



Residential Market Activity

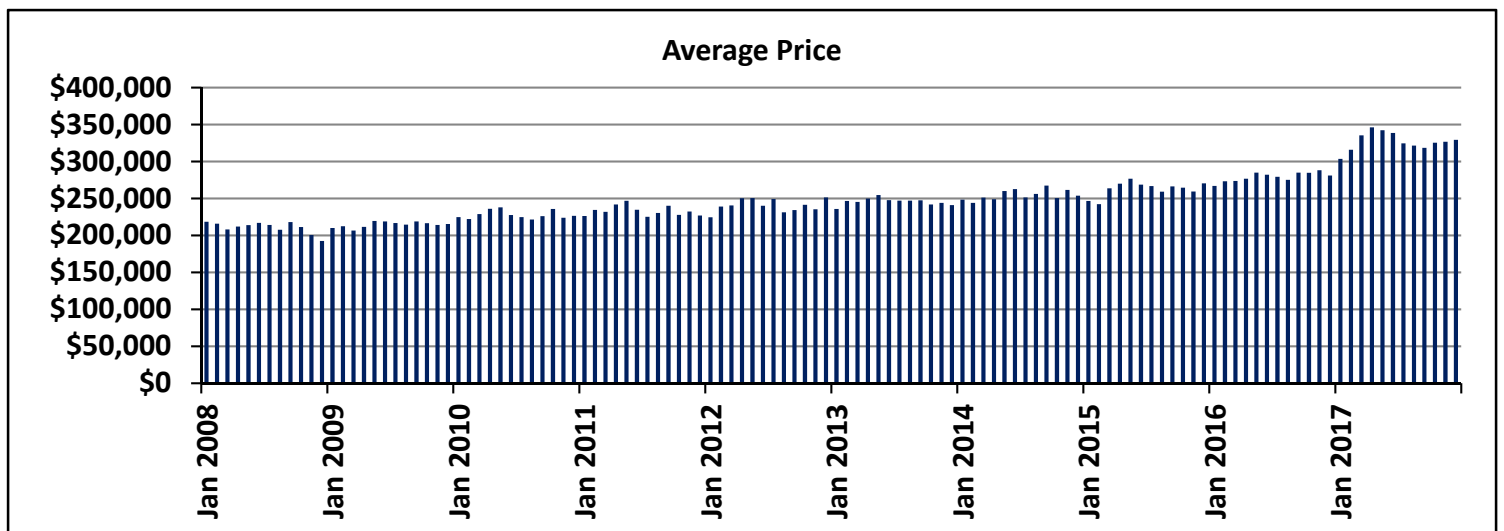
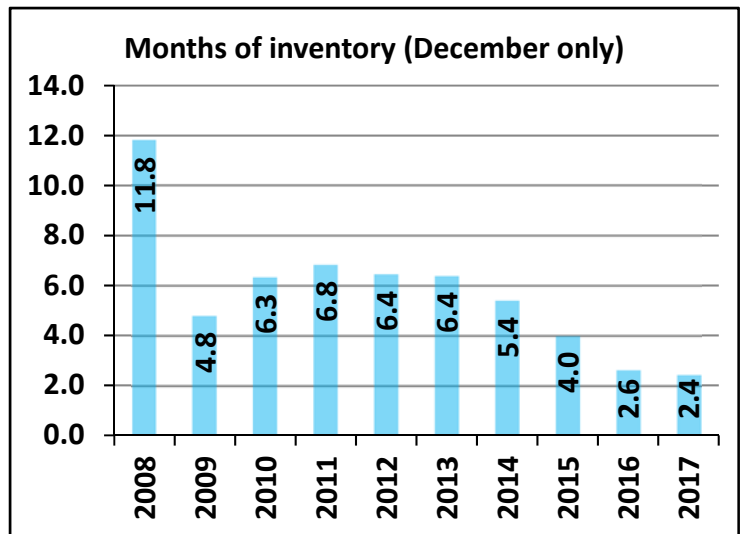
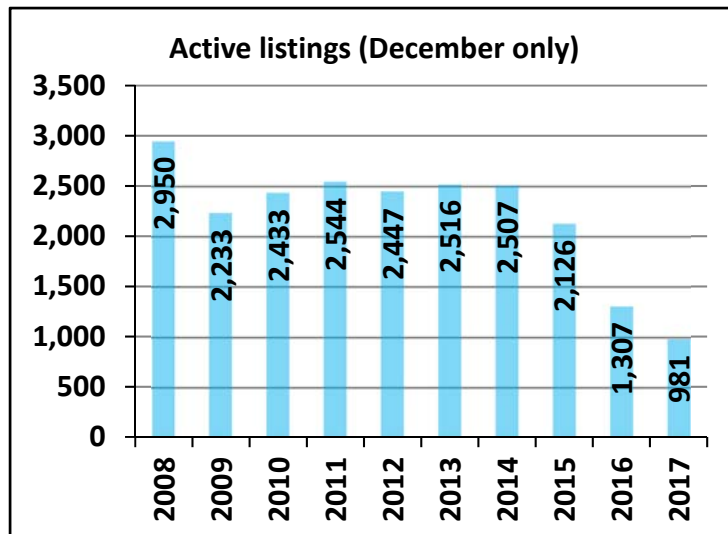
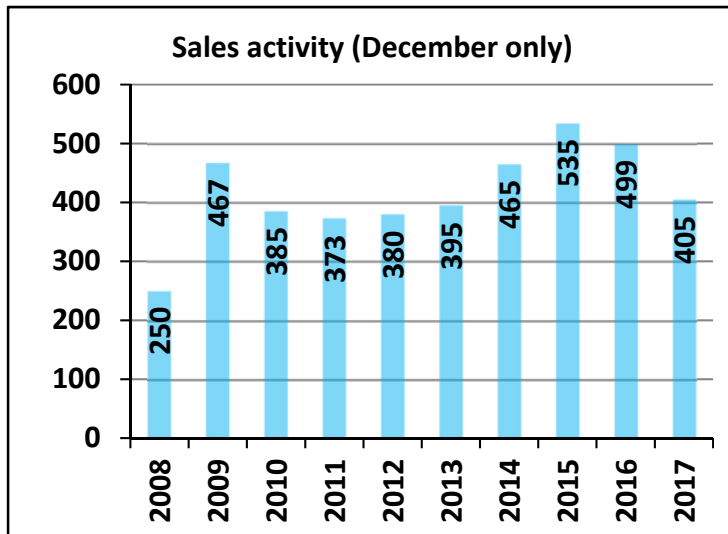
December 2017



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

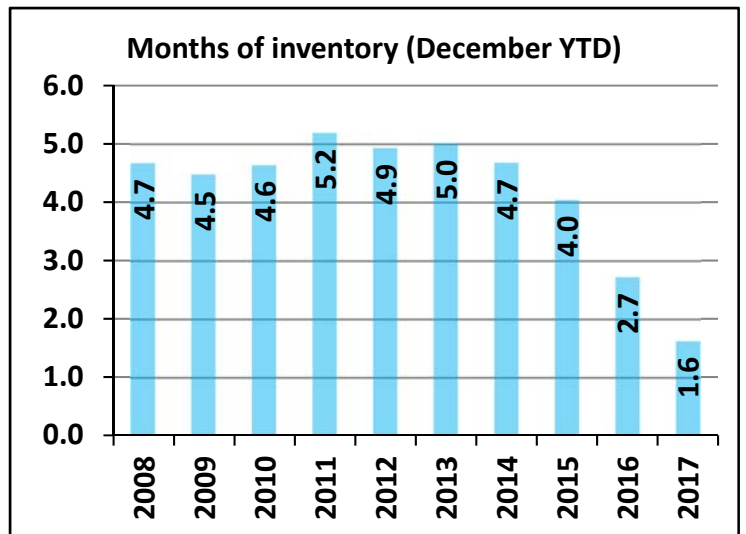
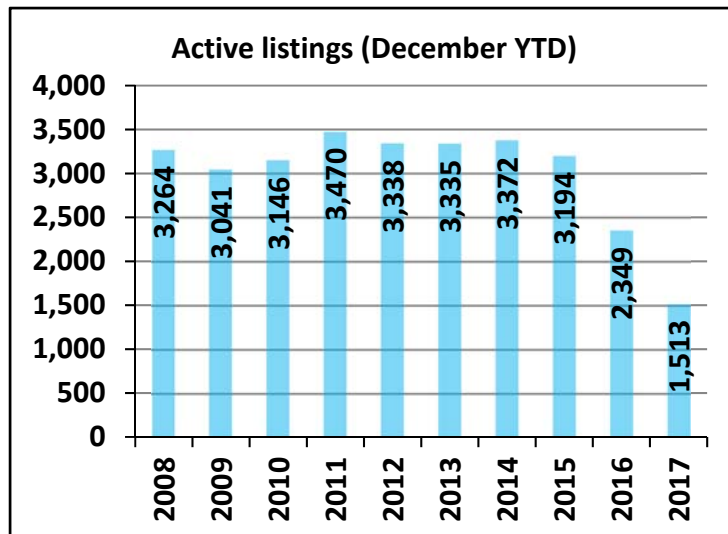
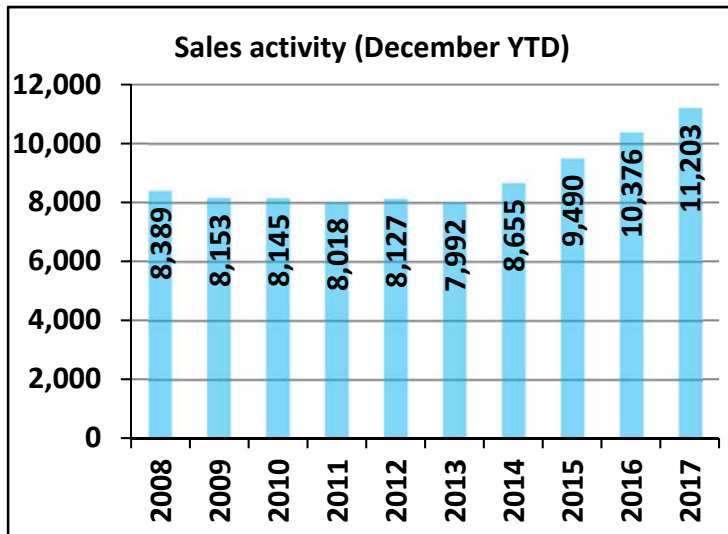
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016	December 2015	December 2014	December 2012	December 2010	December 2007
Sales Activity	405	-18.8	-24.3	-12.9	6.6	5.2	8.9
Dollar Volume	\$133,378,853	-4.8	-7.8	13.0	39.7	53.1	72.4
New Listings	398	-5.0	-26.0	-27.1	-21.3	-20.9	-14.2
Active Listings	981	-24.9	-53.9	-60.9	-59.9	-59.7	-52.4
Sales to New Listings Ratio ¹	101.8	119.1	99.4	85.2	75.1	76.5	80.2
Months of Inventory ²	2.4	2.6	4.0	5.4	6.4	6.3	5.5
Average Price	\$329,331	17.3	21.8	29.8	31.0	45.5	58.3

Year-to-date	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016 YTD	December 2015 YTD	December 2014 YTD	December 2012 YTD	December 2010 YTD	December 2007 YTD
Sales Activity	11,203	8.0	18.1	29.4	37.8	37.5	18.6
Dollar Volume	\$3,697,402,718	27.4	47.2	67.4	88.5	98.5	93.0
New Listings	14,301	-1.2	-10.8	-11.0	-7.3	-5.4	-4.7
Active Listings ³	1,513	-35.6	-52.6	-55.1	-54.7	-51.9	-44.1
Sales to New Listings Ratio ⁴	78.3	71.7	59.2	53.9	52.7	53.9	63.0
Months of Inventory ⁵	1.6	2.7	4.0	4.7	4.9	4.6	3.4
Average Price	\$330,037	18.0	24.7	29.3	36.7	44.3	62.7

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

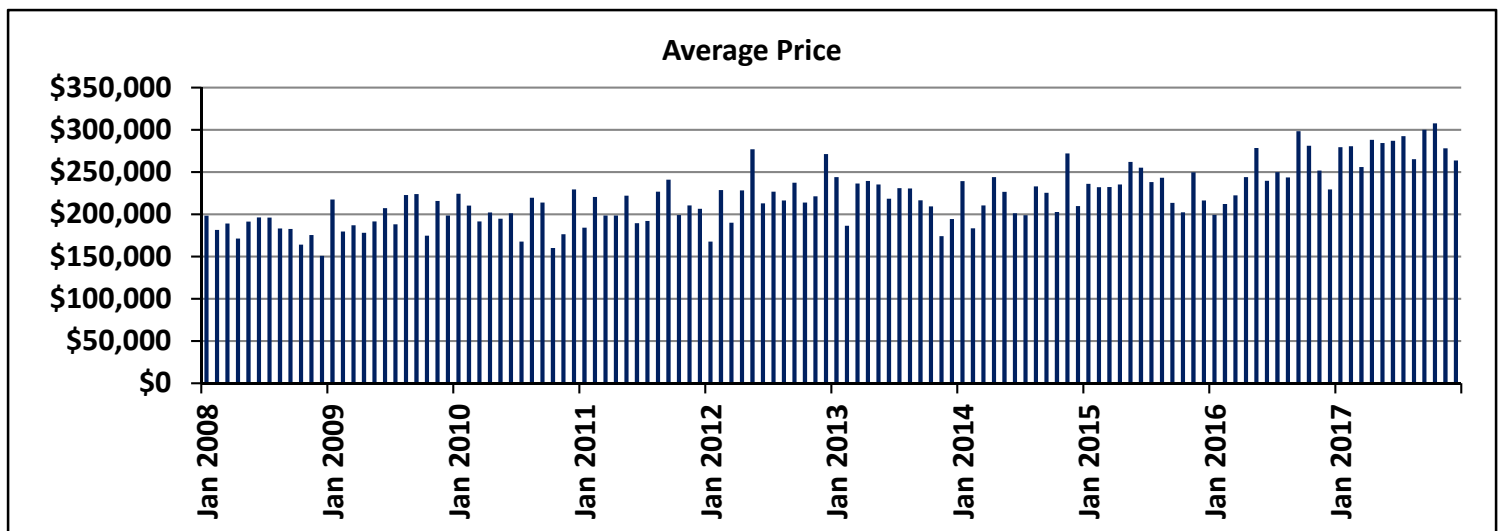
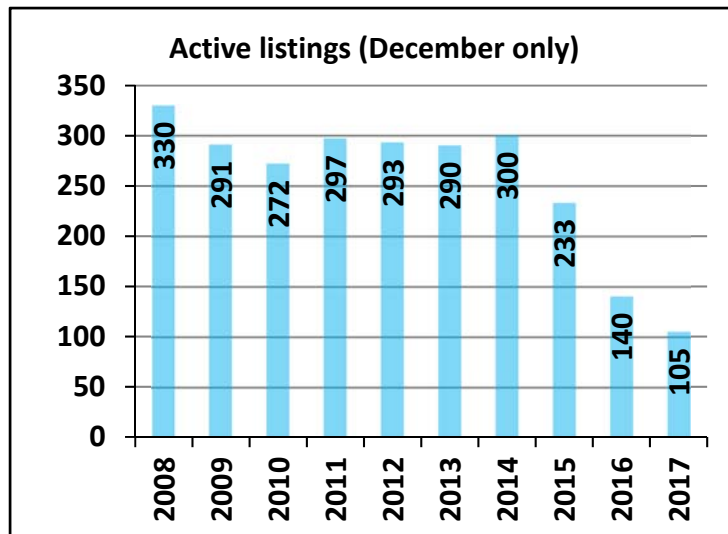
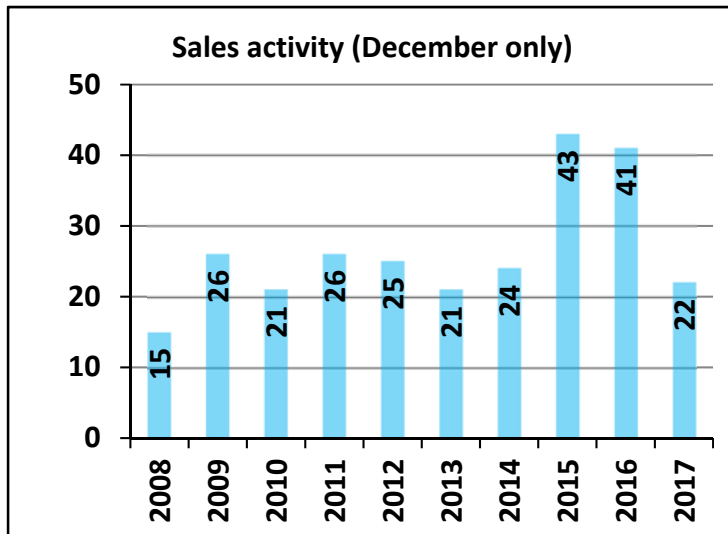
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

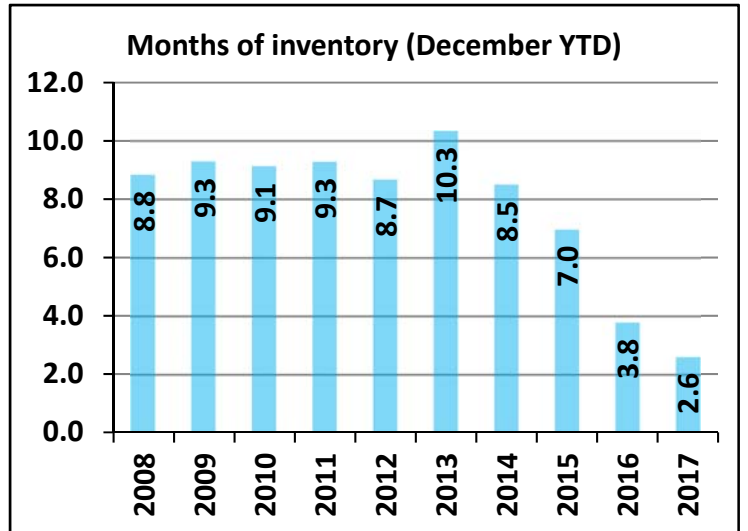
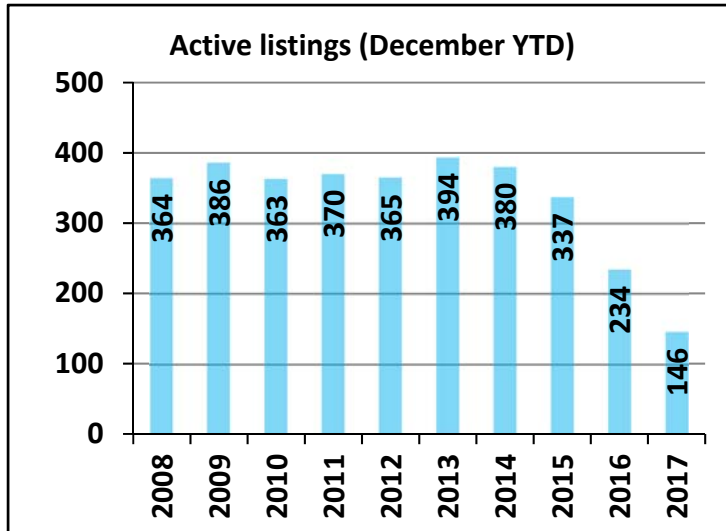
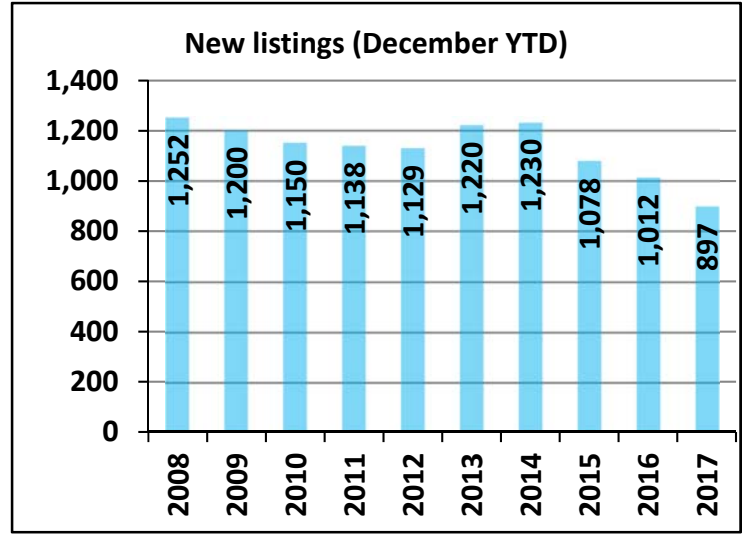
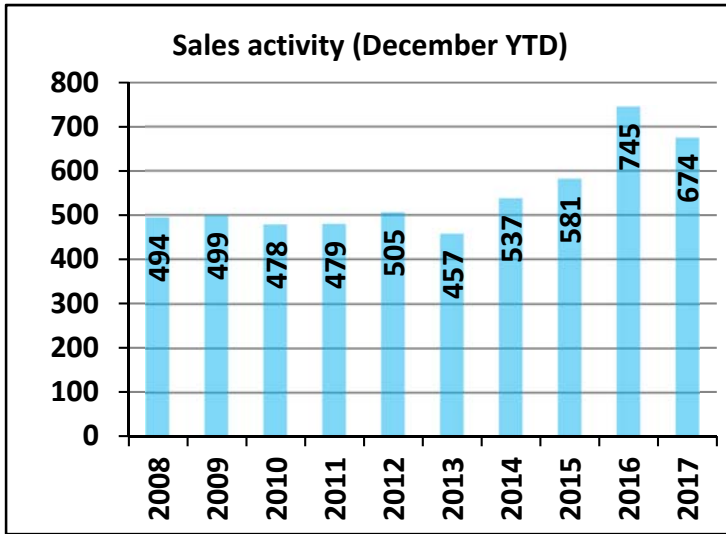
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016	December 2015	December 2014	December 2012	December 2010	December 2007
Sales Activity	22	-46.3	-48.8	-8.3	-12.0	4.8	-12.0
Dollar Volume	\$5,801,200	-38.3	-37.6	15.3	-14.5	20.5	57.7
New Listings	35	34.6	-7.9	-18.6	-25.5	12.9	-22.2
Active Listings	105	-25.0	-54.9	-65.0	-64.2	-61.4	-51.6
Sales to New Listings Ratio ¹	62.9	157.7	113.2	55.8	53.2	67.7	55.6
Months of Inventory ²	4.8	3.4	5.4	12.5	11.7	13.0	8.7
Average Price	\$263,691	15.0	21.9	25.7	-2.8	15.0	79.2

Year-to-date	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016 YTD	December 2015 YTD	December 2014 YTD	December 2012 YTD	December 2010 YTD	December 2007 YTD
Sales Activity	674	-9.5	16.0	25.5	33.5	41.0	16.6
Dollar Volume	\$190,651,504	3.2	38.9	60.3	67.9	101.0	89.1
New Listings	897	-11.4	-16.8	-27.1	-20.5	-22.0	-18.2
Active Listings ³	146	-37.6	-56.7	-61.6	-60.0	-59.8	-49.7
Sales to New Listings Ratio ⁴	75.1	73.6	53.9	43.7	44.7	41.6	52.7
Months of Inventory ⁵	2.6	3.8	7.0	8.5	8.7	9.1	6.0
Average Price	\$282,866	14.1	19.7	27.7	25.8	42.5	62.2

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

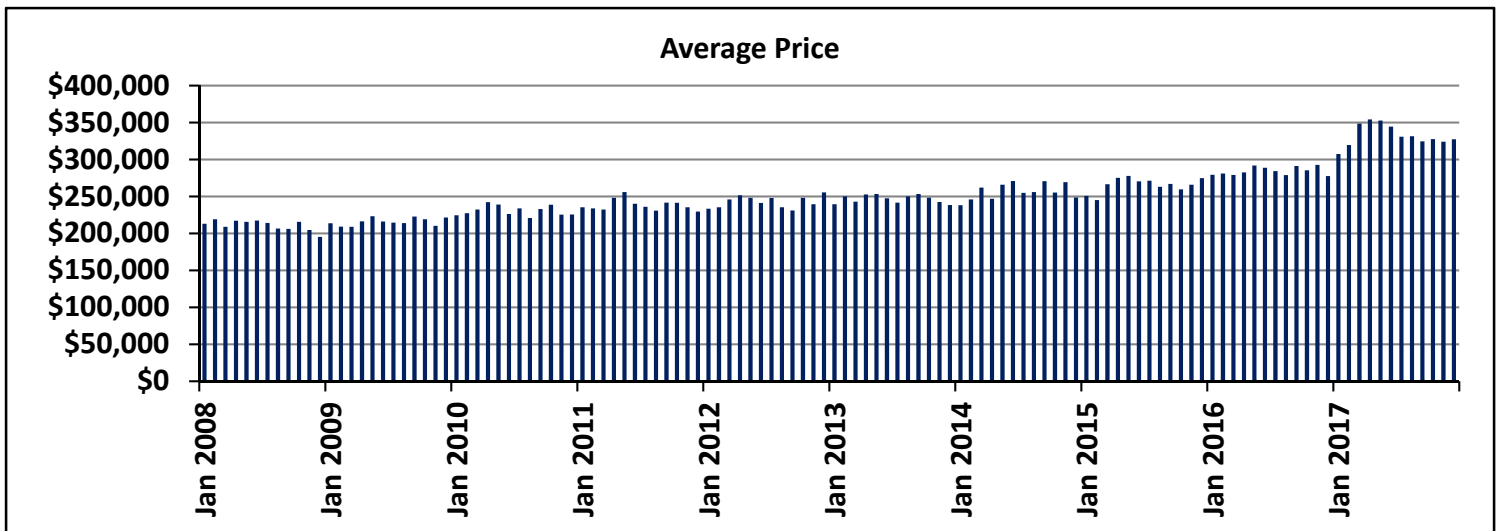
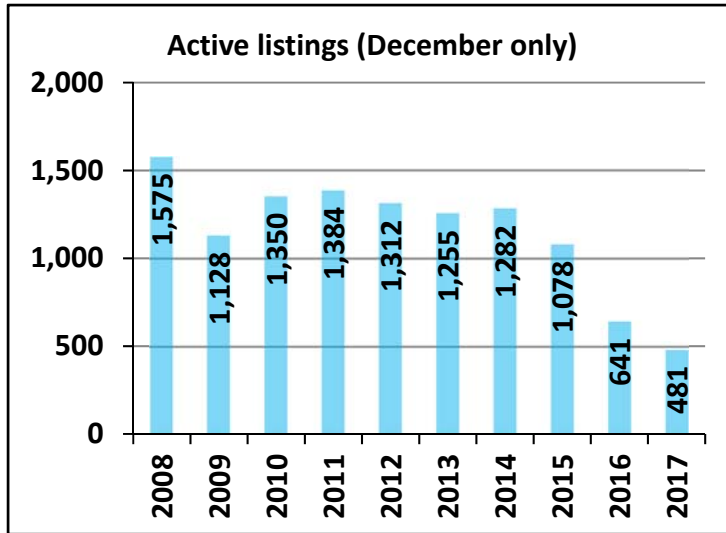
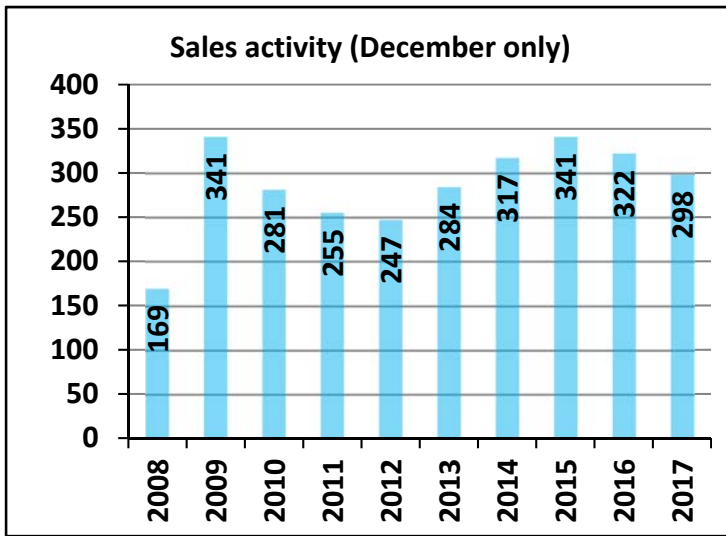
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

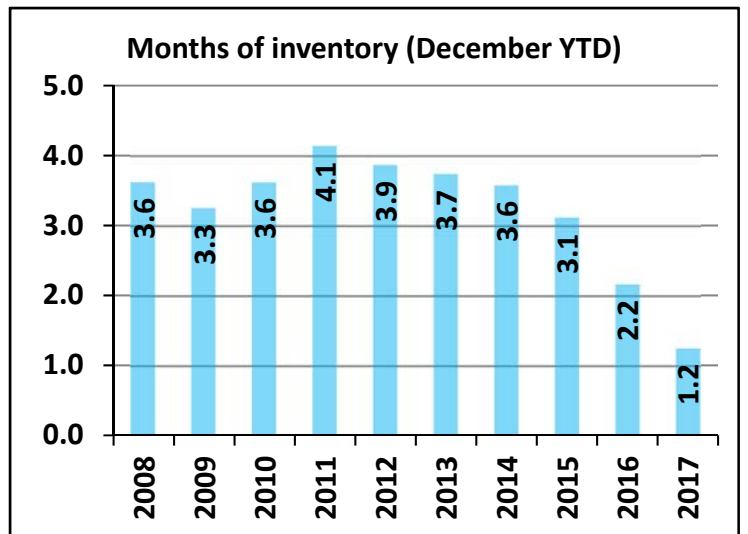
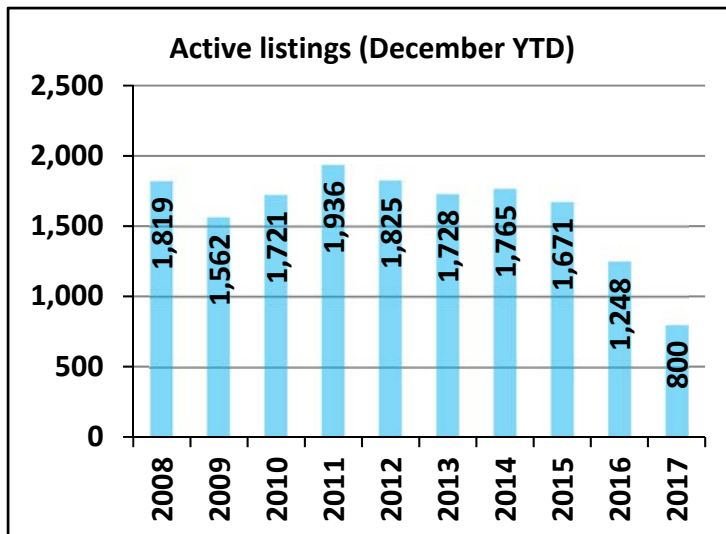
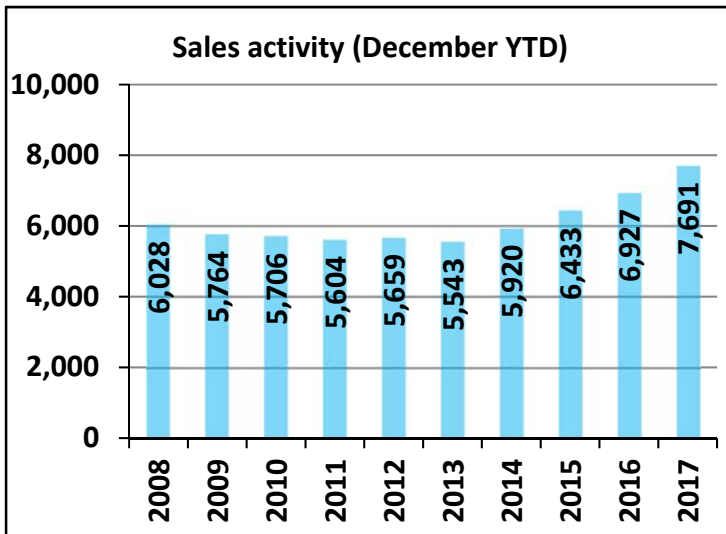
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016	December 2015	December 2014	December 2012	December 2010	December 2007
Sales Activity	298	-7.5	-12.6	-6.0	20.6	6.0	14.2
Dollar Volume	\$97,512,878	9.1	4.1	23.7	54.6	53.9	75.5
New Listings	234	-9.7	-30.4	-29.9	-27.1	-33.0	-20.4
Active Listings	481	-25.0	-55.4	-62.5	-63.3	-64.4	-58.0
Sales to New Listings Ratio ¹	127.4	124.3	101.5	94.9	76.9	80.5	88.8
Months of Inventory ²	1.6	2.0	3.2	4.0	5.3	4.8	4.4
Average Price	\$327,224	17.9	19.1	31.6	28.2	45.1	53.7

Year-to-date	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016 YTD	December 2015 YTD	December 2014 YTD	December 2012 YTD	December 2010 YTD	December 2007 YTD
Sales Activity	7,691	11.0	19.6	29.9	35.9	34.8	14.7
Dollar Volume	\$2,589,912,681	31.2	50.7	69.4	88.3	95.7	87.4
New Listings	9,674	1.1	-7.9	-8.4	-6.4	-4.8	-5.6
Active Listings ³	800	-35.9	-52.1	-54.7	-56.2	-53.5	-48.0
Sales to New Listings Ratio ⁴	79.5	72.4	61.2	56.1	54.8	56.2	65.4
Months of Inventory ⁵	1.2	2.2	3.1	3.6	3.9	3.6	2.8
Average Price	\$336,746	18.2	26.0	30.4	38.6	45.2	63.4

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

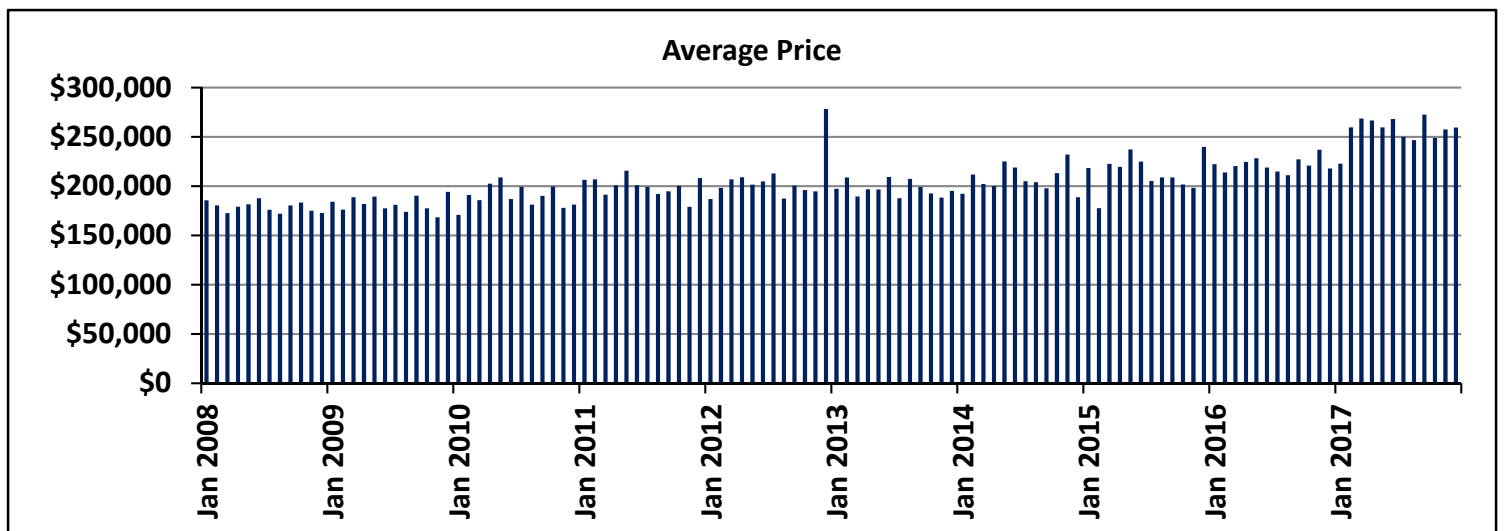
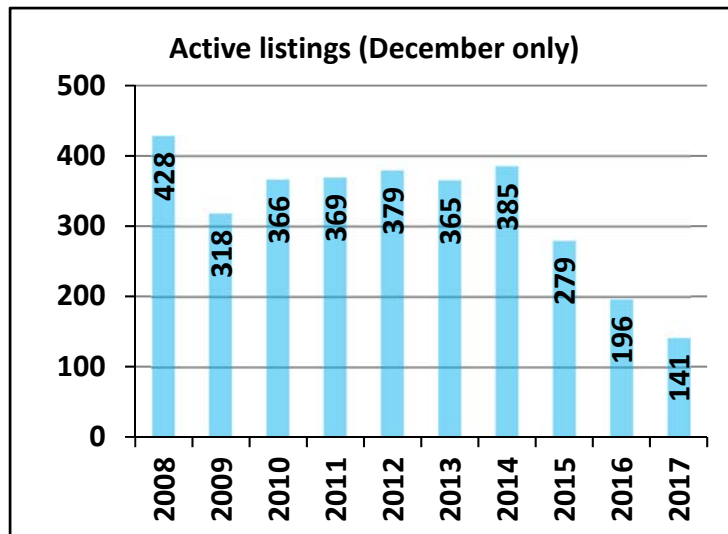
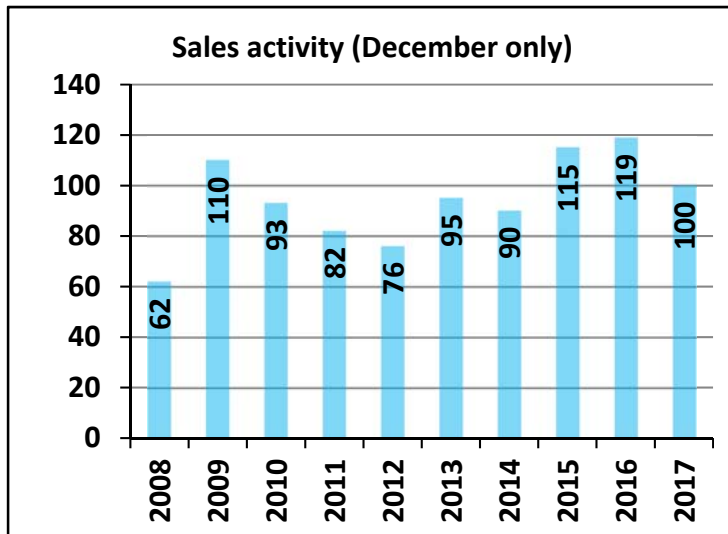
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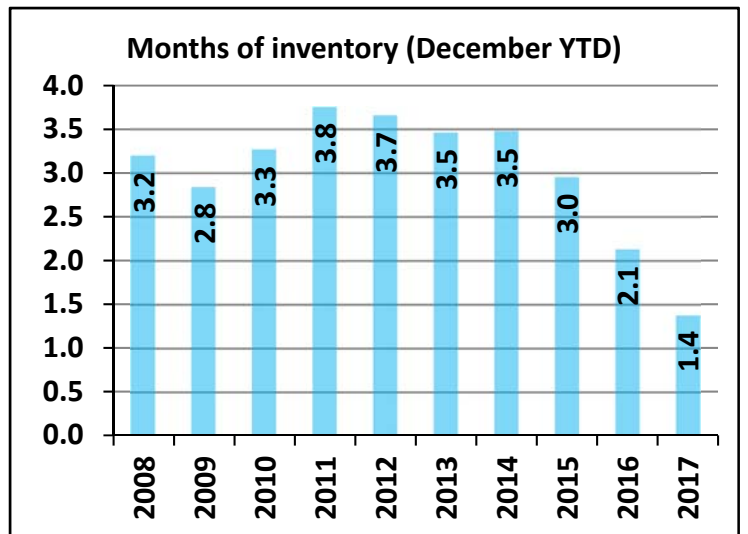
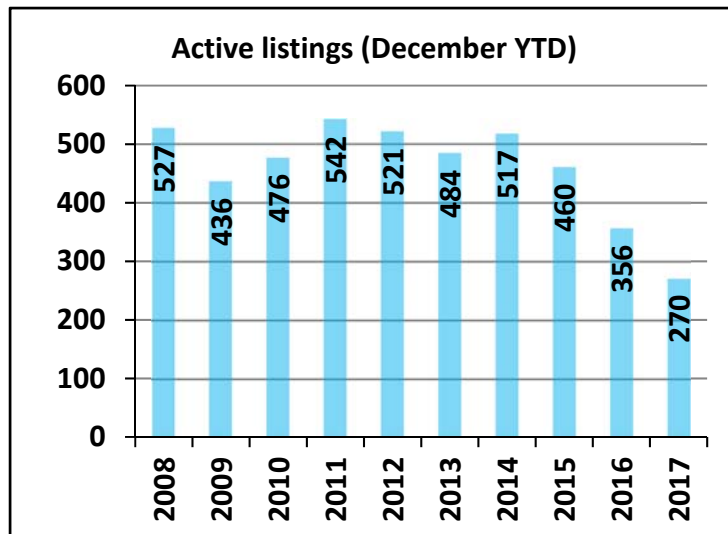
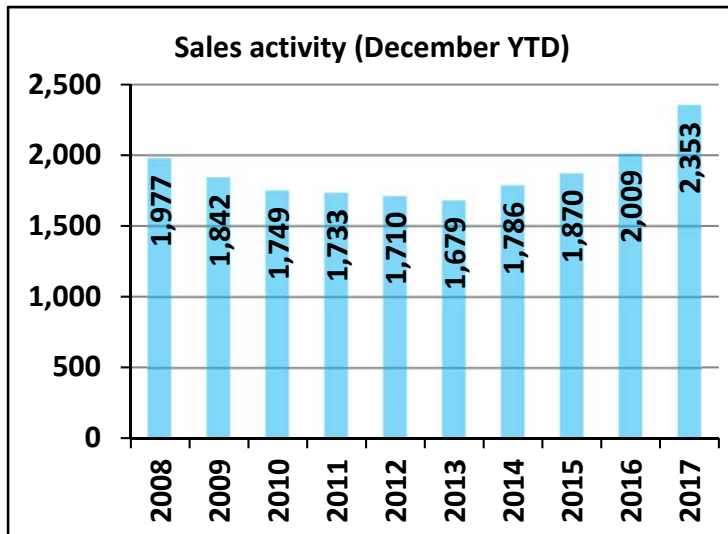
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016	December 2015	December 2014	December 2012	December 2010	December 2007
Sales Activity	100	-16.0	-13.0	11.1	31.6	7.5	19.0
Dollar Volume	\$25,942,492	0.1	-5.9	52.8	22.7	54.0	58.9
New Listings	75	-2.6	-23.5	-24.2	-29.9	-19.4	-15.7
Active Listings	141	-28.1	-49.5	-63.4	-62.8	-61.5	-58.3
Sales to New Listings Ratio ¹	133.3	154.5	117.3	90.9	71.0	100.0	94.4
Months of Inventory ²	1.4	1.6	2.4	4.3	5.0	3.9	4.0
Average Price	\$259,425	19.1	8.2	37.5	-6.7	43.2	33.5

Year-to-date	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016 YTD	December 2015 YTD	December 2014 YTD	December 2012 YTD	December 2010 YTD	December 2007 YTD
Sales Activity	2,353	17.1	25.8	31.7	37.6	34.5	8.0
Dollar Volume	\$608,801,504	36.9	51.4	63.1	74.2	82.1	58.2
New Listings	2,955	6.4	1.7	-5.8	-3.5	-1.3	-7.6
Active Listings ³	270	-24.2	-41.3	-47.8	-48.2	-43.3	-37.8
Sales to New Listings Ratio ⁴	79.6	72.3	64.3	56.9	55.8	58.4	68.1
Months of Inventory ⁵	1.4	2.1	3.0	3.5	3.7	3.3	2.4
Average Price	\$258,734	16.9	20.3	23.8	26.6	35.4	46.5

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

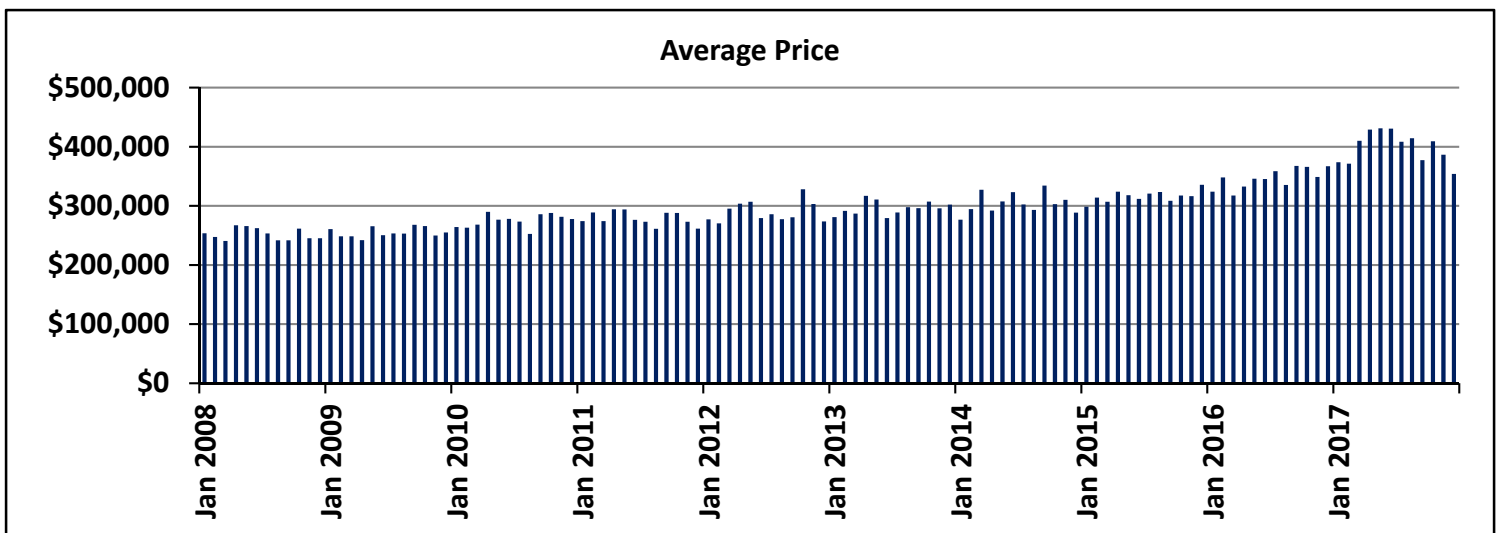
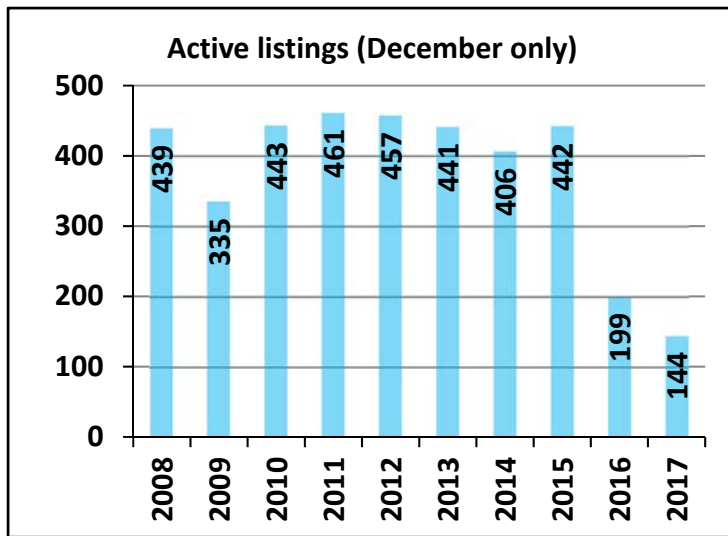
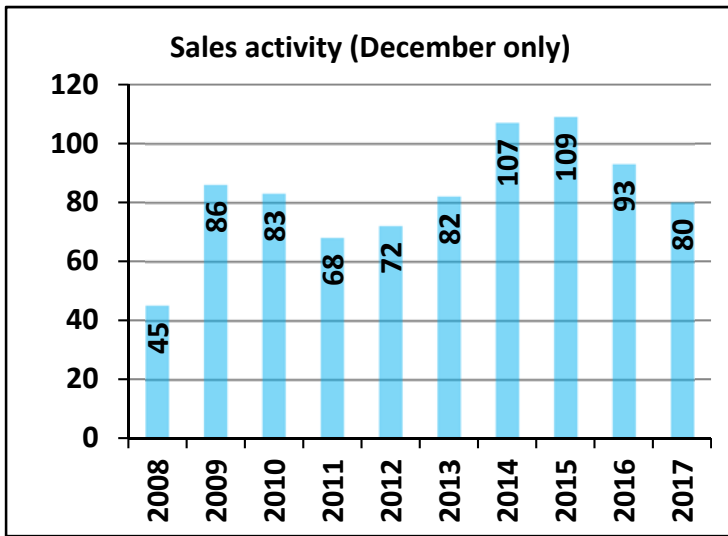
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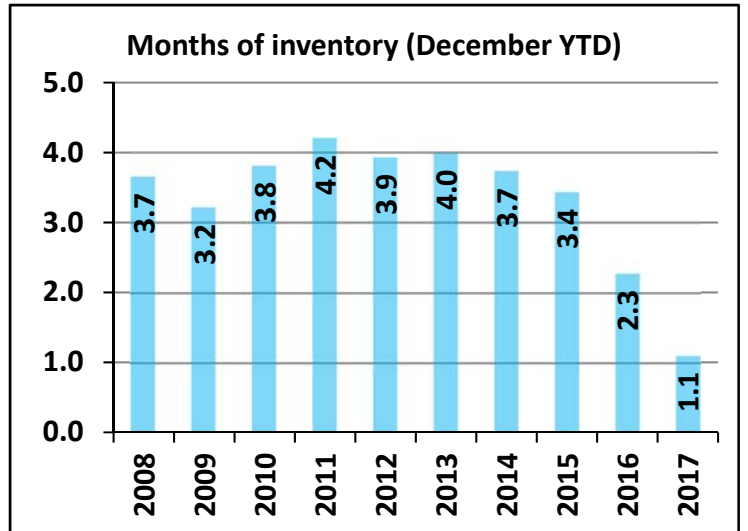
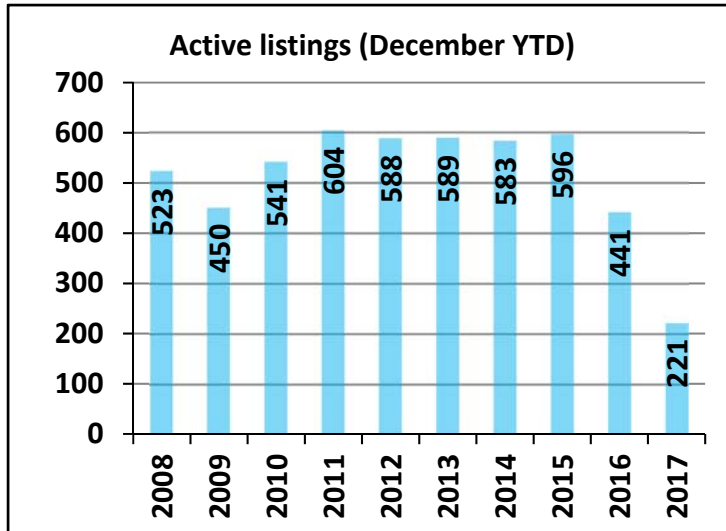
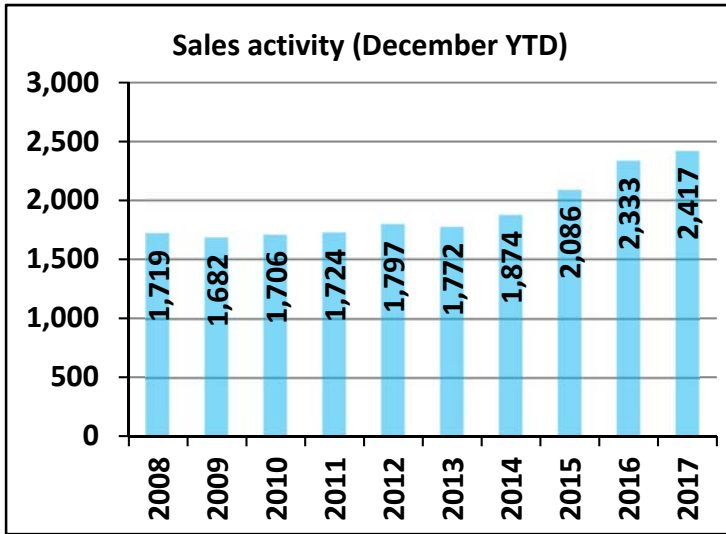
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016	December 2015	December 2014	December 2012	December 2010	December 2007
Sales Activity	80	-14.0	-26.6	-25.2	11.1	-3.6	9.6
Dollar Volume	\$28,318,876	-17.0	-22.6	-8.3	43.8	23.0	64.5
New Listings	69	-20.7	-50.7	-33.0	-34.9	-39.5	-16.9
Active Listings	144	-27.6	-67.4	-64.5	-68.5	-67.5	-55.7
Sales to New Listings Ratio ¹	115.9	106.9	77.9	103.9	67.9	72.8	88.0
Months of Inventory ²	1.8	2.1	4.1	3.8	6.3	5.3	4.5
Average Price	\$353,986	-3.5	5.5	22.7	29.5	27.6	50.2

Year-to-date	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016 YTD	December 2015 YTD	December 2014 YTD	December 2012 YTD	December 2010 YTD	December 2007 YTD
Sales Activity	2,417	3.6	15.9	29.0	34.5	41.7	33.5
Dollar Volume	\$985,653,925	22.4	49.4	71.7	88.7	109.9	119.7
New Listings	3,062	-5.1	-15.6	-8.8	-8.0	-3.2	7.0
Active Listings ³	221	-49.9	-62.9	-62.1	-62.4	-59.1	-50.0
Sales to New Listings Ratio ⁴	78.9	72.3	57.5	55.8	54.0	54.0	63.2
Months of Inventory ⁵	1.1	2.3	3.4	3.7	3.9	3.8	2.9
Average Price	\$407,801	18.1	28.9	33.2	40.3	48.1	64.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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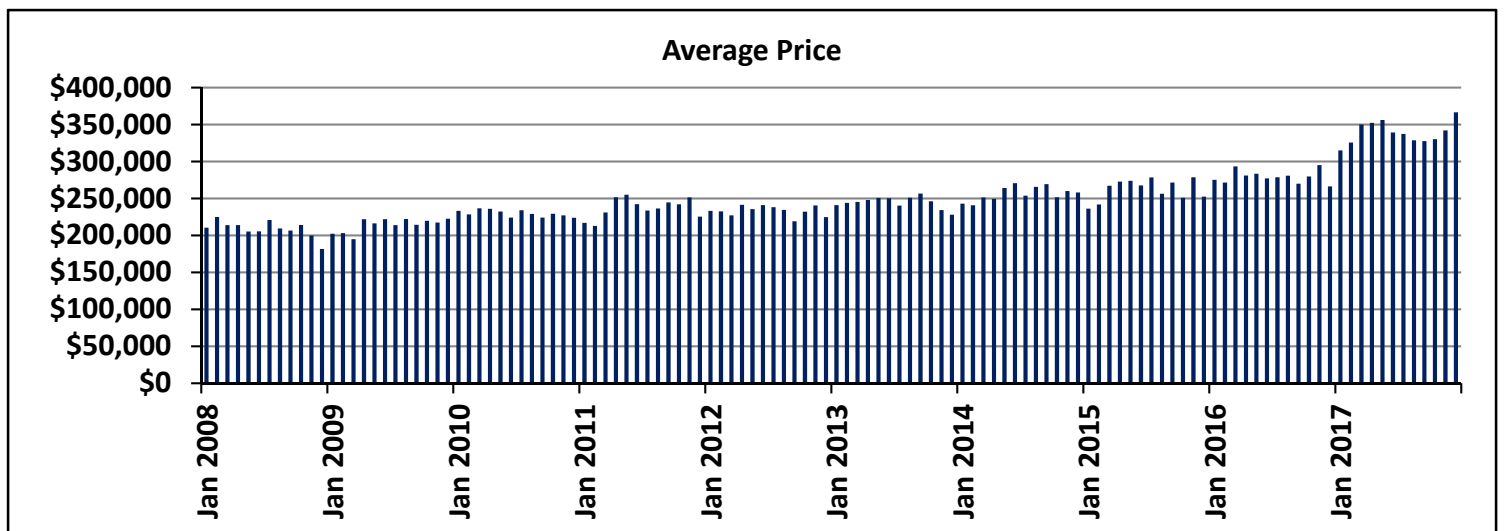
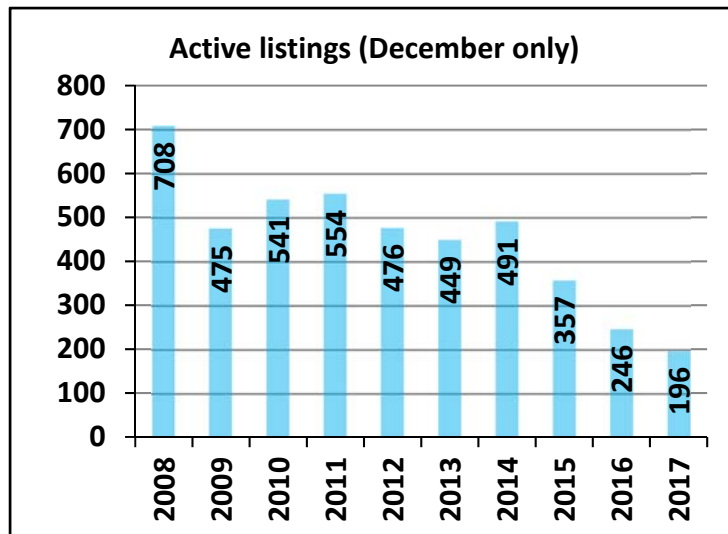
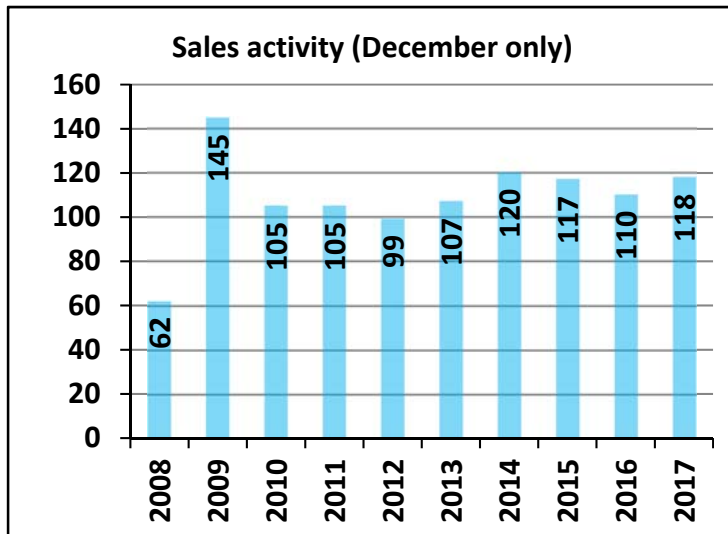
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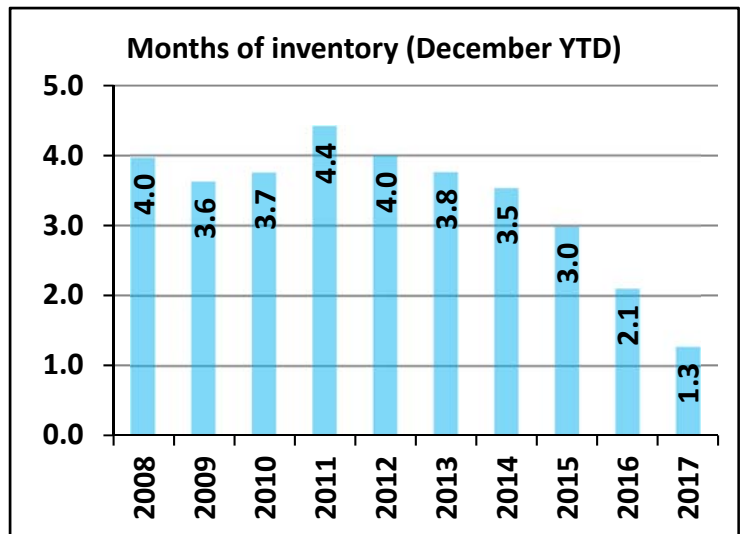
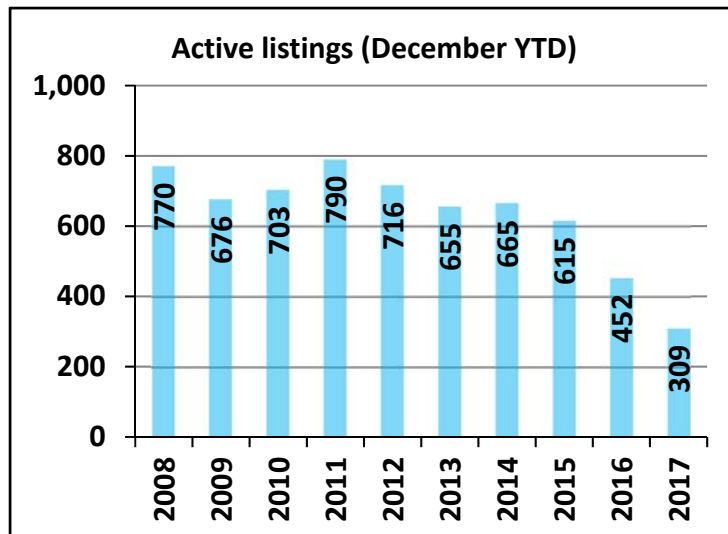
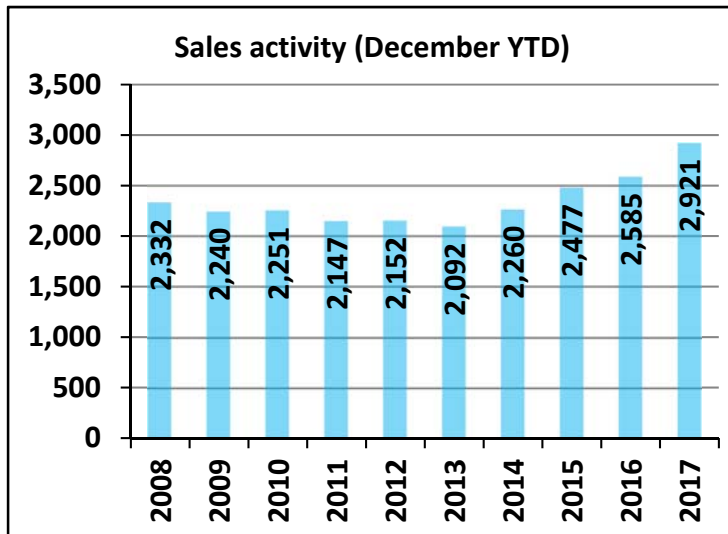
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016	December 2015	December 2014	December 2012	December 2010	December 2007
Sales Activity	118	7.3	0.9	-1.7	19.2	12.4	13.5
Dollar Volume	\$43,251,510	47.7	46.5	39.7	94.5	84.0	96.2
New Listings	90	-5.3	-8.2	-31.8	-16.7	-36.6	-26.2
Active Listings	196	-20.3	-45.1	-60.1	-58.8	-63.8	-59.3
Sales to New Listings Ratio ¹	131.1	115.8	119.4	90.9	91.7	73.9	85.2
Months of Inventory ²	1.7	2.2	3.1	4.1	4.8	5.2	4.6
Average Price	\$366,538	37.7	45.2	42.1	63.2	63.8	72.9

Year-to-date	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016 YTD	December 2015 YTD	December 2014 YTD	December 2012 YTD	December 2010 YTD	December 2007 YTD
Sales Activity	2,921	13.0	17.9	29.2	35.7	29.8	7.5
Dollar Volume	\$995,457,252	37.5	51.6	71.1	97.8	91.8	81.4
New Listings	3,657	2.6	-7.9	-10.0	-7.2	-8.7	-12.7
Active Listings ³	309	-31.6	-49.8	-53.5	-56.8	-56.0	-53.3
Sales to New Listings Ratio ⁴	79.9	72.5	62.4	55.6	54.6	56.2	64.9
Months of Inventory ⁵	1.3	2.1	3.0	3.5	4.0	3.7	2.9
Average Price	\$340,793	21.7	28.6	32.4	45.7	47.8	68.8

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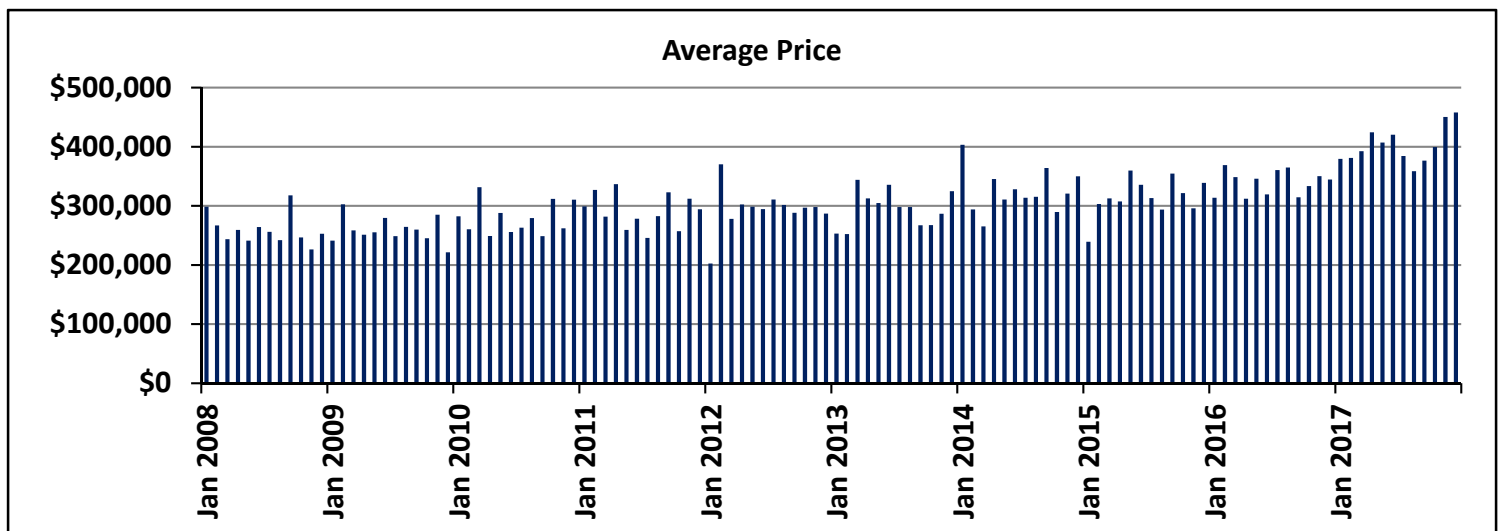
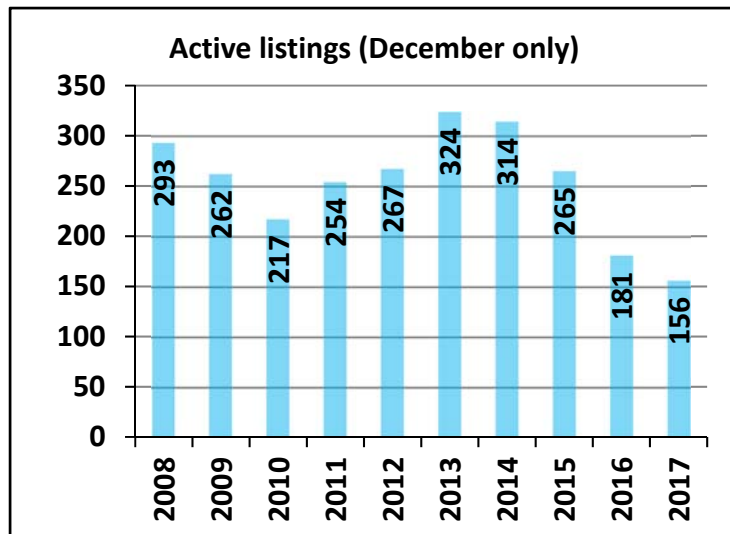
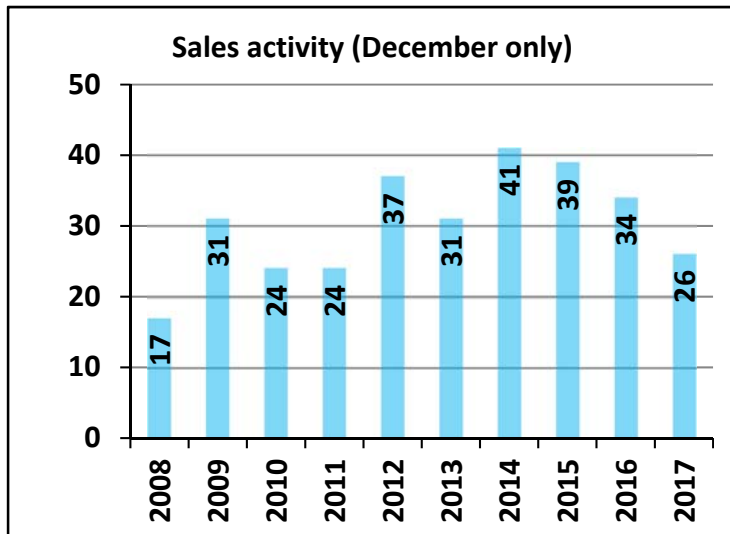
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

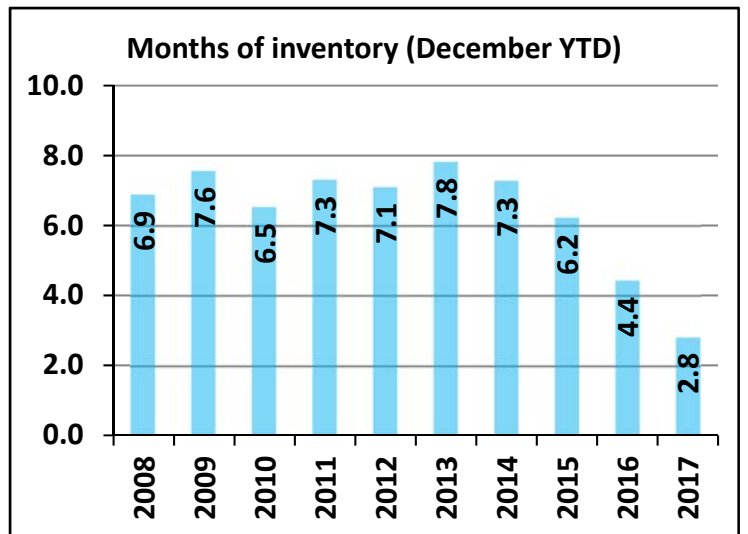
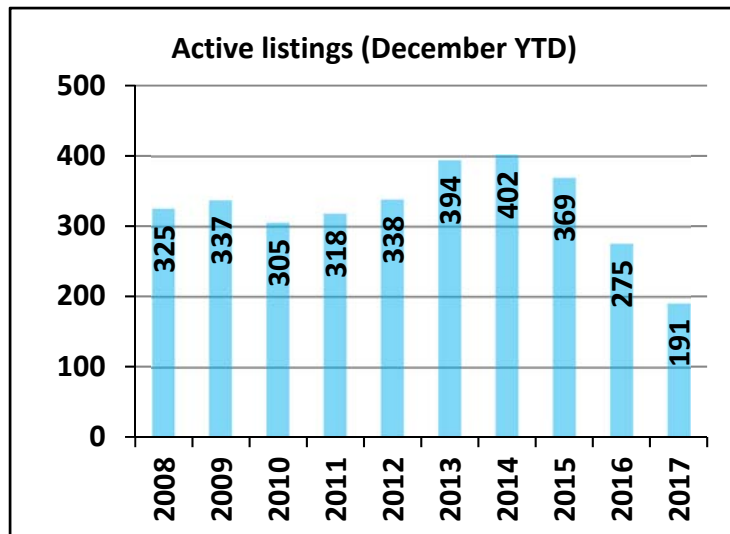
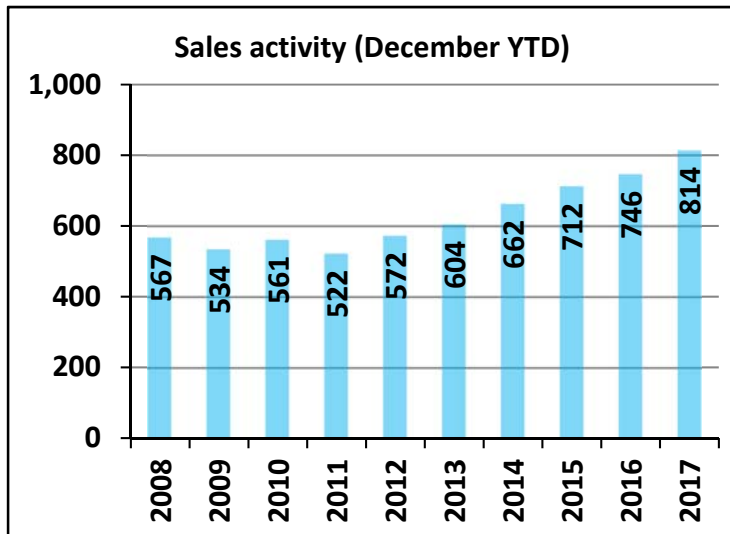
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016	December 2015	December 2014	December 2012	December 2010	December 2007
Sales Activity	26	-23.5	-33.3	-36.6	-29.7	8.3	8.3
Dollar Volume	\$11,904,175	1.6	-9.9	-17.0	12.2	59.9	74.0
New Listings	56	-3.4	-12.5	0.0	40.0	55.6	60.0
Active Listings	156	-13.8	-41.1	-50.3	-41.6	-28.1	-26.1
Sales to New Listings Ratio ¹	46.4	58.6	60.9	73.2	92.5	66.7	68.6
Months of Inventory ²	6.0	5.3	6.8	7.7	7.2	9.0	8.8
Average Price	\$457,853	32.9	35.1	30.8	59.7	47.6	60.6

Year-to-date	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016 YTD	December 2015 YTD	December 2014 YTD	December 2012 YTD	December 2010 YTD	December 2007 YTD
Sales Activity	814	9.1	14.3	23.0	42.3	45.1	37.0
Dollar Volume	\$326,579,496	29.5	43.1	53.2	92.8	110.9	128.6
New Listings	1,243	-3.4	-19.3	-17.4	-3.5	6.4	10.3
Active Listings ³	191	-30.5	-48.2	-52.5	-43.5	-37.4	-23.9
Sales to New Listings Ratio ⁴	65.5	58.0	46.2	44.0	44.4	48.0	52.7
Months of Inventory ⁵	2.8	4.4	6.2	7.3	7.1	6.5	5.1
Average Price	\$401,203	18.7	25.2	24.6	35.5	45.3	66.8

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

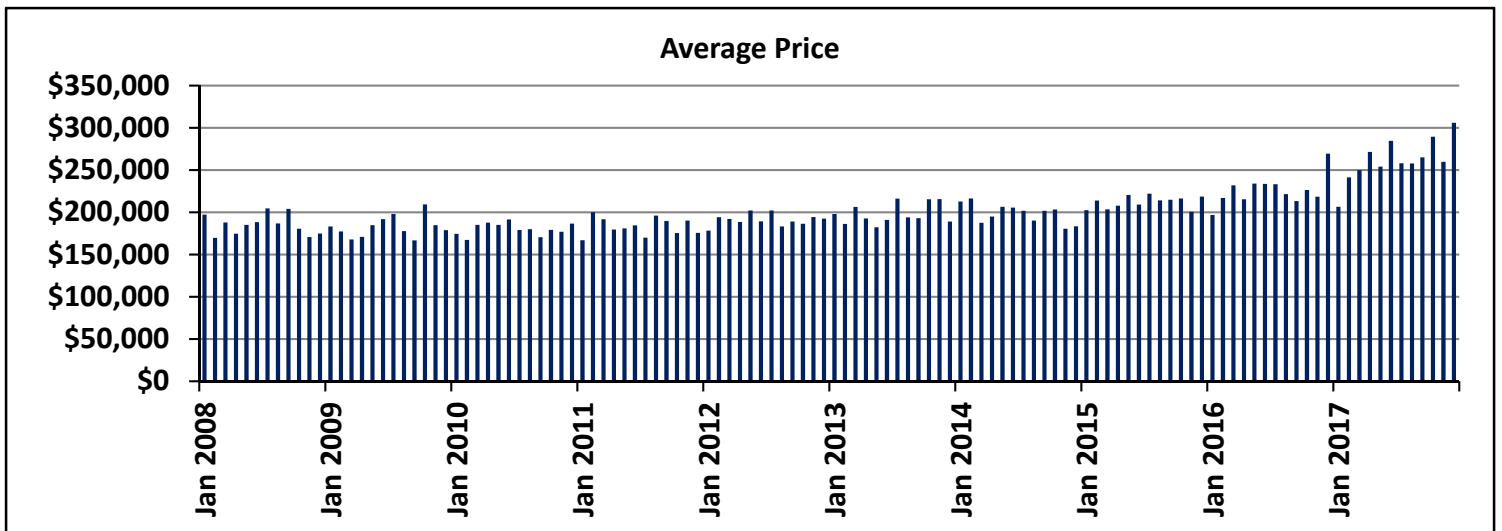
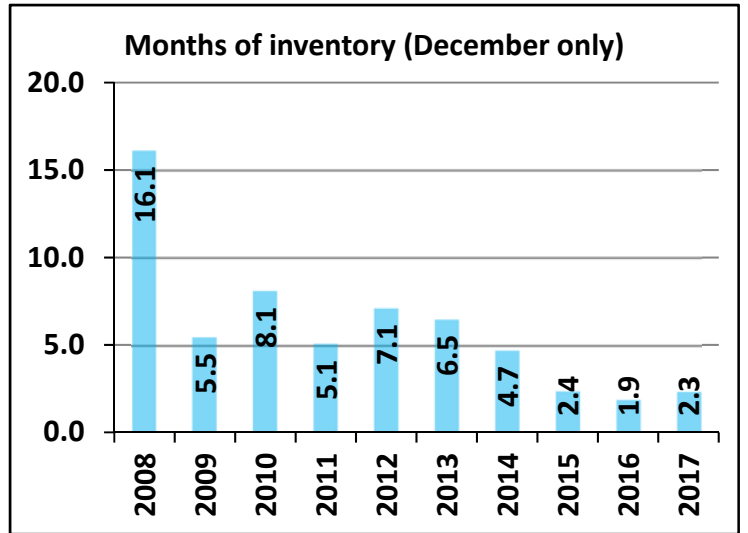
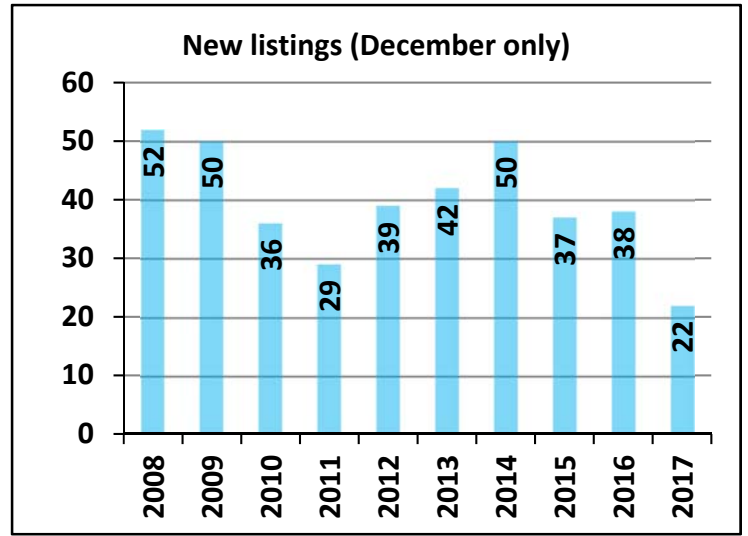
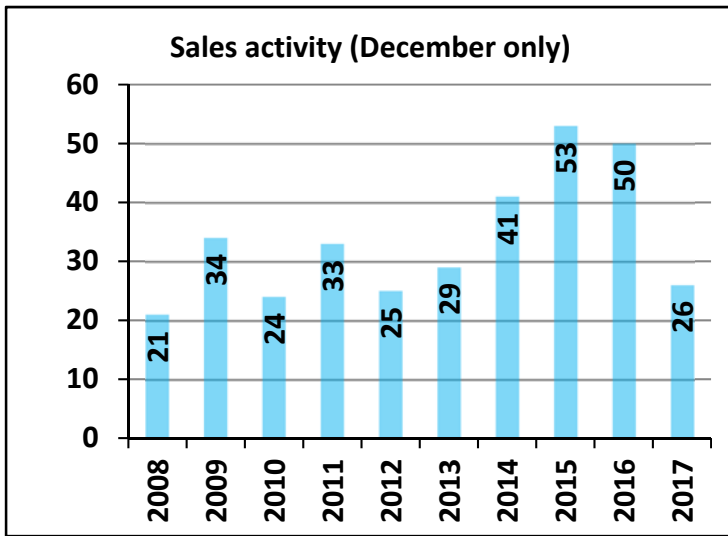
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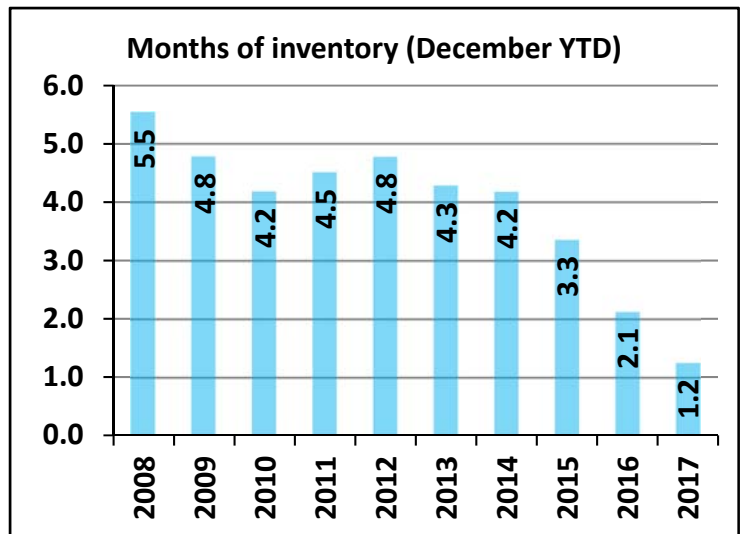
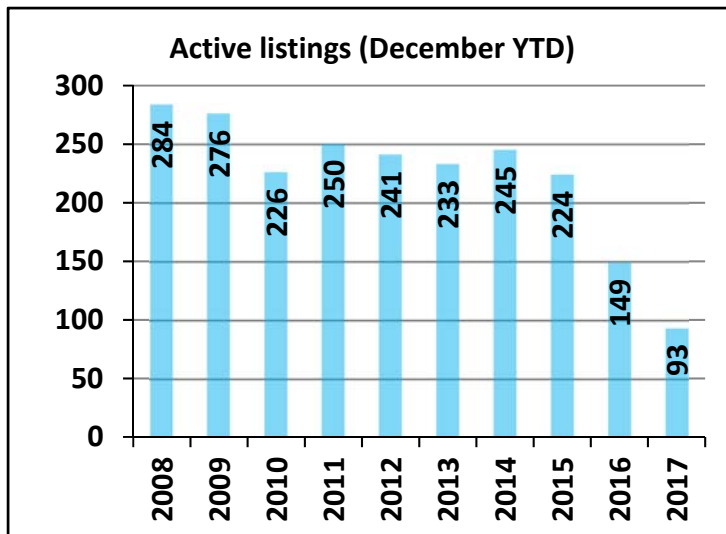
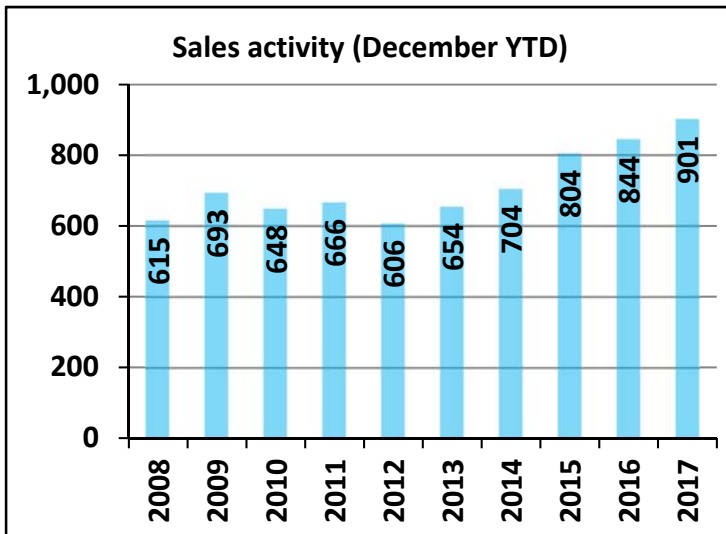
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016	December 2015	December 2014	December 2012	December 2010	December 2007
Sales Activity	26	-48.0	-50.9	-36.6	4.0	8.3	-21.2
Dollar Volume	\$7,951,050	-41.0	-31.4	5.7	65.3	77.5	43.8
New Listings	22	-42.1	-40.5	-56.0	-43.6	-38.9	-43.6
Active Listings	61	-35.1	-51.6	-68.4	-65.7	-68.6	-63.0
Sales to New Listings Ratio ¹	118.2	131.6	143.2	82.0	64.1	66.7	84.6
Months of Inventory ²	2.3	1.9	2.4	4.7	7.1	8.1	5.0
Average Price	\$305,810	13.5	39.9	66.8	58.9	63.9	82.5

Year-to-date	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016 YTD	December 2015 YTD	December 2014 YTD	December 2012 YTD	December 2010 YTD	December 2007 YTD
Sales Activity	901	6.8	12.1	28.0	48.7	39.0	8.4
Dollar Volume	\$235,593,974	22.9	37.8	68.6	103.1	100.9	65.7
New Listings	1,006	-2.2	-10.8	-9.9	-4.2	-3.0	-8.5
Active Listings ³	93	-37.6	-58.5	-62.0	-61.4	-58.8	-57.7
Sales to New Listings Ratio ⁴	89.6	82.0	71.3	63.1	57.7	62.5	75.5
Months of Inventory ⁵	1.2	2.1	3.3	4.2	4.8	4.2	3.2
Average Price	\$261,481	15.2	23.0	31.7	36.6	44.5	52.8

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

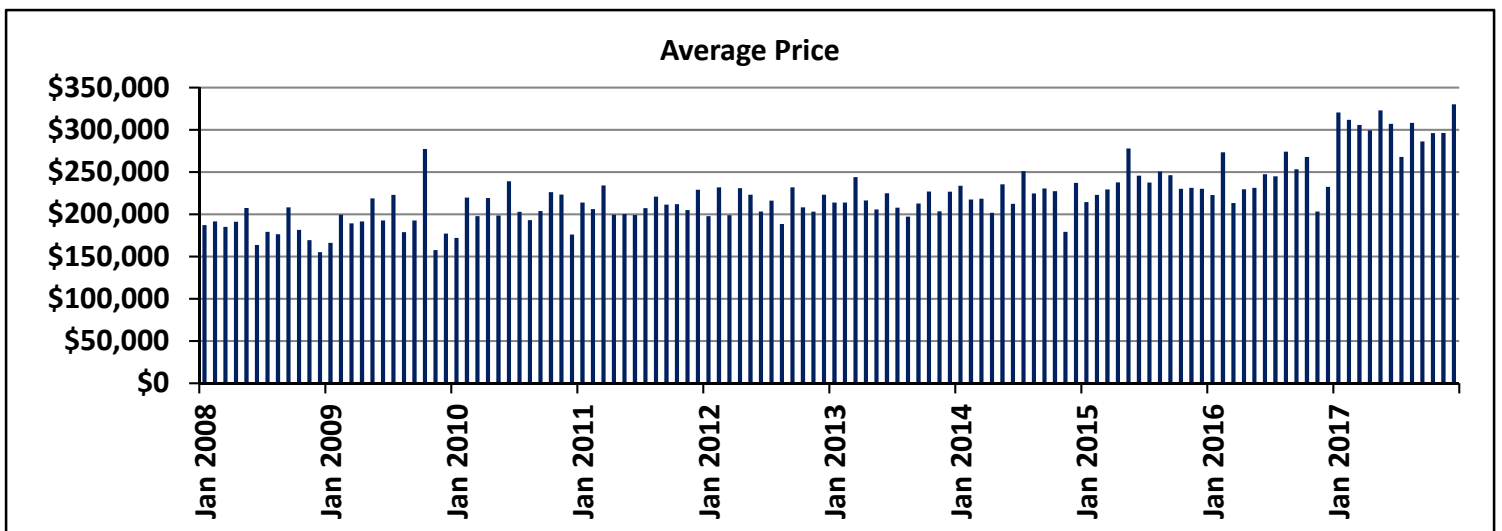
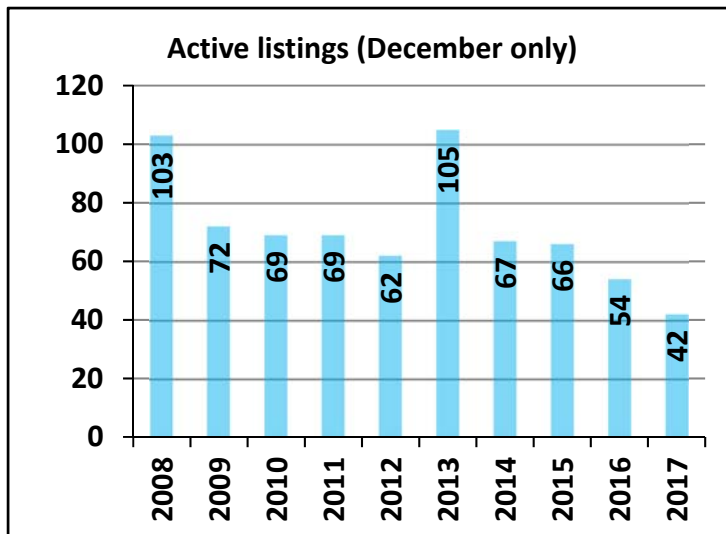
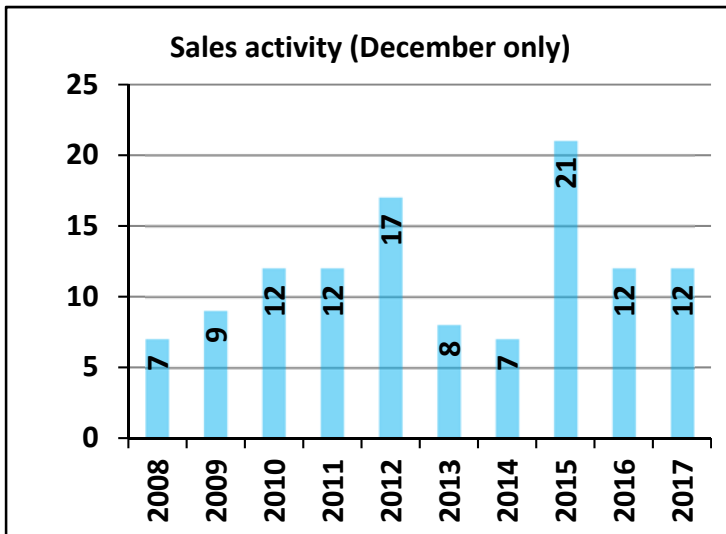
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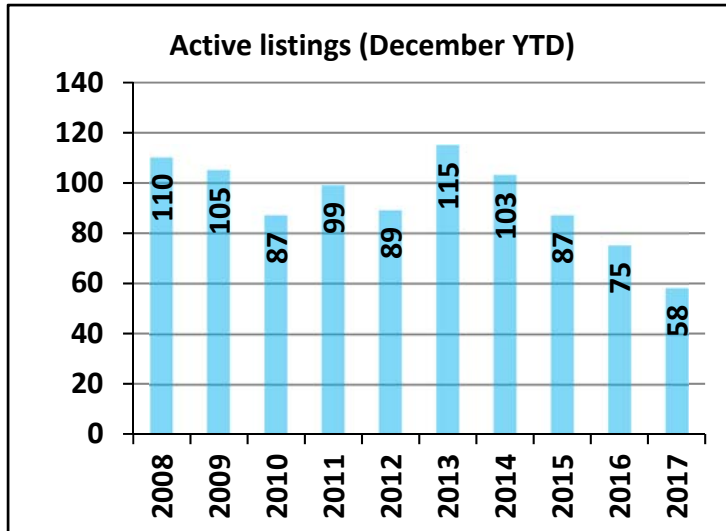
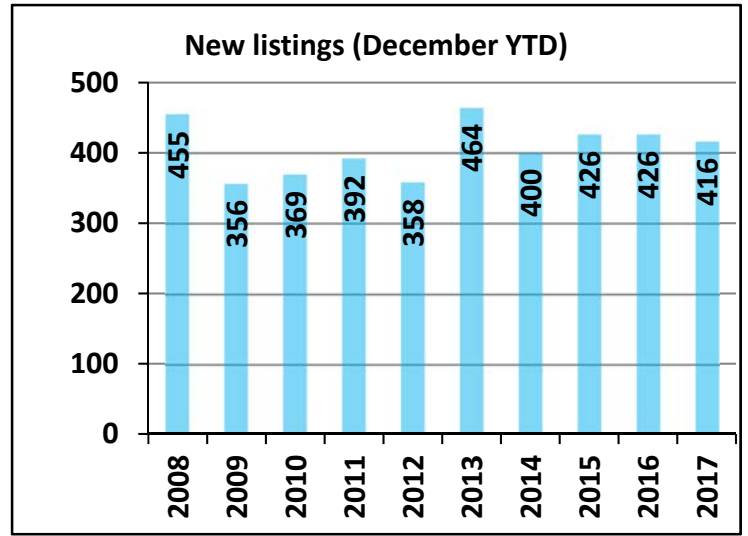
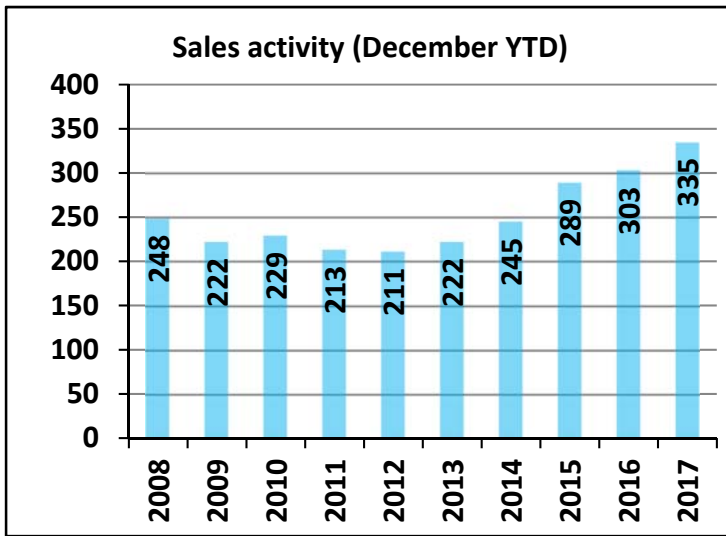
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016	December 2015	December 2014	December 2012	December 2010	December 2007
Sales Activity	12	0.0	-42.9	71.4	-29.4	0.0	20.0
Dollar Volume	\$3,962,600	42.1	-18.0	138.7	4.5	87.8	119.2
New Listings	15	36.4	-21.1	66.7	7.1	7.1	7.1
Active Listings	42	-22.2	-36.4	-37.3	-32.3	-39.1	-39.1
Sales to New Listings Ratio ¹	80.0	109.1	110.5	77.8	121.4	85.7	71.4
Months of Inventory ²	3.5	4.5	3.1	9.6	3.6	5.8	6.9
Average Price	\$330,217	42.1	43.5	39.2	48.1	87.8	82.7

Year-to-date	December 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2016 YTD	December 2015 YTD	December 2014 YTD	December 2012 YTD	December 2010 YTD	December 2007 YTD
Sales Activity	335	10.6	15.9	36.7	58.8	46.3	27.4
Dollar Volume	\$101,829,564	38.2	46.5	86.3	125.3	114.9	110.4
New Listings	416	-2.3	-2.3	4.0	16.2	12.7	-3.9
Active Listings ³	58	-22.7	-33.3	-43.7	-34.8	-33.3	-42.6
Sales to New Listings Ratio ⁴	80.5	71.1	67.8	61.3	58.9	62.1	60.7
Months of Inventory ⁵	2.1	3.0	3.6	5.0	5.1	4.6	4.6
Average Price	\$303,969	25.0	26.4	36.2	41.9	46.9	65.1

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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