



Residential Market Activity

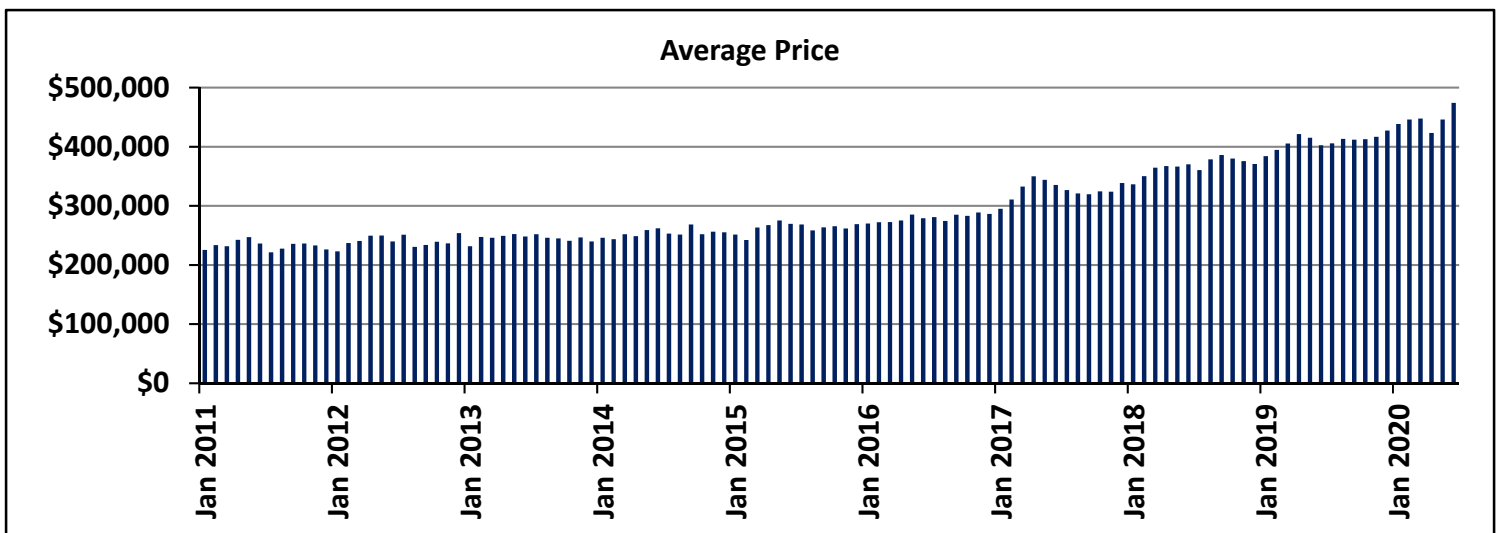
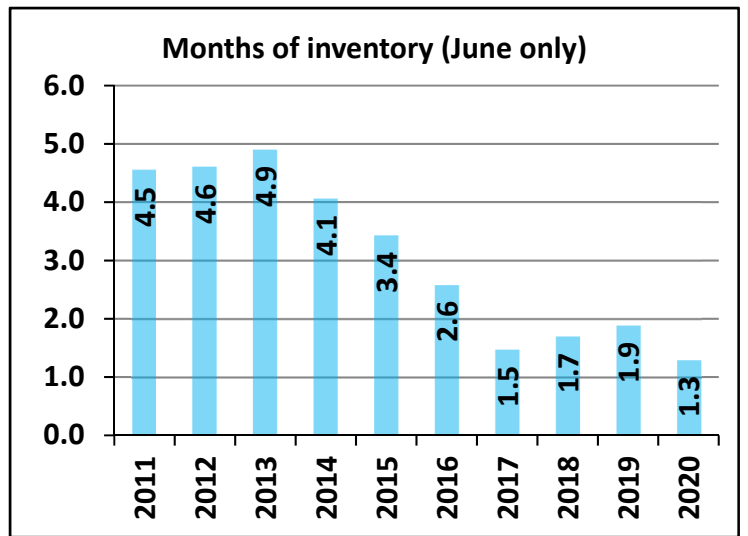
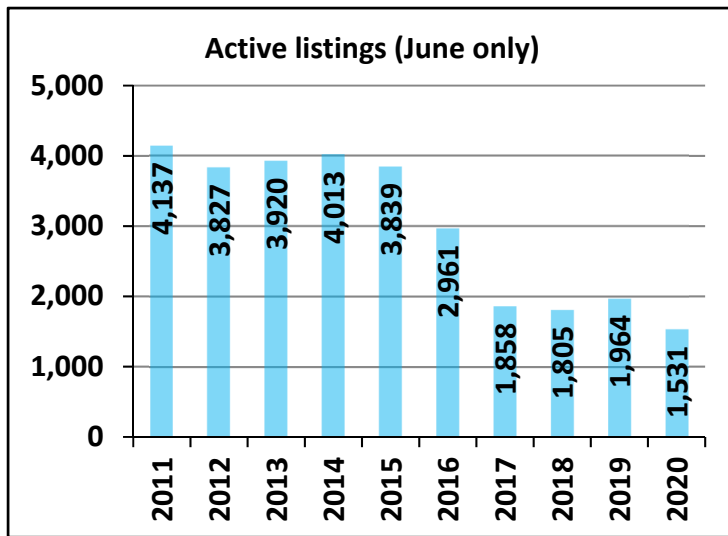
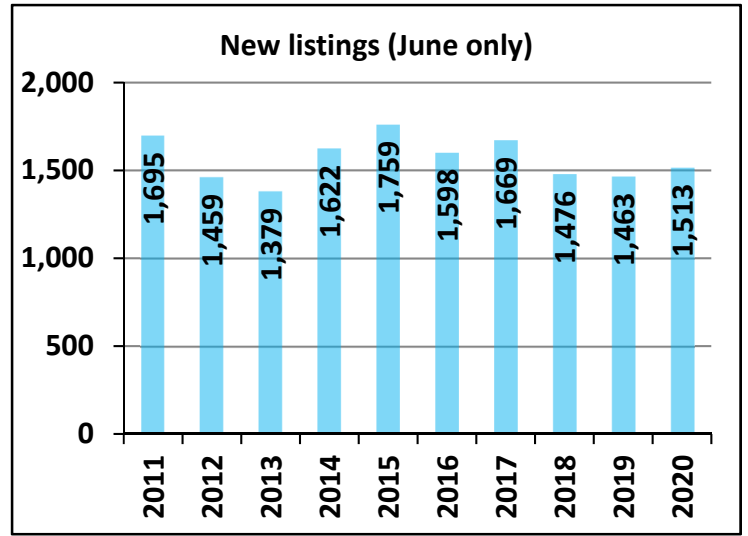
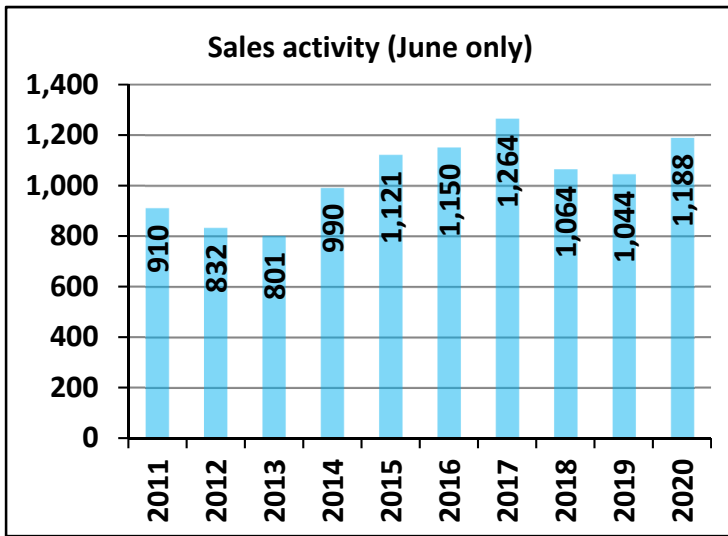
June 2020



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

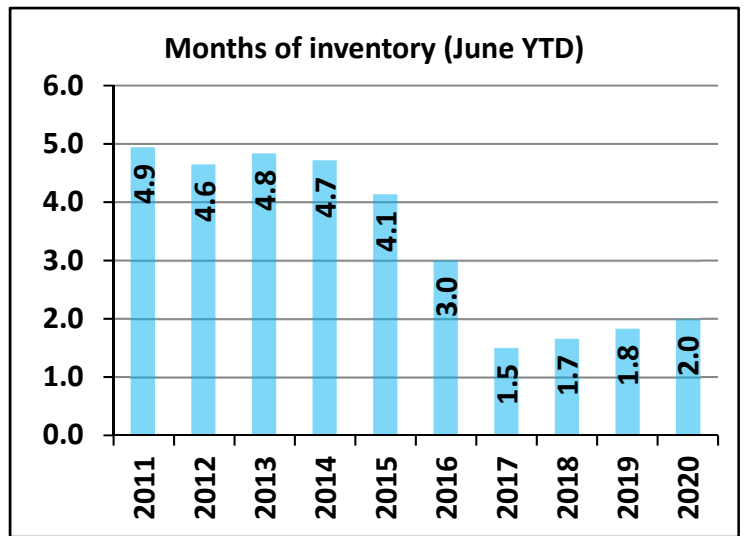
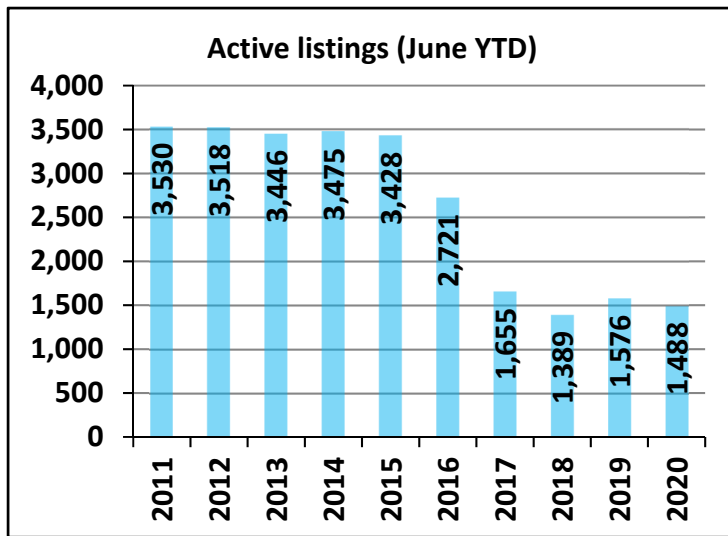
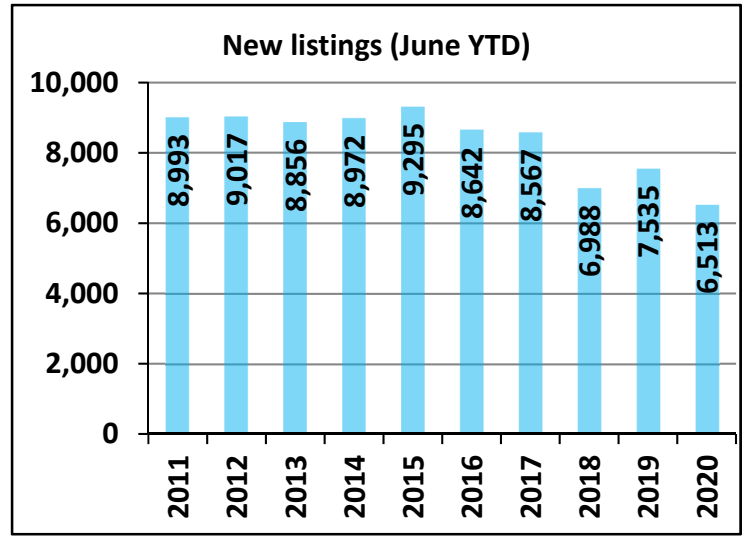
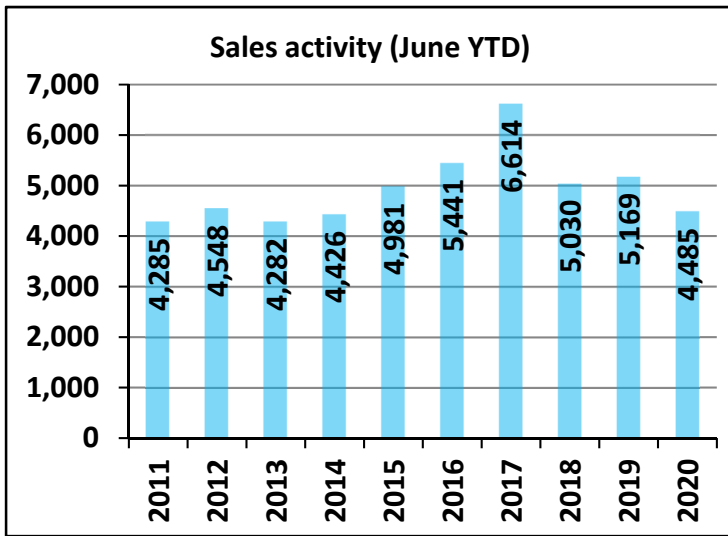
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	1,188	13.8	11.7	-6.0	6.0	48.3	43.5
Dollar Volume	\$563,109,347	34.0	42.9	32.9	86.3	183.4	201.6
New Listings	1,513	3.4	2.5	-9.3	-14.0	9.7	3.1
Active Listings	1,531	-22.0	-15.2	-17.6	-60.1	-60.9	-57.9
Sales to New Listings Ratio¹	78.5	71.4	72.1	75.7	63.7	58.1	56.4
Months of Inventory²	1.3	1.9	1.7	1.5	3.4	4.9	4.4
Average Price	\$473,998	17.8	28.0	41.4	75.8	91.1	110.2

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	4,485	-13.2	-10.8	-32.2	-10.0	4.7	-5.0
Dollar Volume	\$2,019,799,212	-3.9	10.8	-8.3	53.2	90.9	86.2
New Listings	6,513	-13.6	-6.8	-24.0	-29.9	-26.5	-25.9
Active Listings³	1,488	-5.6	7.1	-10.1	-56.6	-56.8	-53.7
Sales to New Listings Ratio⁴	68.9	68.6	72.0	77.2	53.6	48.4	53.7
Months of Inventory⁵	2.0	1.8	1.7	1.5	4.1	4.8	4.1
Average Price	\$450,345	10.7	24.2	35.2	70.1	82.2	96.0

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

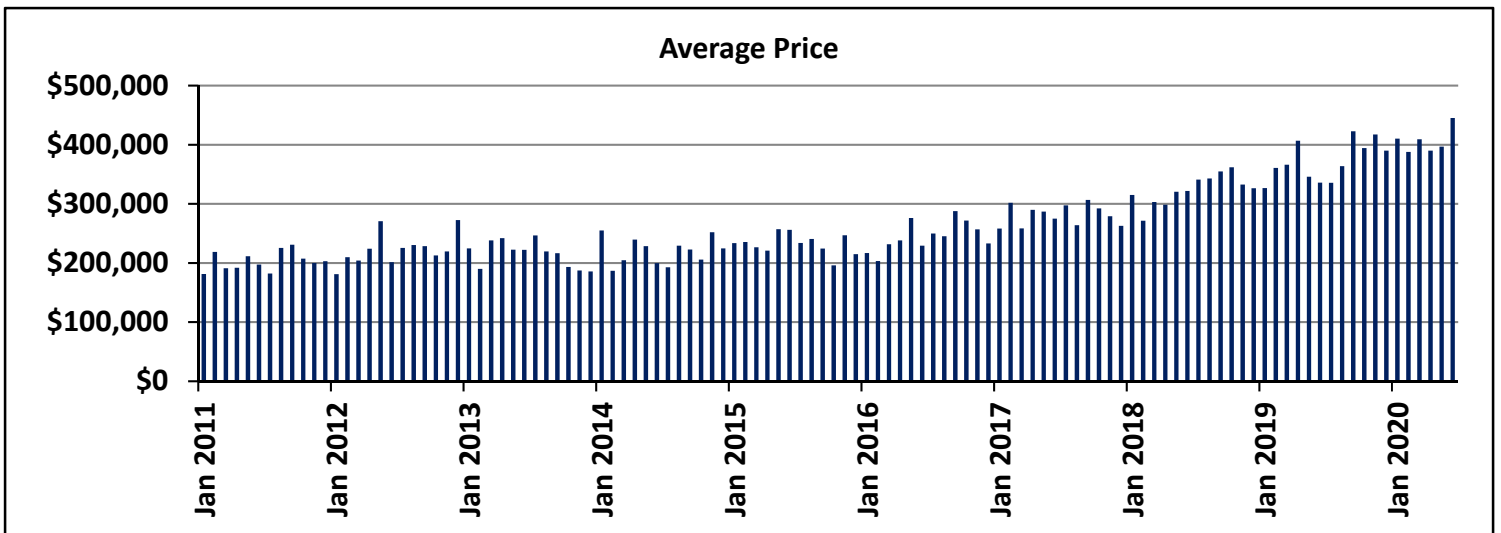
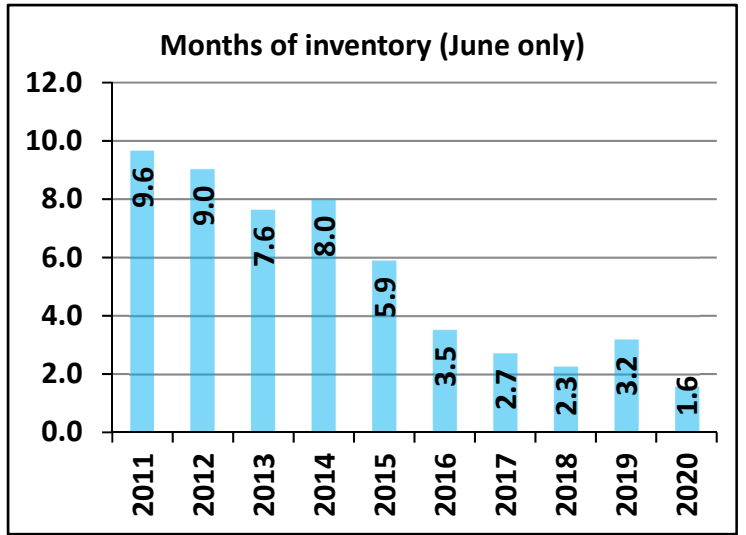
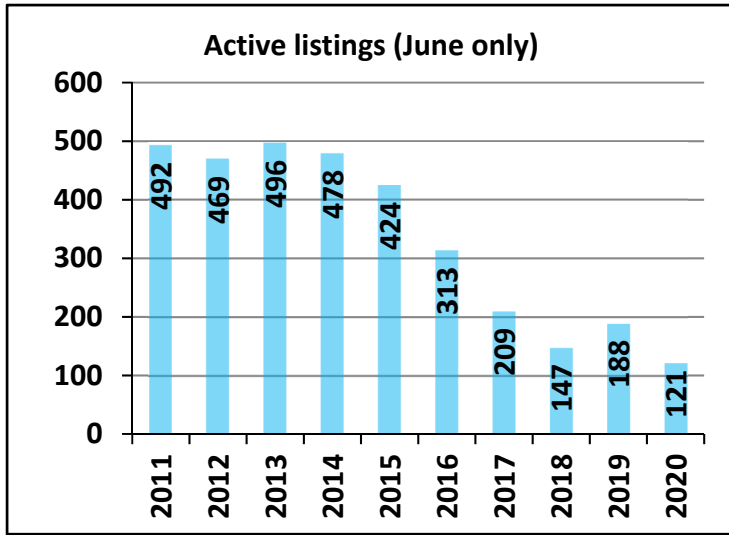
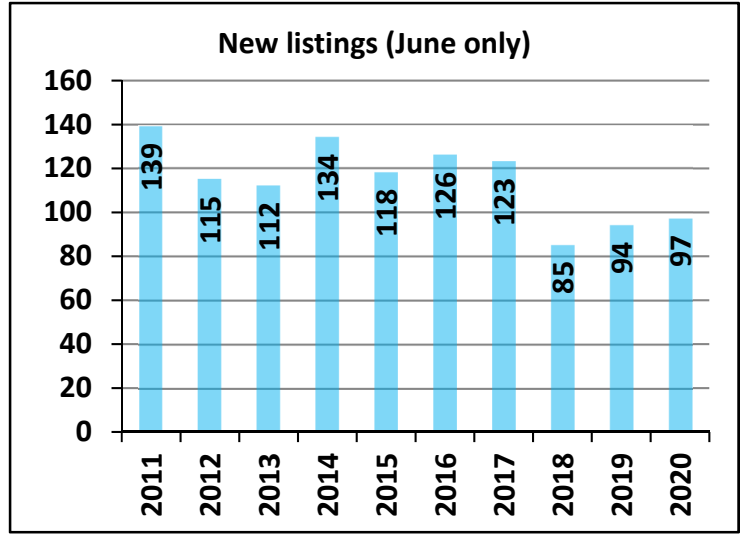
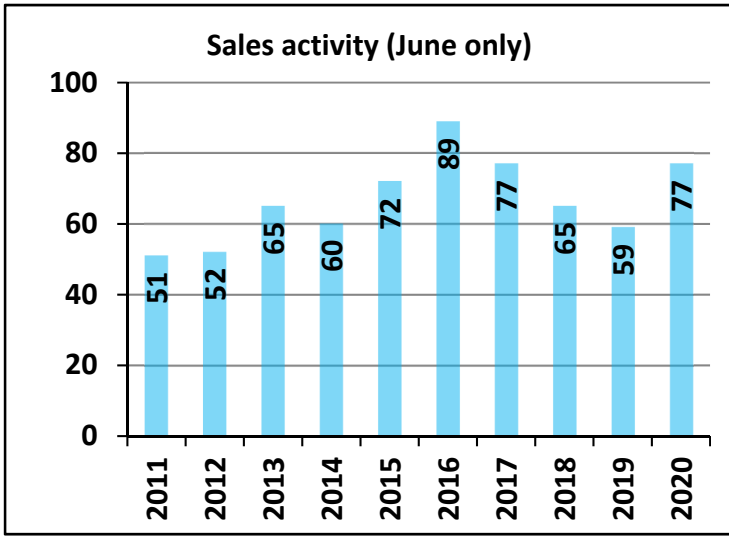
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

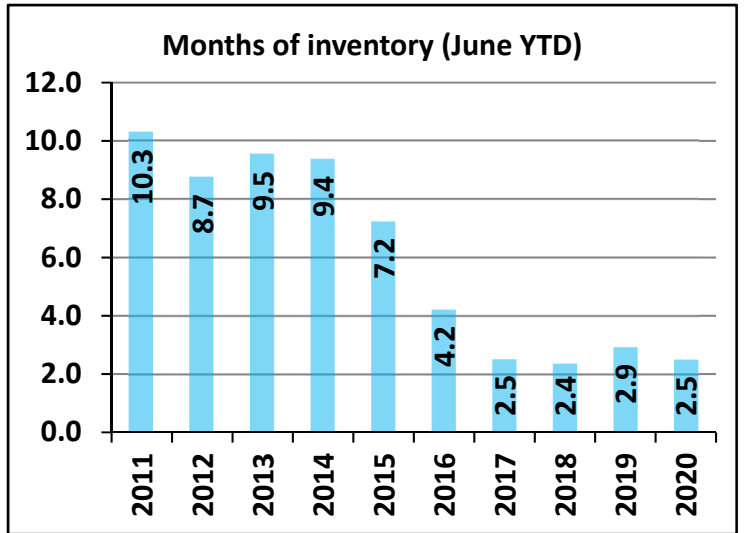
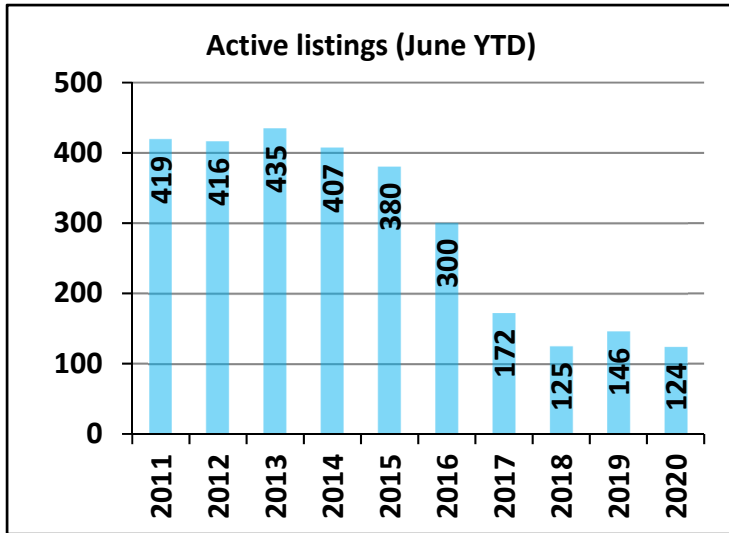
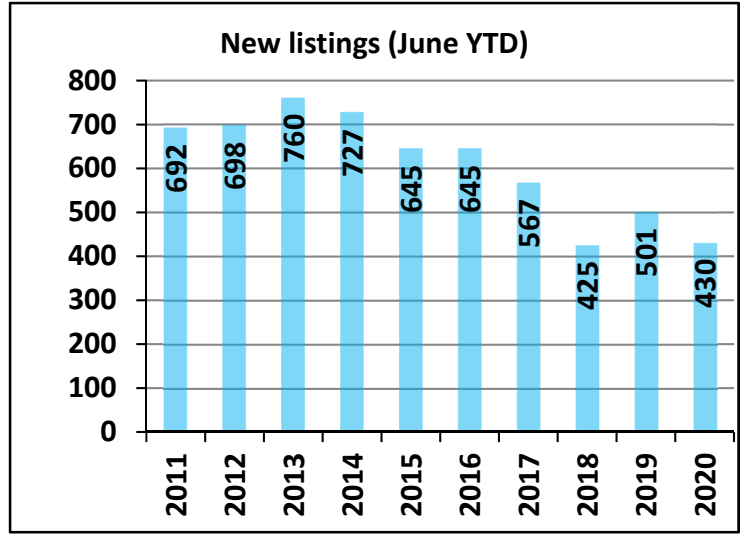
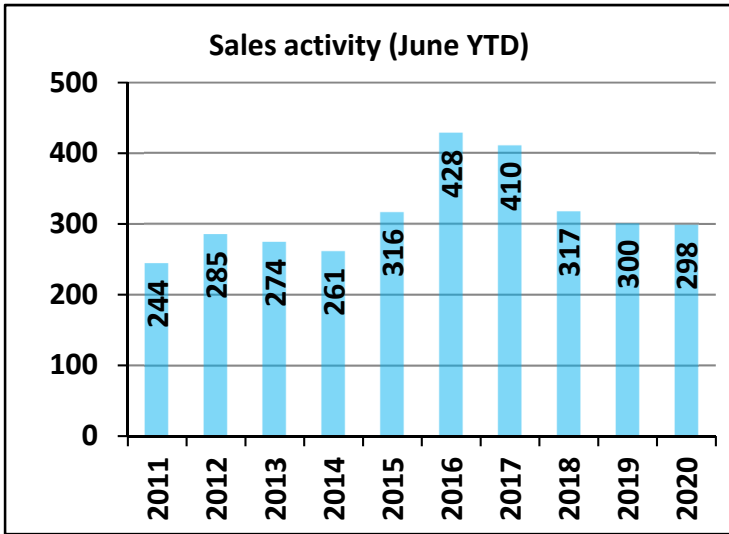
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	77	30.5	18.5	0.0	6.9	18.5	48.1
Dollar Volume	\$34,281,922	73.1	63.9	62.0	86.0	137.5	233.0
New Listings	97	3.2	14.1	-21.1	-17.8	-13.4	-17.1
Active Listings	121	-35.6	-17.7	-42.1	-71.5	-75.6	-74.4
Sales to New Listings Ratio¹	79.4	62.8	76.5	62.6	61.0	58.0	44.4
Months of Inventory²	1.6	3.2	2.3	2.7	5.9	7.6	9.1
Average Price	\$445,220	32.6	38.4	62.0	73.9	100.5	124.9

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	298	-0.7	-6.0	-27.3	-5.7	8.8	-5.1
Dollar Volume	\$122,489,652	13.9	25.9	7.2	61.0	99.6	98.4
New Listings	430	-14.2	1.2	-24.2	-33.3	-43.4	-43.6
Active Listings³	124	-15.1	-0.8	-27.9	-67.4	-71.5	-72.4
Sales to New Listings Ratio⁴	69.3	59.9	74.6	72.3	49.0	36.1	41.2
Months of Inventory⁵	2.5	2.9	2.4	2.5	7.2	9.5	8.6
Average Price	\$411,039	14.7	34.0	47.5	70.8	83.5	109.1

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

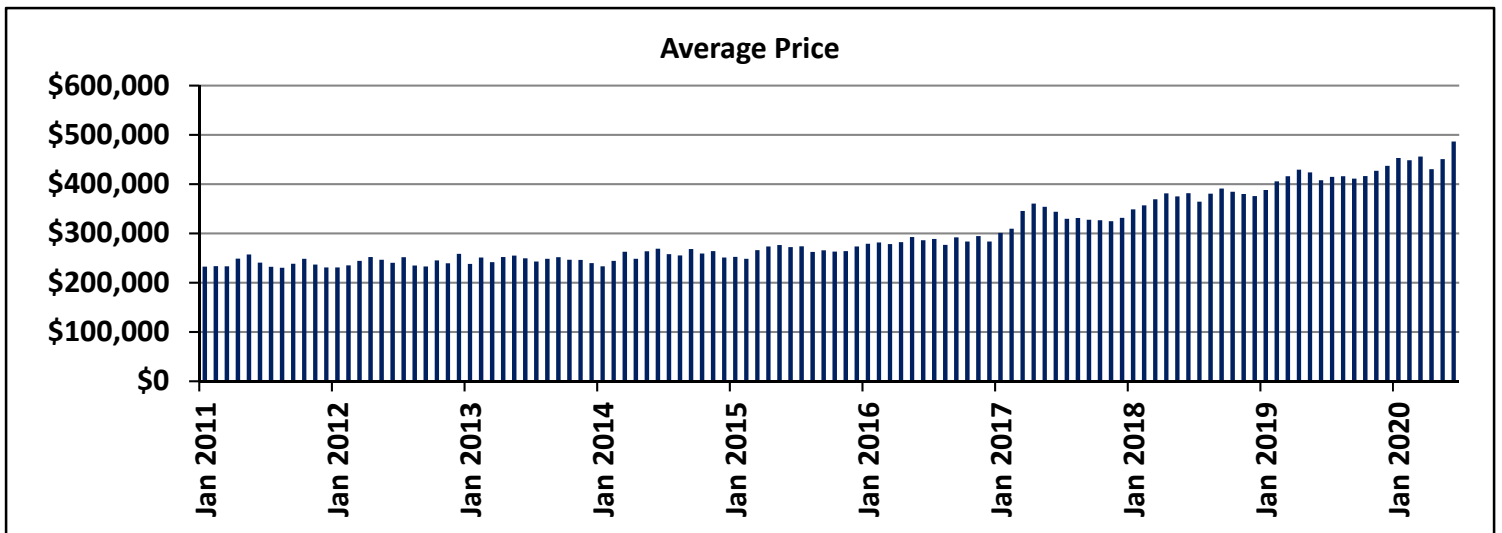
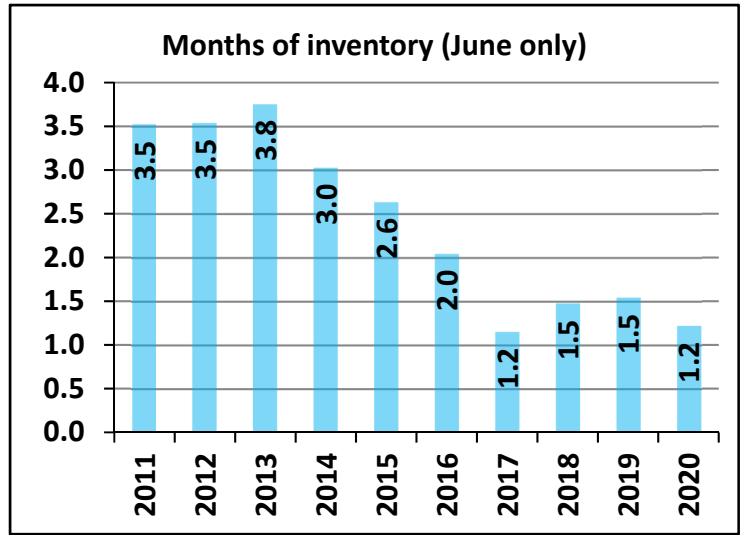
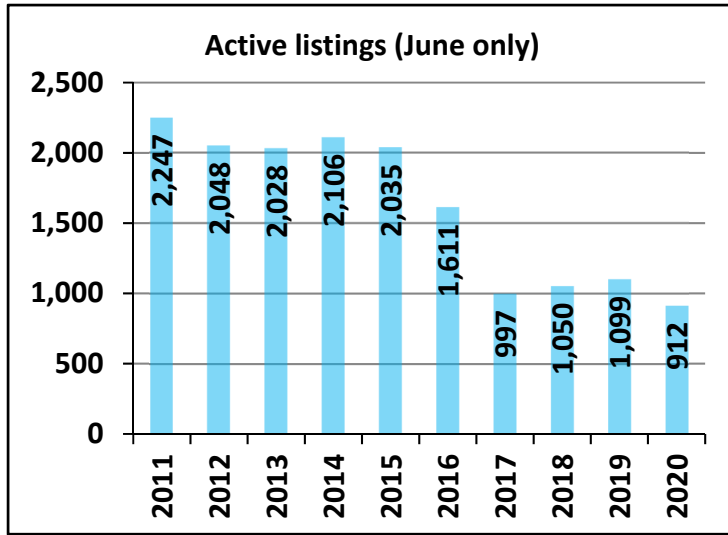
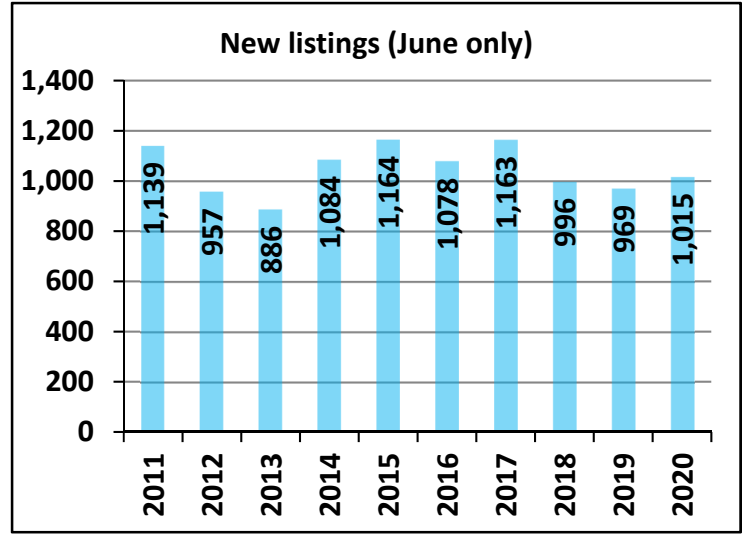
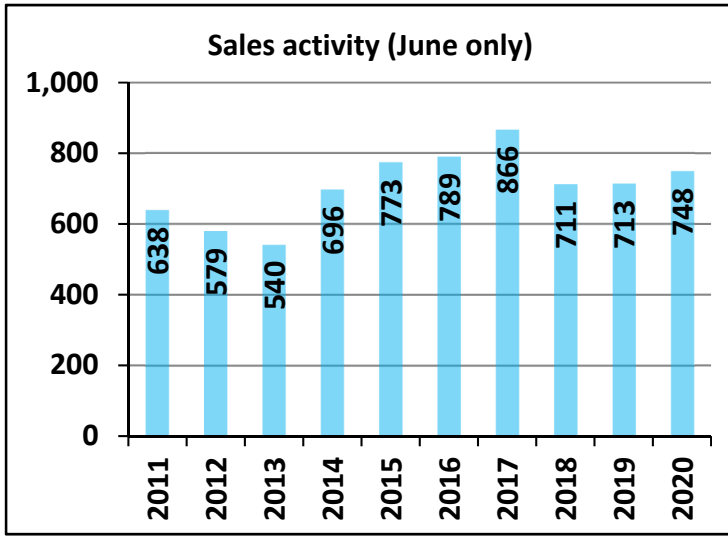
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

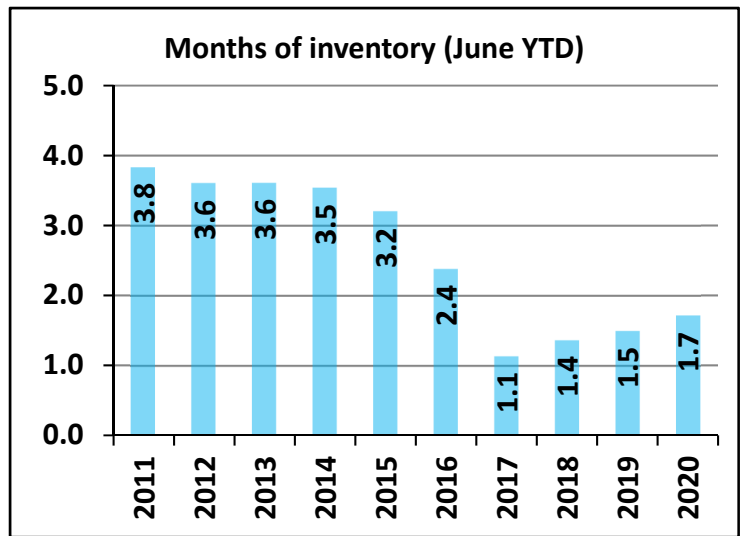
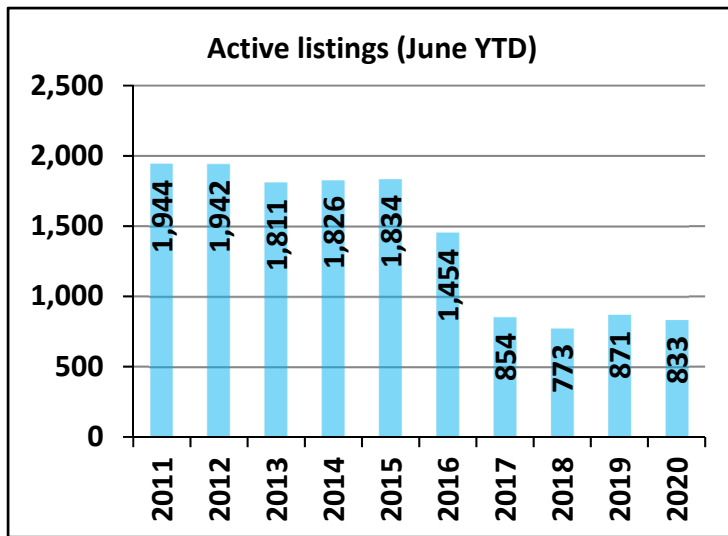
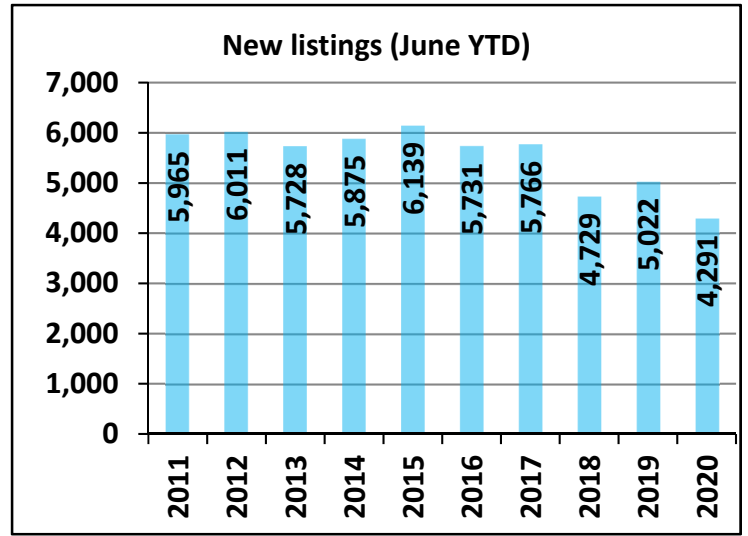
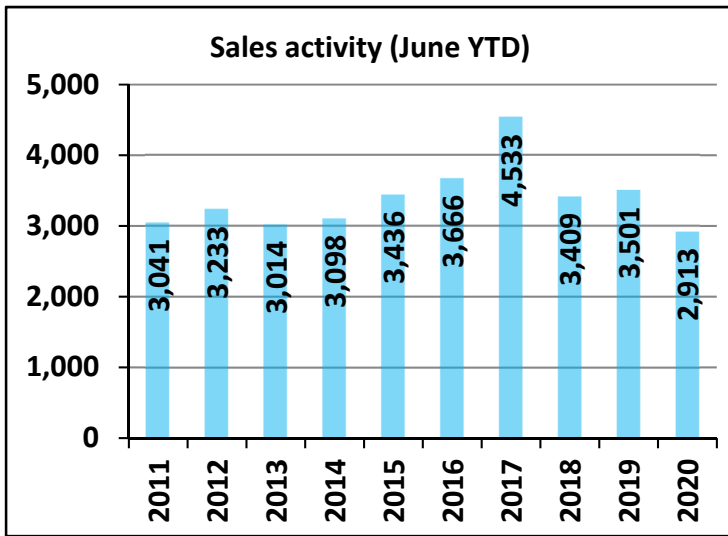
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	748	4.9	5.2	-13.6	-3.2	38.5	27.6
Dollar Volume	\$363,806,122	25.1	34.2	22.2	73.0	170.1	174.2
New Listings	1,015	4.7	1.9	-12.7	-12.8	14.6	5.2
Active Listings	912	-17.0	-13.1	-8.5	-55.2	-55.0	-54.1
Sales to New Listings Ratio ¹	73.7	73.6	71.4	74.5	66.4	60.9	60.7
Months of Inventory ²	1.2	1.5	1.5	1.2	2.6	3.8	3.4
Average Price	\$486,372	19.3	27.5	41.5	78.8	95.0	114.8

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	2,913	-16.8	-14.5	-35.7	-15.2	-3.4	-12.7
Dollar Volume	\$1,336,159,145	-8.0	5.3	-13.8	45.2	78.1	71.6
New Listings	4,291	-14.6	-9.3	-25.6	-30.1	-25.1	-26.5
Active Listings ³	833	-4.4	7.8	-2.5	-54.6	-54.0	-50.9
Sales to New Listings Ratio ⁴	67.9	69.7	72.1	78.6	56.0	52.6	57.2
Months of Inventory ⁵	1.7	1.5	1.4	1.1	3.2	3.6	3.1
Average Price	\$458,688	10.6	23.2	34.1	71.3	84.3	96.6

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

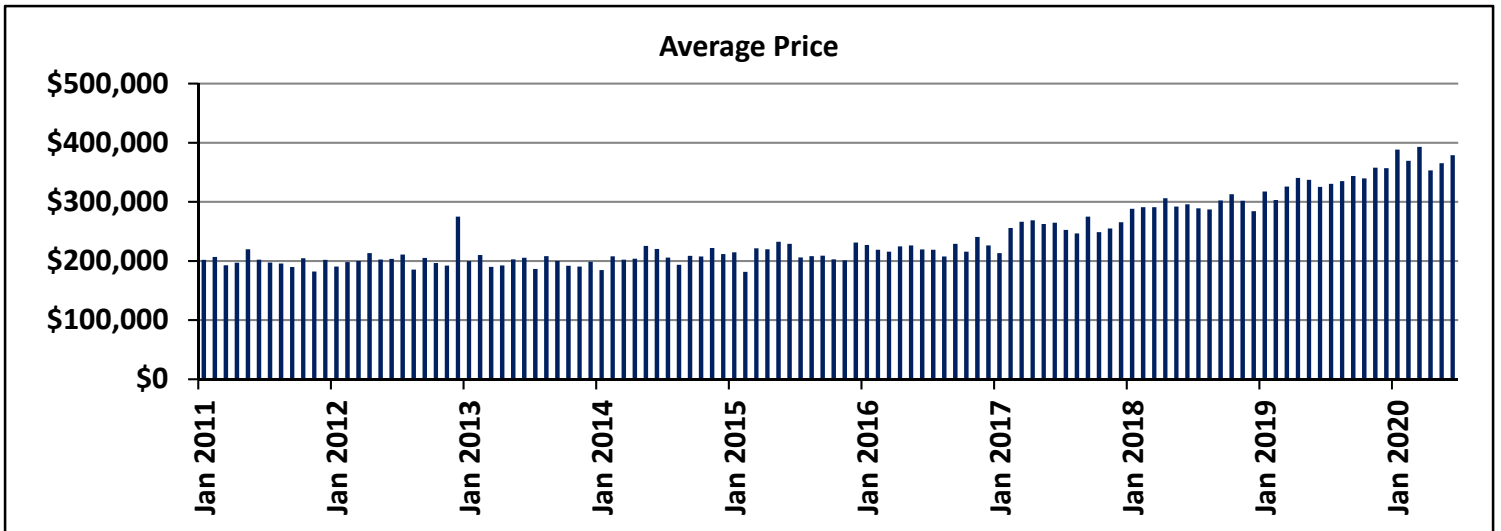
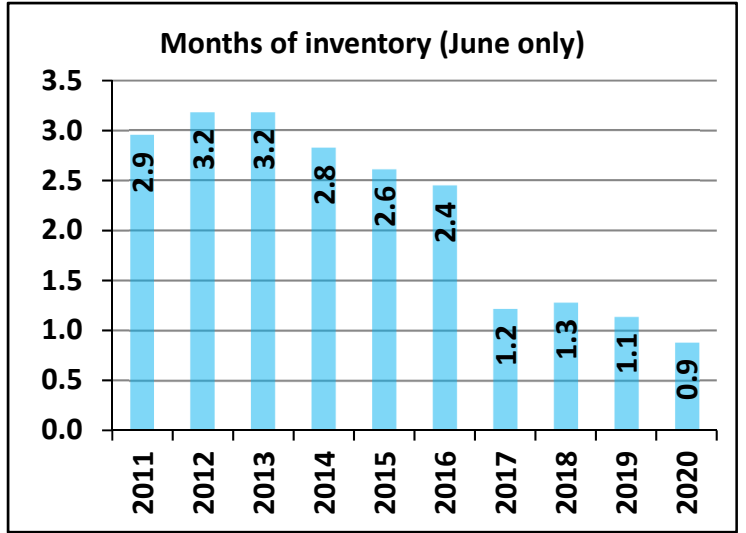
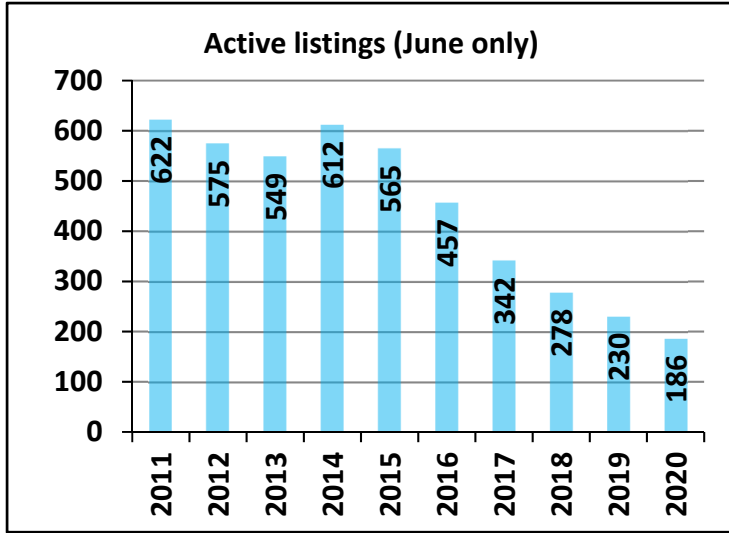
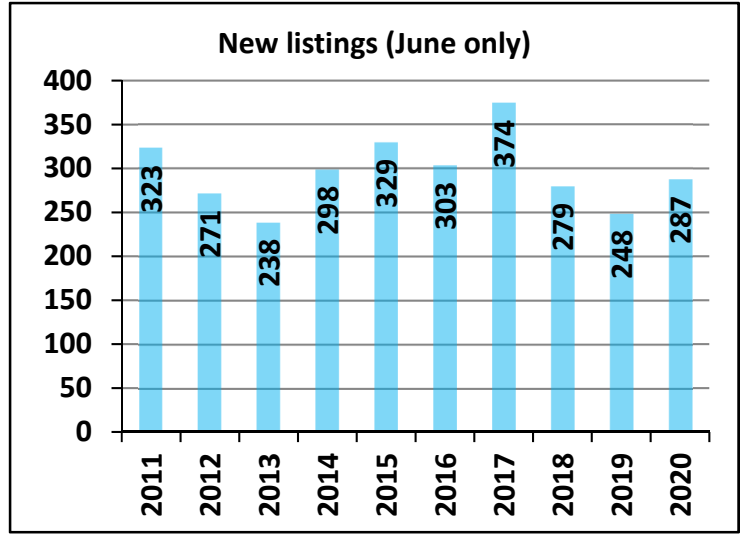
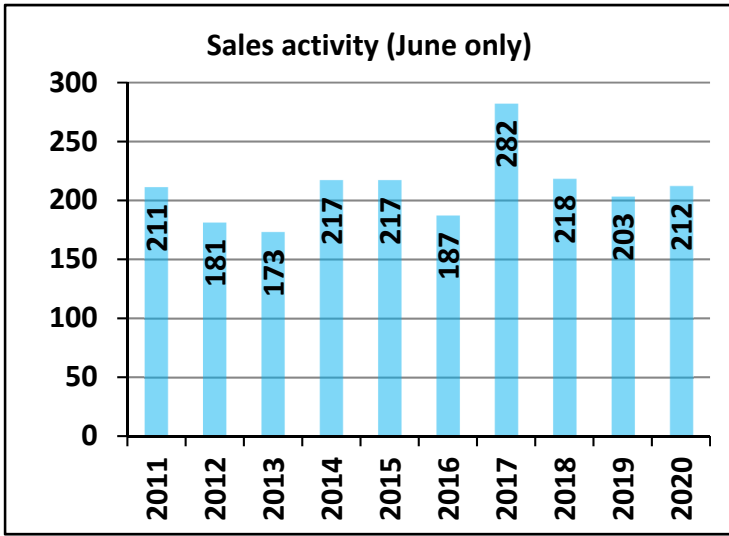
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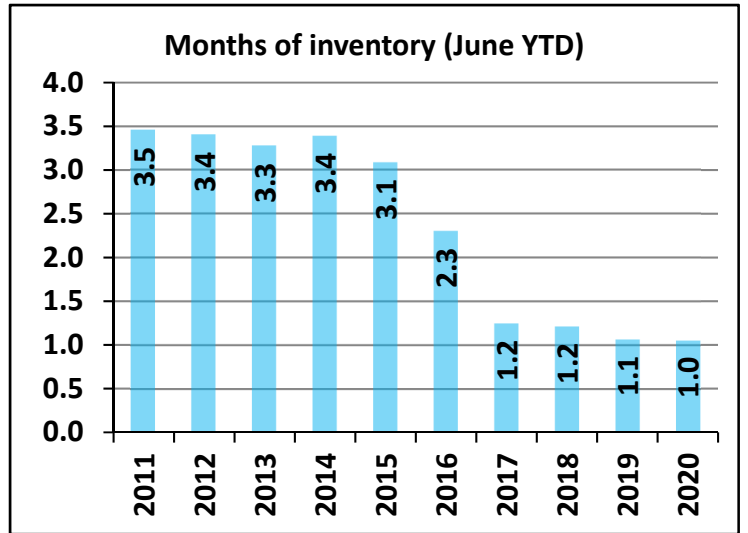
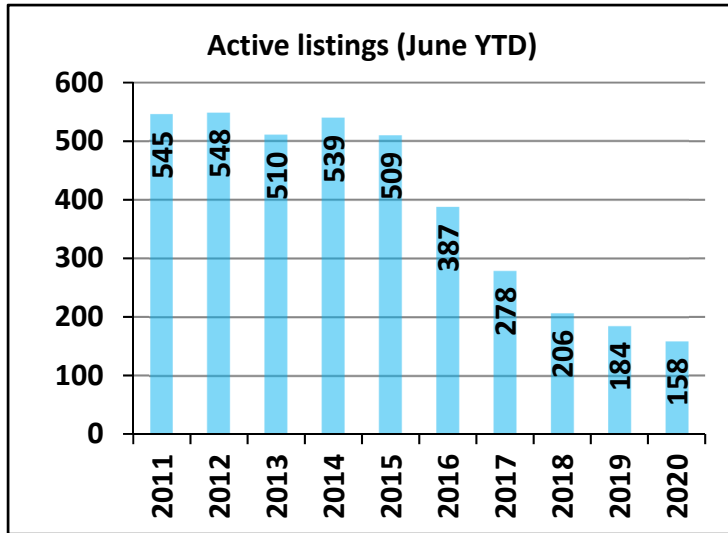
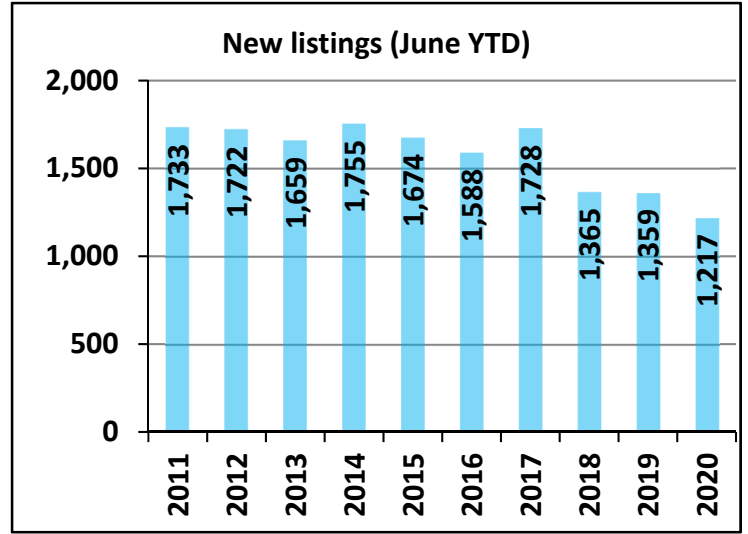
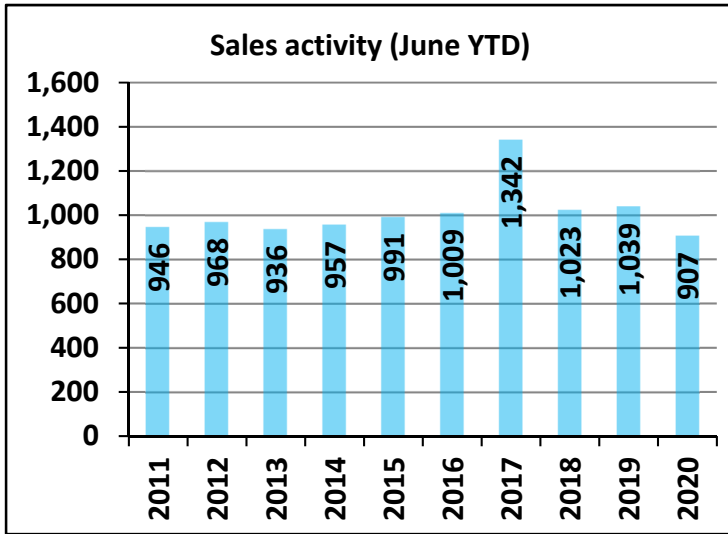
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	212	4.4	-2.8	-24.8	-2.3	22.5	7.6
Dollar Volume	\$80,322,466	21.6	24.6	7.6	61.7	126.1	120.5
New Listings	287	15.7	2.9	-23.3	-12.8	20.6	-1.7
Active Listings	186	-19.1	-33.1	-45.6	-67.1	-66.1	-67.8
Sales to New Listings Ratio ¹	73.9	81.9	78.1	75.4	66.0	72.7	67.5
Months of Inventory ²	0.9	1.1	1.3	1.2	2.6	3.2	2.9
Average Price	\$378,880	16.5	28.2	43.2	65.6	84.5	104.9

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	907	-12.7	-11.3	-32.4	-8.5	-3.1	-8.5
Dollar Volume	\$341,679,073	0.2	13.4	-1.9	56.8	82.8	79.2
New Listings	1,217	-10.4	-10.8	-29.6	-27.3	-26.6	-29.9
Active Listings ³	158	-14.1	-23.3	-43.2	-69.0	-69.0	-67.1
Sales to New Listings Ratio ⁴	74.5	76.5	74.9	77.7	59.2	56.4	57.1
Months of Inventory ⁵	1.0	1.1	1.2	1.2	3.1	3.3	2.9
Average Price	\$376,713	14.8	27.9	45.2	71.3	88.7	95.8

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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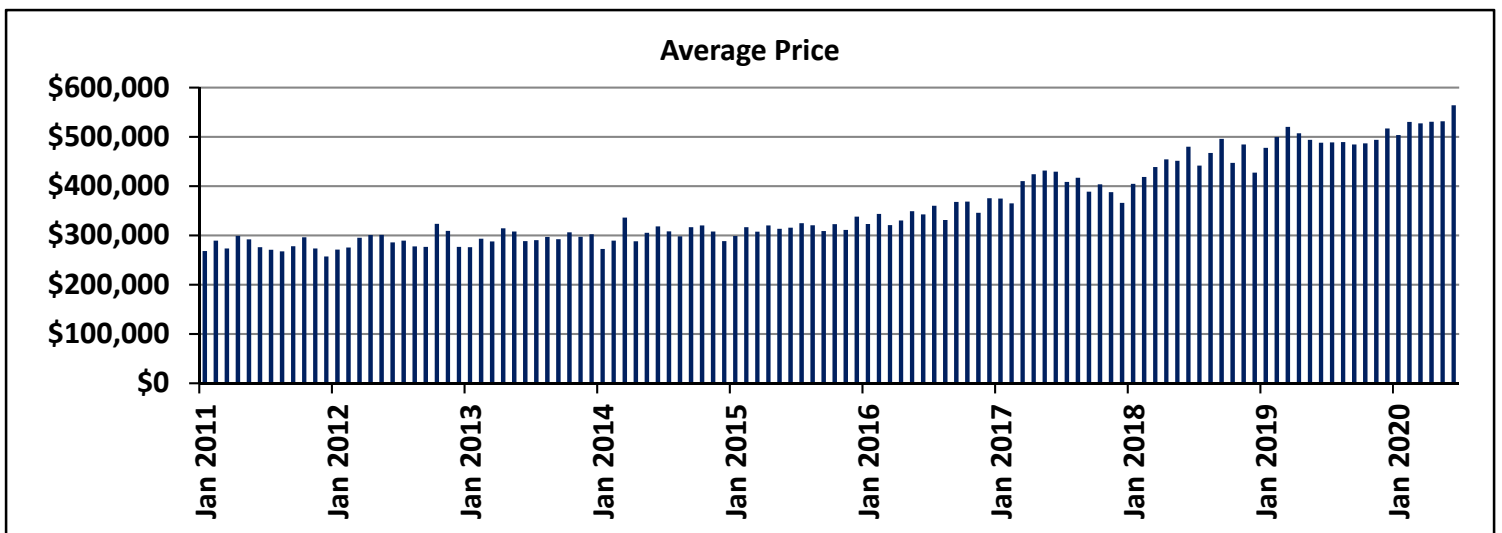
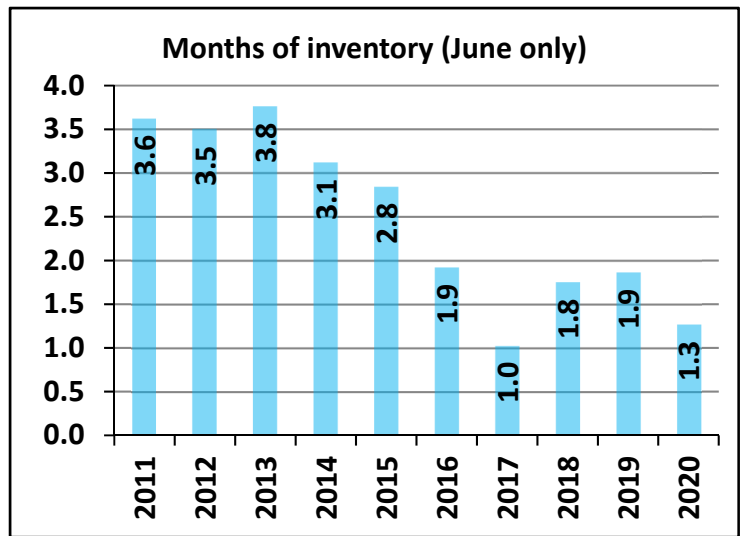
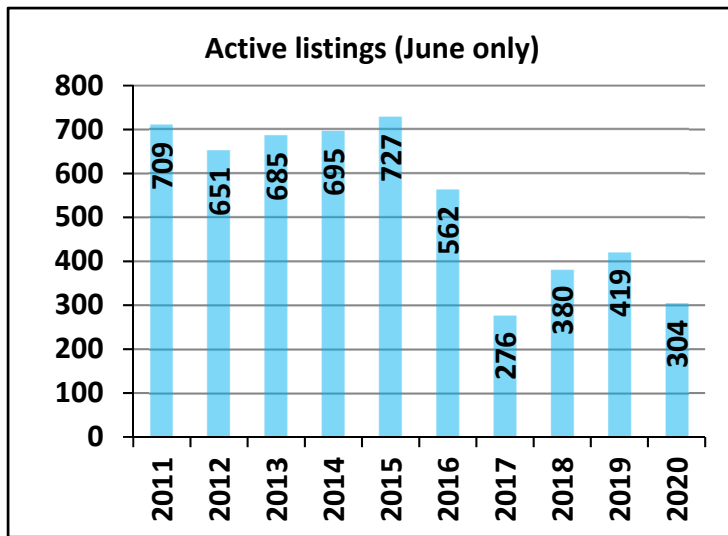
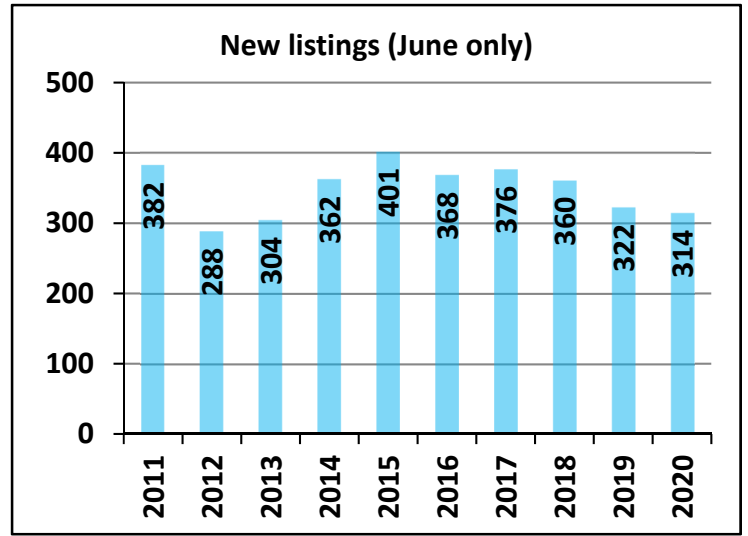
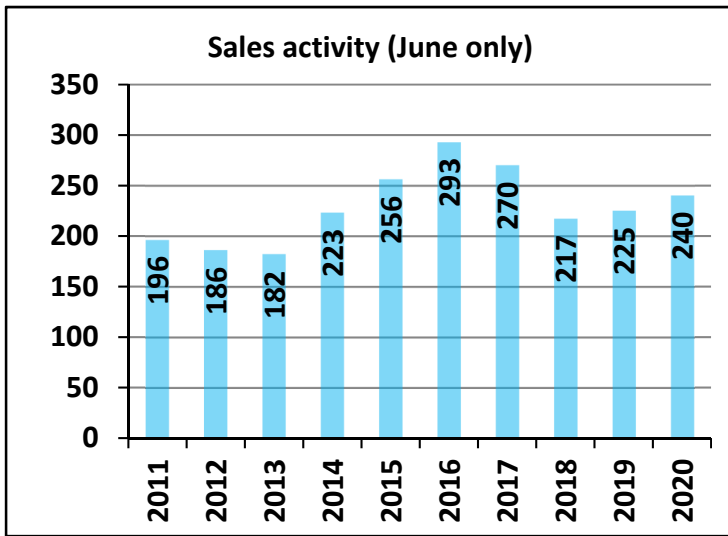
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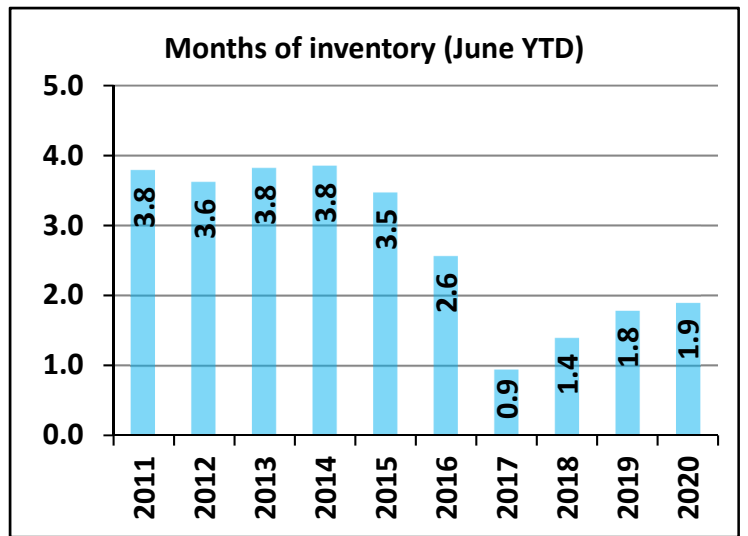
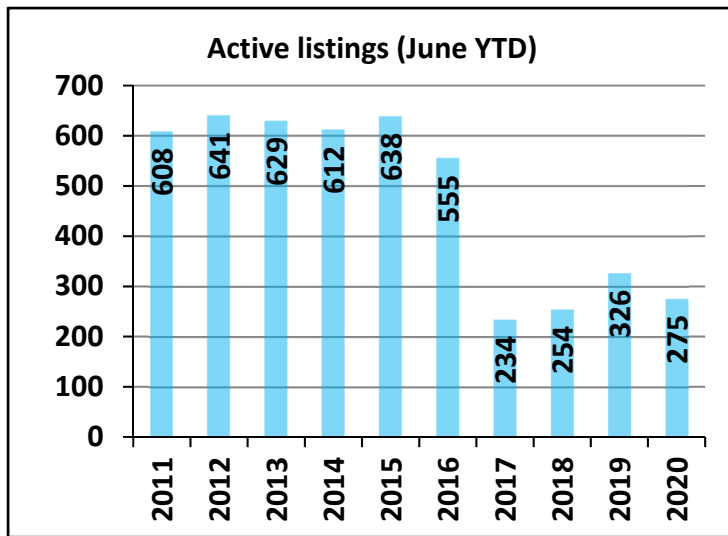
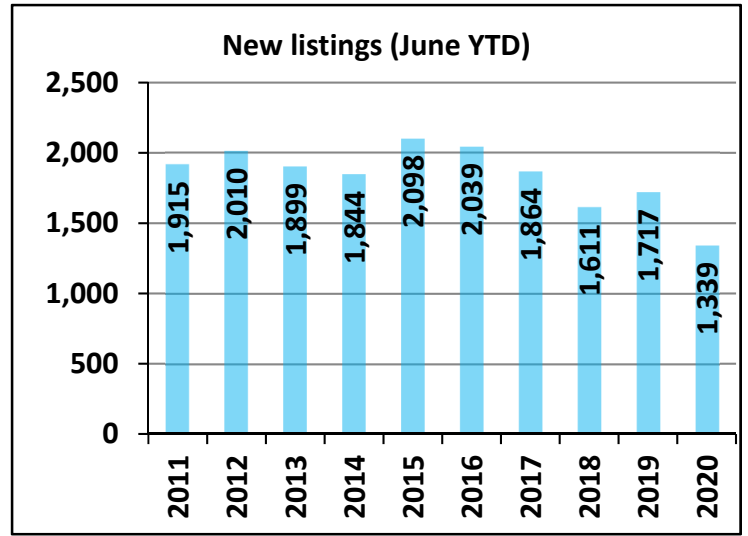
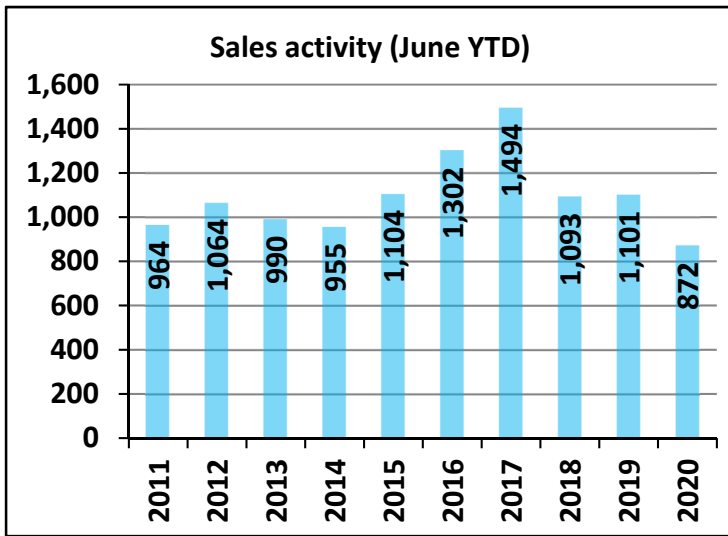
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	240	6.7	10.6	-11.1	-6.3	31.9	49.1
Dollar Volume	\$135,349,573	23.3	30.0	16.8	67.5	157.9	199.8
New Listings	314	-2.5	-12.8	-16.5	-21.7	3.3	5.4
Active Listings	304	-27.4	-20.0	10.1	-58.2	-55.6	-51.1
Sales to New Listings Ratio¹	76.4	69.9	60.3	71.8	63.8	59.9	54.0
Months of Inventory²	1.3	1.9	1.8	1.0	2.8	3.8	3.9
Average Price	\$563,957	15.6	17.5	31.4	78.6	95.5	101.1

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	872	-20.8	-20.2	-41.6	-21.0	-11.9	-13.3
Dollar Volume	\$467,128,246	-14.9	-4.7	-24.3	35.1	58.9	68.8
New Listings	1,339	-22.0	-16.9	-28.2	-36.2	-29.5	-25.2
Active Listings³	275	-15.6	8.3	17.5	-56.9	-56.3	-47.2
Sales to New Listings Ratio⁴	65.1	64.1	67.8	80.2	52.6	52.1	56.2
Months of Inventory⁵	1.9	1.8	1.4	0.9	3.5	3.8	3.1
Average Price	\$535,698	7.4	19.5	29.7	71.0	80.4	94.7

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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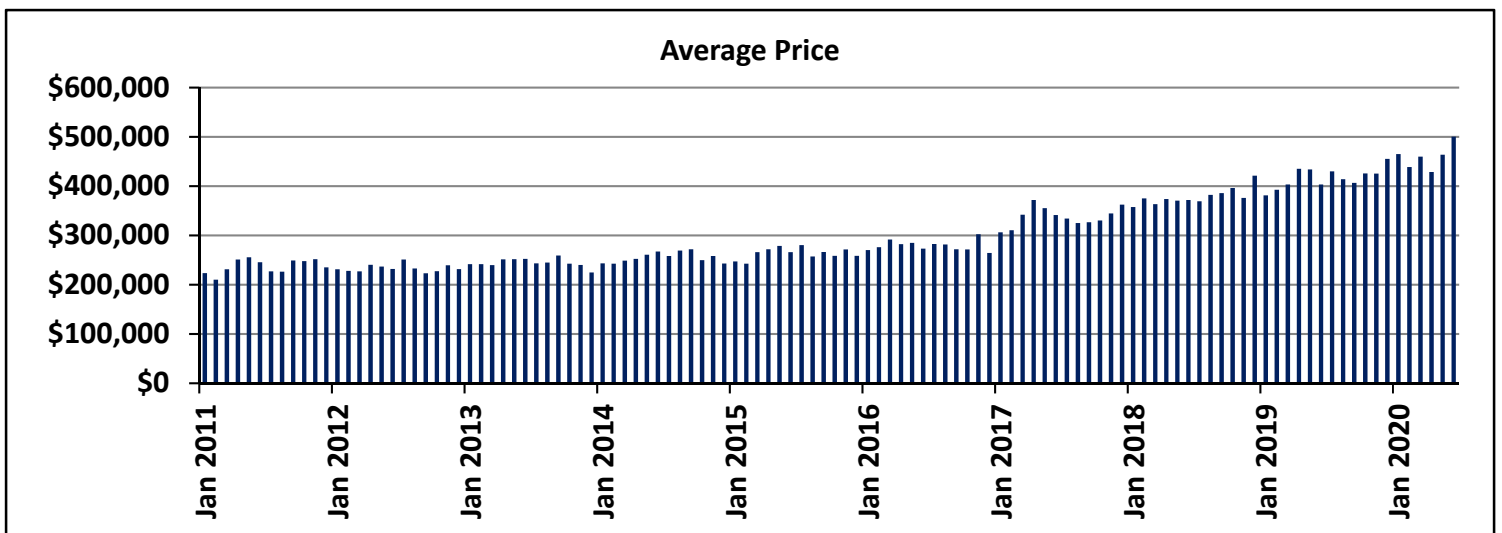
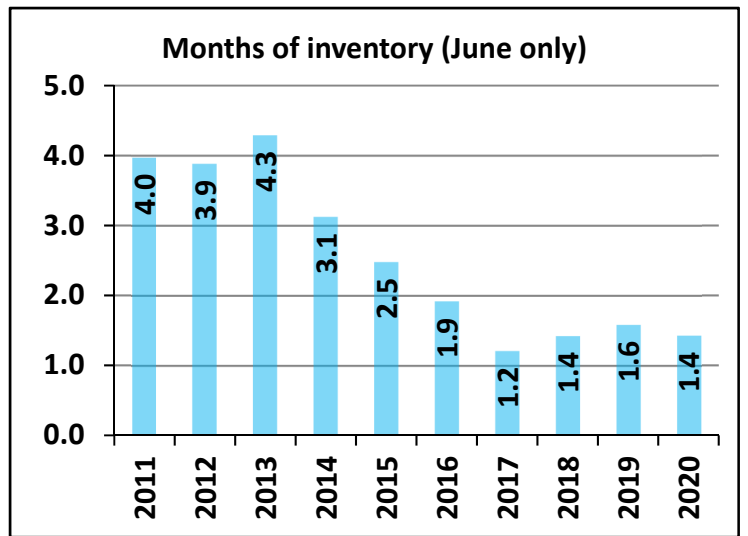
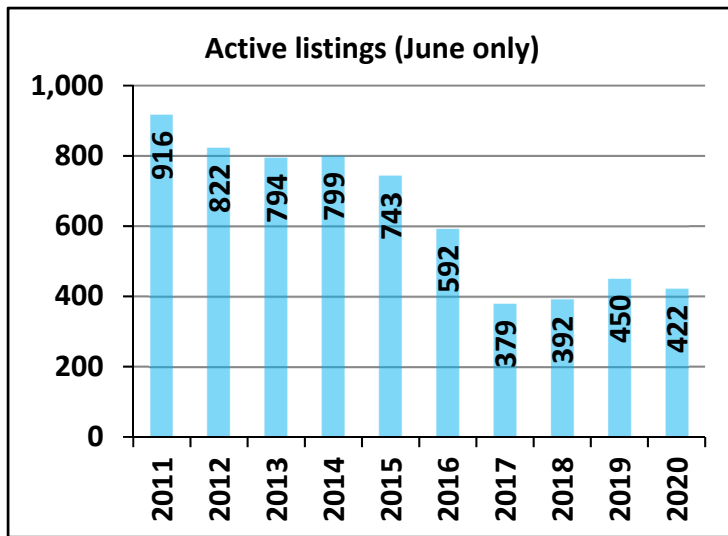
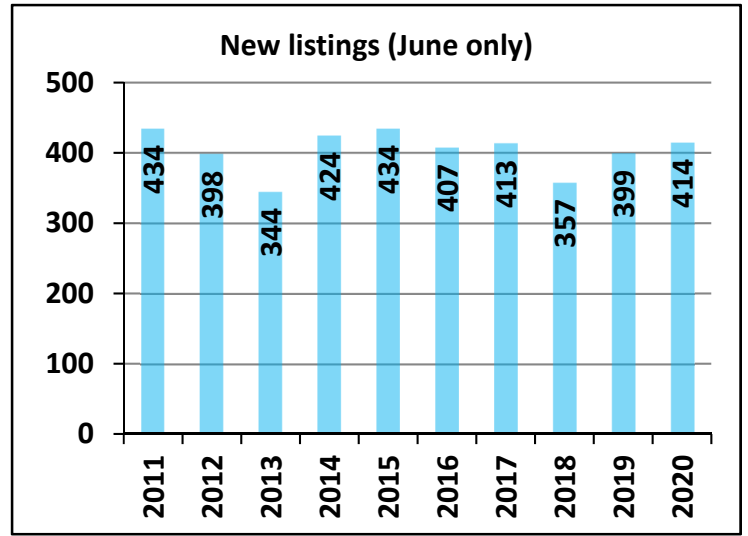
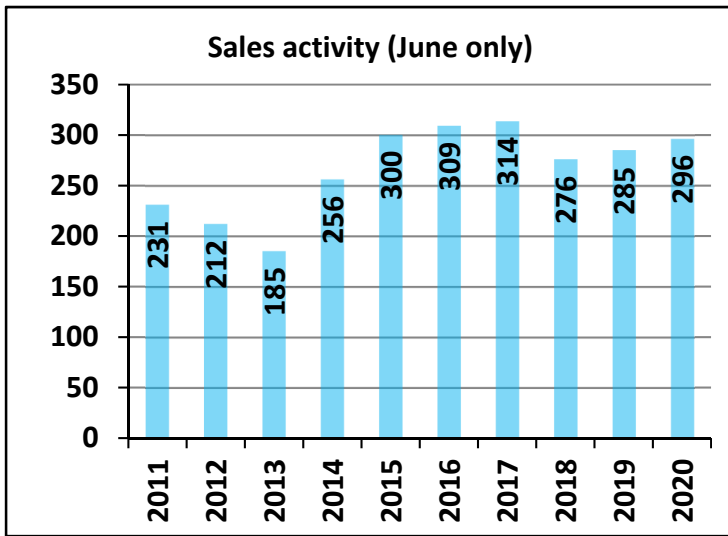
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⁵ Average active listings from January to current month / average sales from January to current month

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

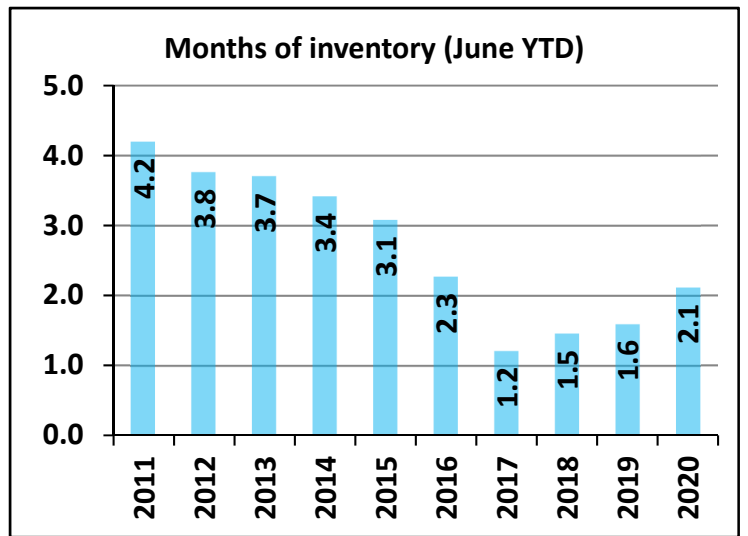
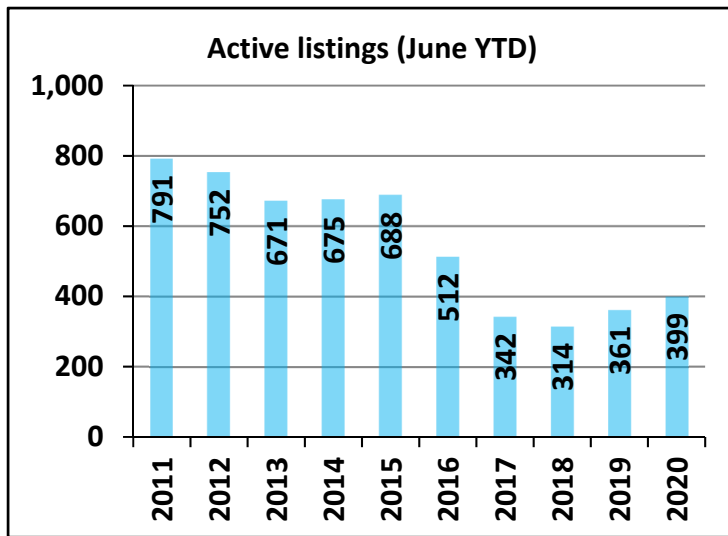
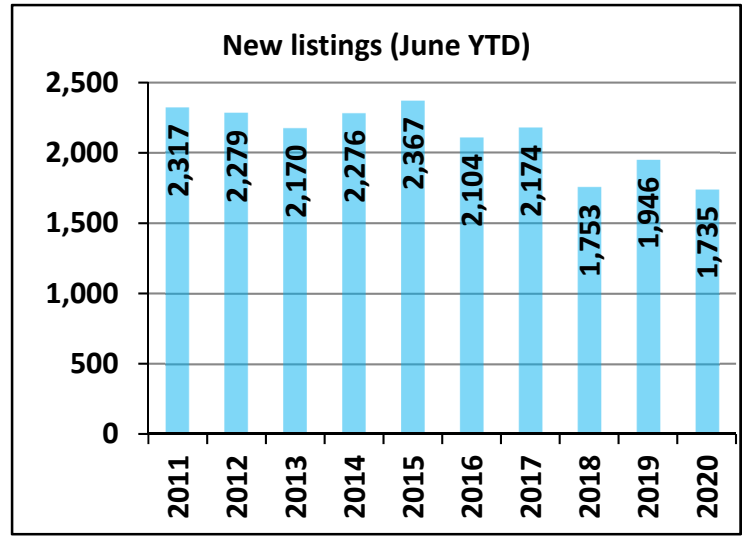
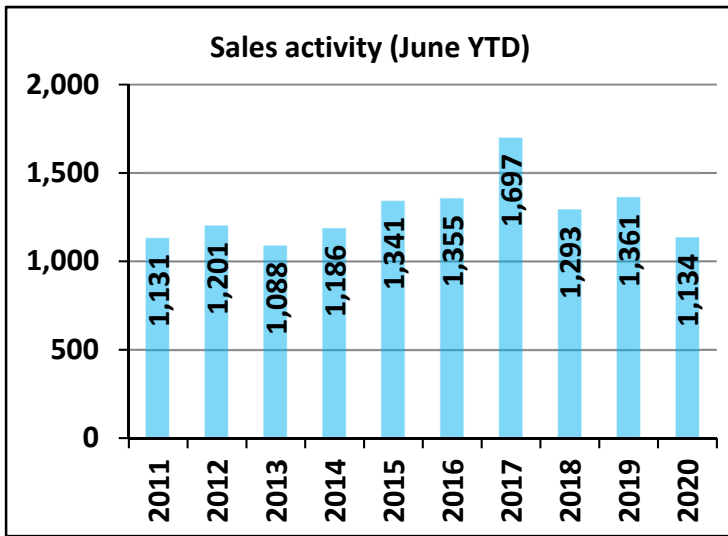
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	296	3.9	7.2	-5.7	-1.3	60.0	29.8
Dollar Volume	\$148,134,083	28.9	44.4	38.2	85.7	217.4	189.9
New Listings	414	3.8	16.0	0.2	-4.6	20.3	10.4
Active Listings	422	-6.2	7.7	11.3	-43.2	-46.9	-46.3
Sales to New Listings Ratio¹	71.5	71.4	77.3	76.0	69.1	53.8	60.8
Months of Inventory²	1.4	1.6	1.4	1.2	2.5	4.3	3.4
Average Price	\$500,453	24.1	34.6	46.6	88.2	98.3	123.3

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	1,134	-16.7	-12.3	-33.2	-15.4	4.2	-15.4
Dollar Volume	\$527,351,826	-6.3	10.3	-9.9	47.9	95.8	69.4
New Listings	1,735	-10.8	-1.0	-20.2	-26.7	-20.0	-25.0
Active Listings³	399	10.5	27.1	16.7	-42.0	-40.5	-42.8
Sales to New Listings Ratio⁴	65.4	69.9	73.8	78.1	56.7	50.1	58.0
Months of Inventory⁵	2.1	1.6	1.5	1.2	3.1	3.7	3.1
Average Price	\$465,037	12.5	25.8	34.9	75.0	87.9	100.3

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

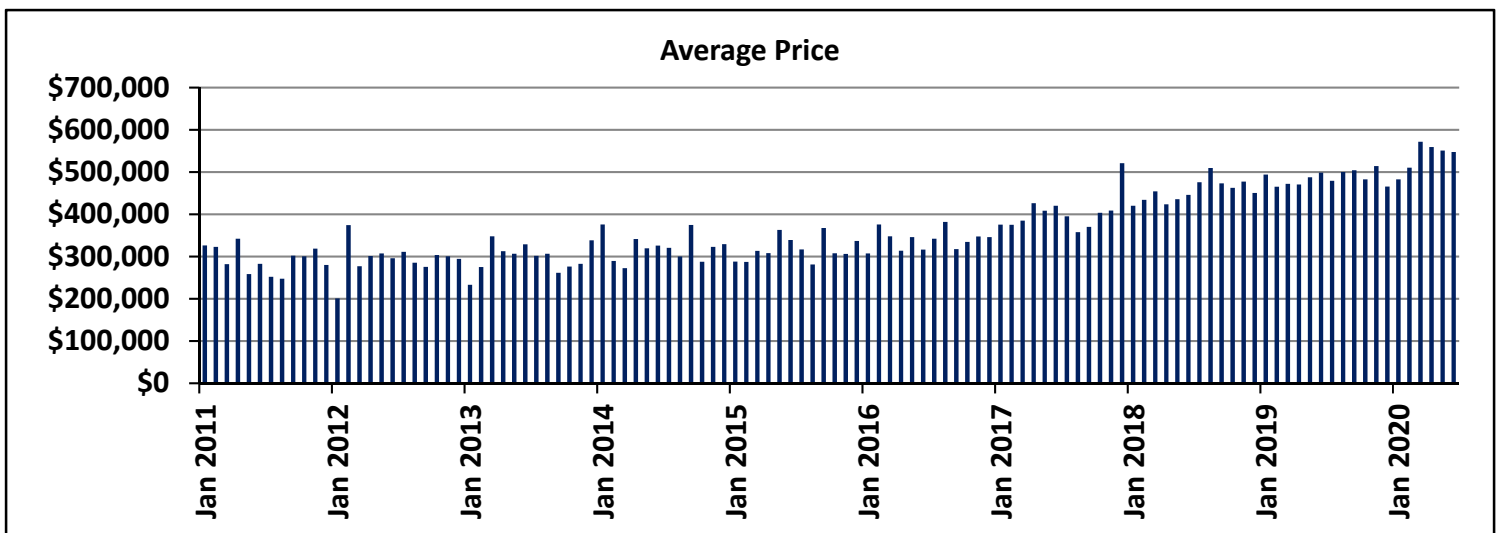
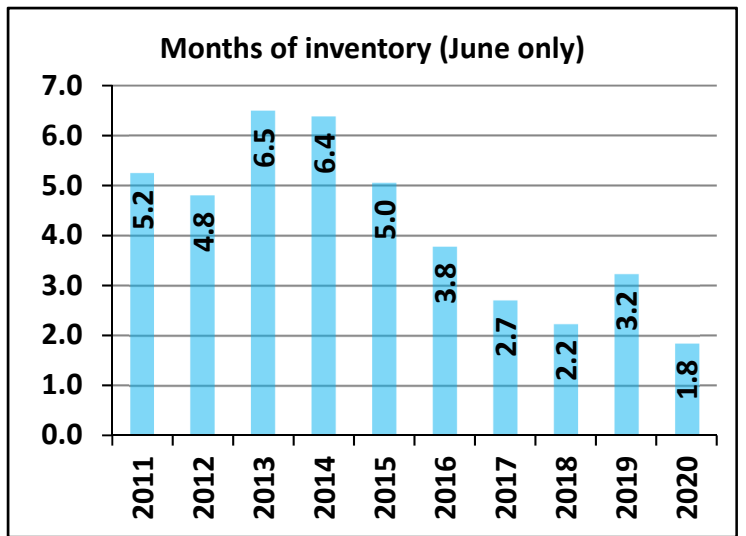
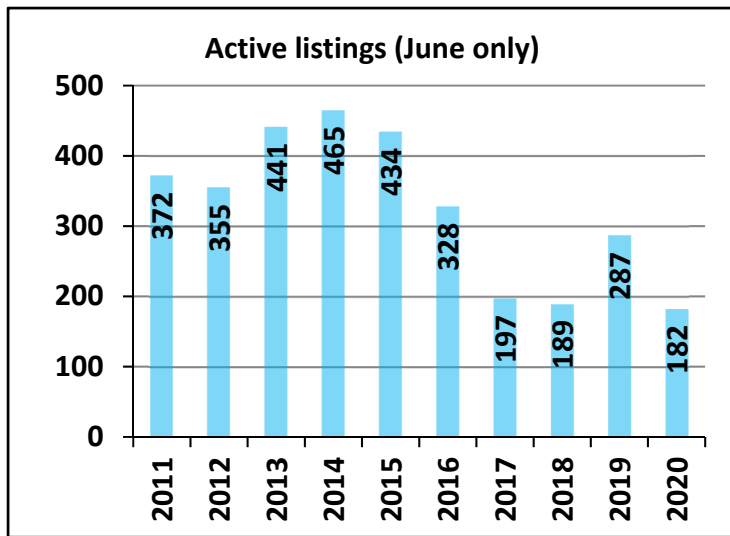
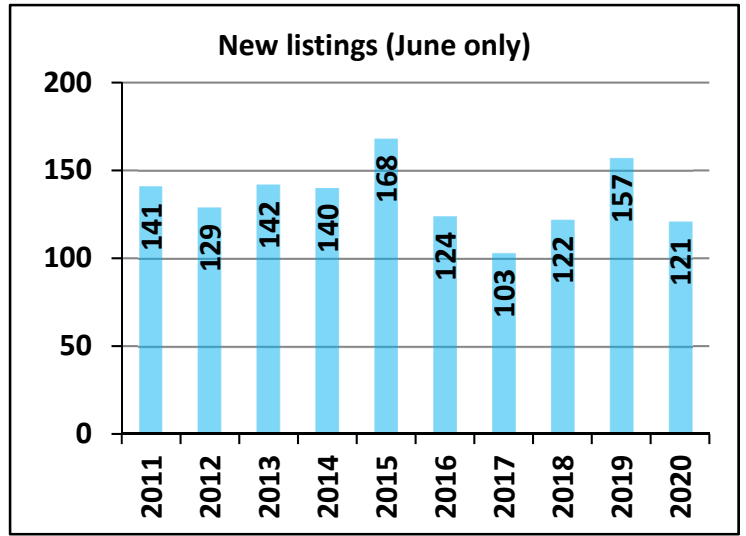
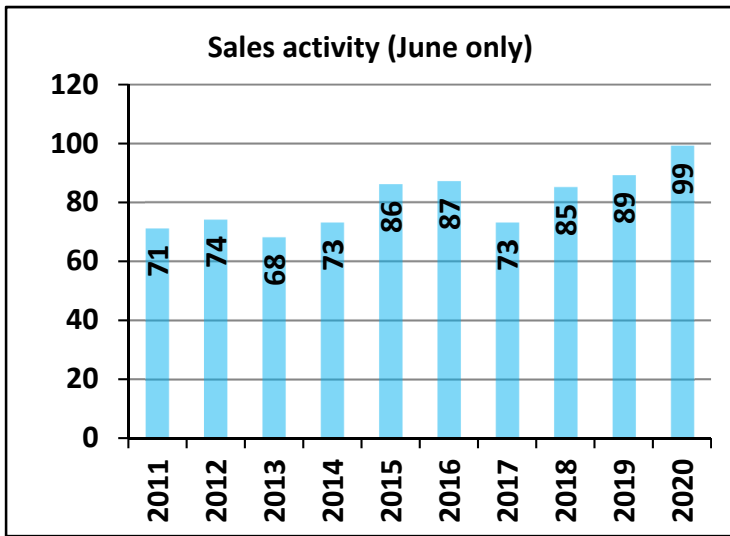
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

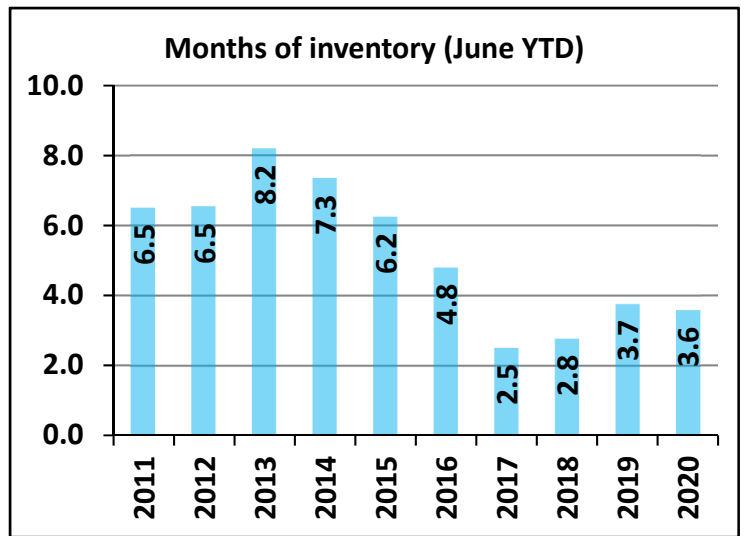
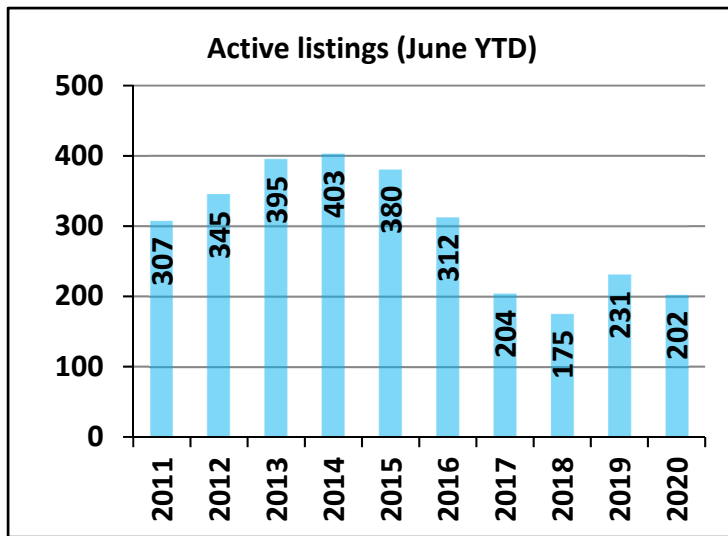
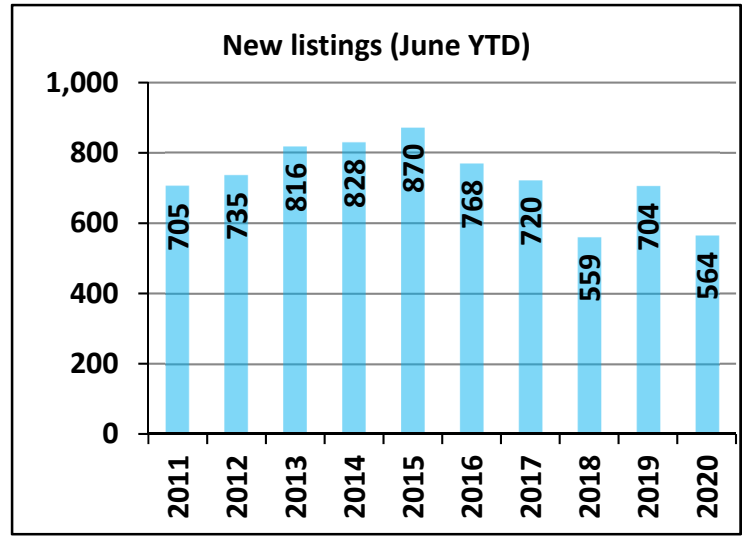
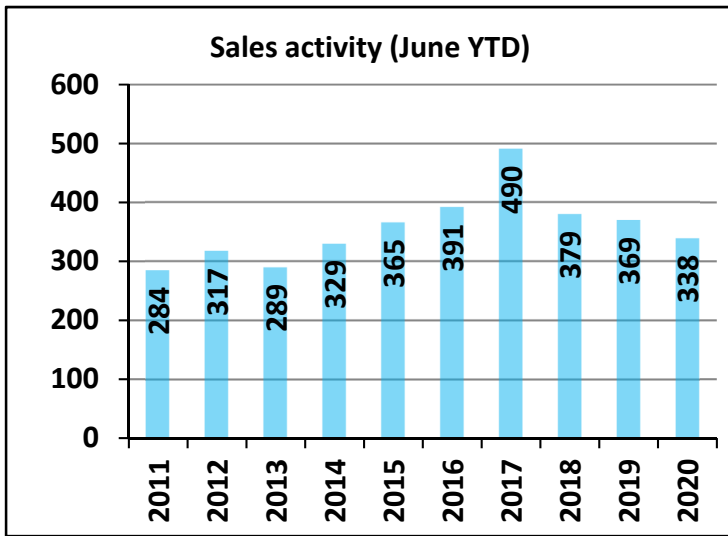
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	99	11.2	16.5	35.6	15.1	45.6	86.8
Dollar Volume	\$54,196,919	22.1	43.0	76.7	85.9	142.4	290.9
New Listings	121	-22.9	-0.8	17.5	-28.0	-14.8	2.5
Active Listings	182	-36.6	-3.7	-7.6	-58.1	-58.7	-43.1
Sales to New Listings Ratio¹	81.8	56.7	69.7	70.9	51.2	47.9	44.9
Months of Inventory²	1.8	3.2	2.2	2.7	5.0	6.5	6.0
Average Price	\$547,444	9.8	22.8	30.3	61.5	66.5	109.3

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	338	-8.4	-10.8	-31.0	-7.4	17.0	8.7
Dollar Volume	\$181,778,782	2.0	9.9	-7.7	53.3	104.7	111.4
New Listings	564	-19.9	0.9	-21.7	-35.2	-30.9	-14.5
Active Listings³	202	-12.6	15.4	-1.0	-46.8	-48.9	-34.8
Sales to New Listings Ratio⁴	59.9	52.4	67.8	68.1	42.0	35.4	47.1
Months of Inventory⁵	3.6	3.7	2.8	2.5	6.2	8.2	6.0
Average Price	\$537,807	11.4	23.2	33.9	65.6	75.0	94.5

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

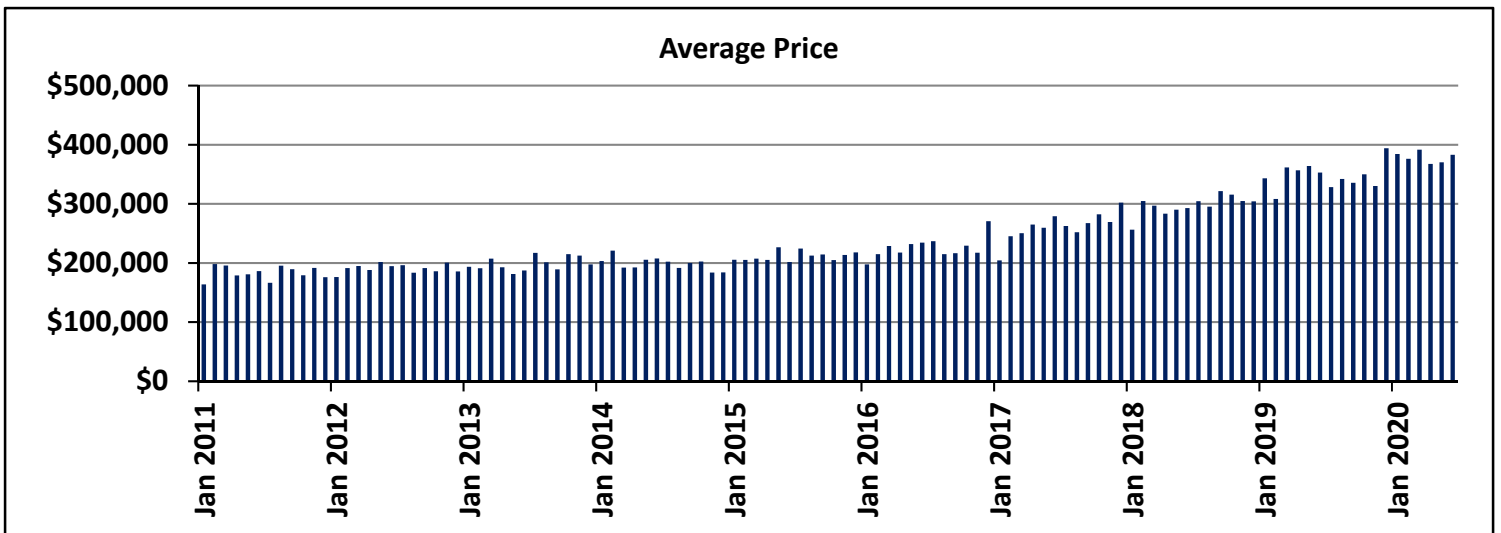
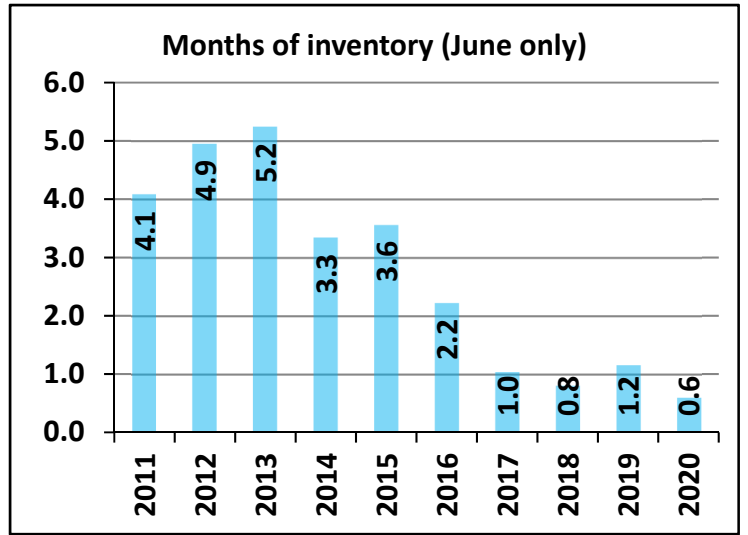
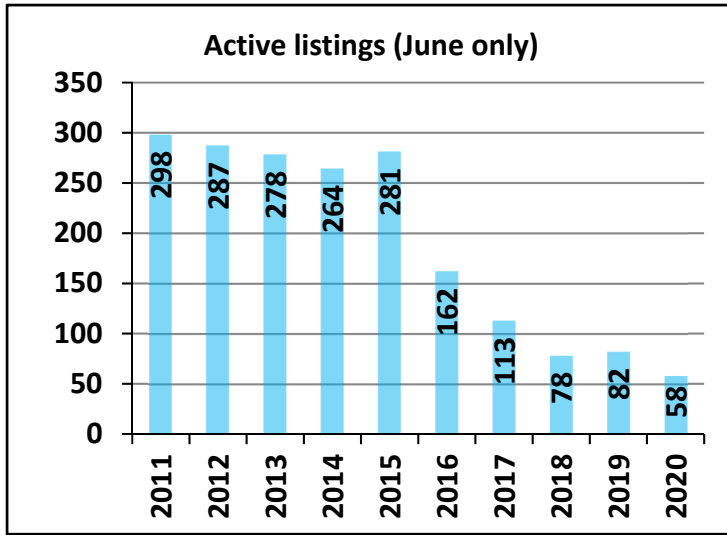
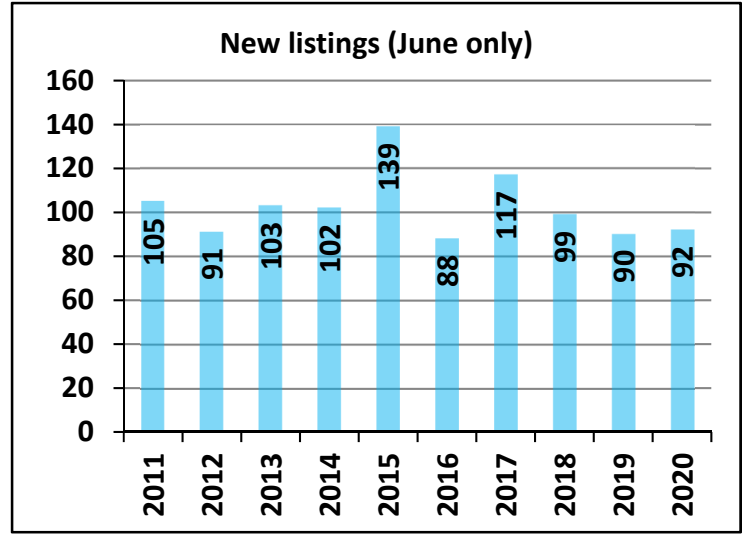
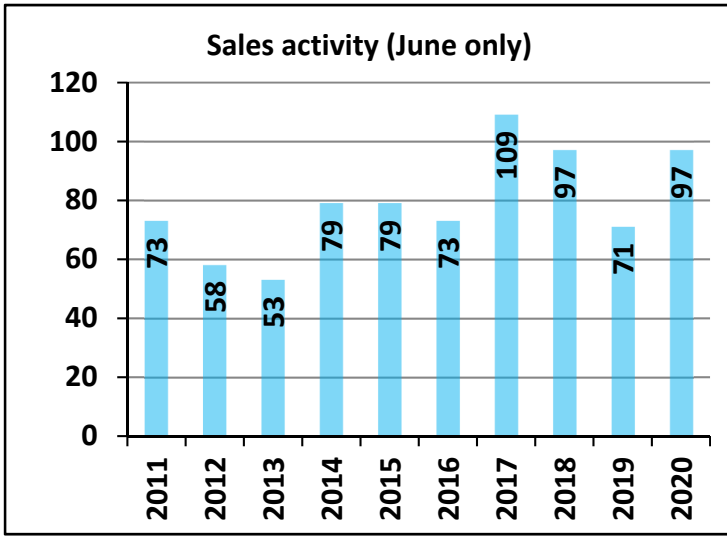
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

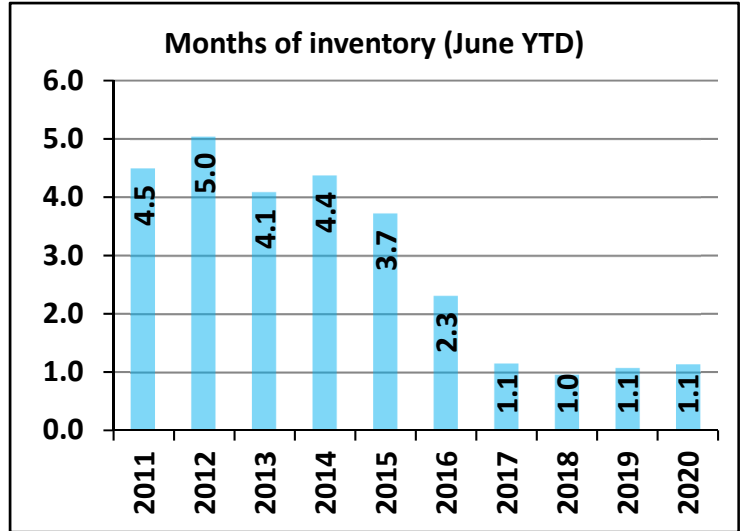
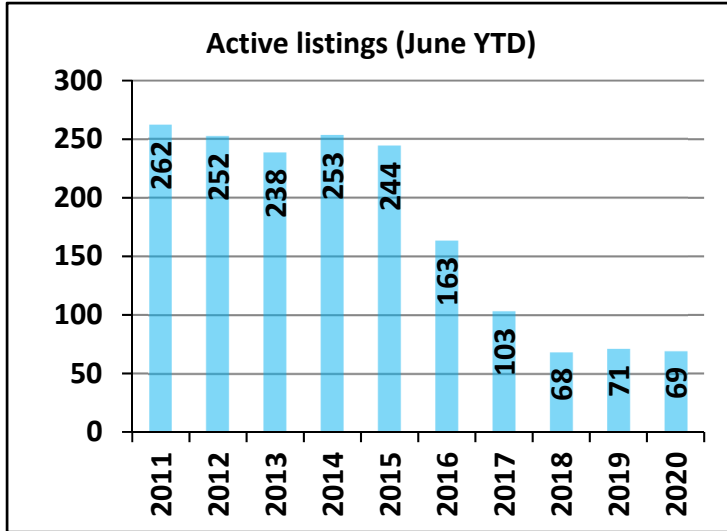
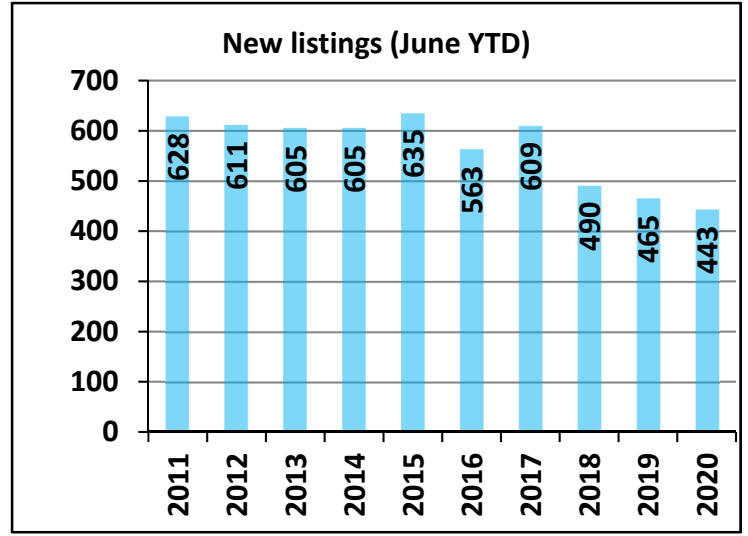
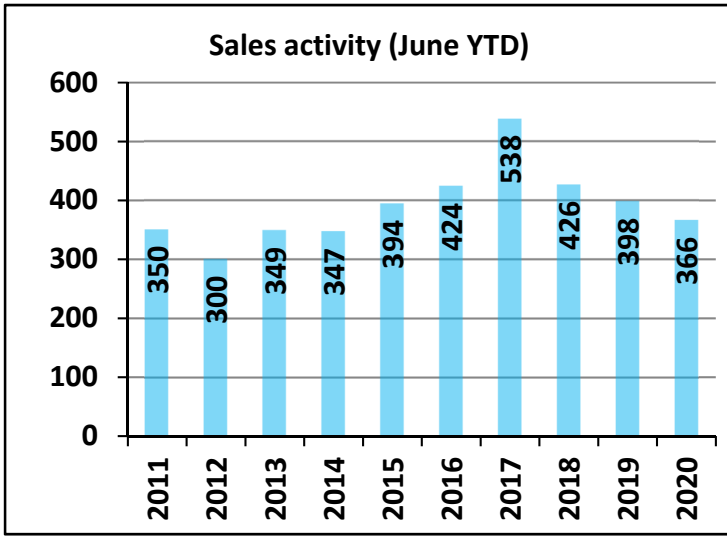
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	97	36.6	0.0	-11.0	22.8	83.0	59.0
Dollar Volume	\$37,137,638	48.2	30.8	22.1	133.3	274.2	220.1
New Listings	92	2.2	-7.1	-21.4	-33.8	-10.7	-17.1
Active Listings	58	-29.3	-25.6	-48.7	-79.4	-79.1	-75.6
Sales to New Listings Ratio¹	105.4	78.9	98.0	93.2	56.8	51.5	55.0
Months of Inventory²	0.6	1.2	0.8	1.0	3.6	5.2	3.9
Average Price	\$382,862	8.5	30.8	37.2	90.0	104.4	101.3

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	366	-8.0	-14.1	-32.0	-7.1	4.9	1.4
Dollar Volume	\$139,066,137	-0.5	12.7	1.1	68.6	108.4	109.8
New Listings	443	-4.7	-9.6	-27.3	-30.2	-26.8	-23.8
Active Listings³	69	-2.8	1.5	-33.0	-71.7	-71.0	-70.0
Sales to New Listings Ratio⁴	82.6	85.6	86.9	88.3	62.0	57.7	62.1
Months of Inventory⁵	1.1	1.1	1.0	1.1	3.7	4.1	3.8
Average Price	\$379,962	8.2	31.1	48.6	81.5	98.8	106.9

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

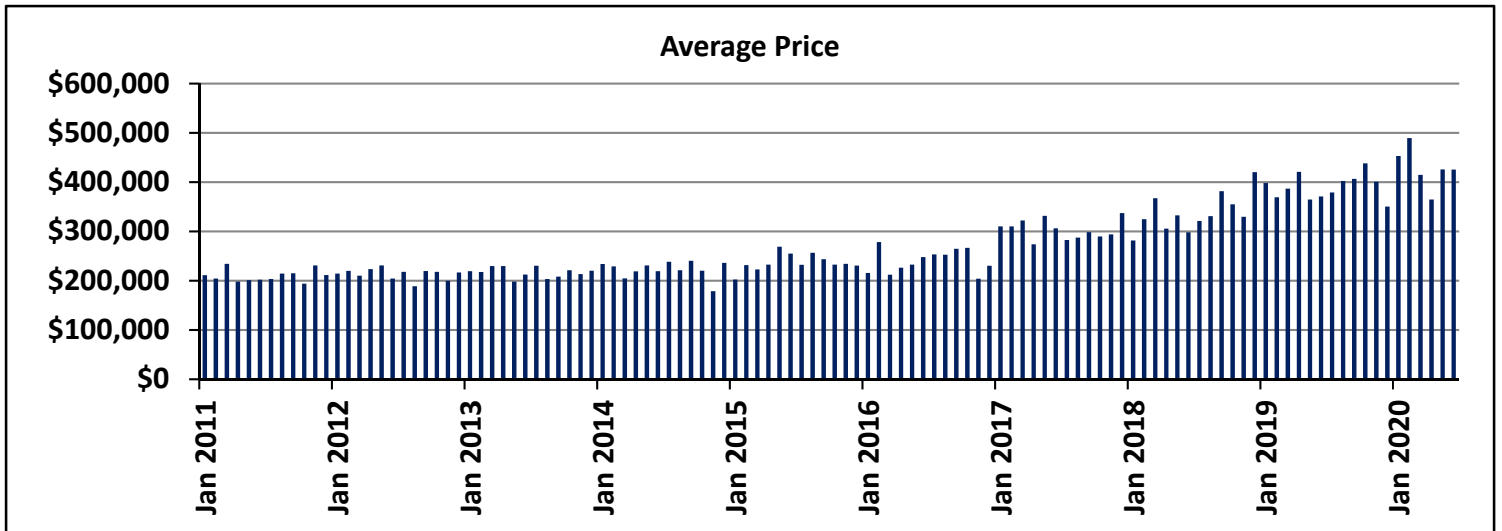
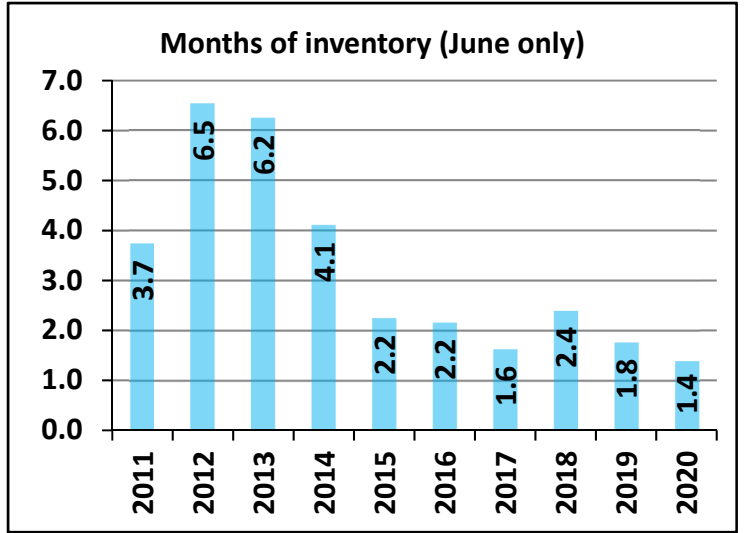
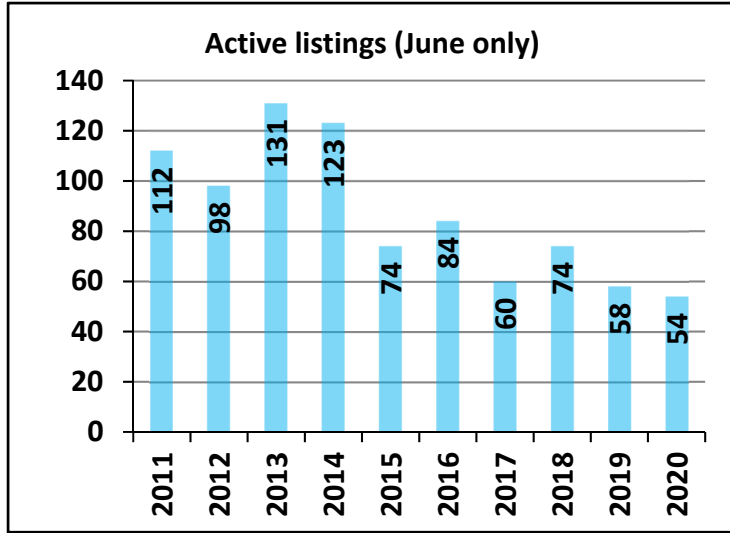
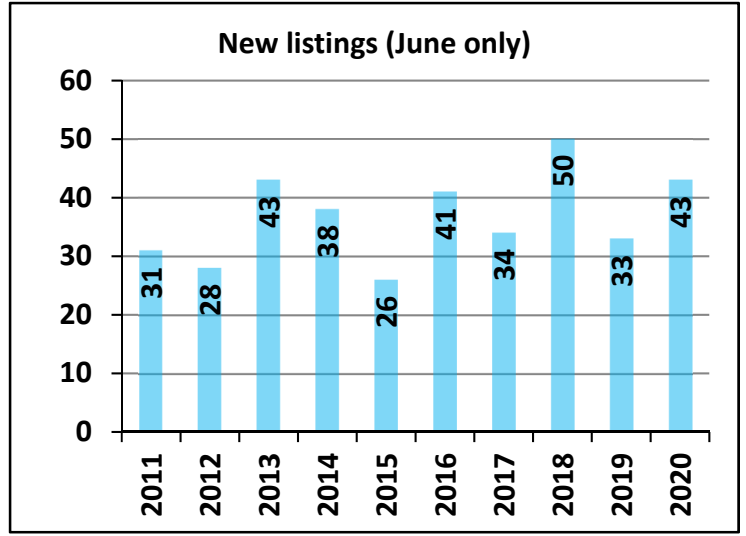
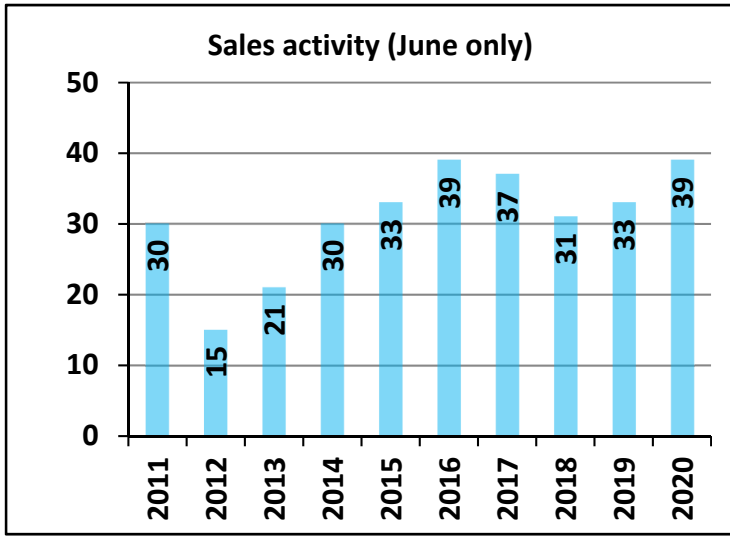
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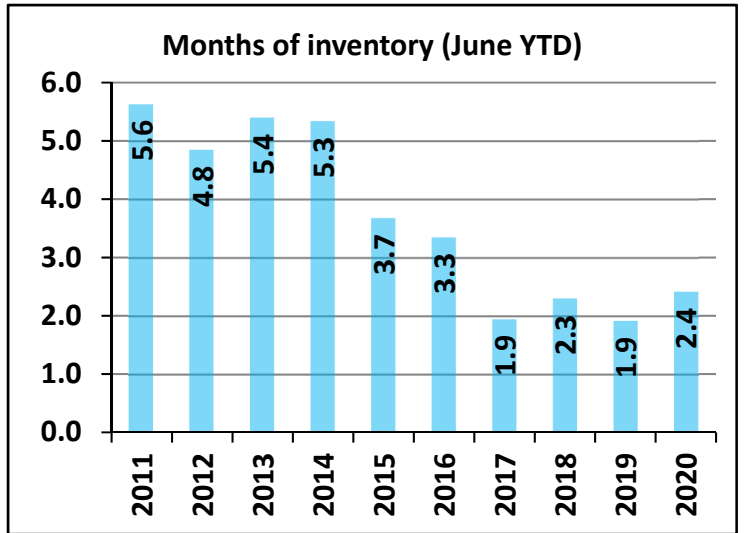
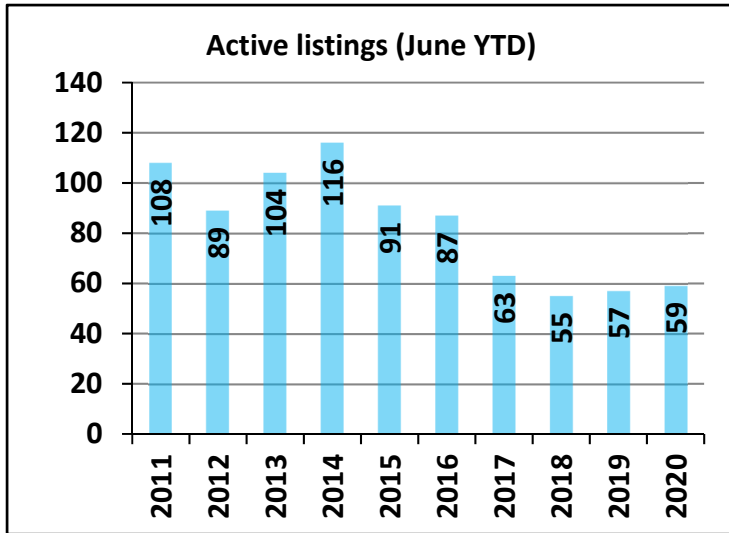
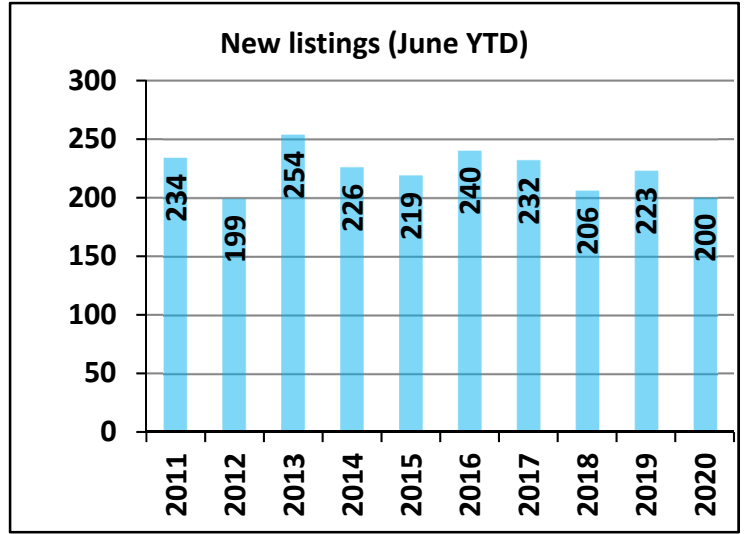
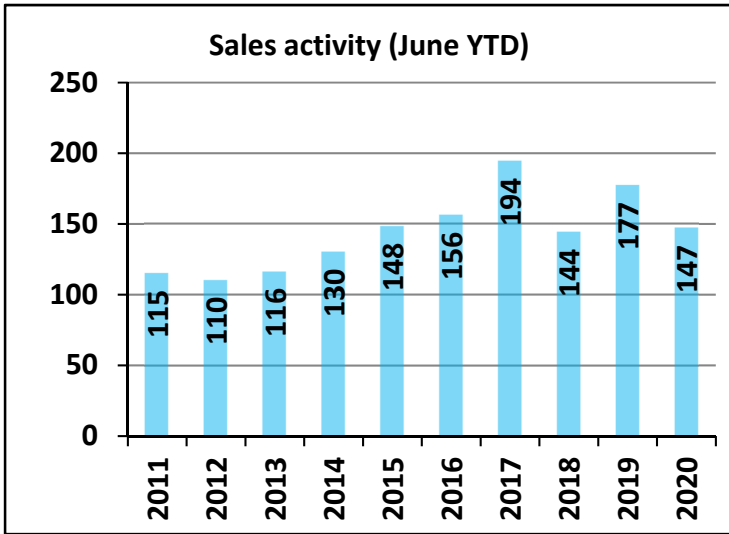
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	39	18.2	25.8	5.4	18.2	85.7	116.7
Dollar Volume	\$16,585,792	35.5	79.5	46.3	97.1	271.9	298.0
New Listings	43	30.3	-14.0	26.5	65.4	0.0	16.2
Active Listings	54	-6.9	-27.0	-10.0	-27.0	-58.8	-45.5
Sales to New Listings Ratio ¹	90.7	100.0	62.0	108.8	126.9	48.8	48.6
Months of Inventory ²	1.4	1.8	2.4	1.6	2.2	6.2	5.5
Average Price	\$425,277	14.7	42.7	38.8	66.8	100.3	83.7

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	147	-16.9	2.1	-24.2	-0.7	26.7	22.5
Dollar Volume	\$63,400,492	-6.8	38.7	5.0	76.4	151.6	154.4
New Listings	200	-10.3	-2.9	-13.8	-8.7	-21.3	-0.5
Active Listings ³	59	3.5	7.3	-6.3	-35.2	-43.3	-33.0
Sales to New Listings Ratio ⁴	73.5	79.4	69.9	83.6	67.6	45.7	59.7
Months of Inventory ⁵	2.4	1.9	2.3	1.9	3.7	5.4	4.4
Average Price	\$431,296	12.3	35.9	38.5	77.6	98.5	107.7

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

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