



# Residential Market Activity

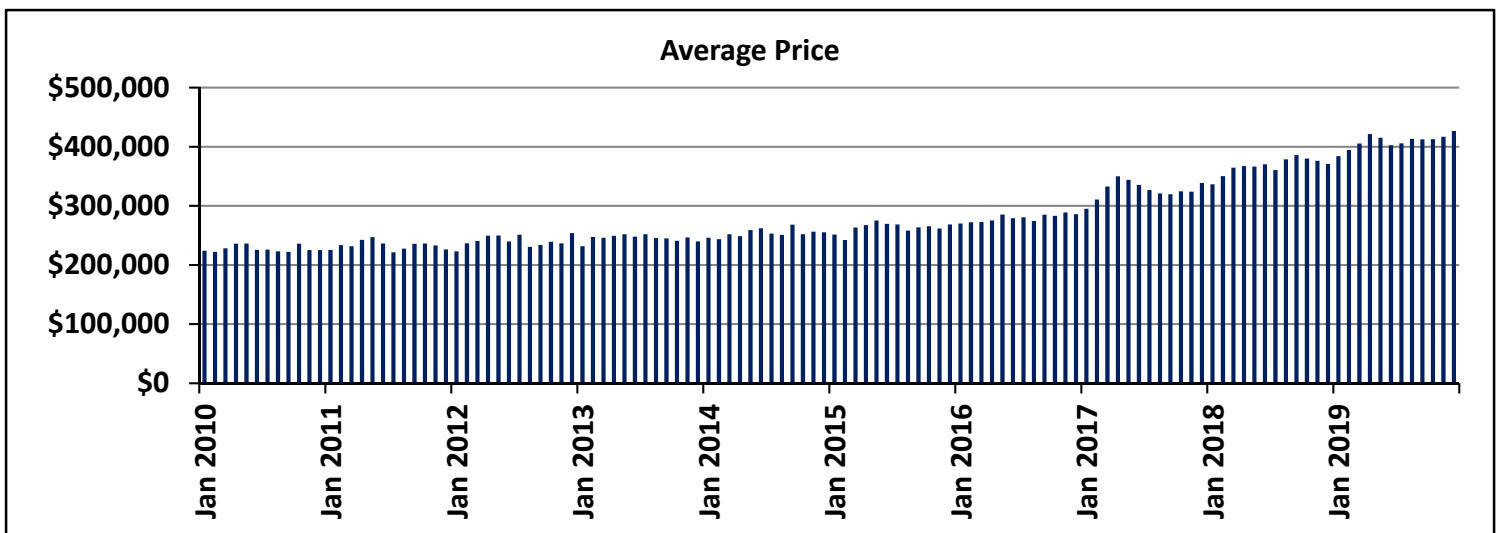
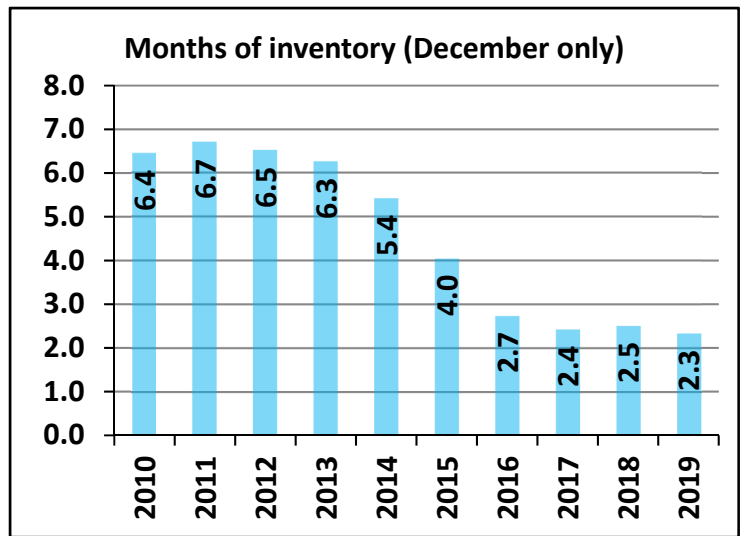
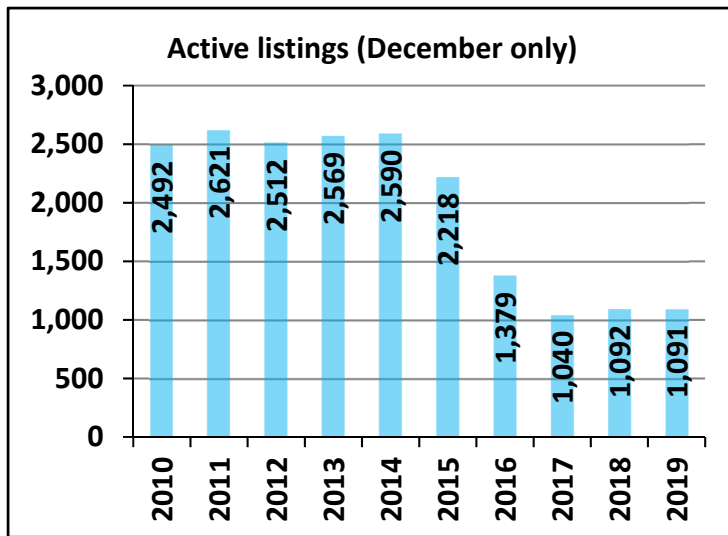
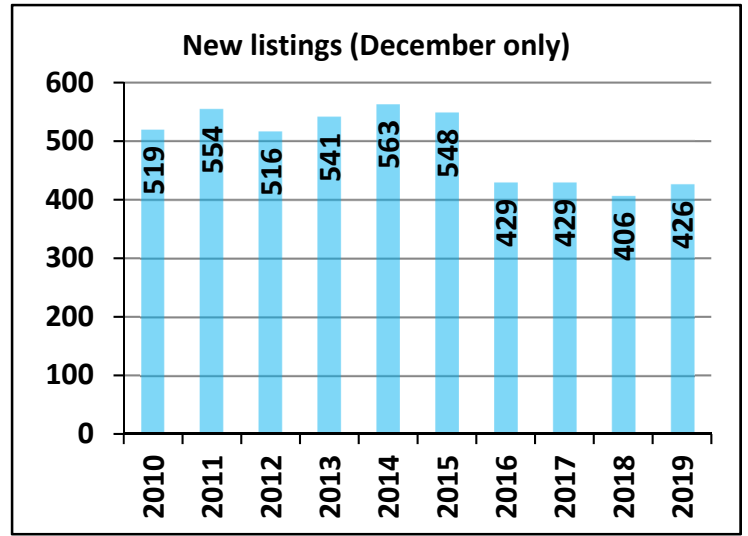
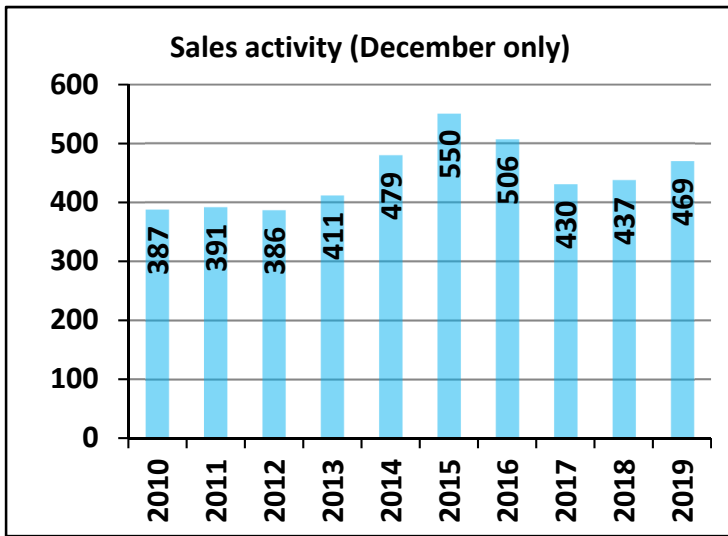
December 2019



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

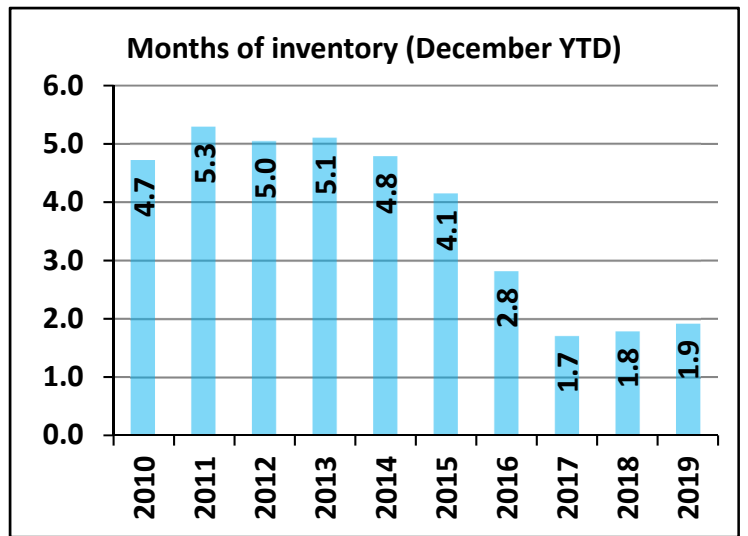
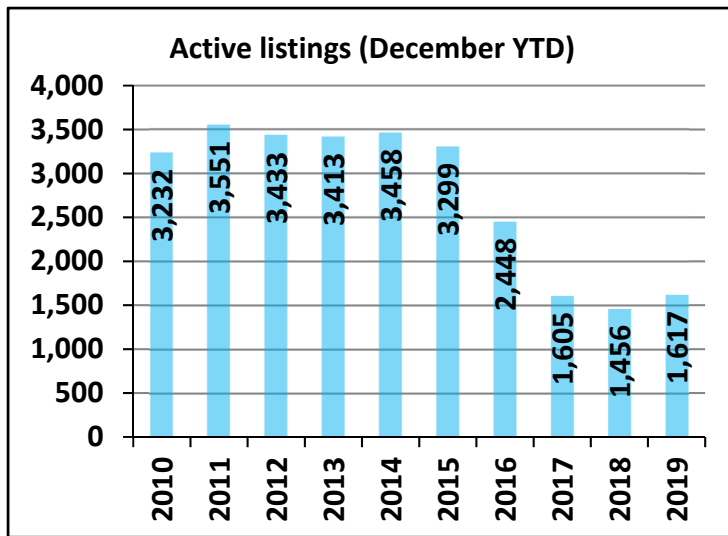
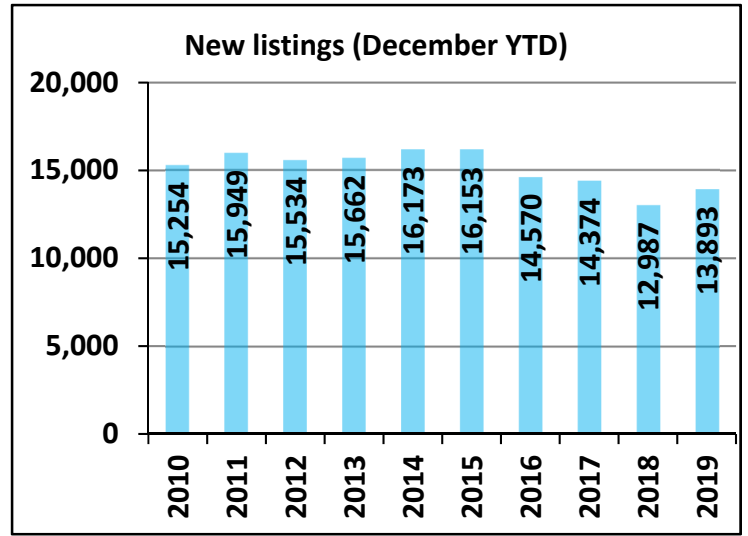
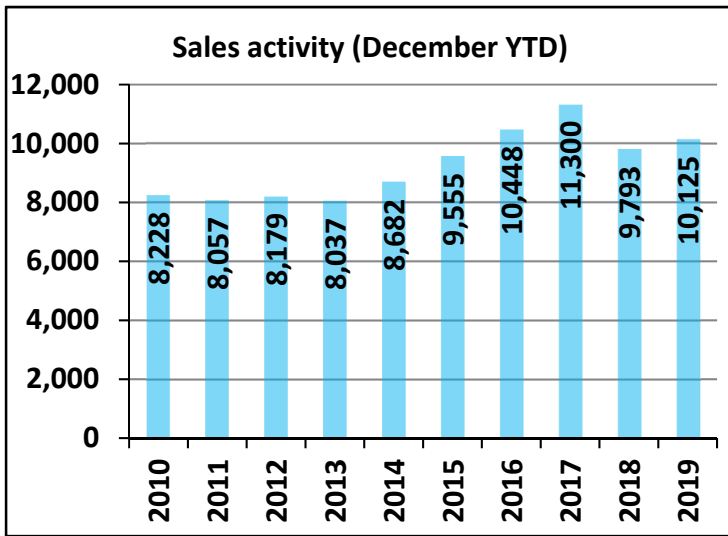
# London and St. Thomas

## Residential Market Activity



# London and St. Thomas

## Residential Market Activity



# London and St. Thomas

## Residential Market Activity

Actual	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
<b>Sales Activity</b>	469	7.3	9.1	-7.3	-2.1	21.5	3.8
<b>Dollar Volume</b>	\$200,046,829	23.5	37.5	38.4	63.7	104.2	106.0
<b>New Listings</b>	426	4.9	-0.7	-0.7	-24.3	-17.4	-30.2
<b>Active Listings</b>	1,091	-0.1	4.9	-20.9	-57.9	-56.6	-53.1
<b>Sales to New Listings Ratio<sup>1</sup></b>	110.1	107.6	100.2	117.9	85.1	74.8	74.1
<b>Months of Inventory<sup>2</sup></b>	2.3	2.5	2.4	2.7	5.4	6.5	5.1
<b>Average Price</b>	\$426,539	15.1	26.0	49.3	67.2	68.1	98.5

Year-to-date	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
<b>Sales Activity</b>	10,125	3.4	-10.4	-3.1	16.6	23.8	23.9
<b>Dollar Volume</b>	\$4,149,811,700	14.9	11.4	42.1	87.8	110.5	136.4
<b>New Listings</b>	13,893	7.0	-3.3	-4.6	-14.1	-10.6	-1.7
<b>Active Listings<sup>3</sup></b>	1,617	11.1	0.7	-33.9	-53.2	-52.9	-48.4
<b>Sales to New Listings Ratio<sup>4</sup></b>	72.9	75.4	78.6	71.7	53.7	52.7	57.8
<b>Months of Inventory<sup>5</sup></b>	1.9	1.8	1.7	2.8	4.8	5.0	4.6
<b>Average Price</b>	\$409,858	11.2	24.4	46.7	61.0	70.1	90.9

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

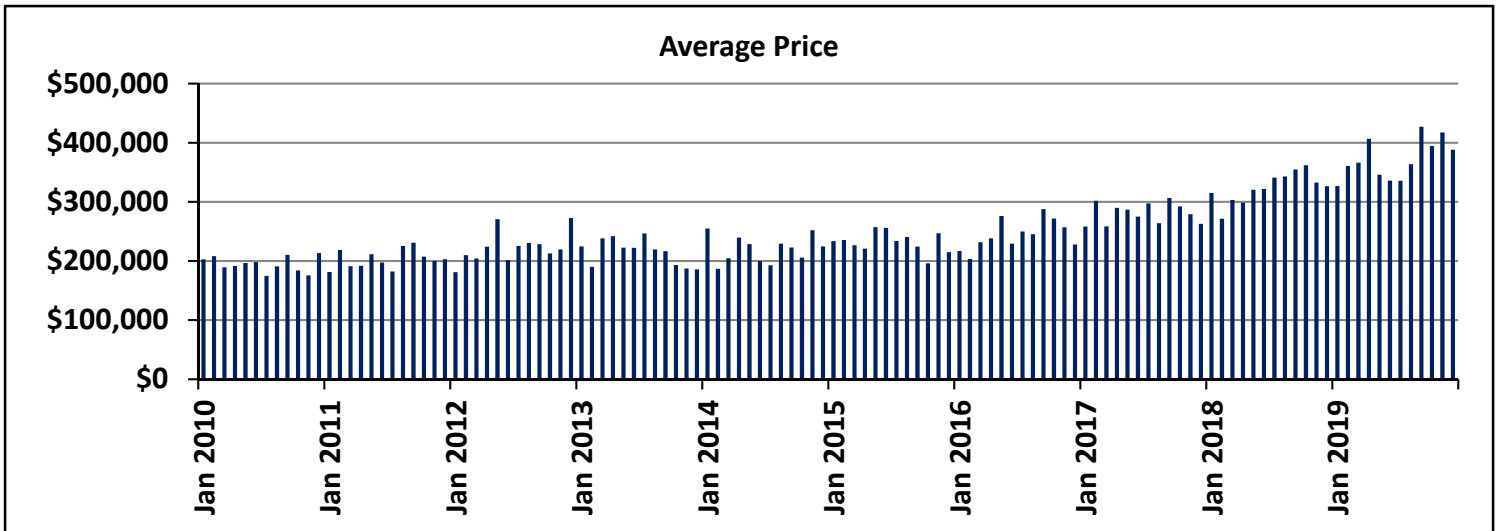
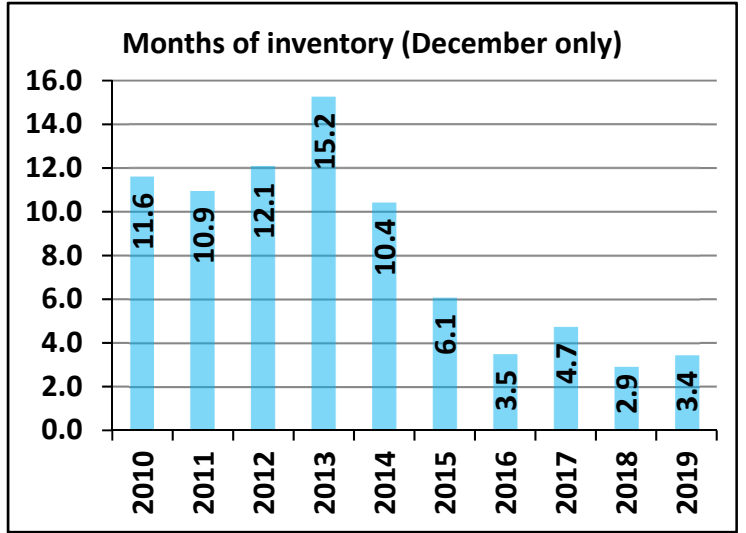
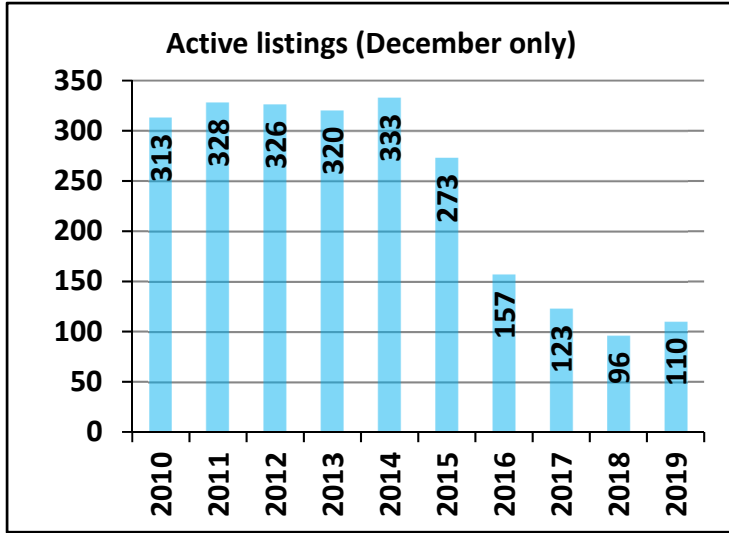
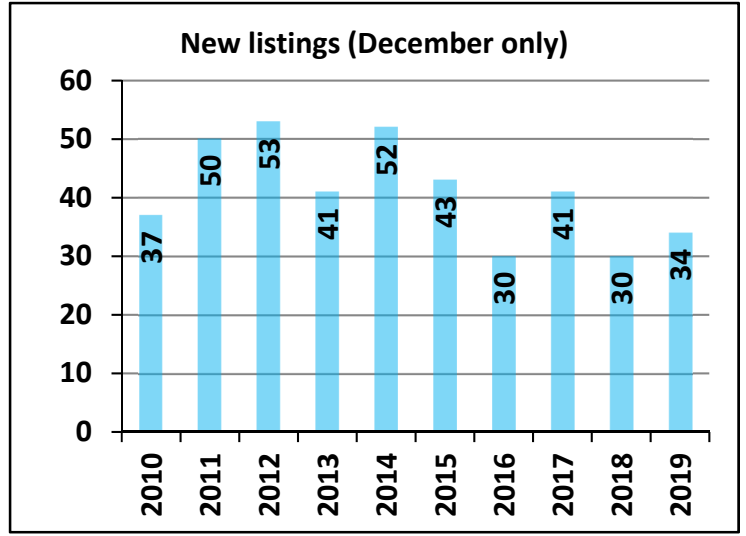
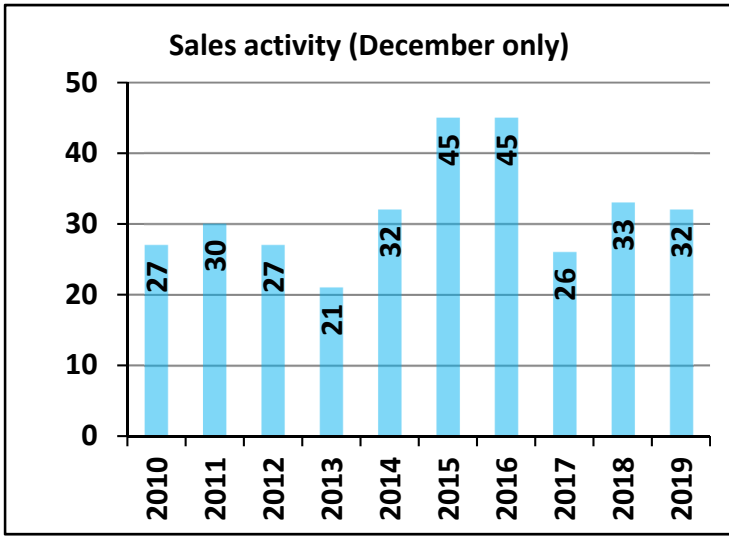
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

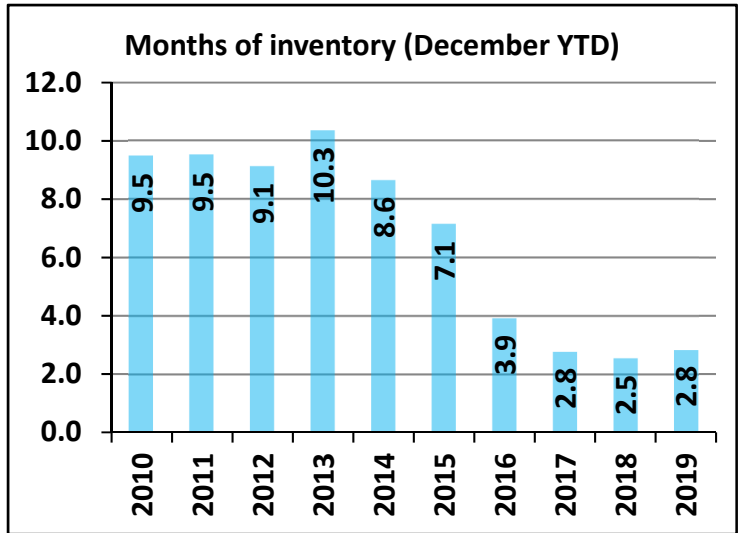
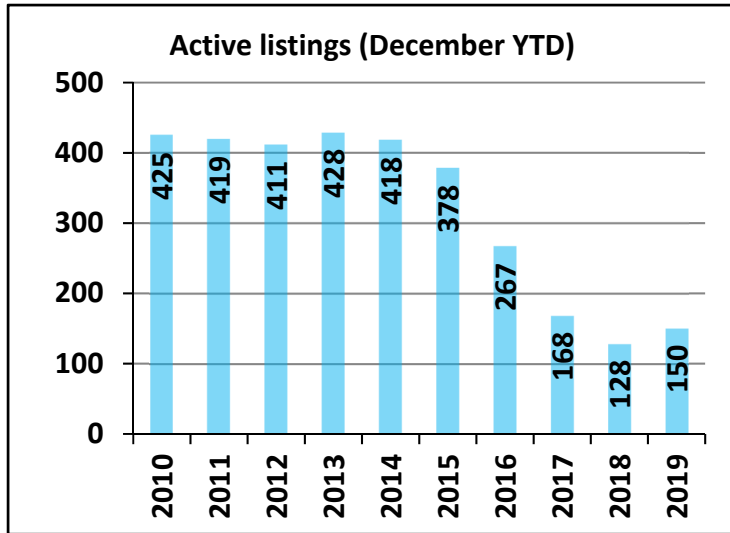
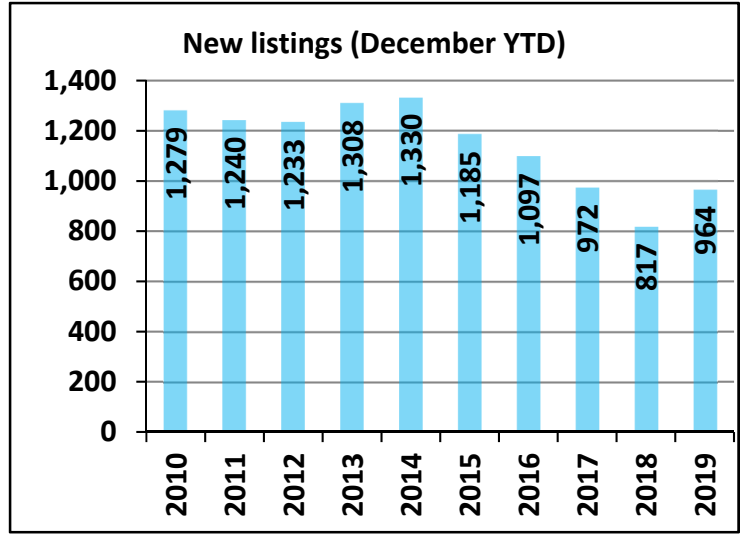
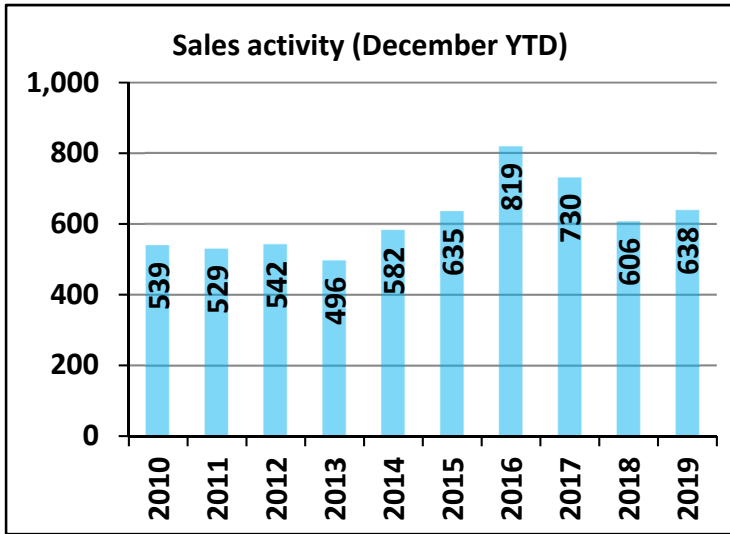
# Elgin County

## Residential Market Activity



# Elgin County

## Residential Market Activity





# Elgin County

## Residential Market Activity

Actual	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
<b>Sales Activity</b>	<b>32</b>	-3.0	23.1	-28.9	0.0	18.5	10.3
<b>Dollar Volume</b>	<b>\$12,412,718</b>	15.2	81.7	21.1	72.7	68.7	116.4
<b>New Listings</b>	<b>34</b>	13.3	-17.1	13.3	-34.6	-35.8	-44.3
<b>Active Listings</b>	<b>110</b>	14.6	-10.6	-29.9	-67.0	-66.3	-67.9
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>94.1</b>	110.0	63.4	150.0	61.5	50.9	47.5
<b>Months of Inventory<sup>2</sup></b>	<b>3.4</b>	2.9	4.7	3.5	10.4	12.1	11.8
<b>Average Price</b>	<b>\$387,897</b>	18.8	47.6	70.3	72.7	42.4	96.2

Year-to-date	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
<b>Sales Activity</b>	<b>638</b>	5.3	-12.6	-22.1	9.6	17.7	14.7
<b>Dollar Volume</b>	<b>\$237,585,916</b>	20.8	15.4	18.0	86.7	96.2	115.4
<b>New Listings</b>	<b>964</b>	18.0	-0.8	-12.1	-27.5	-21.8	-28.3
<b>Active Listings<sup>3</sup></b>	<b>150</b>	17.2	-10.7	-43.8	-64.1	-63.5	-66.7
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>66.2</b>	74.2	75.1	74.7	43.8	44.0	41.4
<b>Months of Inventory<sup>5</sup></b>	<b>2.8</b>	2.5	2.8	3.9	8.6	9.1	9.7
<b>Average Price</b>	<b>\$372,392</b>	14.7	32.0	51.5	70.3	66.7	87.7

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

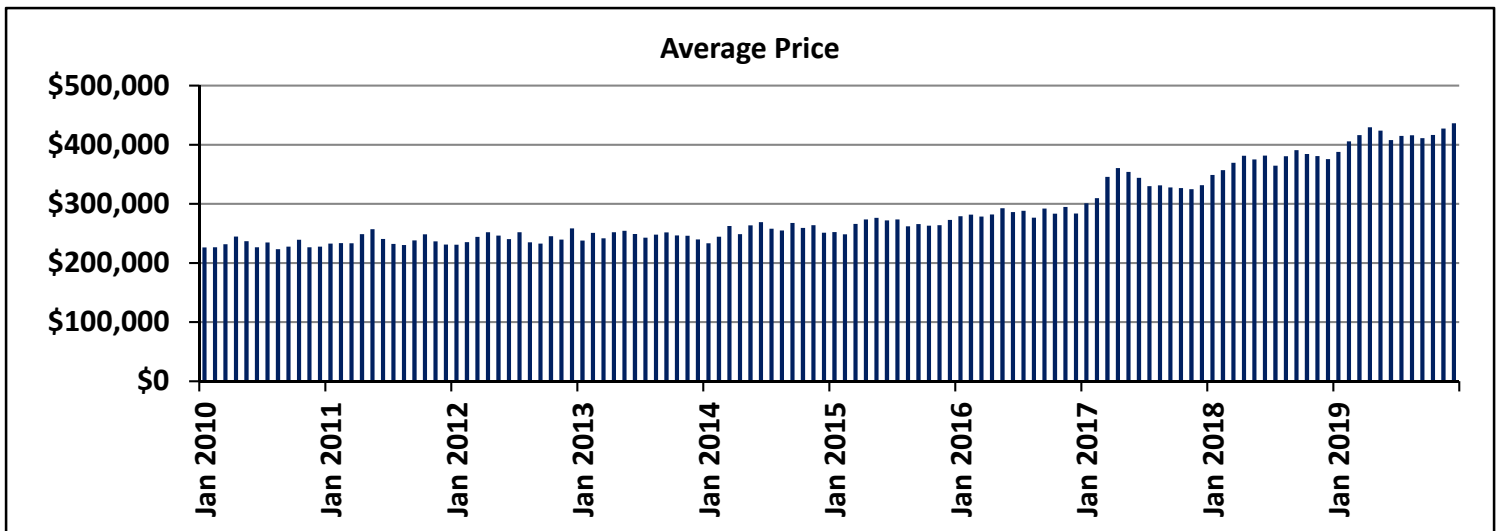
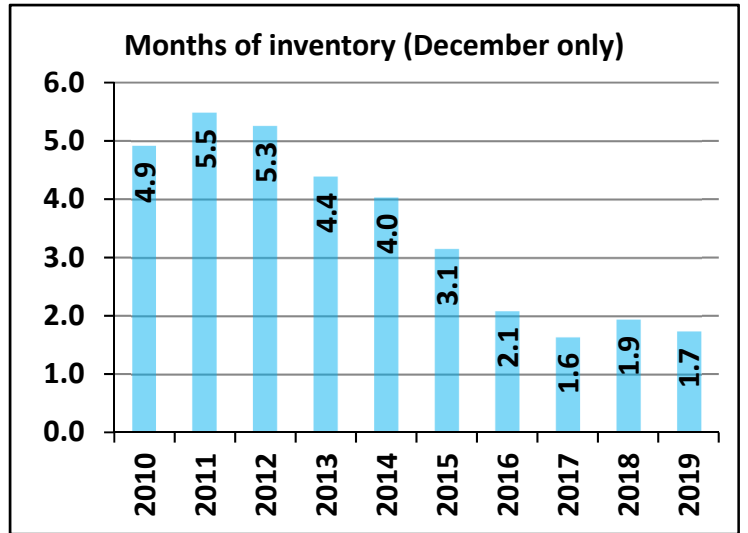
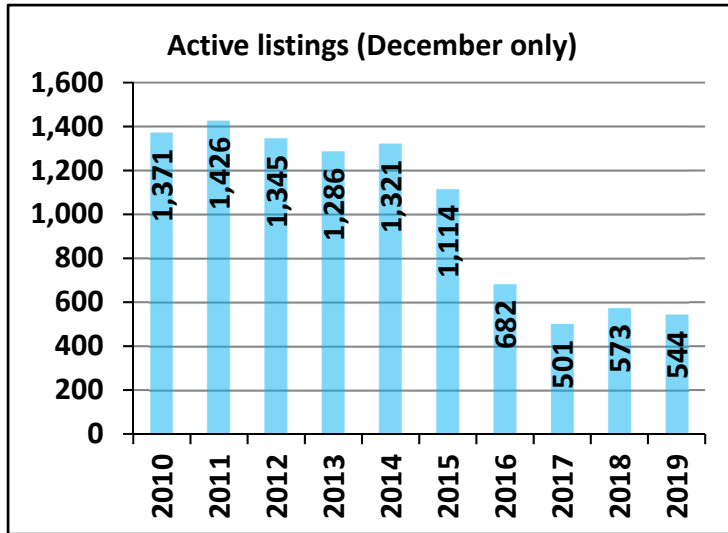
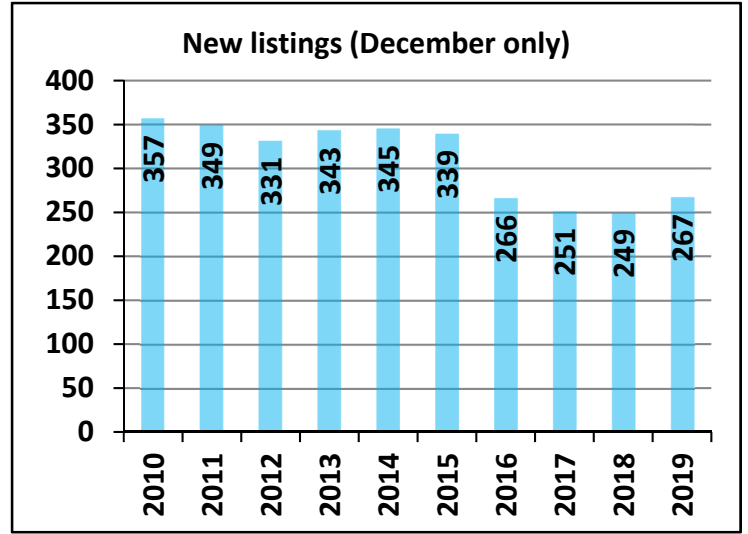
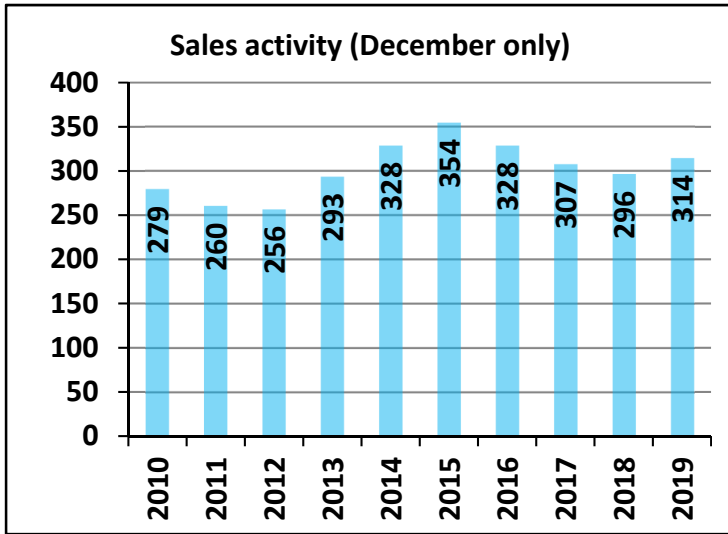
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

# London

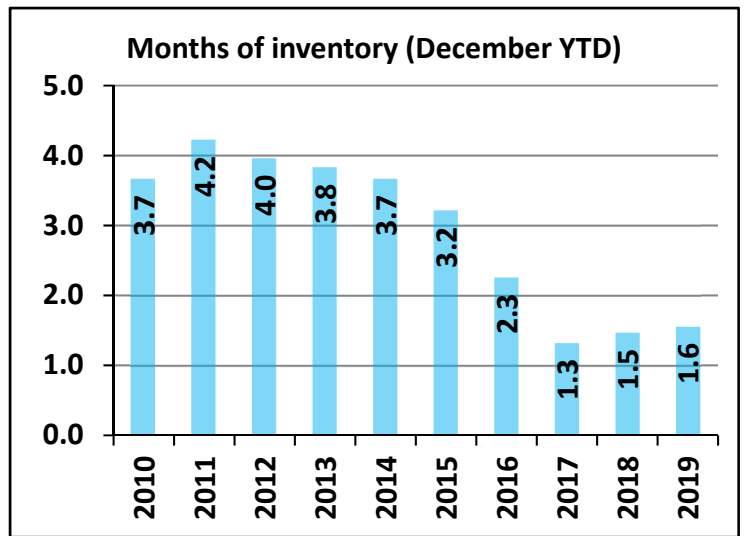
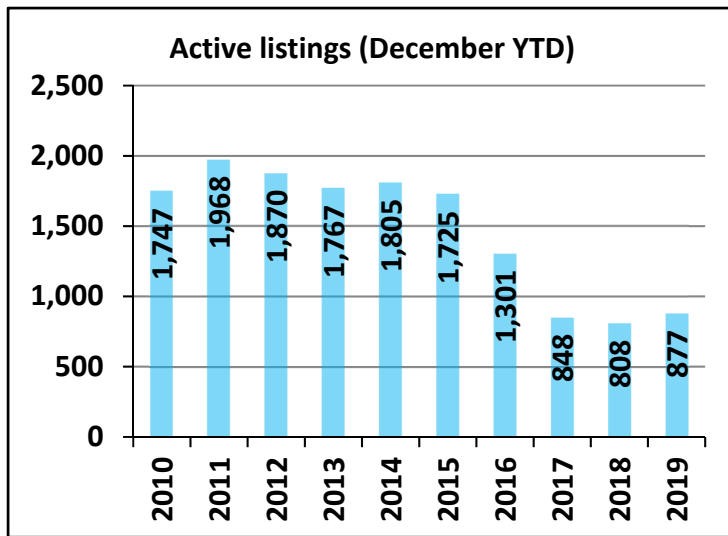
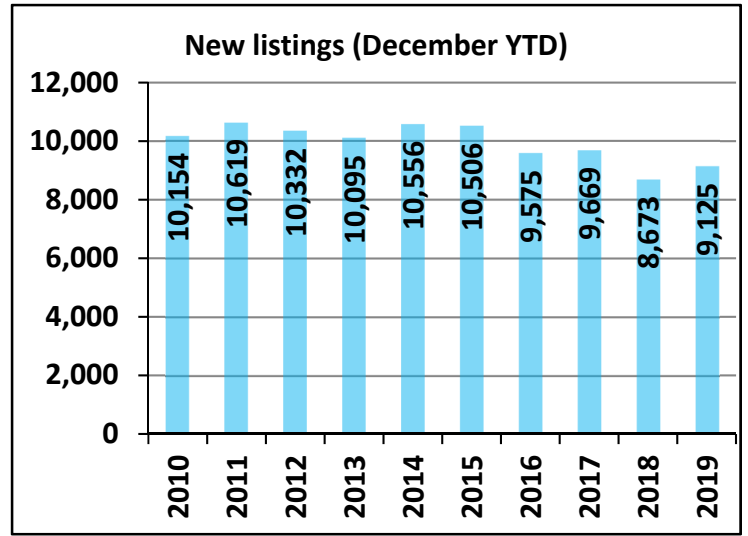
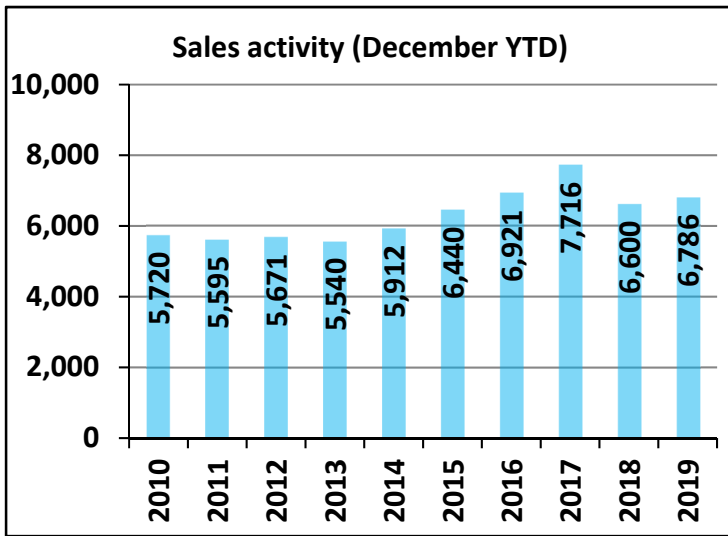
## Residential Market Activity





# London

## Residential Market Activity



# London

## Residential Market Activity

Actual	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
<b>Sales Activity</b>	<b>314</b>	6.1	2.3	-4.3	-4.3	22.7	-4.0
<b>Dollar Volume</b>	<b>\$136,956,166</b>	23.2	34.6	47.2	66.3	107.1	89.6
<b>New Listings</b>	<b>267</b>	7.2	6.4	0.4	-22.6	-19.3	-31.0
<b>Active Listings</b>	<b>544</b>	-5.1	8.6	-20.2	-58.8	-59.6	-53.4
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>117.6</b>	118.9	122.3	123.3	95.1	77.3	84.5
<b>Months of Inventory<sup>2</sup></b>	<b>1.7</b>	1.9	1.6	2.1	4.0	5.3	3.6
<b>Average Price</b>	<b>\$436,166</b>	16.1	31.6	53.8	73.7	68.8	97.4

Year-to-date	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
<b>Sales Activity</b>	<b>6,786</b>	2.8	-12.1	-2.0	14.8	19.7	18.3
<b>Dollar Volume</b>	<b>\$2,827,345,107</b>	14.0	8.9	43.3	85.5	105.3	128.4
<b>New Listings</b>	<b>9,125</b>	5.2	-5.6	-4.7	-13.6	-11.7	-0.2
<b>Active Listings<sup>3</sup></b>	<b>877</b>	8.5	3.4	-32.6	-51.4	-53.1	-44.7
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>74.4</b>	76.1	79.8	72.3	56.0	54.9	62.8
<b>Months of Inventory<sup>5</sup></b>	<b>1.6</b>	1.5	1.3	2.3	3.7	4.0	3.3
<b>Average Price</b>	<b>\$416,644</b>	10.9	23.8	46.1	61.6	71.6	93.1

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

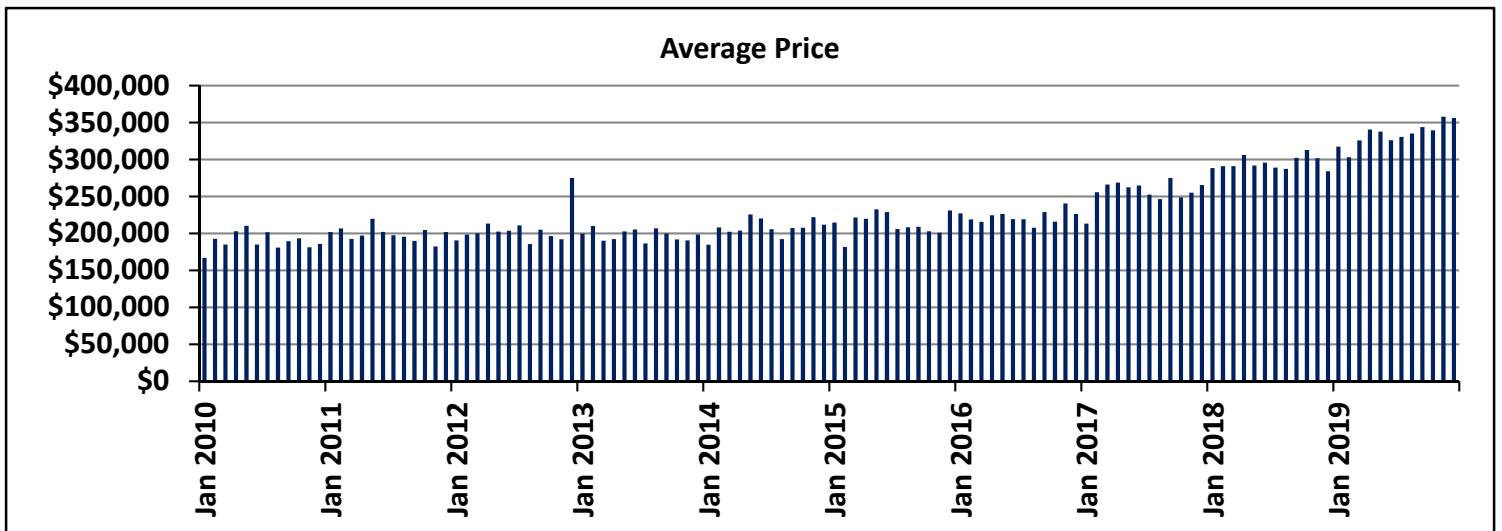
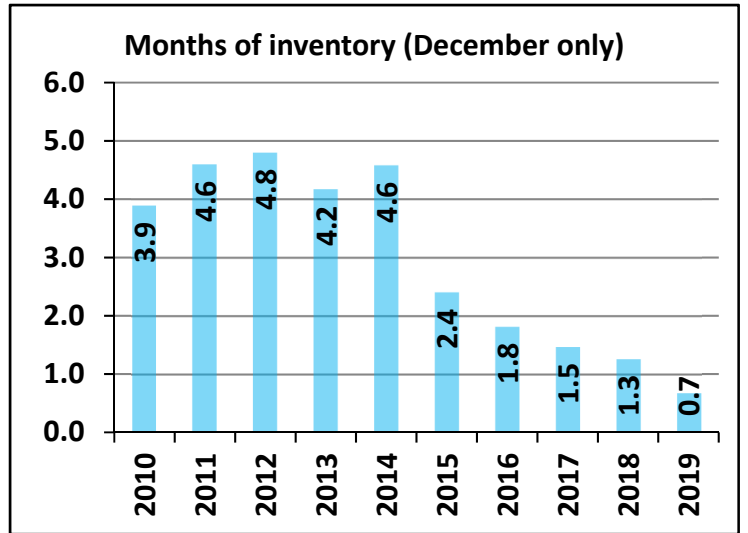
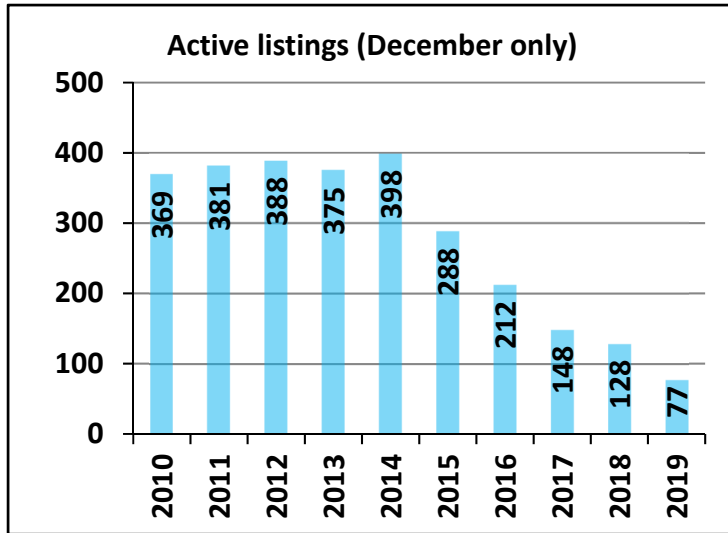
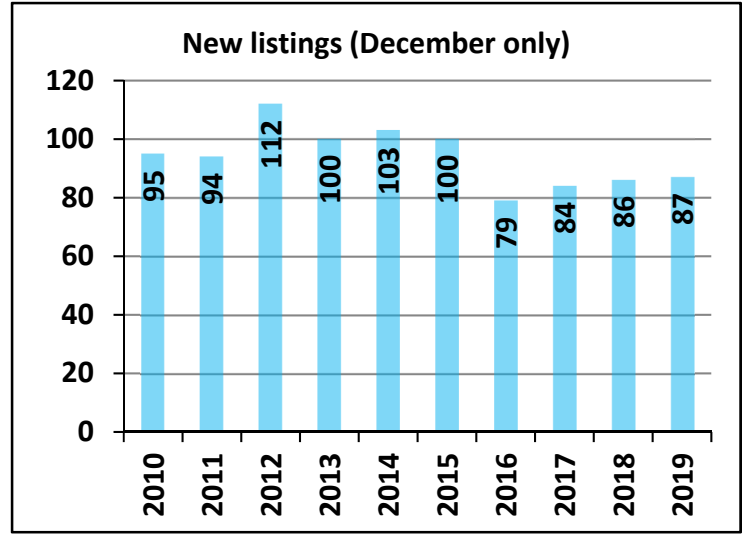
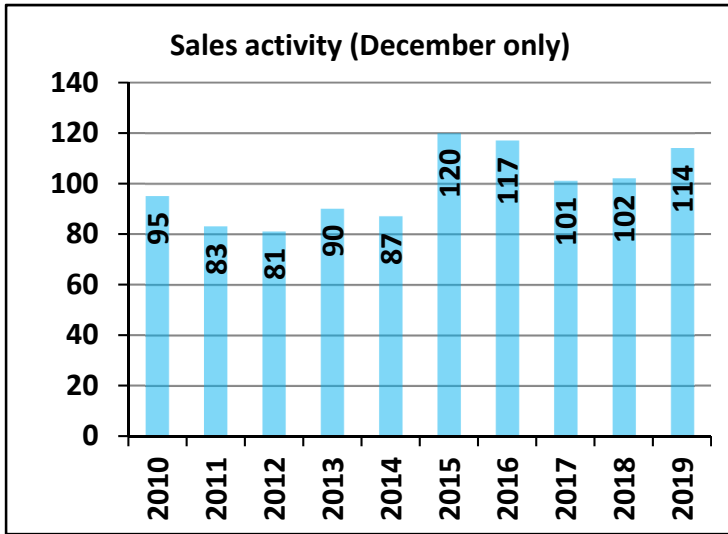
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

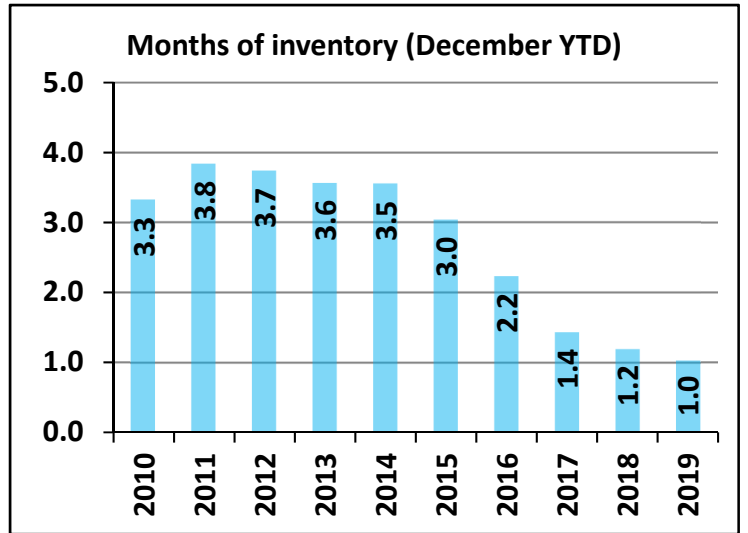
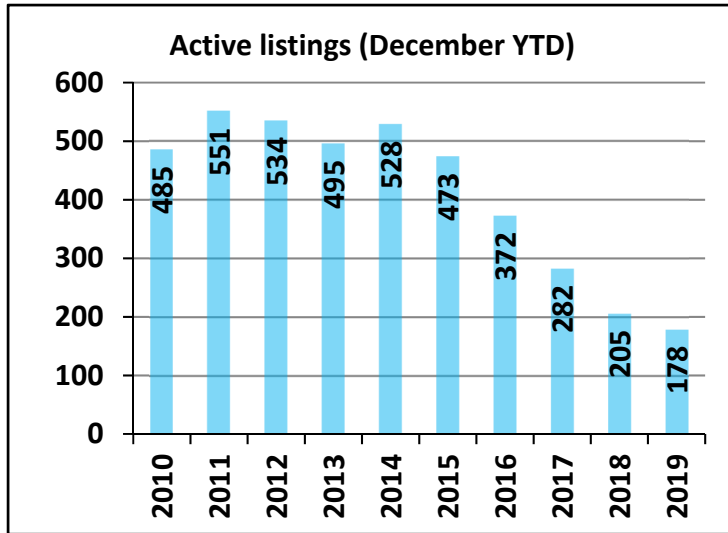
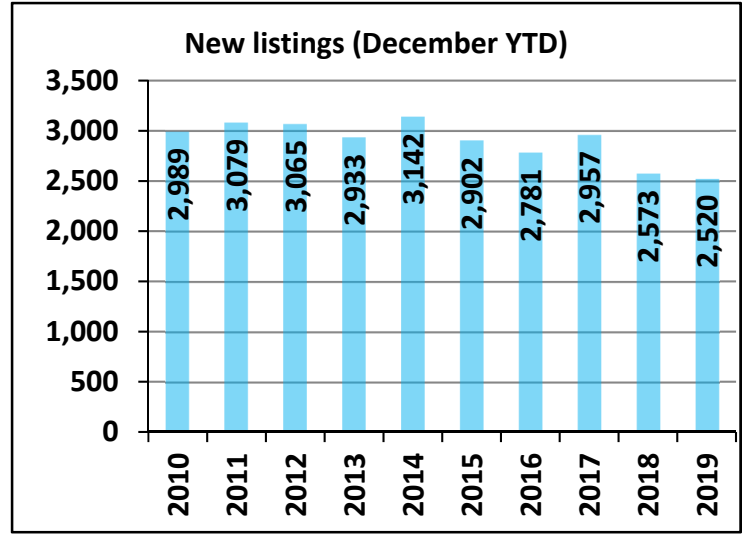
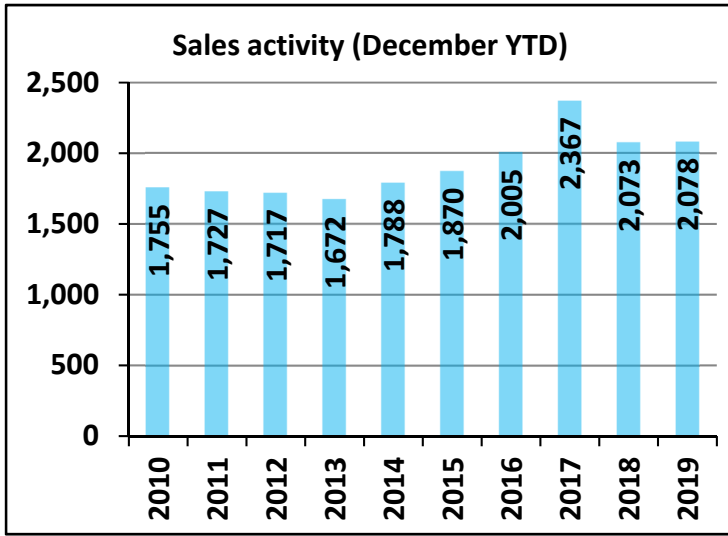
# London East

## Residential Market Activity



# London East

## Residential Market Activity



# London East

## Residential Market Activity

Actual	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
<b>Sales Activity</b>	114	11.8	12.9	-2.6	31.0	40.7	11.8
<b>Dollar Volume</b>	\$40,591,436	40.1	51.4	53.3	120.5	82.3	98.2
<b>New Listings</b>	87	1.2	3.6	10.1	-15.5	-22.3	-25.6
<b>Active Listings</b>	77	-39.8	-48.0	-63.7	-80.7	-80.2	-76.9
<b>Sales to New Listings Ratio<sup>1</sup></b>	131.0	118.6	120.2	148.1	84.5	72.3	87.2
<b>Months of Inventory<sup>2</sup></b>	0.7	1.3	1.5	1.8	4.6	4.8	3.3
<b>Average Price</b>	\$356,065	25.4	34.1	57.4	68.3	29.5	77.3

Year-to-date	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
<b>Sales Activity</b>	2,078	0.2	-12.2	3.6	16.2	21.0	13.4
<b>Dollar Volume</b>	\$696,629,851	13.6	14.0	56.5	86.7	98.6	108.8
<b>New Listings</b>	2,520	-2.1	-14.8	-9.4	-19.8	-17.8	-8.0
<b>Active Listings<sup>3</sup></b>	178	-13.2	-36.9	-52.2	-66.3	-66.7	-59.9
<b>Sales to New Listings Ratio<sup>4</sup></b>	82.5	80.6	80.0	72.1	56.9	56.0	66.9
<b>Months of Inventory<sup>5</sup></b>	1.0	1.2	1.4	2.2	3.5	3.7	2.9
<b>Average Price</b>	\$335,241	13.3	29.9	51.0	60.6	64.1	84.2

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

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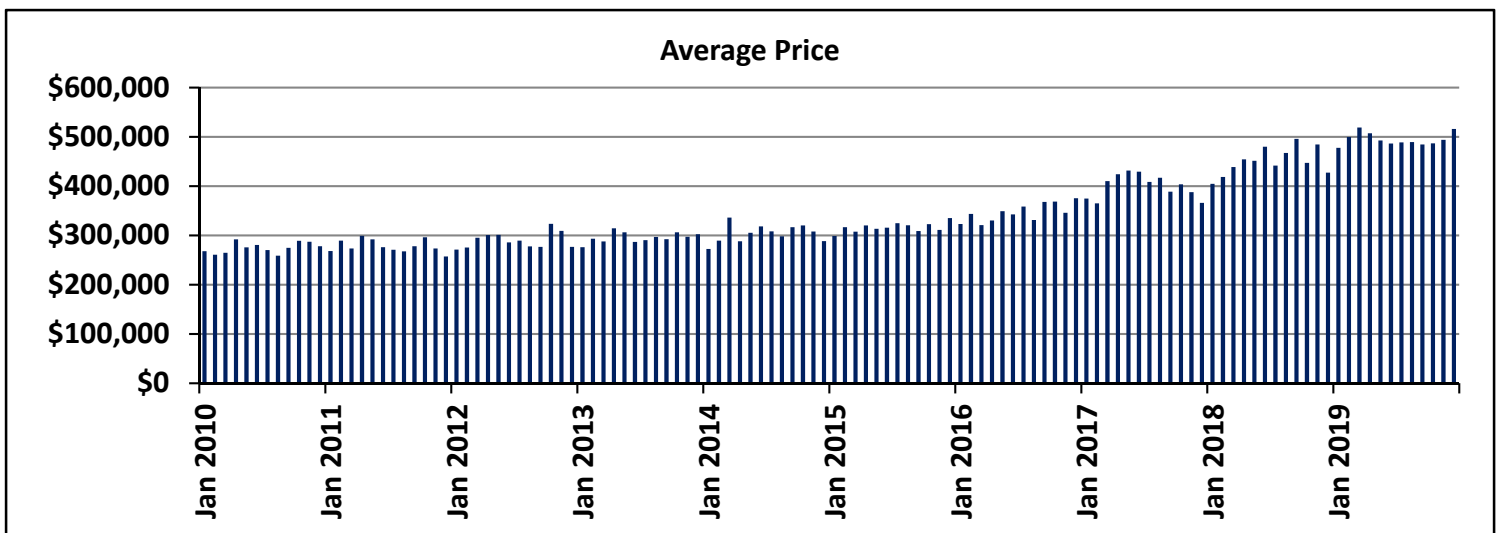
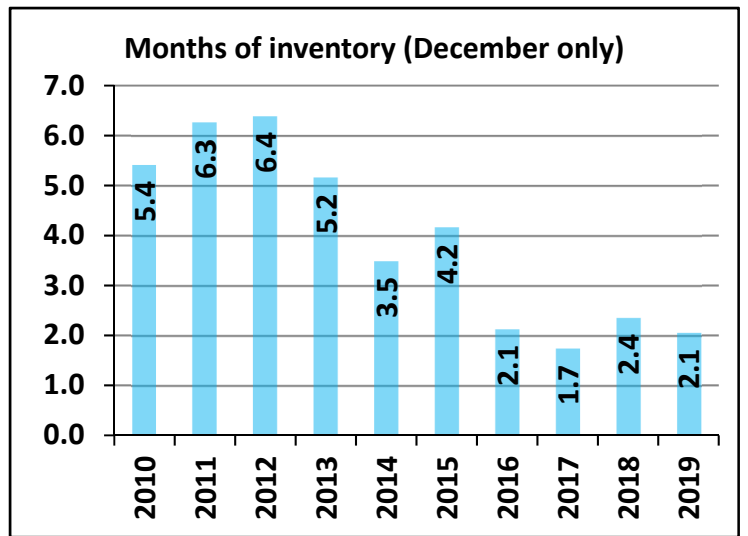
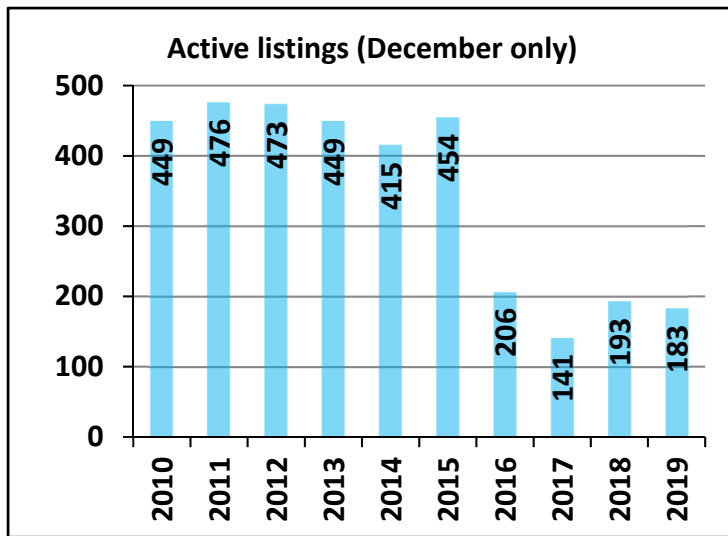
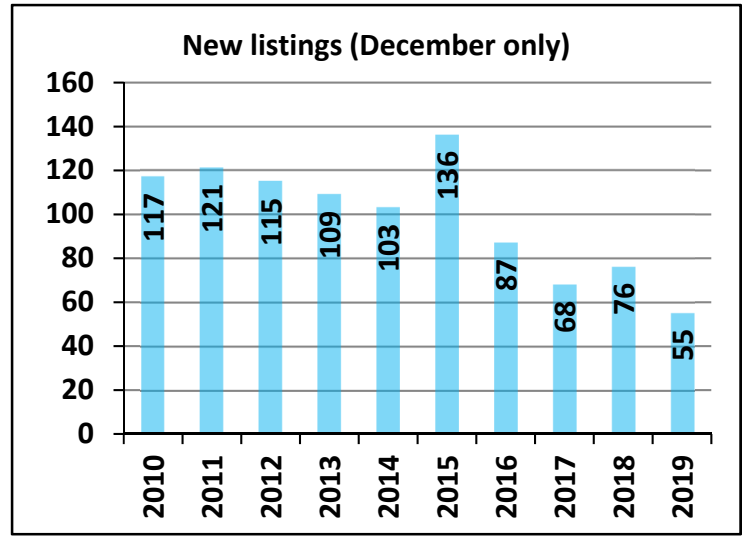
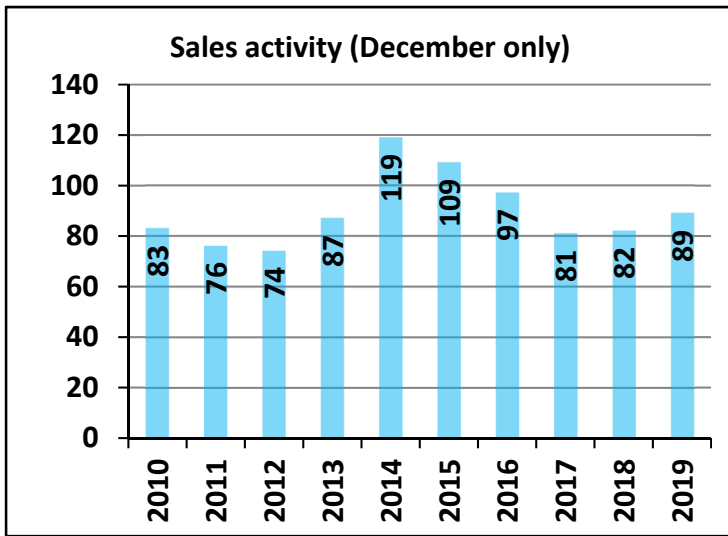
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

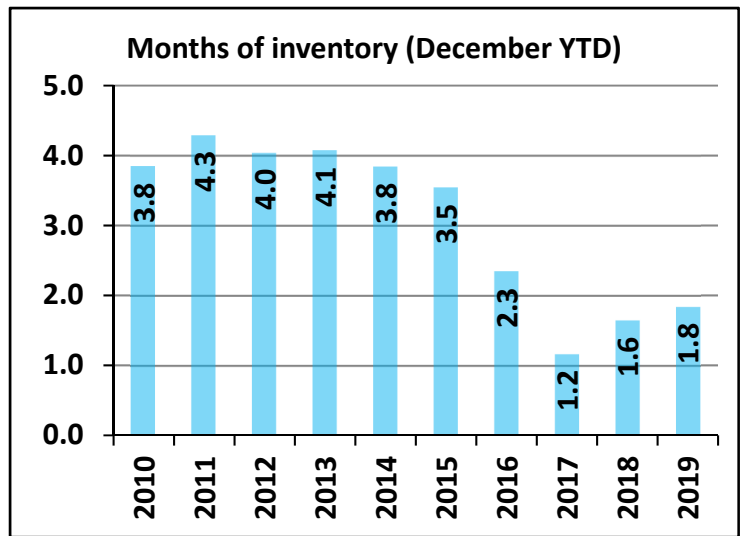
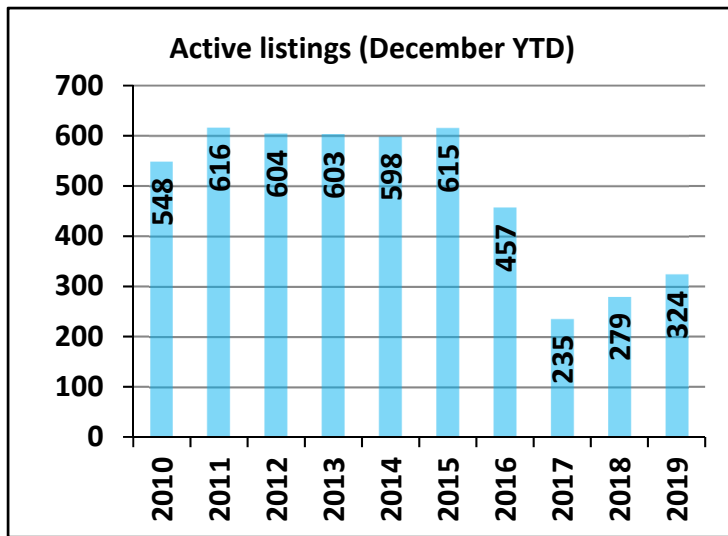
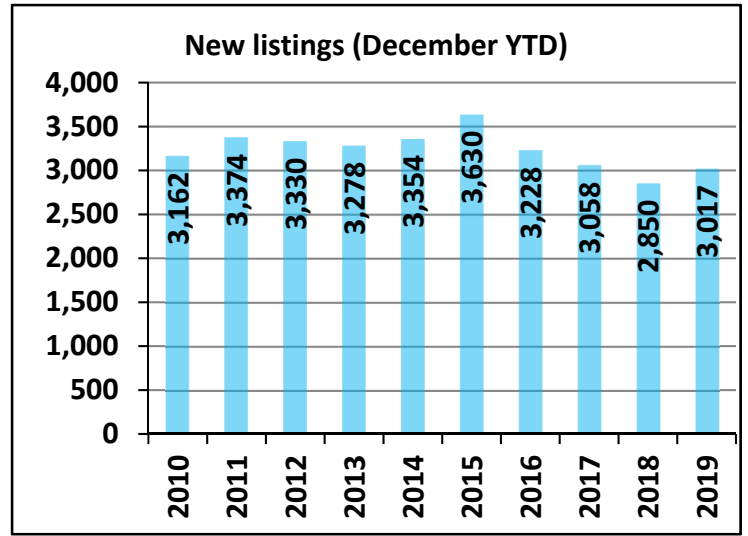
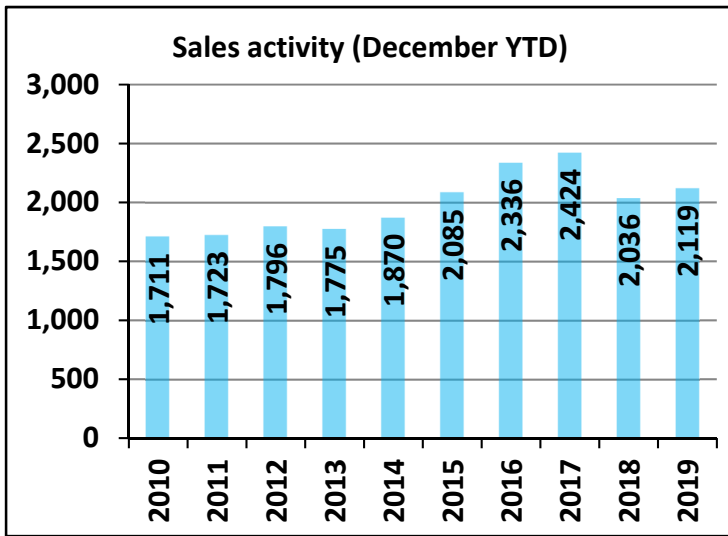
# London North

## Residential Market Activity



# London North

## Residential Market Activity





# London North

## Residential Market Activity

Actual	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
<b>Sales Activity</b>	<b>89</b>	8.5	9.9	-8.2	-25.2	20.3	4.7
<b>Dollar Volume</b>	<b>\$45,920,253</b>	31.1	54.9	26.1	33.8	124.3	113.4
<b>New Listings</b>	<b>55</b>	-27.6	-19.1	-36.8	-46.6	-52.2	-59.0
<b>Active Listings</b>	<b>183</b>	-5.2	29.8	-11.2	-55.9	-61.3	-47.0
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>161.8</b>	107.9	119.1	111.5	115.5	64.3	63.4
<b>Months of Inventory<sup>2</sup></b>	<b>2.1</b>	2.4	1.7	2.1	3.5	6.4	4.1
<b>Average Price</b>	<b>\$515,958</b>	20.8	41.0	37.4	78.9	86.5	103.8

Year-to-date	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
<b>Sales Activity</b>	<b>2,119</b>	4.1	-12.6	-9.3	13.3	18.0	26.7
<b>Dollar Volume</b>	<b>\$1,047,929,357</b>	13.2	6.0	30.0	83.1	100.7	146.3
<b>New Listings</b>	<b>3,017</b>	5.9	-1.3	-6.5	-10.0	-9.4	11.3
<b>Active Listings<sup>3</sup></b>	<b>324</b>	16.1	37.9	-29.1	-45.8	-46.4	-29.1
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>70.2</b>	71.4	79.3	72.4	55.8	53.9	61.7
<b>Months of Inventory<sup>5</sup></b>	<b>1.8</b>	1.6	1.2	2.3	3.8	4.0	3.3
<b>Average Price</b>	<b>\$494,540</b>	8.8	21.2	43.3	61.6	70.1	94.4

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

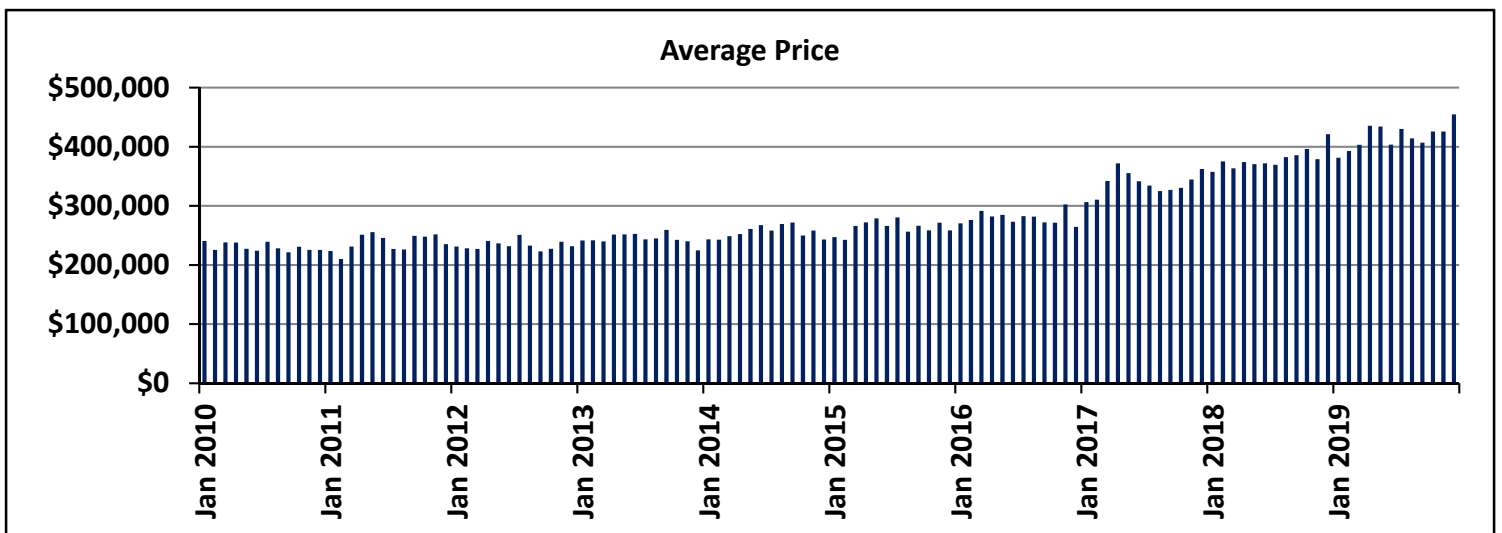
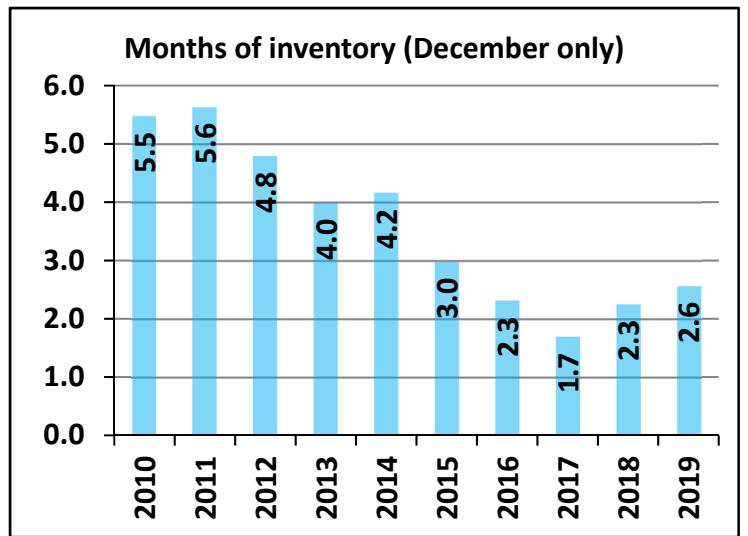
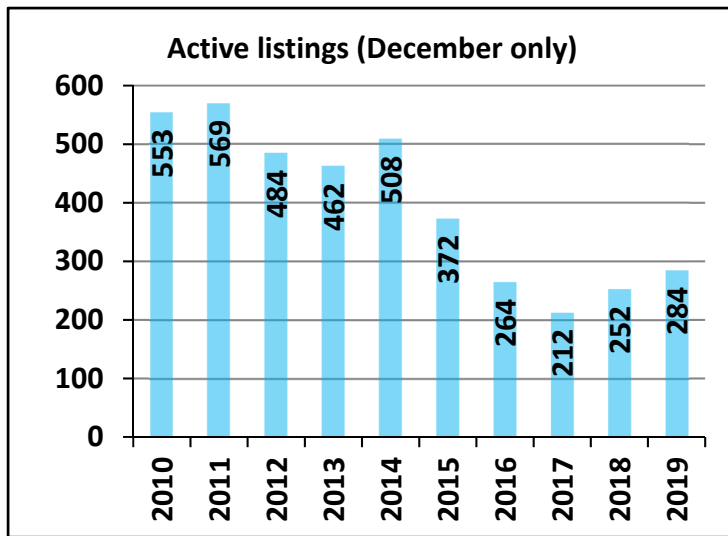
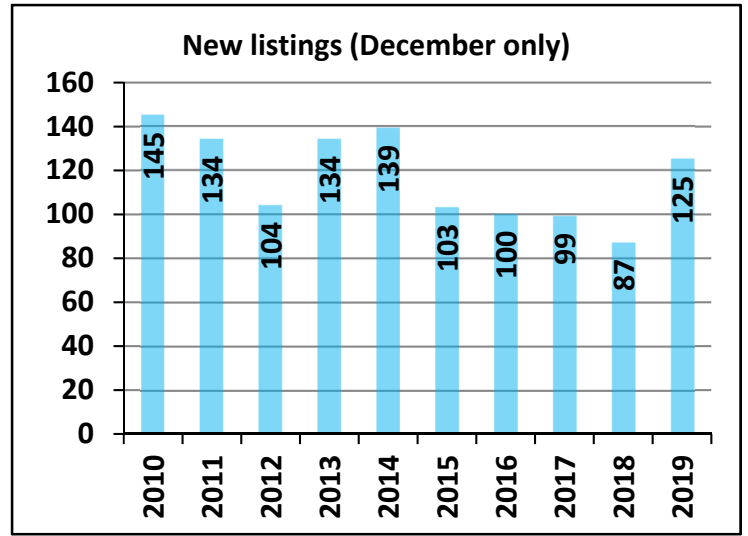
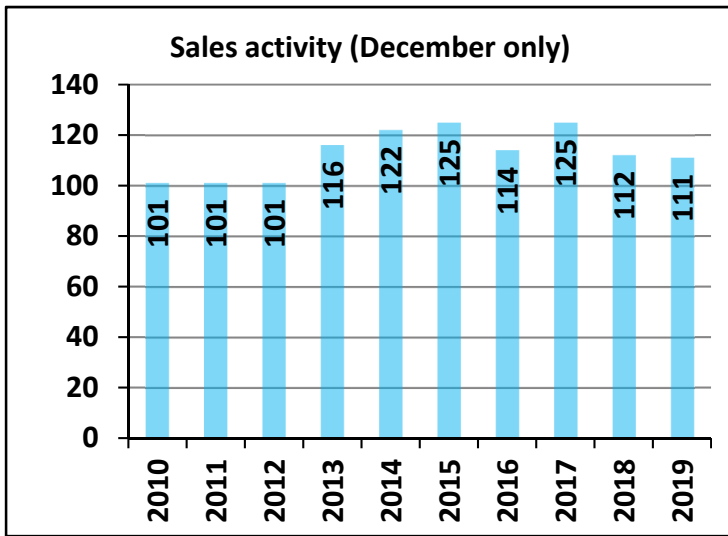
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

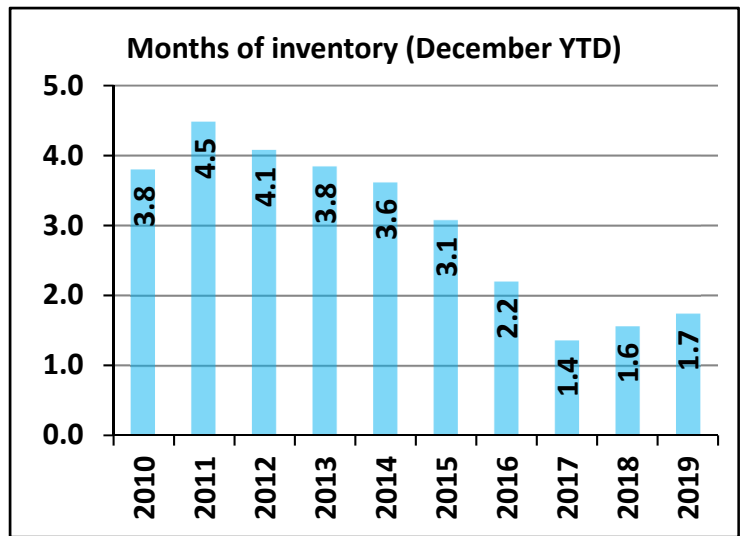
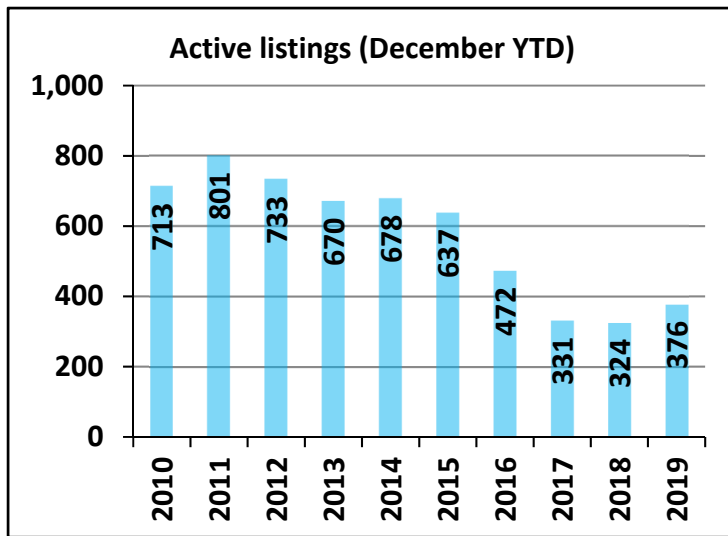
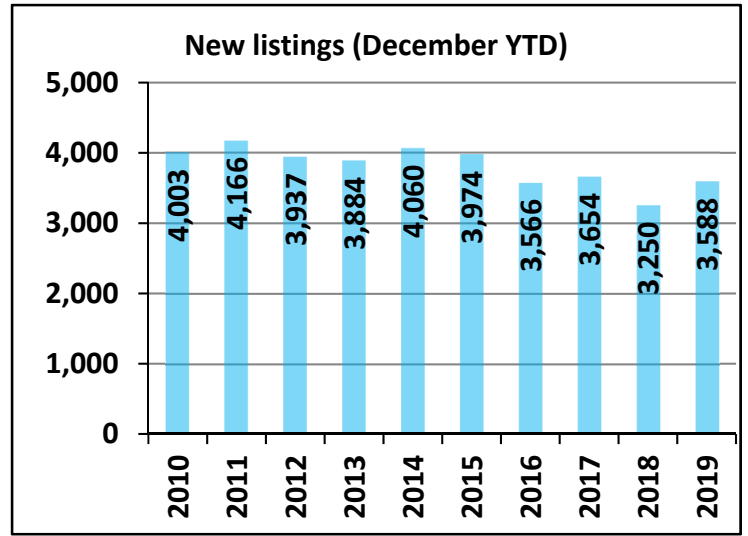
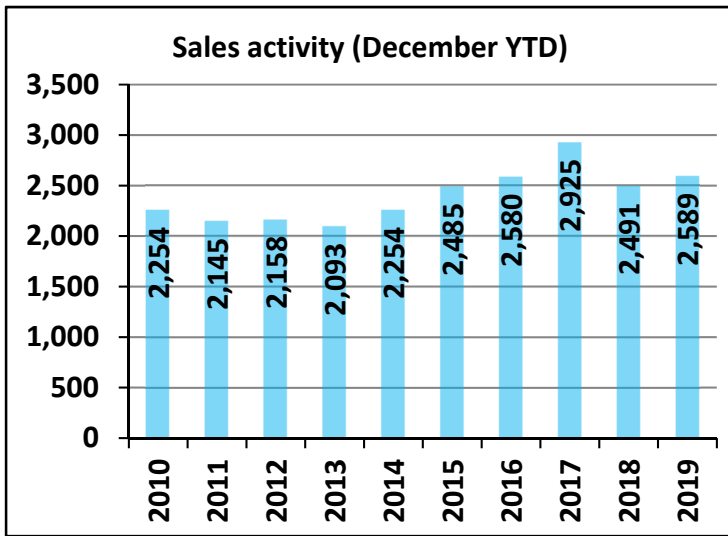
# London South

## Residential Market Activity



# London South

## Residential Market Activity



# London South

## Residential Market Activity

Actual	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
<b>Sales Activity</b>	111	-0.9	-11.2	-2.6	-9.0	9.9	-20.7
<b>Dollar Volume</b>	\$50,444,477	7.0	11.4	67.4	70.2	115.7	66.8
<b>New Listings</b>	125	43.7	26.3	25.0	-10.1	20.2	-8.1
<b>Active Listings</b>	284	12.7	34.0	7.6	-44.1	-41.3	-42.0
<b>Sales to New Listings Ratio<sup>1</sup></b>	88.8	128.7	126.3	114.0	87.8	97.1	102.9
<b>Months of Inventory<sup>2</sup></b>	2.6	2.3	1.7	2.3	4.2	4.8	3.5
<b>Average Price</b>	\$454,455	7.9	25.4	72.0	87.1	96.3	110.3

Year-to-date	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
<b>Sales Activity</b>	2,589	3.9	-11.5	0.3	14.9	20.0	16.0
<b>Dollar Volume</b>	\$1,082,785,899	15.1	8.7	49.9	87.1	114.7	126.1
<b>New Listings</b>	3,588	10.4	-1.8	0.6	-11.6	-8.9	-2.8
<b>Active Listings<sup>3</sup></b>	376	16.0	13.6	-20.3	-44.5	-48.7	-45.1
<b>Sales to New Listings Ratio<sup>4</sup></b>	72.2	76.6	80.0	72.3	55.5	54.8	60.5
<b>Months of Inventory<sup>5</sup></b>	1.7	1.6	1.4	2.2	3.6	4.1	3.7
<b>Average Price</b>	\$418,226	10.8	22.8	49.4	62.9	78.9	94.9

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

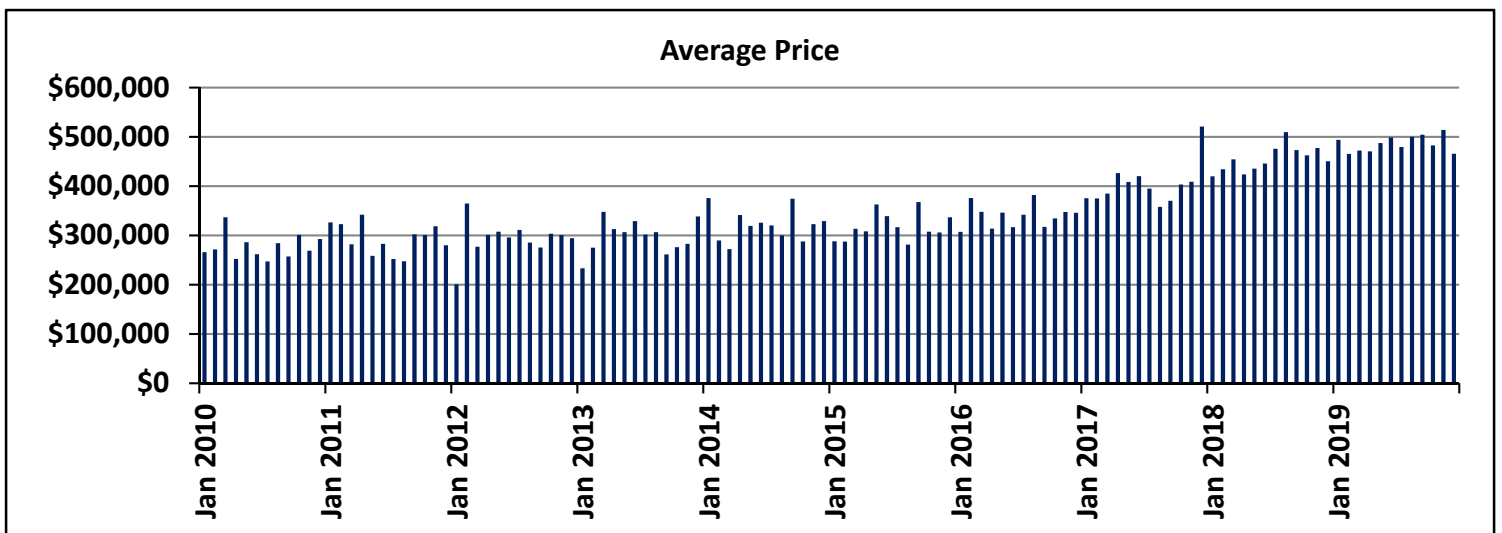
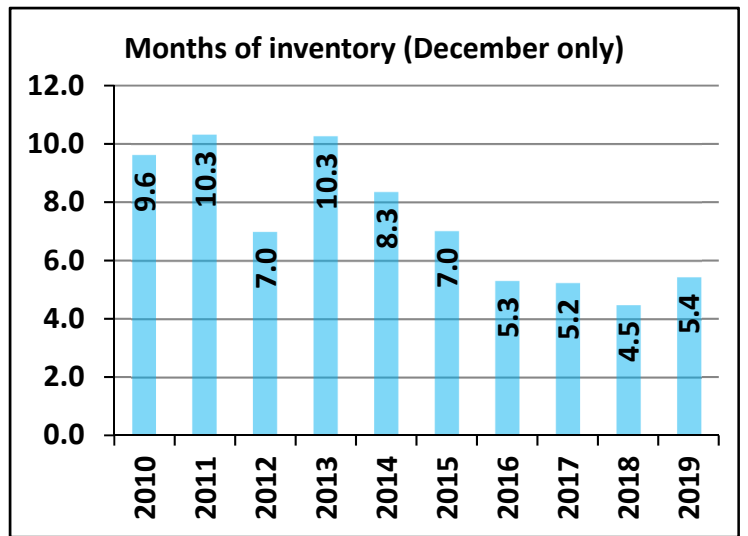
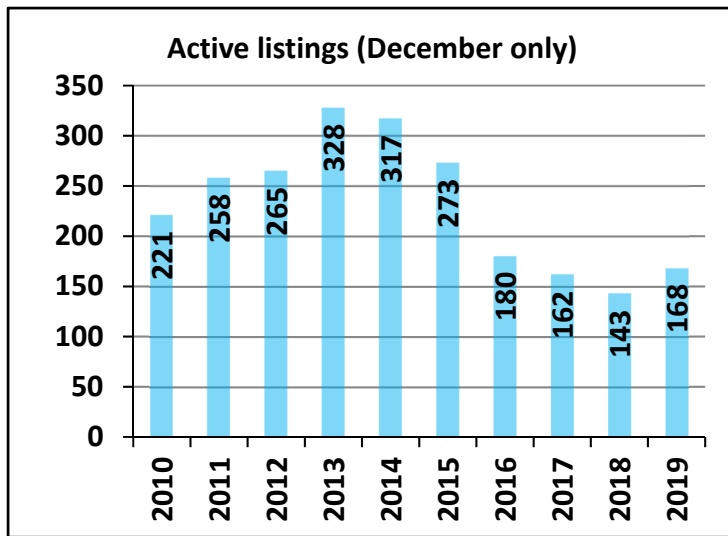
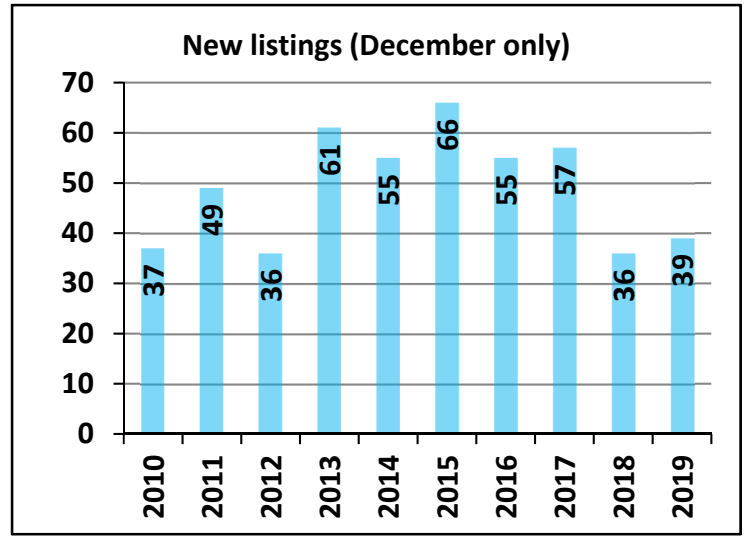
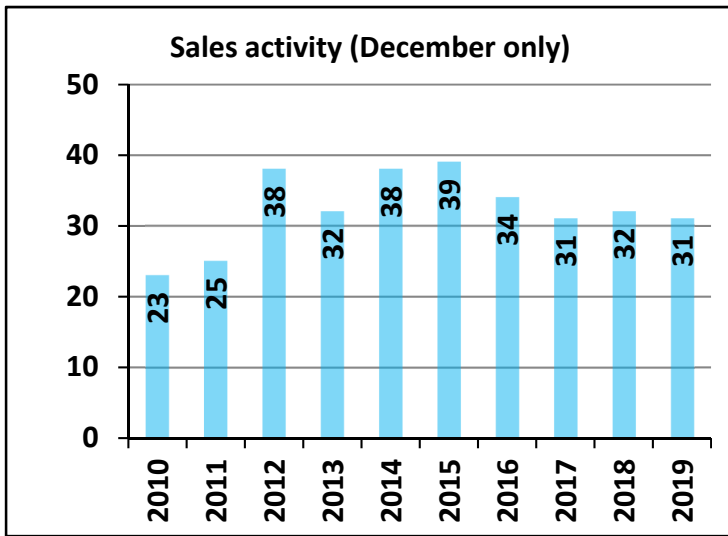
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

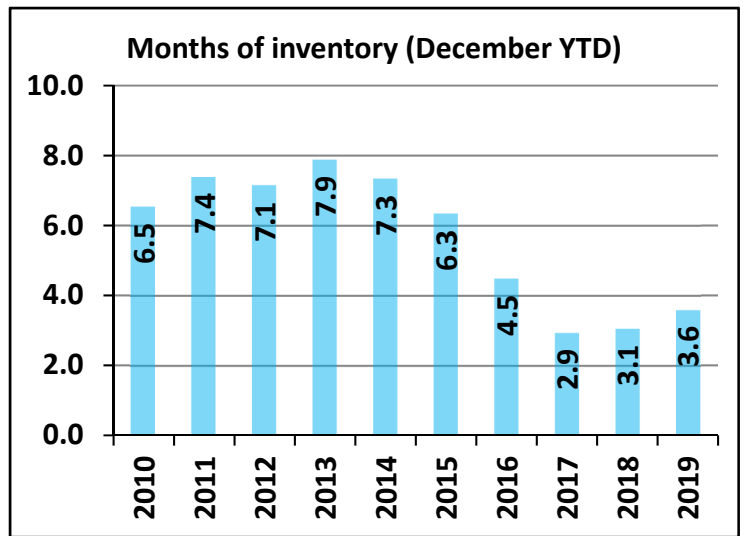
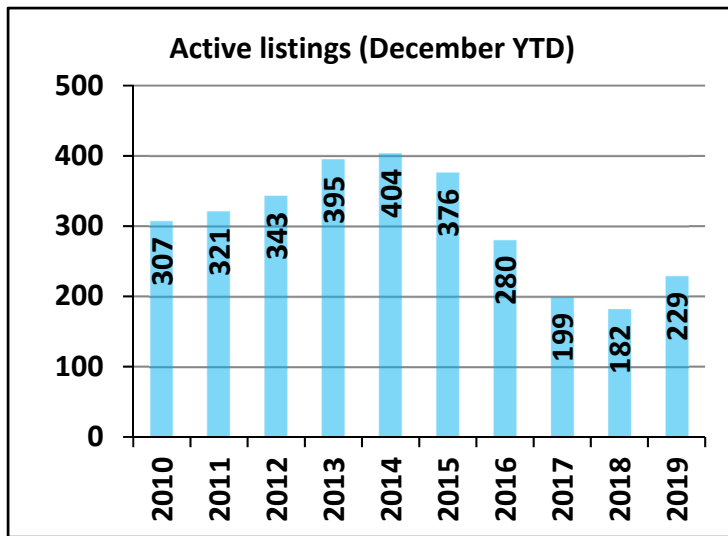
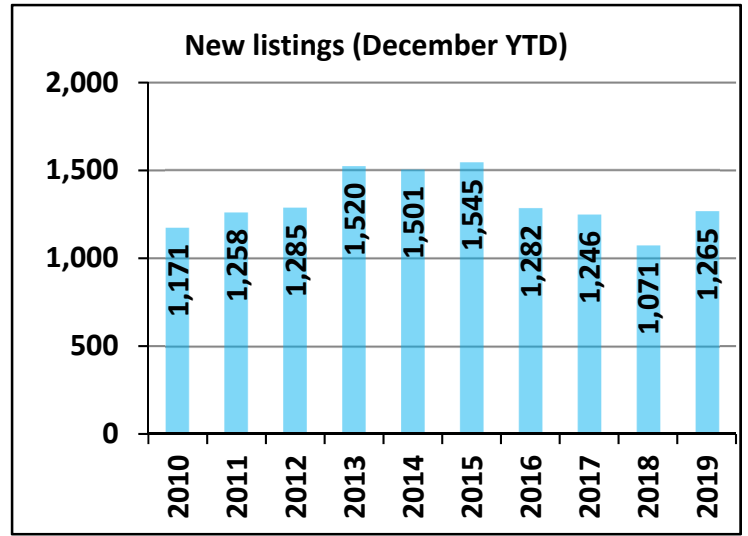
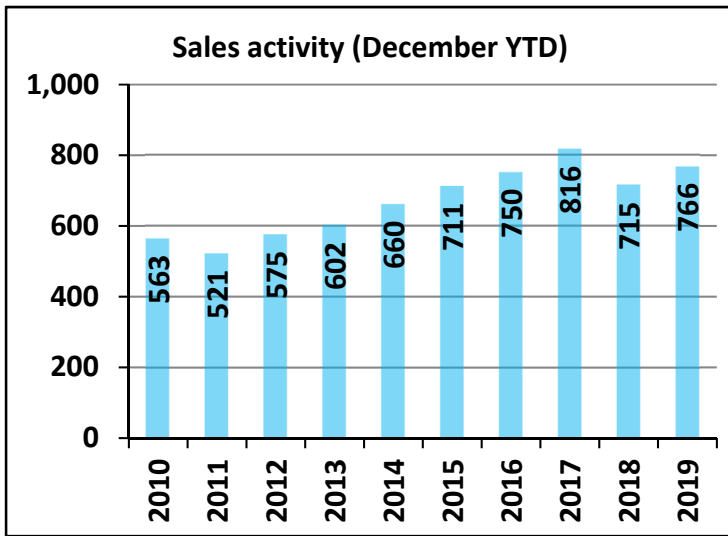
# Middlesex County

## Residential Market Activity



# Middlesex County

## Residential Market Activity



# Middlesex County

## Residential Market Activity

Actual	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
<b>Sales Activity</b>	<b>31</b>	-3.1	0.0	-8.8	-18.4	-18.4	3.3
<b>Dollar Volume</b>	<b>\$14,433,733</b>	0.2	-10.6	22.8	15.4	29.1	115.4
<b>New Listings</b>	<b>39</b>	8.3	-31.6	-29.1	-29.1	8.3	-18.8
<b>Active Listings</b>	<b>168</b>	17.5	3.7	-6.7	-47.0	-36.6	-36.6
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>79.5</b>	88.9	54.4	61.8	69.1	105.6	62.5
<b>Months of Inventory<sup>2</sup></b>	<b>5.4</b>	4.5	5.2	5.3	8.3	7.0	8.8
<b>Average Price</b>	<b>\$465,604</b>	3.4	-10.6	34.7	41.5	58.2	108.4

Year-to-date	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
<b>Sales Activity</b>	<b>766</b>	7.1	-6.1	2.1	16.1	33.2	43.7
<b>Dollar Volume</b>	<b>\$372,877,965</b>	14.4	14.0	47.1	76.8	119.6	168.0
<b>New Listings</b>	<b>1,265</b>	18.1	1.5	-1.3	-15.7	-1.6	8.2
<b>Active Listings<sup>3</sup></b>	<b>229</b>	25.8	15.1	-18.2	-43.3	-33.2	-32.6
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>60.6</b>	66.8	65.5	58.5	44.0	44.7	45.6
<b>Months of Inventory<sup>5</sup></b>	<b>3.6</b>	3.1	2.9	4.5	7.3	7.1	7.6
<b>Average Price</b>	<b>\$486,786</b>	6.8	21.5	44.0	52.3	64.8	86.5

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

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

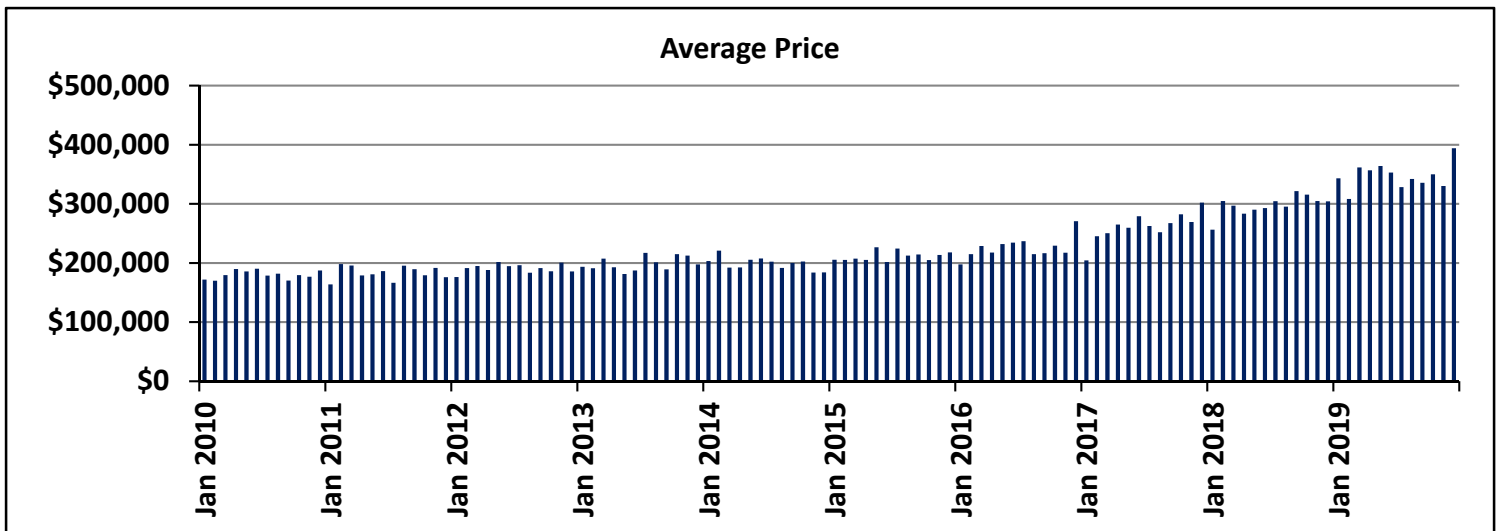
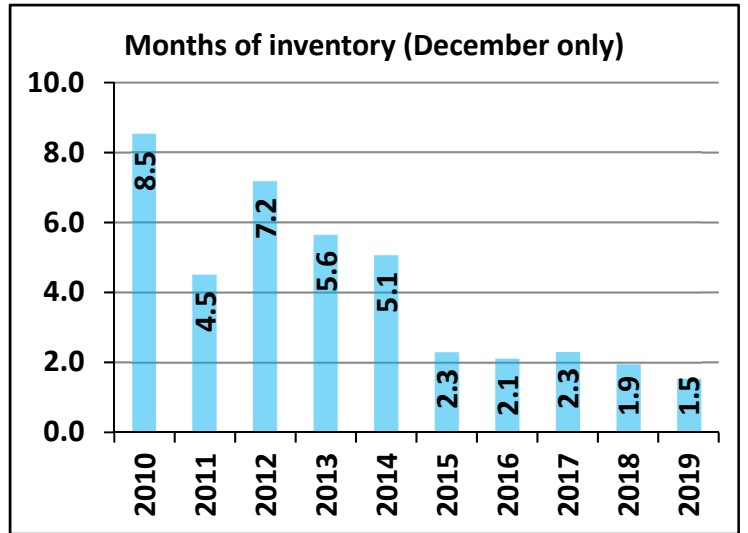
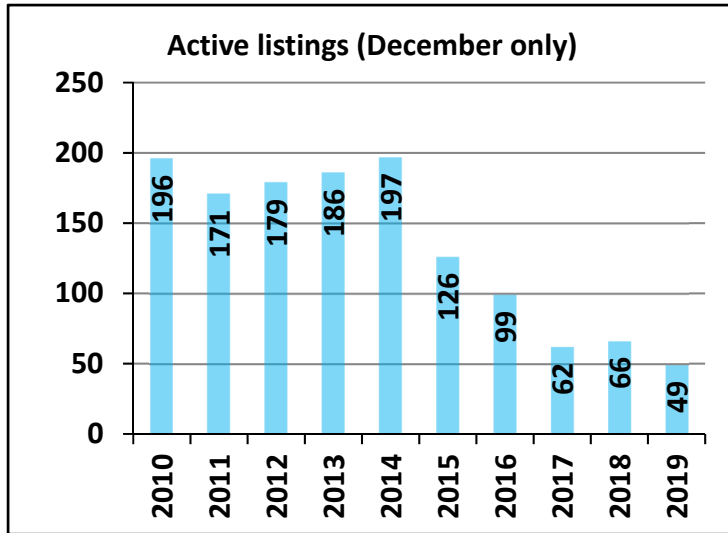
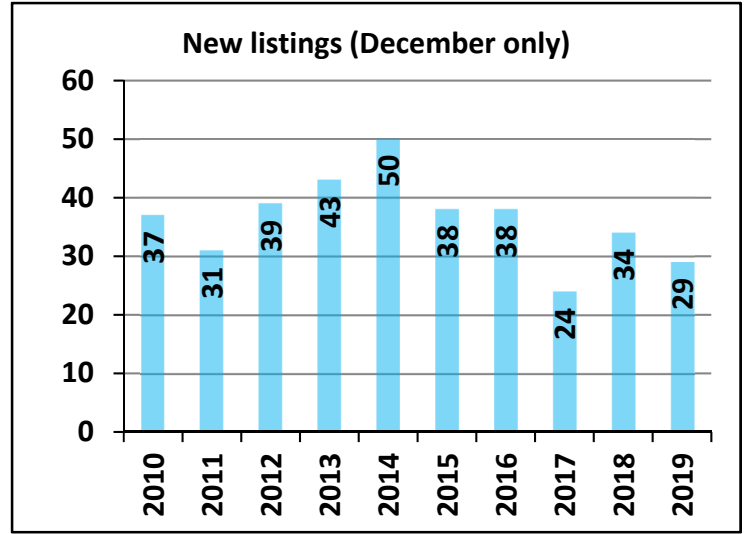
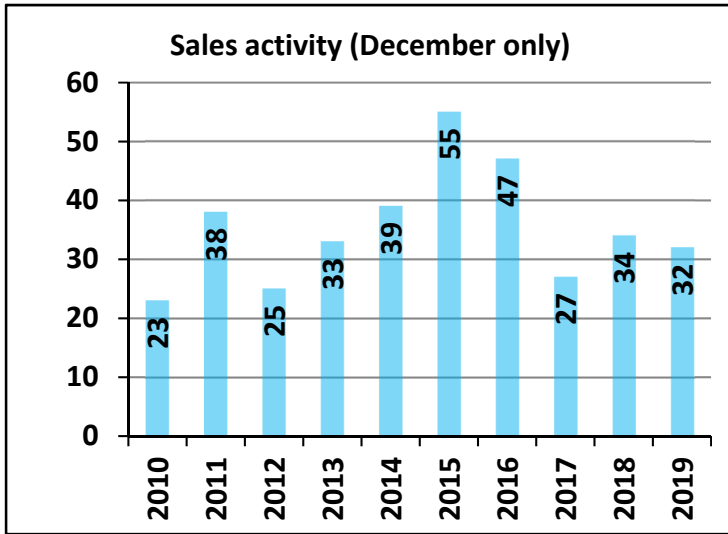
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



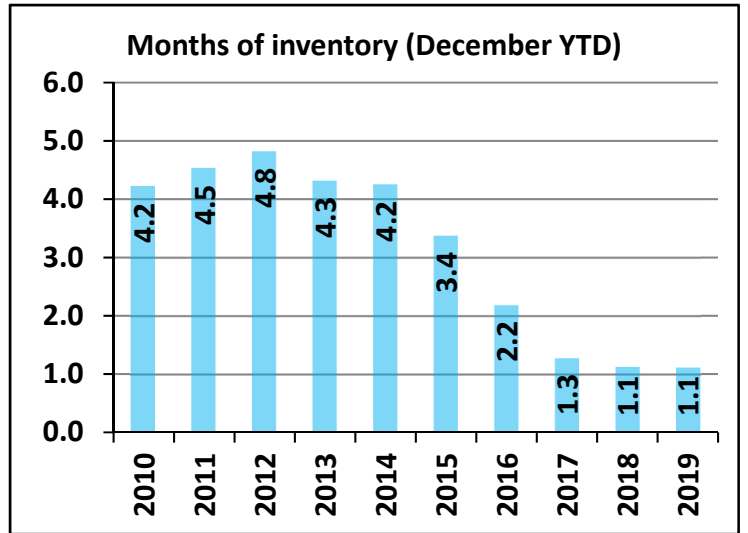
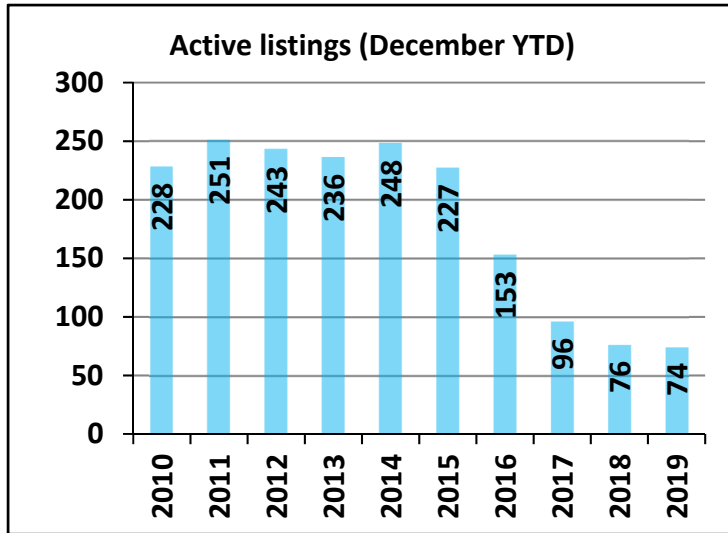
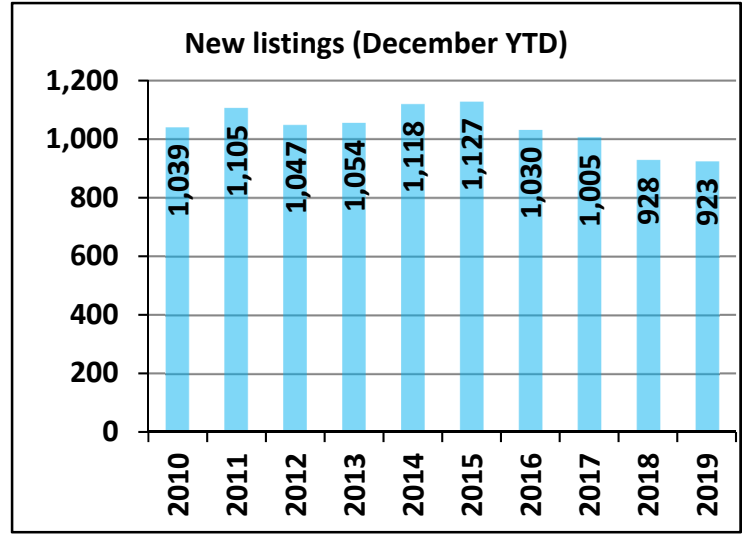
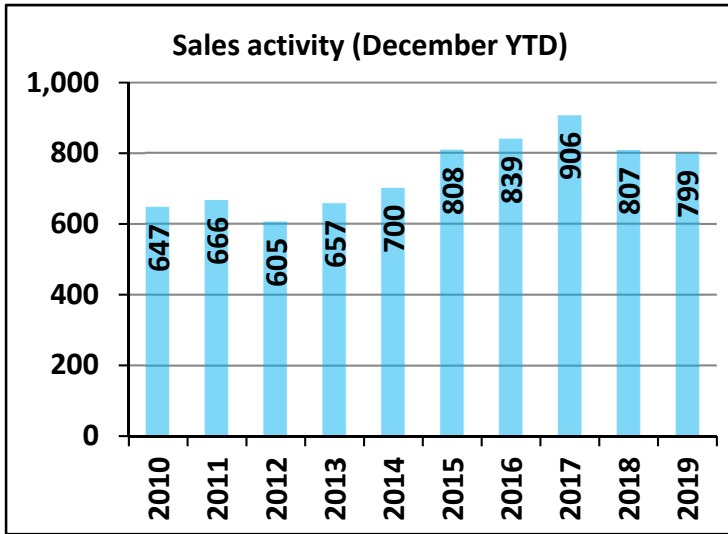
# St. Thomas

## Residential Market Activity



# St. Thomas

## Residential Market Activity



# St. Thomas

## Residential Market Activity

Actual	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
<b>Sales Activity</b>	<b>32</b>	-5.9	18.5	-31.9	-17.9	28.0	-11.1
<b>Dollar Volume</b>	<b>\$12,607,094</b>	21.9	54.6	-0.9	75.7	171.7	98.5
<b>New Listings</b>	<b>29</b>	-14.7	20.8	-23.7	-42.0	-25.6	-43.1
<b>Active Listings</b>	<b>49</b>	-25.8	-21.0	-50.5	-75.1	-72.6	-73.7
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>110.3</b>	100.0	112.5	123.7	78.0	64.1	70.6
<b>Months of Inventory<sup>2</sup></b>	<b>1.5</b>	1.9	2.3	2.1	5.1	7.2	5.2
<b>Average Price</b>	<b>\$393,972</b>	29.6	30.5	45.5	114.1	112.3	123.3

Year-to-date	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
<b>Sales Activity</b>	<b>799</b>	-1.0	-11.8	-4.8	14.1	32.1	15.5
<b>Dollar Volume</b>	<b>\$277,009,558</b>	15.1	17.0	45.4	99.2	139.3	118.7
<b>New Listings</b>	<b>923</b>	-0.5	-8.2	-10.4	-17.4	-11.8	-15.9
<b>Active Listings<sup>3</sup></b>	<b>74</b>	-2.6	-22.9	-51.6	-70.2	-69.5	-73.3
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>86.6</b>	87.0	90.1	81.5	62.6	57.8	63.0
<b>Months of Inventory<sup>5</sup></b>	<b>1.1</b>	1.1	1.3	2.2	4.2	4.8	4.8
<b>Average Price</b>	<b>\$346,695</b>	16.2	32.7	52.6	74.5	81.2	89.4

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

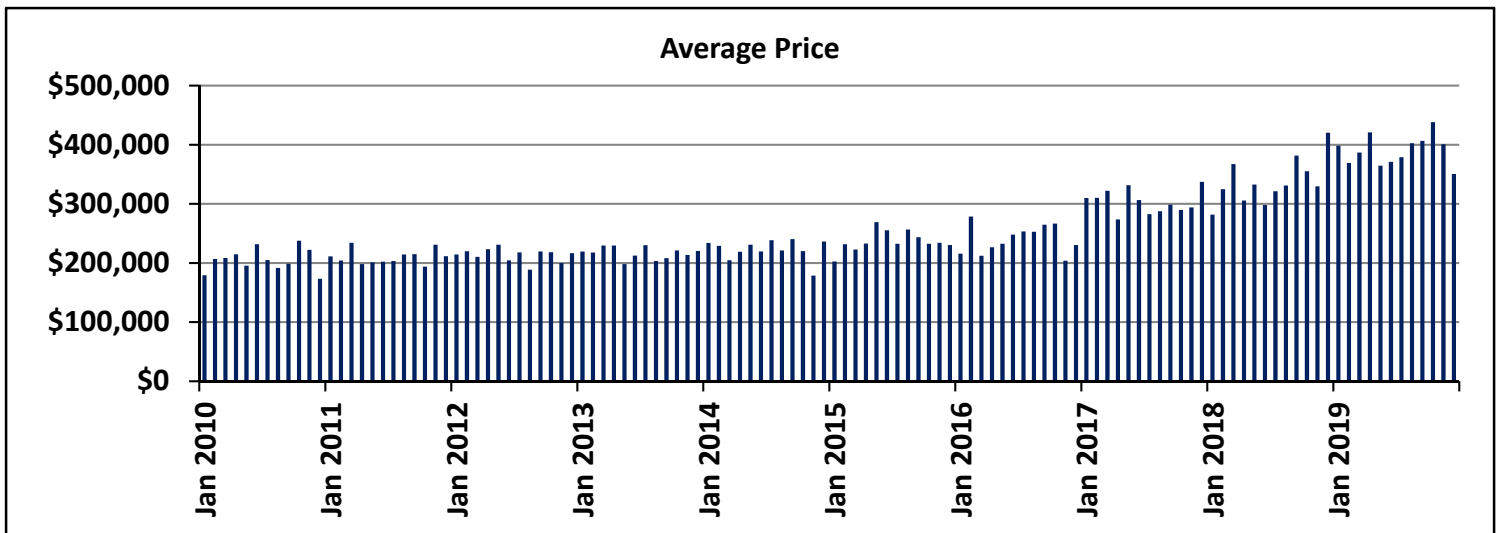
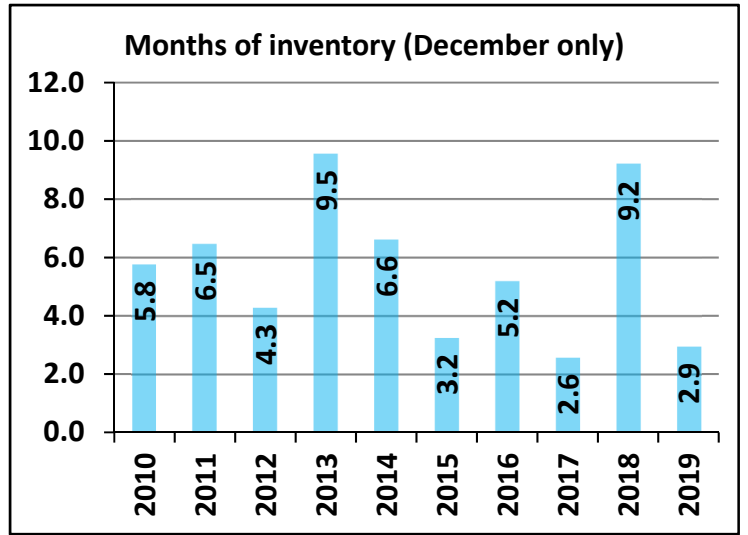
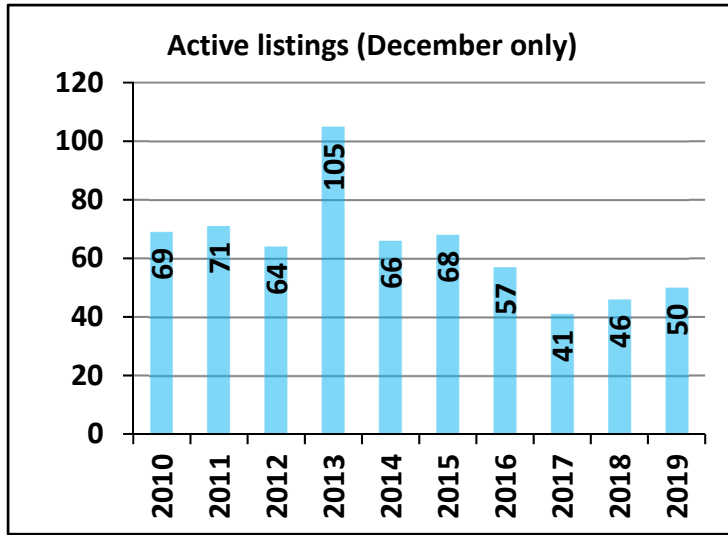
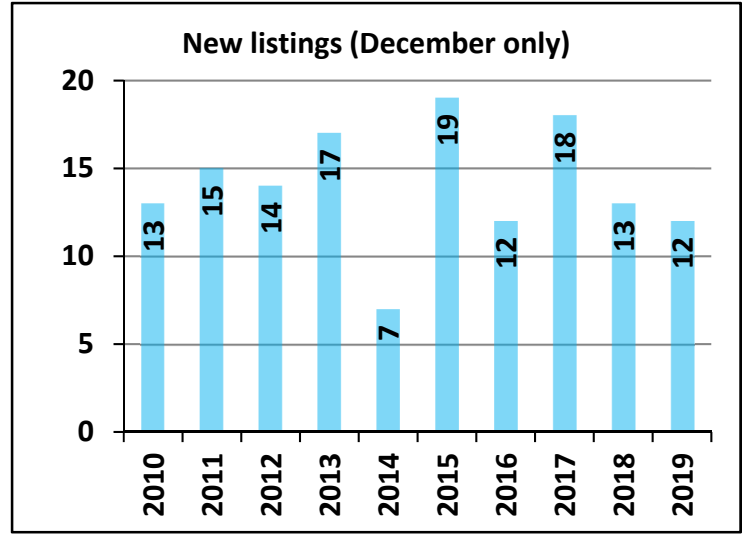
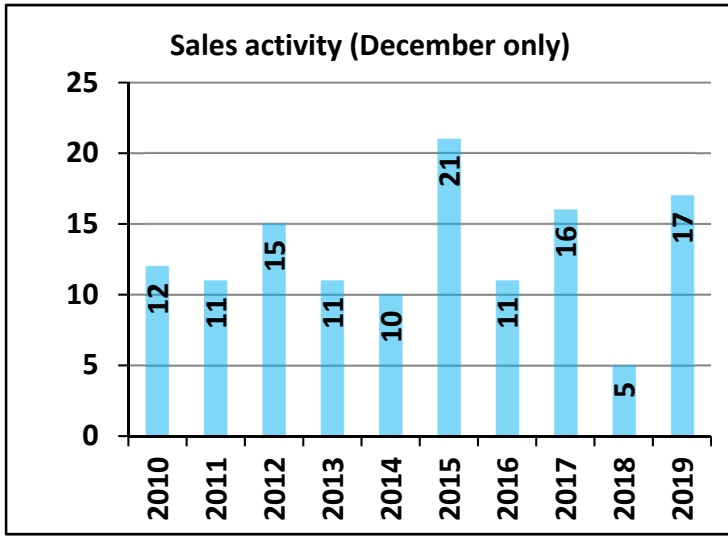
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

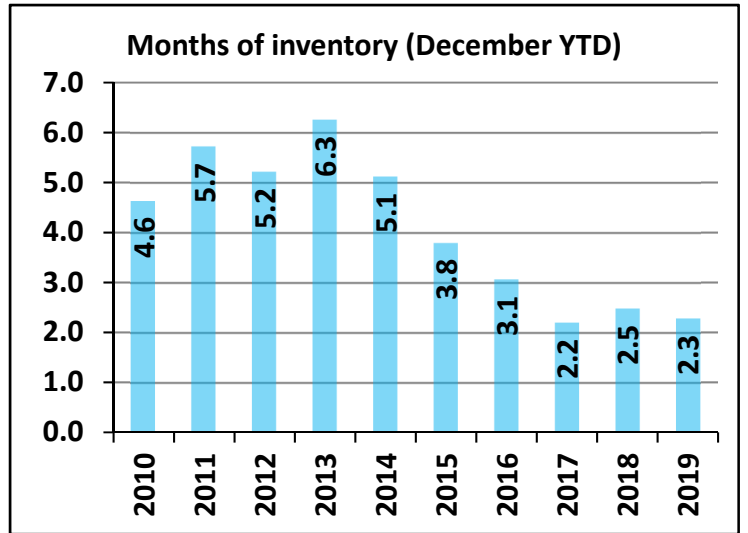
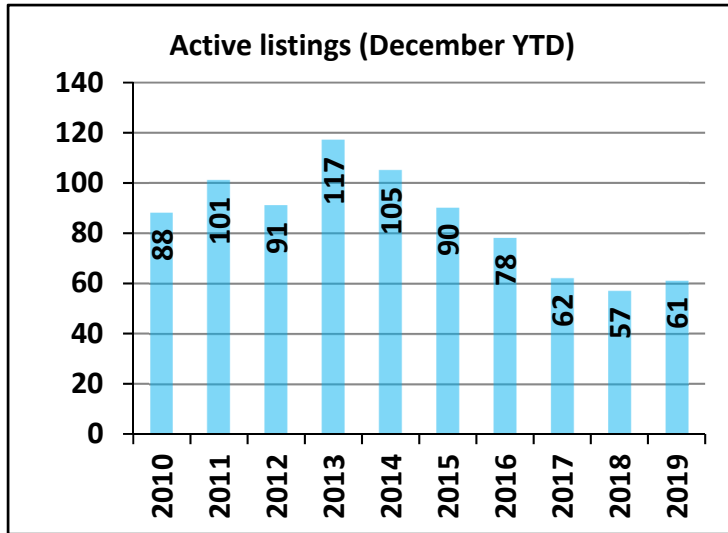
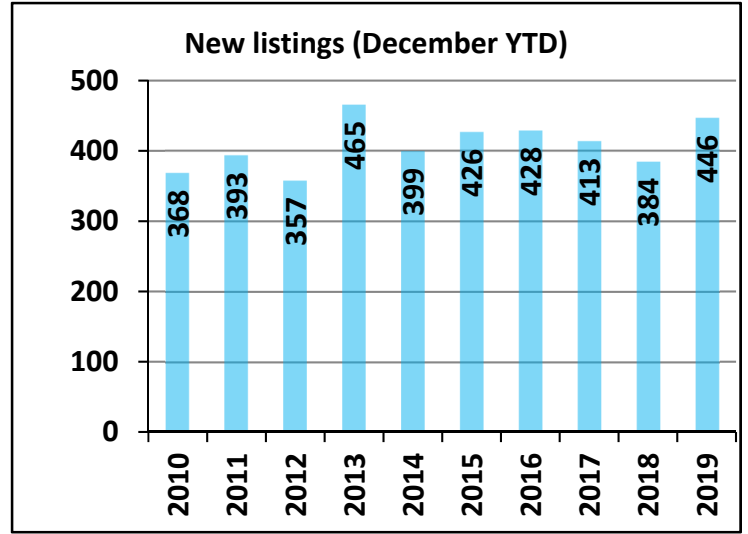
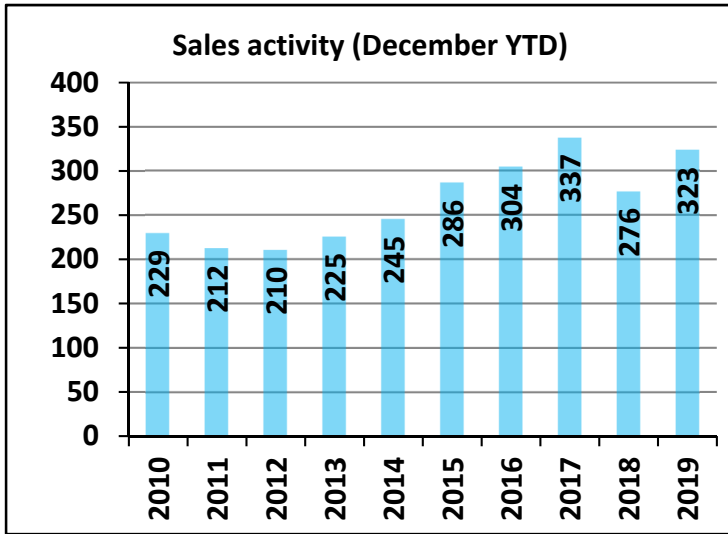
# Strathroy

## Residential Market Activity



# Strathroy

## Residential Market Activity



# Strathroy

## Residential Market Activity

Actual	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
<b>Sales Activity</b>	17	240.0	6.3	54.5	70.0	13.3	112.5
<b>Dollar Volume</b>	\$5,955,063	183.5	10.4	135.0	152.2	83.4	346.2
<b>New Listings</b>	12	-7.7	-33.3	0.0	71.4	-14.3	-20.0
<b>Active Listings</b>	50	8.7	22.0	-12.3	-24.2	-21.9	-31.5
<b>Sales to New Listings Ratio<sup>1</sup></b>	141.7	38.5	88.9	91.7	142.9	107.1	53.3
<b>Months of Inventory<sup>2</sup></b>	2.9	9.2	2.6	5.2	6.6	4.3	9.1
<b>Average Price</b>	\$350,298	-16.6	3.9	52.1	48.3	61.8	110.0

Year-to-date	December 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
<b>Sales Activity</b>	323	17.0	-4.2	6.3	31.8	53.8	46.2
<b>Dollar Volume</b>	\$125,889,751	38.2	22.7	70.5	130.3	178.7	181.3
<b>New Listings</b>	446	16.1	8.0	4.2	11.8	24.9	25.3
<b>Active Listings<sup>3</sup></b>	61	7.0	-1.6	-21.8	-41.9	-33.0	-42.5
<b>Sales to New Listings Ratio<sup>4</sup></b>	72.4	71.9	81.6	71.0	61.4	58.8	62.1
<b>Months of Inventory<sup>5</sup></b>	2.3	2.5	2.2	3.1	5.1	5.2	5.8
<b>Average Price</b>	\$389,752	18.1	28.0	60.5	74.7	81.2	92.5

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

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

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

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