



Residential Market Activity

October 2018

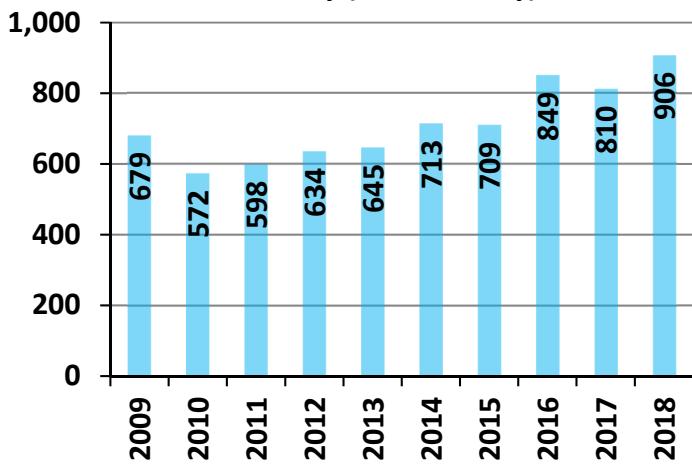


Prepared for the London & St. Thomas Association of REALTORS®
by the Canadian Real Estate Association

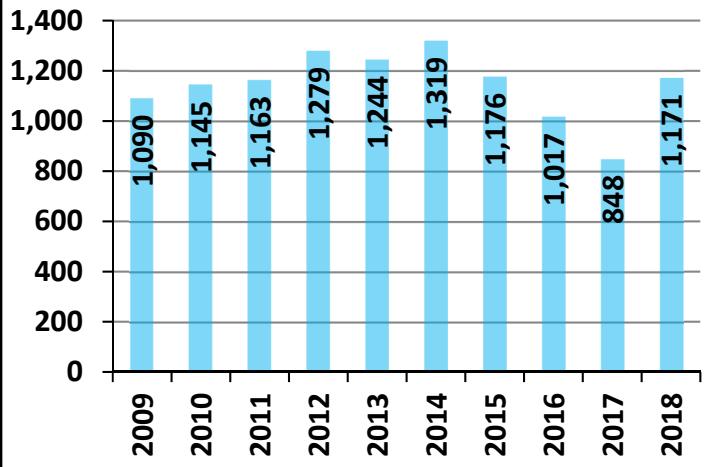
London and St. Thomas

Residential Market Activity

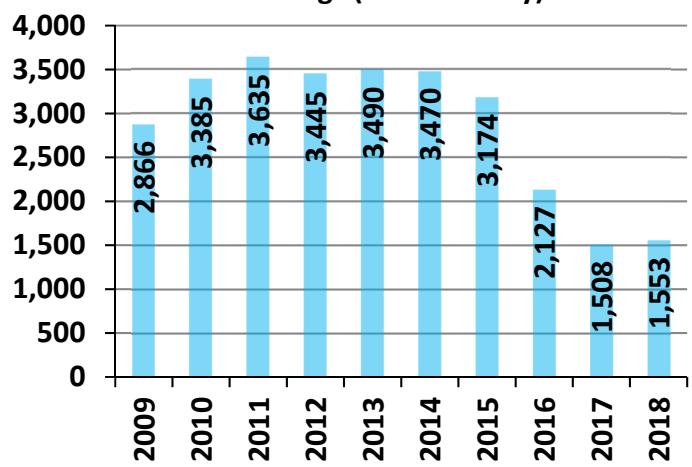
Sales activity (October only)



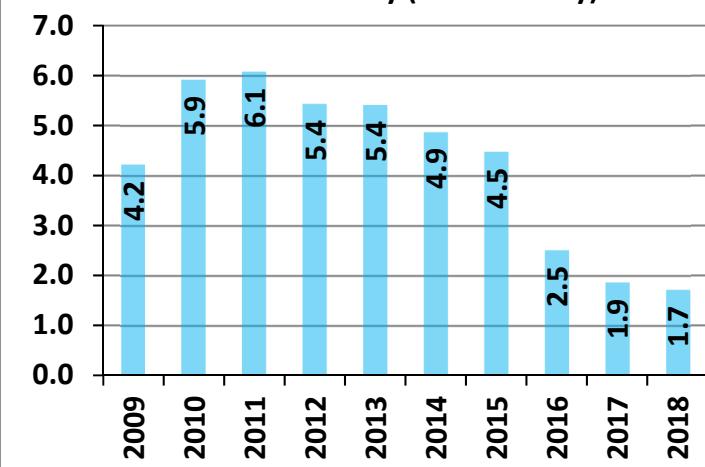
New listings (October only)



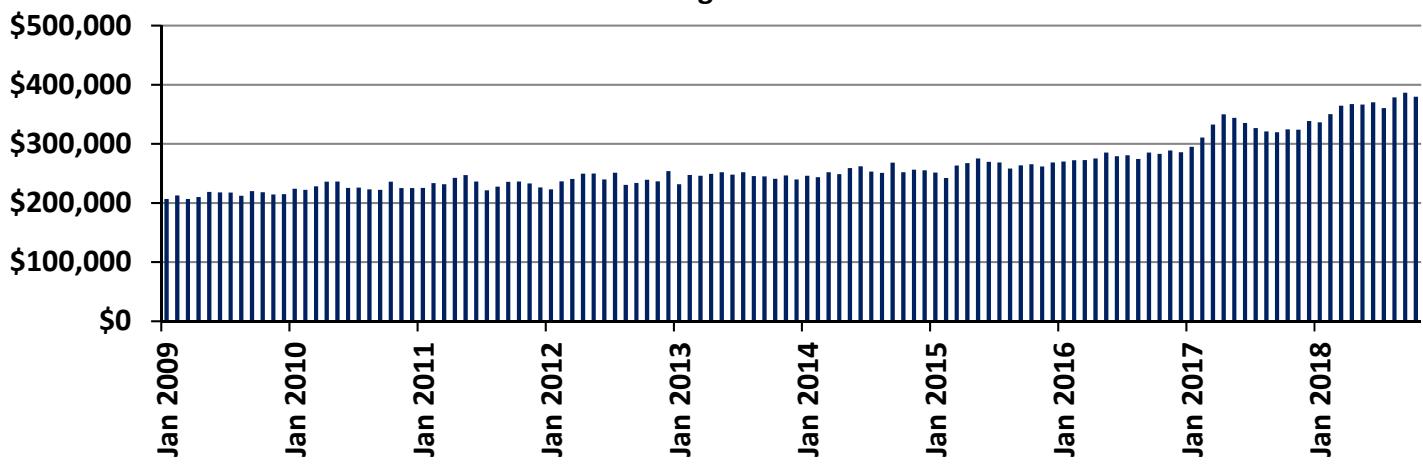
Active listings (October only)



Months of inventory (October only)



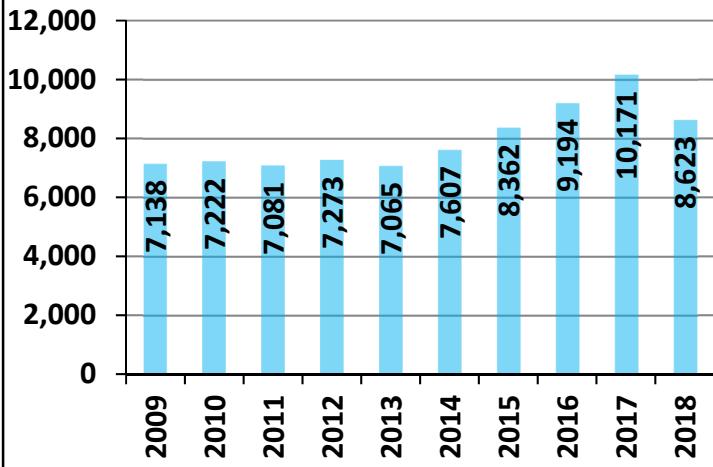
Average Price



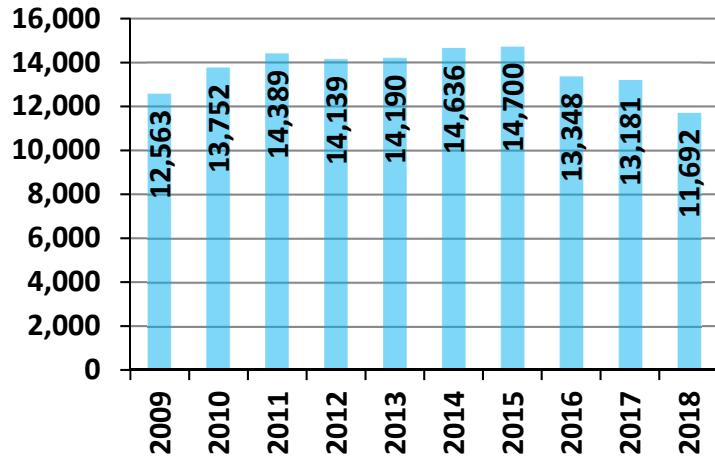
London and St. Thomas

Residential Market Activity

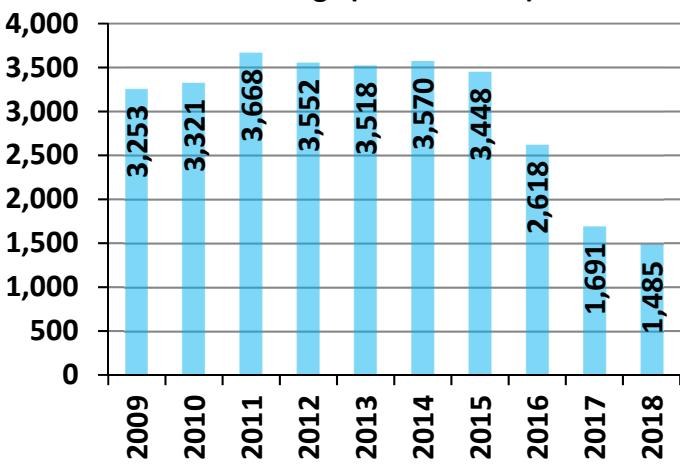
Sales activity (October YTD)



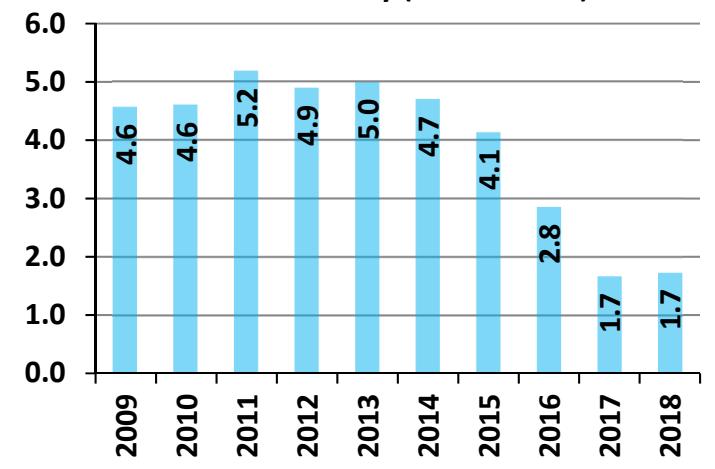
New listings (October YTD)



Active listings (October YTD)



Months of inventory (October YTD)



London and St. Thomas

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
Sales Activity	906	11.9	6.7	27.8	40.5	51.5	52.3
Dollar Volume	\$343,966,446	30.9	43.2	82.8	121.5	143.6	177.9
New Listings	1,171	38.1	15.1	-0.4	-5.9	0.7	-16.8
Active Listings	1,553	3.0	-27.0	-51.1	-55.5	-57.3	-57.3
Sales to New Listings Ratio ¹	77.4	95.5	83.5	60.3	51.8	51.4	42.3
Months of Inventory ²	1.7	1.9	2.5	4.5	5.4	6.1	6.1
Average Price	\$379,654	17.1	34.2	43.0	57.7	60.8	82.5

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
Sales Activity	8,623	-15.2	-6.2	3.1	22.1	21.8	10.6
Dollar Volume	\$3,172,774,595	-5.4	24.0	43.5	82.1	91.3	90.9
New Listings	11,692	-11.3	-12.4	-20.5	-17.6	-18.7	-20.5
Active Listings ³	1,485	-12.2	-43.3	-56.9	-57.8	-59.5	-55.8
Sales to New Listings Ratio ⁴	73.8	77.2	68.9	56.9	49.8	49.2	53.0
Months of Inventory ⁵	1.7	1.7	2.8	4.1	5.0	5.2	4.3
Average Price	\$367,943	11.6	32.2	39.2	49.2	57.1	72.6

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

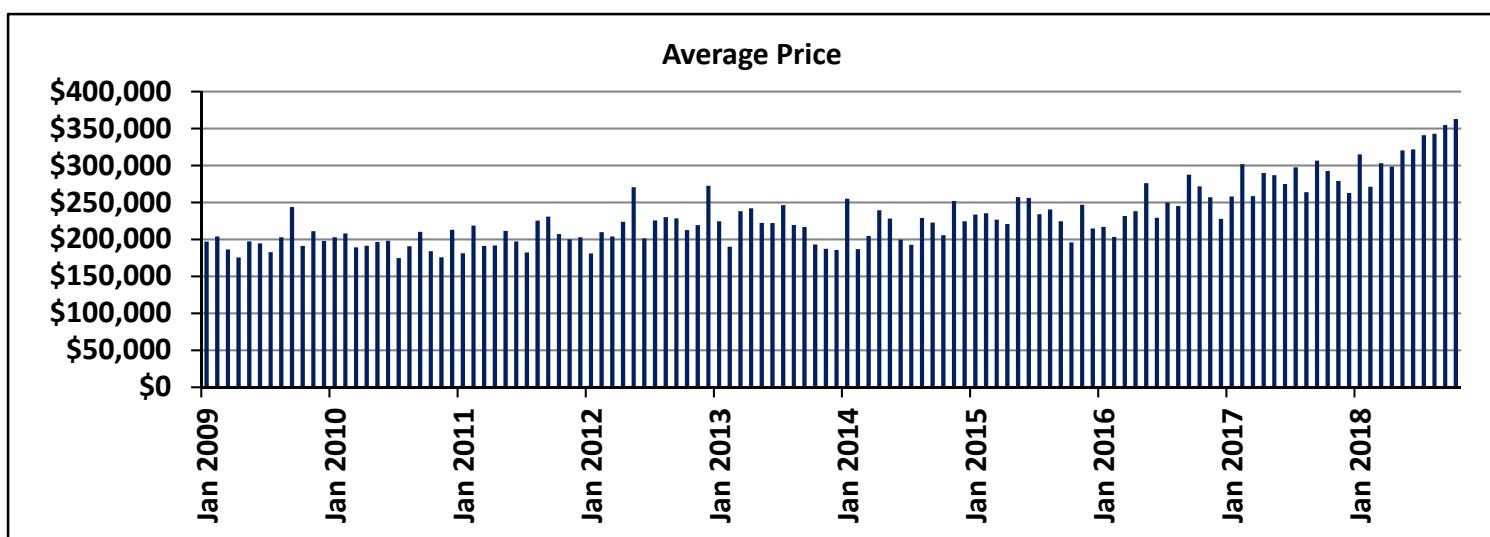
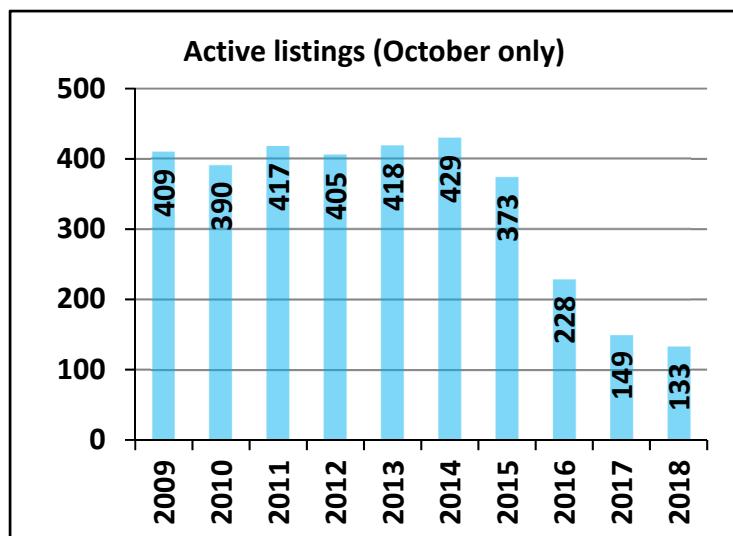
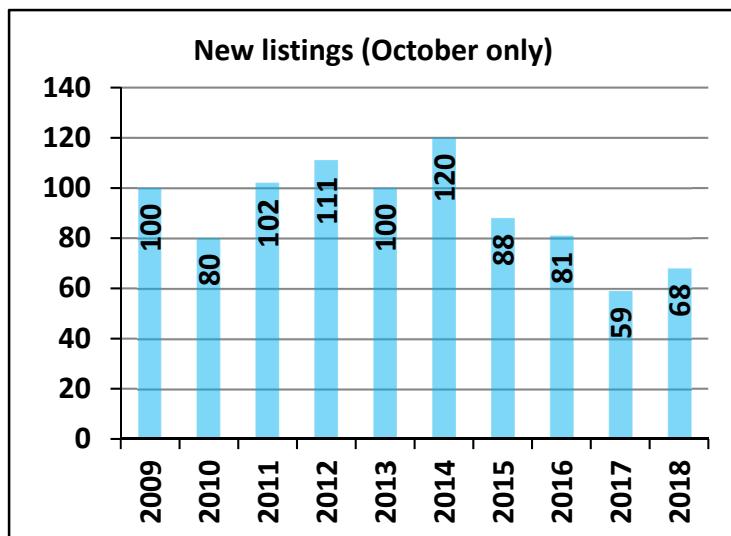
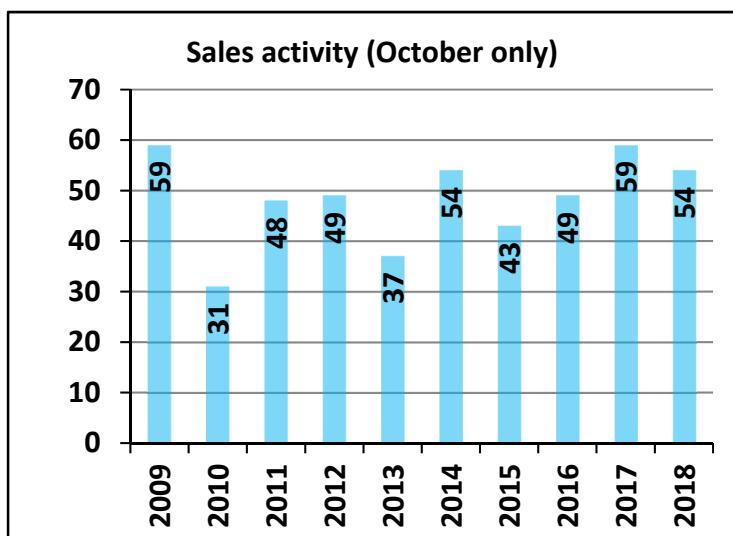
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

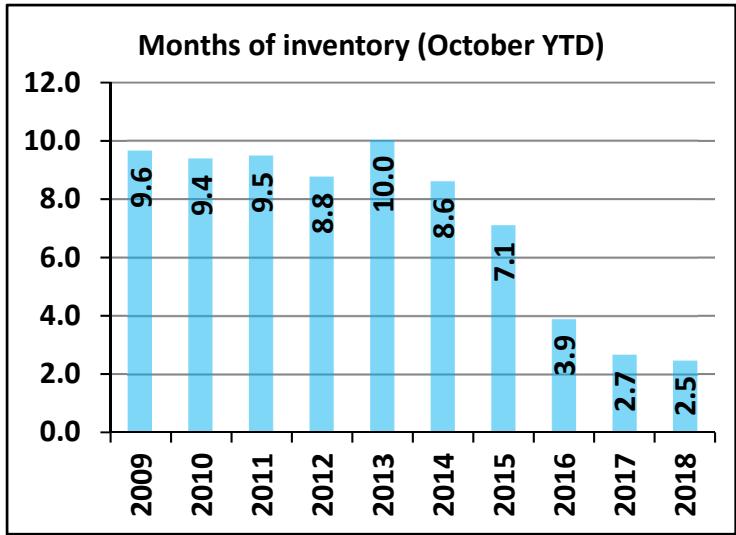
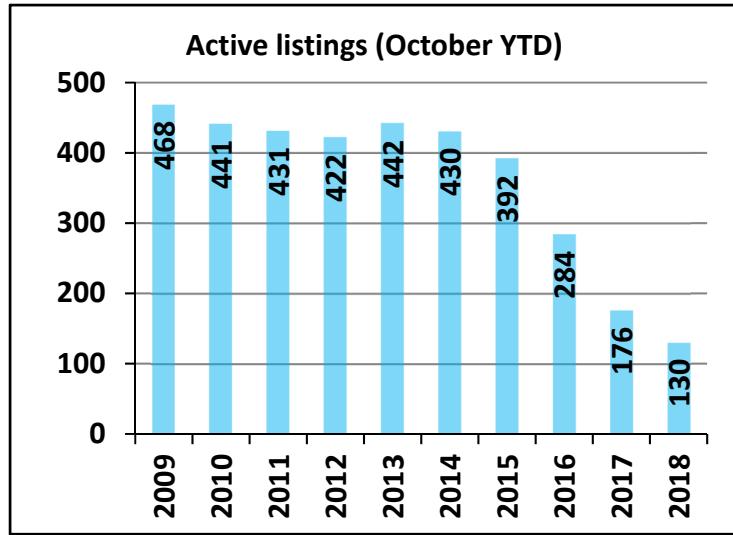
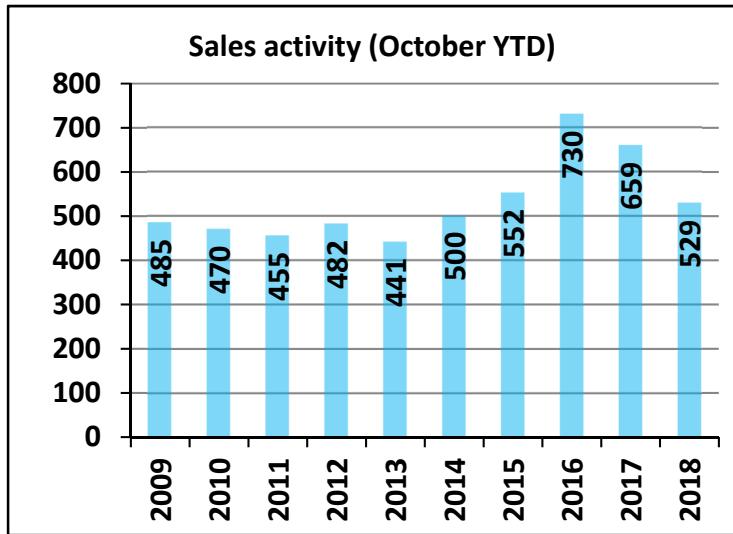
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
Sales Activity	54	-8.5	10.2	25.6	45.9	12.5	35.0
Dollar Volume	\$19,589,391	13.6	47.1	132.7	174.2	97.0	215.1
New Listings	68	15.3	-16.0	-22.7	-32.0	-33.3	-43.8
Active Listings	133	-10.7	-41.7	-64.3	-68.2	-68.1	-71.4
Sales to New Listings Ratio ¹	79.4	100.0	60.5	48.9	37.0	47.1	33.1
Months of Inventory ²	2.5	2.5	4.7	8.7	11.3	8.7	11.6
Average Price	\$362,767	24.1	33.5	85.3	87.9	75.1	133.4

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
Sales Activity	529	-19.7	-27.5	-4.2	20.0	16.3	5.6
Dollar Volume	\$171,413,772	-8.1	-4.7	32.4	74.8	83.0	86.2
New Listings	721	-17.6	-28.5	-32.7	-39.2	-35.2	-43.4
Active Listings ³	130	-26.1	-54.2	-66.8	-70.6	-69.8	-68.5
Sales to New Listings Ratio ⁴	73.4	75.3	72.3	51.5	37.2	40.9	39.3
Months of Inventory ⁵	2.5	2.7	3.9	7.1	10.0	9.5	8.3
Average Price	\$324,034	14.5	31.6	38.2	45.7	57.4	76.3

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

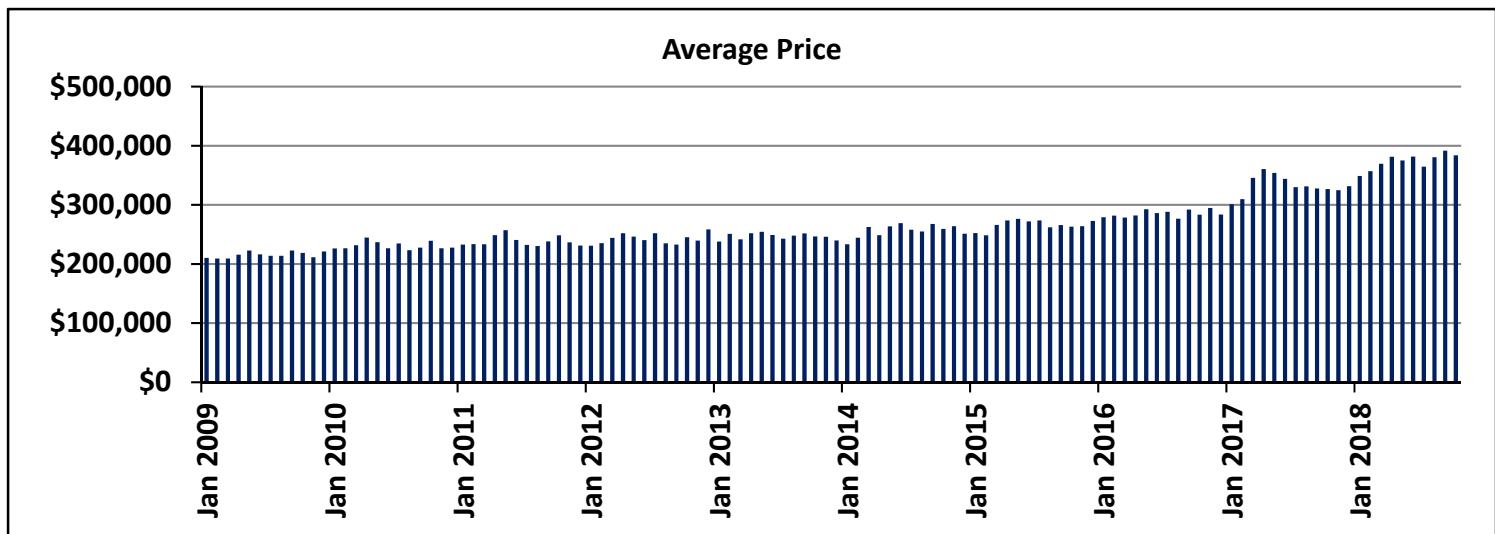
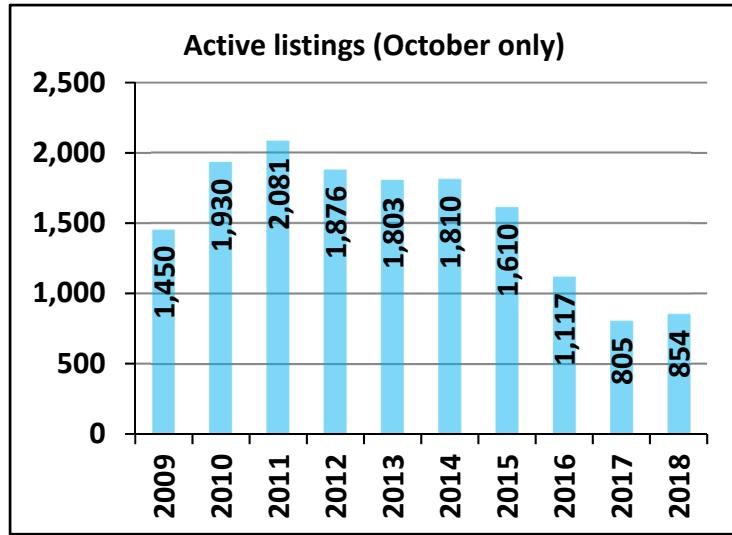
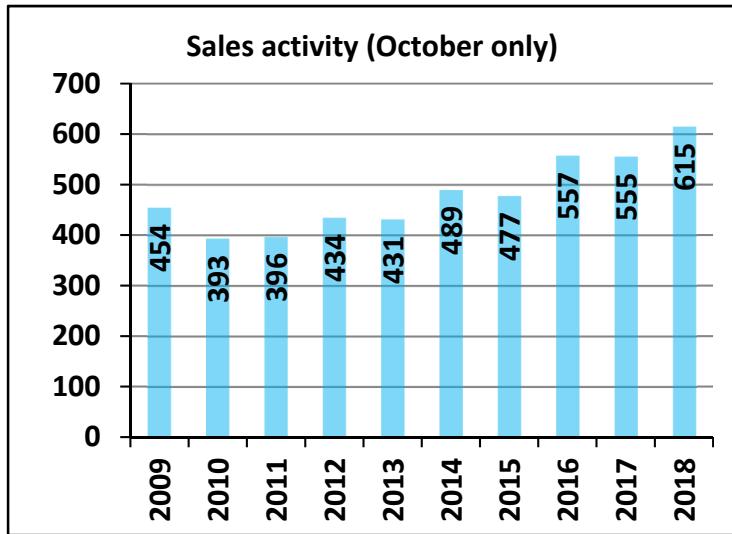
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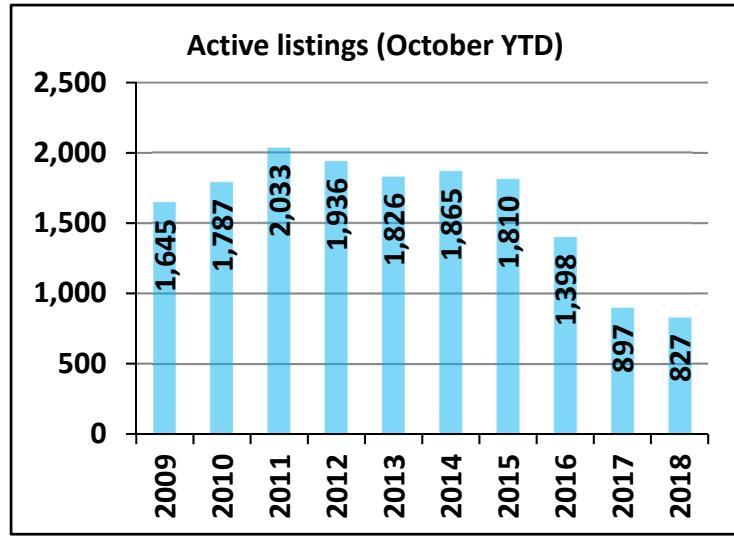
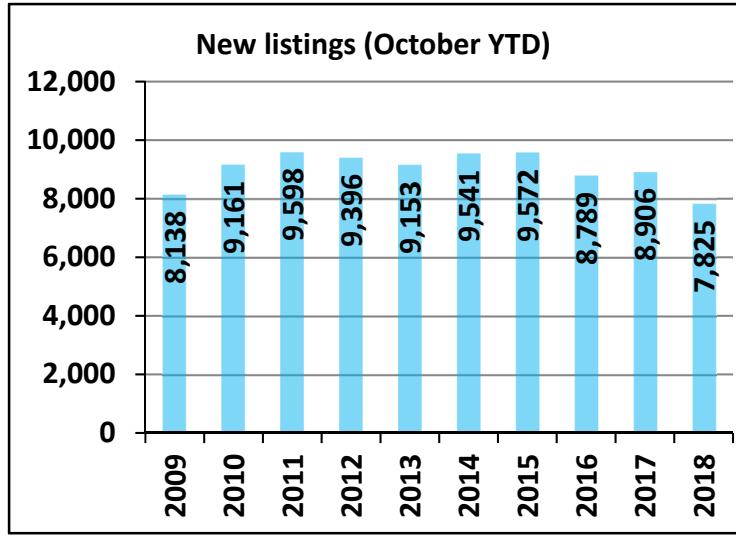
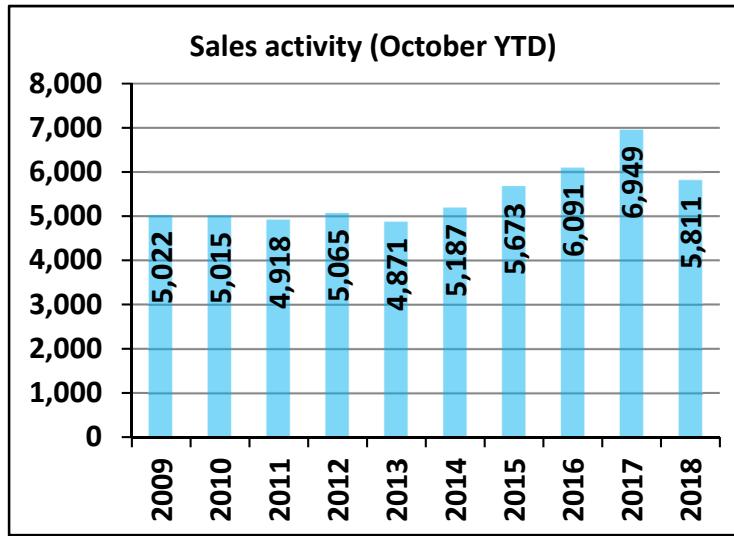
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
Sales Activity	615	10.8	10.4	28.9	42.7	55.3	48.6
Dollar Volume	\$236,020,932	30.2	49.6	88.1	122.2	140.1	169.3
New Listings	794	42.3	21.4	4.7	-0.6	4.2	-11.0
Active Listings	854	6.1	-23.5	-47.0	-52.6	-59.0	-56.4
Sales to New Listings Ratio ¹	77.5	99.5	85.2	62.9	53.9	52.0	46.4
Months of Inventory ²	1.4	1.5	2.0	3.4	4.2	5.3	4.7
Average Price	\$383,774	17.5	35.5	45.9	55.7	54.6	81.3

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
Sales Activity	5,811	-16.4	-4.6	2.4	19.3	18.2	4.4
Dollar Volume	\$2,180,341,021	-7.0	25.8	43.8	80.5	84.7	83.4
New Listings	7,825	-12.1	-11.0	-18.3	-14.5	-18.5	-19.9
Active Listings ³	827	-7.8	-40.8	-54.3	-54.7	-59.3	-55.6
Sales to New Listings Ratio ⁴	74.3	78.0	69.3	59.3	53.2	51.2	57.0
Months of Inventory ⁵	1.4	1.3	2.3	3.2	3.7	4.1	3.4
Average Price	\$375,209	11.2	31.9	40.4	51.3	56.3	75.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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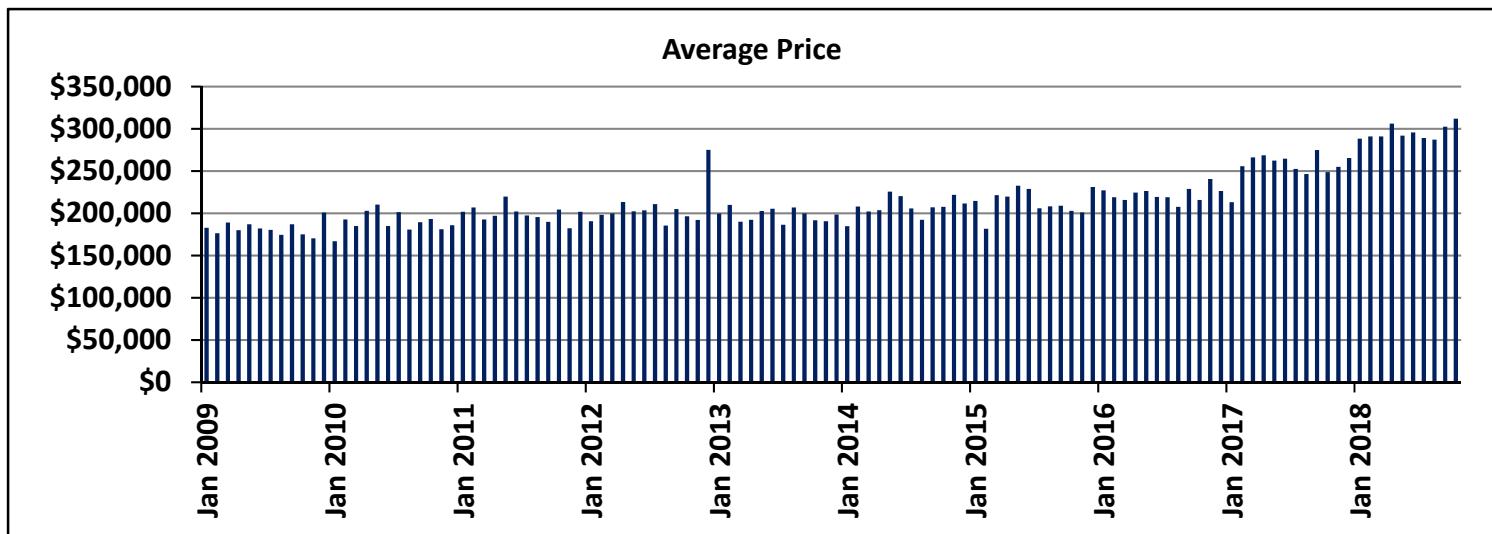
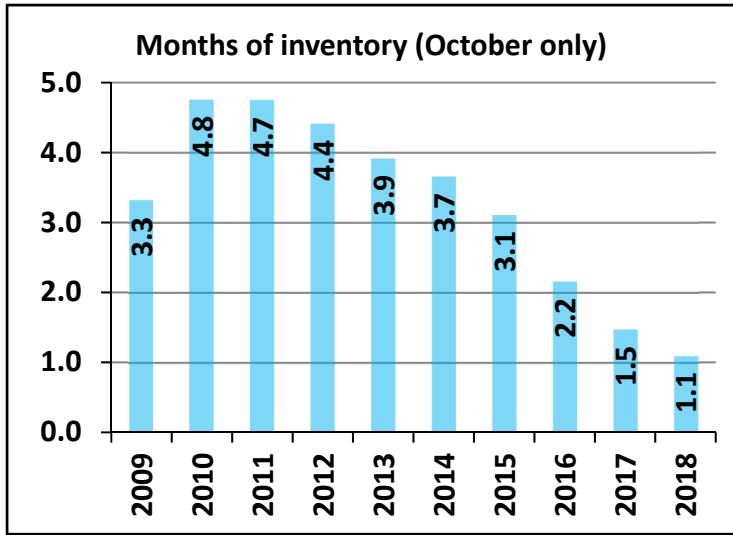
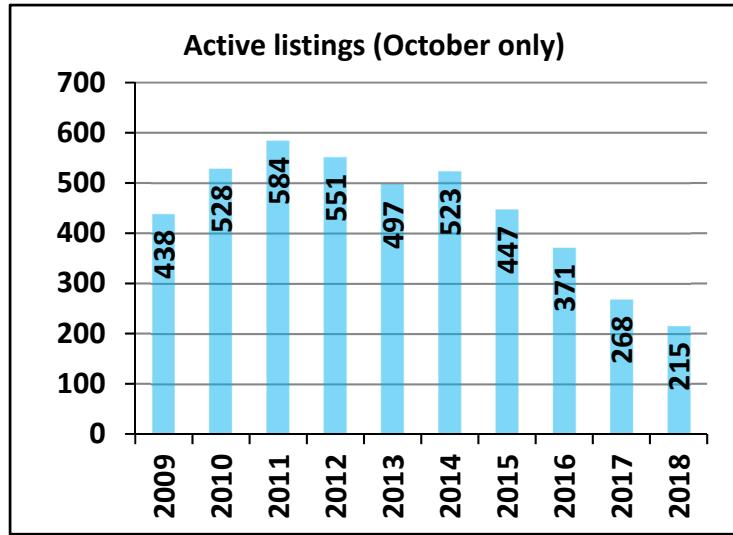
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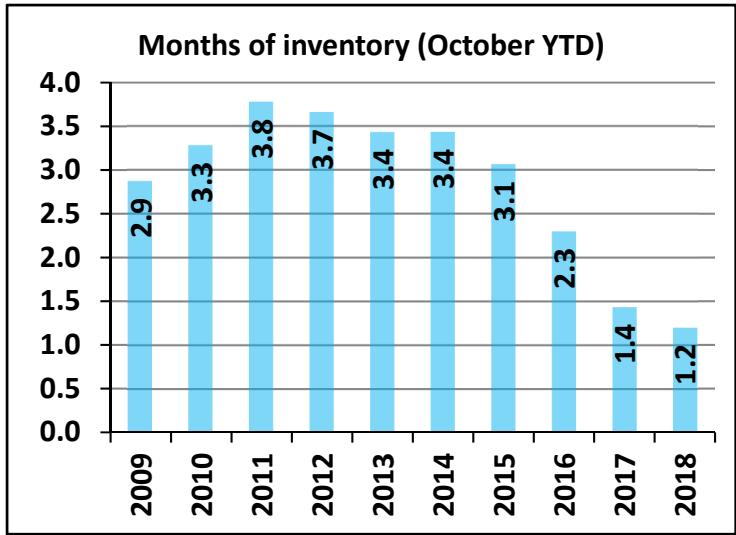
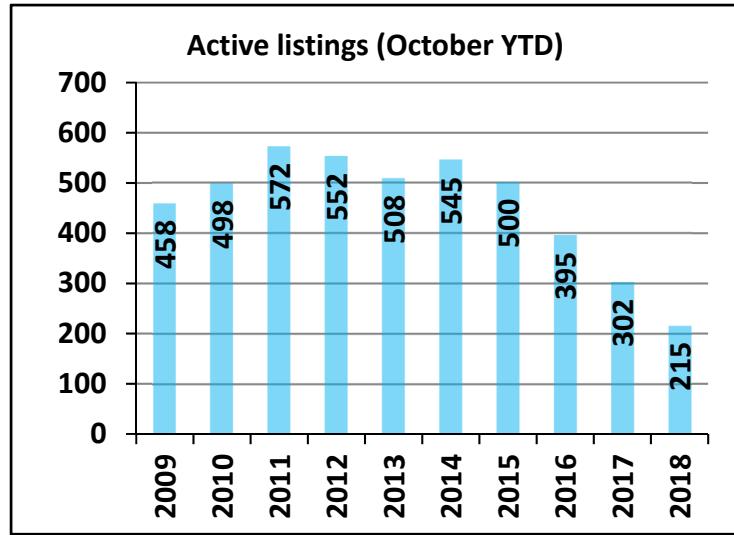
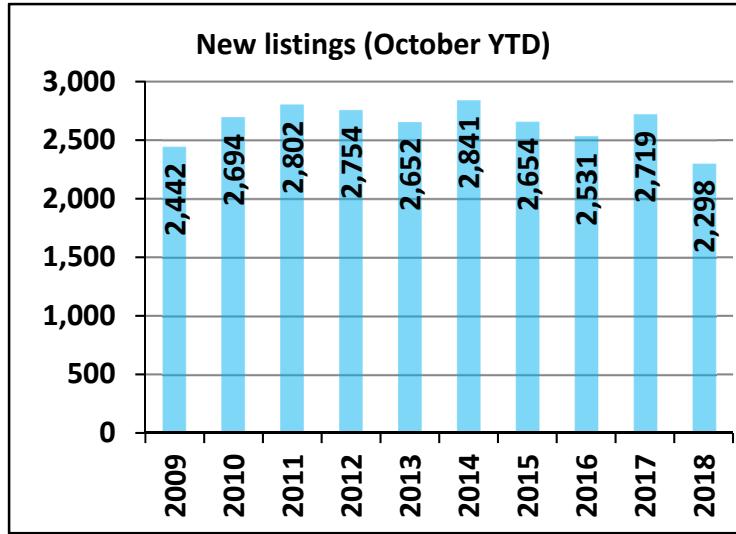
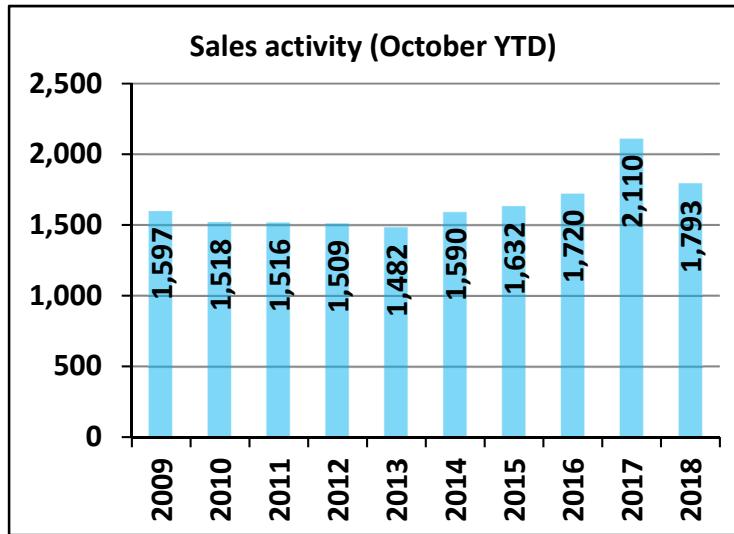
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
Sales Activity	197	8.2	14.5	36.8	55.1	60.2	32.2
Dollar Volume	\$61,454,943	35.8	65.6	110.5	152.4	144.4	128.2
New Listings	242	44.0	21.6	4.3	-2.0	7.6	-8.7
Active Listings	215	-19.8	-42.0	-51.9	-56.7	-63.2	-60.0
Sales to New Listings Ratio ¹	81.4	108.3	86.4	62.1	51.4	54.7	56.2
Months of Inventory ²	1.1	1.5	2.2	3.1	3.9	4.7	3.6
Average Price	\$311,954	25.5	44.6	53.9	62.7	52.6	72.6

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
Sales Activity	1,793	-15.0	4.2	9.9	21.0	18.3	-1.0
Dollar Volume	\$530,415,966	-2.6	40.2	51.4	80.5	74.4	62.9
New Listings	2,298	-15.5	-9.2	-13.4	-13.3	-18.0	-22.7
Active Listings ³	215	-28.8	-45.6	-57.0	-57.7	-62.4	-60.7
Sales to New Listings Ratio ⁴	78.0	77.6	68.0	61.5	55.9	54.1	61.0
Months of Inventory ⁵	1.2	1.4	2.3	3.1	3.4	3.8	3.0
Average Price	\$295,826	14.7	34.5	37.9	49.2	47.5	64.5

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

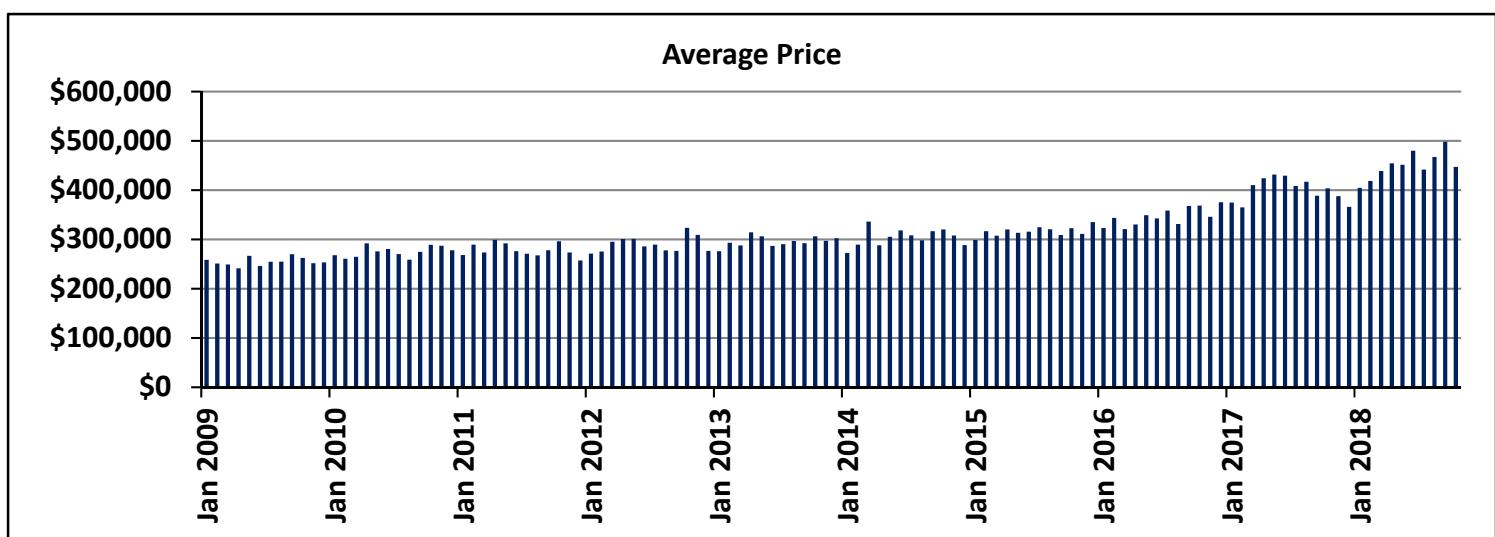
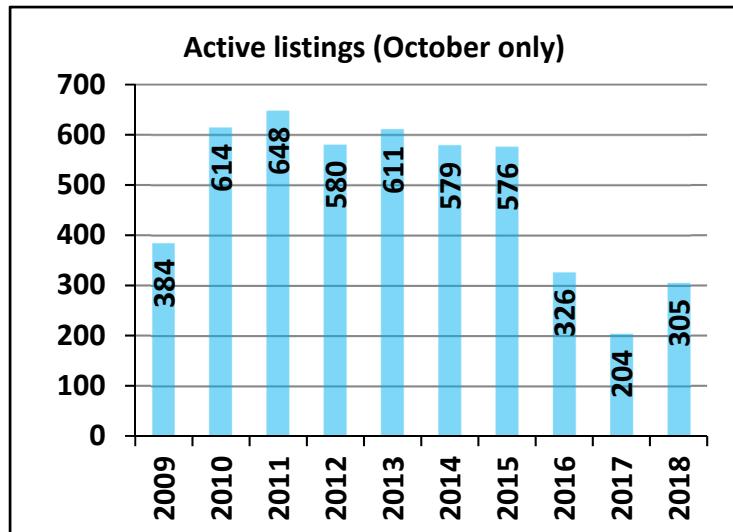
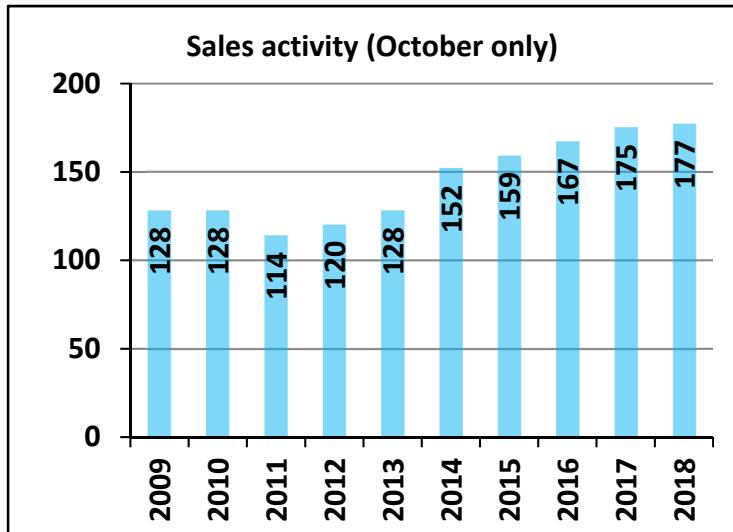
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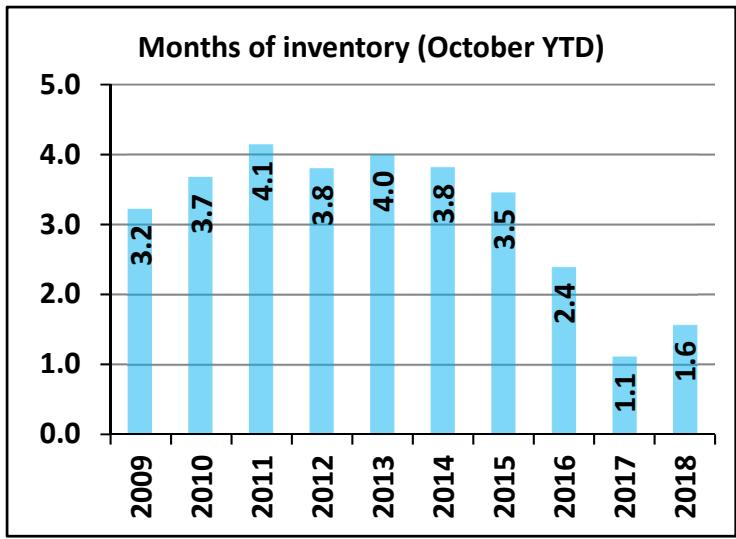
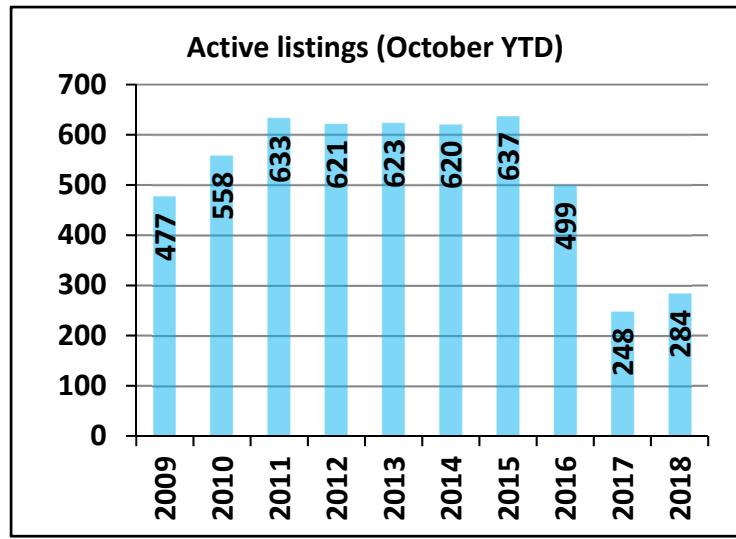
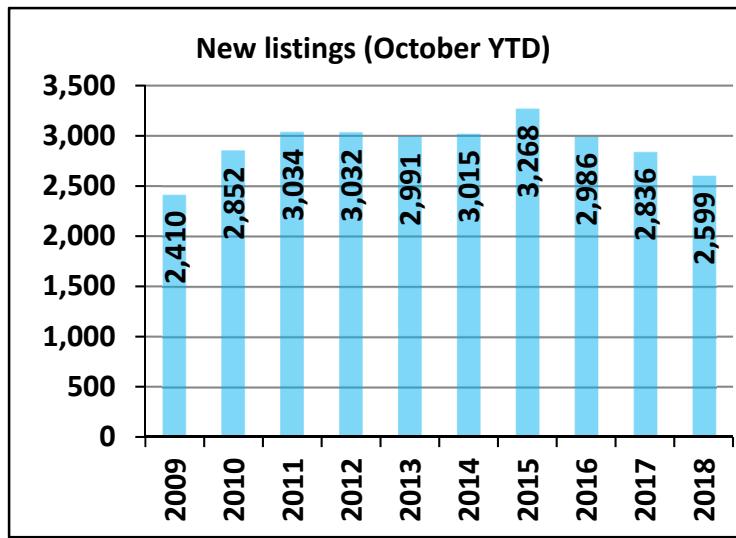
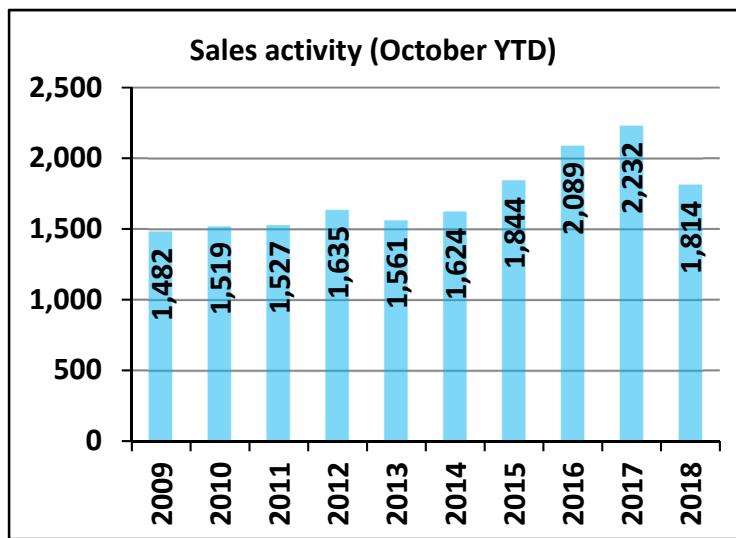
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
Sales Activity	177	1.1	6.0	11.3	38.3	55.3	70.2
Dollar Volume	\$79,125,449	12.0	28.6	54.2	101.9	134.4	186.3
New Listings	246	41.4	13.4	-3.1	-0.8	9.3	0.4
Active Listings	305	49.5	-6.4	-47.0	-50.1	-52.9	-43.9
Sales to New Listings Ratio ¹	72.0	100.6	77.0	62.6	51.6	50.7	42.4
Months of Inventory ²	1.7	1.2	2.0	3.6	4.8	5.7	5.2
Average Price	\$447,036	10.7	21.3	38.5	46.0	50.9	68.2

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
Sales Activity	1,814	-18.7	-13.2	-1.6	16.2	18.8	14.2
Dollar Volume	\$822,966,078	-10.2	14.6	41.4	78.0	91.9	103.8
New Listings	2,599	-8.4	-13.0	-20.5	-13.1	-14.3	-8.0
Active Listings ³	284	14.5	-43.1	-55.4	-54.4	-55.1	-47.4
Sales to New Listings Ratio ⁴	69.8	78.7	70.0	56.4	52.2	50.3	56.3
Months of Inventory ⁵	1.6	1.1	2.4	3.5	4.0	4.1	3.4
Average Price	\$453,675	10.5	32.0	43.7	53.2	61.5	78.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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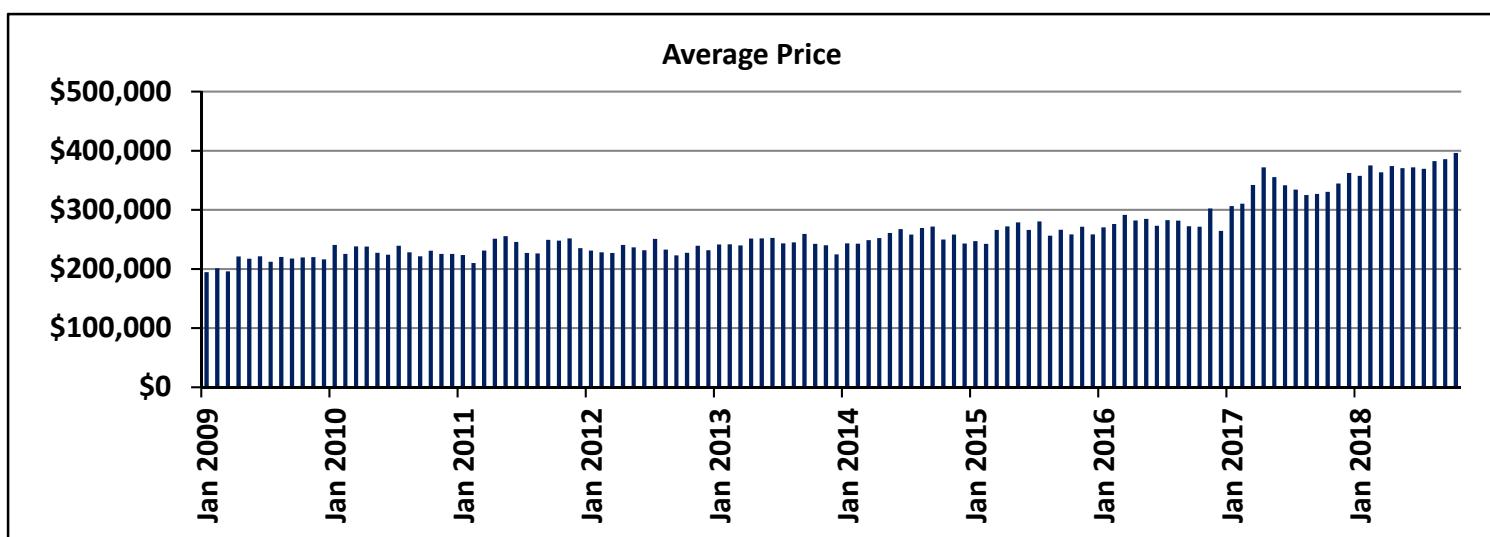
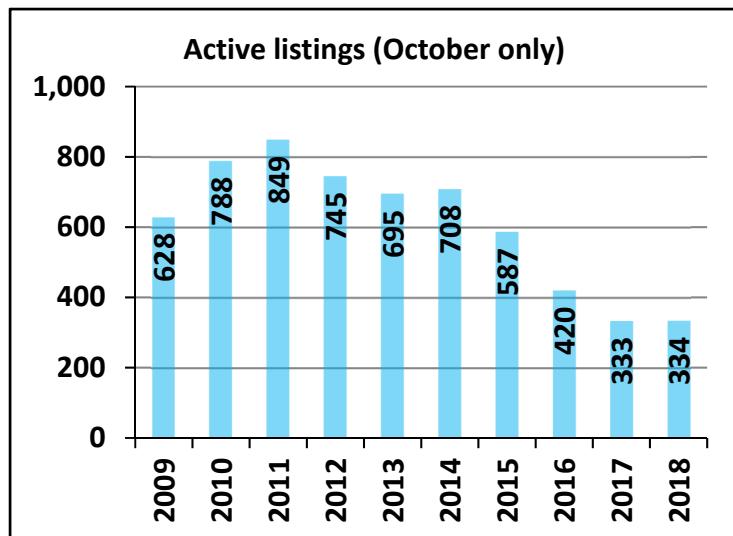
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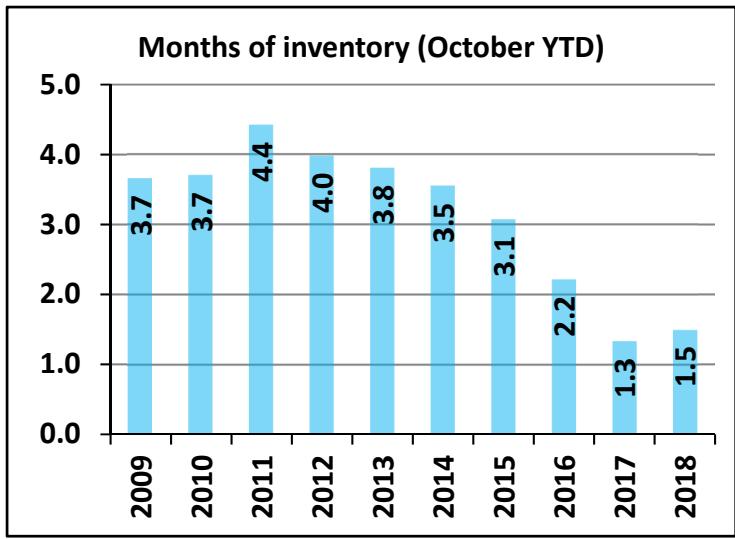
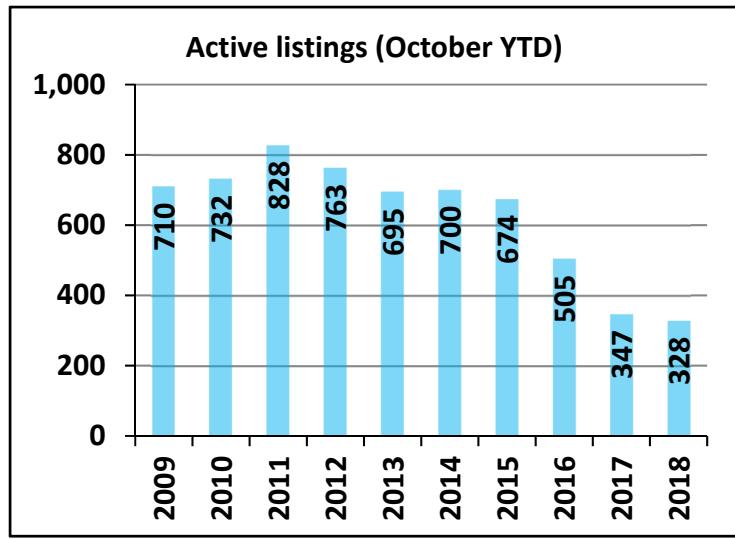
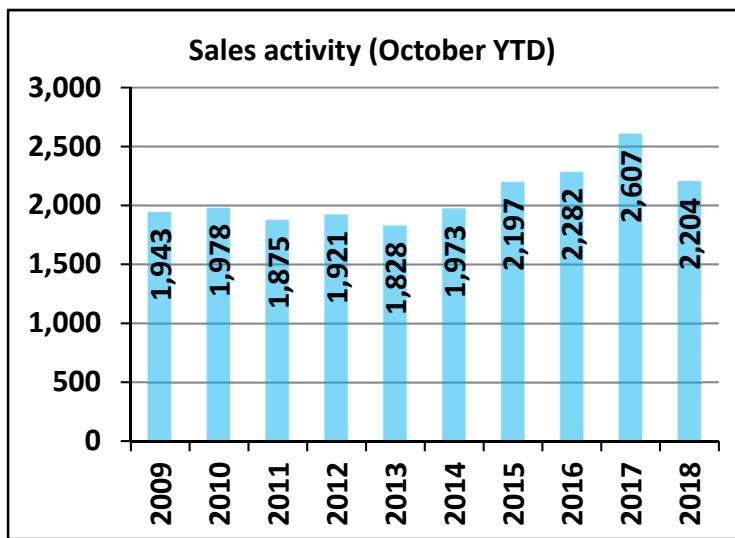
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
Sales Activity	241	21.7	10.6	38.5	36.9	51.6	49.7
Dollar Volume	\$95,440,540	45.9	61.3	112.3	123.7	142.2	188.6
New Listings	306	41.7	28.6	12.5	0.7	-1.9	-19.9
Active Listings	334	0.3	-20.5	-43.1	-51.9	-60.7	-61.8
Sales to New Listings Ratio ¹	78.8	91.7	91.6	64.0	57.9	51.0	42.1
Months of Inventory ²	1.4	1.7	1.9	3.4	3.9	5.3	5.4
Average Price	\$396,019	19.9	45.9	53.3	63.4	59.8	92.8

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
Sales Activity	2,204	-15.5	-3.4	0.3	20.6	17.5	1.8
Dollar Volume	\$826,958,977	-6.5	29.9	41.6	83.0	84.8	80.1
New Listings	2,928	-12.6	-10.5	-19.8	-16.6	-22.2	-26.3
Active Listings ³	328	-5.5	-35.0	-51.3	-52.8	-60.4	-57.8
Sales to New Listings Ratio ⁴	75.3	77.8	69.7	60.2	52.1	49.8	54.5
Months of Inventory ⁵	1.5	1.3	2.2	3.1	3.8	4.4	3.6
Average Price	\$375,208	10.6	34.5	41.2	51.8	57.2	76.9

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

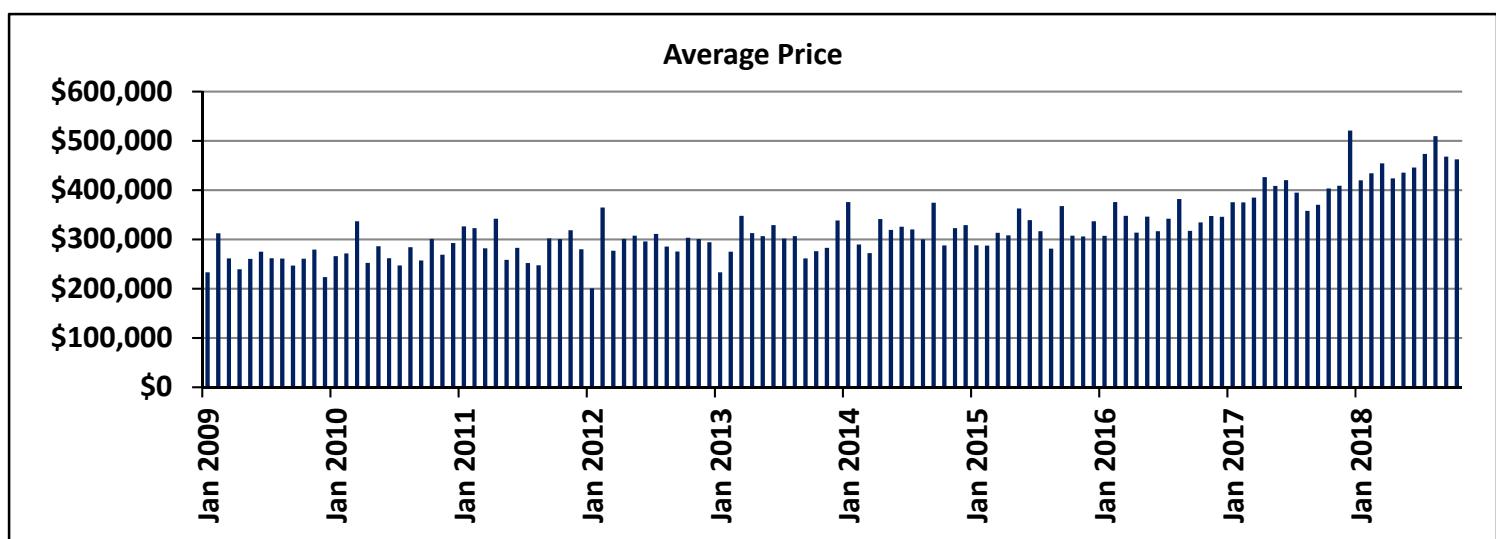
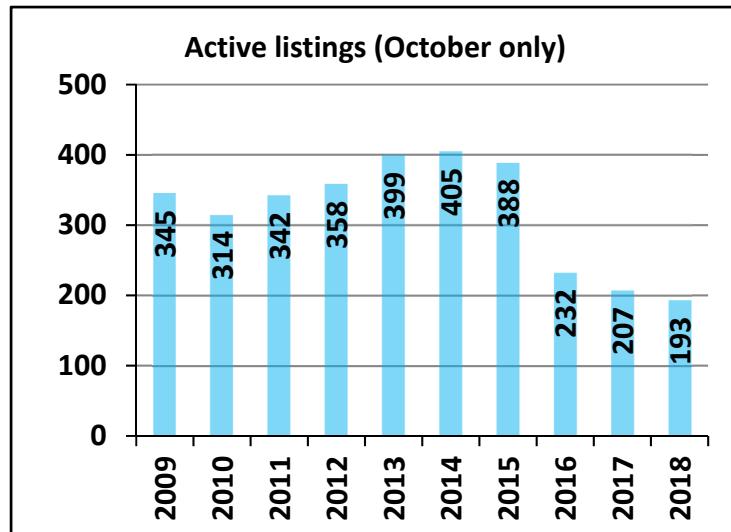
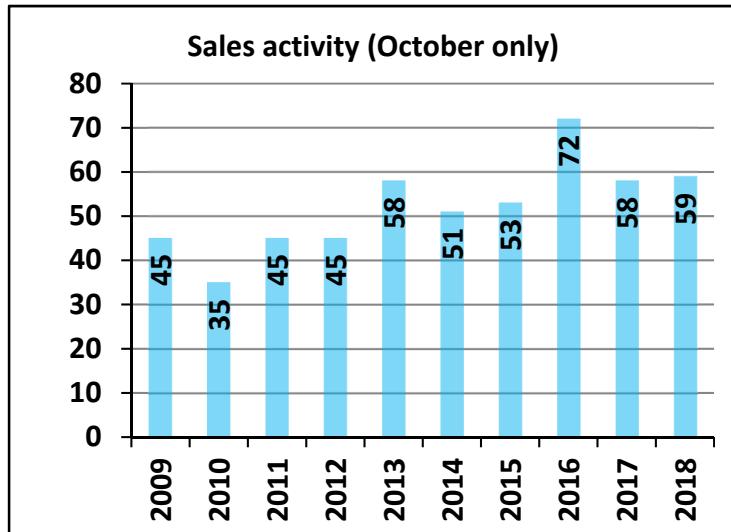
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

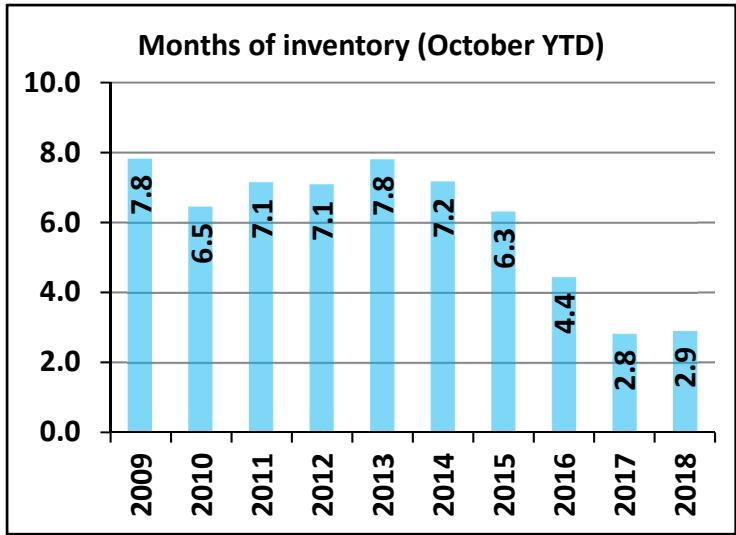
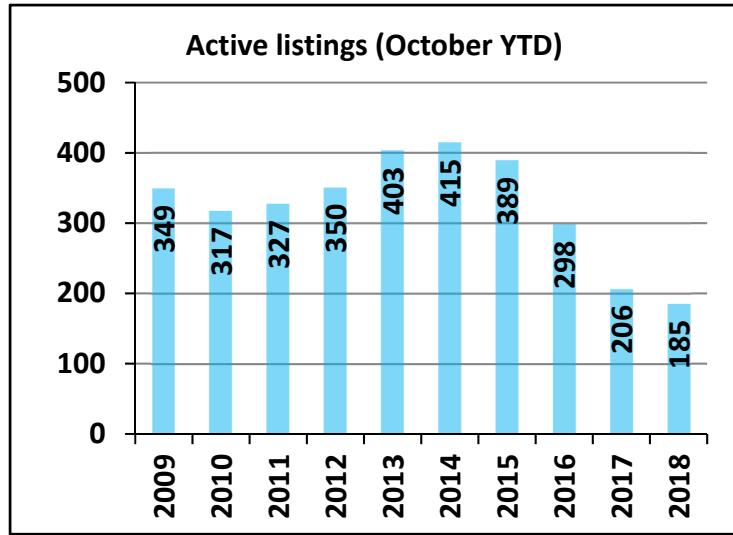
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
Sales Activity	59	1.7	-18.1	11.3	1.7	31.1	9.3
Dollar Volume	\$27,279,300	16.6	13.3	67.4	70.4	101.7	104.3
New Listings	84	9.1	-1.2	-31.1	-33.3	-13.4	-25.7
Active Listings	193	-6.8	-16.8	-50.3	-51.6	-43.6	-42.0
Sales to New Listings Ratio ¹	70.2	75.3	84.7	43.4	46.0	46.4	47.8
Months of Inventory ²	3.3	3.6	3.2	7.3	6.9	7.6	6.2
Average Price	\$462,361	14.6	38.3	50.4	67.5	53.9	87.0

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
Sales Activity	637	-12.5	-4.9	3.4	23.2	39.1	20.4
Dollar Volume	\$289,044,034	0.5	28.0	45.4	87.5	119.1	108.2
New Listings	970	-14.1	-17.2	-30.8	-27.9	-13.8	-18.4
Active Listings ³	185	-10.2	-37.9	-52.4	-54.1	-43.4	-44.1
Sales to New Listings Ratio ⁴	65.7	64.5	57.2	44.0	38.4	40.7	44.5
Months of Inventory ⁵	2.9	2.8	4.4	6.3	7.8	7.1	6.3
Average Price	\$453,758	14.9	34.7	40.6	52.2	57.5	72.9

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

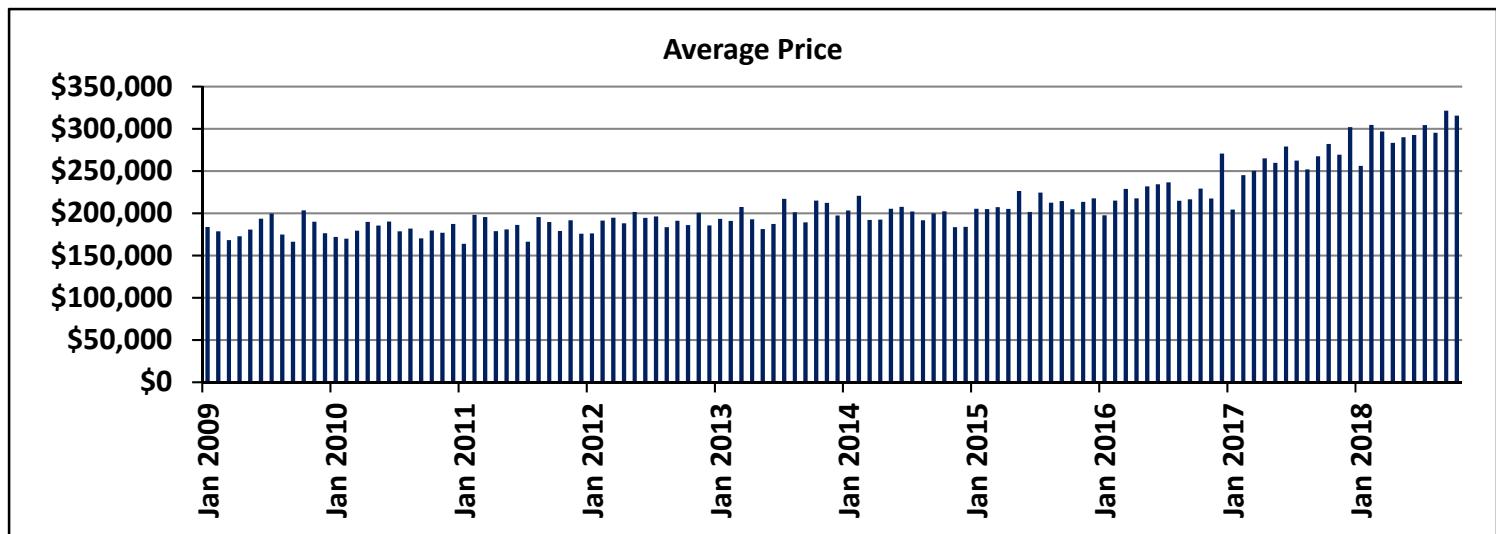
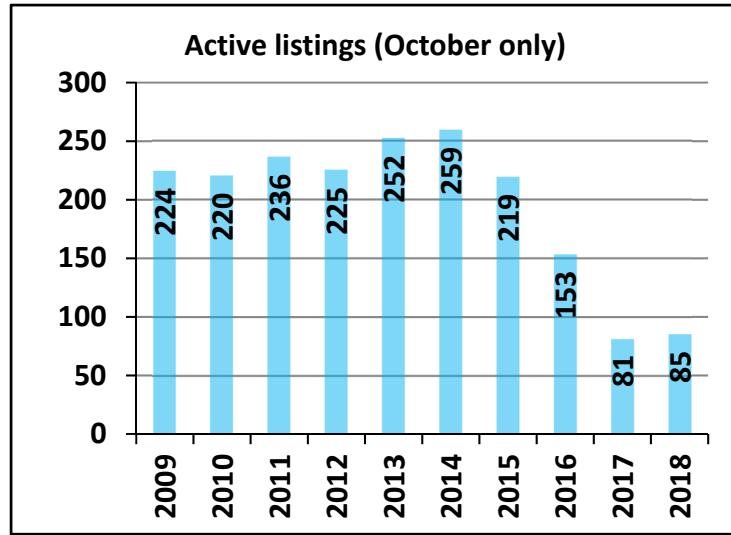
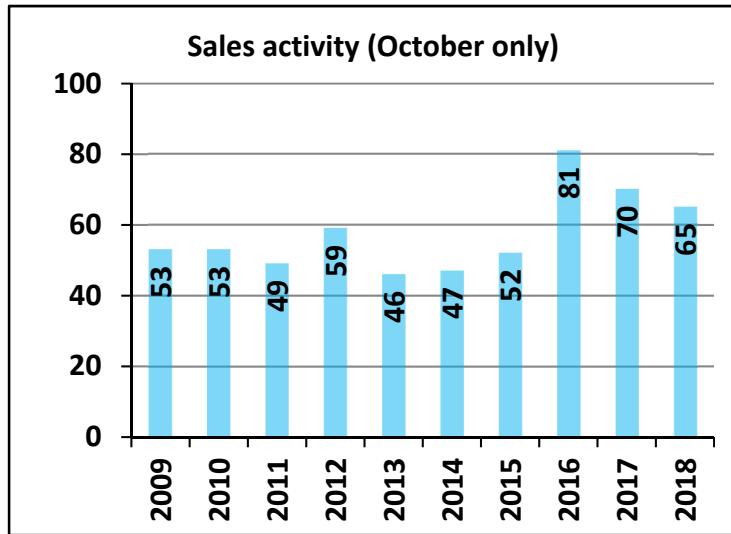
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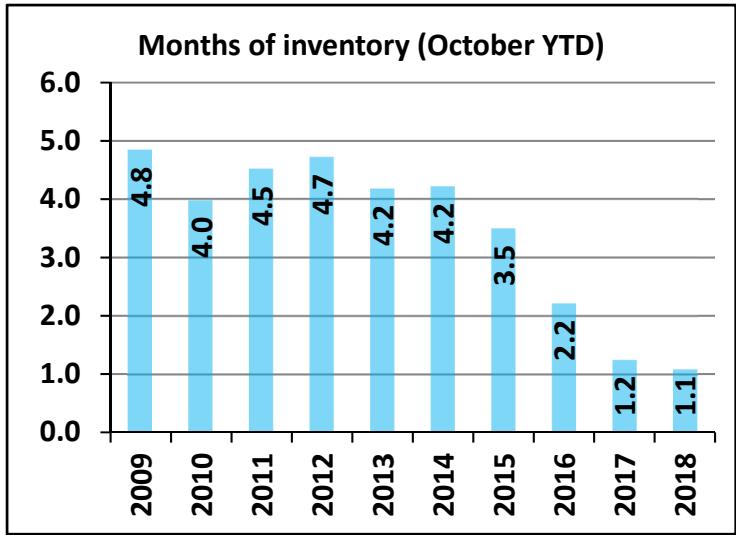
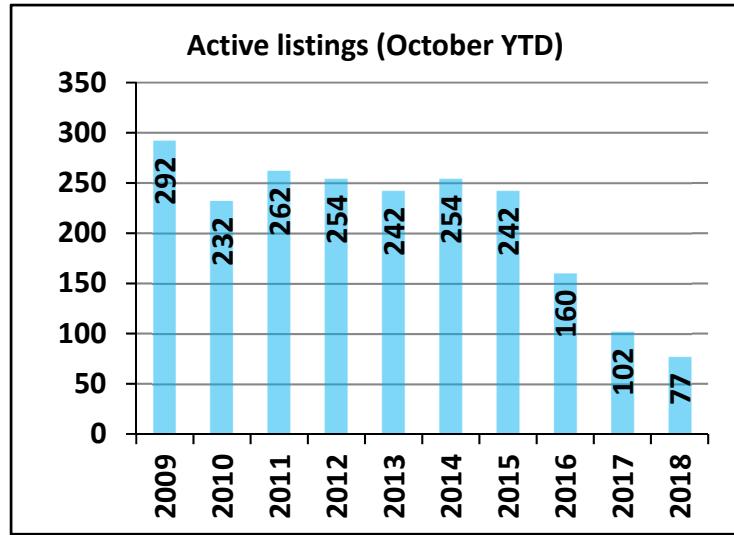
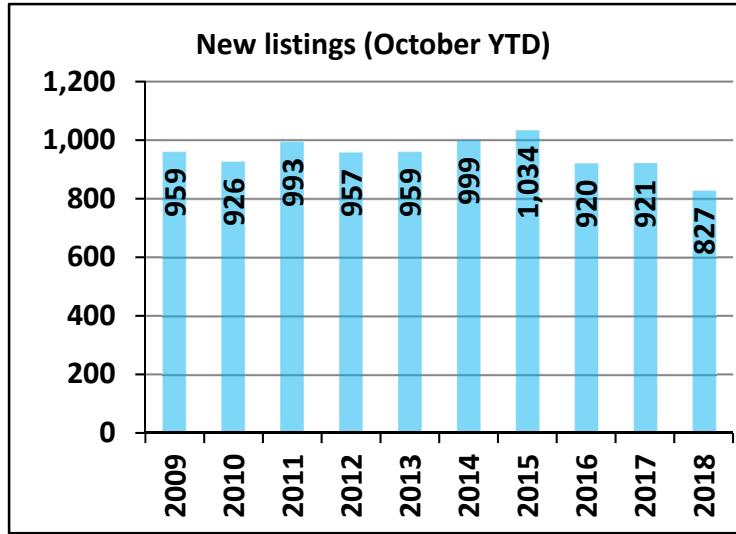
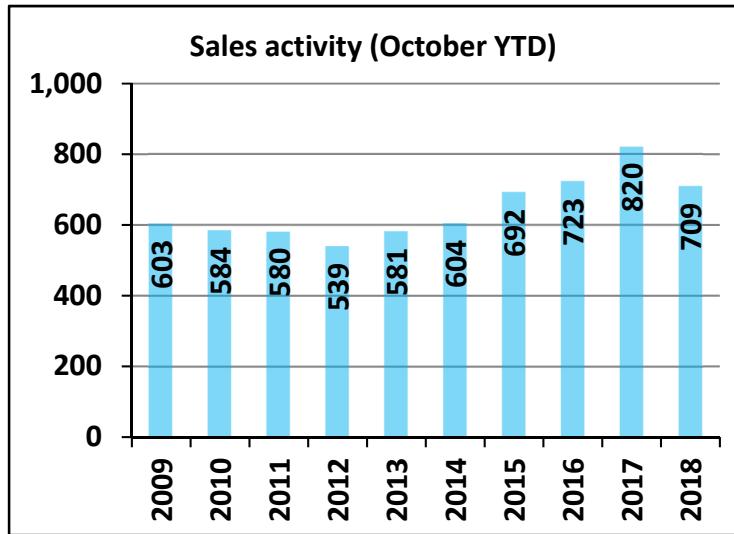
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
Sales Activity	65	-7.1	-19.8	25.0	41.3	32.7	44.4
Dollar Volume	\$20,505,133	3.8	10.5	92.6	107.5	133.8	151.9
New Listings	83	25.8	-2.4	6.4	5.1	3.8	-38.1
Active Listings	85	4.9	-44.4	-61.2	-66.3	-64.0	-76.9
Sales to New Listings Ratio ¹	78.3	106.1	95.3	66.7	58.2	61.3	33.6
Months of Inventory ²	1.3	1.2	1.9	4.2	5.5	4.8	8.2
Average Price	\$315,464	11.8	37.7	54.0	46.8	76.2	74.4

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
Sales Activity	709	-13.5	-1.9	2.5	22.0	22.2	23.7
Dollar Volume	\$210,947,125	-0.8	29.5	43.8	84.1	98.0	96.7
New Listings	827	-10.2	-10.1	-20.0	-13.8	-16.7	-24.5
Active Listings ³	77	-24.5	-51.9	-68.2	-68.2	-70.6	-71.6
Sales to New Listings Ratio ⁴	85.7	89.0	78.6	66.9	60.6	58.4	52.3
Months of Inventory ⁵	1.1	1.2	2.2	3.5	4.2	4.5	4.7
Average Price	\$297,528	14.7	32.1	40.4	50.9	62.0	58.9

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

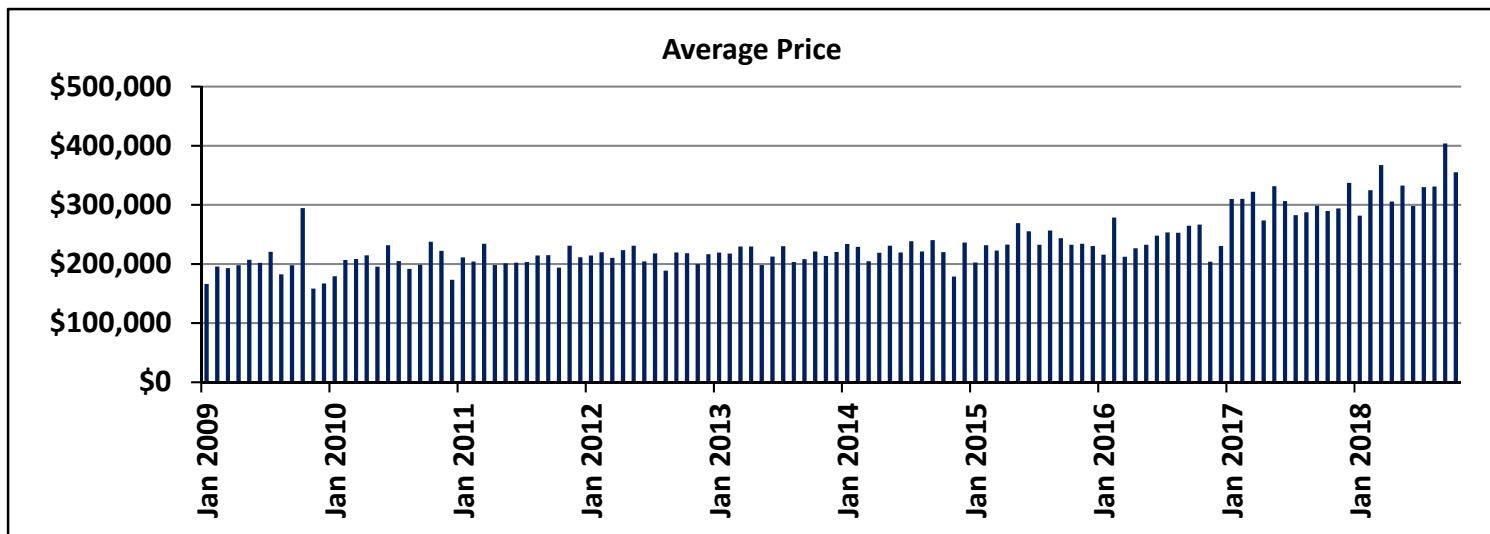
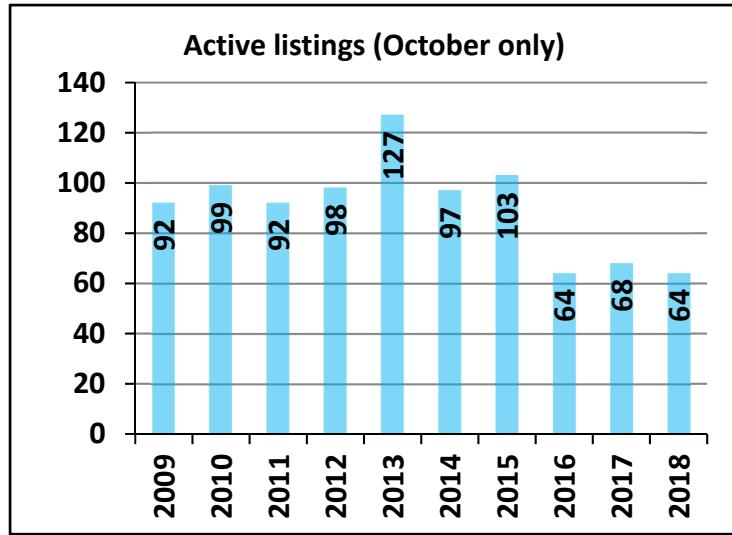
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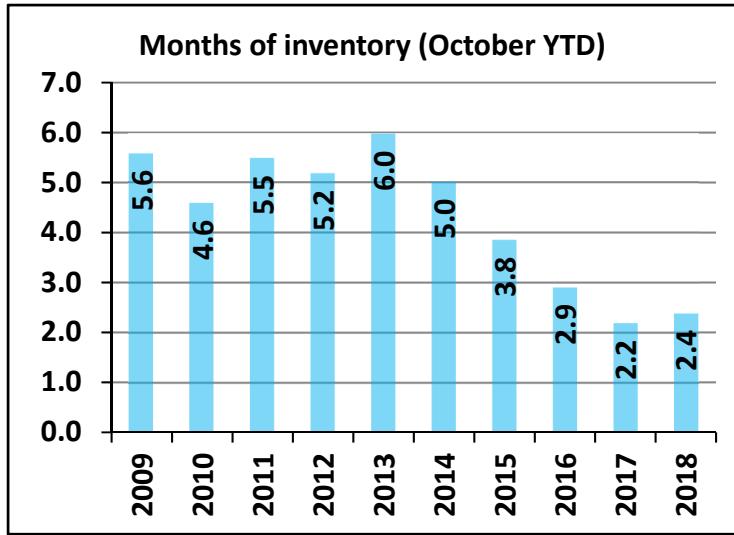
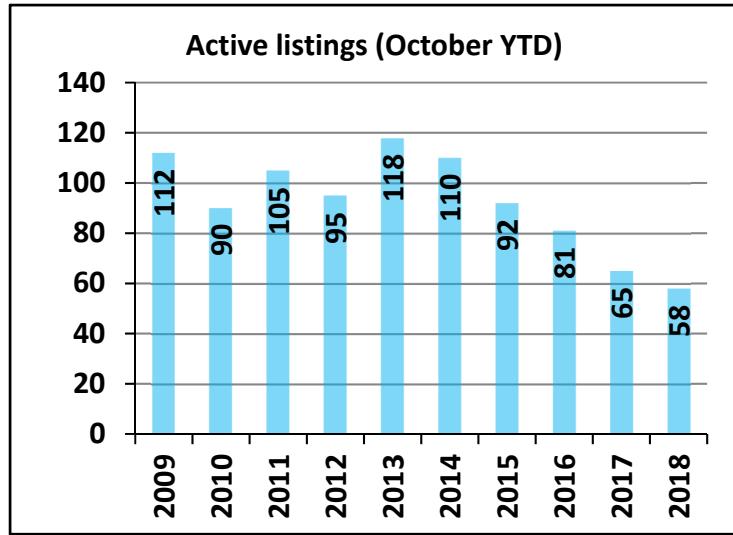
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
Sales Activity	30	7.1	57.9	50.0	42.9	150.0	87.5
Dollar Volume	\$10,645,623	31.3	110.3	128.9	129.3	358.1	268.6
New Listings	35	9.4	9.4	-7.9	-7.9	66.7	-7.9
Active Listings	64	-5.9	0.0	-37.9	-49.6	-30.4	-48.4
Sales to New Listings Ratio ¹	85.7	87.5	59.4	52.6	55.3	57.1	42.1
Months of Inventory ²	2.1	2.4	3.4	5.2	6.0	7.7	7.8
Average Price	\$354,854	22.6	33.2	52.6	60.5	83.2	96.6

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
Sales Activity	246	-17.2	-11.8	2.9	24.9	28.1	6.0
Dollar Volume	\$81,513,128	-9.6	19.1	40.8	91.7	104.5	87.0
New Listings	349	-7.7	-10.1	-6.2	-15.7	-1.7	-15.1
Active Listings ³	58	-10.8	-28.4	-37.0	-50.8	-44.8	-47.7
Sales to New Listings Ratio ⁴	70.5	78.6	71.9	64.2	47.6	54.1	56.4
Months of Inventory ⁵	2.4	2.2	2.9	3.8	6.0	5.5	4.8
Average Price	\$331,354	9.1	35.1	36.8	53.5	59.6	76.3

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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