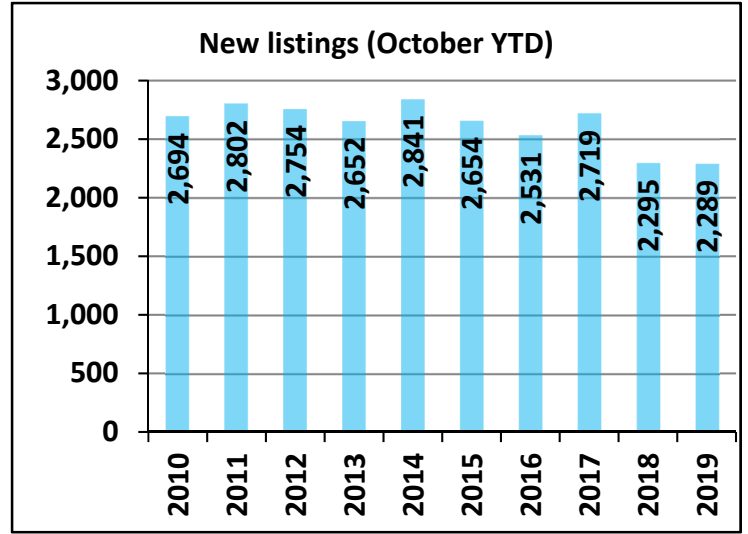
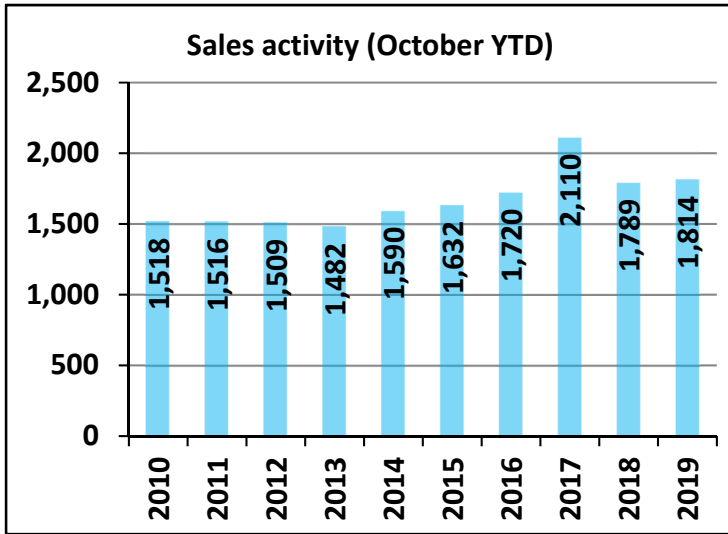
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	196	0.5	7.7	14.0	37.1	56.8	48.5
Dollar Volume	\$66,743,894	9.5	47.5	79.9	124.8	171.9	189.0
New Listings	219	-9.1	30.4	10.1	-13.4	-14.5	-1.4
Active Listings	180	-18.2	-32.8	-51.5	-65.6	-67.3	-58.9
Sales to New Listings Ratio¹	89.5	80.9	108.3	86.4	56.5	48.8	59.5
Months of Inventory²	0.9	1.1	1.5	2.2	3.7	4.4	3.3
Average Price	\$340,530	8.9	36.9	57.9	64.0	73.4	94.6

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	1,814	1.4	-14.0	5.5	14.1	20.2	13.6
Dollar Volume	\$602,499,345	13.8	10.7	59.3	82.5	98.1	107.6
New Listings	2,289	-0.3	-15.8	-9.6	-19.4	-16.9	-6.3
Active Listings³	190	-11.6	-37.1	-51.9	-65.1	-65.6	-58.5
Sales to New Listings Ratio⁴	79.2	78.0	77.6	68.0	56.0	54.8	65.4
Months of Inventory⁵	1.0	1.2	1.4	2.3	3.4	3.7	2.9
Average Price	\$332,139	12.3	28.7	51.0	60.0	64.8	82.7

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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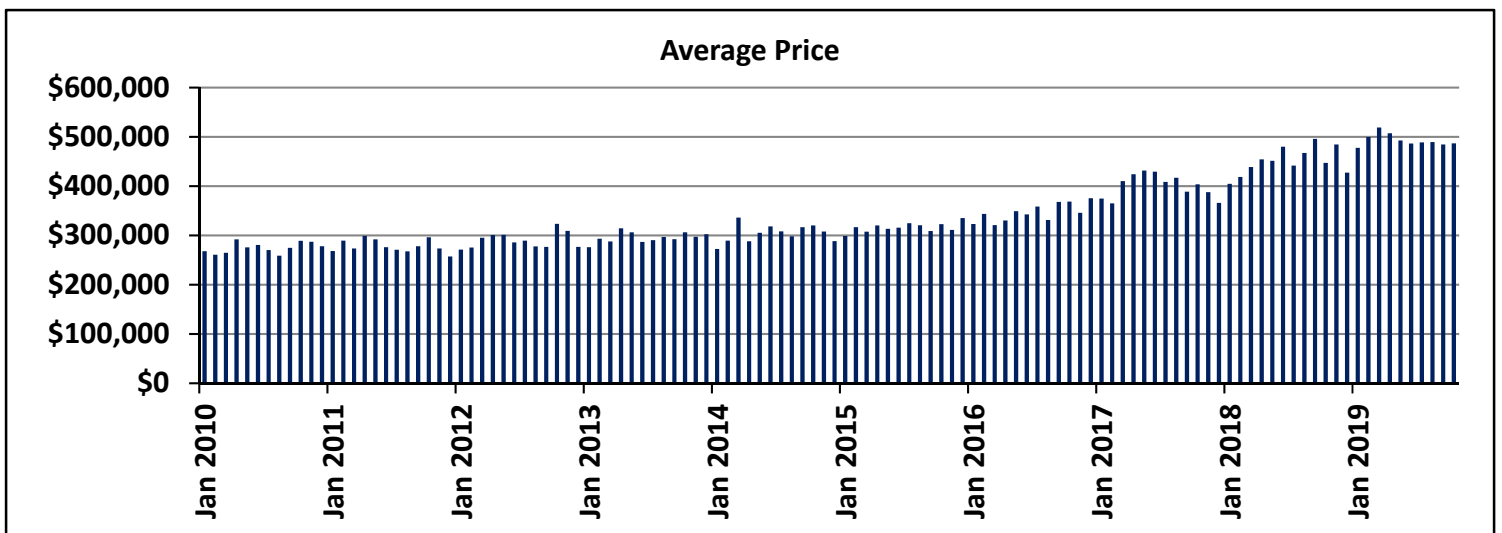
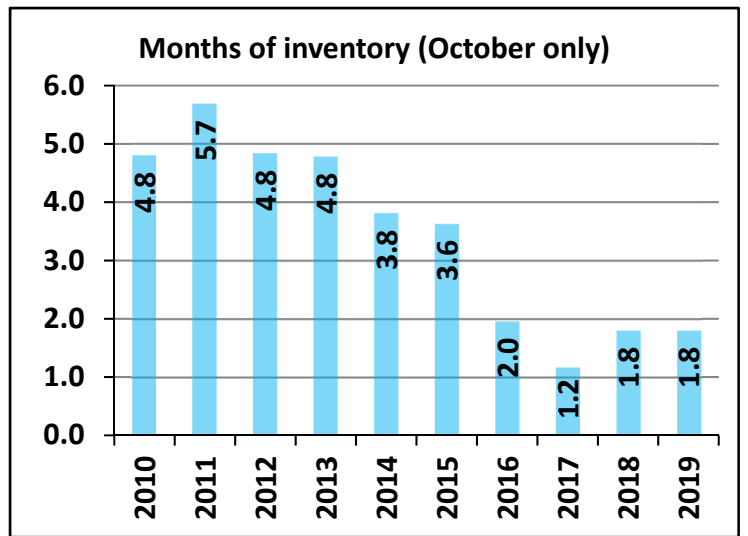
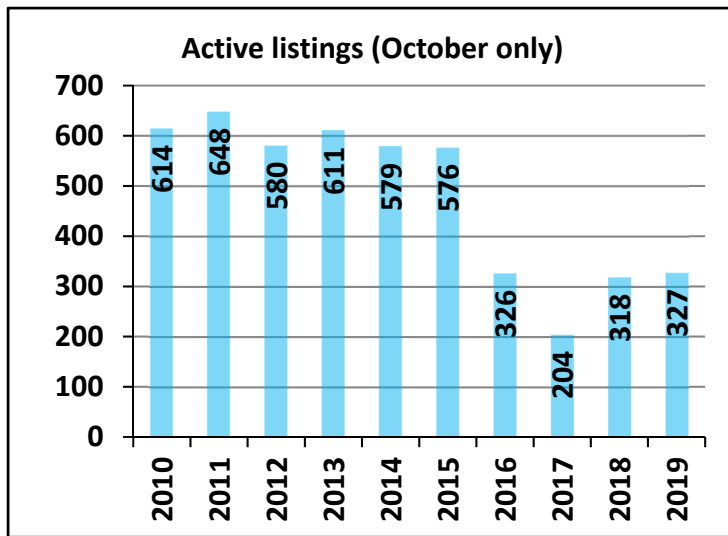
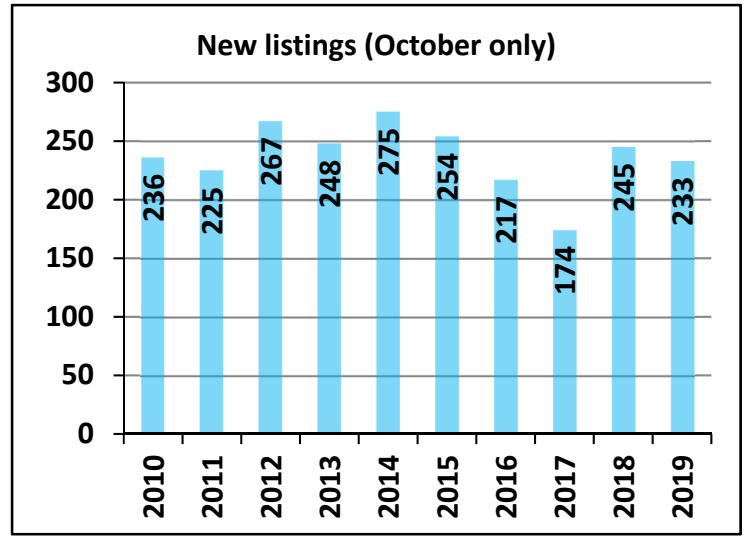
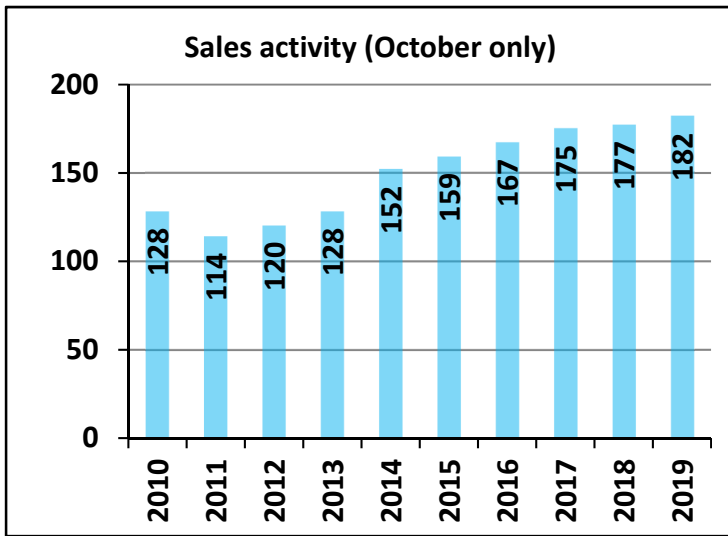
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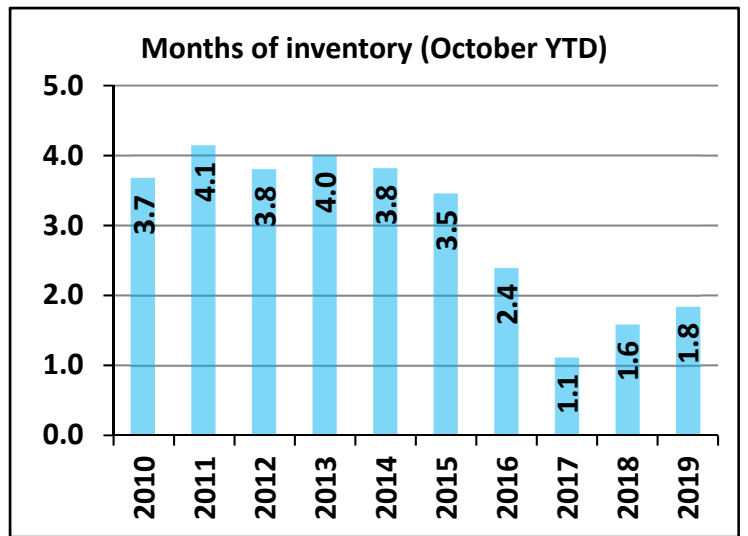
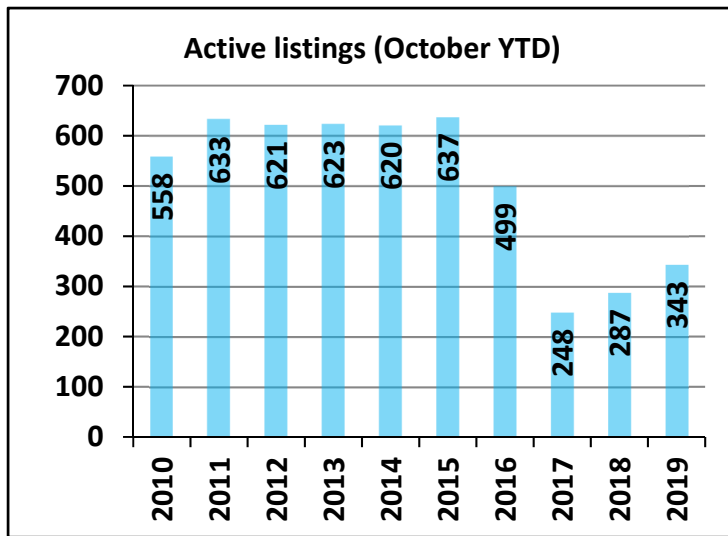
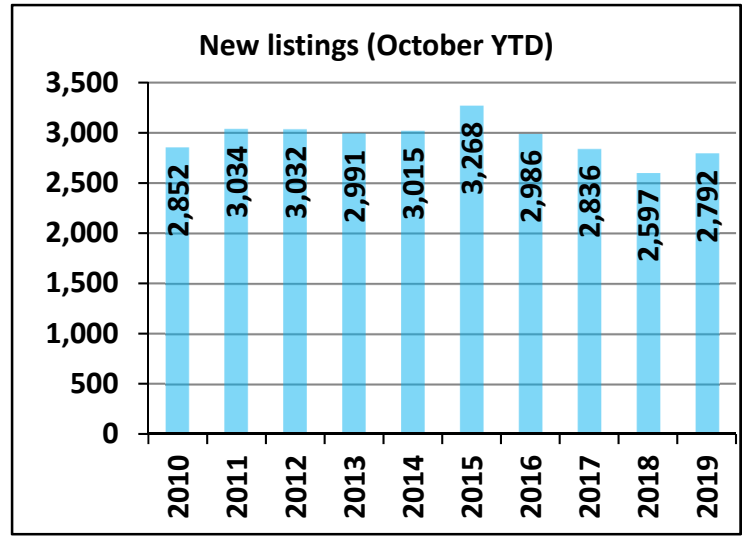
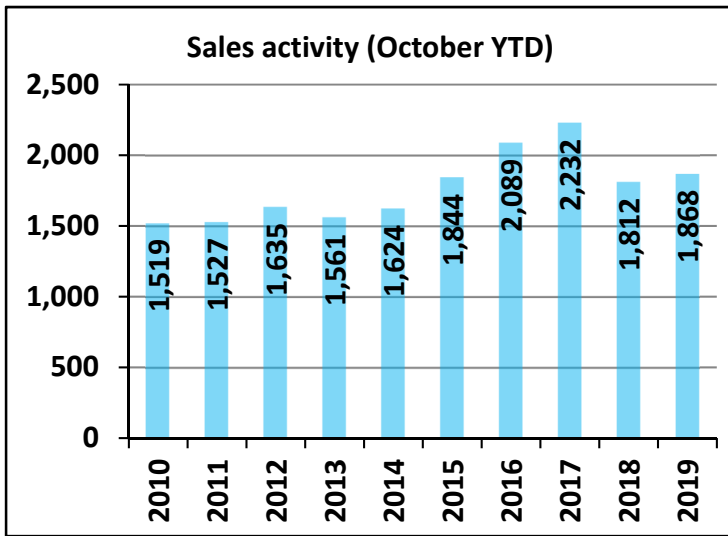
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	182	2.8	4.0	9.0	19.7	51.7	42.2
Dollar Volume	\$88,558,342	11.9	25.4	43.9	82.1	128.2	163.7
New Listings	233	-4.9	33.9	7.4	-15.3	-12.7	28.0
Active Listings	327	2.8	60.3	0.3	-43.5	-43.6	-14.8
Sales to New Listings Ratio¹	78.1	72.2	100.6	77.0	55.3	44.9	70.3
Months of Inventory²	1.8	1.8	1.2	2.0	3.8	4.8	3.0
Average Price	\$486,584	8.8	20.5	32.1	52.0	50.5	85.5

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	1,868	3.1	-16.3	-10.6	15.0	14.3	26.0
Dollar Volume	\$921,997,873	12.2	0.6	28.4	84.8	94.2	144.2
New Listings	2,792	7.5	-1.6	-6.5	-7.4	-7.9	15.9
Active Listings³	343	19.5	38.3	-31.3	-44.7	-44.8	-28.1
Sales to New Listings Ratio⁴	66.9	69.8	78.7	70.0	53.9	53.9	61.5
Months of Inventory⁵	1.8	1.6	1.1	2.4	3.8	3.8	3.2
Average Price	\$493,575	8.8	20.2	43.6	60.7	70.0	93.8

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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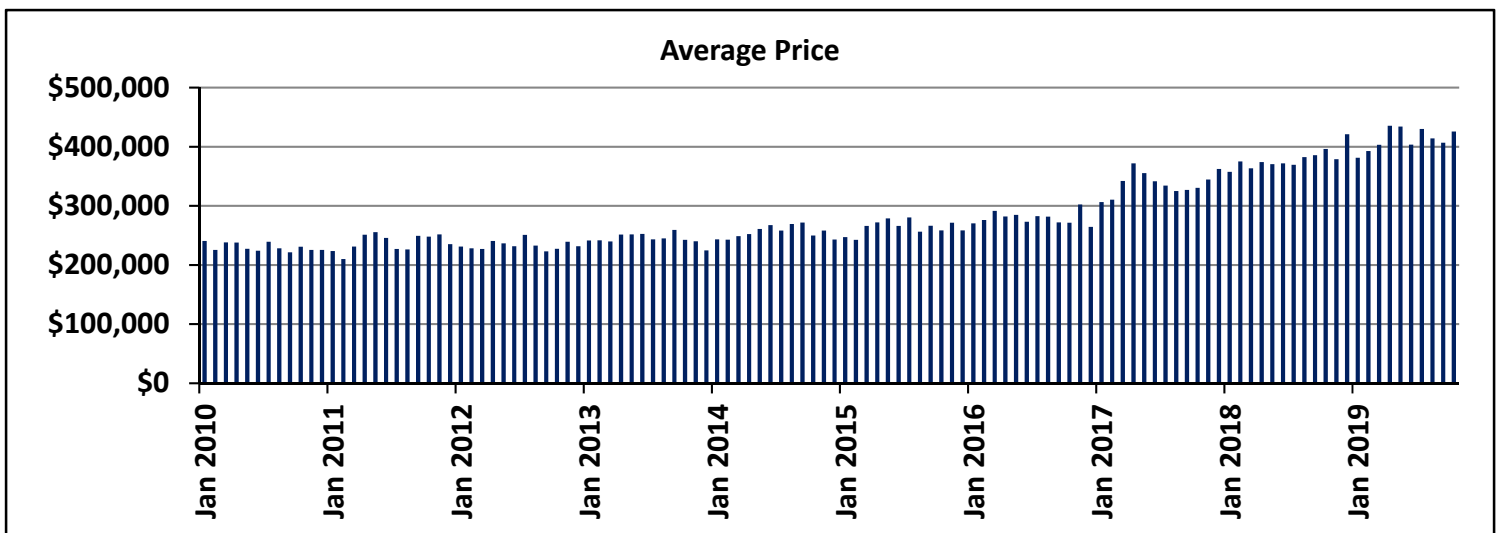
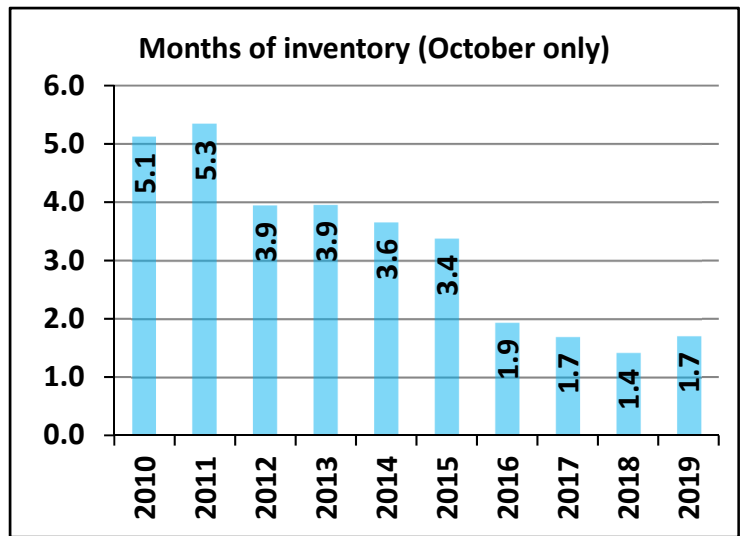
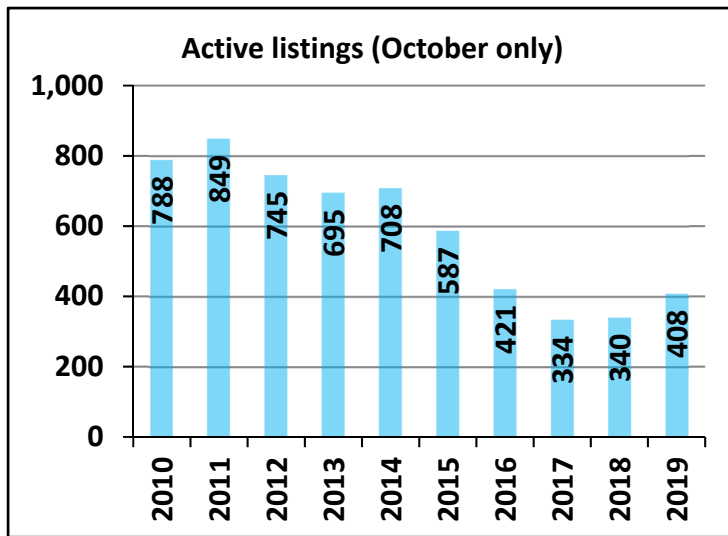
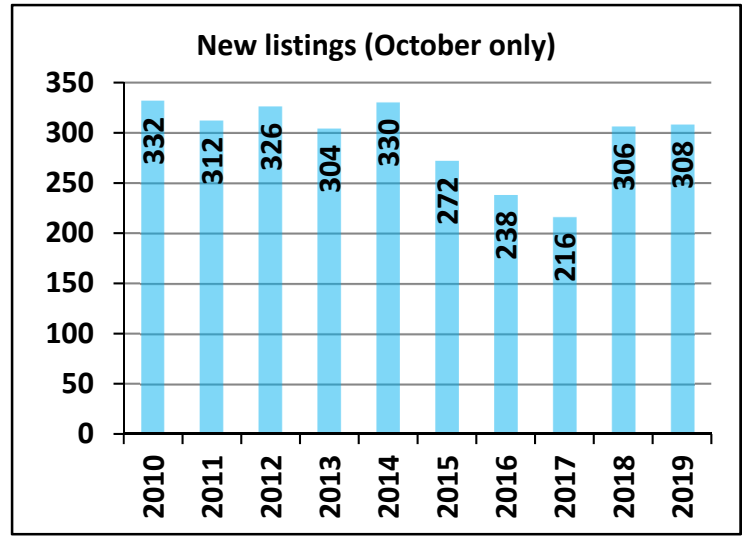
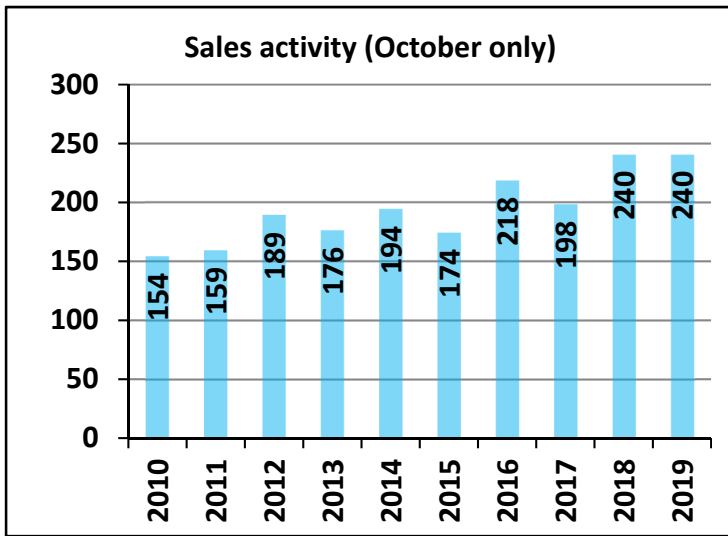
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⁵ Average active listings from January to current month / average sales from January to current month

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

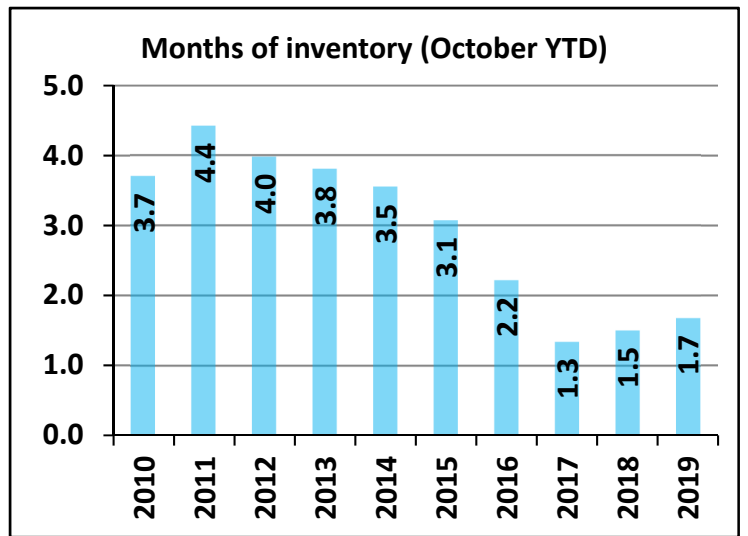
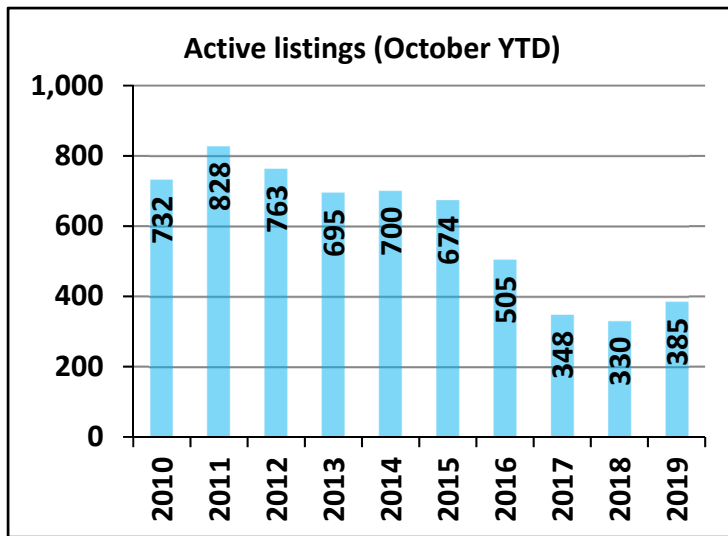
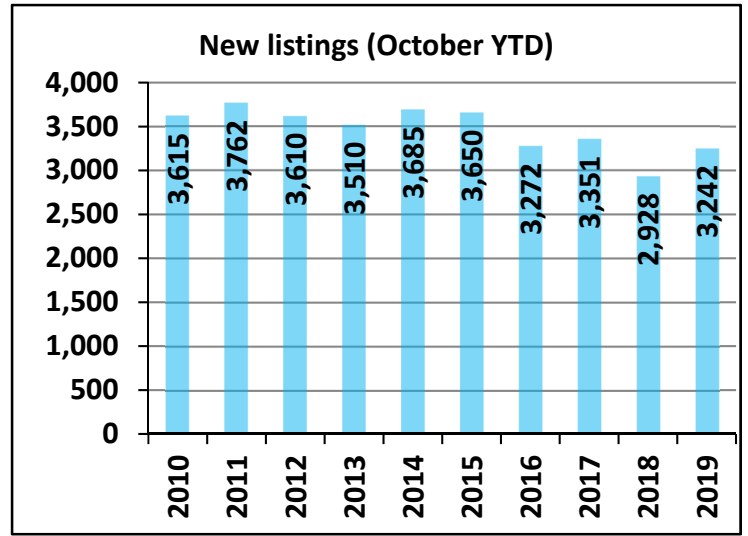
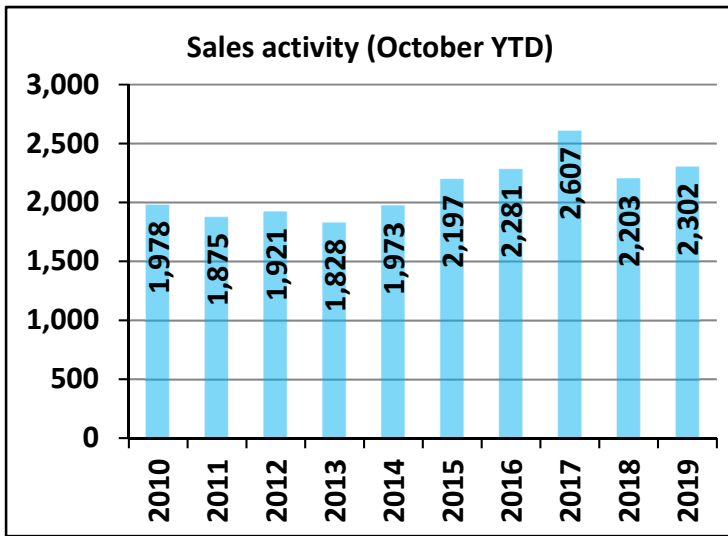
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	240	0.0	21.2	10.1	23.7	27.0	23.7
Dollar Volume	\$102,151,506	7.4	56.2	72.7	110.9	137.7	140.0
New Listings	308	0.7	42.6	29.4	-6.7	-5.5	-1.9
Active Listings	408	20.0	22.2	-3.1	-42.4	-45.2	-35.0
Sales to New Listings Ratio¹	77.9	78.4	91.7	91.6	58.8	58.0	61.8
Months of Inventory²	1.7	1.4	1.7	1.9	3.6	3.9	3.2
Average Price	\$425,631	7.4	28.9	56.8	70.5	87.2	94.0

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	2,302	4.5	-11.7	0.9	16.7	19.8	18.5
Dollar Volume	\$957,428,175	15.8	8.3	50.5	88.4	113.5	130.2
New Listings	3,242	10.7	-3.3	-0.9	-12.0	-10.2	-1.3
Active Listings³	385	16.7	10.6	-23.8	-45.0	-49.5	-45.8
Sales to New Listings Ratio⁴	71.0	75.2	77.8	69.7	53.5	53.2	59.1
Months of Inventory⁵	1.7	1.5	1.3	2.2	3.5	4.0	3.7
Average Price	\$415,911	10.8	22.6	49.2	61.5	78.2	94.3

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

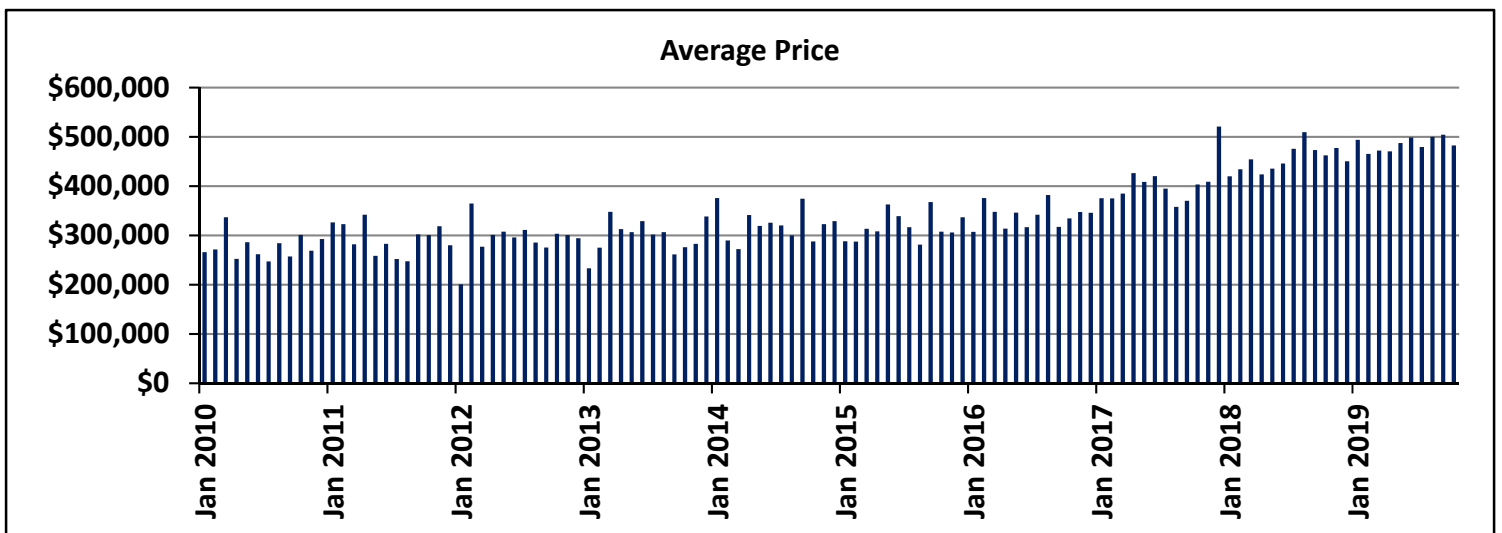
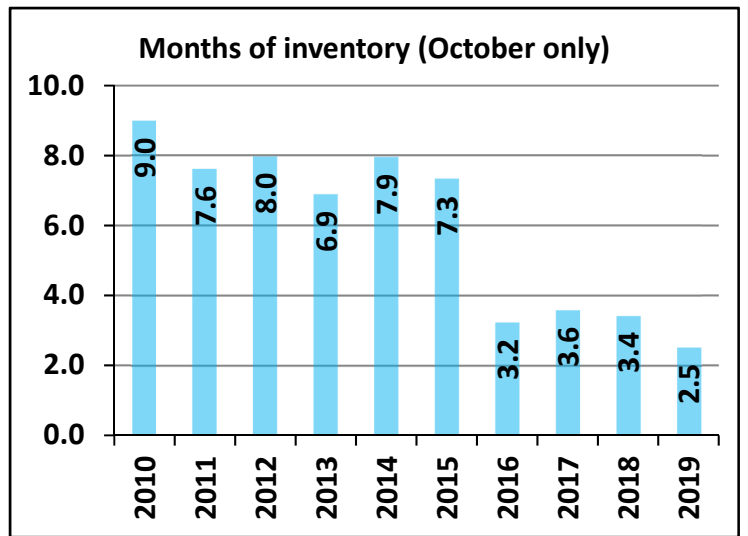
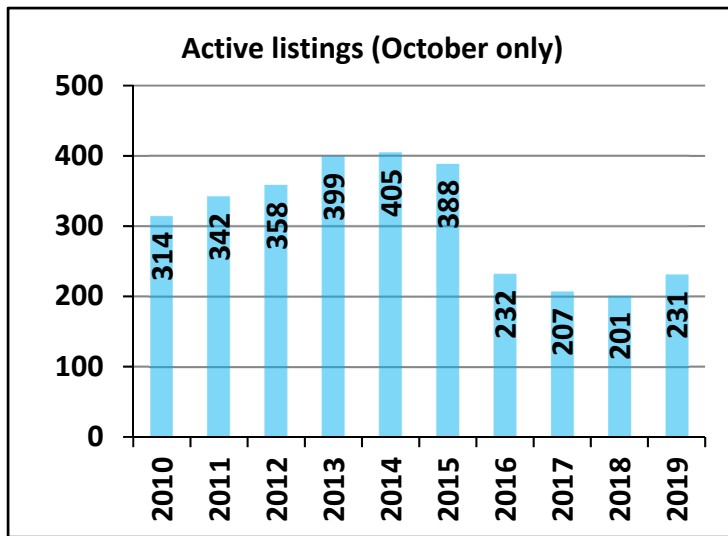
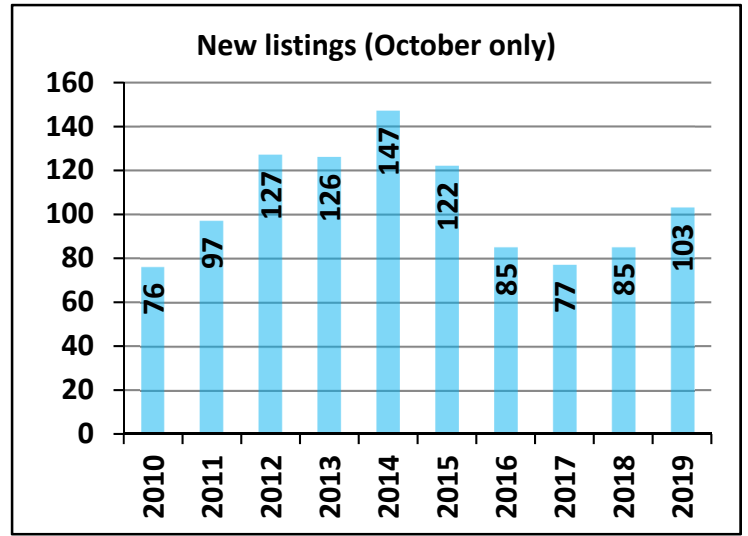
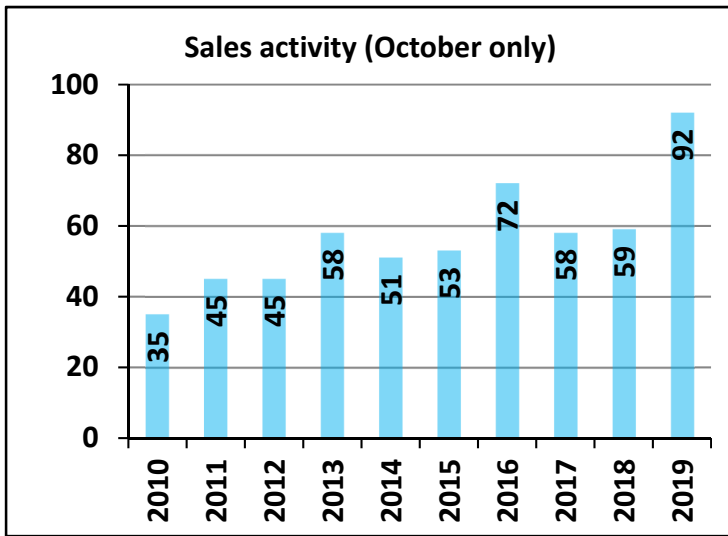
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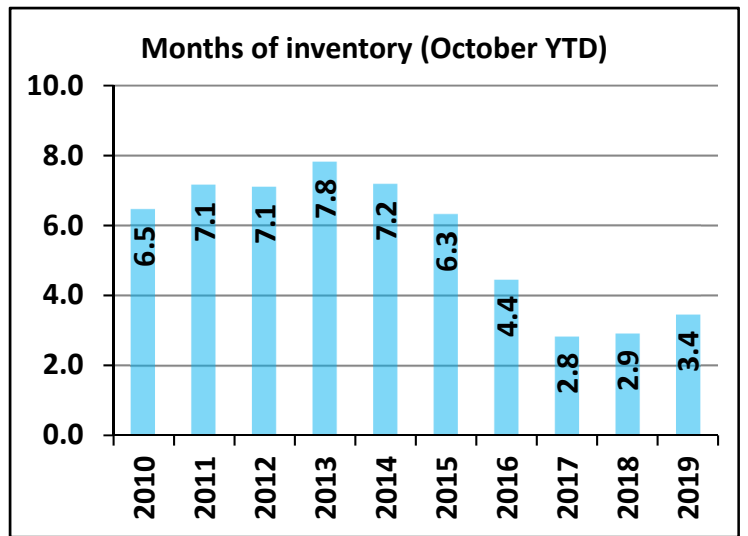
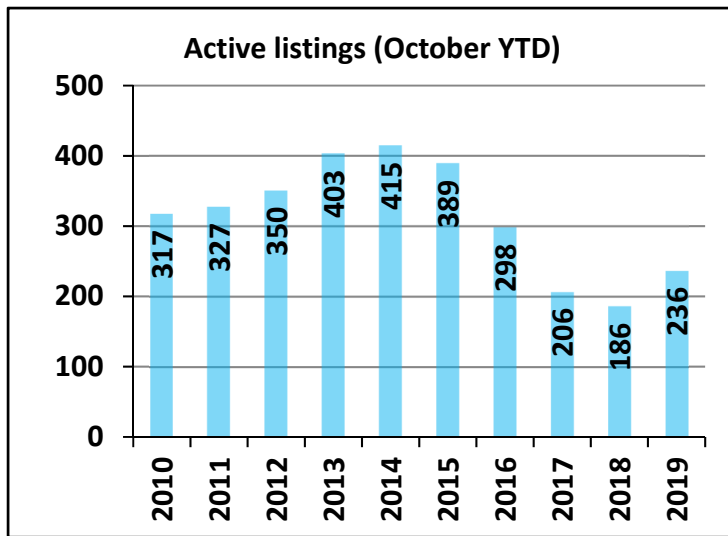
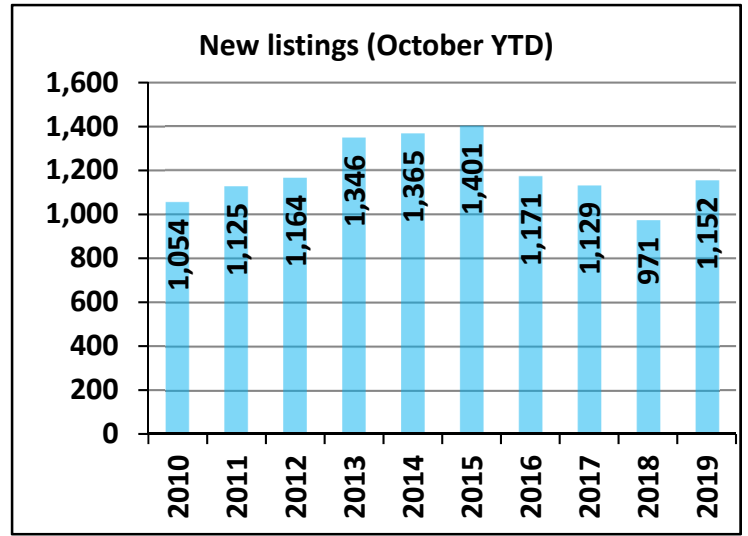
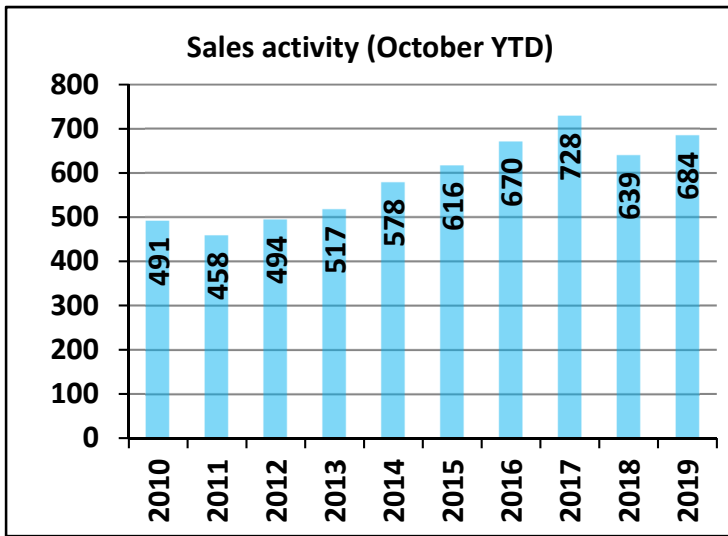
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	92	55.9	58.6	27.8	80.4	104.4	104.4
Dollar Volume	\$44,396,338	62.7	89.8	84.4	202.8	225.4	278.3
New Listings	103	21.2	33.8	21.2	-29.9	-18.9	2.0
Active Listings	231	14.9	11.6	-0.4	-43.0	-35.5	-33.0
Sales to New Listings Ratio¹	89.3	69.4	75.3	84.7	34.7	35.4	44.6
Months of Inventory²	2.5	3.4	3.6	3.2	7.9	8.0	7.7
Average Price	\$482,569	4.4	19.6	44.3	67.8	59.1	85.0

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	684	7.0	-6.0	2.1	18.3	38.5	53.4
Dollar Volume	\$332,229,438	14.4	15.5	47.2	80.3	128.0	185.1
New Listings	1,152	18.6	2.0	-1.6	-15.6	-1.0	10.8
Active Listings³	236	26.9	14.6	-20.8	-43.1	-32.6	-32.4
Sales to New Listings Ratio⁴	59.4	65.8	64.5	57.2	42.3	42.4	42.9
Months of Inventory⁵	3.4	2.9	2.8	4.4	7.2	7.1	7.8
Average Price	\$485,716	6.8	22.9	44.2	52.4	64.7	85.9

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

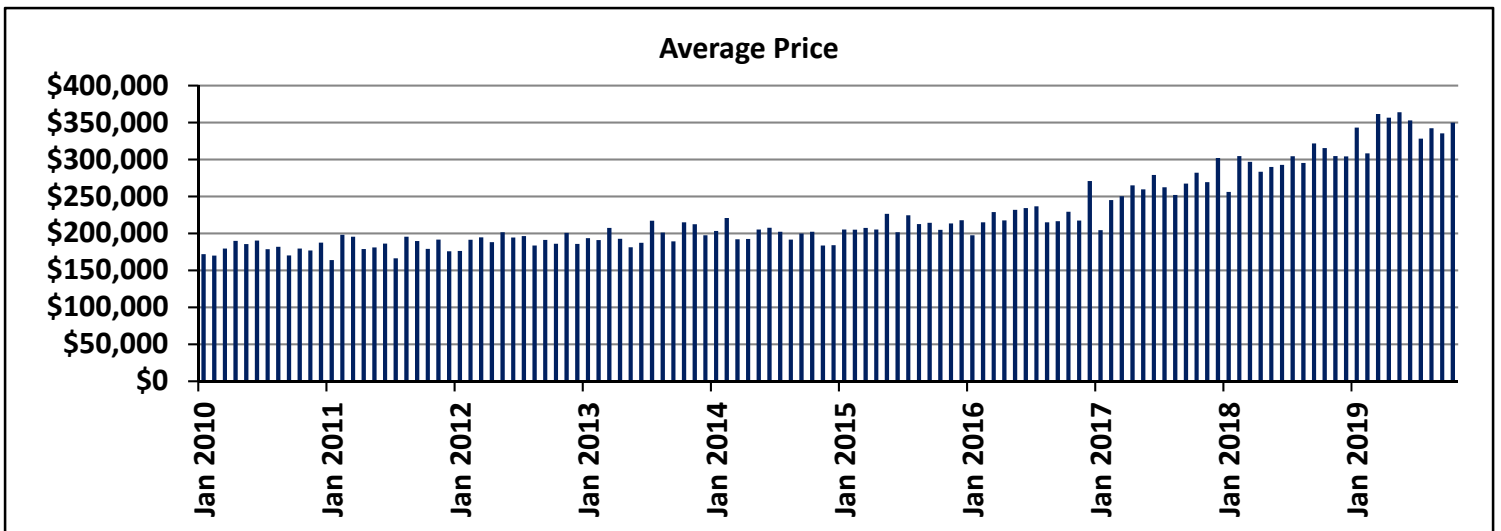
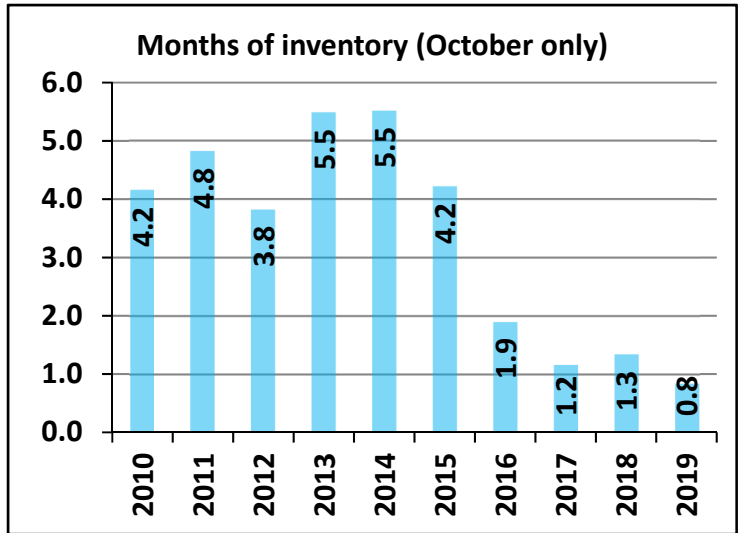
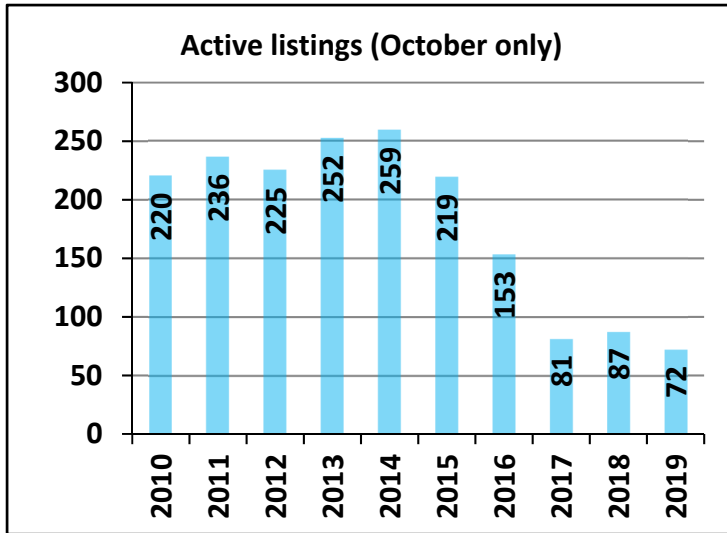
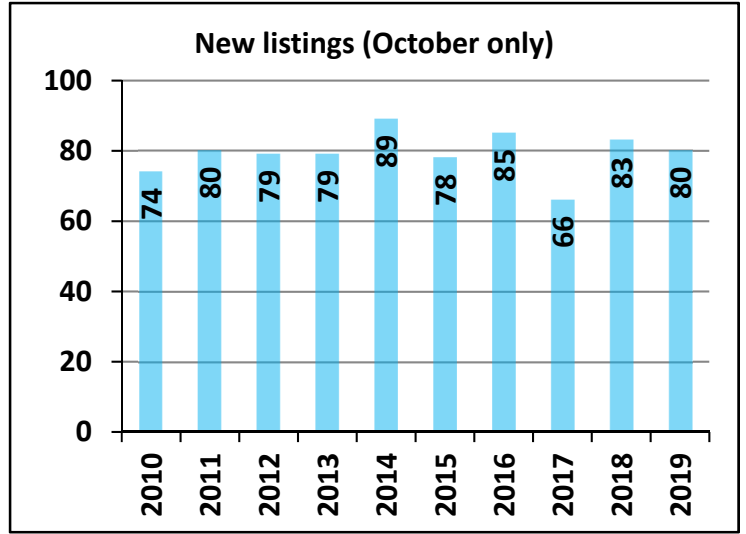
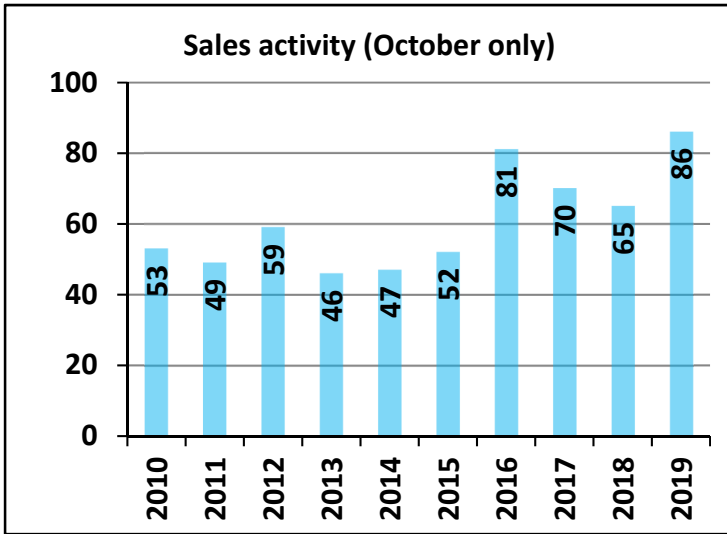
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

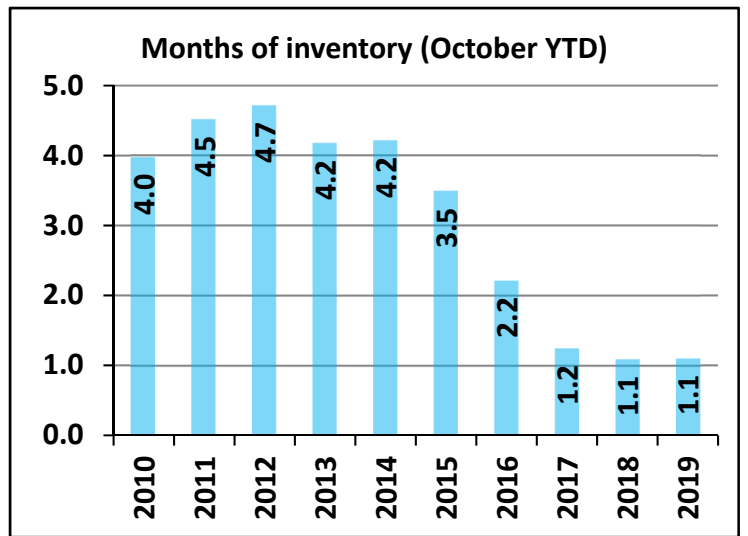
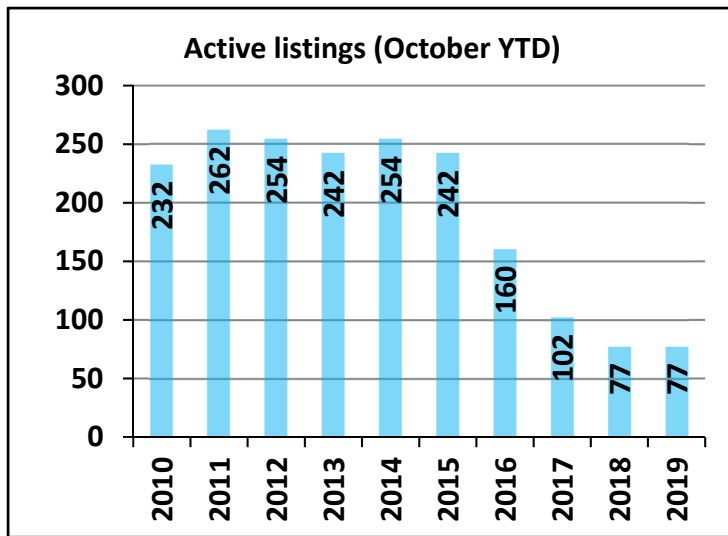
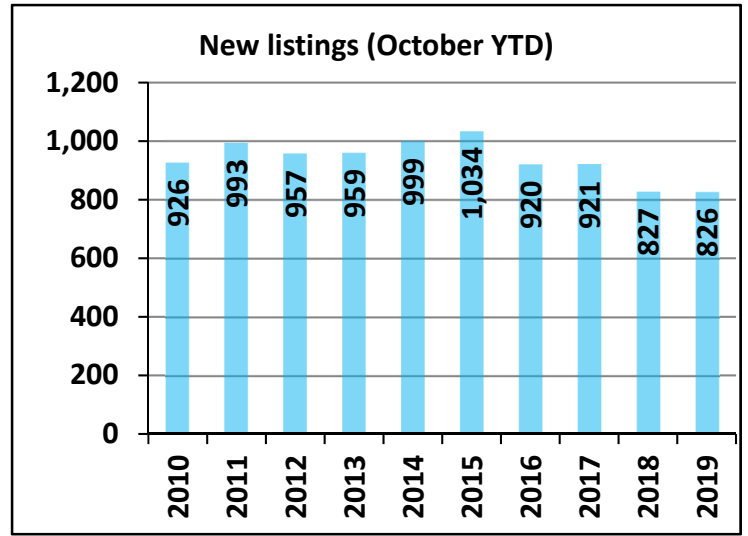
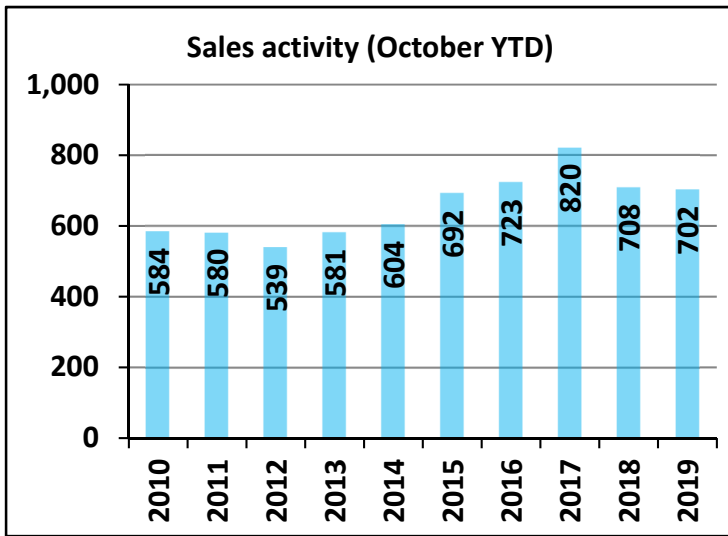
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	86	32.3	22.9	6.2	83.0	45.8	62.3
Dollar Volume	\$30,090,954	46.7	52.4	62.1	216.5	174.2	179.1
New Listings	80	-3.6	21.2	-5.9	-10.1	1.3	2.6
Active Listings	72	-17.2	-11.1	-52.9	-72.2	-68.0	-67.9
Sales to New Listings Ratio¹	107.5	78.3	106.1	95.3	52.8	74.7	67.9
Months of Inventory²	0.8	1.3	1.2	1.9	5.5	3.8	4.2
Average Price	\$349,895	10.9	24.0	52.7	73.0	88.1	72.0

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	702	-0.8	-14.4	-2.9	16.2	30.2	16.4
Dollar Volume	\$242,952,227	15.3	14.3	49.2	100.1	136.1	120.3
New Listings	826	-0.1	-10.3	-10.2	-17.3	-13.7	-13.9
Active Listings³	77	0.0	-24.5	-51.9	-69.7	-69.7	-73.6
Sales to New Listings Ratio⁴	85.0	85.6	89.0	78.6	60.5	56.3	62.9
Months of Inventory⁵	1.1	1.1	1.2	2.2	4.2	4.7	4.8
Average Price	\$346,086	16.3	33.5	53.7	72.1	81.3	89.3

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

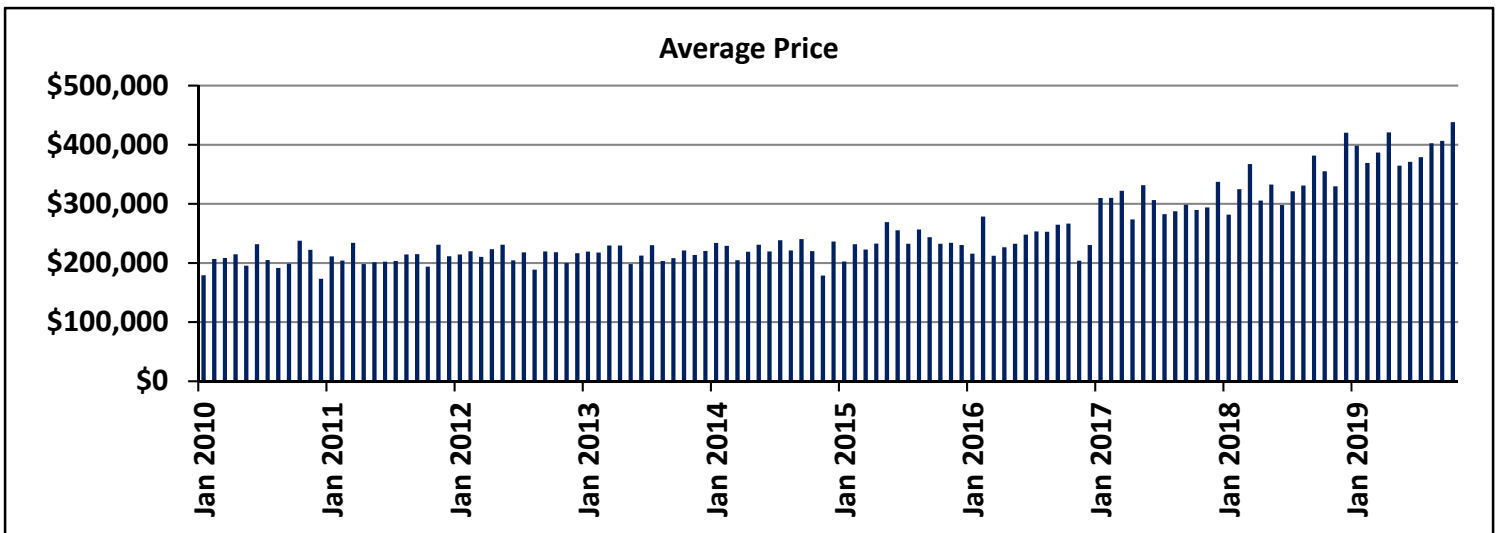
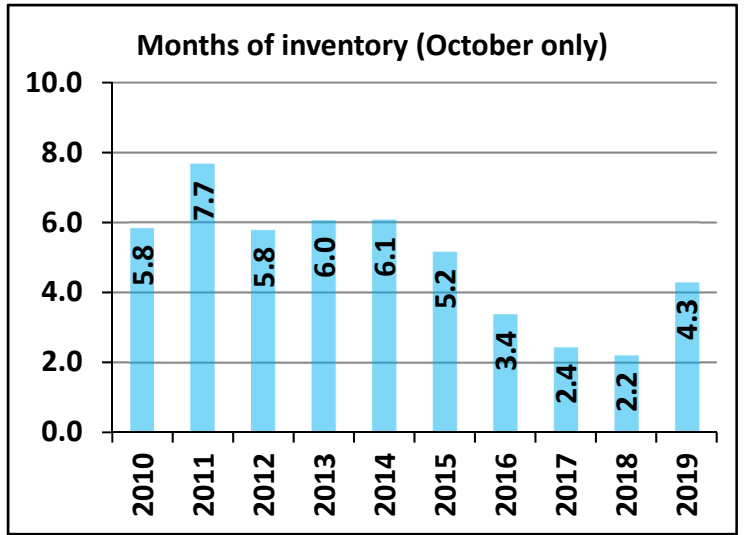
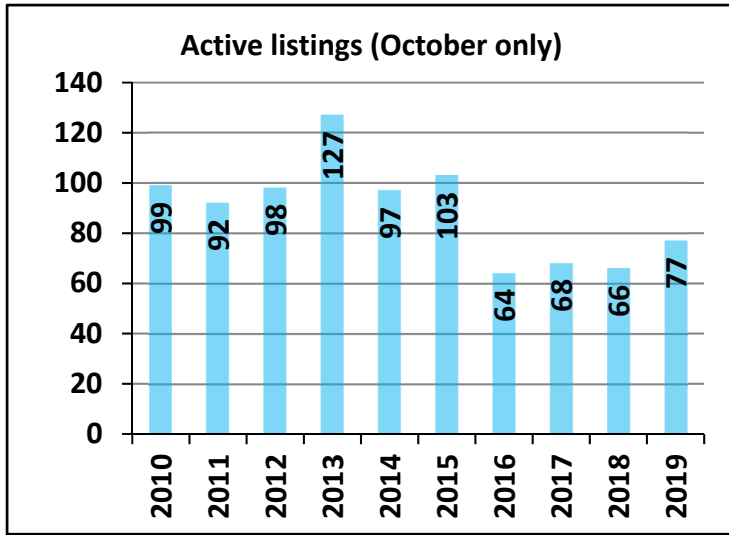
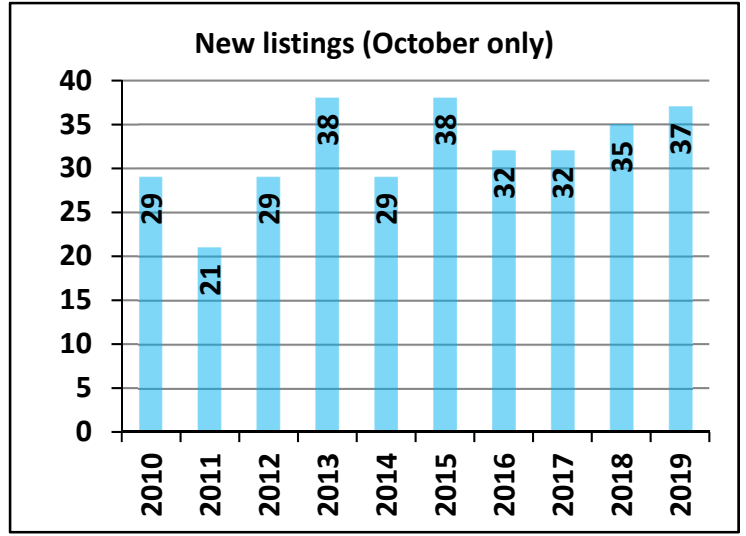
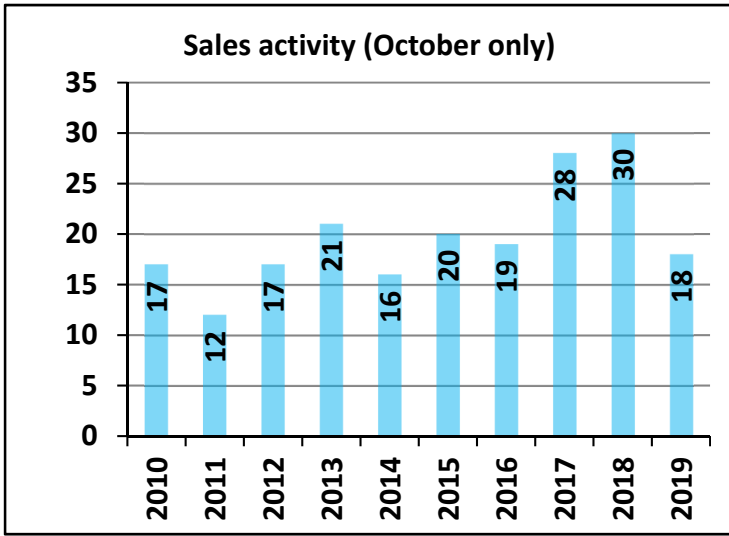
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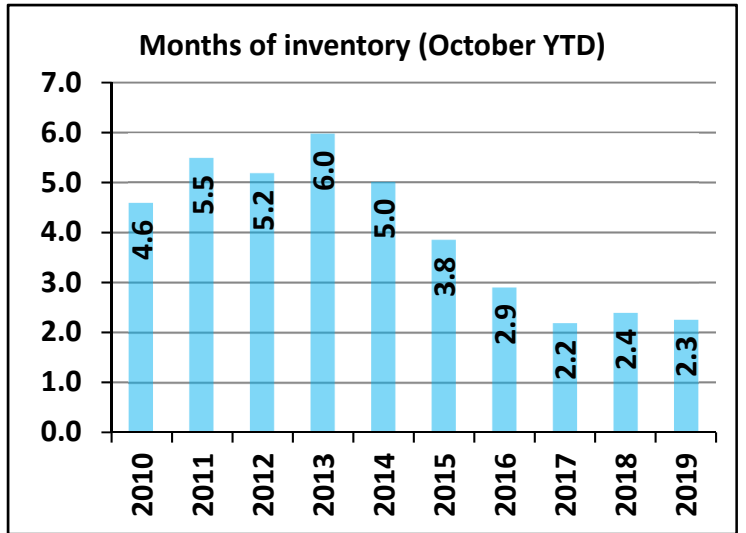
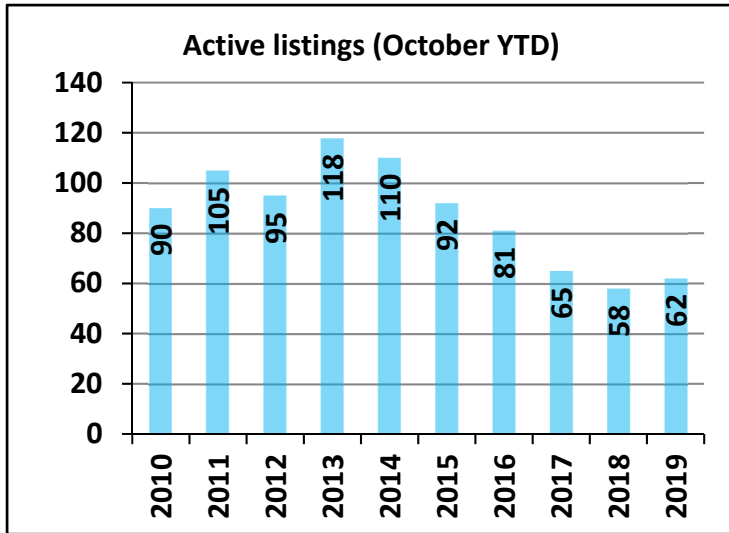
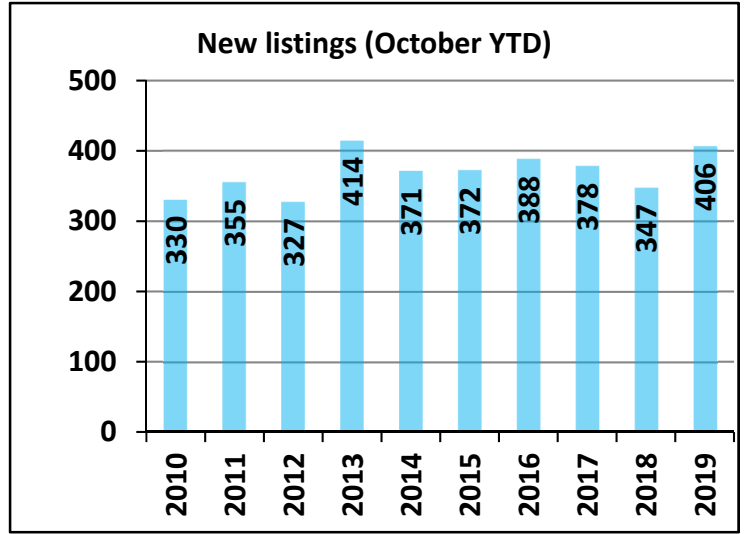
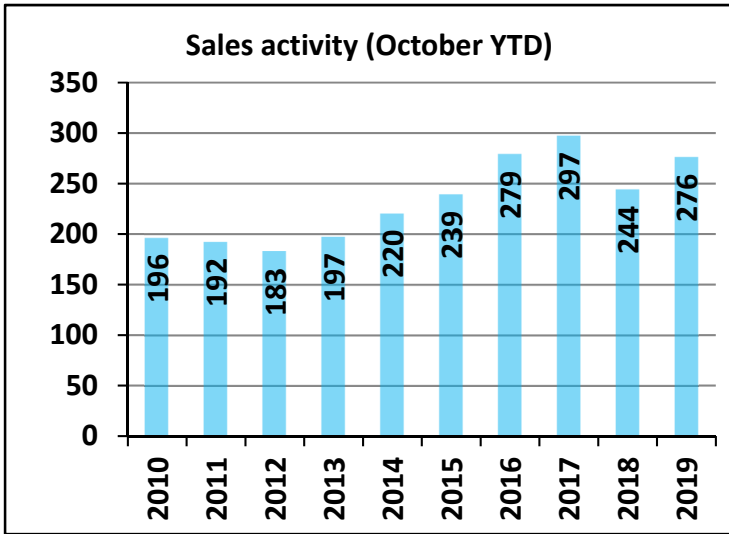
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	18	-40.0	-35.7	-5.3	12.5	5.9	-5.3
Dollar Volume	\$7,884,337	-25.9	-2.7	55.8	124.0	112.8	41.0
New Listings	37	5.7	15.6	15.6	27.6	27.6	68.2
Active Listings	77	16.7	13.2	20.3	-20.6	-21.4	-16.3
Sales to New Listings Ratio¹	48.6	85.7	87.5	59.4	55.2	58.6	86.4
Months of Inventory²	4.3	2.2	2.4	3.4	6.1	5.8	4.8
Average Price	\$438,019	23.4	51.3	64.4	99.1	101.0	48.8

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	276	13.1	-7.1	-1.1	25.5	50.8	37.3
Dollar Volume	\$107,912,865	34.8	19.7	57.6	117.4	173.0	159.9
New Listings	406	17.0	7.4	4.6	9.4	24.2	24.9
Active Listings³	62	6.9	-4.6	-23.5	-43.6	-34.7	-44.6
Sales to New Listings Ratio⁴	68.0	70.3	78.6	71.9	59.3	56.0	61.8
Months of Inventory⁵	2.3	2.4	2.2	2.9	5.0	5.2	5.6
Average Price	\$390,989	19.2	28.8	59.4	73.3	81.0	89.3

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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