



Residential Market Activity

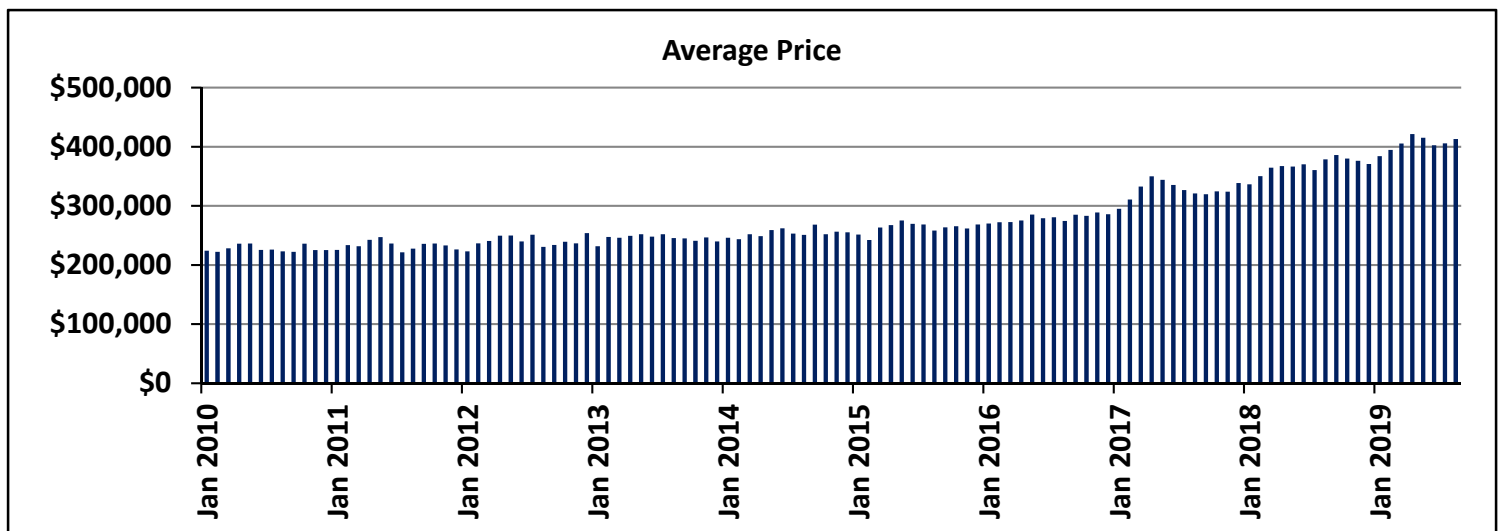
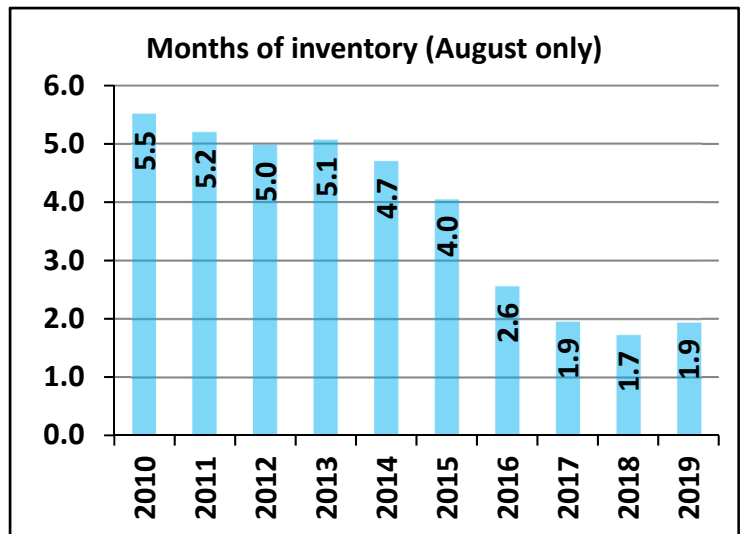
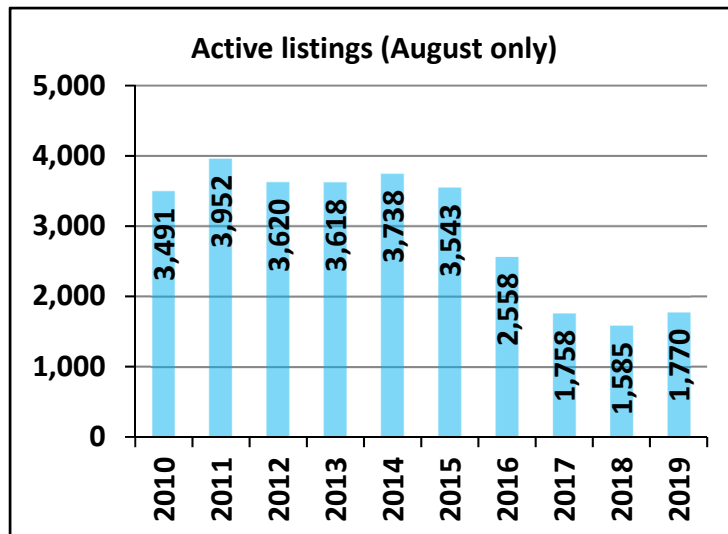
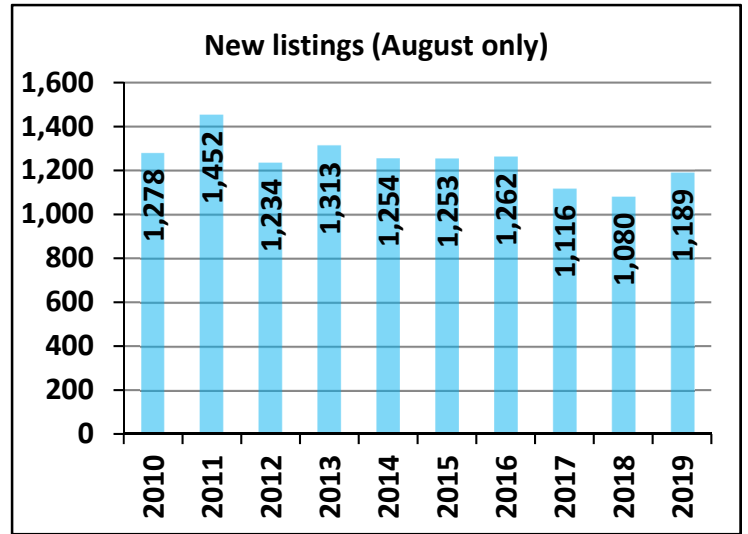
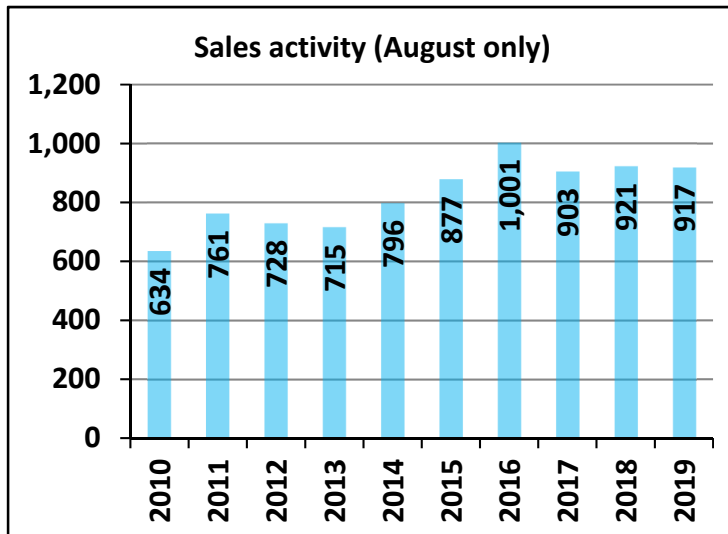
August 2019



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

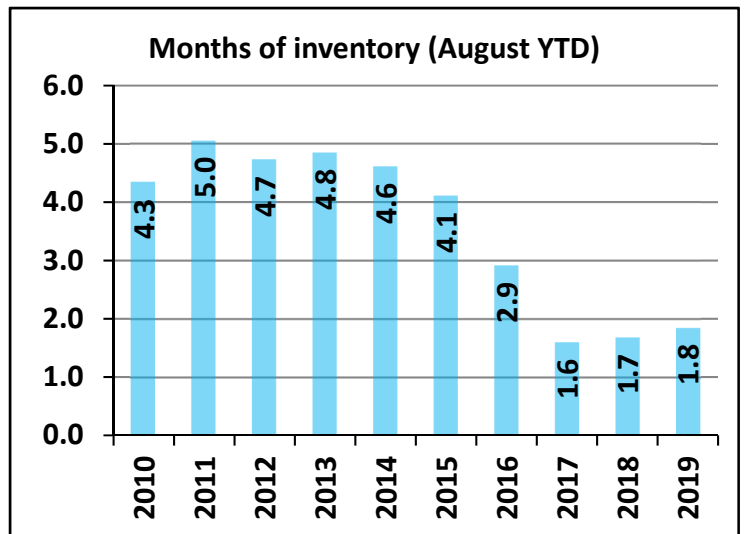
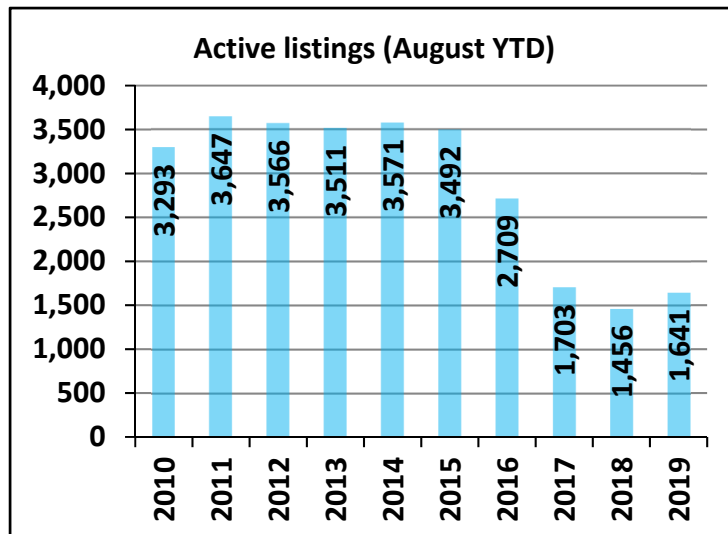
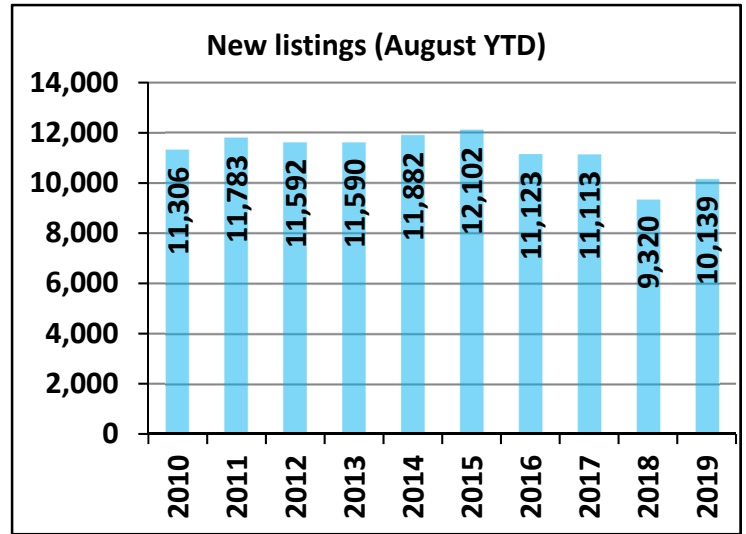
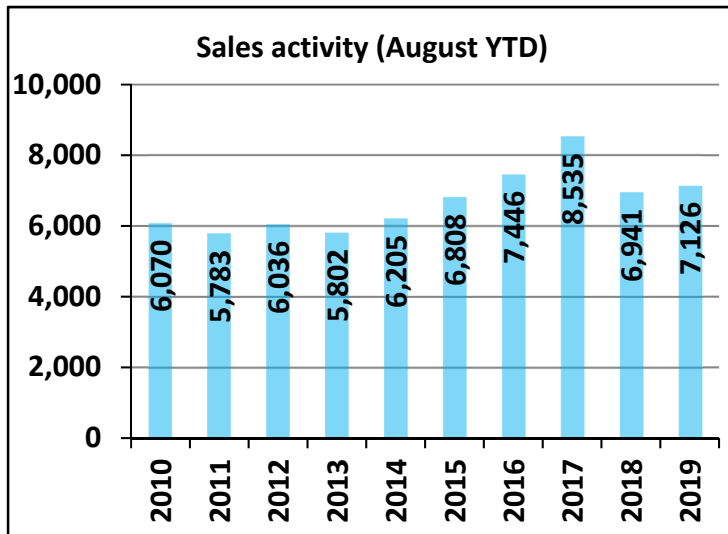
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	917	-0.4	1.6	-8.4	15.2	26.0	21.9
Dollar Volume	\$378,730,488	8.6	30.7	37.9	89.6	125.7	137.5
New Listings	1,189	10.1	6.5	-5.8	-5.2	-3.6	4.7
Active Listings	1,770	11.7	0.7	-30.8	-52.6	-51.1	-42.0
Sales to New Listings Ratio¹	77.1	85.3	80.9	79.3	63.5	59.0	66.2
Months of Inventory²	1.9	1.7	1.9	2.6	4.7	5.0	4.1
Average Price	\$413,010	9.1	28.7	50.5	64.6	79.2	94.8

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	7,126	2.7	-16.5	-4.3	14.8	18.1	23.8
Dollar Volume	\$2,902,823,719	14.8	2.7	40.7	84.8	99.1	136.0
New Listings	10,139	8.8	-8.8	-8.8	-14.7	-12.5	-0.9
Active Listings³	1,641	12.7	-3.6	-39.4	-54.0	-54.0	-50.8
Sales to New Listings Ratio⁴	70.3	74.5	76.8	66.9	52.2	52.1	56.3
Months of Inventory⁵	1.8	1.7	1.6	2.9	4.6	4.7	4.6
Average Price	\$407,357	11.8	23.0	47.0	60.9	68.7	90.6

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

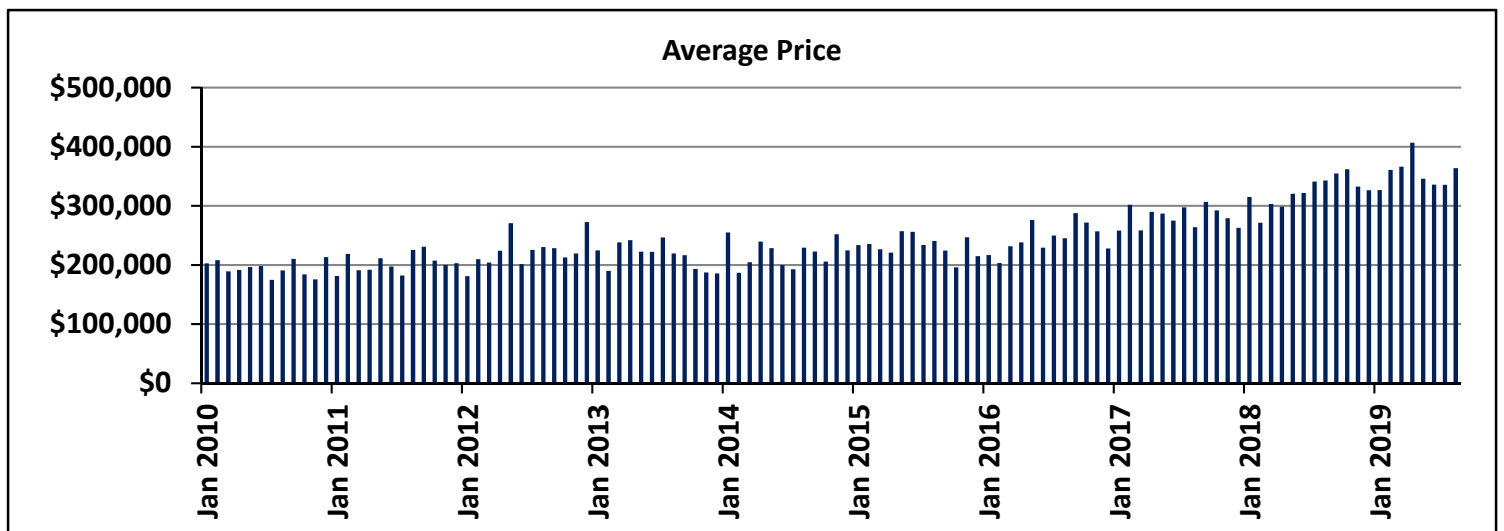
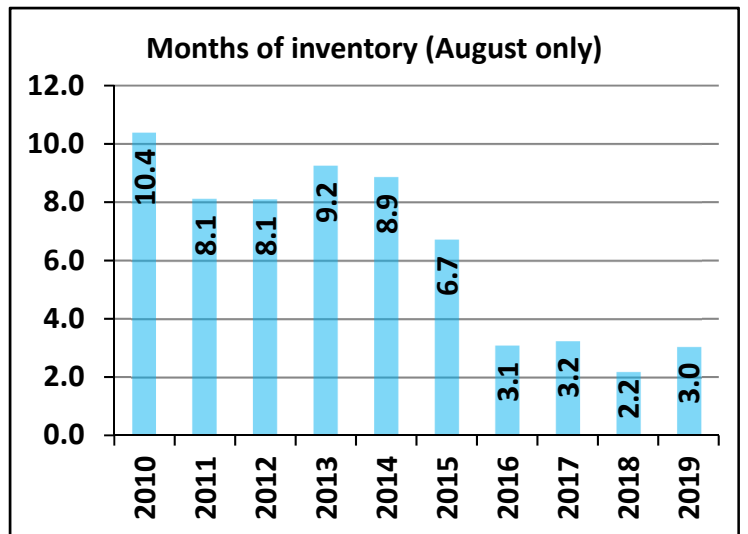
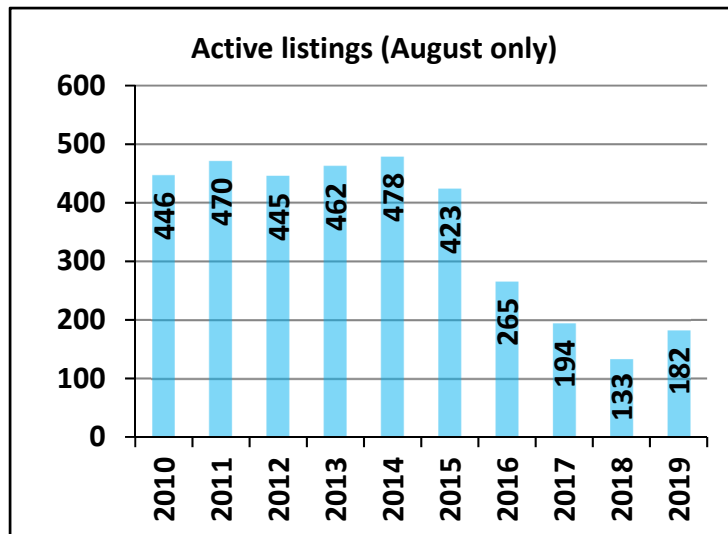
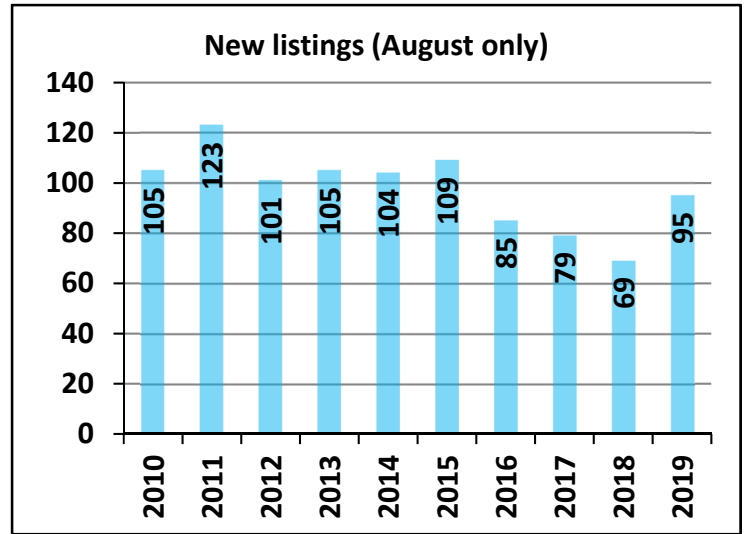
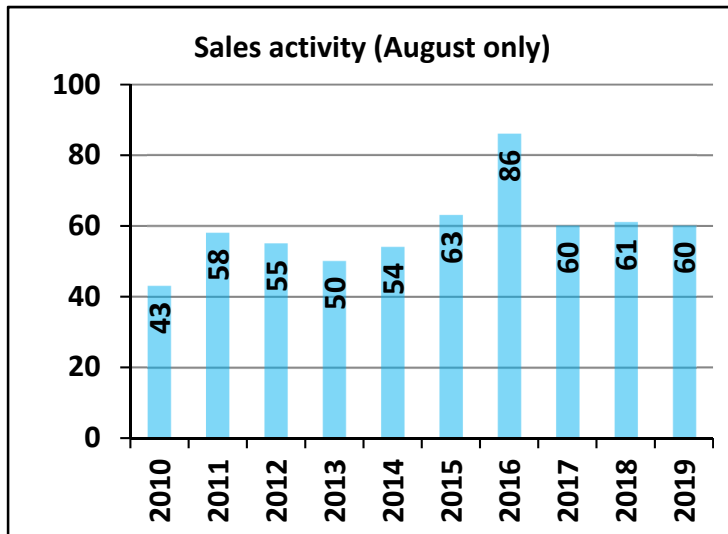
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

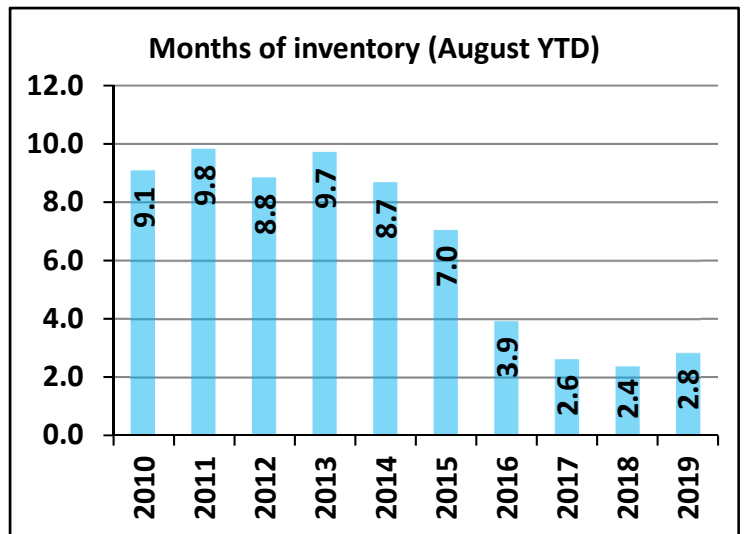
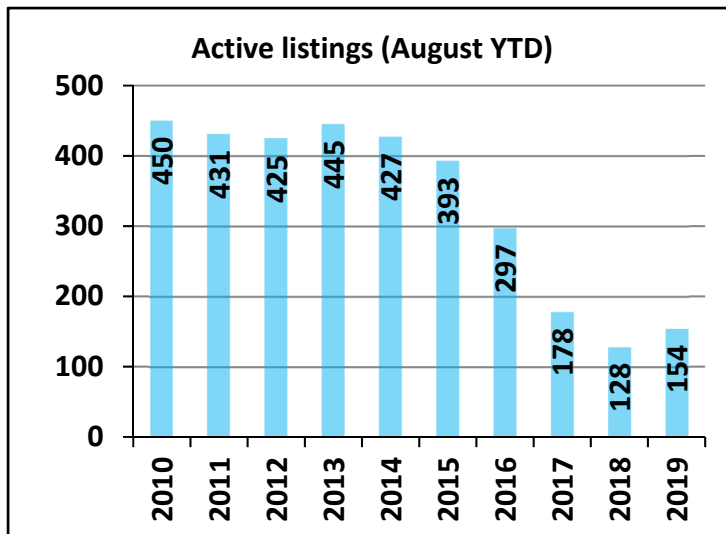
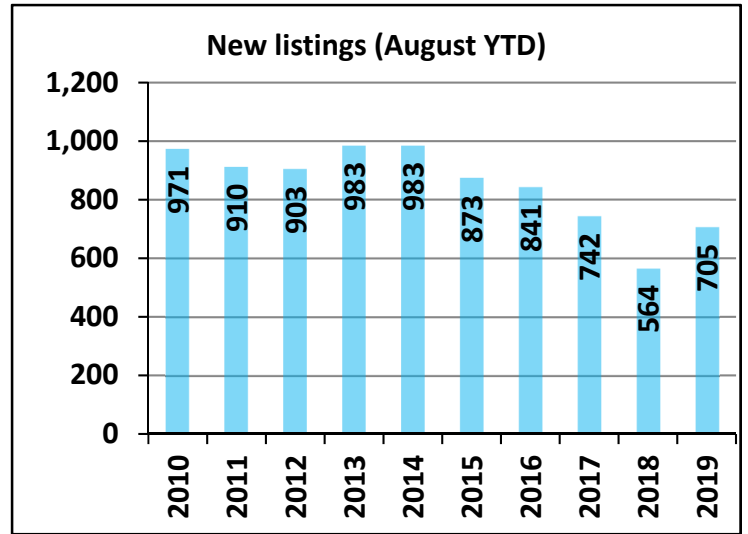
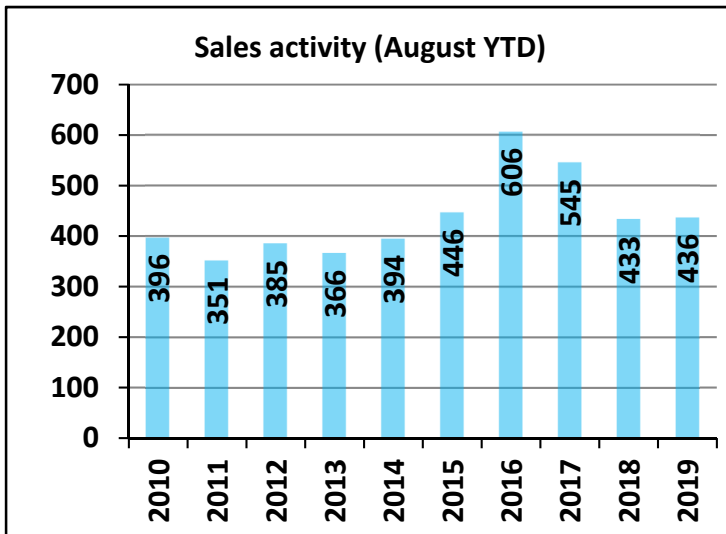
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	60	-1.6	0.0	-30.2	11.1	9.1	-1.6
Dollar Volume	\$21,824,961	4.3	37.8	3.6	76.4	72.4	76.4
New Listings	95	37.7	20.3	11.8	-8.7	-5.9	-18.1
Active Listings	182	36.8	-6.2	-31.3	-61.9	-59.1	-62.7
Sales to New Listings Ratio¹	63.2	88.4	75.9	101.2	51.9	54.5	52.6
Months of Inventory²	3.0	2.2	3.2	3.1	8.9	8.1	8.0
Average Price	\$363,749	6.1	37.8	48.5	58.8	58.0	79.4

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	436	0.7	-20.0	-28.1	10.7	13.2	17.2
Dollar Volume	\$154,868,598	13.1	1.6	6.9	82.7	82.0	117.2
New Listings	705	25.0	-5.0	-16.2	-28.3	-21.9	-27.9
Active Listings³	154	20.3	-13.5	-48.1	-63.9	-63.8	-67.7
Sales to New Listings Ratio⁴	61.8	76.8	73.5	72.1	40.1	42.6	38.0
Months of Inventory⁵	2.8	2.4	2.6	3.9	8.7	8.8	10.2
Average Price	\$355,203	12.3	27.0	48.5	65.1	60.7	85.4

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

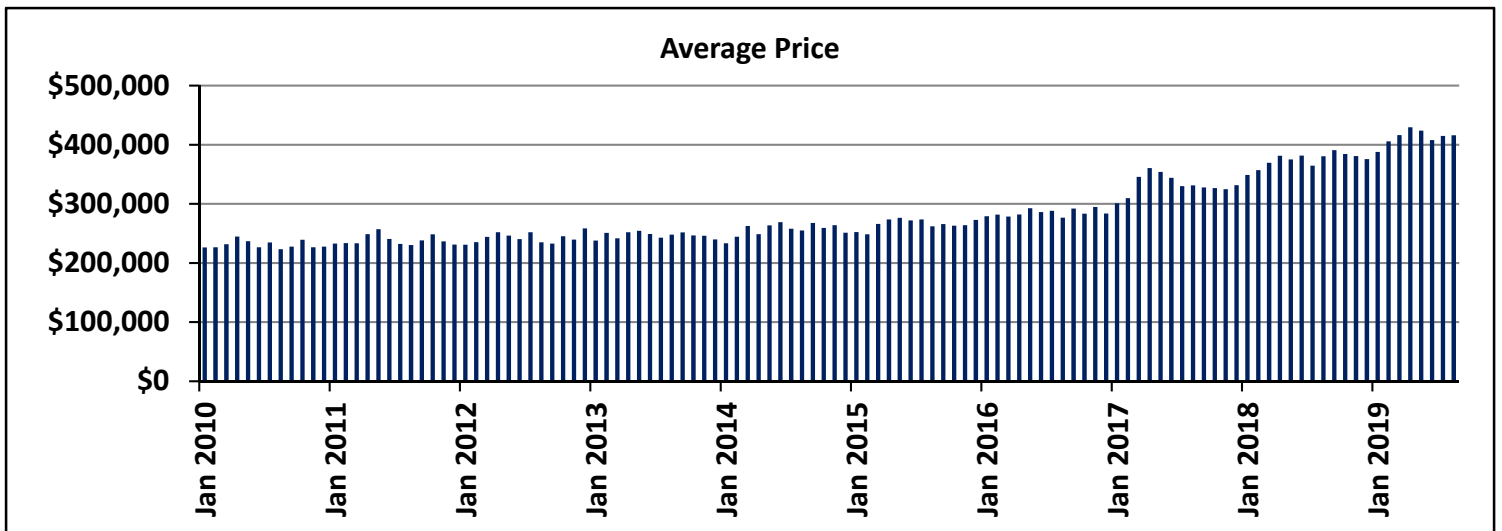
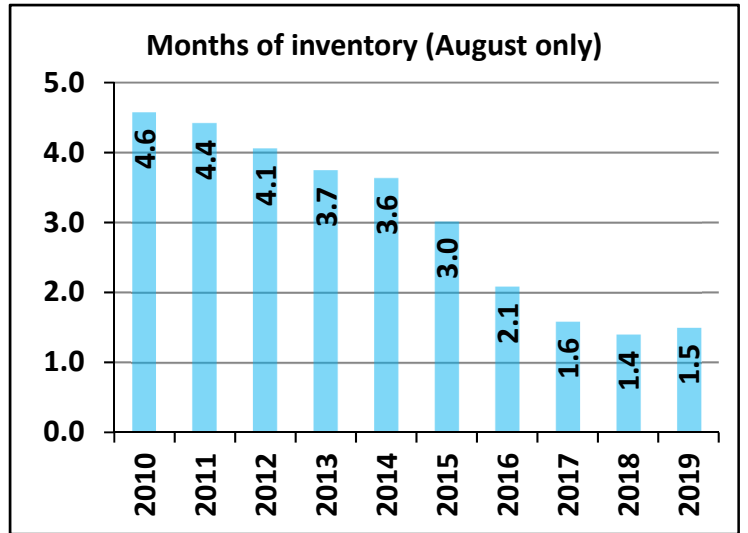
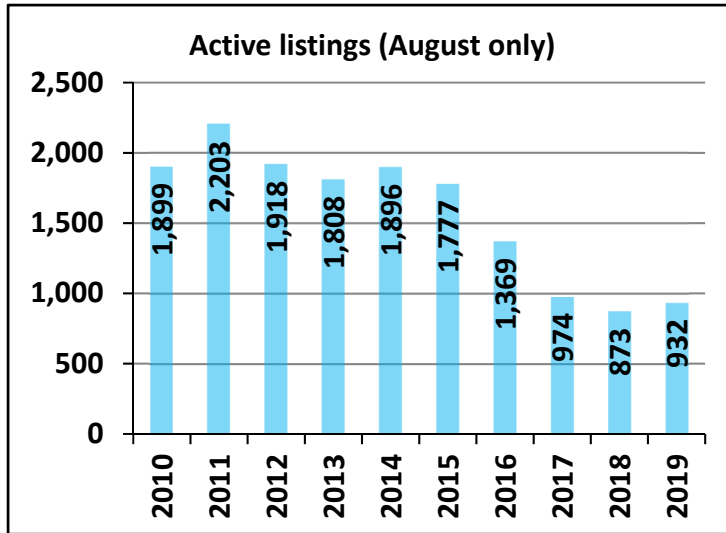
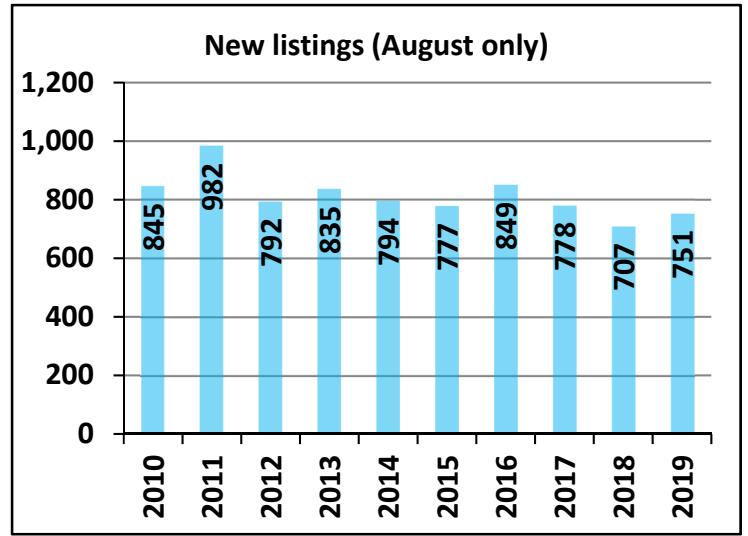
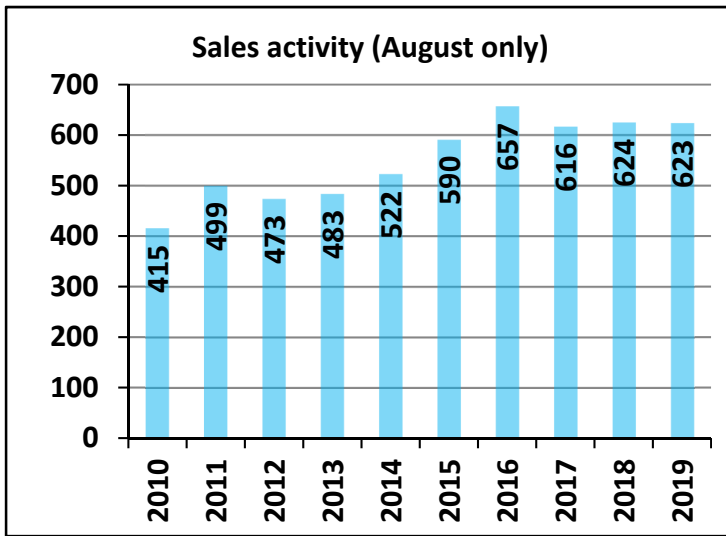
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

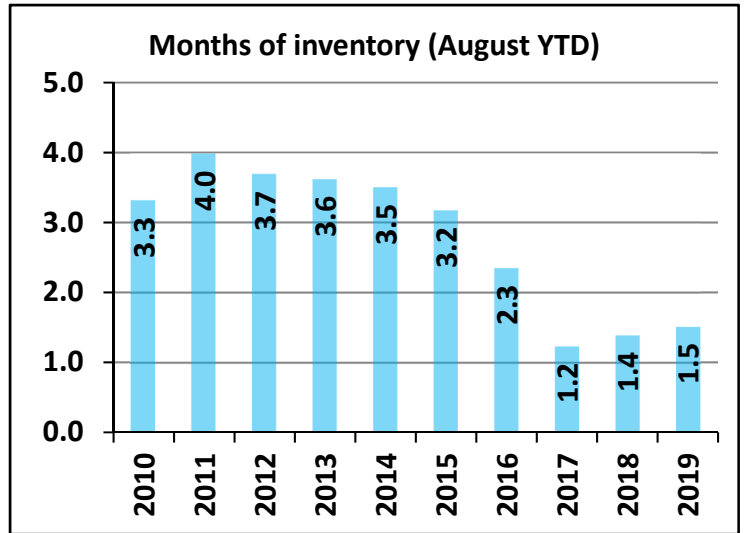
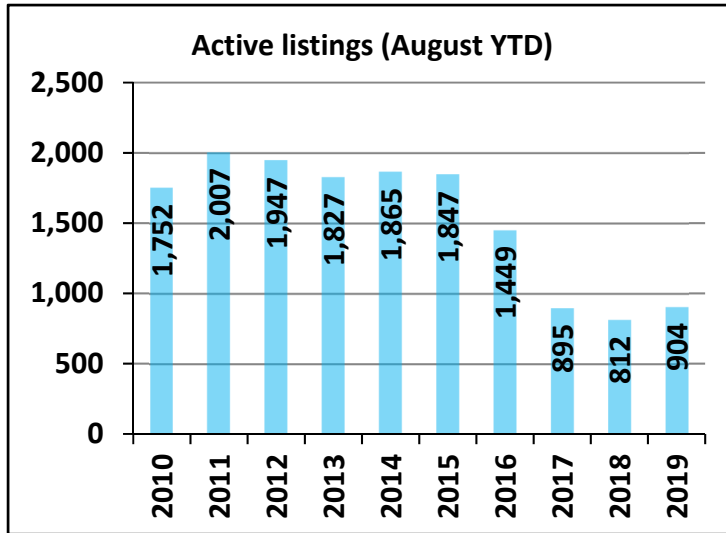
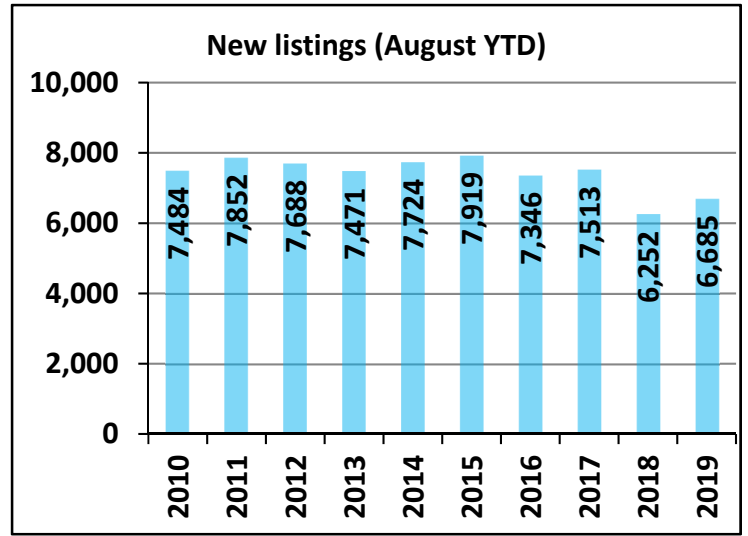
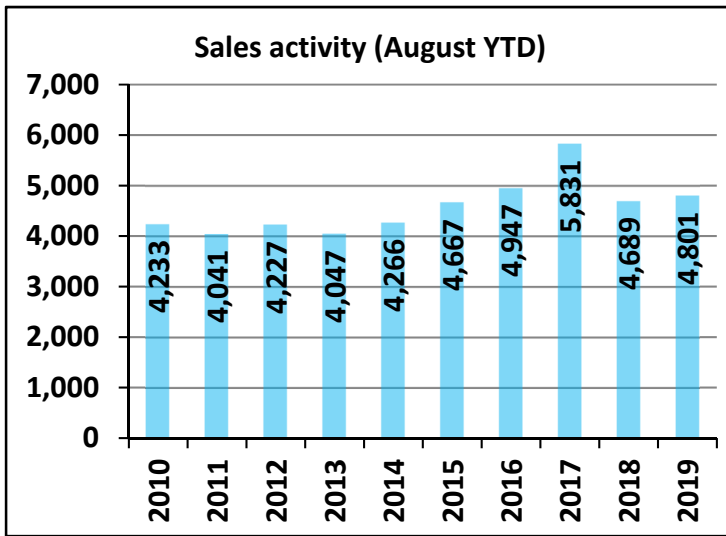
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	623	-0.2	1.1	-5.2	19.3	31.7	25.1
Dollar Volume	\$259,048,464	9.1	27.0	42.6	94.8	133.2	143.3
New Listings	751	6.2	-3.5	-11.5	-5.4	-5.2	11.6
Active Listings	932	6.8	-4.3	-31.9	-50.8	-51.4	-34.9
Sales to New Listings Ratio ¹	83.0	88.3	79.2	77.4	65.7	59.7	74.0
Months of Inventory ²	1.5	1.4	1.6	2.1	3.6	4.1	2.9
Average Price	\$415,808	9.3	25.6	50.3	63.2	77.1	94.5

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	4,801	2.4	-17.7	-3.0	12.5	13.6	17.6
Dollar Volume	\$1,992,380,593	14.1	0.7	42.0	82.0	94.0	127.4
New Listings	6,685	6.9	-11.0	-9.0	-13.5	-13.0	1.4
Active Listings ³	904	11.3	1.0	-37.6	-51.5	-53.6	-46.6
Sales to New Listings Ratio ⁴	71.8	75.0	77.6	67.3	55.2	55.0	61.9
Months of Inventory ⁵	1.5	1.4	1.2	2.3	3.5	3.7	3.3
Average Price	\$414,993	11.5	22.3	46.3	61.7	70.8	93.4

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

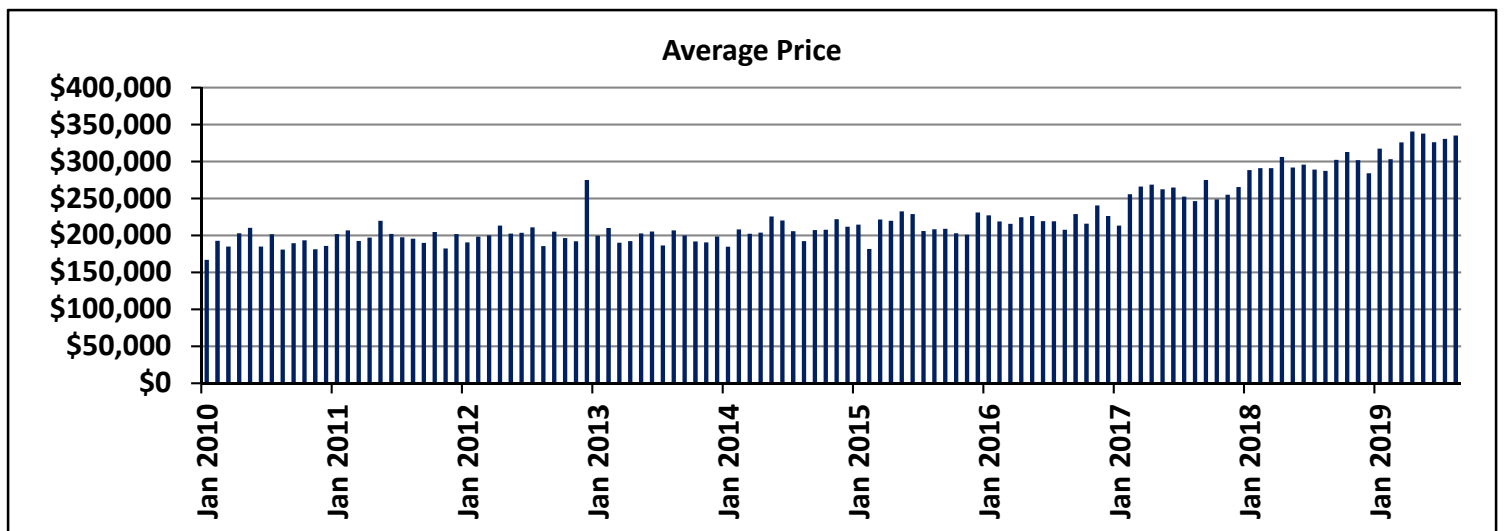
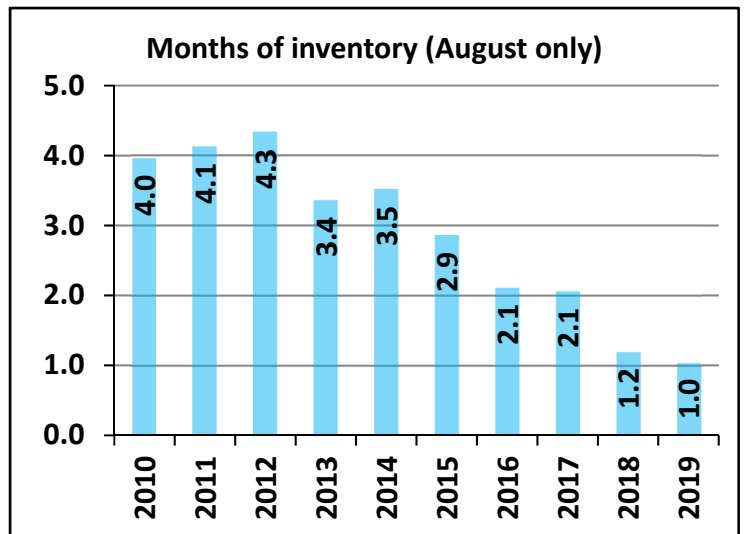
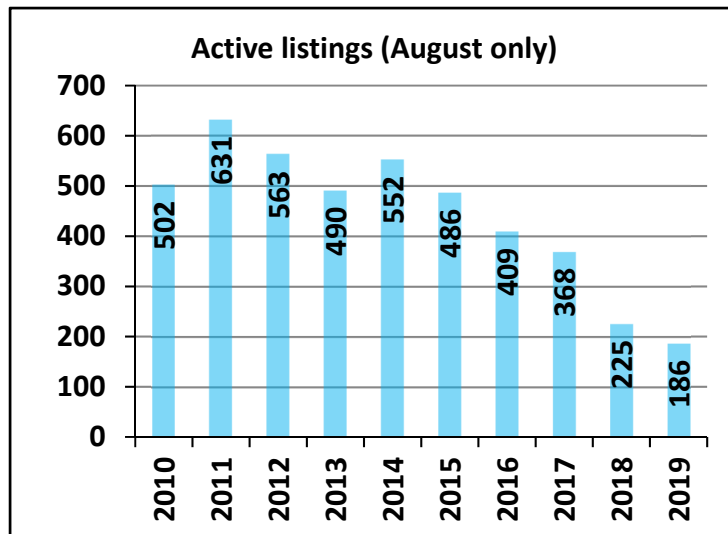
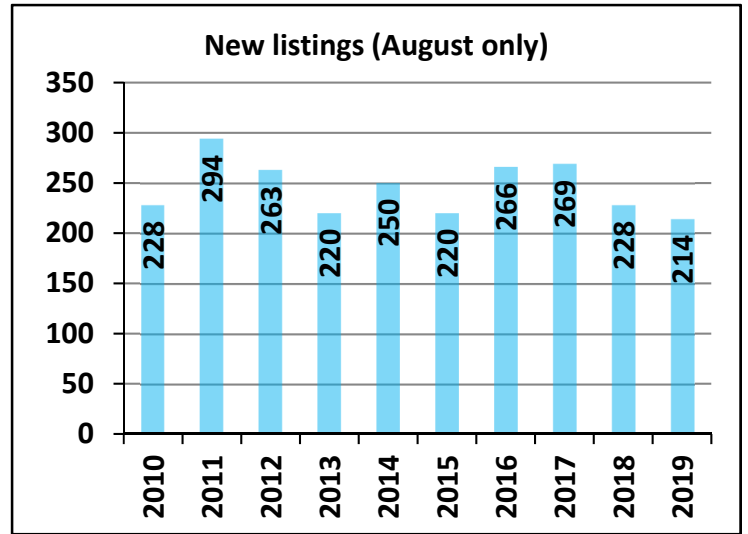
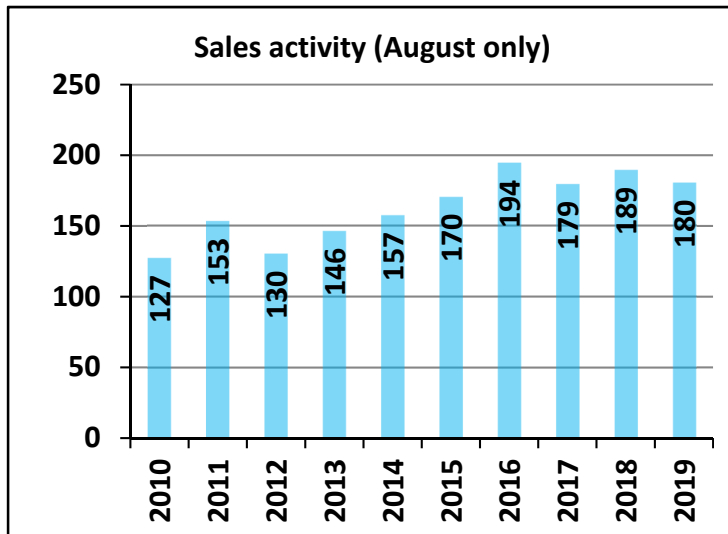
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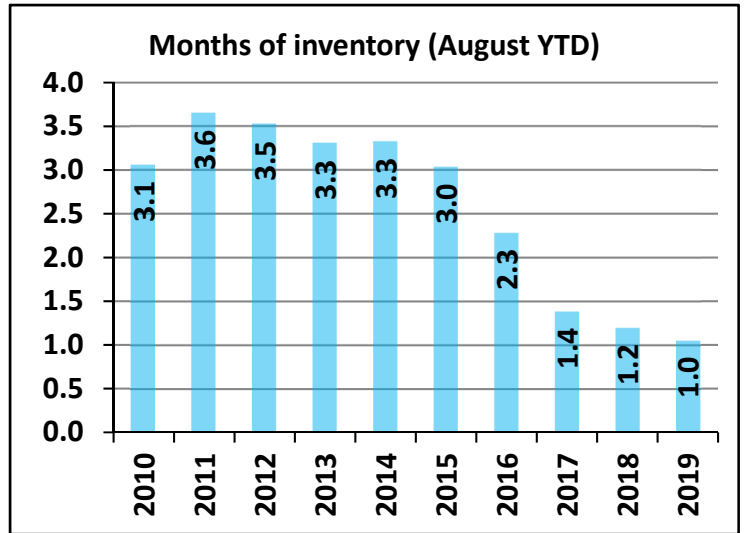
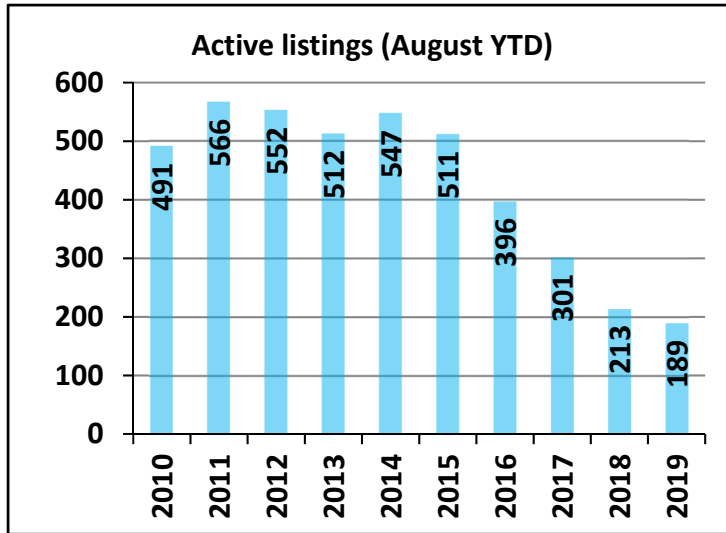
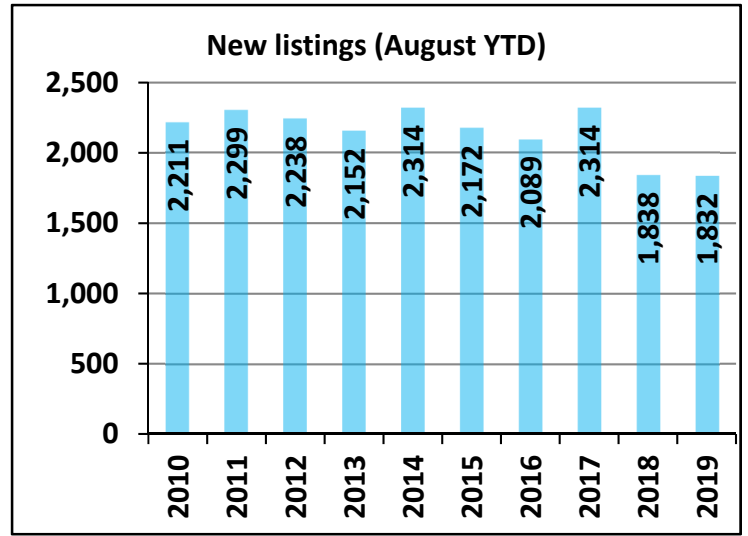
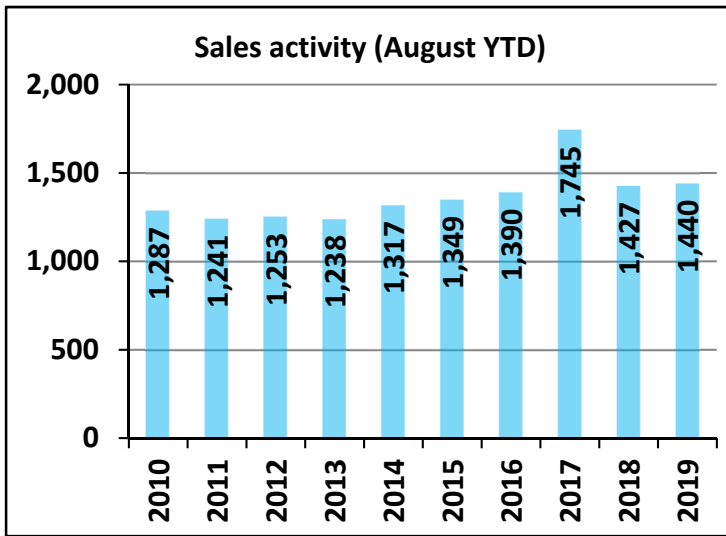
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	180	-4.8	0.6	-7.2	14.6	38.5	7.1
Dollar Volume	\$60,299,453	11.1	36.7	49.7	99.9	150.1	105.7
New Listings	214	-6.1	-20.4	-19.5	-14.4	-18.6	-6.6
Active Listings	186	-17.3	-49.5	-54.5	-66.3	-67.0	-56.0
Sales to New Listings Ratio ¹	84.1	82.9	66.5	72.9	62.8	49.4	73.4
Months of Inventory ²	1.0	1.2	2.1	2.1	3.5	4.3	2.5
Average Price	\$334,997	16.7	36.0	61.4	74.3	80.6	92.0

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	1,440	0.9	-17.5	3.6	9.3	14.9	10.3
Dollar Volume	\$474,626,148	13.6	5.8	55.6	73.5	87.8	100.0
New Listings	1,832	-0.3	-20.8	-12.3	-20.8	-18.1	-7.1
Active Listings ³	189	-11.3	-37.2	-52.3	-65.4	-65.8	-59.4
Sales to New Listings Ratio ⁴	78.6	77.6	75.4	66.5	56.9	56.0	66.1
Months of Inventory ⁵	1.0	1.2	1.4	2.3	3.3	3.5	2.9
Average Price	\$329,601	12.6	28.2	50.2	58.7	63.4	81.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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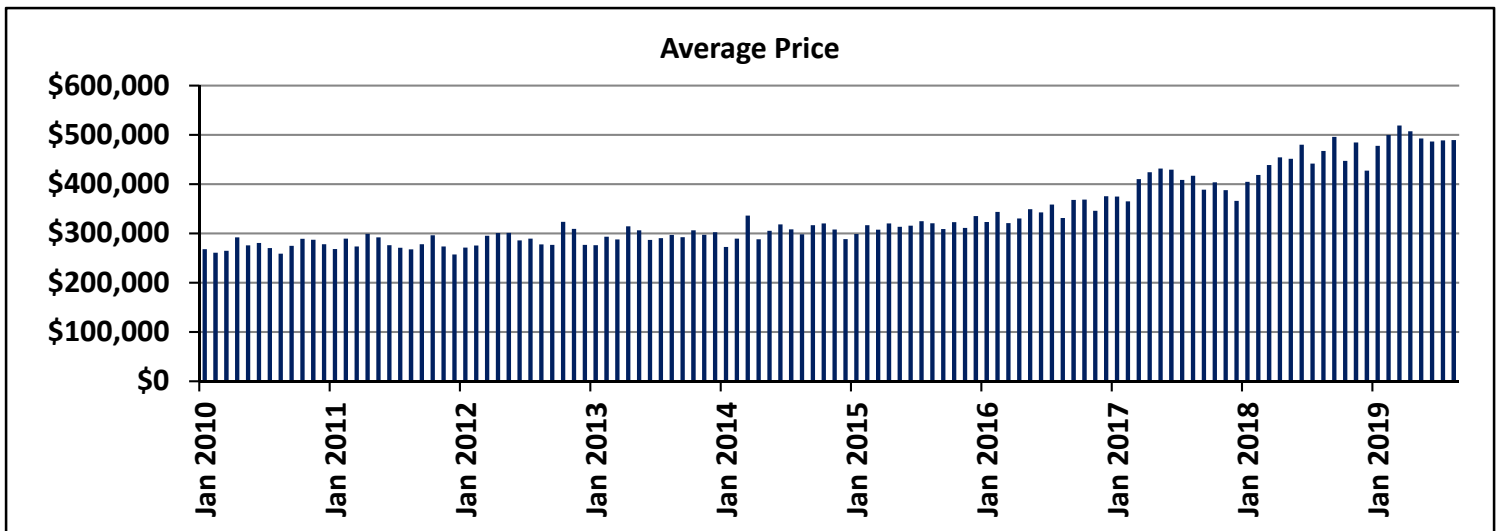
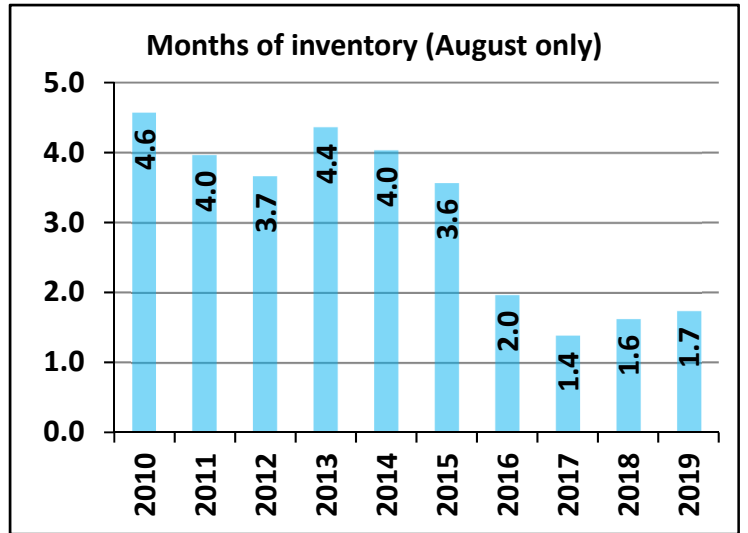
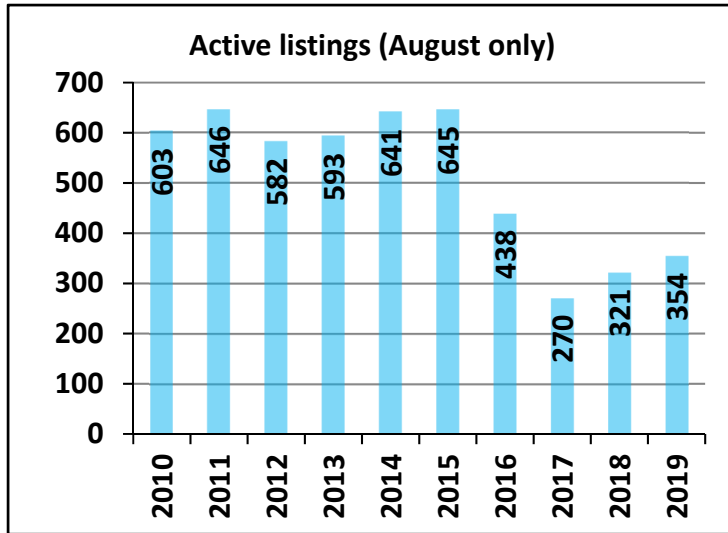
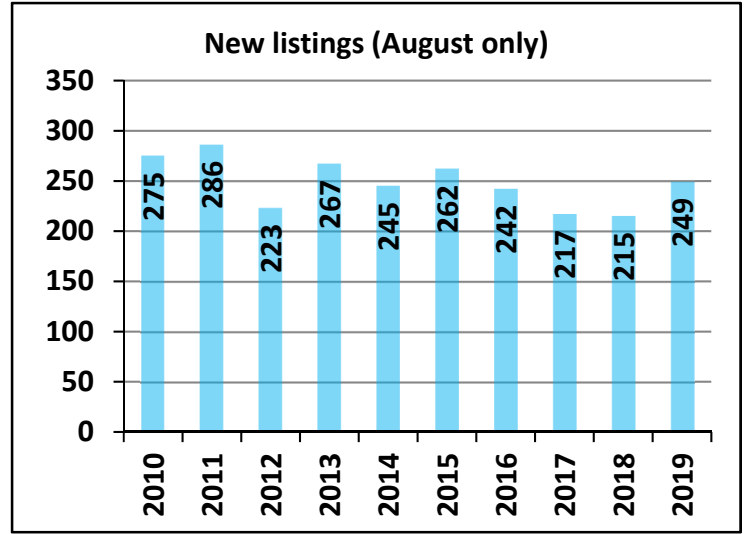
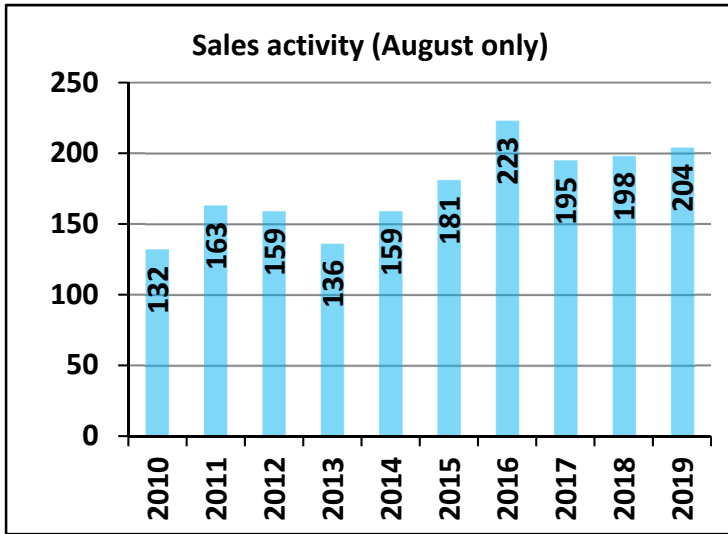
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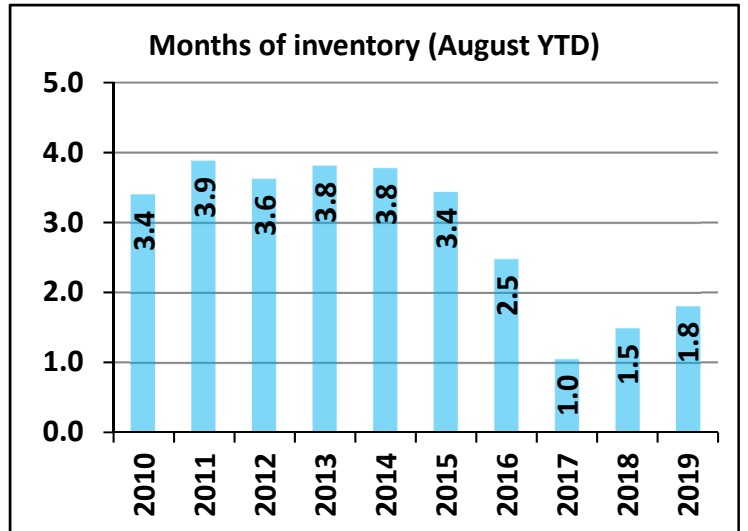
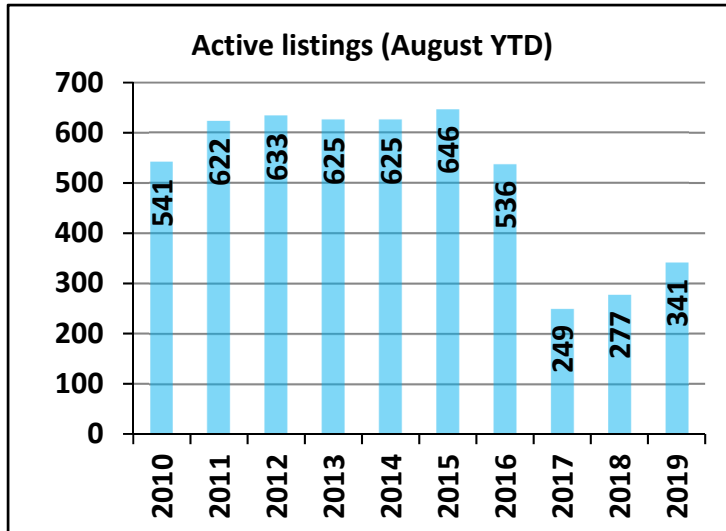
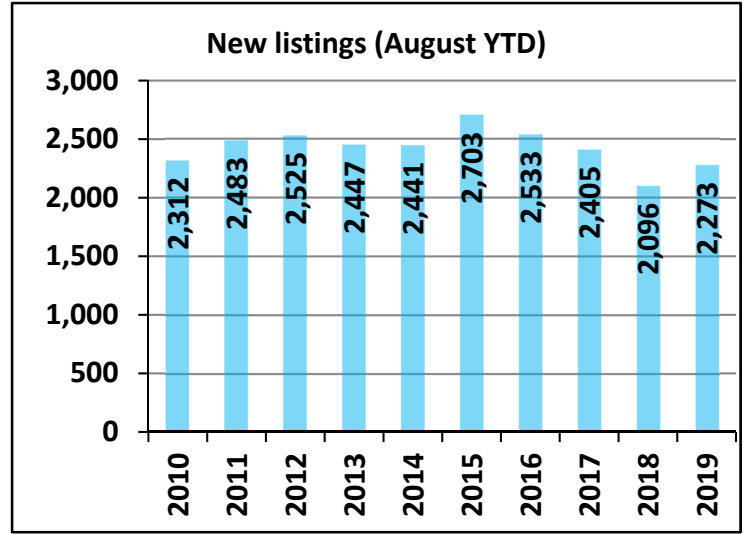
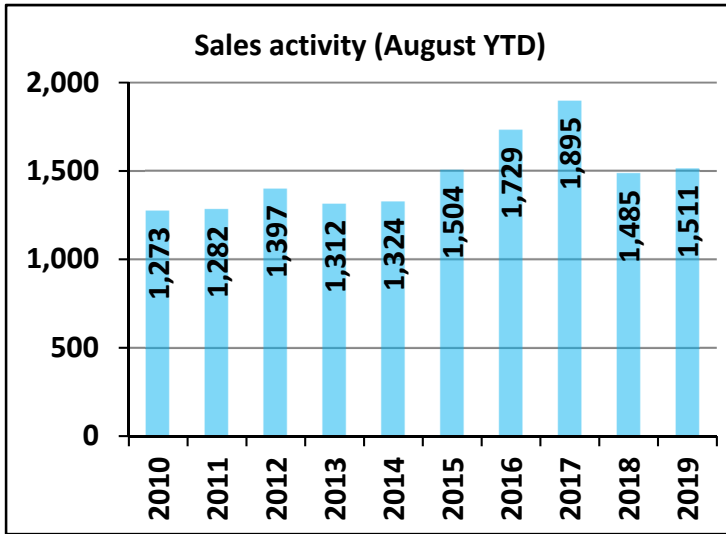
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	204	3.0	4.6	-8.5	28.3	28.3	58.1
Dollar Volume	\$99,829,106	7.9	22.8	35.2	110.8	126.3	203.5
New Listings	249	15.8	14.7	2.9	1.6	11.7	34.6
Active Listings	354	10.3	31.1	-19.2	-44.8	-39.2	-16.1
Sales to New Listings Ratio ¹	81.9	92.1	89.9	92.1	64.9	71.3	69.7
Months of Inventory ²	1.7	1.6	1.4	2.0	4.0	3.7	3.3
Average Price	\$489,358	4.8	17.4	47.7	64.3	76.4	91.9

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	1,511	1.8	-20.3	-12.6	14.1	8.2	24.8
Dollar Volume	\$748,675,694	12.1	-4.3	27.9	85.6	85.6	145.2
New Listings	2,273	8.4	-5.5	-10.3	-6.9	-10.0	13.9
Active Listings ³	341	23.1	36.9	-36.4	-45.4	-46.1	-31.5
Sales to New Listings Ratio ⁴	66.5	70.8	78.8	68.3	54.2	55.3	60.7
Months of Inventory ⁵	1.8	1.5	1.0	2.5	3.8	3.6	3.3
Average Price	\$495,484	10.1	20.0	46.3	62.6	71.6	96.5

¹ Sales / new listings * 100

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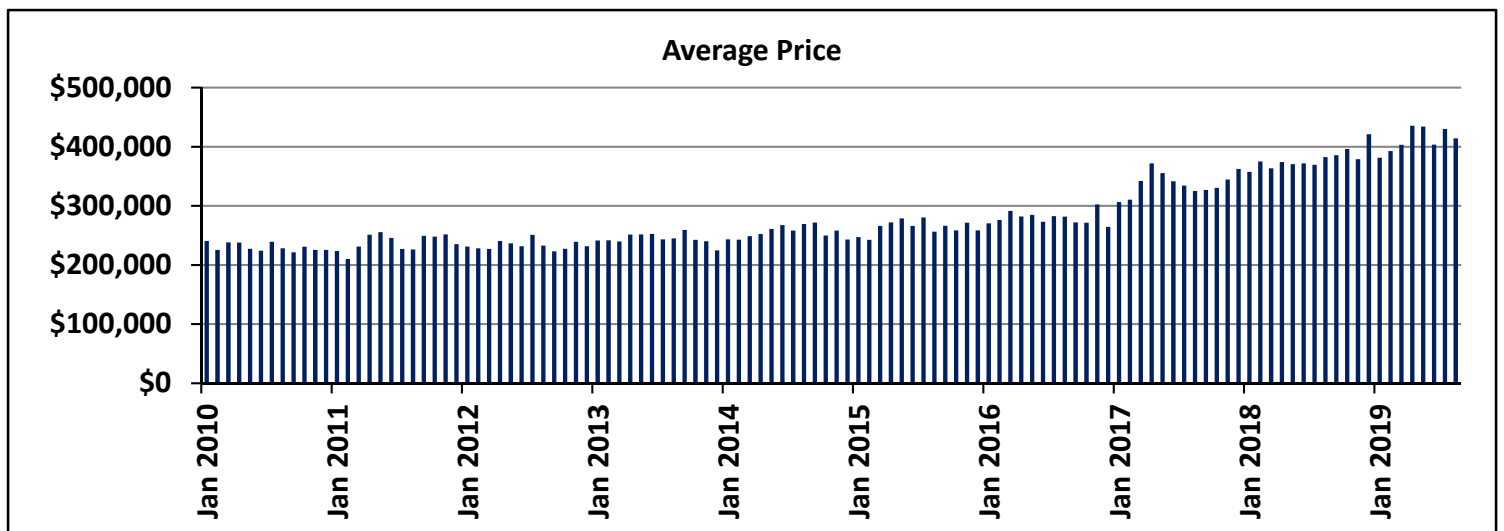
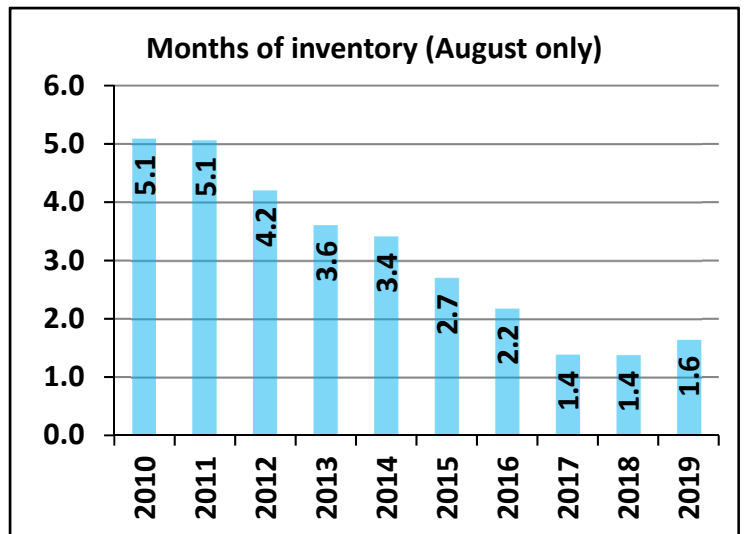
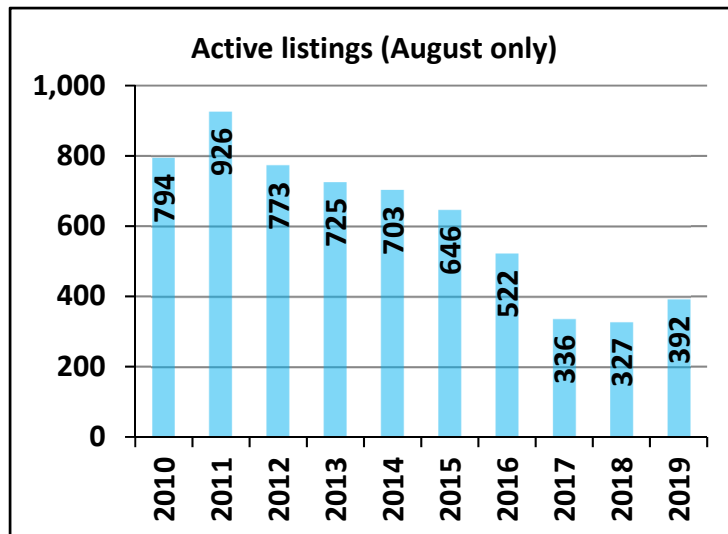
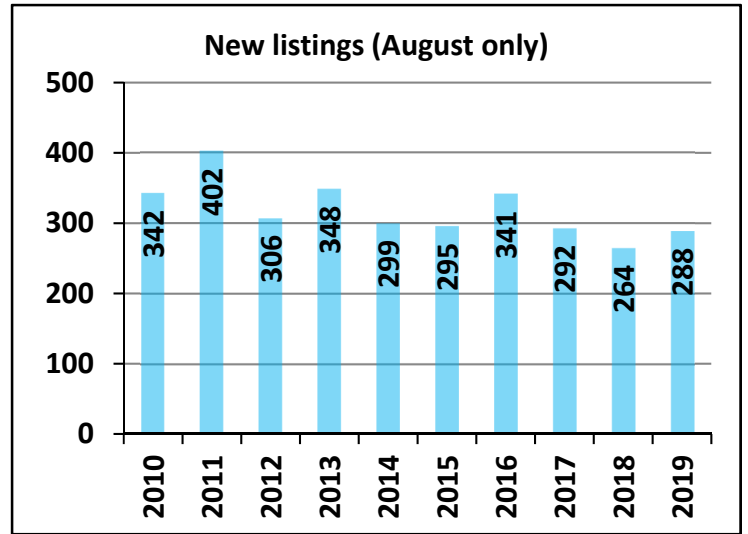
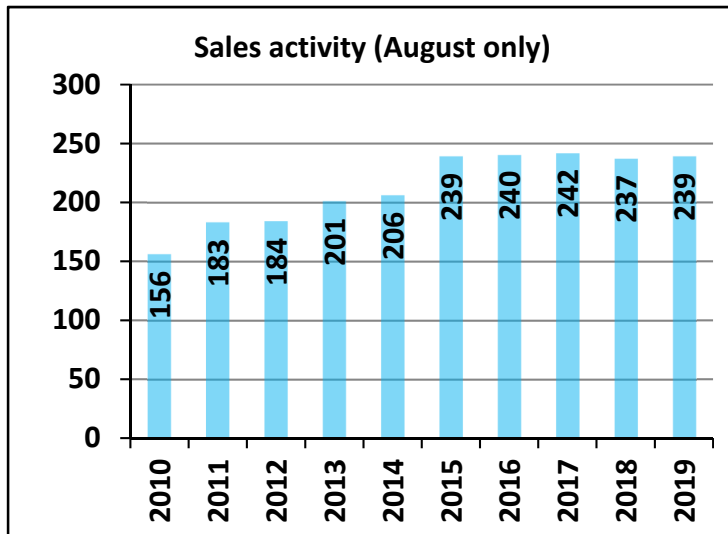
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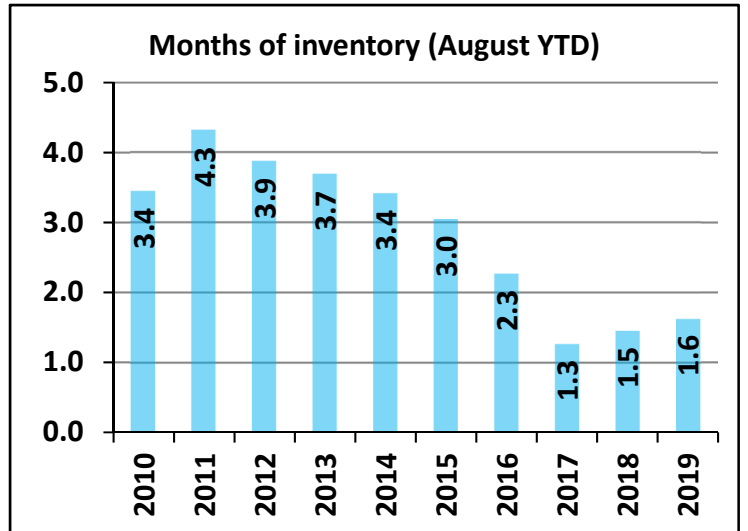
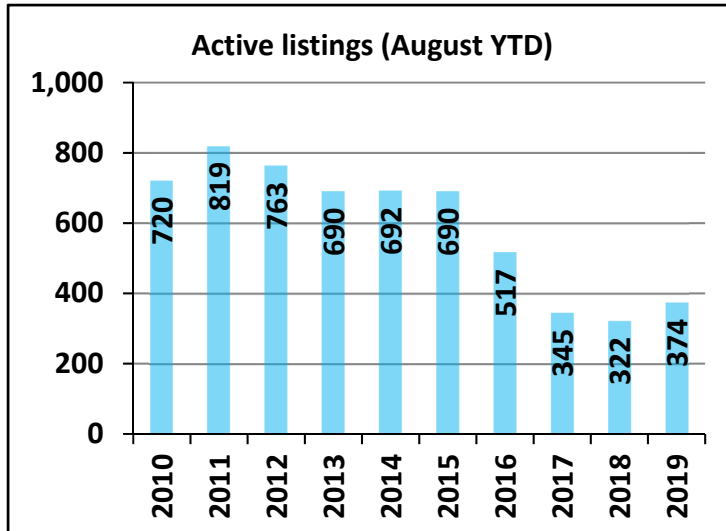
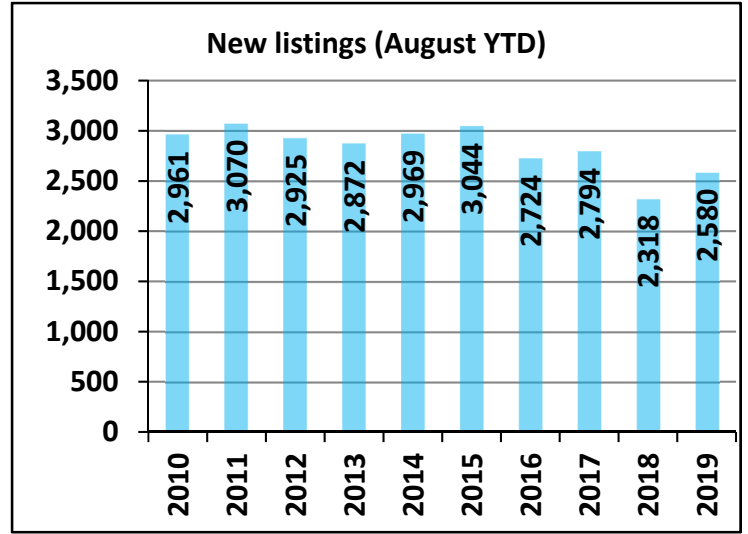
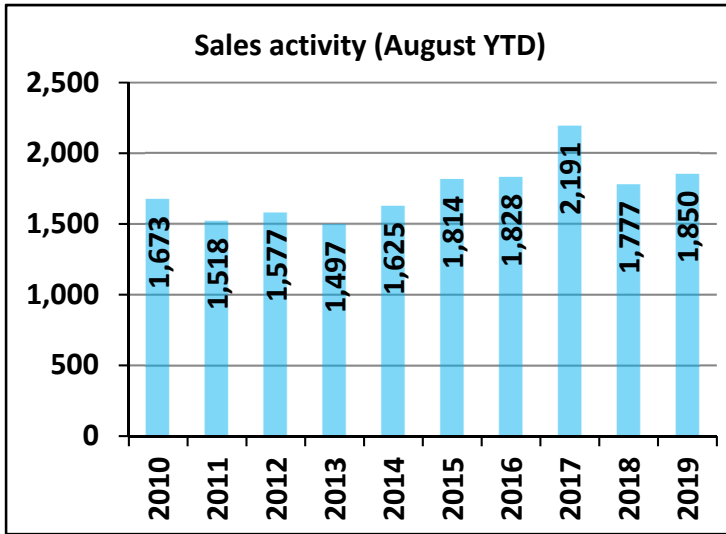
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	239	0.8	-1.2	-0.4	16.0	29.9	18.9
Dollar Volume	\$98,919,905	9.2	25.8	46.4	78.3	130.9	123.4
New Listings	288	9.1	-1.4	-15.5	-3.7	-5.9	11.2
Active Listings	392	19.9	16.7	-24.9	-44.2	-49.3	-33.1
Sales to New Listings Ratio ¹	83.0	89.8	82.9	70.4	68.9	60.1	77.6
Months of Inventory ²	1.6	1.4	1.4	2.2	3.4	4.2	2.9
Average Price	\$413,891	8.3	27.4	47.0	53.7	77.8	87.9

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	1,850	4.1	-15.6	1.2	13.8	17.3	18.1
Dollar Volume	\$769,078,750	16.6	2.8	49.9	84.1	107.3	130.6
New Listings	2,580	11.3	-7.7	-5.3	-13.1	-11.8	-1.7
Active Listings ³	374	16.1	8.4	-27.7	-46.0	-51.0	-48.8
Sales to New Listings Ratio ⁴	71.7	76.7	78.4	67.1	54.7	53.9	59.7
Months of Inventory ⁵	1.6	1.5	1.3	2.3	3.4	3.9	3.7
Average Price	\$415,718	12.0	21.8	48.1	61.7	76.7	95.2

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

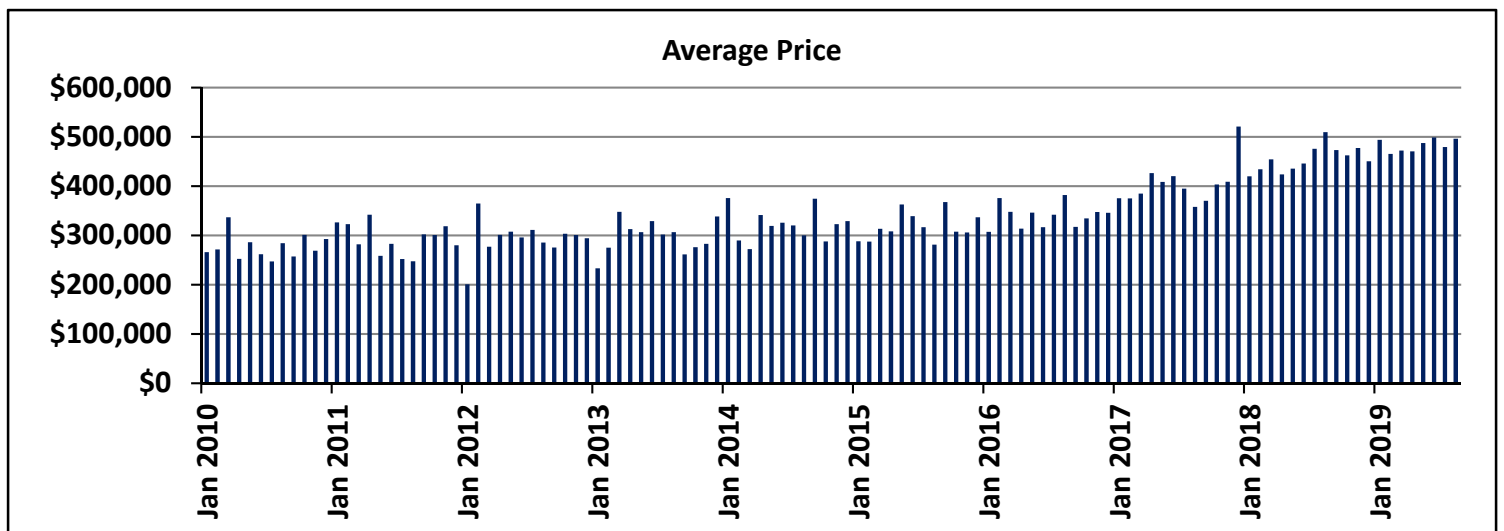
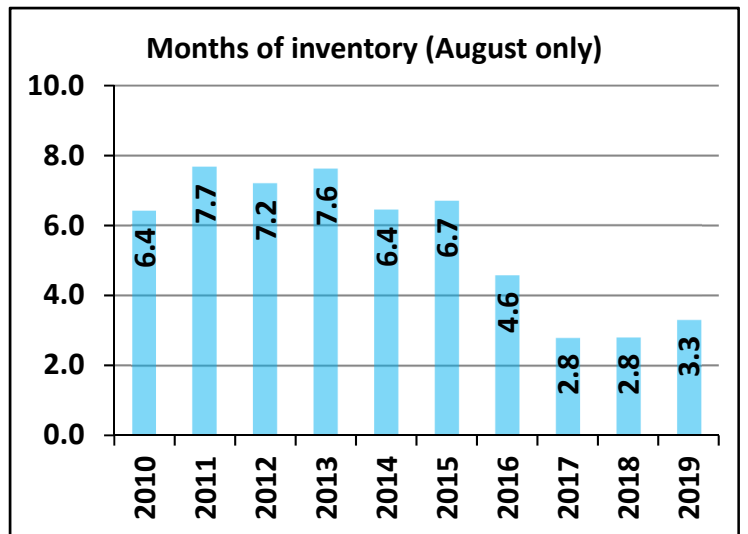
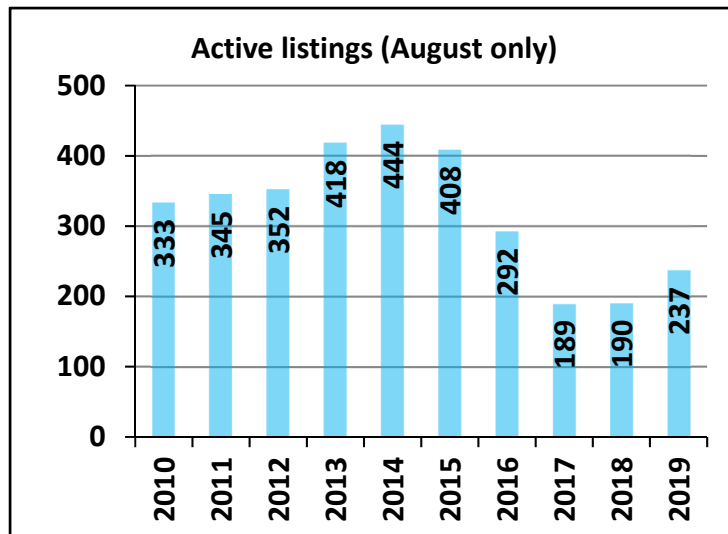
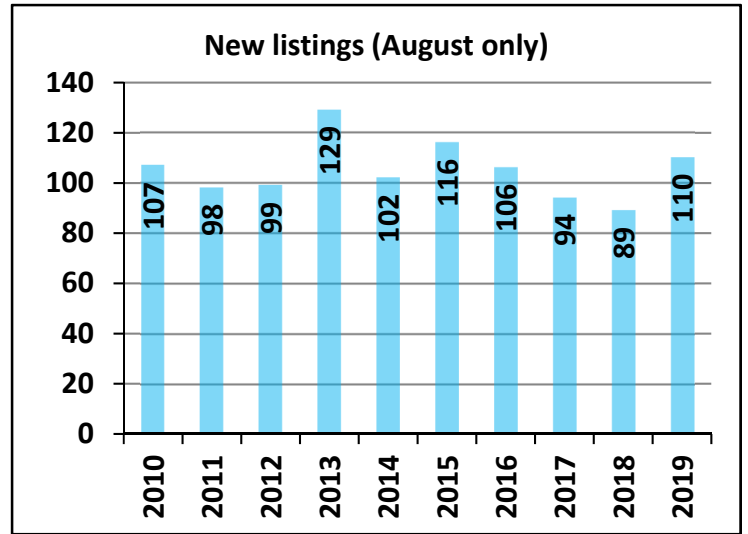
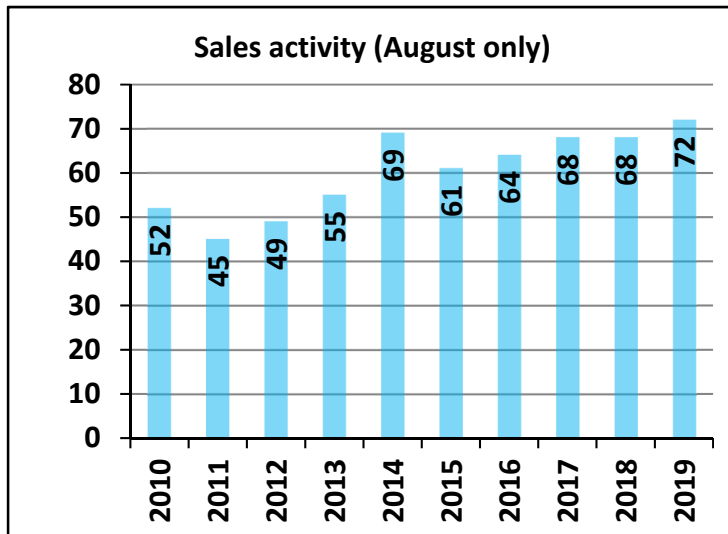
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

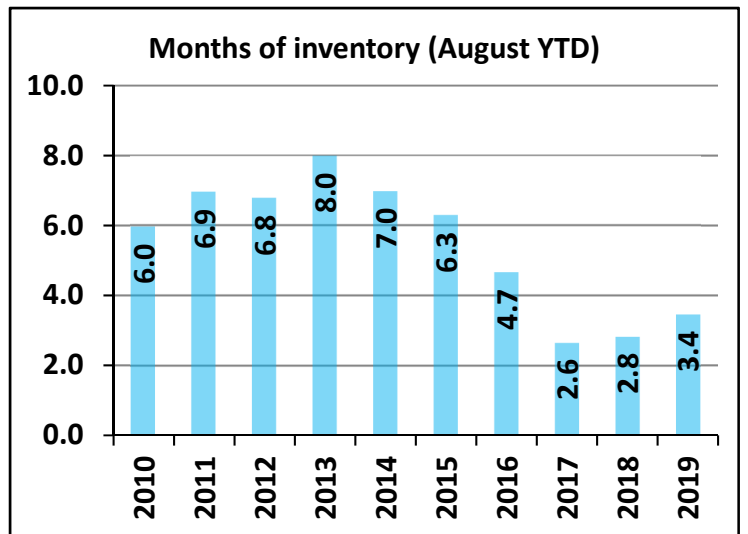
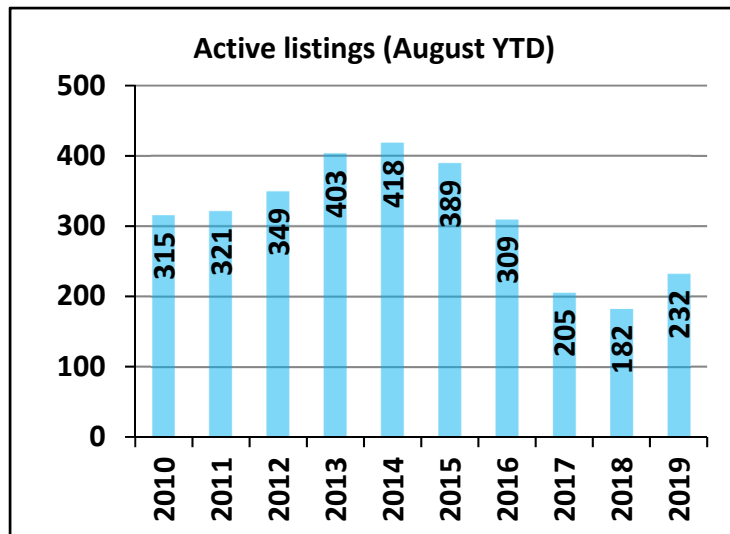
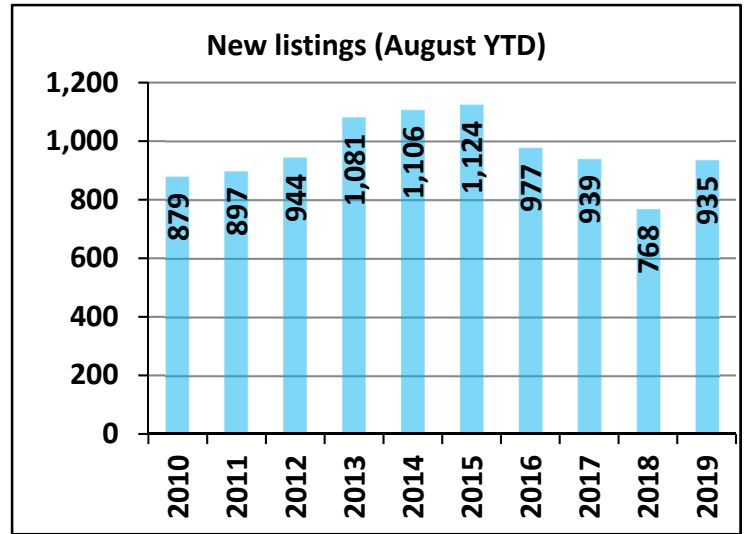
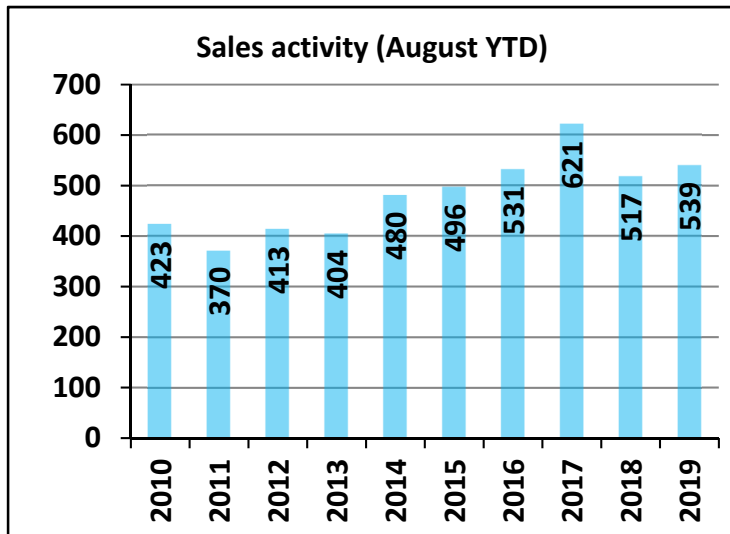
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	72	5.9	5.9	12.5	4.3	46.9	35.8
Dollar Volume	\$35,719,301	3.1	46.8	46.1	72.5	155.5	158.0
New Listings	110	23.6	17.0	3.8	7.8	11.1	8.9
Active Listings	237	24.7	25.4	-18.8	-46.6	-32.7	-29.7
Sales to New Listings Ratio¹	65.5	76.4	72.3	60.4	67.6	49.5	52.5
Months of Inventory²	3.3	2.8	2.8	4.6	6.4	7.2	6.4
Average Price	\$496,101	-2.6	38.7	29.9	65.3	73.9	89.9

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	539	4.3	-13.2	1.5	12.3	30.5	51.0
Dollar Volume	\$260,814,665	11.7	6.0	44.6	71.6	113.5	177.7
New Listings	935	21.7	-0.4	-4.3	-15.5	-1.0	11.8
Active Listings³	232	27.5	13.2	-24.9	-44.5	-33.5	-33.9
Sales to New Listings Ratio⁴	57.6	67.3	66.1	54.4	43.4	43.8	42.7
Months of Inventory⁵	3.4	2.8	2.6	4.7	7.0	6.8	7.9
Average Price	\$483,886	7.2	22.1	42.4	52.9	63.6	83.9

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

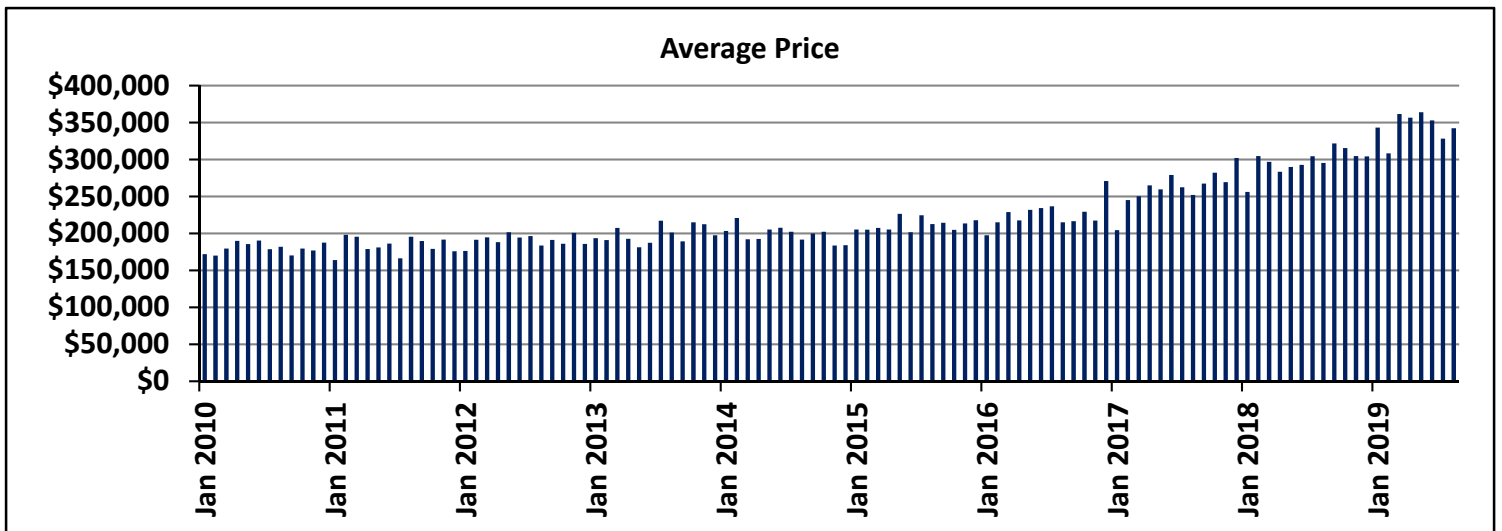
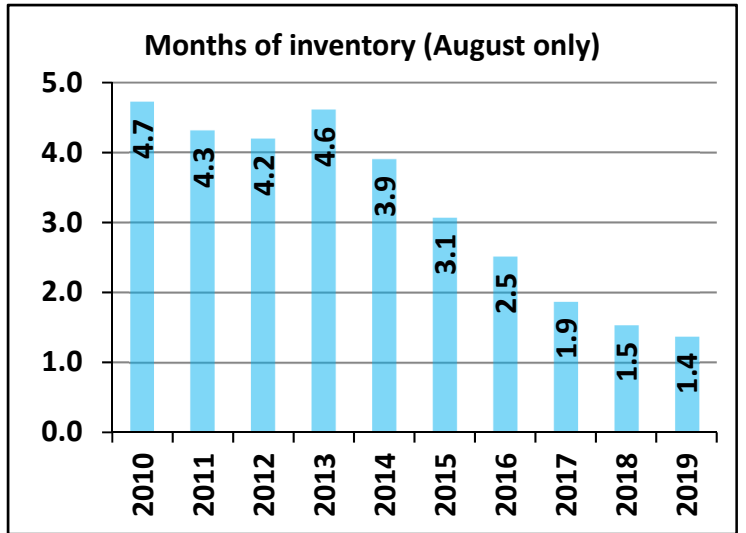
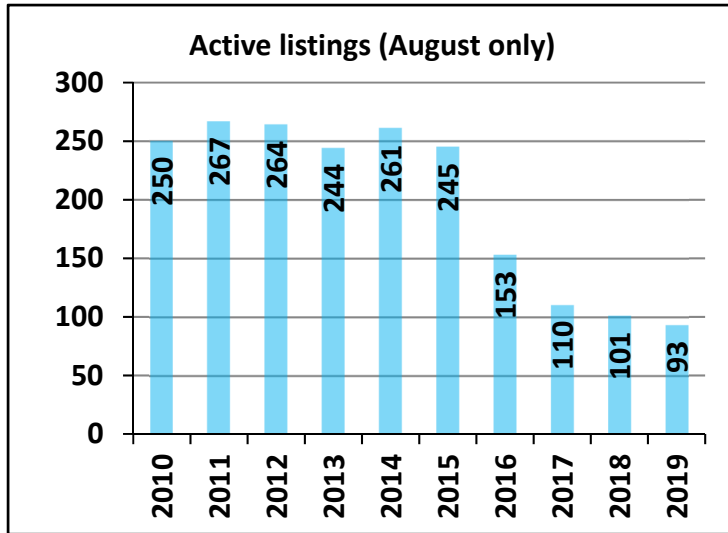
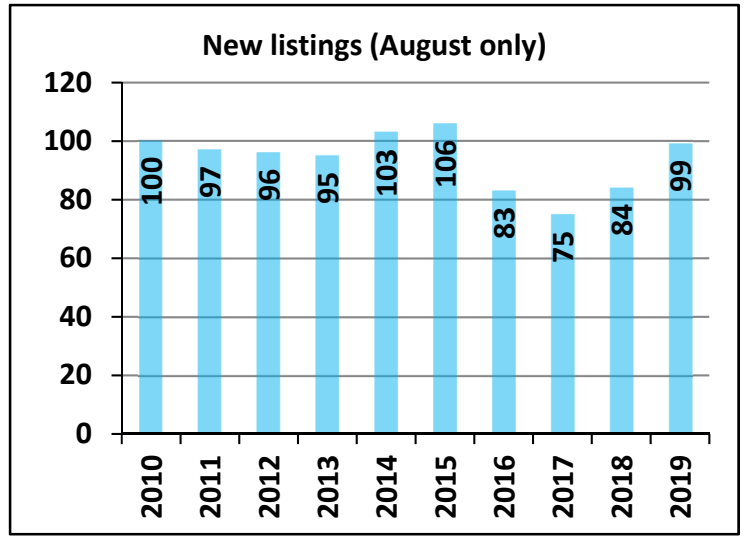
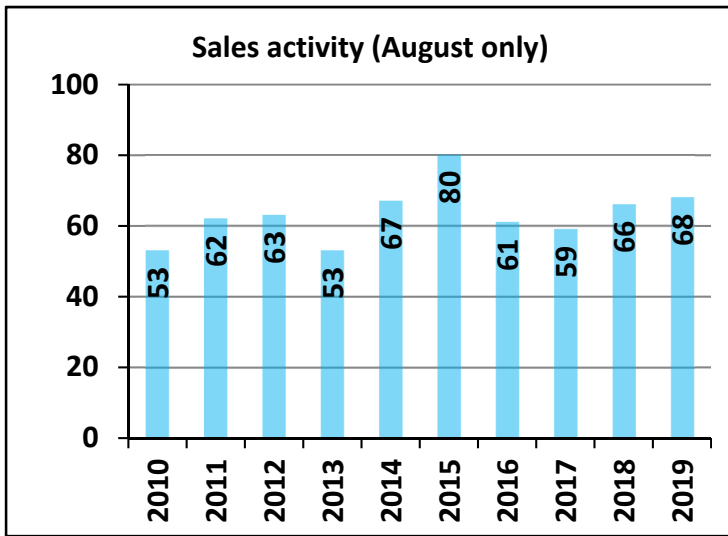
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

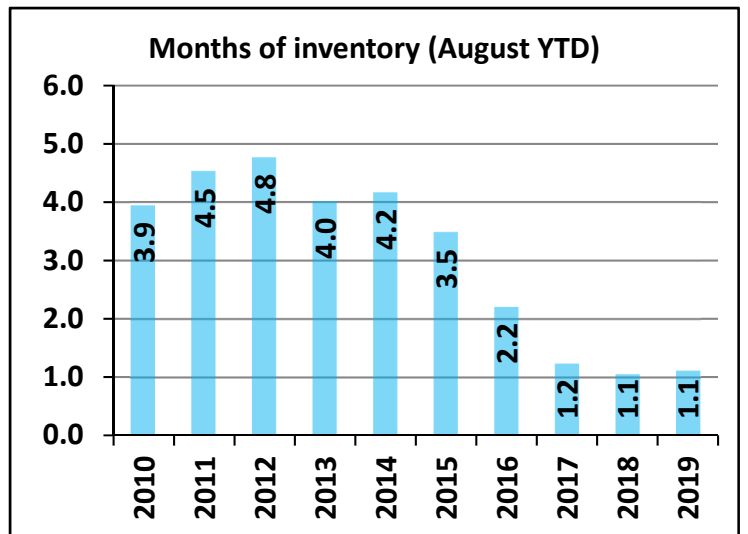
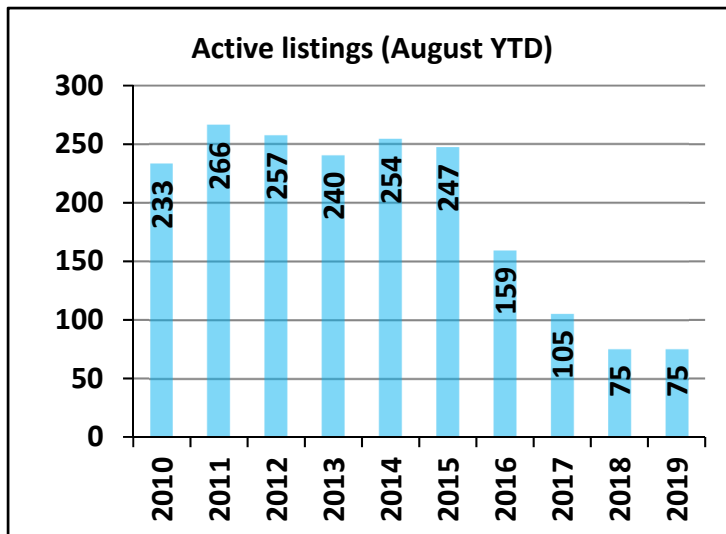
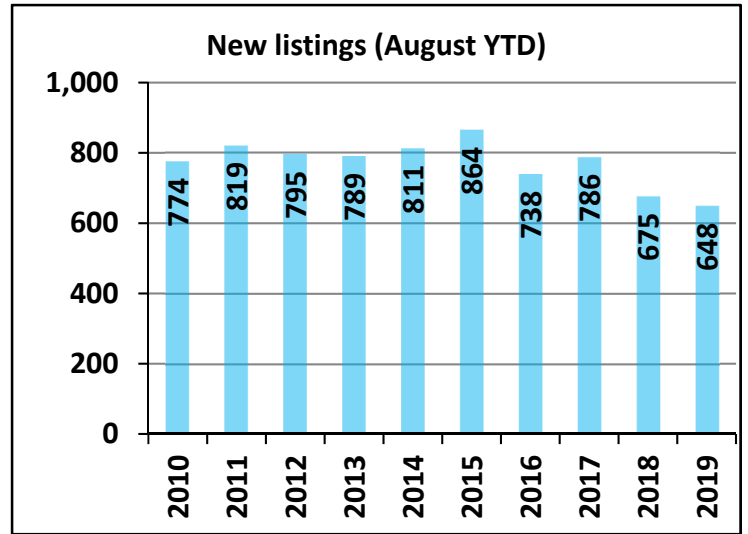
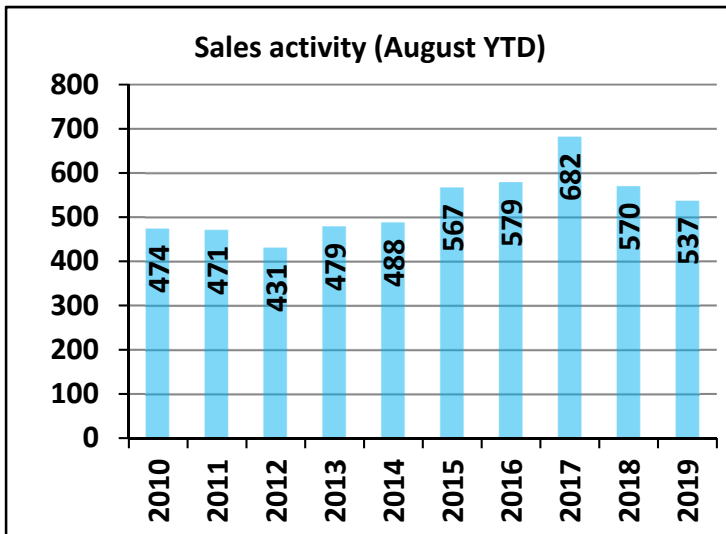
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	68	3.0	15.3	11.5	1.5	7.9	-8.1
Dollar Volume	\$23,265,101	19.4	56.5	77.5	81.2	101.3	79.8
New Listings	99	17.9	32.0	19.3	-3.9	3.1	-5.7
Active Listings	93	-7.9	-15.5	-39.2	-64.4	-64.8	-63.5
Sales to New Listings Ratio ¹	68.7	78.6	78.7	73.5	65.0	65.6	70.5
Months of Inventory ²	1.4	1.5	1.9	2.5	3.9	4.2	3.4
Average Price	\$342,134	15.9	35.8	59.2	78.5	86.5	95.7

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	537	-5.8	-21.3	-7.3	10.0	24.6	8.9
Dollar Volume	\$186,366,765	11.8	6.7	42.7	89.9	125.7	107.1
New Listings	648	-4.0	-17.6	-12.2	-20.1	-18.5	-18.5
Active Listings ³	75	0.0	-28.6	-52.8	-70.5	-70.8	-75.6
Sales to New Listings Ratio ⁴	82.9	84.4	86.8	78.5	60.2	54.2	62.0
Months of Inventory ⁵	1.1	1.1	1.2	2.2	4.2	4.8	5.0
Average Price	\$347,052	18.7	35.5	53.8	72.6	81.2	90.1

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

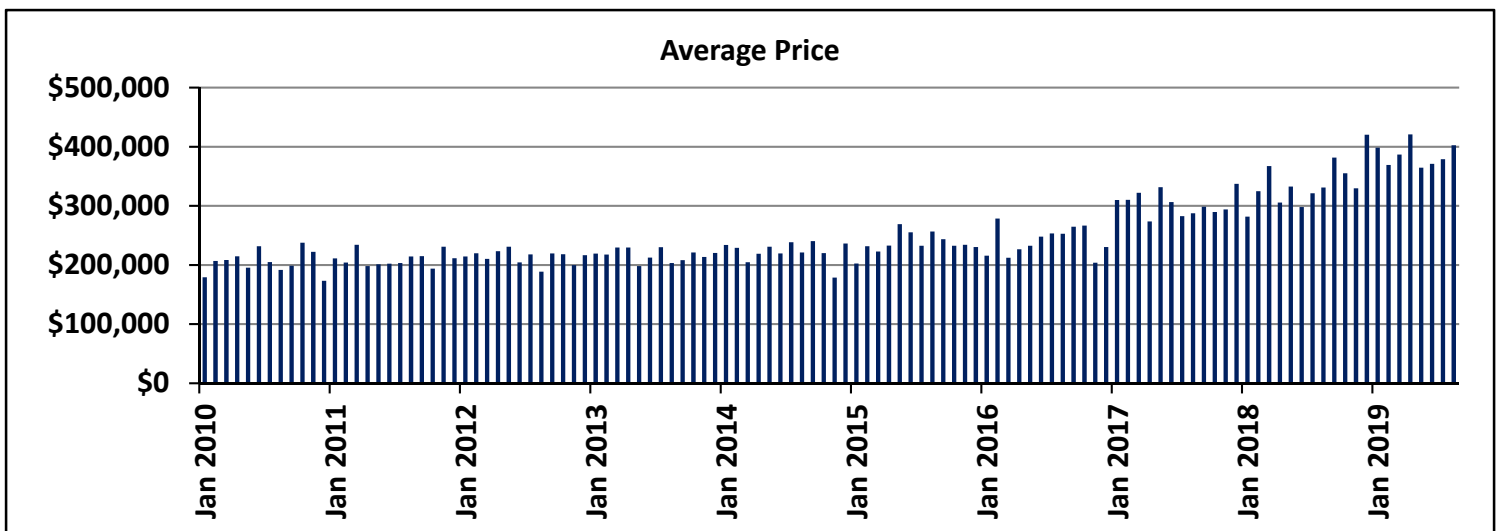
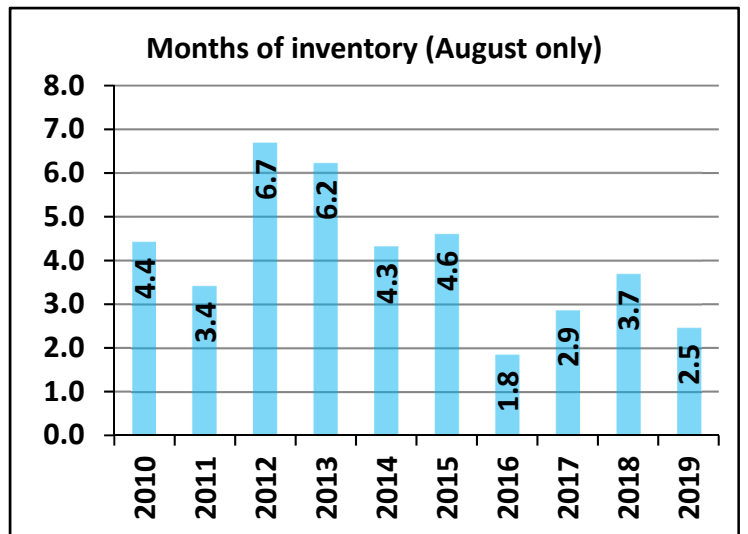
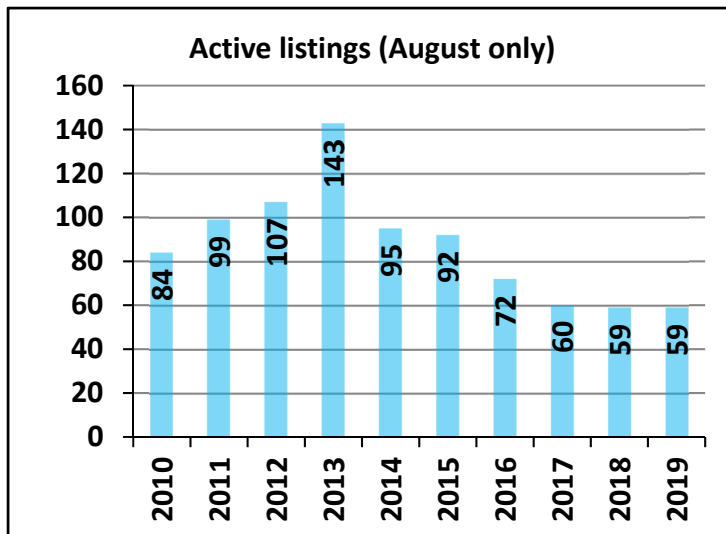
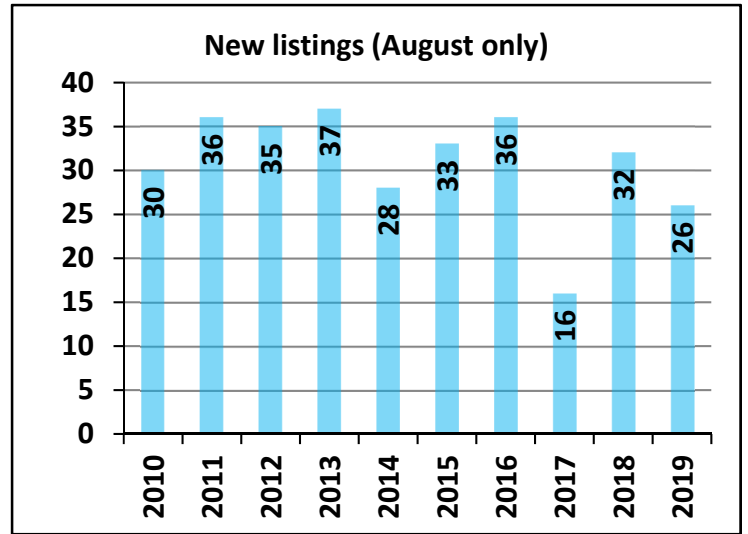
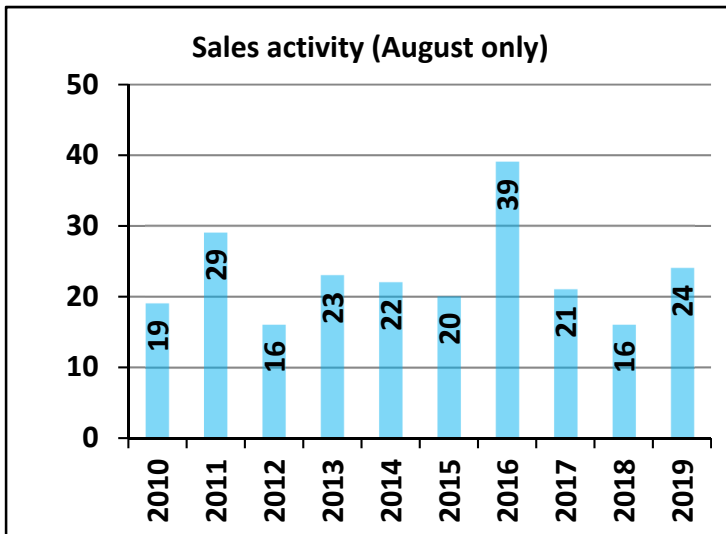
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

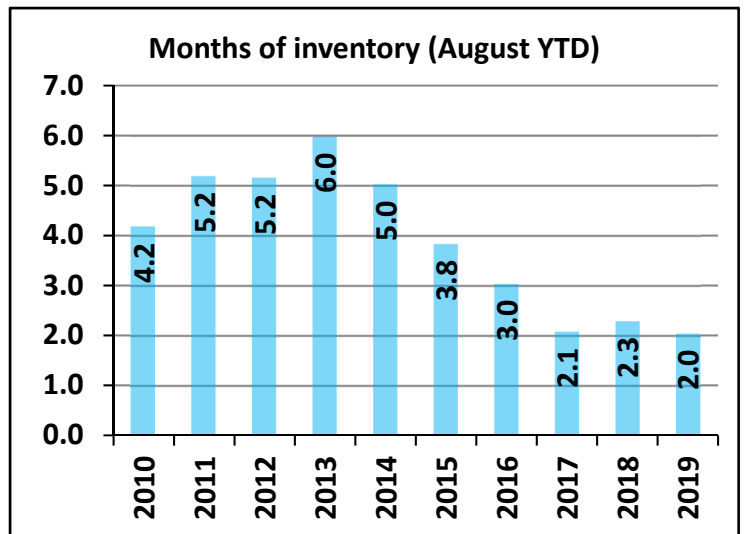
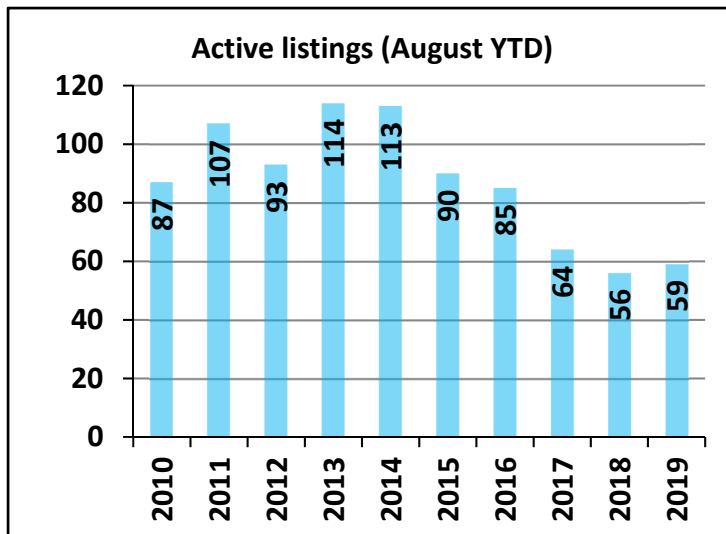
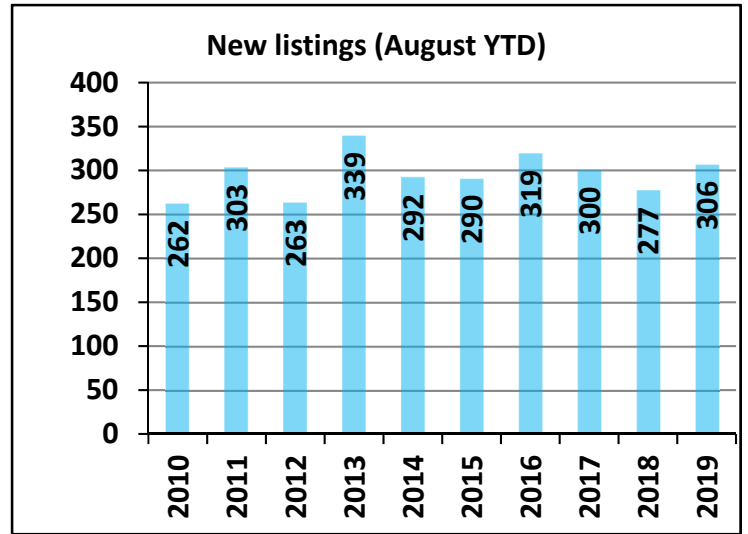
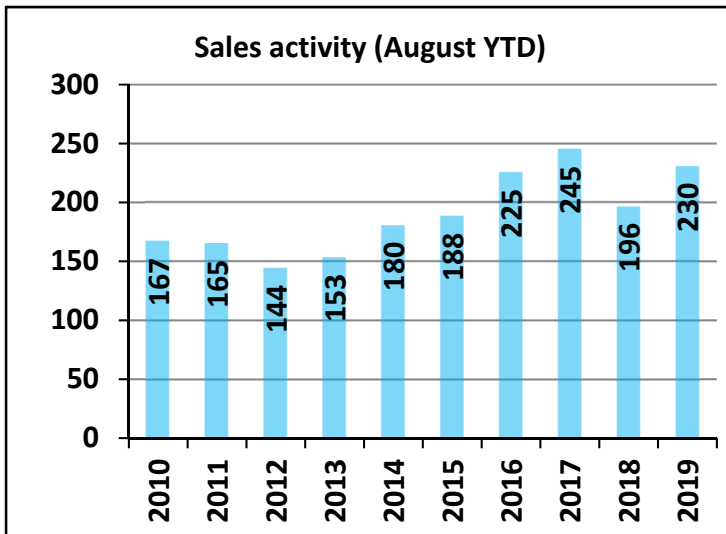
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	24	50.0	14.3	-38.5	9.1	50.0	-7.7
Dollar Volume	\$9,656,631	82.4	60.0	-2.0	98.6	220.0	103.6
New Listings	26	-18.8	62.5	-27.8	-7.1	-25.7	-13.3
Active Listings	59	0.0	-1.7	-18.1	-37.9	-44.9	-46.8
Sales to New Listings Ratio¹	92.3	50.0	131.3	108.3	78.6	45.7	86.7
Months of Inventory²	2.5	3.7	2.9	1.8	4.3	6.7	4.3
Average Price	\$402,360	21.6	40.0	59.2	82.1	113.3	120.6

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	230	17.3	-6.1	2.2	27.8	59.7	40.2
Dollar Volume	\$88,648,611	41.7	18.3	63.8	119.7	186.0	173.9
New Listings	306	10.5	2.0	-4.1	4.8	16.3	10.1
Active Listings³	59	5.4	-7.8	-30.6	-47.8	-36.6	-49.6
Sales to New Listings Ratio⁴	75.2	70.8	81.7	70.5	61.6	54.8	59.0
Months of Inventory⁵	2.0	2.3	2.1	3.0	5.0	5.2	5.7
Average Price	\$385,429	20.8	26.1	60.2	72.0	79.1	95.3

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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