



# Residential Market Activity

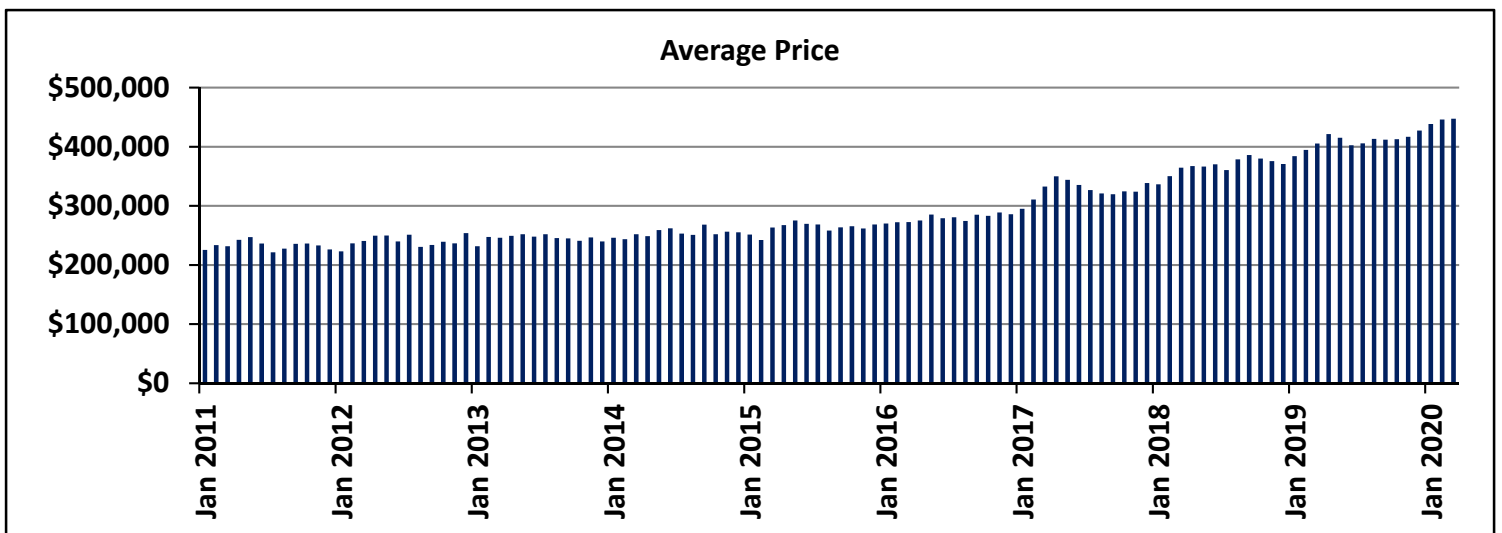
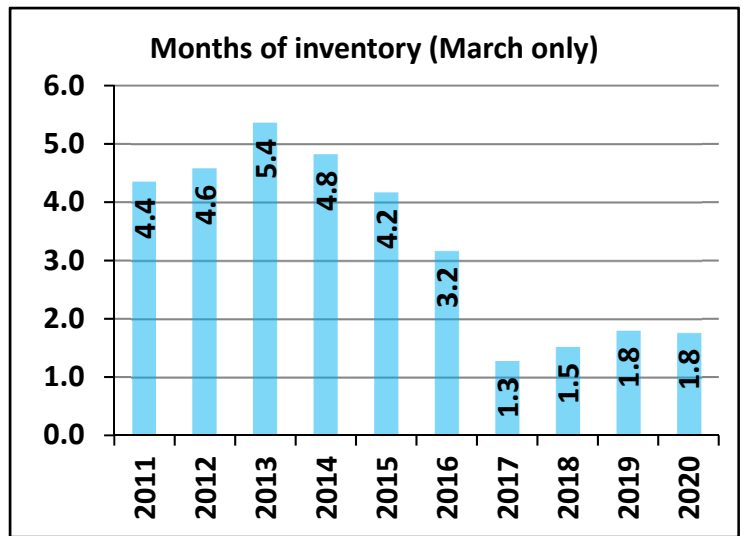
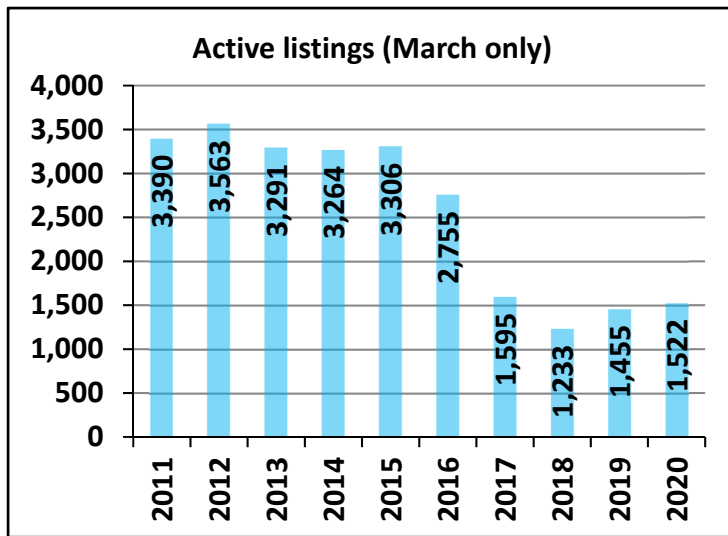
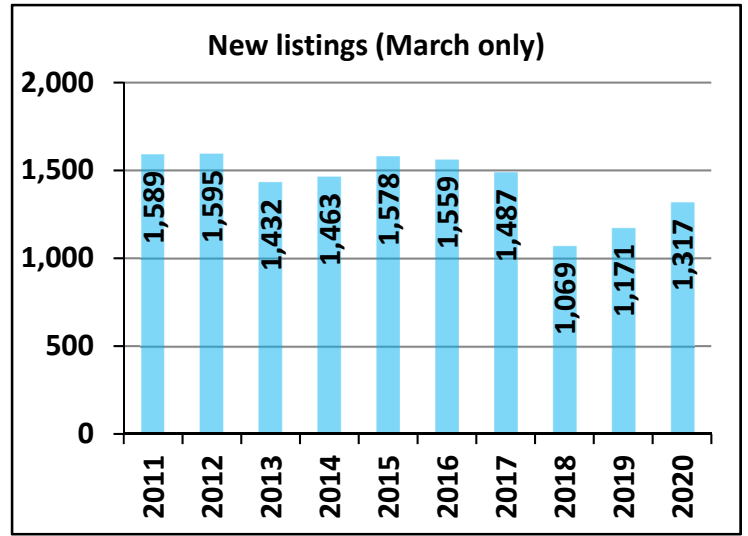
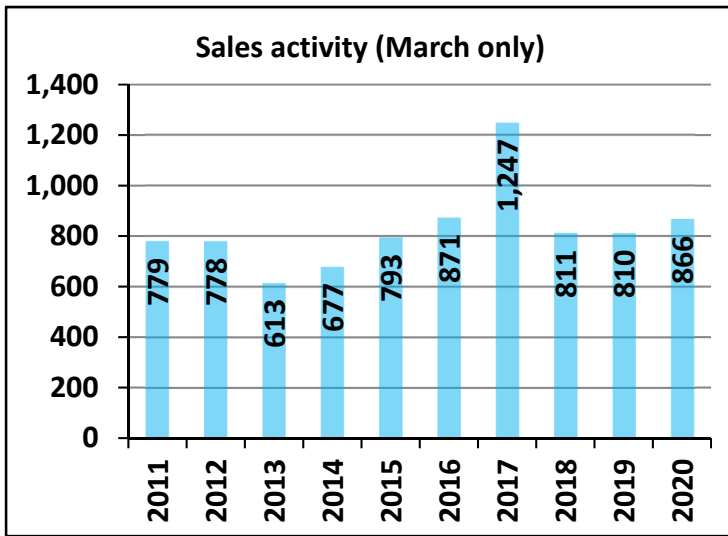
March 2020



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

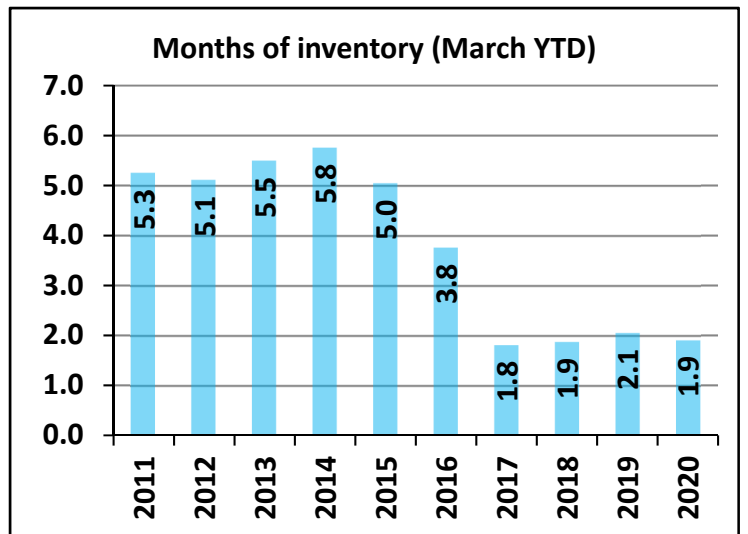
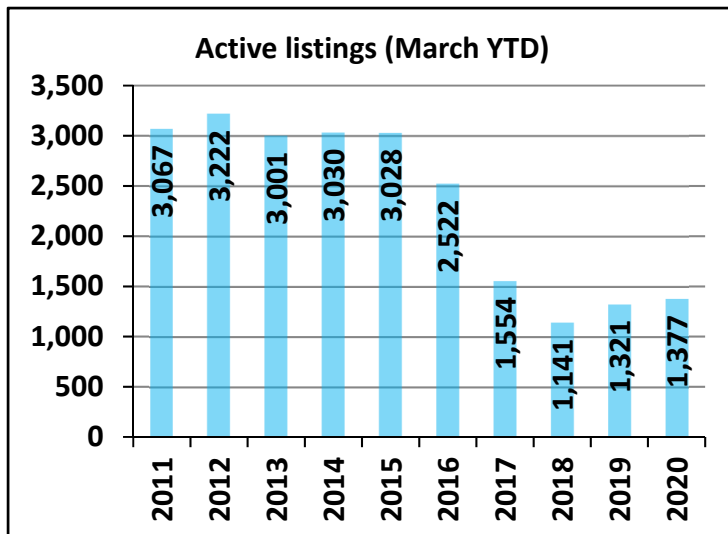
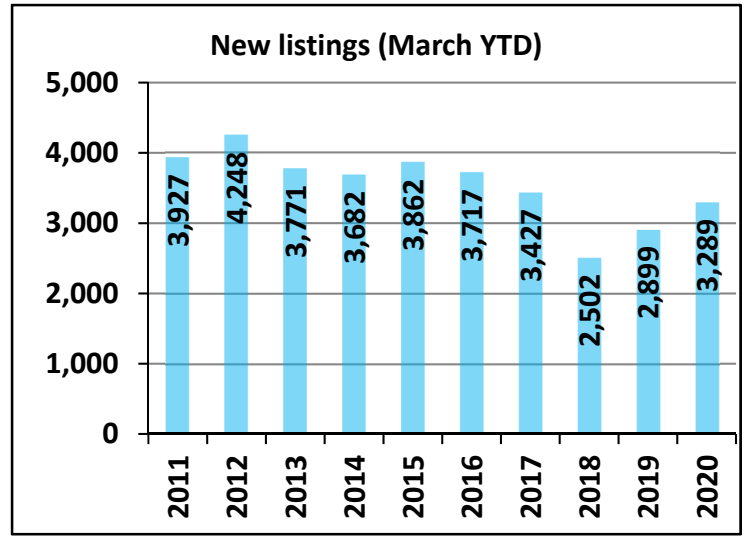
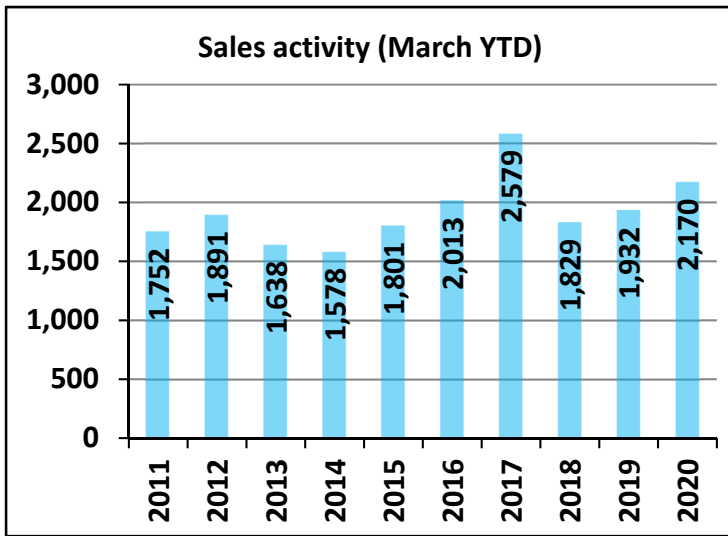
# London and St. Thomas

## Residential Market Activity



# London and St. Thomas

## Residential Market Activity



# London and St. Thomas

## Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
<b>Sales Activity</b>	<b>866</b>	6.9	6.8	-30.6	9.2	41.3	0.8
<b>Dollar Volume</b>	<b>\$387,233,619</b>	17.9	31.0	-6.6	85.5	156.8	97.7
<b>New Listings</b>	<b>1,317</b>	12.5	23.2	-11.4	-16.5	-8.0	-23.9
<b>Active Listings</b>	<b>1,522</b>	4.6	23.4	-4.6	-54.0	-53.8	-53.0
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>65.8</b>	69.2	75.9	83.9	50.3	42.8	49.7
<b>Months of Inventory<sup>2</sup></b>	<b>1.8</b>	1.8	1.5	1.3	4.2	5.4	3.8
<b>Average Price</b>	<b>\$447,152</b>	10.3	22.6	34.5	69.9	81.8	96.1

Year-to-date	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
<b>Sales Activity</b>	<b>2,170</b>	12.3	18.6	-15.9	20.5	32.5	11.4
<b>Dollar Volume</b>	<b>\$964,440,006</b>	26.0	49.3	17.7	110.9	142.8	119.8
<b>New Listings</b>	<b>3,289</b>	13.5	31.5	-4.0	-14.8	-12.8	-16.8
<b>Active Listings<sup>3</sup></b>	<b>1,377</b>	4.2	20.7	-11.4	-54.5	-54.1	-51.5
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>66.0</b>	66.6	73.1	75.3	46.6	43.4	49.3
<b>Months of Inventory<sup>5</sup></b>	<b>1.9</b>	2.1	1.9	1.8	5.0	5.5	4.4
<b>Average Price</b>	<b>\$444,442</b>	12.2	25.9	39.9	75.0	83.2	97.3

<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

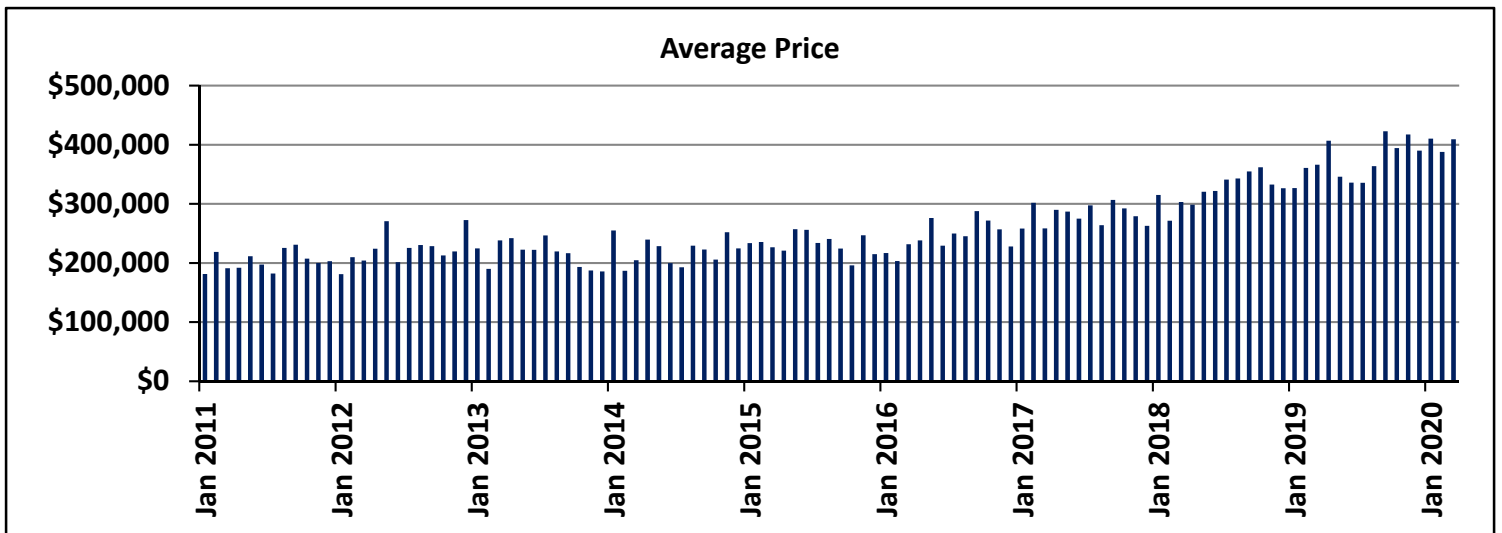
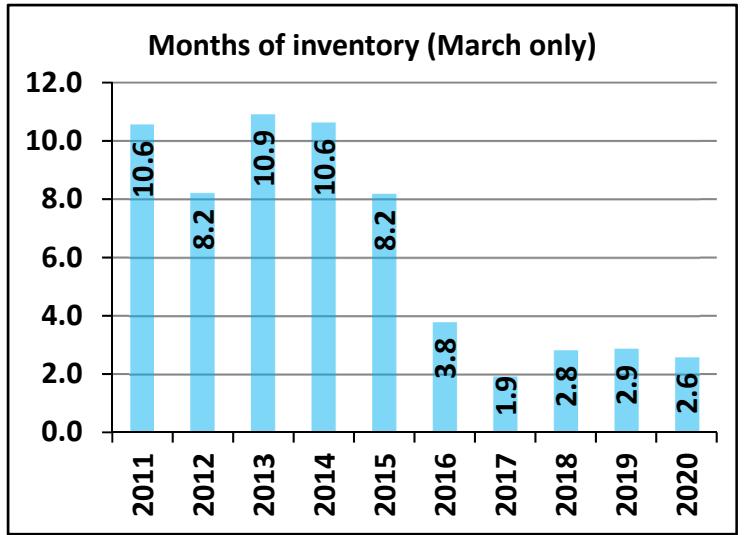
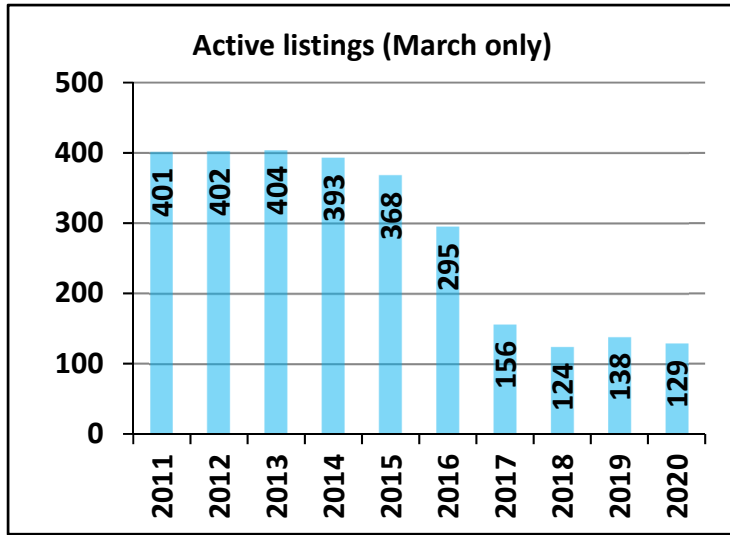
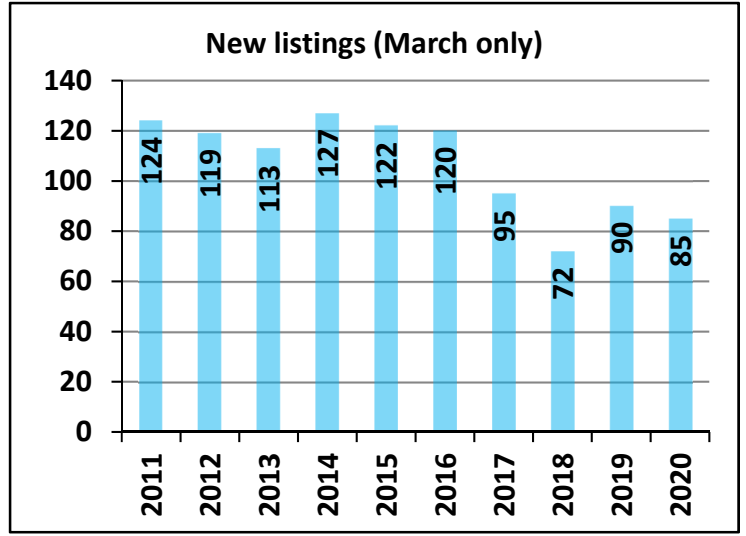
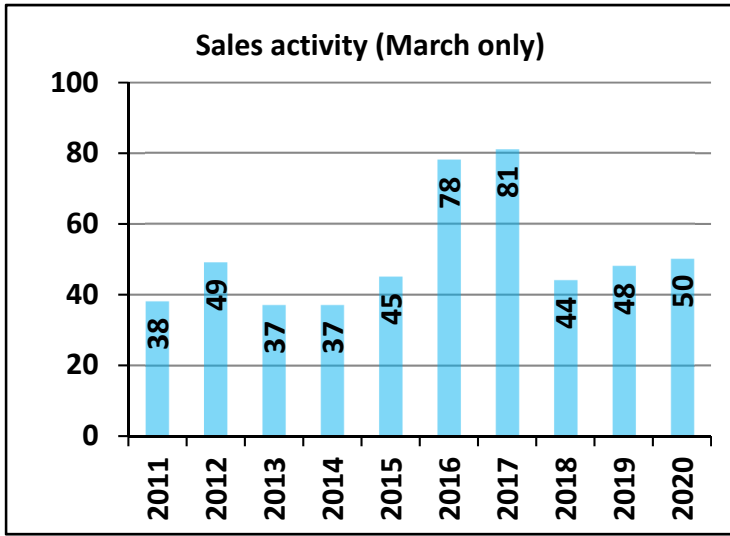
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

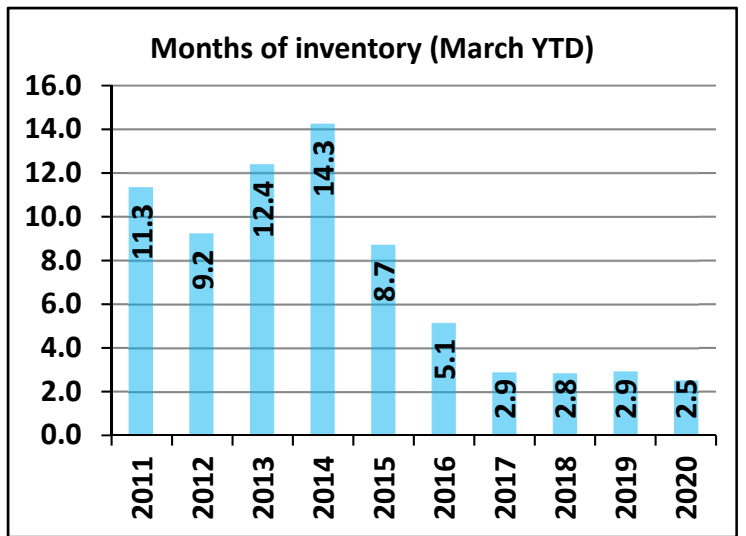
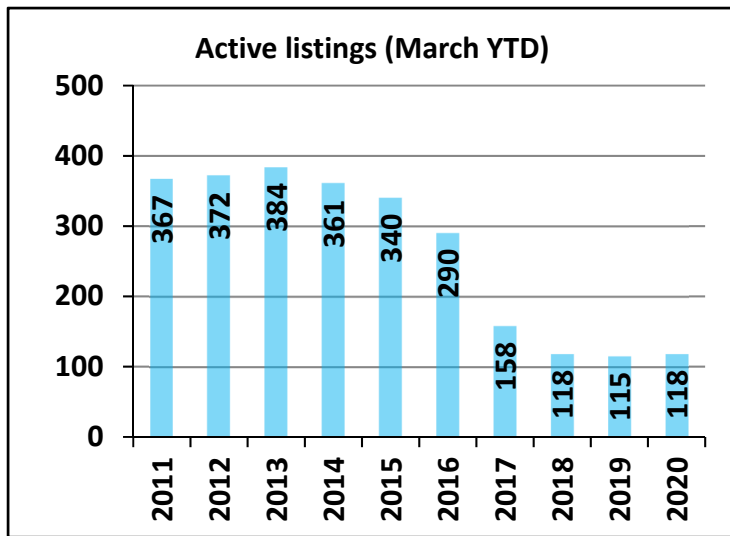
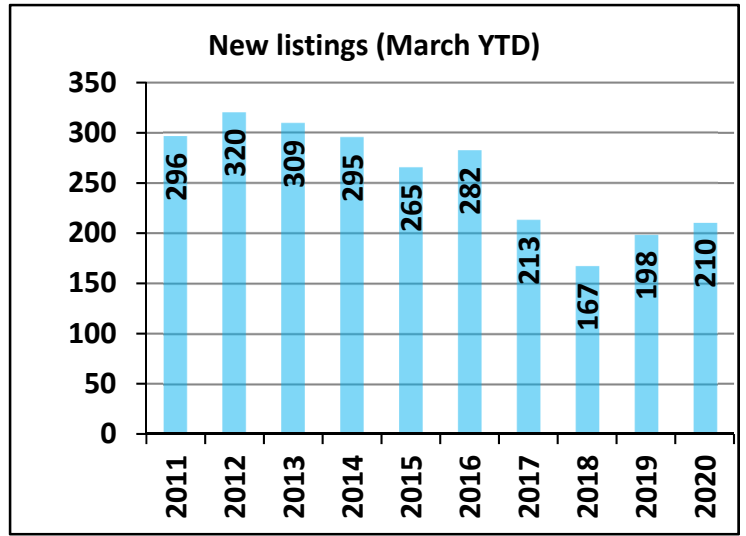
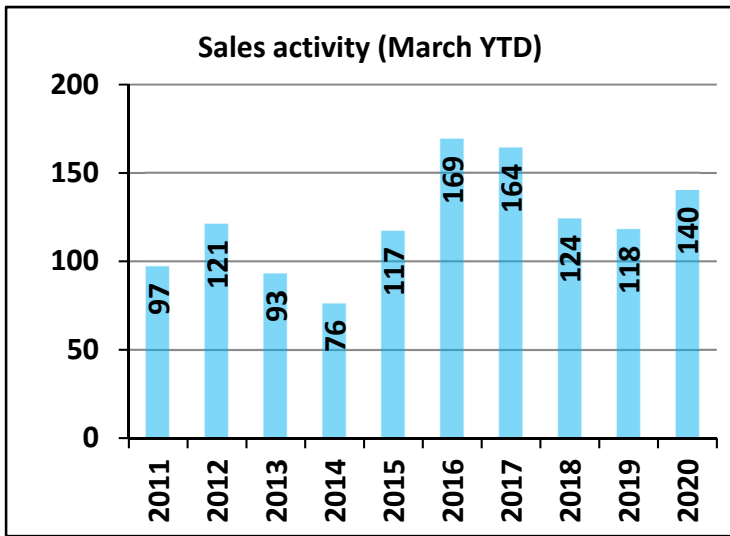
# Elgin County

## Residential Market Activity



# Elgin County

## Residential Market Activity





# Elgin County

## Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
<b>Sales Activity</b>	<b>50</b>	4.2	13.6	-38.3	11.1	35.1	-16.7
<b>Dollar Volume</b>	<b>\$20,452,401</b>	16.4	53.4	-2.3	100.6	132.1	80.2
<b>New Listings</b>	<b>85</b>	-5.6	18.1	-10.5	-30.3	-24.8	-47.5
<b>Active Listings</b>	<b>129</b>	-6.5	4.0	-17.3	-64.9	-68.1	-72.3
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>58.8</b>	53.3	61.1	85.3	36.9	32.7	37.0
<b>Months of Inventory<sup>2</sup></b>	<b>2.6</b>	2.9	2.8	1.9	8.2	10.9	7.8
<b>Average Price</b>	<b>\$409,048</b>	11.7	35.0	58.2	80.6	71.7	116.2

Year-to-date	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
<b>Sales Activity</b>	<b>140</b>	18.6	12.9	-14.6	19.7	50.5	2.2
<b>Dollar Volume</b>	<b>\$56,300,010</b>	35.4	53.2	26.9	107.9	177.6	107.5
<b>New Listings</b>	<b>210</b>	6.1	25.7	-1.4	-20.8	-32.0	-45.7
<b>Active Listings<sup>3</sup></b>	<b>118</b>	2.6	0.0	-25.3	-65.3	-69.3	-71.1
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>66.7</b>	59.6	74.3	77.0	44.2	30.1	35.4
<b>Months of Inventory<sup>5</sup></b>	<b>2.5</b>	2.9	2.8	2.9	8.7	12.4	8.9
<b>Average Price</b>	<b>\$402,143</b>	14.2	35.7	48.7	73.8	84.4	103.0

<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

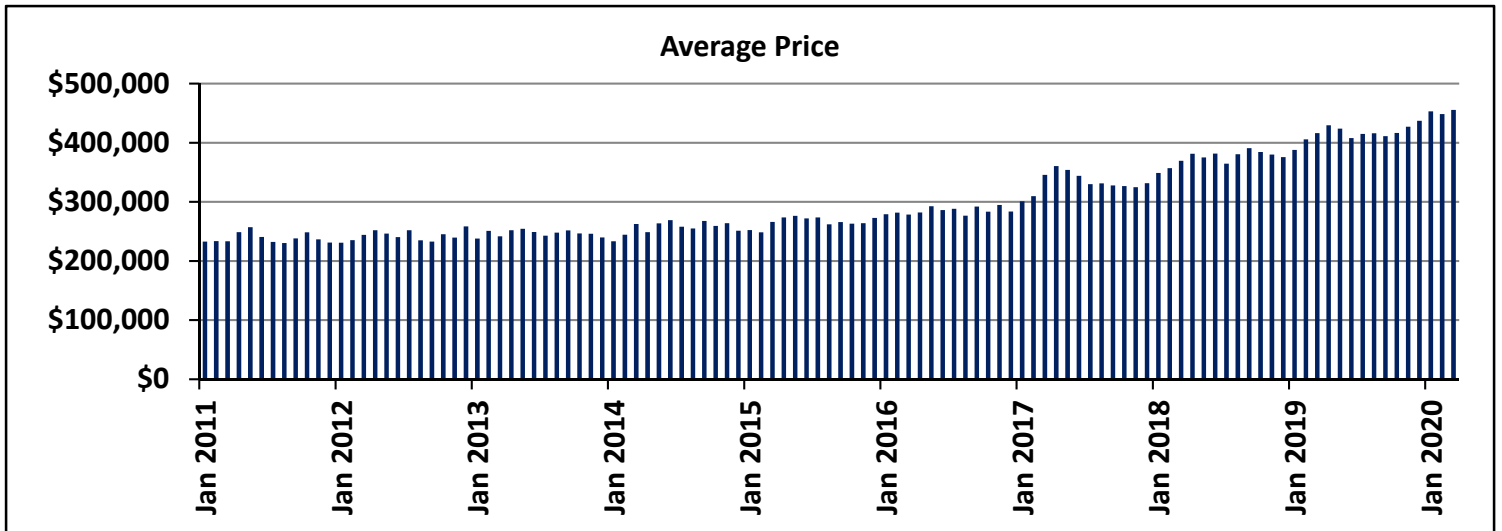
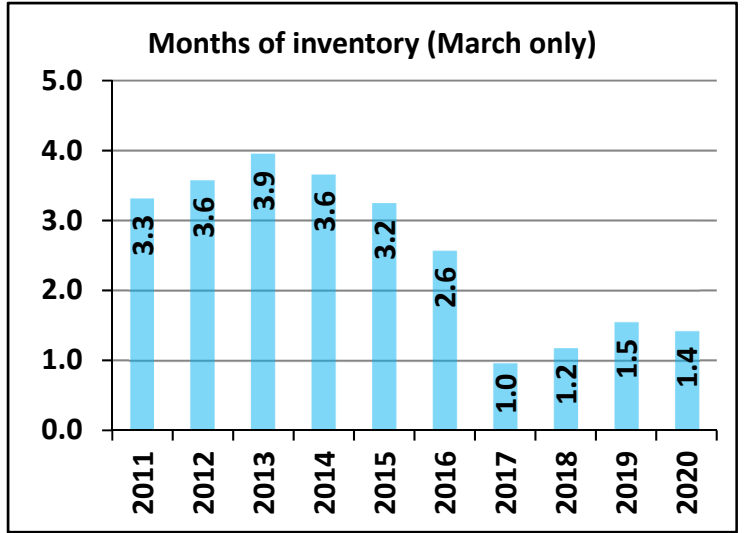
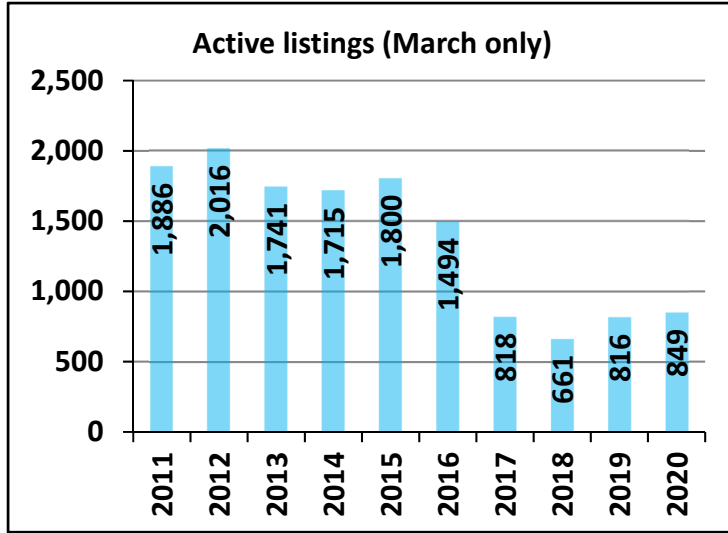
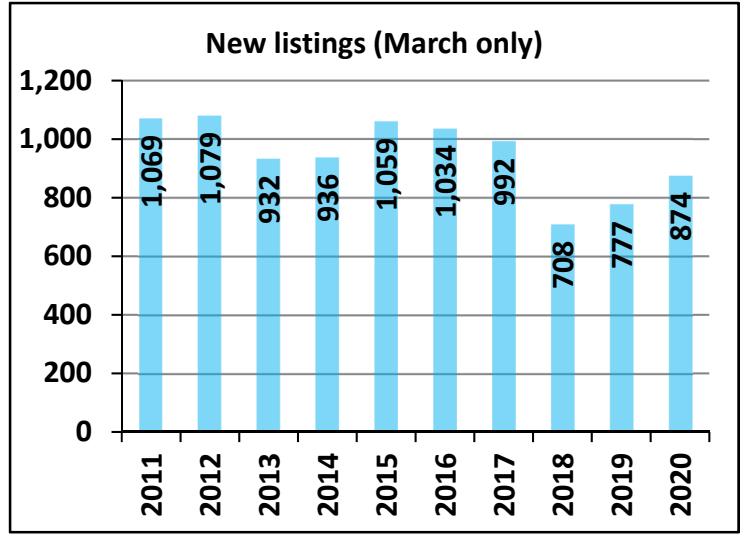
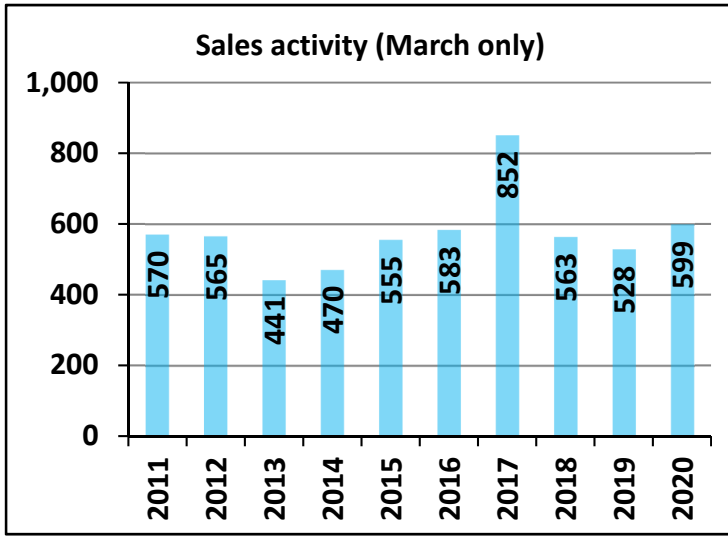
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

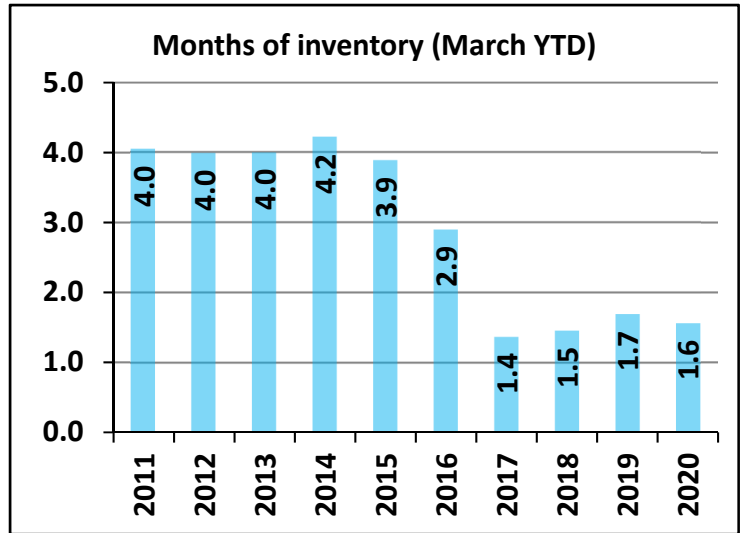
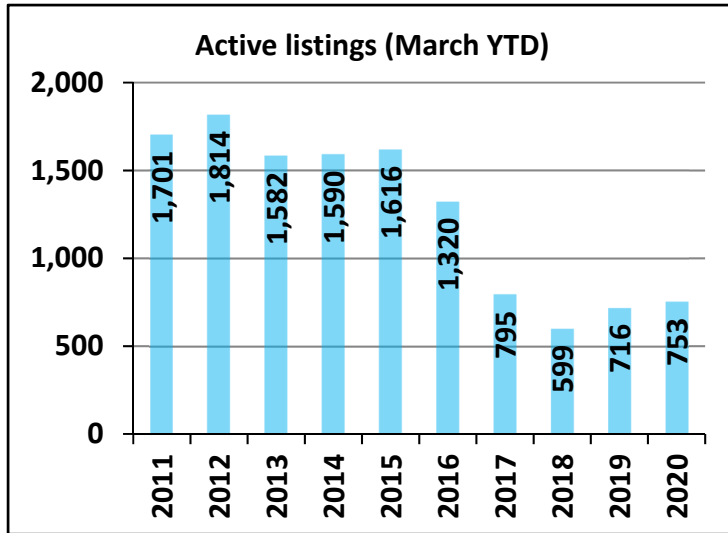
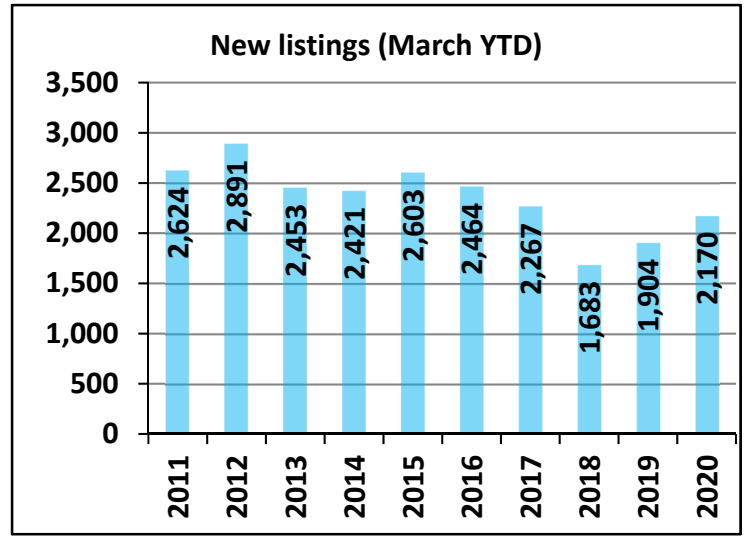
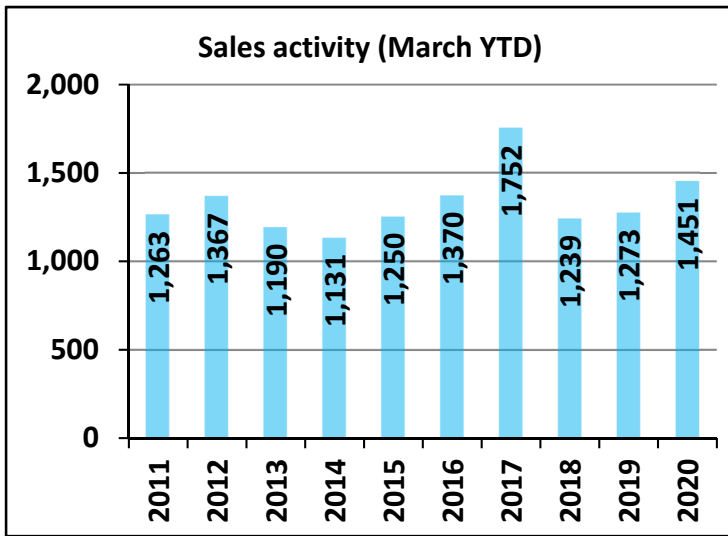
## Residential Market Activity





# London

## Residential Market Activity



# London

## Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
<b>Sales Activity</b>	<b>599</b>	13.4	6.4	-29.7	7.9	35.8	-4.8
<b>Dollar Volume</b>	<b>\$272,807,424</b>	24.2	31.2	-7.3	84.9	155.9	87.3
<b>New Listings</b>	<b>874</b>	12.5	23.4	-11.9	-17.5	-6.2	-22.7
<b>Active Listings</b>	<b>849</b>	4.0	28.4	3.8	-52.8	-51.2	-49.6
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>68.5</b>	68.0	79.5	85.9	52.4	47.3	55.7
<b>Months of Inventory<sup>2</sup></b>	<b>1.4</b>	1.5	1.2	1.0	3.2	3.9	2.7
<b>Average Price</b>	<b>\$455,438</b>	9.5	23.3	31.9	71.3	88.4	96.7

Year-to-date	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
<b>Sales Activity</b>	<b>1,451</b>	14.0	17.1	-17.2	16.1	21.9	4.5
<b>Dollar Volume</b>	<b>\$656,530,974</b>	27.3	46.9	15.3	104.3	126.1	106.7
<b>New Listings</b>	<b>2,170</b>	14.0	28.9	-4.3	-16.6	-11.5	-15.7
<b>Active Listings<sup>3</sup></b>	<b>753</b>	5.2	25.7	-5.3	-53.4	-52.4	-48.5
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>66.9</b>	66.9	73.6	77.3	48.0	48.5	53.9
<b>Months of Inventory<sup>5</sup></b>	<b>1.6</b>	1.7	1.5	1.4	3.9	4.0	3.2
<b>Average Price</b>	<b>\$452,468</b>	11.7	25.5	39.2	76.0	85.5	97.9

<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

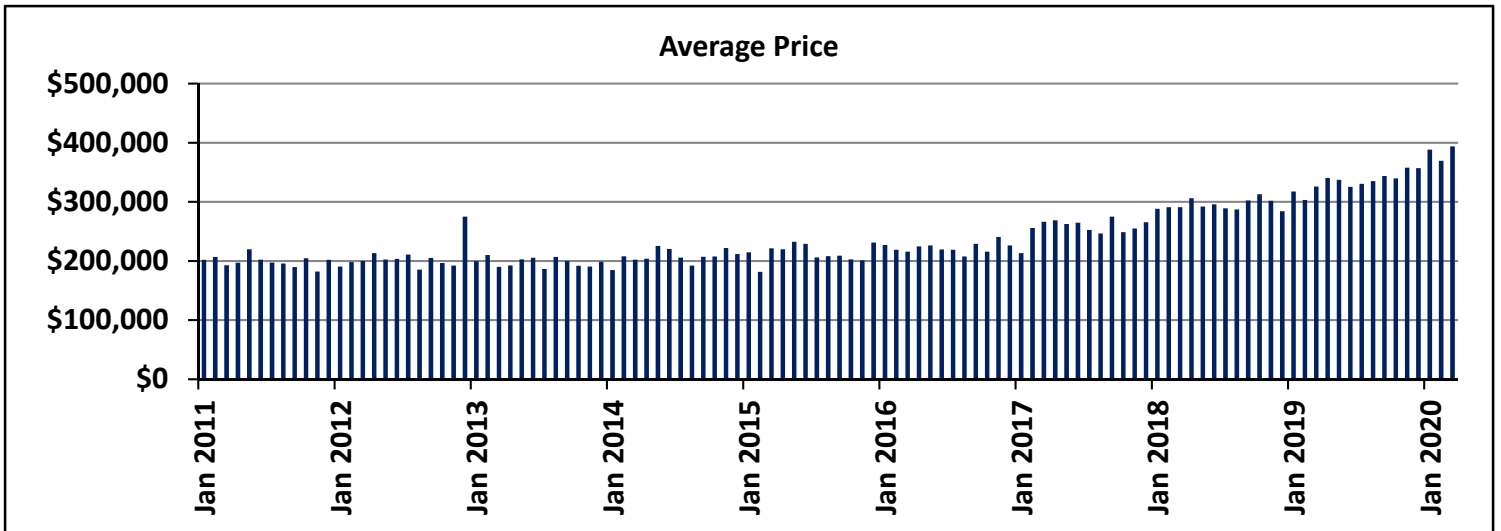
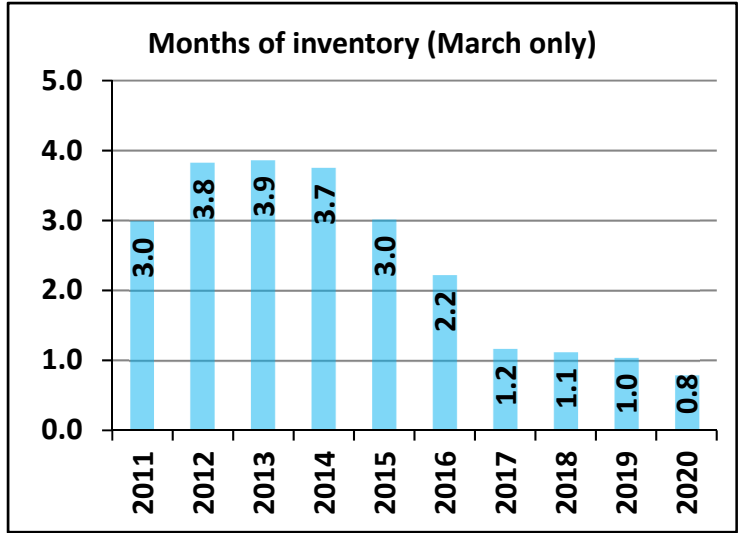
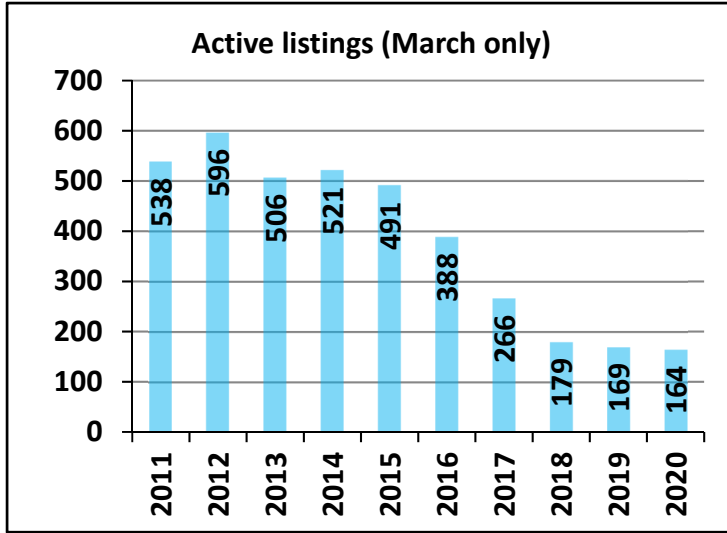
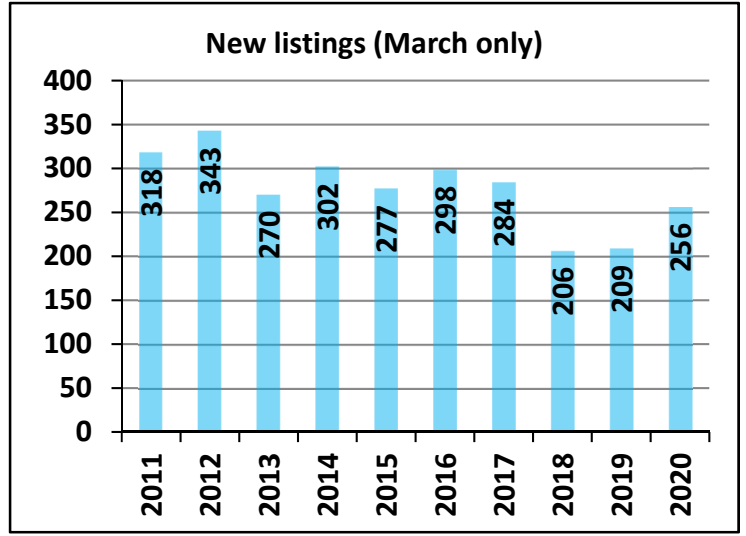
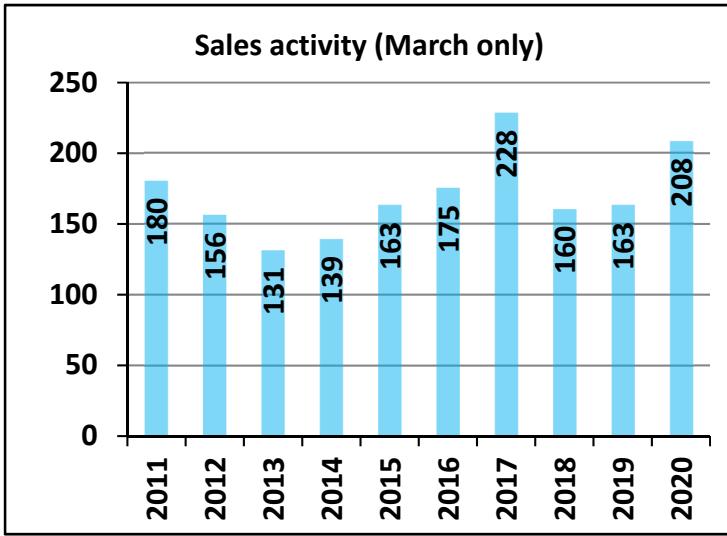
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

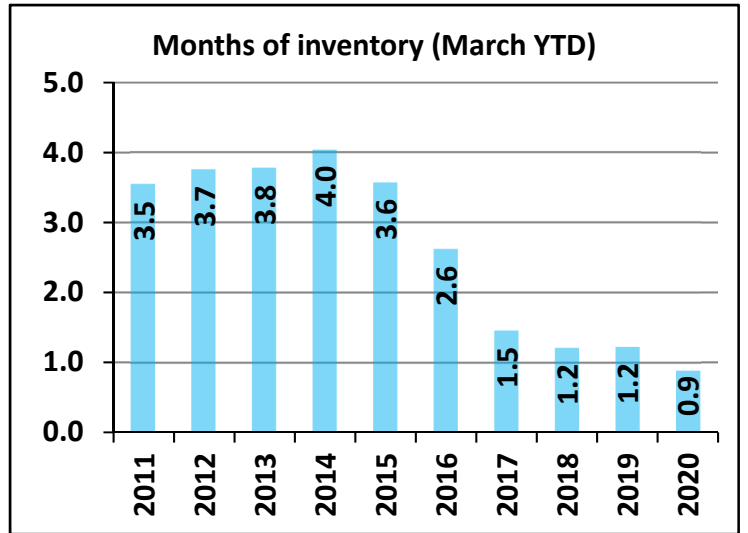
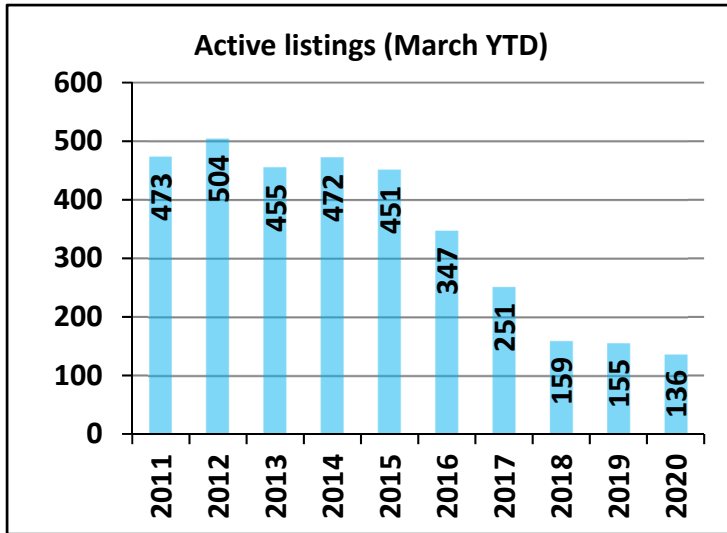
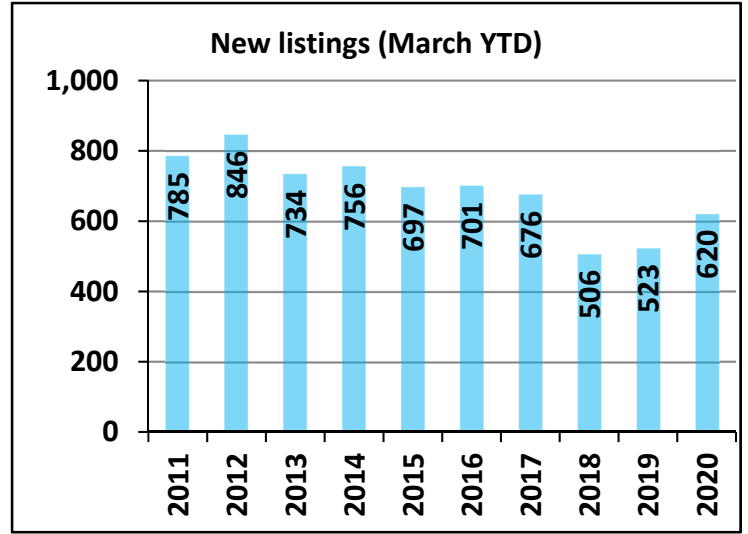
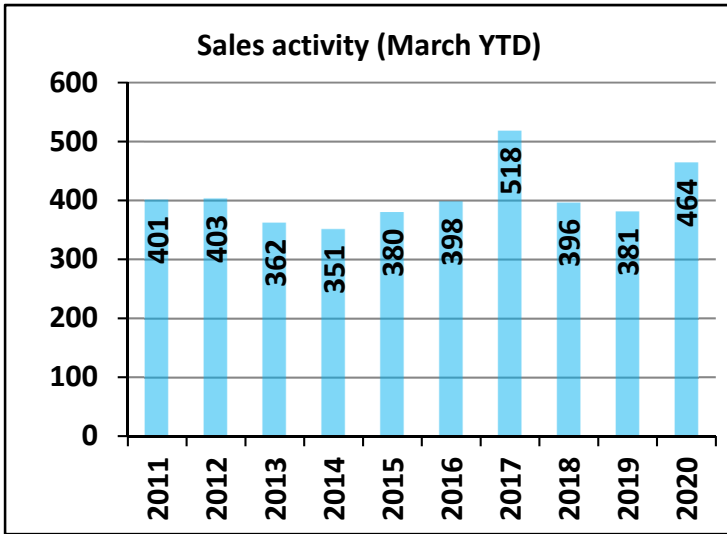
# London East

## Residential Market Activity



# London East

## Residential Market Activity



# London East

## Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
<b>Sales Activity</b>	<b>208</b>	27.6	30.0	-8.8	27.6	58.8	18.9
<b>Dollar Volume</b>	<b>\$81,881,552</b>	54.2	75.9	35.0	127.0	228.9	153.2
<b>New Listings</b>	<b>256</b>	22.5	24.3	-9.9	-7.6	-5.2	-20.7
<b>Active Listings</b>	<b>164</b>	-3.0	-8.4	-38.3	-66.6	-67.6	-64.5
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>81.3</b>	78.0	77.7	80.3	58.8	48.5	54.2
<b>Months of Inventory<sup>2</sup></b>	<b>0.8</b>	1.0	1.1	1.2	3.0	3.9	2.6
<b>Average Price</b>	<b>\$393,661</b>	20.8	35.3	47.9	77.9	107.1	113.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
<b>Sales Activity</b>	<b>464</b>	21.8	17.2	-10.4	22.1	28.2	13.7
<b>Dollar Volume</b>	<b>\$178,569,916</b>	47.8	55.3	37.5	126.1	147.1	139.2
<b>New Listings</b>	<b>620</b>	18.5	22.5	-8.3	-11.0	-15.5	-17.4
<b>Active Listings<sup>3</sup></b>	<b>136</b>	-12.3	-14.5	-45.8	-69.8	-70.1	-65.5
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>74.8</b>	72.8	78.3	76.6	54.5	49.3	54.3
<b>Months of Inventory<sup>5</sup></b>	<b>0.9</b>	1.2	1.2	1.5	3.6	3.8	2.9
<b>Average Price</b>	<b>\$384,849</b>	21.4	32.6	53.5	85.2	92.7	110.3

<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

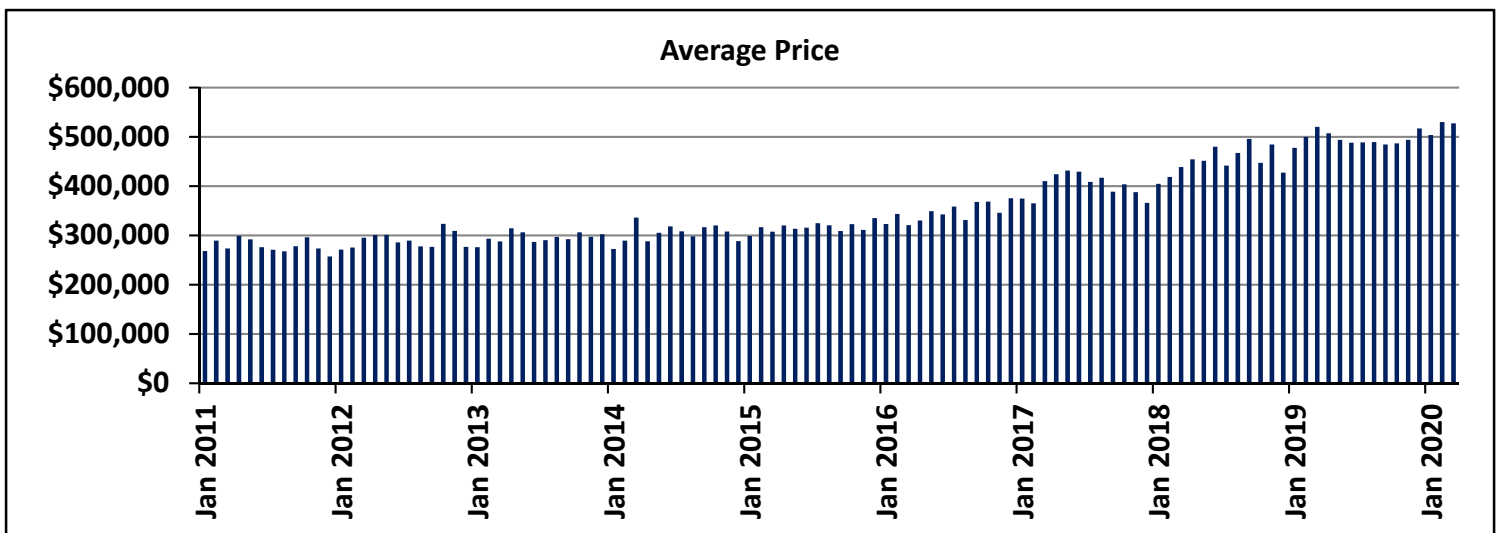
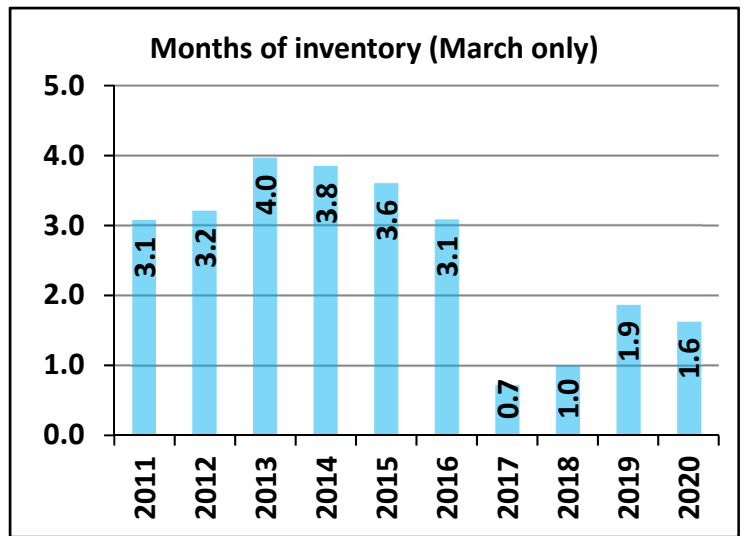
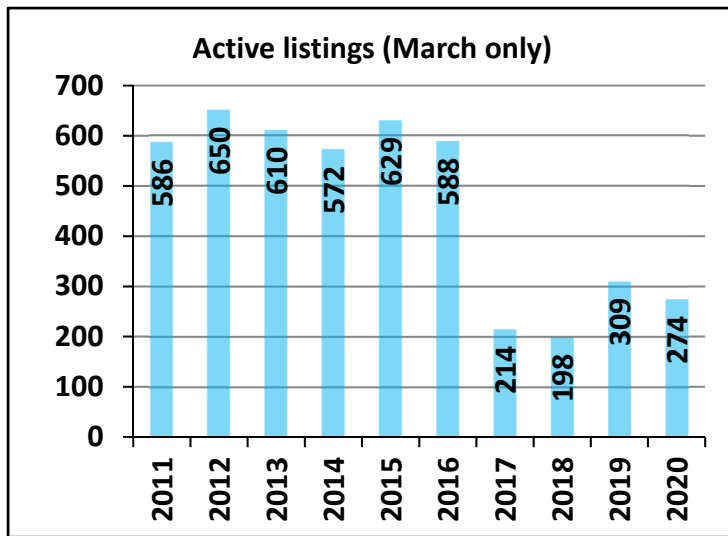
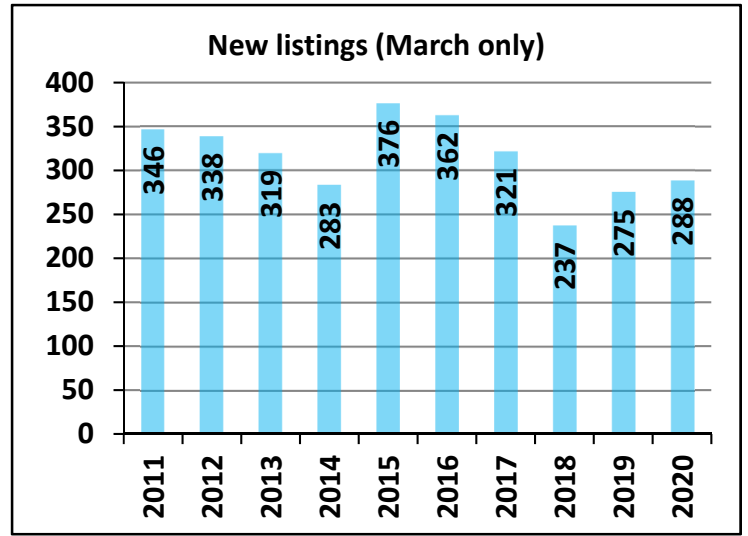
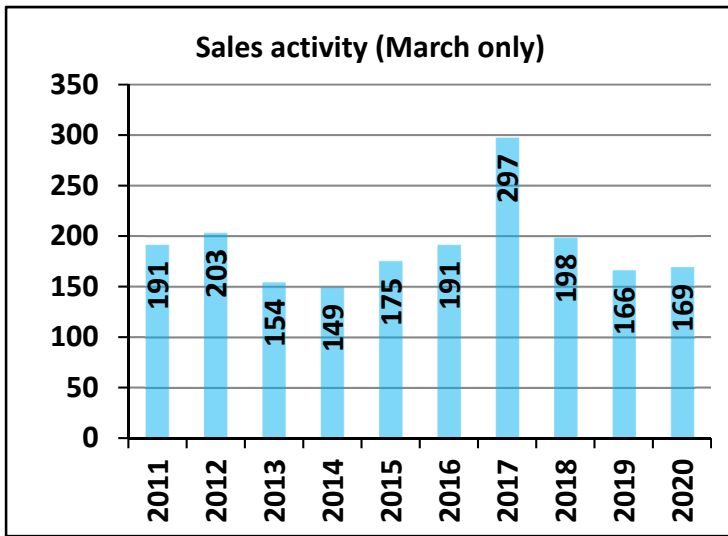
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

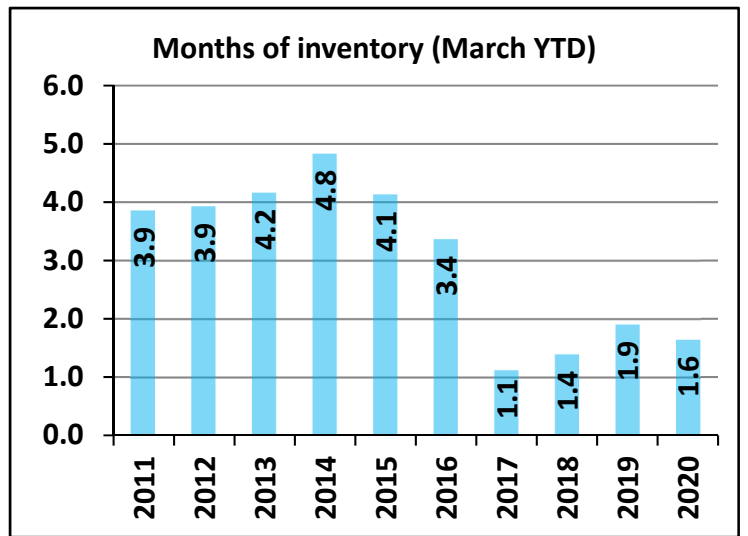
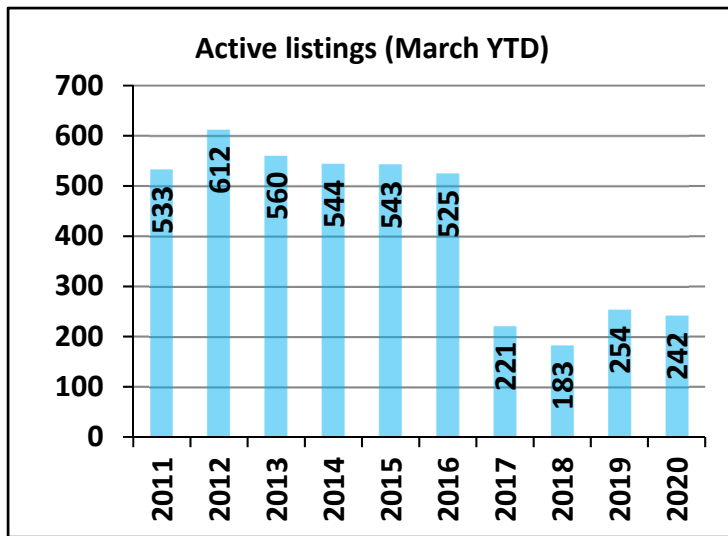
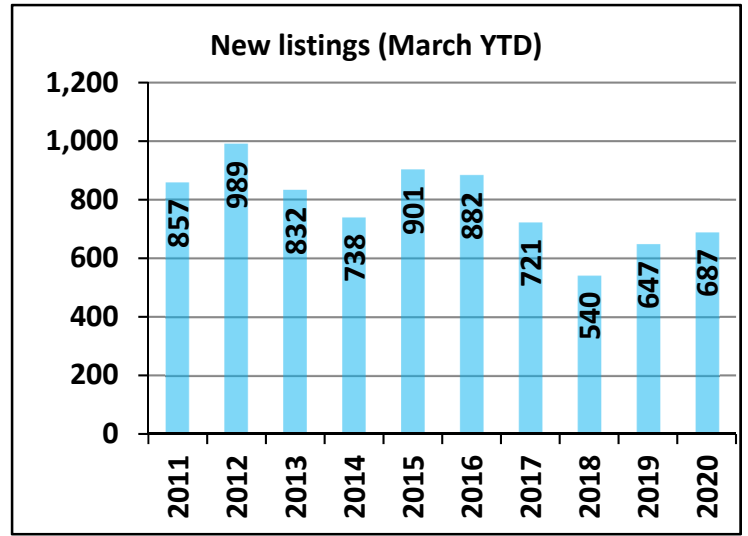
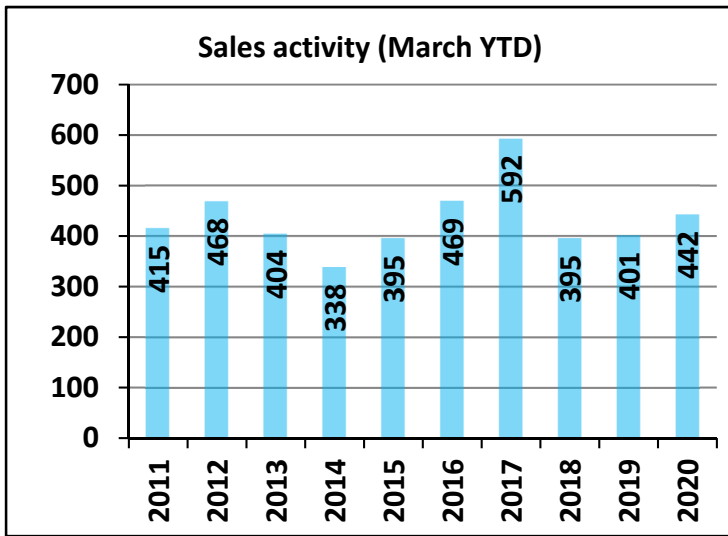
# London North

## Residential Market Activity



# London North

## Residential Market Activity





# London North

## Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
<b>Sales Activity</b>	<b>169</b>	1.8	-14.6	-43.1	-3.4	9.7	-13.3
<b>Dollar Volume</b>	<b>\$89,101,995</b>	3.2	2.6	-26.8	65.6	101.1	72.7
<b>New Listings</b>	<b>288</b>	4.7	21.5	-10.3	-23.4	-9.7	-15.0
<b>Active Listings</b>	<b>274</b>	-11.3	38.4	28.0	-56.4	-55.1	-47.2
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>58.7</b>	60.4	83.5	92.5	46.5	48.3	57.5
<b>Months of Inventory<sup>2</sup></b>	<b>1.6</b>	1.9	1.0	0.7	3.6	4.0	2.7
<b>Average Price</b>	<b>\$527,231</b>	1.4	20.2	28.6	71.5	83.3	99.3

Year-to-date	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
<b>Sales Activity</b>	<b>442</b>	10.2	11.9	-25.3	11.9	9.4	2.1
<b>Dollar Volume</b>	<b>\$230,812,840</b>	14.5	37.3	0.1	89.8	99.1	101.9
<b>New Listings</b>	<b>687</b>	6.2	27.2	-4.7	-23.8	-17.4	-13.1
<b>Active Listings<sup>3</sup></b>	<b>242</b>	-4.7	32.2	9.5	-55.4	-56.8	-46.0
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>64.3</b>	62.0	73.1	82.1	43.8	48.6	54.7
<b>Months of Inventory<sup>5</sup></b>	<b>1.6</b>	1.9	1.4	1.1	4.1	4.2	3.1
<b>Average Price</b>	<b>\$522,201</b>	3.9	22.7	34.0	69.6	82.0	97.8

<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

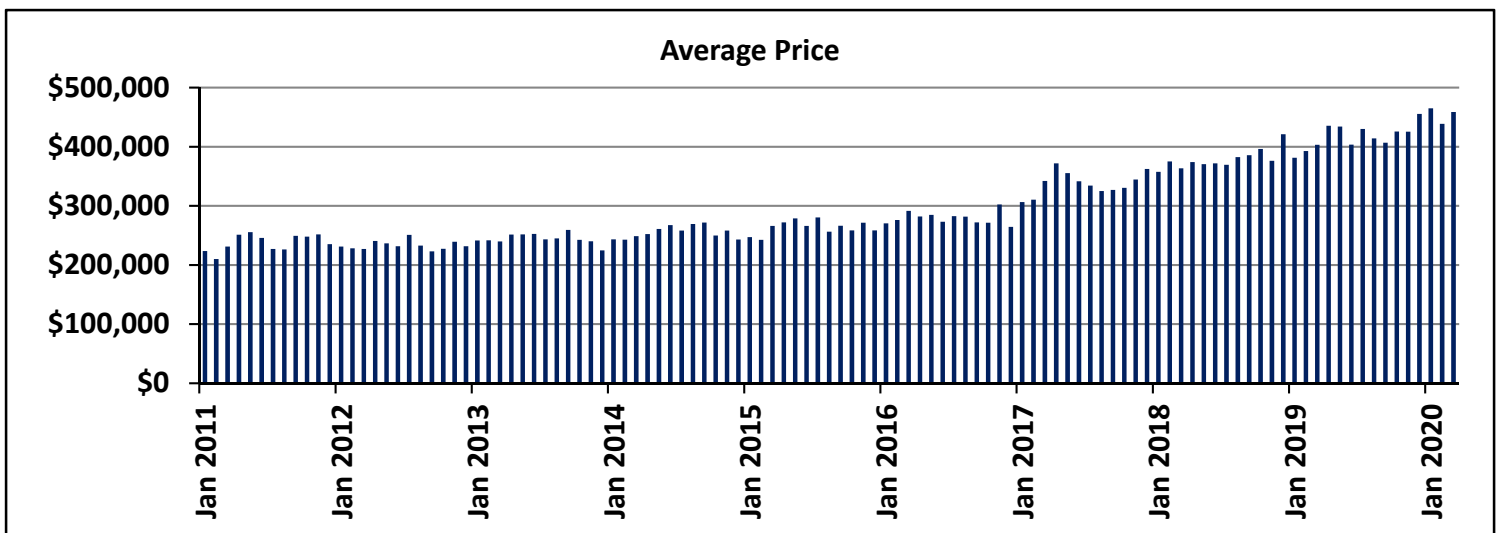
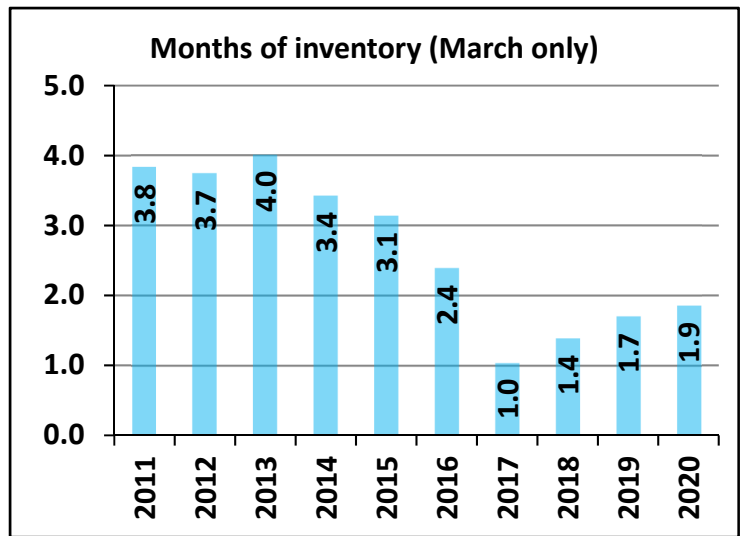
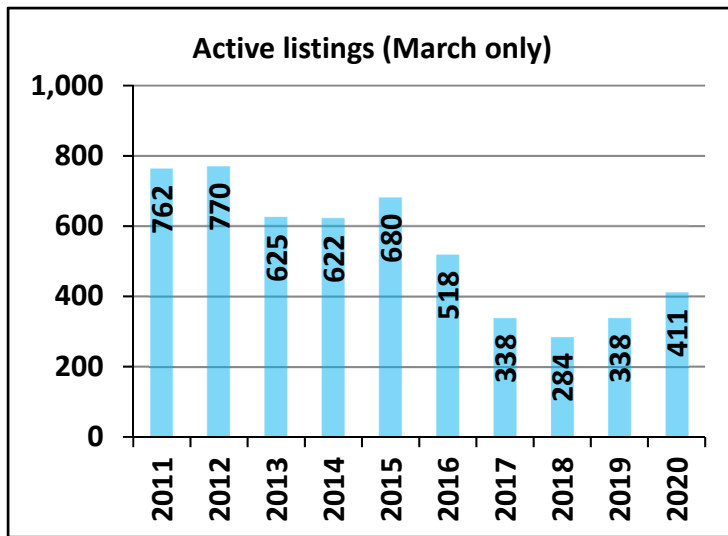
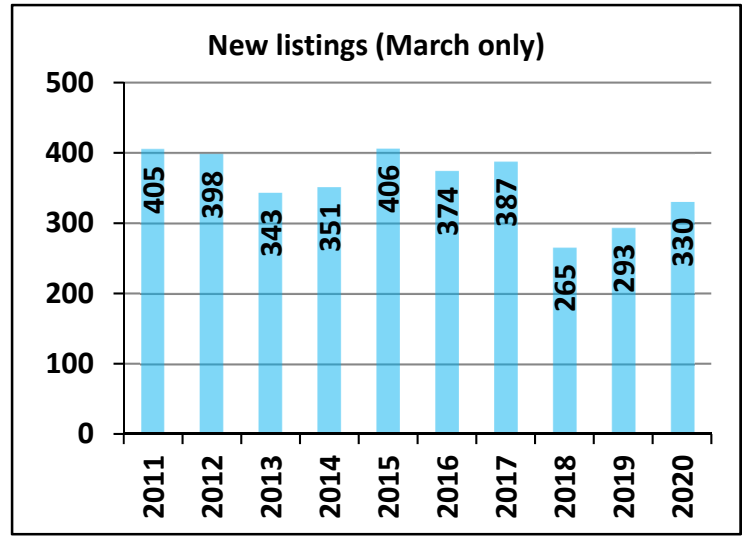
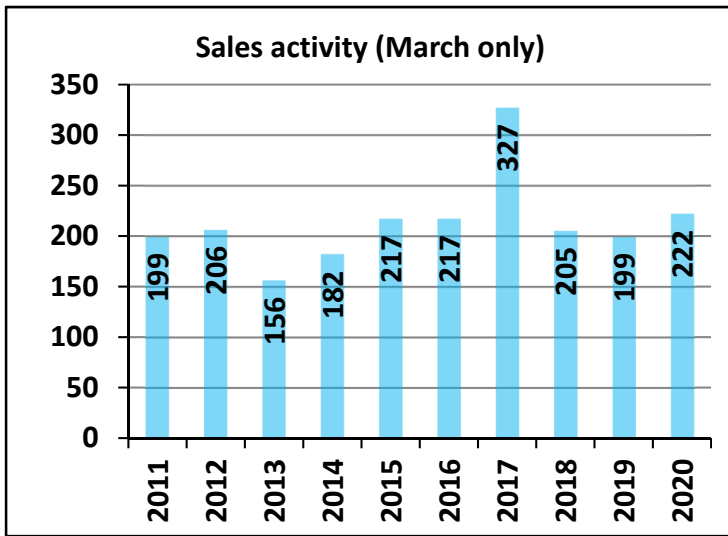
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

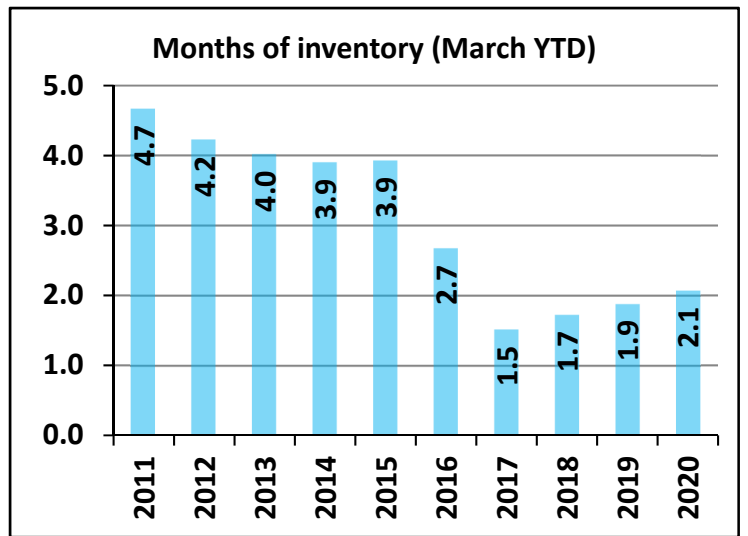
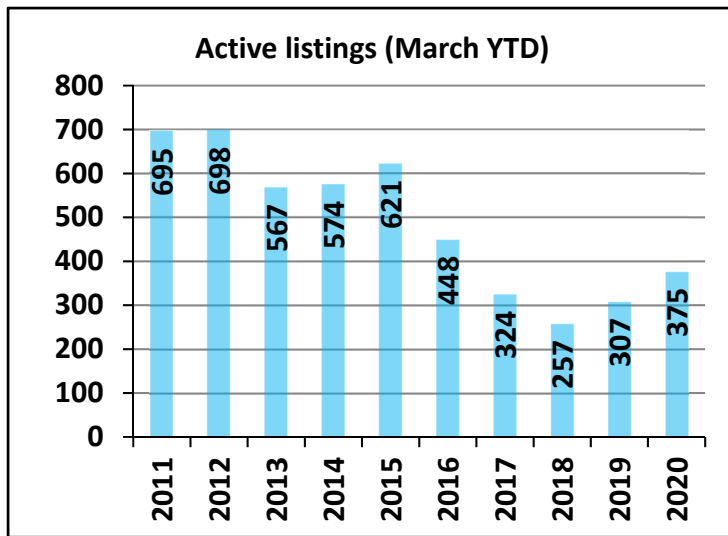
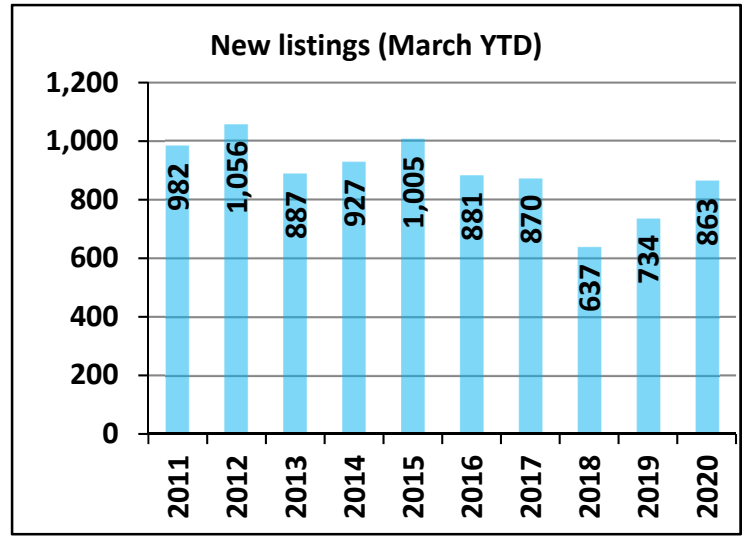
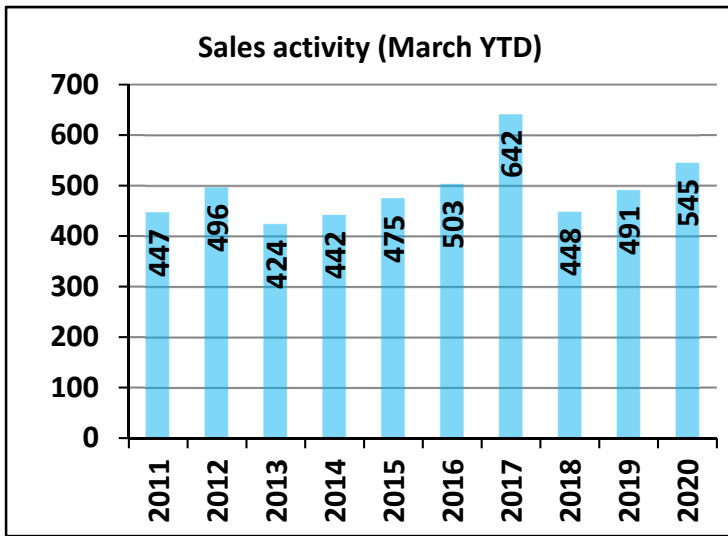
# London South

## Residential Market Activity



# London South

## Residential Market Activity



# London South

## Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
<b>Sales Activity</b>	<b>222</b>	11.6	8.3	-32.1	2.3	42.3	-14.3
<b>Dollar Volume</b>	<b>\$101,823,877</b>	26.9	36.7	-8.9	76.5	172.3	65.1
<b>New Listings</b>	<b>330</b>	12.6	24.5	-14.7	-18.7	-3.8	-29.5
<b>Active Listings</b>	<b>411</b>	21.6	44.7	21.6	-39.6	-34.2	-41.6
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>67.3</b>	67.9	77.4	84.5	53.4	45.5	55.3
<b>Months of Inventory<sup>2</sup></b>	<b>1.9</b>	1.7	1.4	1.0	3.1	4.0	2.7
<b>Average Price</b>	<b>\$458,666</b>	13.8	26.2	34.1	72.5	91.4	92.6

Year-to-date	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
<b>Sales Activity</b>	<b>545</b>	11.0	21.7	-15.1	14.7	28.5	-0.5
<b>Dollar Volume</b>	<b>\$247,148,218</b>	27.7	50.9	18.2	104.6	142.0	92.1
<b>New Listings</b>	<b>863</b>	17.6	35.5	-0.8	-14.1	-2.7	-16.5
<b>Active Listings<sup>3</sup></b>	<b>375</b>	22.1	45.9	15.7	-39.6	-33.9	-39.4
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>63.2</b>	66.9	70.3	73.8	47.3	47.8	53.0
<b>Months of Inventory<sup>5</sup></b>	<b>2.1</b>	1.9	1.7	1.5	3.9	4.0	3.4
<b>Average Price</b>	<b>\$453,483</b>	15.1	24.1	39.3	78.3	88.3	93.2

<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

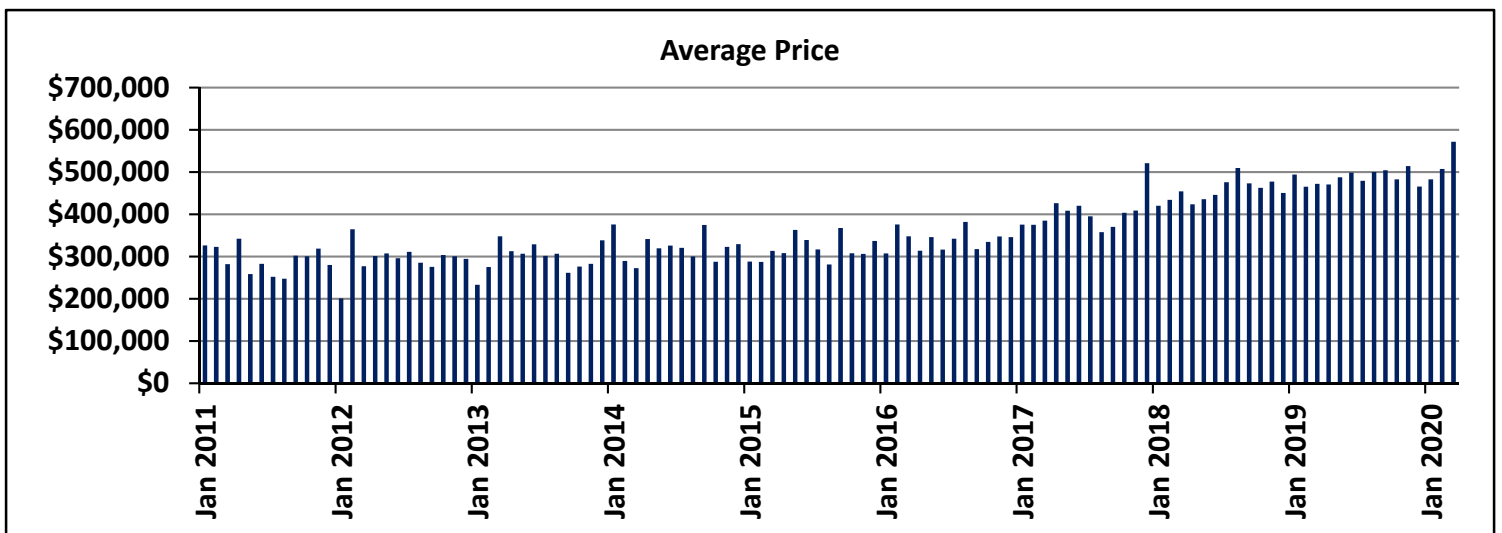
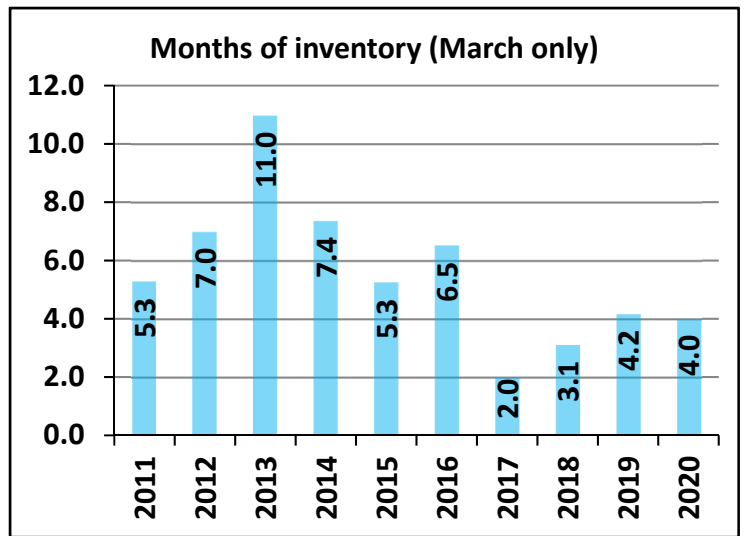
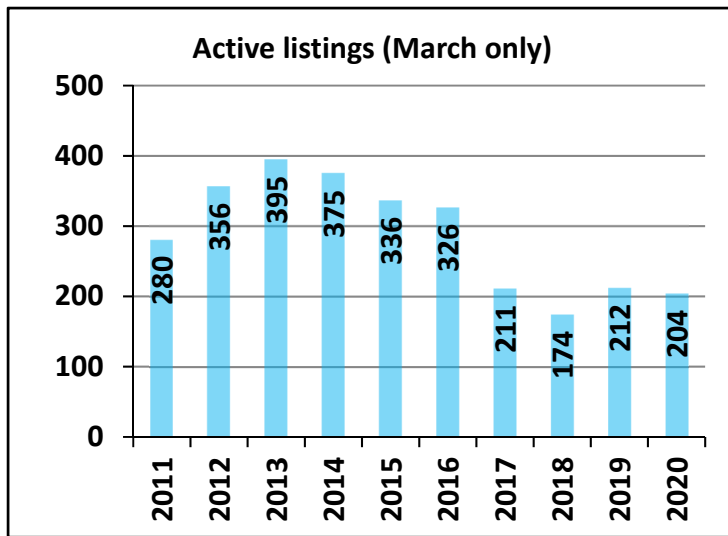
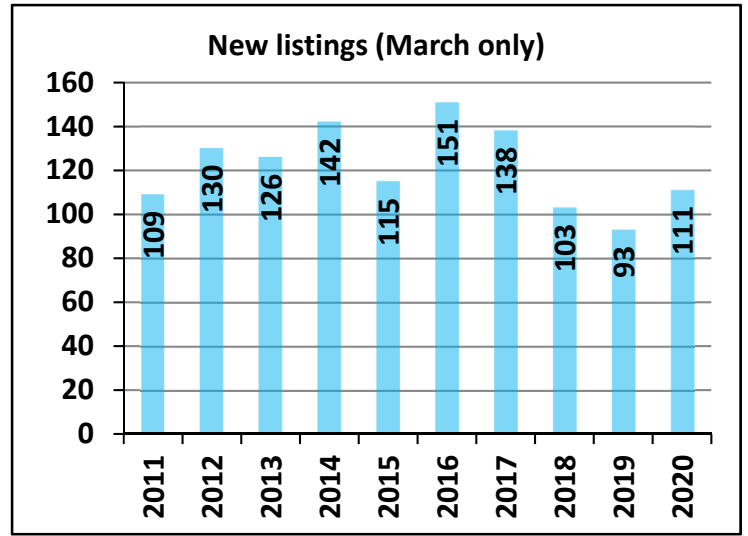
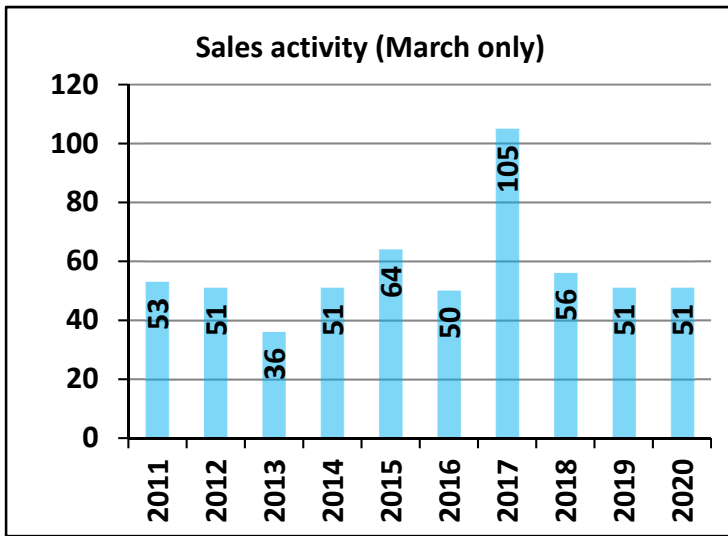
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

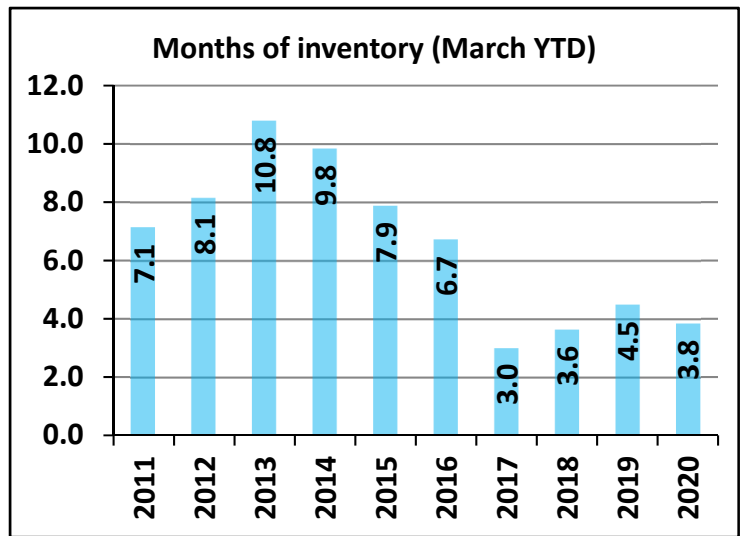
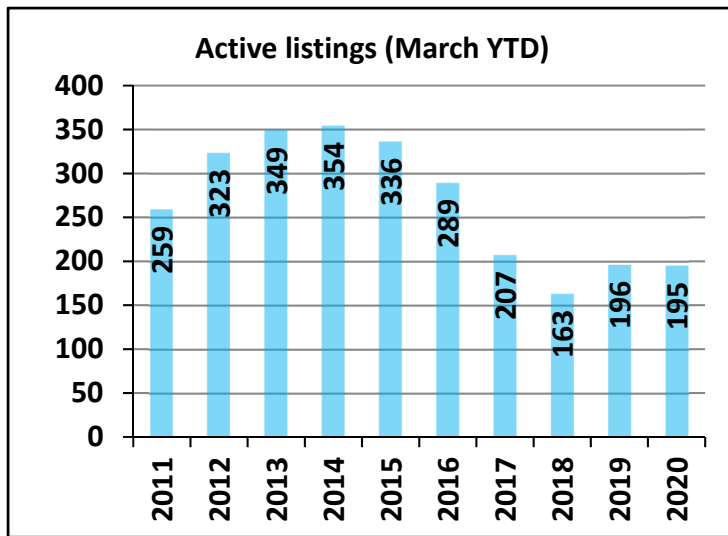
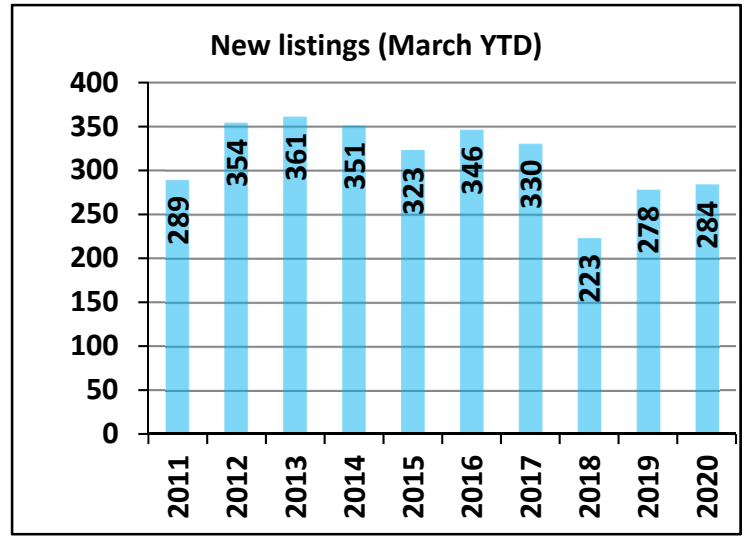
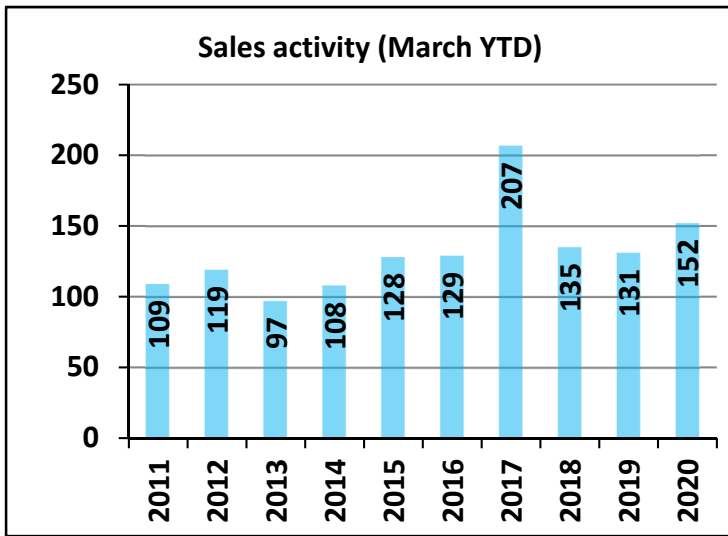
# Middlesex County

## Residential Market Activity



# Middlesex County

## Residential Market Activity



# Middlesex County

## Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
<b>Sales Activity</b>	<b>51</b>	0.0	-8.9	-51.4	-20.3	41.7	21.4
<b>Dollar Volume</b>	<b>\$29,157,460</b>	21.1	14.7	-27.8	45.3	132.9	106.2
<b>New Listings</b>	<b>111</b>	19.4	7.8	-19.6	-3.5	-11.9	-14.0
<b>Active Listings</b>	<b>204</b>	-3.8	17.2	-3.3	-39.3	-48.4	-37.0
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>45.9</b>	54.8	54.4	76.1	55.7	28.6	32.6
<b>Months of Inventory<sup>2</sup></b>	<b>4.0</b>	4.2	3.1	2.0	5.3	11.0	7.7
<b>Average Price</b>	<b>\$571,715</b>	21.1	25.9	48.6	82.4	64.4	69.8

Year-to-date	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
<b>Sales Activity</b>	<b>152</b>	16.0	12.6	-26.6	18.8	56.7	19.7
<b>Dollar Volume</b>	<b>\$79,186,966</b>	27.1	33.8	0.7	105.8	181.6	113.9
<b>New Listings</b>	<b>284</b>	2.2	27.4	-13.9	-12.1	-21.3	-5.3
<b>Active Listings<sup>3</sup></b>	<b>195</b>	-0.5	19.6	-5.8	-42.0	-44.1	-32.5
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>53.5</b>	47.1	60.5	62.7	39.6	26.9	42.3
<b>Months of Inventory<sup>5</sup></b>	<b>3.8</b>	4.5	3.6	3.0	7.9	10.8	6.8
<b>Average Price</b>	<b>\$520,967</b>	9.5	18.8	37.1	73.3	79.7	78.8

<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

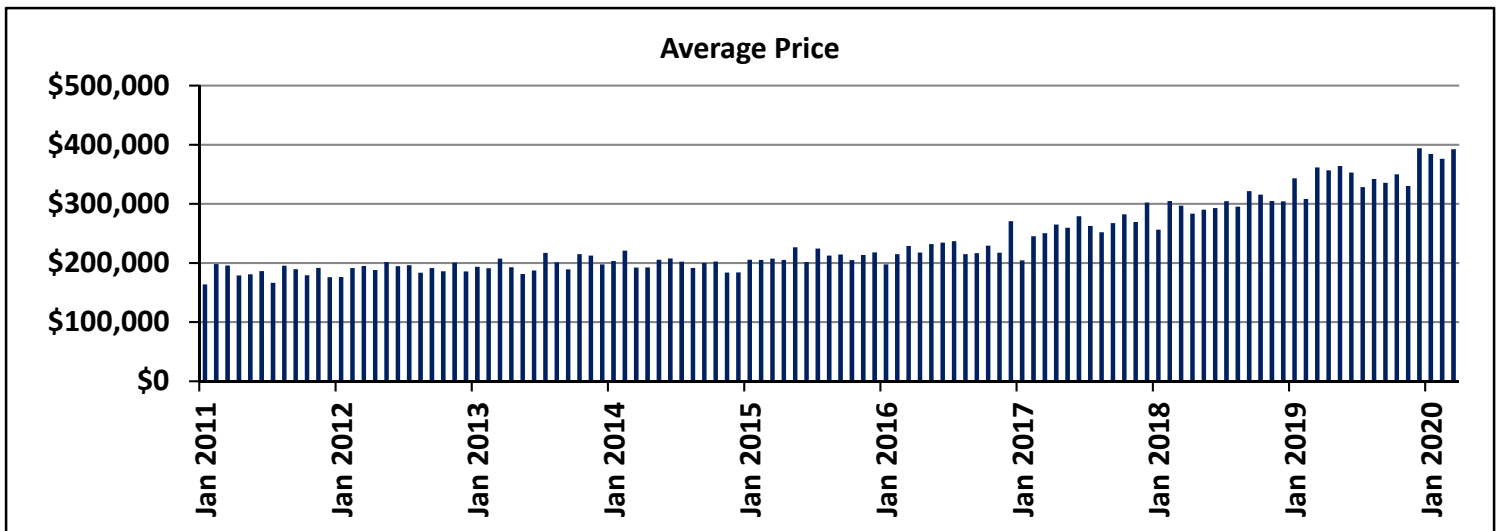
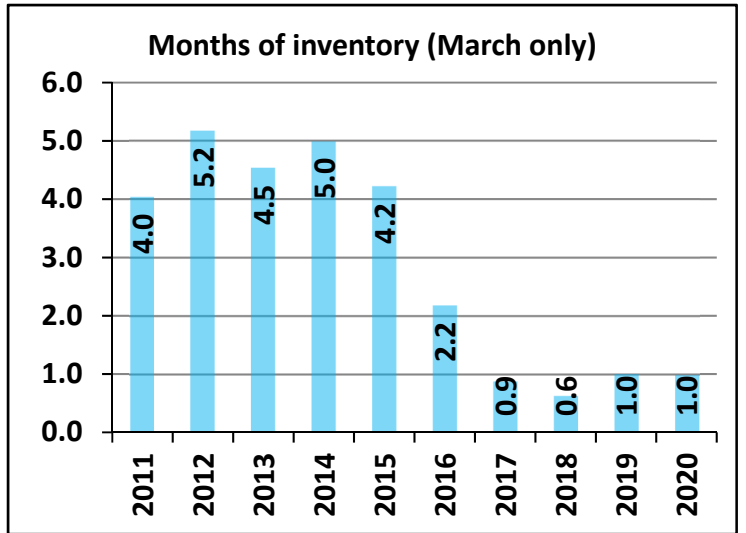
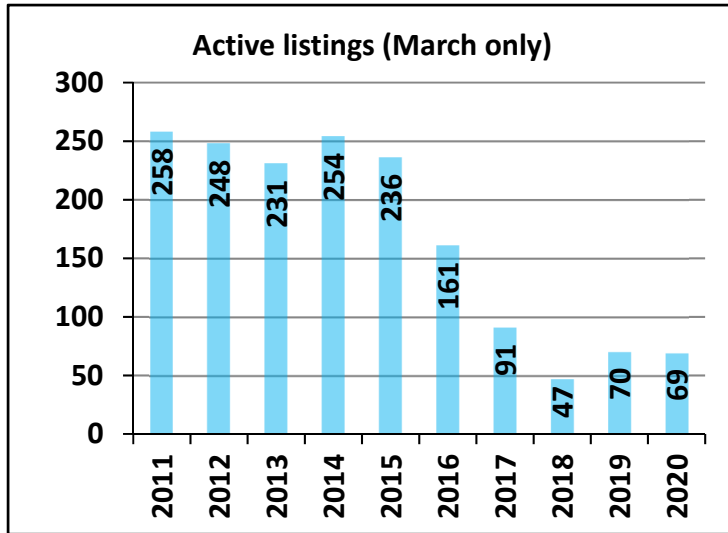
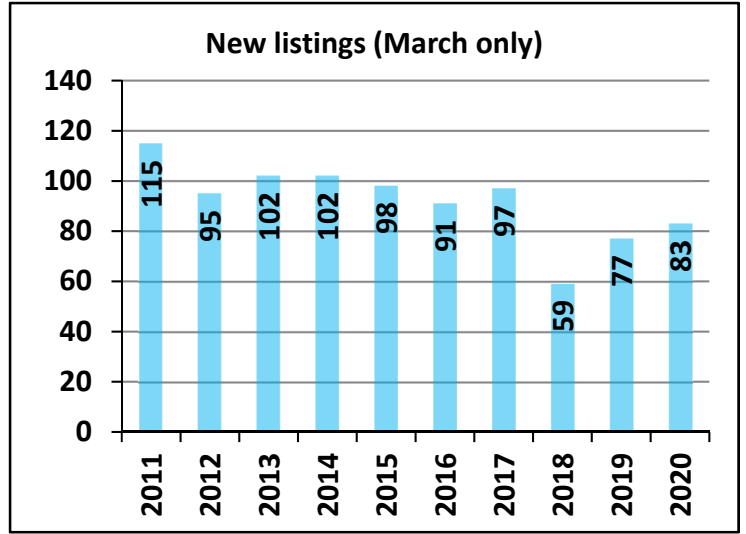
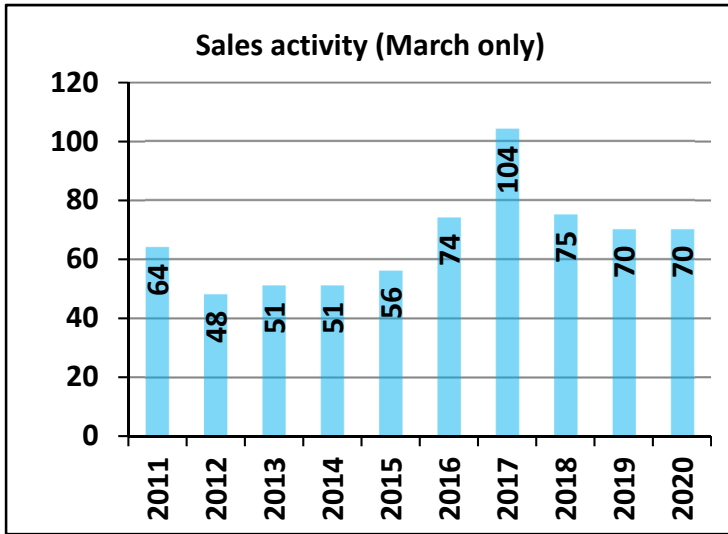
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



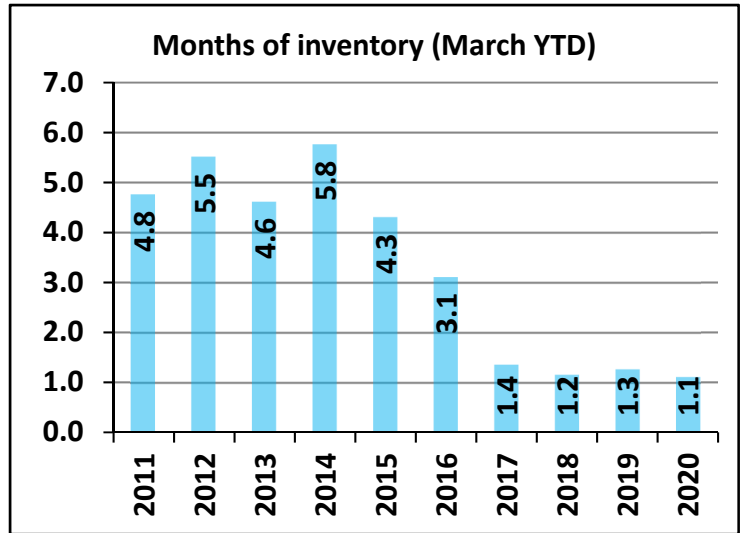
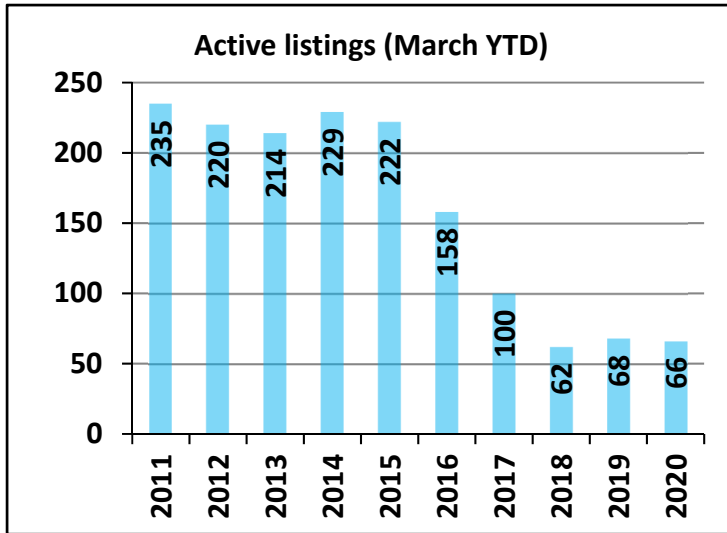
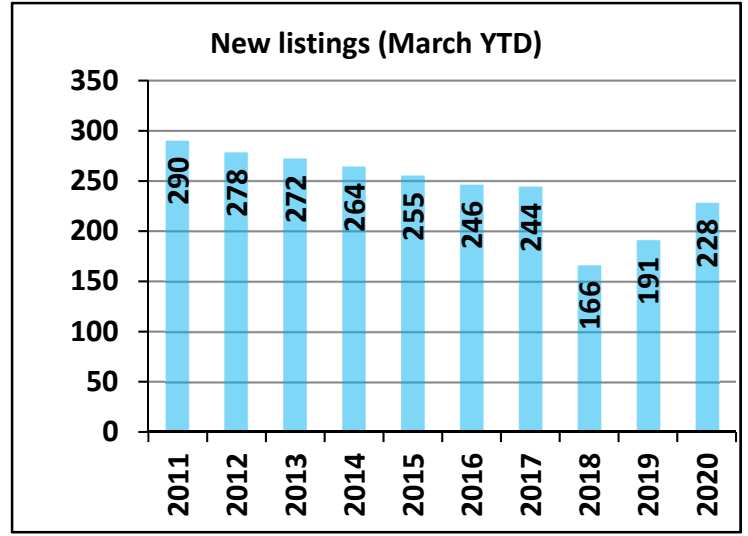
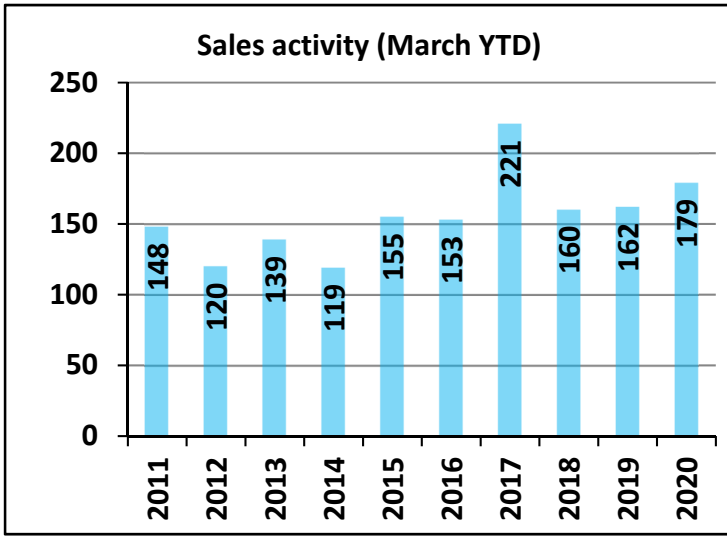
# St. Thomas

## Residential Market Activity



# St. Thomas

## Residential Market Activity



# St. Thomas

## Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
<b>Sales Activity</b>	<b>70</b>	0.0	-6.7	-32.7	25.0	37.3	16.7
<b>Dollar Volume</b>	<b>\$27,453,726</b>	8.5	23.4	5.5	136.5	159.7	155.1
<b>New Listings</b>	<b>83</b>	7.8	40.7	-14.4	-15.3	-18.6	-27.8
<b>Active Listings</b>	<b>69</b>	-1.4	46.8	-24.2	-70.8	-70.1	-71.6
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>84.3</b>	90.9	127.1	107.2	57.1	50.0	52.2
<b>Months of Inventory<sup>2</sup></b>	<b>1.0</b>	1.0	0.6	0.9	4.2	4.5	4.1
<b>Average Price</b>	<b>\$392,196</b>	8.5	32.2	56.7	89.2	89.2	118.6

Year-to-date	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
<b>Sales Activity</b>	<b>179</b>	10.5	11.9	-19.0	15.5	28.8	28.8
<b>Dollar Volume</b>	<b>\$68,786,793</b>	24.2	47.9	30.7	115.6	150.3	183.6
<b>New Listings</b>	<b>228</b>	19.4	37.3	-6.6	-10.6	-16.2	-14.3
<b>Active Listings<sup>3</sup></b>	<b>66</b>	-2.9	6.5	-34.0	-70.3	-69.2	-70.7
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>78.5</b>	84.8	96.4	90.6	60.8	51.1	52.3
<b>Months of Inventory<sup>5</sup></b>	<b>1.1</b>	1.3	1.2	1.4	4.3	4.6	4.8
<b>Average Price</b>	<b>\$384,284</b>	12.4	32.2	61.4	86.7	94.4	120.2

<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

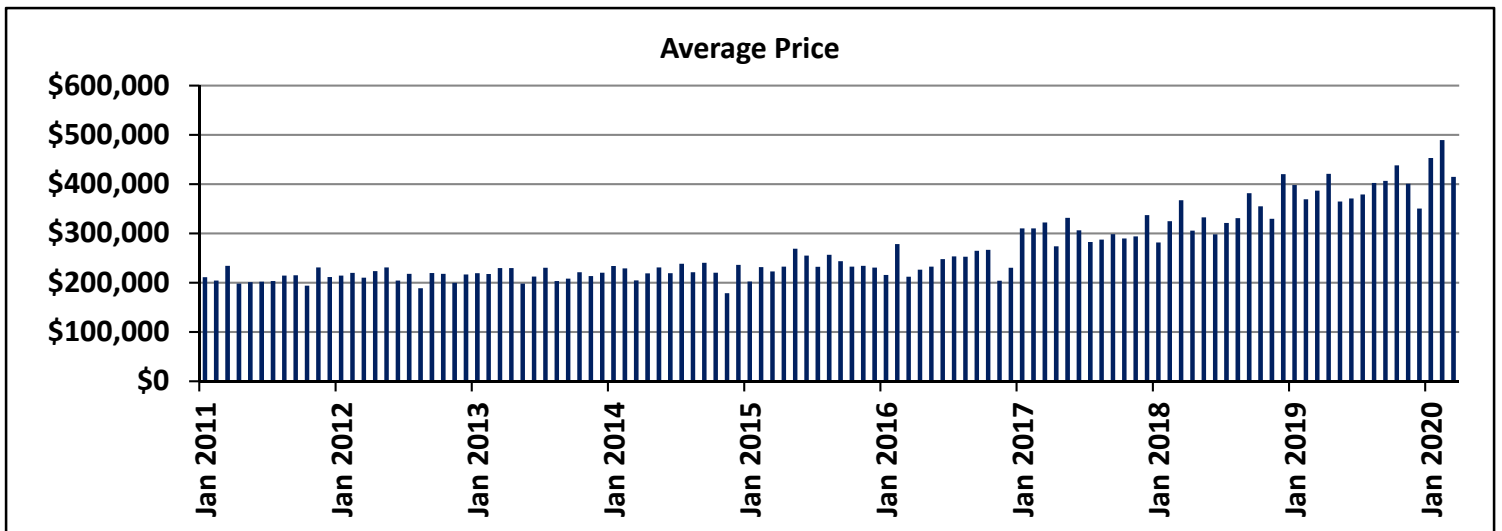
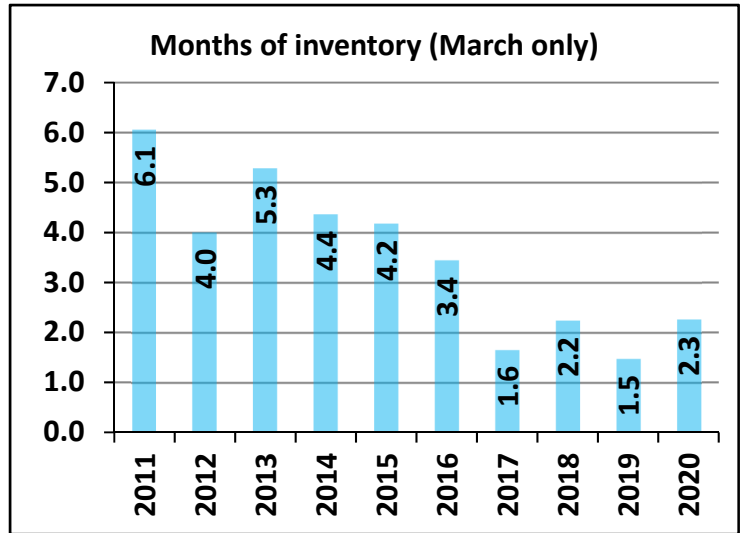
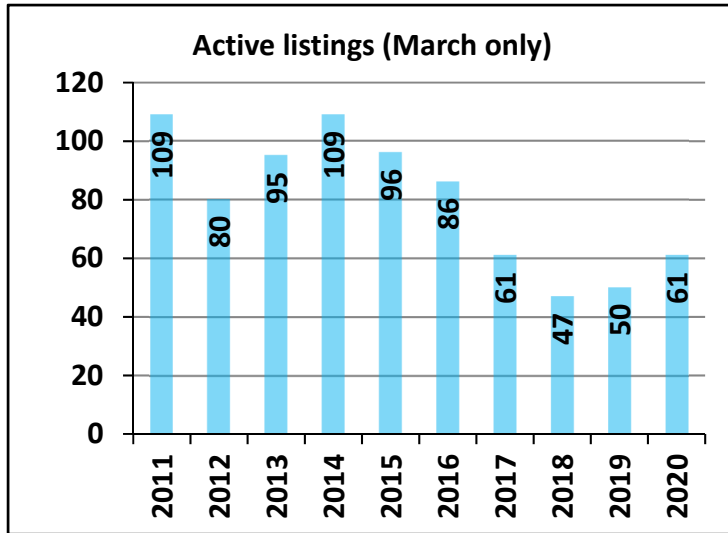
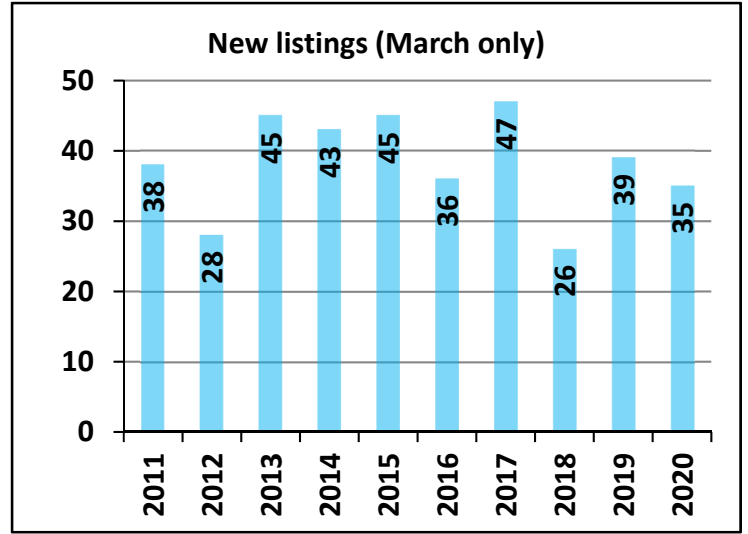
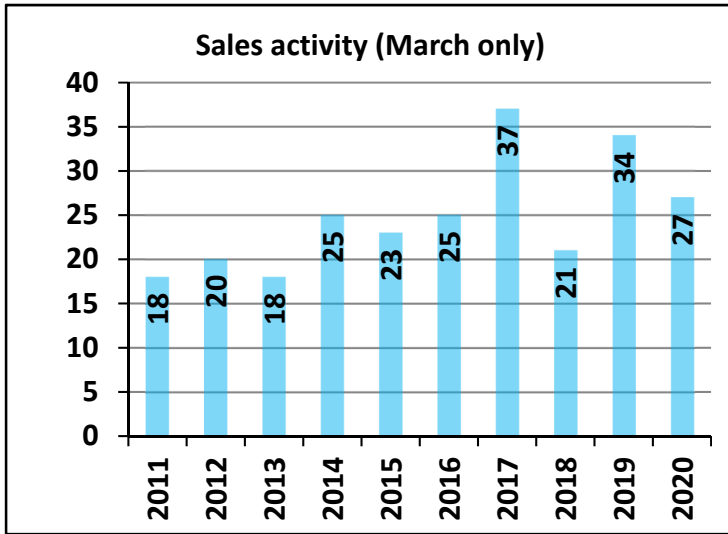
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

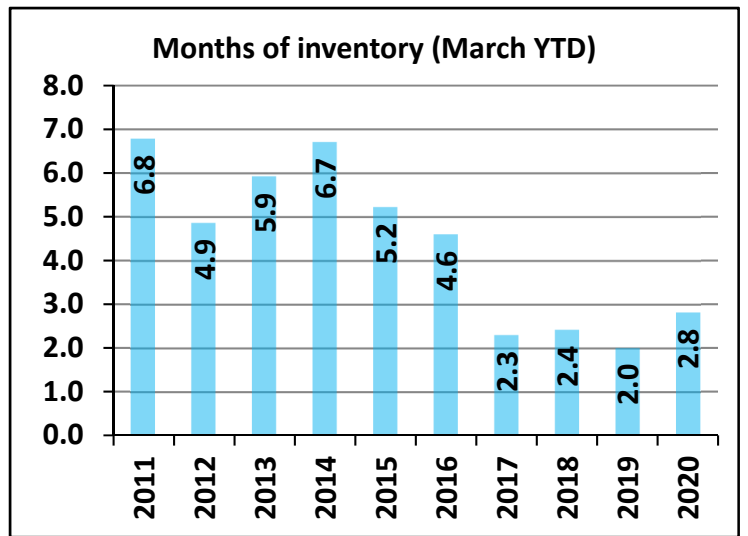
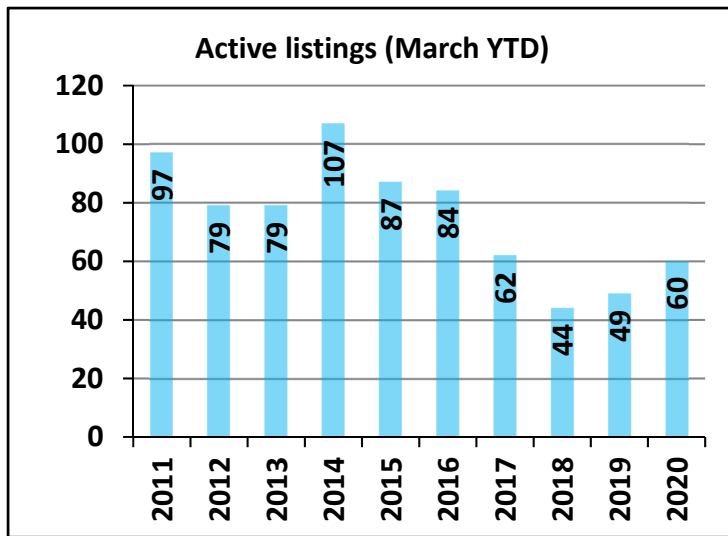
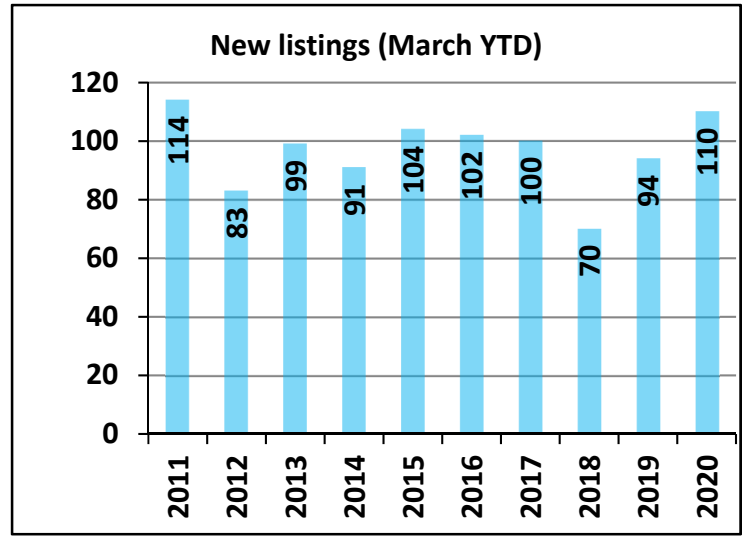
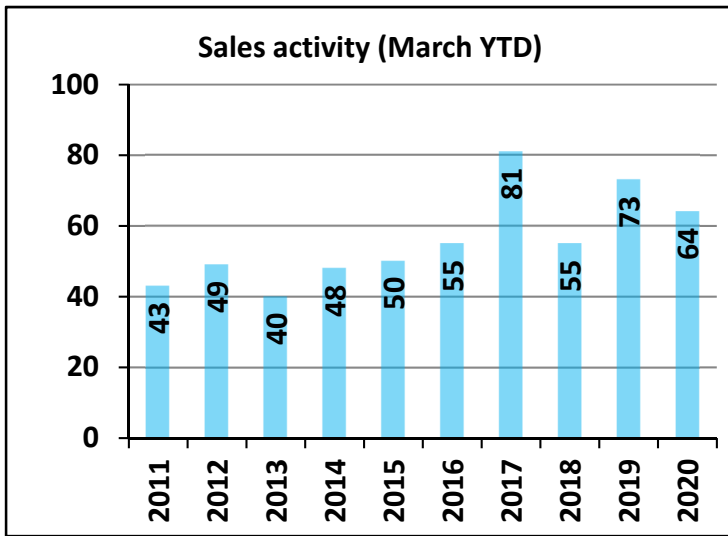
# Strathroy

## Residential Market Activity



# Strathroy

## Residential Market Activity



# Strathroy

## Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
<b>Sales Activity</b>	<b>27</b>	-20.6	28.6	-27.0	17.4	50.0	8.0
<b>Dollar Volume</b>	<b>\$11,192,310</b>	-14.9	45.2	-6.1	118.6	170.9	115.0
<b>New Listings</b>	<b>35</b>	-10.3	34.6	-25.5	-22.2	-22.2	-16.7
<b>Active Listings</b>	<b>61</b>	22.0	29.8	0.0	-36.5	-35.8	-31.5
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>77.1</b>	87.2	80.8	78.7	51.1	40.0	59.5
<b>Months of Inventory<sup>2</sup></b>	<b>2.3</b>	1.5	2.2	1.6	4.2	5.3	3.6
<b>Average Price</b>	<b>\$414,530</b>	7.2	12.9	28.7	86.2	80.6	99.1

Year-to-date	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
<b>Sales Activity</b>	<b>64</b>	-12.3	16.4	-21.0	28.0	60.0	14.3
<b>Dollar Volume</b>	<b>\$28,753,088</b>	2.4	60.4	12.5	156.8	221.8	156.1
<b>New Listings</b>	<b>110</b>	17.0	57.1	10.0	5.8	11.1	8.9
<b>Active Listings<sup>3</sup></b>	<b>60</b>	22.4	36.4	-3.2	-31.0	-24.1	-29.4
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>58.2</b>	77.7	78.6	81.0	48.1	40.4	55.4
<b>Months of Inventory<sup>5</sup></b>	<b>2.8</b>	2.0	2.4	2.3	5.2	5.9	4.5
<b>Average Price</b>	<b>\$449,267</b>	16.7	37.8	42.4	100.6	101.1	124.1

<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