



# Residential Market Activity

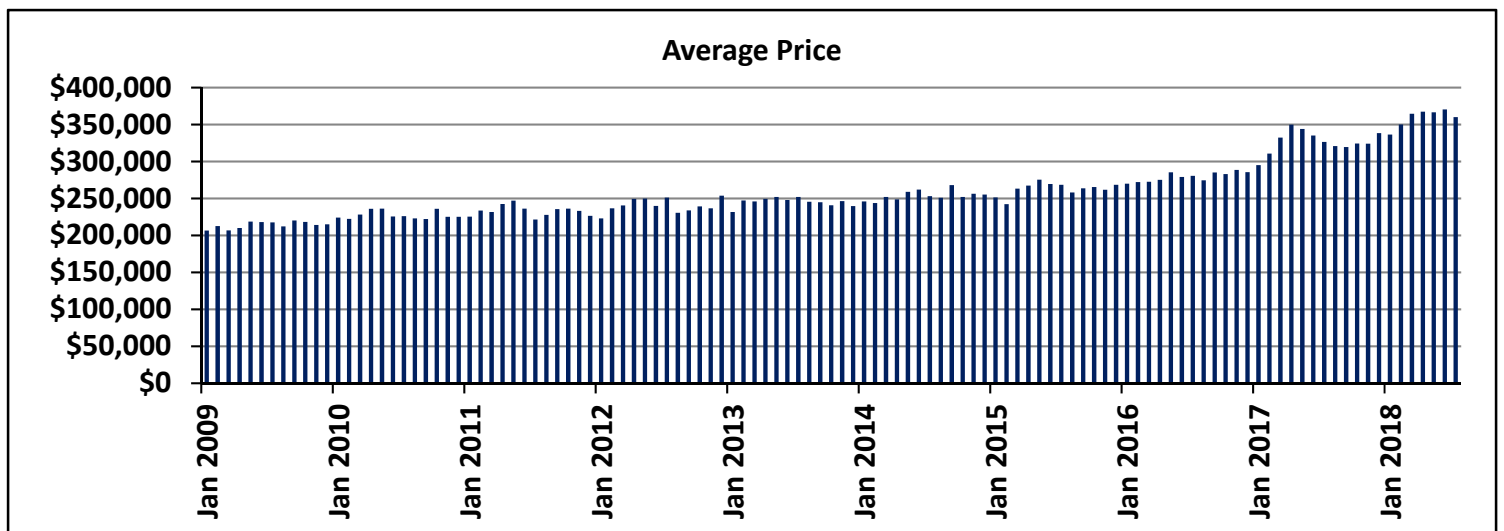
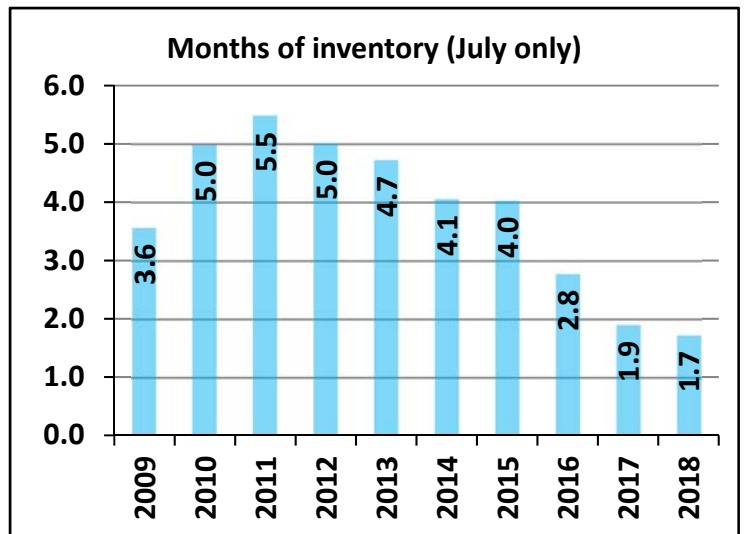
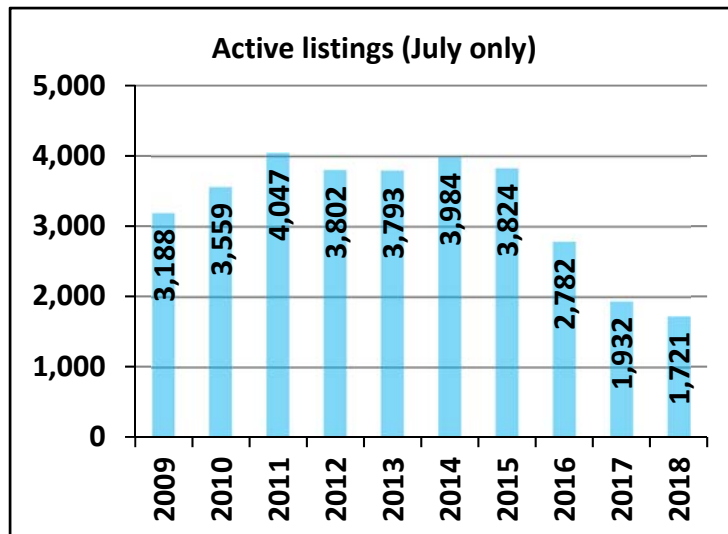
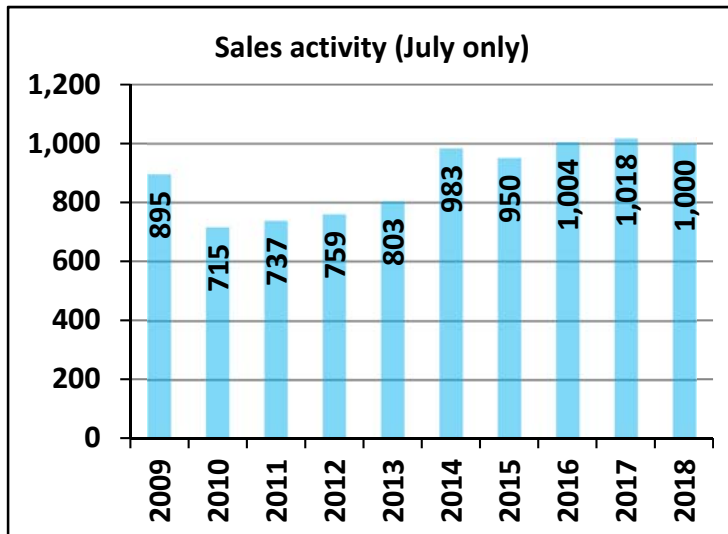
July 2018



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

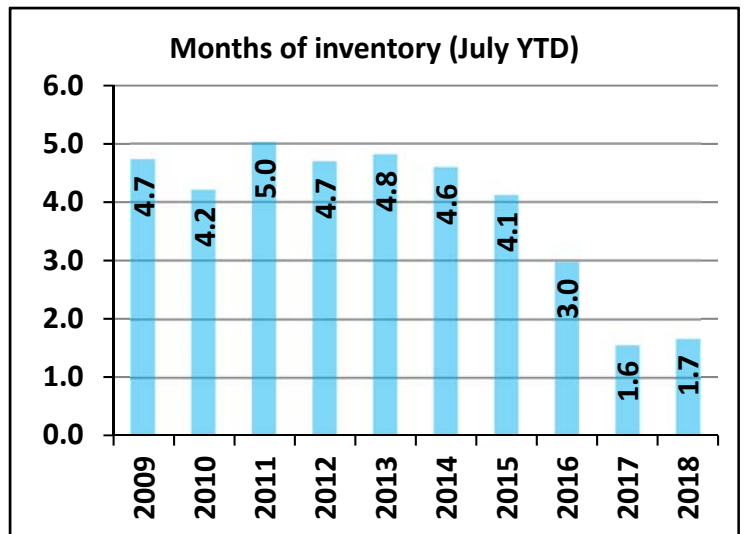
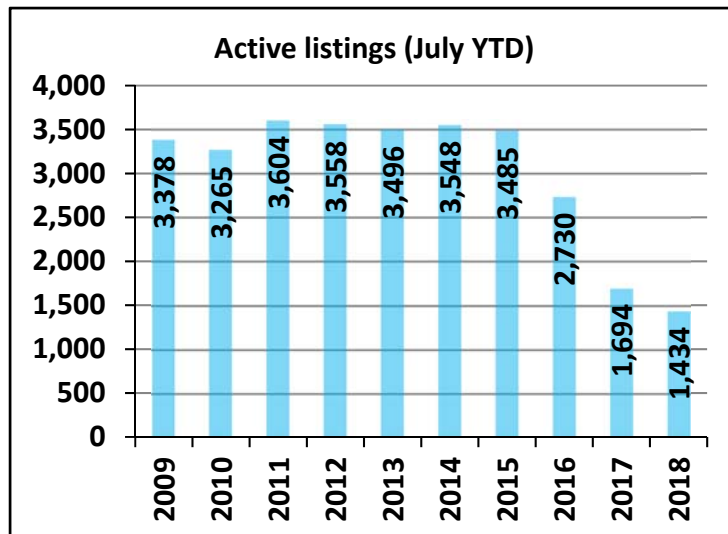
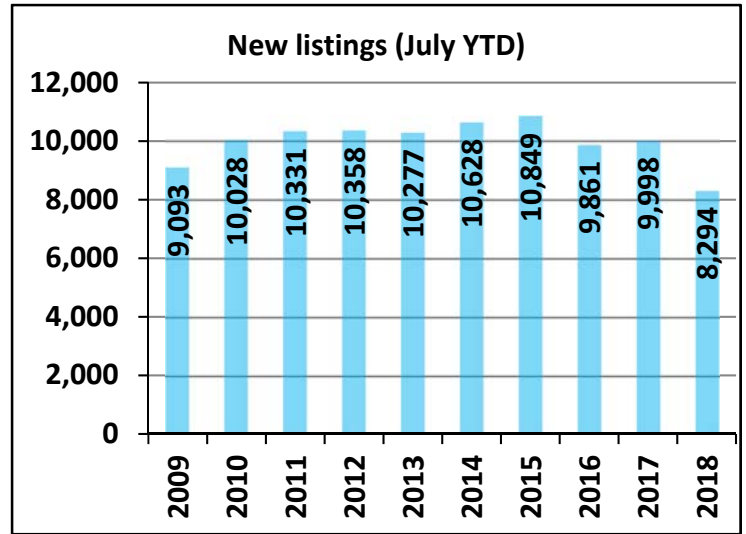
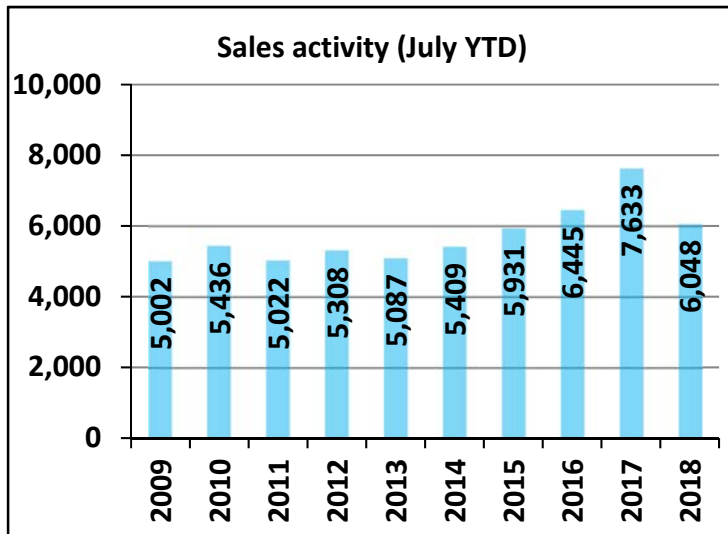
# London and St. Thomas

## Residential Market Activity



# London and St. Thomas

## Residential Market Activity



# London and St. Thomas

## Residential Market Activity

| Actual                                   | July 2018     | Compared to <sup>6</sup> |             |             |             |             |              |
|------------------------------------------|---------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|                                          |               | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|                                          |               | July 2017                | July 2016   | July 2015   | July 2013   | July 2011   | July 2008    |
| Sales Activity                           | 1,000         | -1.8                     | -0.4        | 5.3         | 24.5        | 35.7        | 3.5          |
| Dollar Volume                            | \$360,068,210 | 8.3                      | 27.8        | 41.2        | 78.0        | 120.6       | 74.1         |
| New Listings                             | 1,268         | -11.3                    | 4.2         | -18.3       | -10.6       | -5.2        | -19.8        |
| Active Listings                          | 1,721         | -10.9                    | -38.1       | -55.0       | -54.6       | -57.5       | -53.6        |
| Sales to New Listings Ratio <sup>1</sup> | 78.9          | 71.2                     | 82.5        | 61.2        | 56.6        | 55.1        | 61.1         |
| Months of Inventory <sup>2</sup>         | 1.7           | 1.9                      | 2.8         | 4.0         | 4.7         | 5.5         | 3.8          |
| Average Price                            | \$360,068     | 10.3                     | 28.3        | 34.2        | 42.9        | 62.6        | 68.2         |

| Year-to-date                             | July 2018       | Compared to <sup>6</sup> |               |               |               |               |               |
|------------------------------------------|-----------------|--------------------------|---------------|---------------|---------------|---------------|---------------|
|                                          |                 | 1 year ago               | 2 years ago   | 3 years ago   | 5 years ago   | 7 years ago   | 10 years ago  |
|                                          |                 | July 2017 YTD            | July 2016 YTD | July 2015 YTD | July 2013 YTD | July 2011 YTD | July 2008 YTD |
| Sales Activity                           | 6,048           | -20.8                    | -6.2          | 2.0           | 18.9          | 20.4          | 7.2           |
| Dollar Volume                            | \$2,190,621,503 | -13.6                    | 22.5          | 39.2          | 73.8          | 85.7          | 81.7          |
| New Listings                             | 8,294           | -17.0                    | -15.9         | -23.6         | -19.3         | -19.7         | -21.7         |
| Active Listings <sup>3</sup>             | 1,434           | -15.3                    | -47.5         | -58.9         | -59.0         | -60.2         | -56.1         |
| Sales to New Listings Ratio <sup>4</sup> | 72.9            | 76.3                     | 65.4          | 54.7          | 49.5          | 48.6          | 53.3          |
| Months of Inventory <sup>5</sup>         | 1.7             | 1.6                      | 3.0           | 4.1           | 4.8           | 5.0           | 4.1           |
| Average Price                            | \$362,206       | 9.0                      | 30.5          | 36.5          | 46.2          | 54.2          | 69.5          |

<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

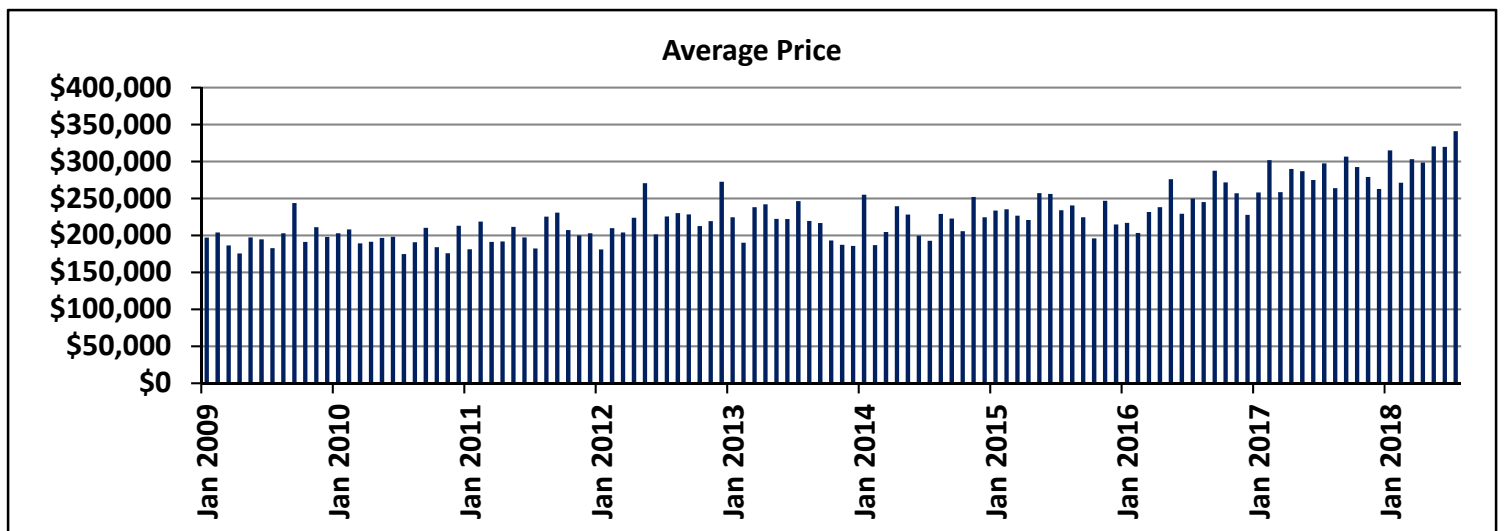
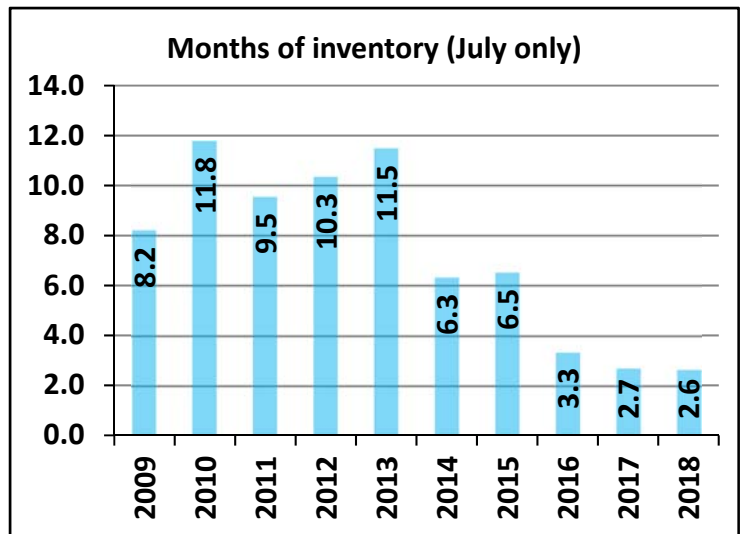
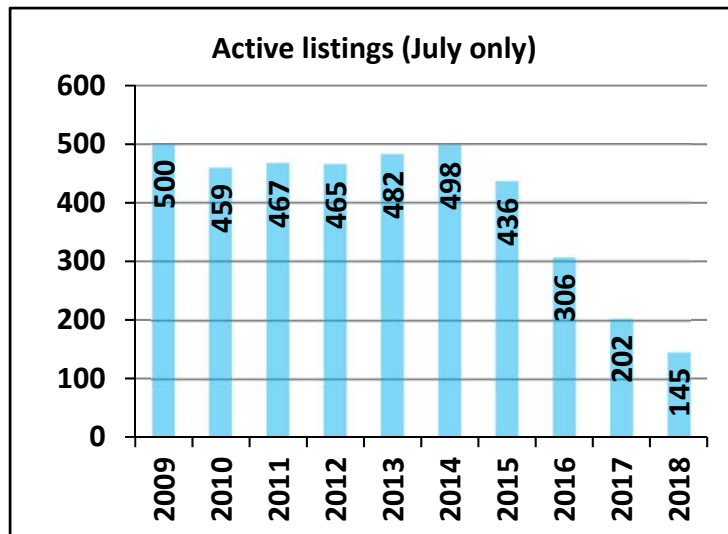
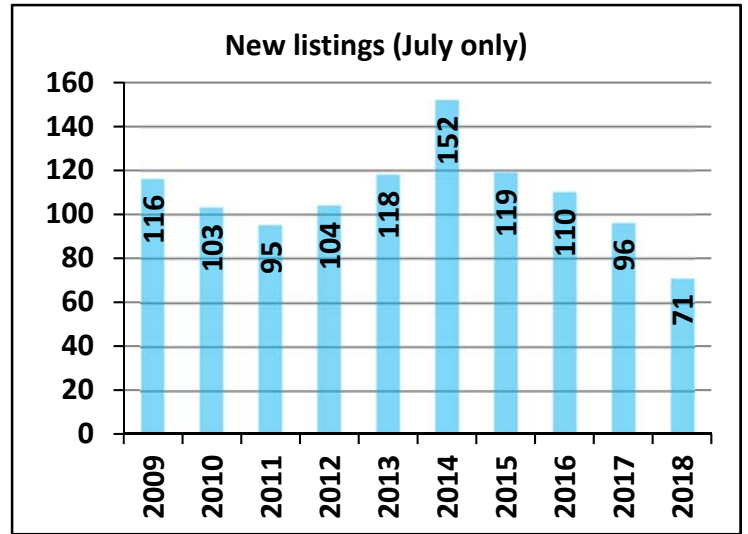
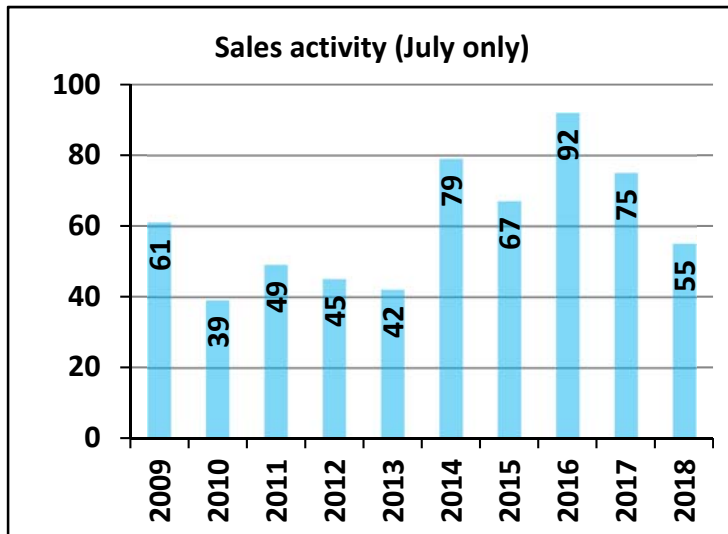
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



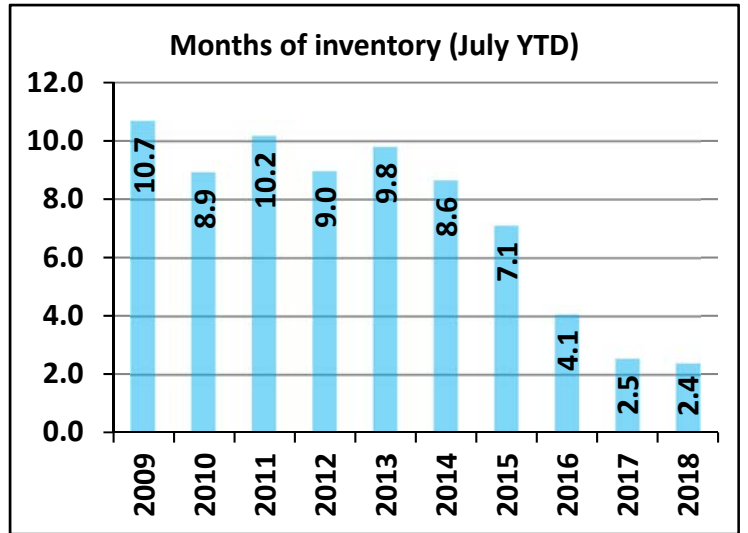
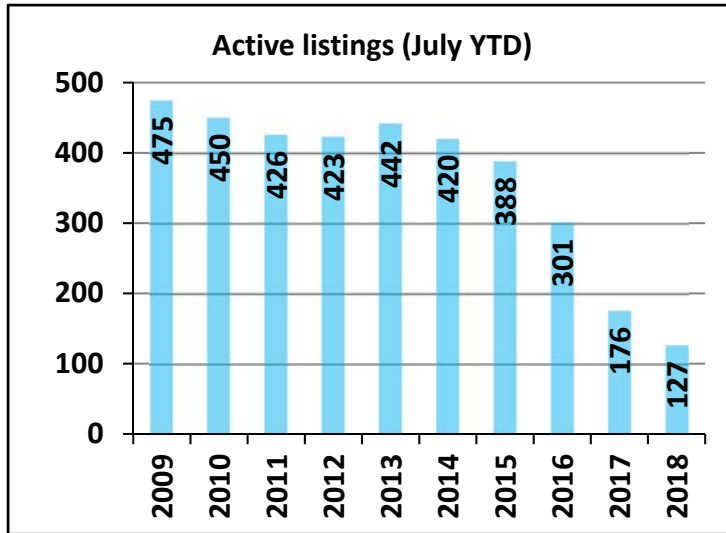
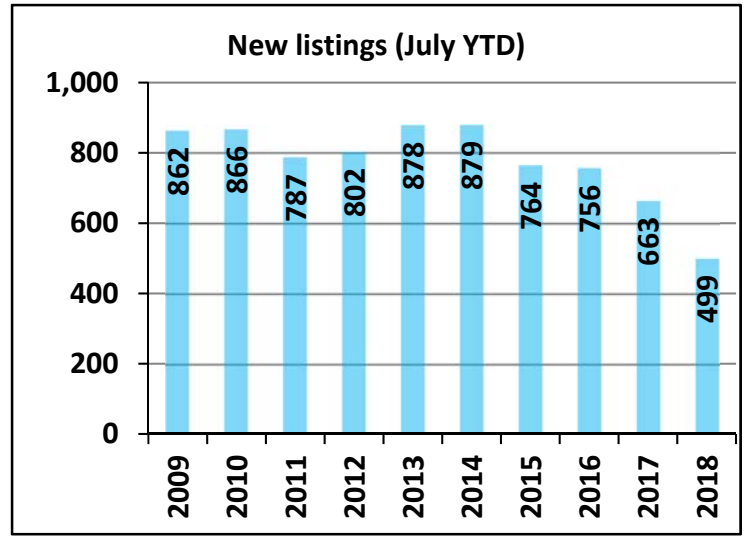
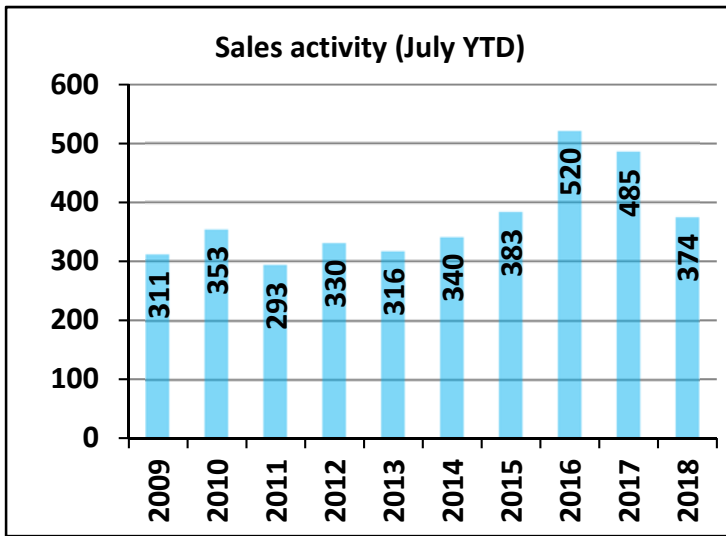
# Elgin County

## Residential Market Activity



# Elgin County

## Residential Market Activity



# Elgin County

## Residential Market Activity

| Actual                                   | July 2018    | Compared to <sup>6</sup> |             |             |             |             |              |
|------------------------------------------|--------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|                                          |              | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|                                          |              | July 2017                | July 2016   | July 2015   | July 2013   | July 2011   | July 2008    |
| Sales Activity                           | 55           | -26.7                    | -40.2       | -17.9       | 31.0        | 12.2        | -12.7        |
| Dollar Volume                            | \$18,745,300 | -15.9                    | -18.4       | 19.6        | 81.1        | 110.0       | 56.1         |
| New Listings                             | 71           | -26.0                    | -35.5       | -40.3       | -39.8       | -25.3       | -55.6        |
| Active Listings                          | 145          | -28.2                    | -52.6       | -66.7       | -69.9       | -69.0       | -70.7        |
| Sales to New Listings Ratio <sup>1</sup> | 77.5         | 78.1                     | 83.6        | 56.3        | 35.6        | 51.6        | 39.4         |
| Months of Inventory <sup>2</sup>         | 2.6          | 2.7                      | 3.3         | 6.5         | 11.5        | 9.5         | 7.9          |
| Average Price                            | \$340,824    | 14.6                     | 36.5        | 45.7        | 38.3        | 87.1        | 78.8         |

| Year-to-date                             | July 2018     | Compared to <sup>6</sup> |               |               |               |               |               |
|------------------------------------------|---------------|--------------------------|---------------|---------------|---------------|---------------|---------------|
|                                          |               | 1 year ago               | 2 years ago   | 3 years ago   | 5 years ago   | 7 years ago   | 10 years ago  |
|                                          |               | July 2017 YTD            | July 2016 YTD | July 2015 YTD | July 2013 YTD | July 2011 YTD | July 2008 YTD |
| Sales Activity                           | 374           | -22.9                    | -28.1         | -2.3          | 18.4          | 27.6          | 4.2           |
| Dollar Volume                            | \$116,520,914 | -14.7                    | -5.9          | 27.0          | 62.5          | 101.7         | 73.6          |
| New Listings                             | 499           | -24.7                    | -34.0         | -34.7         | -43.2         | -36.6         | -45.1         |
| Active Listings <sup>3</sup>             | 127           | -27.8                    | -57.8         | -67.3         | -71.3         | -70.2         | -67.4         |
| Sales to New Listings Ratio <sup>4</sup> | 74.9          | 73.2                     | 68.8          | 50.1          | 36.0          | 37.2          | 39.5          |
| Months of Inventory <sup>5</sup>         | 2.4           | 2.5                      | 4.1           | 7.1           | 9.8           | 10.2          | 7.6           |
| Average Price                            | \$311,553     | 10.7                     | 30.8          | 30.1          | 37.3          | 58.1          | 66.7          |

<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

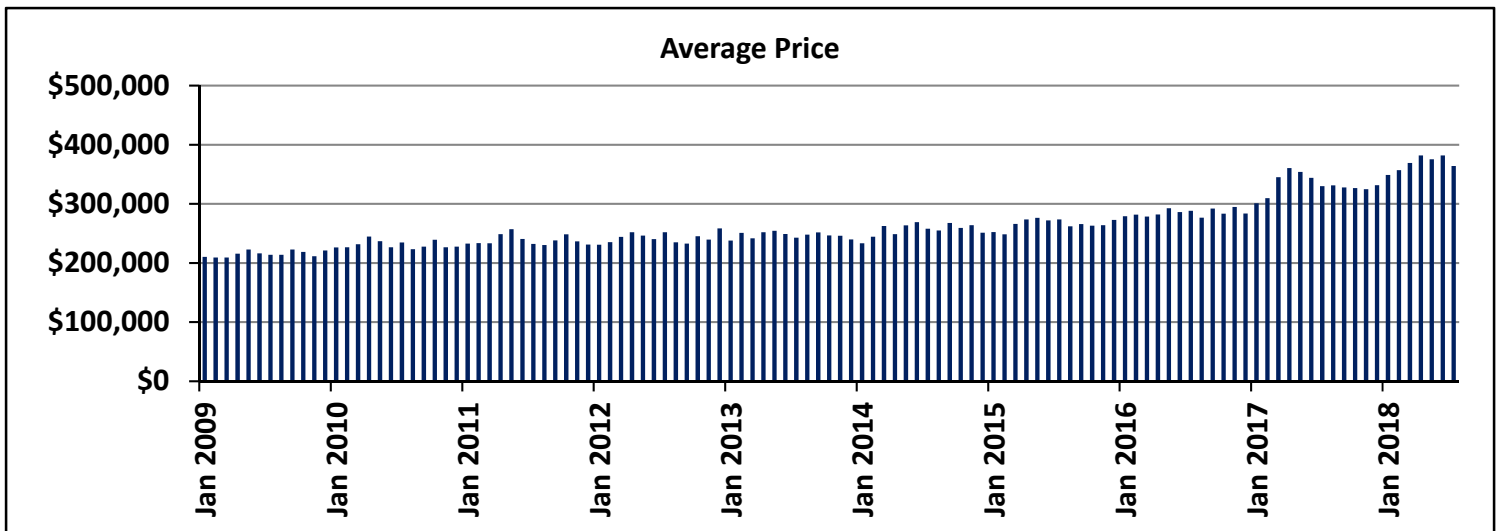
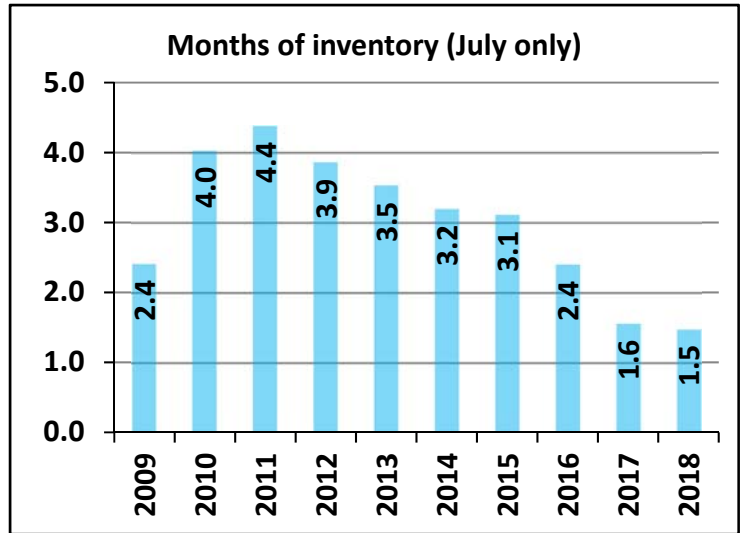
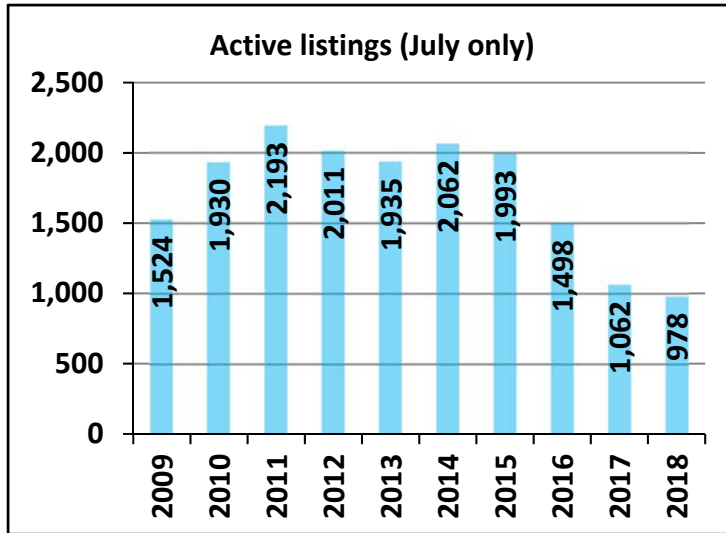
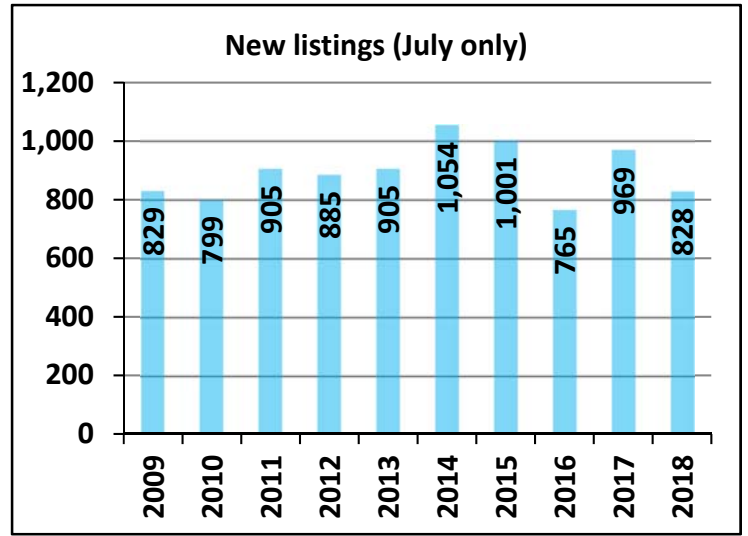
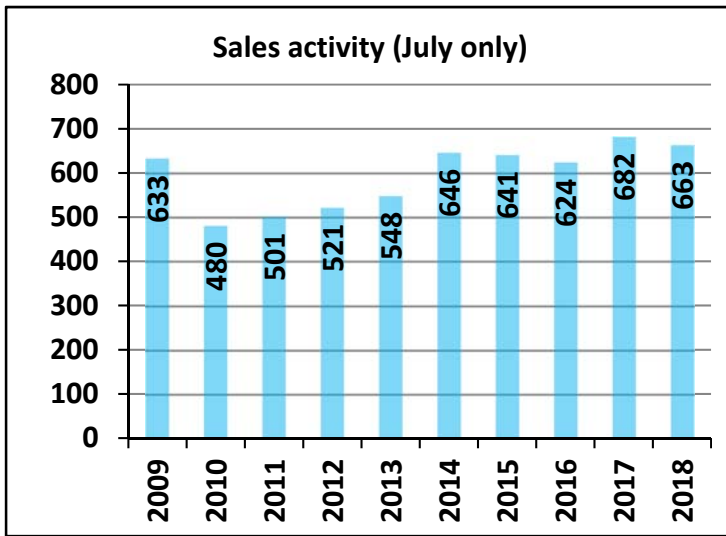
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

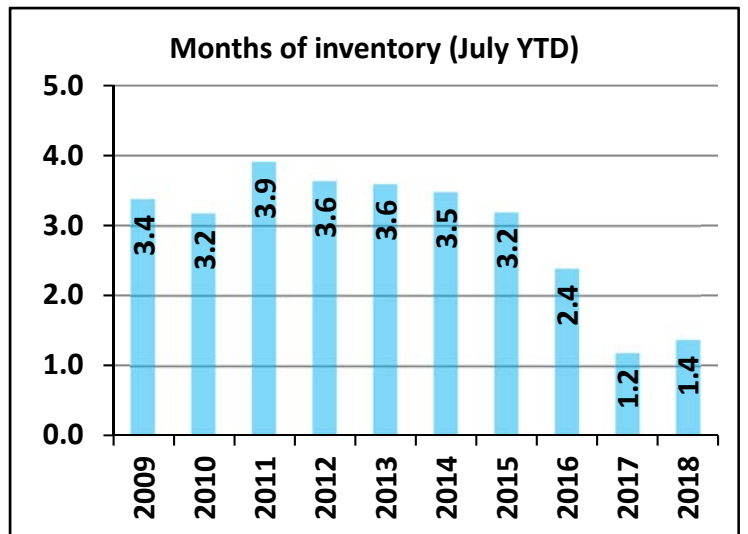
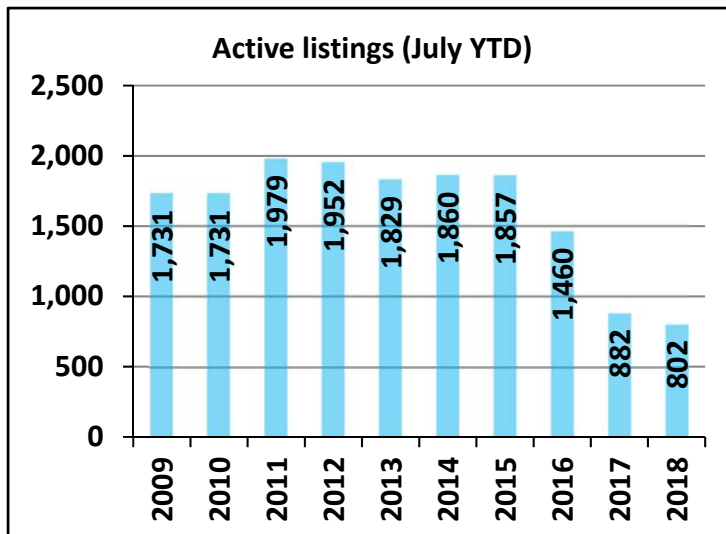
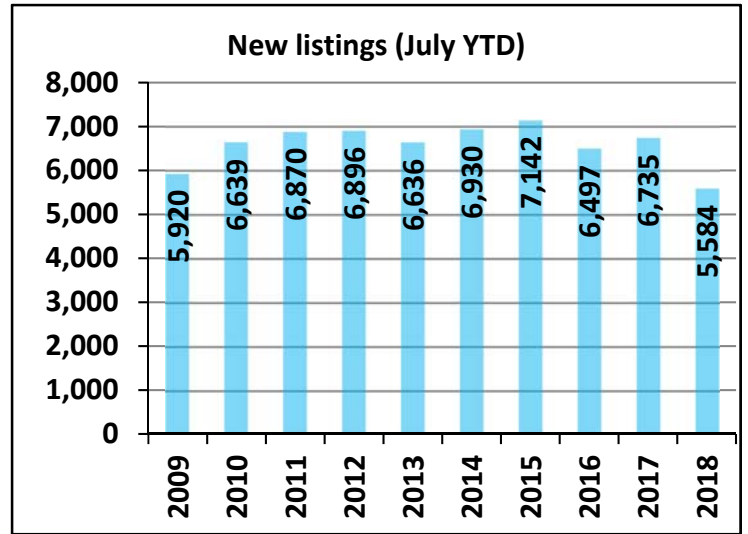
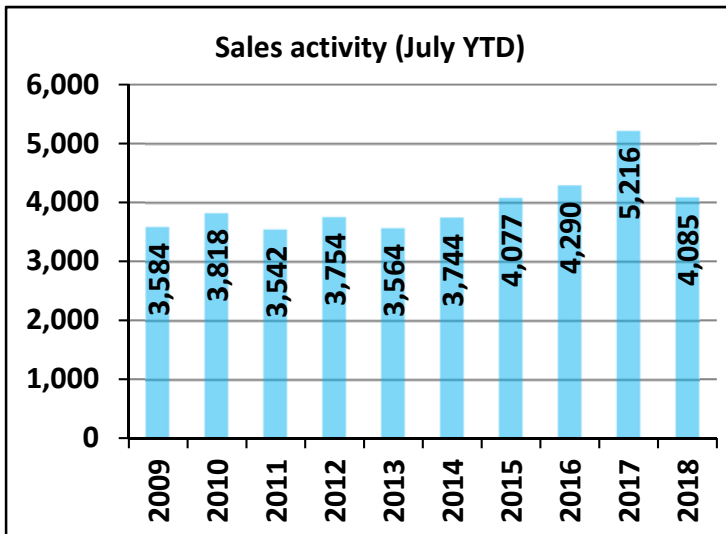
## Residential Market Activity





# London

## Residential Market Activity



# London

## Residential Market Activity

| Actual                                   | July 2018     | Compared to <sup>6</sup> |             |             |             |             |              |
|------------------------------------------|---------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|                                          |               | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|                                          |               | July 2017                | July 2016   | July 2015   | July 2013   | July 2011   | July 2008    |
| Sales Activity                           | 663           | -2.8                     | 6.3         | 3.4         | 21.0        | 32.3        | -4.5         |
| Dollar Volume                            | \$241,363,488 | 7.3                      | 34.2        | 37.6        | 81.4        | 107.6       | 61.4         |
| New Listings                             | 828           | -14.6                    | 8.2         | -17.3       | -8.5        | -8.5        | -18.3        |
| Active Listings                          | 978           | -7.9                     | -34.7       | -50.9       | -49.5       | -55.4       | -51.1        |
| Sales to New Listings Ratio <sup>1</sup> | 80.1          | 70.4                     | 81.6        | 64.0        | 60.6        | 55.4        | 68.5         |
| Months of Inventory <sup>2</sup>         | 1.5           | 1.6                      | 2.4         | 3.1         | 3.5         | 4.4         | 2.9          |
| Average Price                            | \$364,047     | 10.4                     | 26.3        | 33.1        | 49.9        | 56.9        | 69.0         |

| Year-to-date                             | July 2018       | Compared to <sup>6</sup> |               |               |               |               |               |
|------------------------------------------|-----------------|--------------------------|---------------|---------------|---------------|---------------|---------------|
|                                          |                 | 1 year ago               | 2 years ago   | 3 years ago   | 5 years ago   | 7 years ago   | 10 years ago  |
|                                          |                 | July 2017 YTD            | July 2016 YTD | July 2015 YTD | July 2013 YTD | July 2011 YTD | July 2008 YTD |
| Sales Activity                           | 4,085           | -21.7                    | -4.8          | 0.2           | 14.6          | 15.3          | 0.4           |
| Dollar Volume                            | \$1,516,373,579 | -14.6                    | 24.1          | 38.4          | 71.7          | 77.8          | 73.2          |
| New Listings                             | 5,584           | -17.1                    | -14.1         | -21.8         | -15.9         | -18.7         | -21.8         |
| Active Listings <sup>3</sup>             | 802             | -9.1                     | -45.1         | -56.8         | -56.2         | -59.5         | -56.6         |
| Sales to New Listings Ratio <sup>4</sup> | 73.2            | 77.4                     | 66.0          | 57.1          | 53.7          | 51.6          | 56.9          |
| Months of Inventory <sup>5</sup>         | 1.4             | 1.2                      | 2.4           | 3.2           | 3.6           | 3.9           | 3.2           |
| Average Price                            | \$371,205       | 9.1                      | 30.3          | 38.1          | 49.8          | 54.2          | 72.5          |

<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

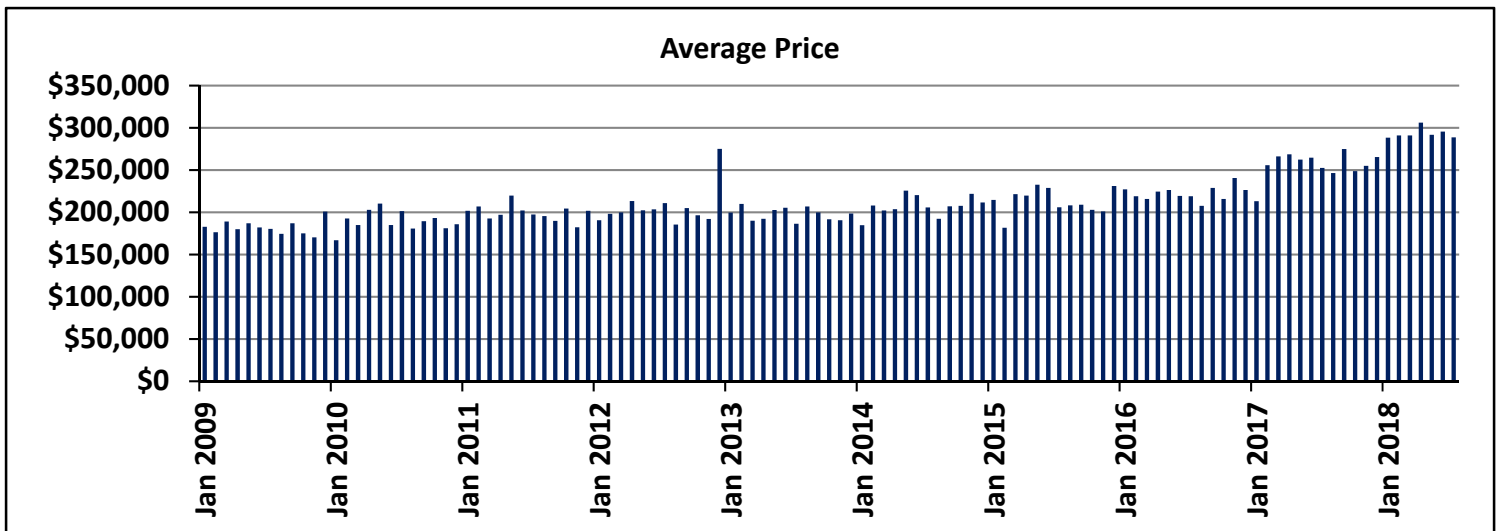
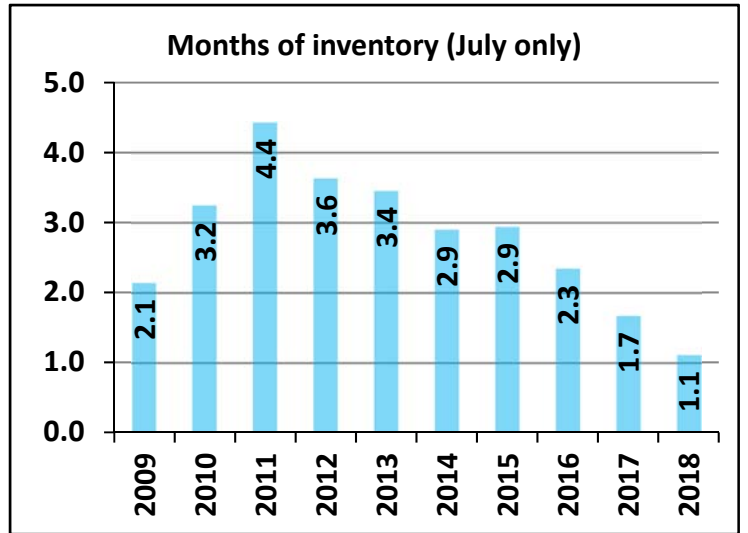
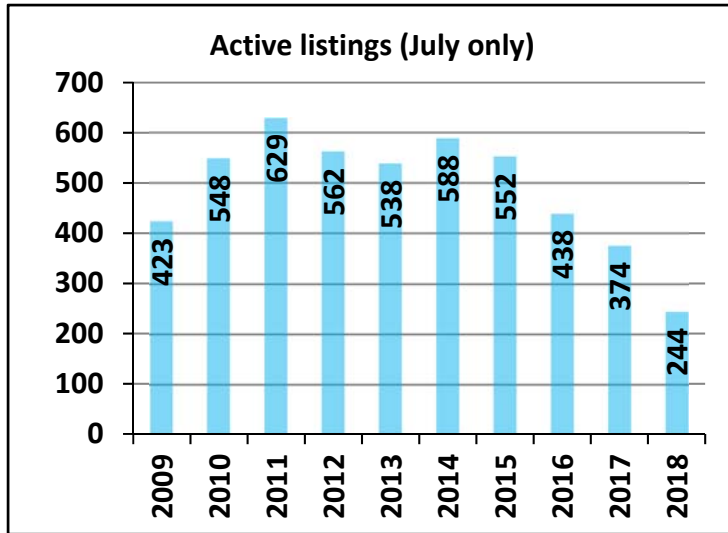
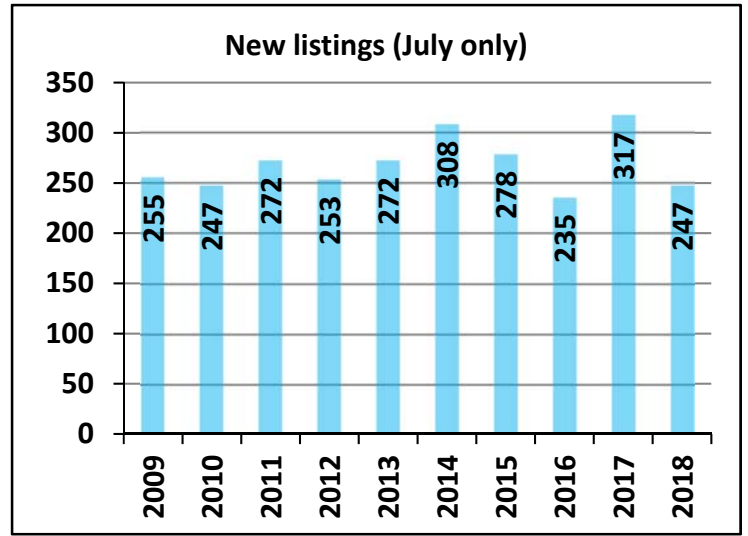
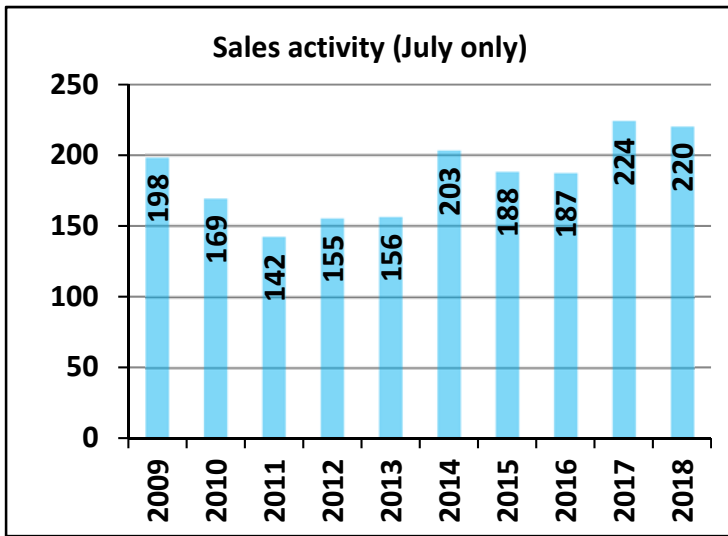
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

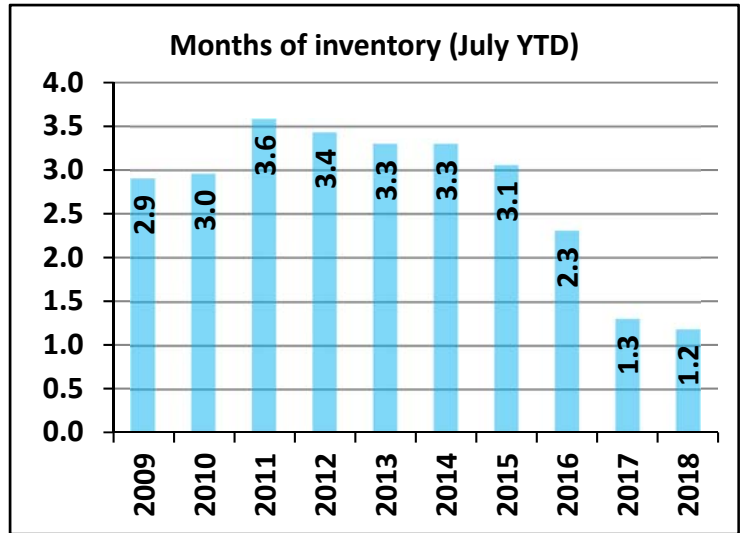
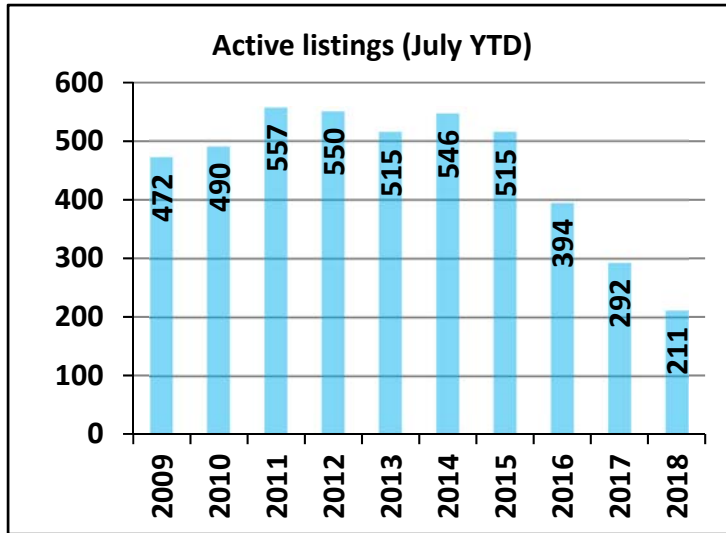
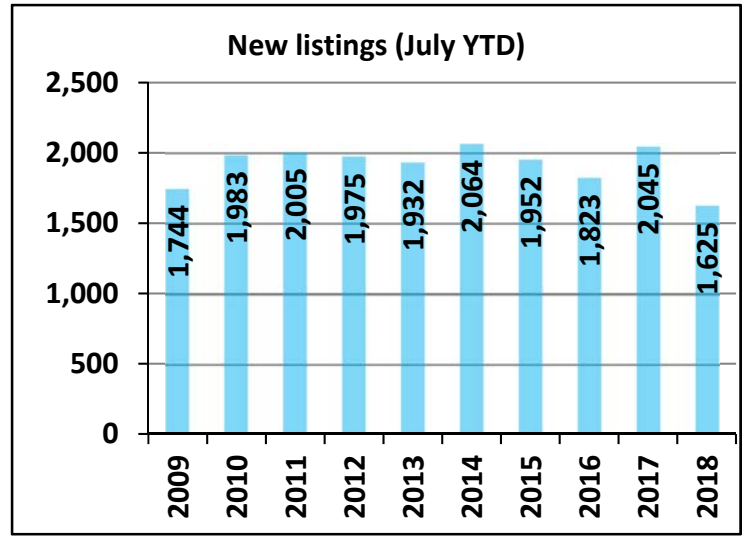
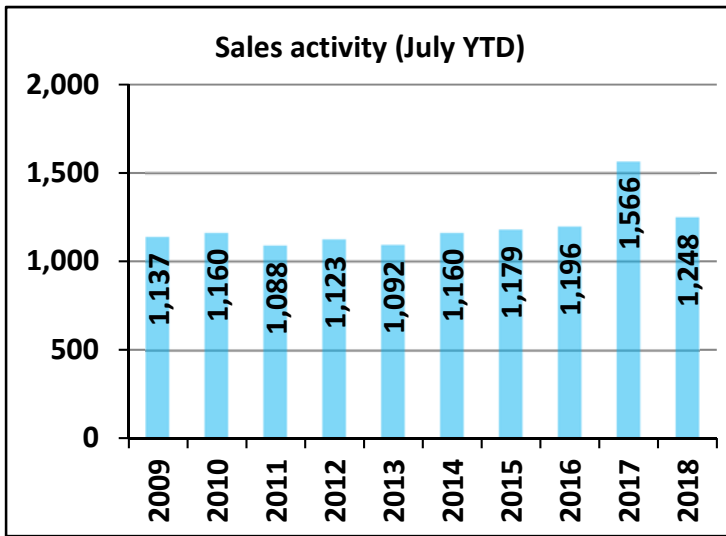
# London East

## Residential Market Activity



# London East

## Residential Market Activity



# London East

## Residential Market Activity

| Actual                                   | July 2018    | Compared to <sup>6</sup> |             |             |             |             |              |
|------------------------------------------|--------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|                                          |              | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|                                          |              | July 2017                | July 2016   | July 2015   | July 2013   | July 2011   | July 2008    |
| Sales Activity                           | 220          | -1.8                     | 17.6        | 17.0        | 41.0        | 54.9        | -3.9         |
| Dollar Volume                            | \$63,502,561 | 12.3                     | 55.1        | 64.0        | 118.4       | 126.6       | 54.3         |
| New Listings                             | 247          | -22.1                    | 5.1         | -11.2       | -9.2        | -9.2        | -16.8        |
| Active Listings                          | 244          | -34.8                    | -44.3       | -55.8       | -54.6       | -61.2       | -59.1        |
| Sales to New Listings Ratio <sup>1</sup> | 89.1         | 70.7                     | 79.6        | 67.6        | 57.4        | 52.2        | 77.1         |
| Months of Inventory <sup>2</sup>         | 1.1          | 1.7                      | 2.3         | 2.9         | 3.4         | 4.4         | 2.6          |
| Average Price                            | \$288,648    | 14.3                     | 31.8        | 40.2        | 54.9        | 46.3        | 60.6         |

| Year-to-date                             | July 2018     | Compared to <sup>6</sup> |               |               |               |               |               |
|------------------------------------------|---------------|--------------------------|---------------|---------------|---------------|---------------|---------------|
|                                          |               | 1 year ago               | 2 years ago   | 3 years ago   | 5 years ago   | 7 years ago   | 10 years ago  |
|                                          |               | July 2017 YTD            | July 2016 YTD | July 2015 YTD | July 2013 YTD | July 2011 YTD | July 2008 YTD |
| Sales Activity                           | 1,248         | -20.3                    | 4.3           | 5.9           | 14.3          | 14.7          | -4.8          |
| Dollar Volume                            | \$366,363,318 | -9.5                     | 38.4          | 42.8          | 69.6          | 66.4          | 54.6          |
| New Listings                             | 1,625         | -20.5                    | -10.9         | -16.8         | -15.9         | -19.0         | -25.6         |
| Active Listings <sup>3</sup>             | 211           | -27.7                    | -46.4         | -59.0         | -59.0         | -62.1         | -61.8         |
| Sales to New Listings Ratio <sup>4</sup> | 76.8          | 76.6                     | 65.6          | 60.4          | 56.5          | 54.3          | 60.0          |
| Months of Inventory <sup>5</sup>         | 1.2           | 1.3                      | 2.3           | 3.1           | 3.3           | 3.6           | 2.9           |
| Average Price                            | \$293,560     | 13.6                     | 32.6          | 34.9          | 48.4          | 45.1          | 62.4          |

<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

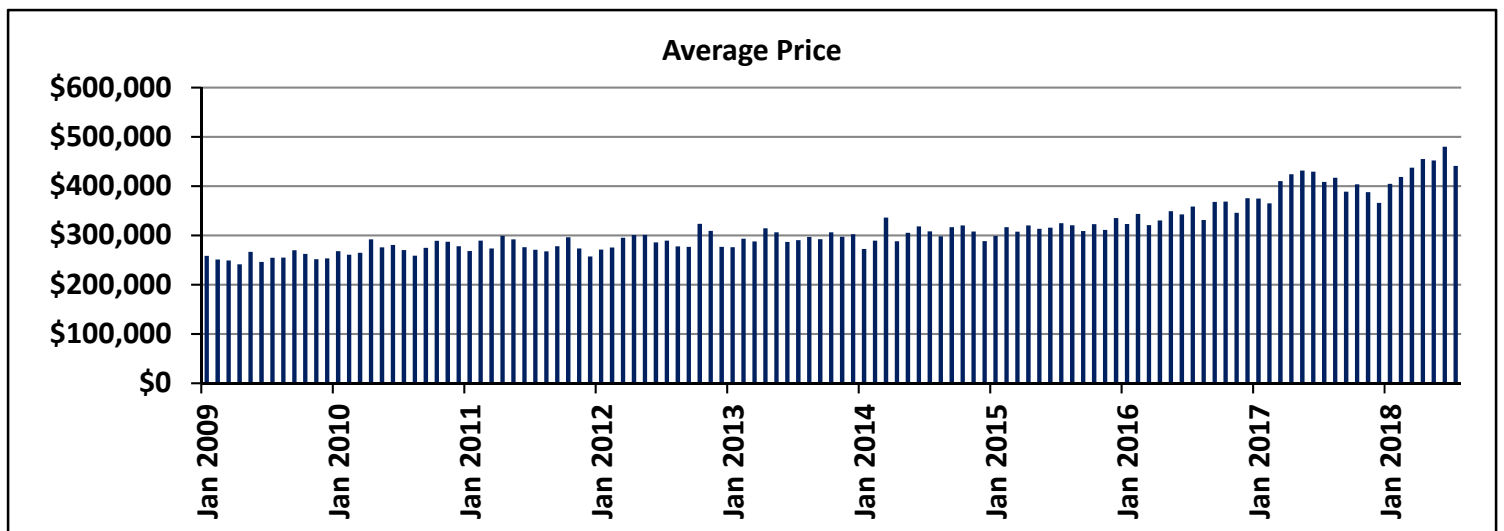
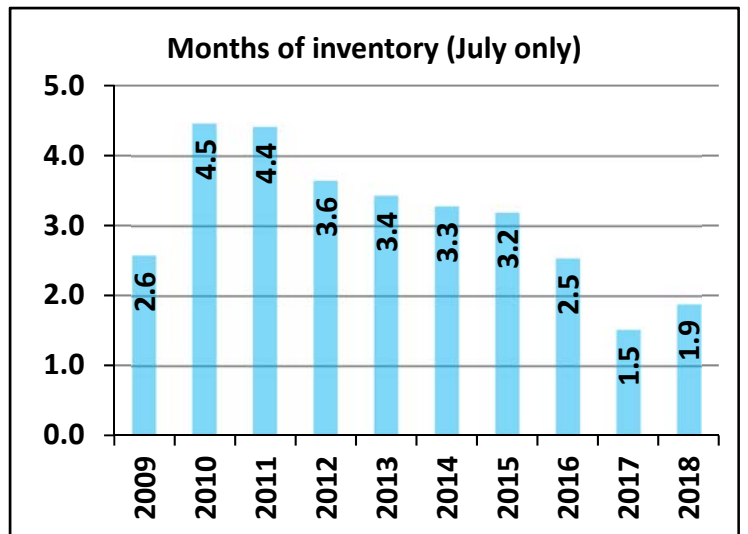
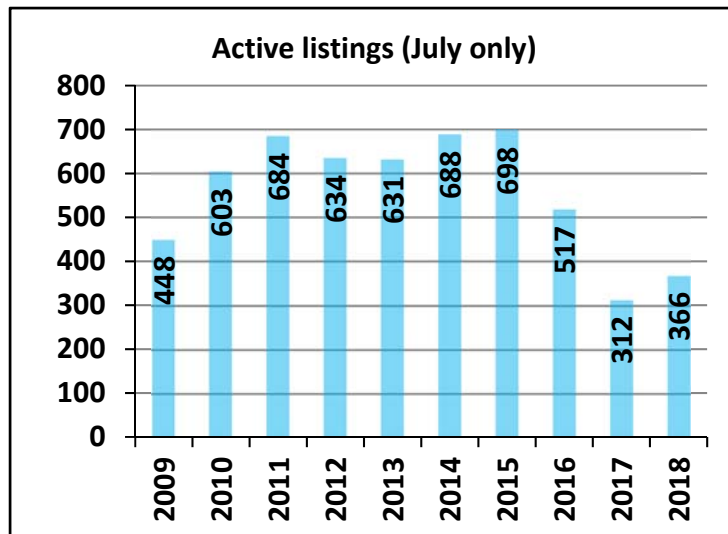
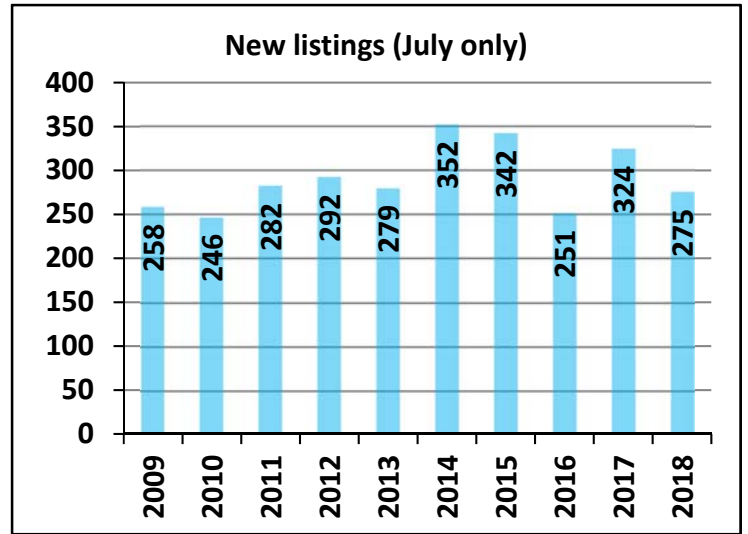
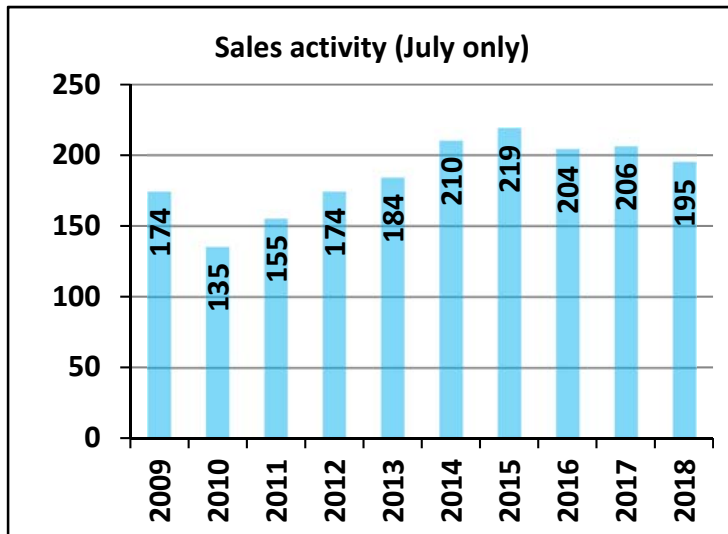
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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# London North

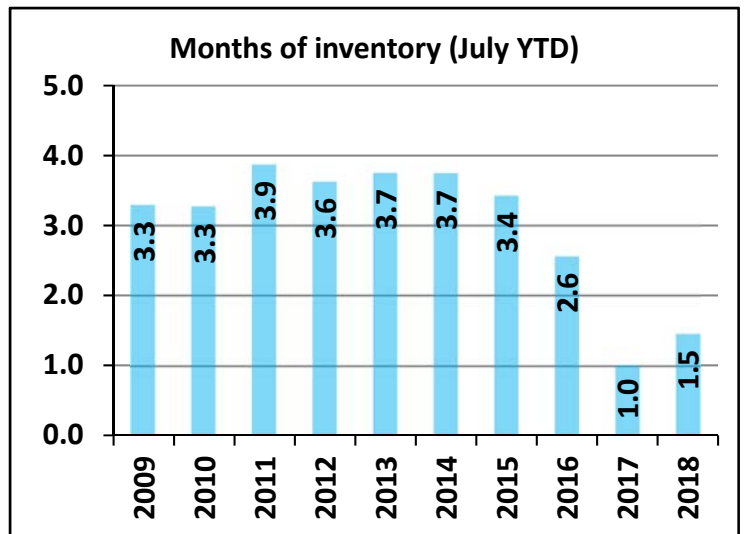
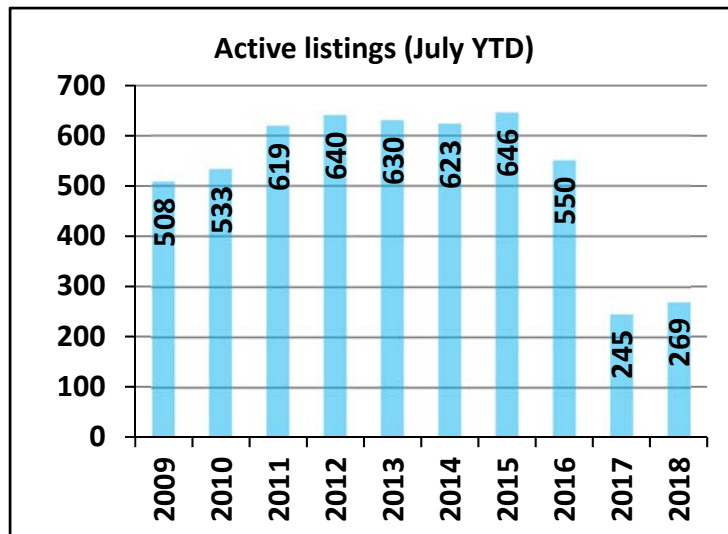
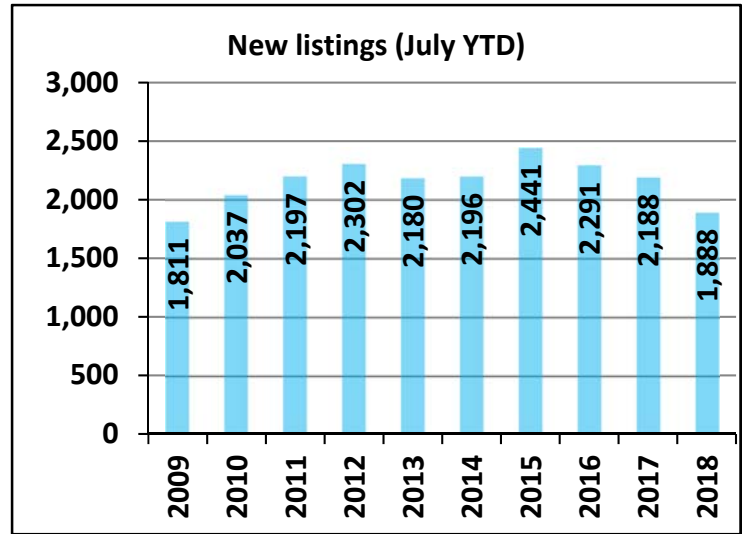
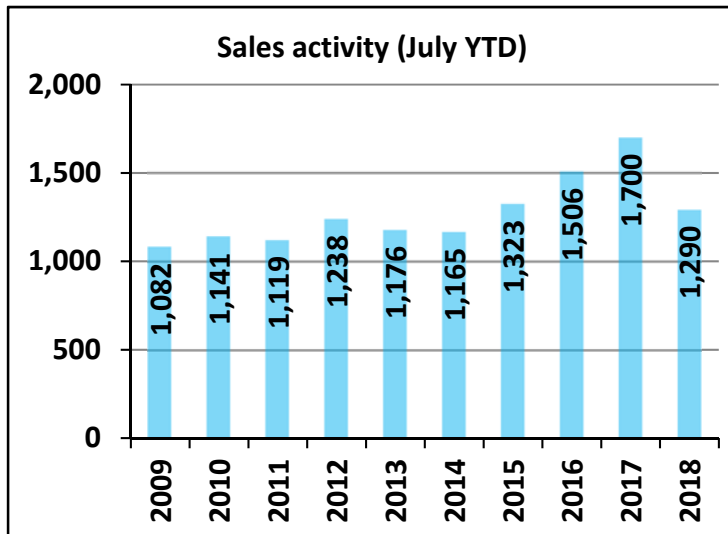
## Residential Market Activity





# London North

## Residential Market Activity



# London North

## Residential Market Activity

| Actual                                   | July 2018    | Compared to <sup>6</sup> |             |             |             |             |              |
|------------------------------------------|--------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|                                          |              | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|                                          |              | July 2017                | July 2016   | July 2015   | July 2013   | July 2011   | July 2008    |
| Sales Activity                           | 195          | -5.3                     | -4.4        | -11.0       | 6.0         | 25.8        | 7.1          |
| Dollar Volume                            | \$86,001,883 | 2.2                      | 17.6        | 21.0        | 61.0        | 104.9       | 86.5         |
| New Listings                             | 275          | -15.1                    | 9.6         | -19.6       | -1.4        | -2.5        | -6.1         |
| Active Listings                          | 366          | 17.3                     | -29.2       | -47.6       | -42.0       | -46.5       | -35.9        |
| Sales to New Listings Ratio <sup>1</sup> | 70.9         | 63.6                     | 81.3        | 64.0        | 65.9        | 55.0        | 62.1         |
| Months of Inventory <sup>2</sup>         | 1.9          | 1.5                      | 2.5         | 3.2         | 3.4         | 4.4         | 3.1          |
| Average Price                            | \$441,035    | 8.0                      | 23.1        | 35.9        | 51.9        | 62.9        | 74.0         |

| Year-to-date                             | July 2018     | Compared to <sup>6</sup> |               |               |               |               |               |
|------------------------------------------|---------------|--------------------------|---------------|---------------|---------------|---------------|---------------|
|                                          |               | 1 year ago               | 2 years ago   | 3 years ago   | 5 years ago   | 7 years ago   | 10 years ago  |
|                                          |               | July 2017 YTD            | July 2016 YTD | July 2015 YTD | July 2013 YTD | July 2011 YTD | July 2008 YTD |
| Sales Activity                           | 1,290         | -24.1                    | -14.3         | -2.5          | 9.7           | 15.3          | 7.9           |
| Dollar Volume                            | \$576,974,564 | -17.7                    | 12.8          | 38.4          | 66.1          | 83.1          | 89.0          |
| New Listings                             | 1,888         | -13.7                    | -17.6         | -22.7         | -13.4         | -14.1         | -10.9         |
| Active Listings <sup>3</sup>             | 269           | 9.8                      | -51.1         | -58.4         | -57.3         | -56.5         | -50.8         |
| Sales to New Listings Ratio <sup>4</sup> | 68.3          | 77.7                     | 65.7          | 54.2          | 53.9          | 50.9          | 56.4          |
| Months of Inventory <sup>5</sup>         | 1.5           | 1.0                      | 2.6           | 3.4           | 3.7           | 3.9           | 3.2           |
| Average Price                            | \$447,267     | 8.4                      | 31.6          | 41.9          | 51.4          | 58.8          | 75.1          |

<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

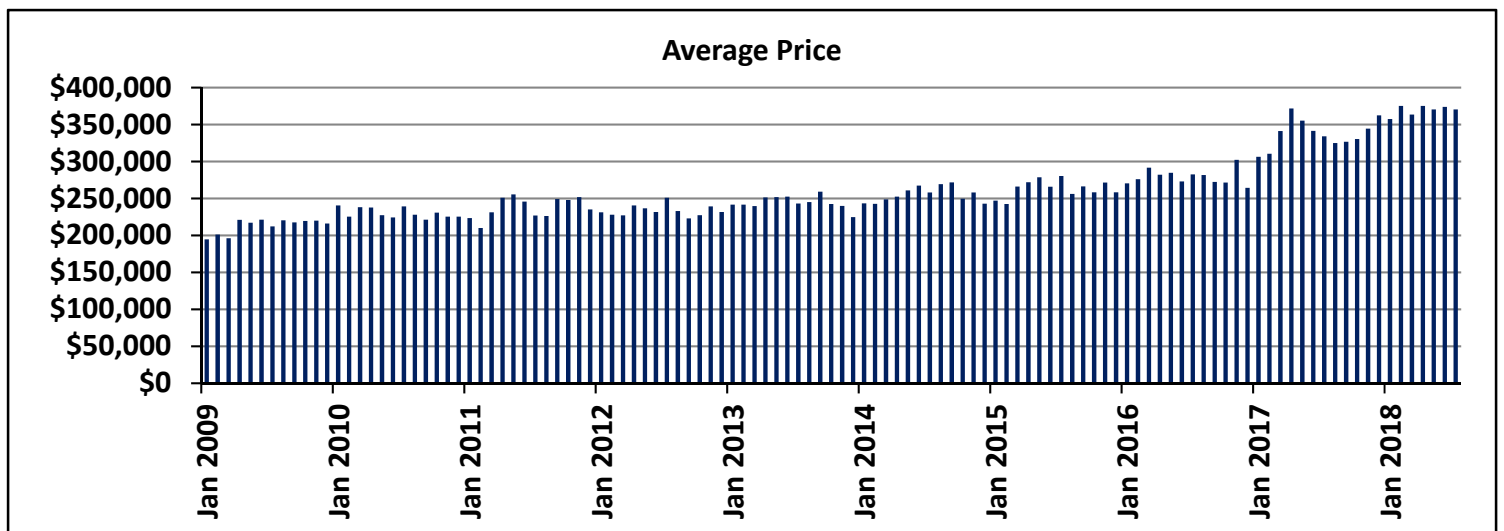
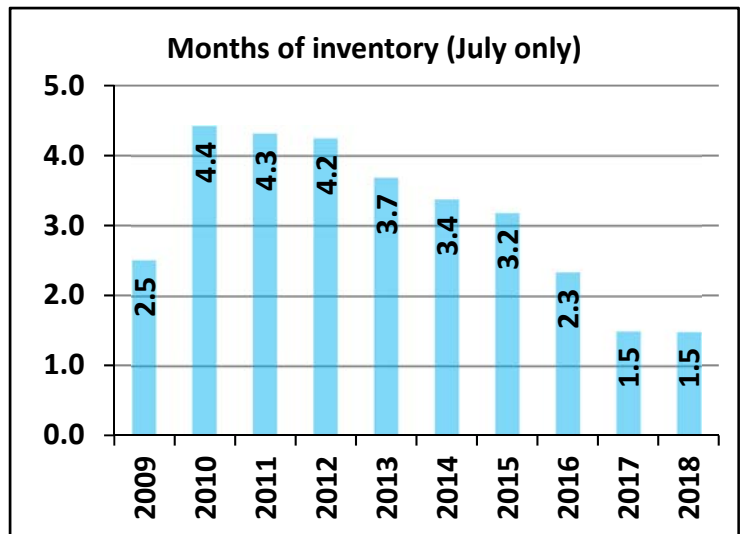
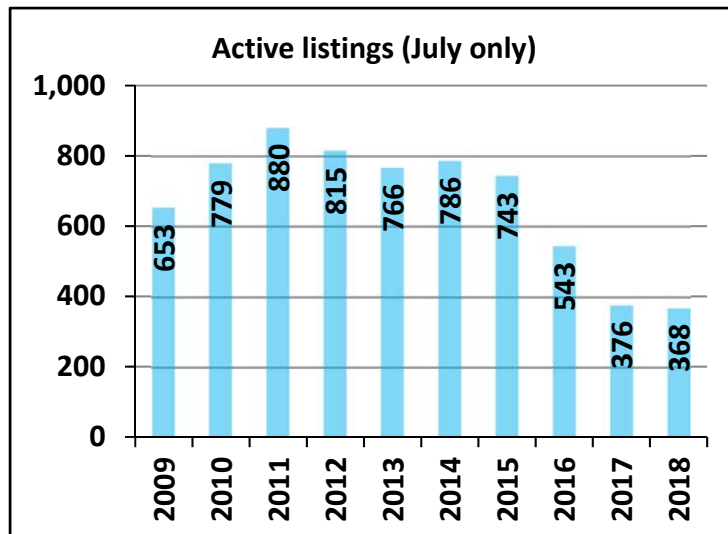
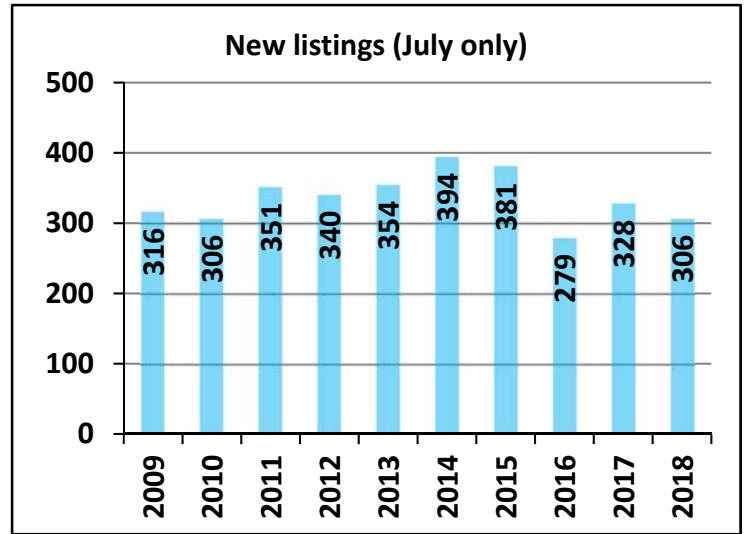
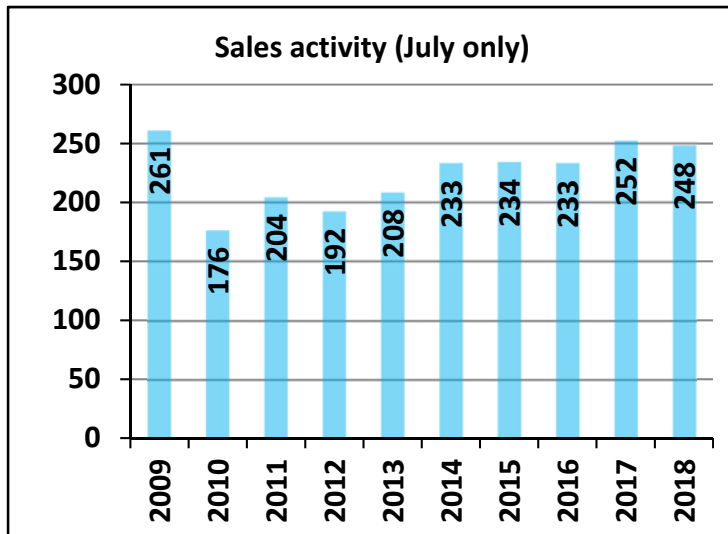
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

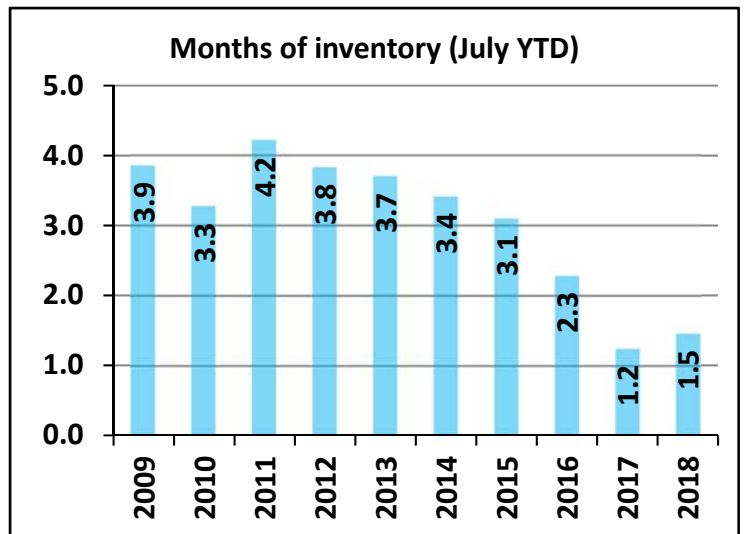
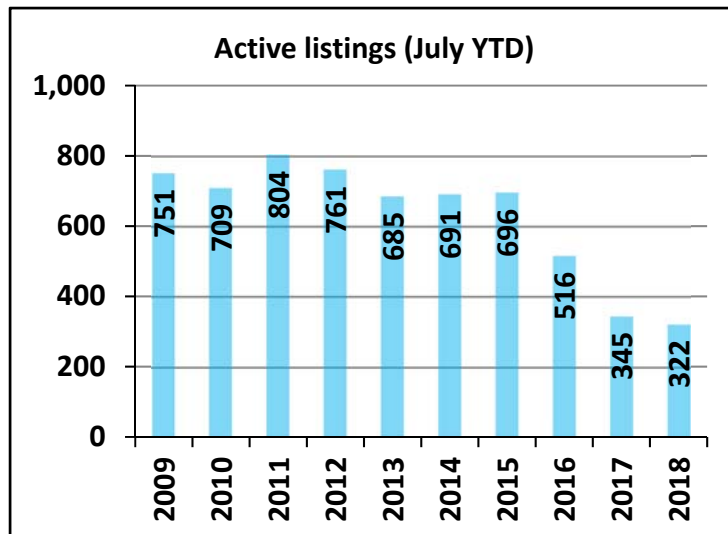
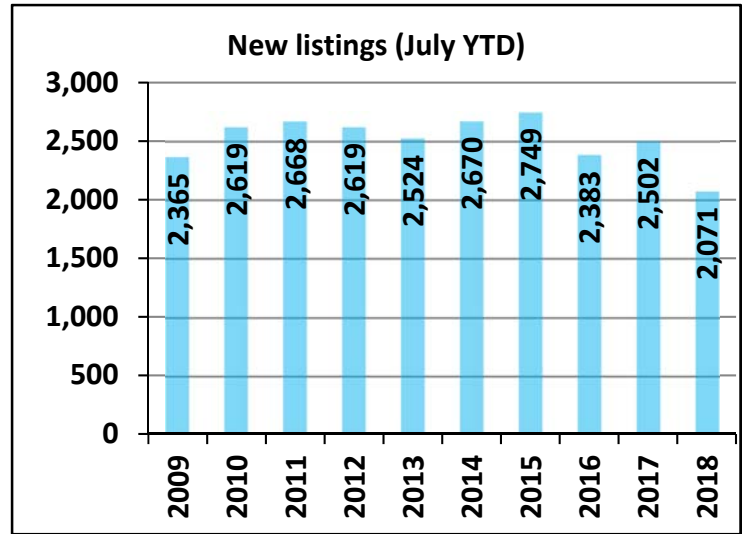
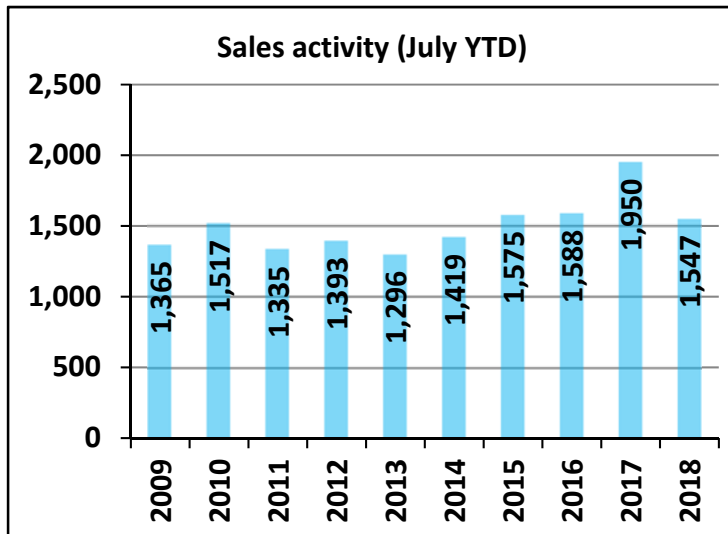
# London South

## Residential Market Activity



# London South

## Residential Market Activity



# London South

## Residential Market Activity

| Actual                                   | July 2018    | Compared to <sup>6</sup> |             |             |             |             |              |
|------------------------------------------|--------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|                                          |              | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|                                          |              | July 2017                | July 2016   | July 2015   | July 2013   | July 2011   | July 2008    |
| Sales Activity                           | 248          | -1.6                     | 6.4         | 6.0         | 19.2        | 21.6        | -12.4        |
| Dollar Volume                            | \$91,859,044 | 9.1                      | 39.6        | 40.1        | 81.7        | 98.5        | 47.6         |
| New Listings                             | 306          | -6.7                     | 9.7         | -19.7       | -13.6       | -12.8       | -27.7        |
| Active Listings                          | 368          | -2.1                     | -32.2       | -50.5       | -52.0       | -58.2       | -55.9        |
| Sales to New Listings Ratio <sup>1</sup> | 81.0         | 76.8                     | 83.5        | 61.4        | 58.8        | 58.1        | 66.9         |
| Months of Inventory <sup>2</sup>         | 1.5          | 1.5                      | 2.3         | 3.2         | 3.7         | 4.3         | 3.0          |
| Average Price                            | \$370,399    | 10.9                     | 31.2        | 32.2        | 52.4        | 63.2        | 68.4         |

| Year-to-date                             | July 2018     | Compared to <sup>6</sup> |               |               |               |               |               |
|------------------------------------------|---------------|--------------------------|---------------|---------------|---------------|---------------|---------------|
|                                          |               | 1 year ago               | 2 years ago   | 3 years ago   | 5 years ago   | 7 years ago   | 10 years ago  |
|                                          |               | July 2017 YTD            | July 2016 YTD | July 2015 YTD | July 2013 YTD | July 2011 YTD | July 2008 YTD |
| Sales Activity                           | 1,547         | -20.7                    | -2.6          | -1.8          | 19.4          | 15.9          | -1.0          |
| Dollar Volume                            | \$573,035,696 | -14.4                    | 28.7          | 35.8          | 79.2          | 80.5          | 71.9          |
| New Listings                             | 2,071         | -17.2                    | -13.1         | -24.7         | -17.9         | -22.4         | -27.1         |
| Active Listings <sup>3</sup>             | 322           | -6.7                     | -37.6         | -53.7         | -53.0         | -60.0         | -57.1         |
| Sales to New Listings Ratio <sup>4</sup> | 74.7          | 77.9                     | 66.6          | 57.3          | 51.3          | 50.0          | 55.0          |
| Months of Inventory <sup>5</sup>         | 1.5           | 1.2                      | 2.3           | 3.1           | 3.7           | 4.2           | 3.4           |
| Average Price                            | \$370,417     | 7.9                      | 32.1          | 38.2          | 50.1          | 55.8          | 73.6          |

<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

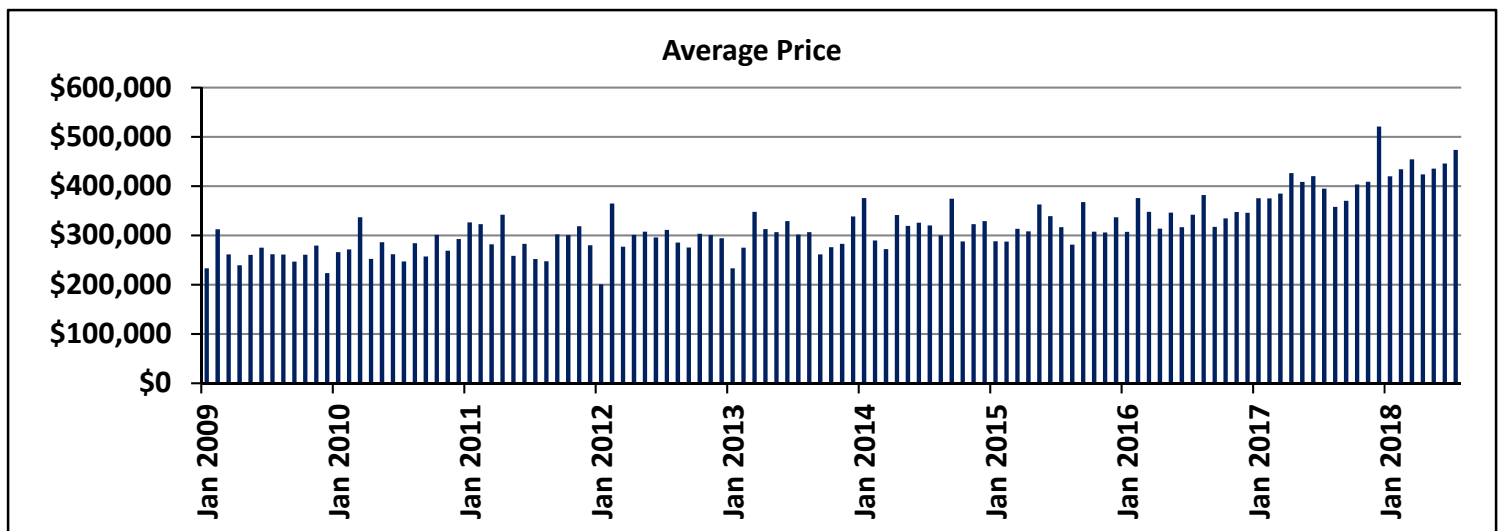
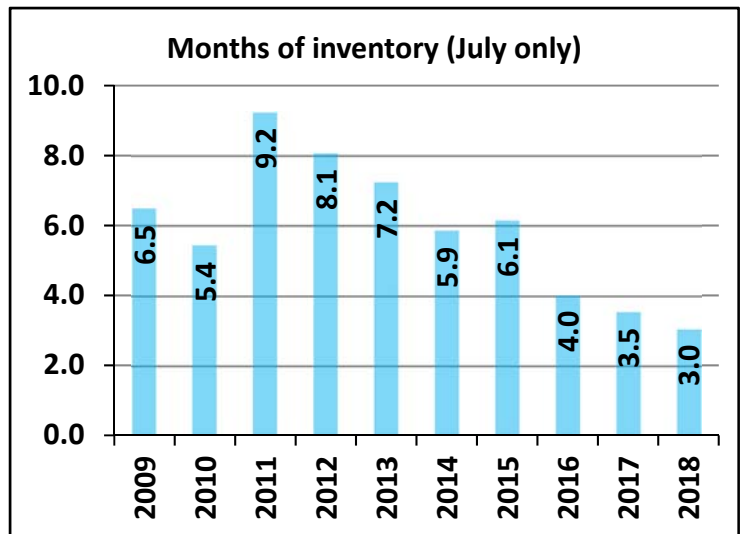
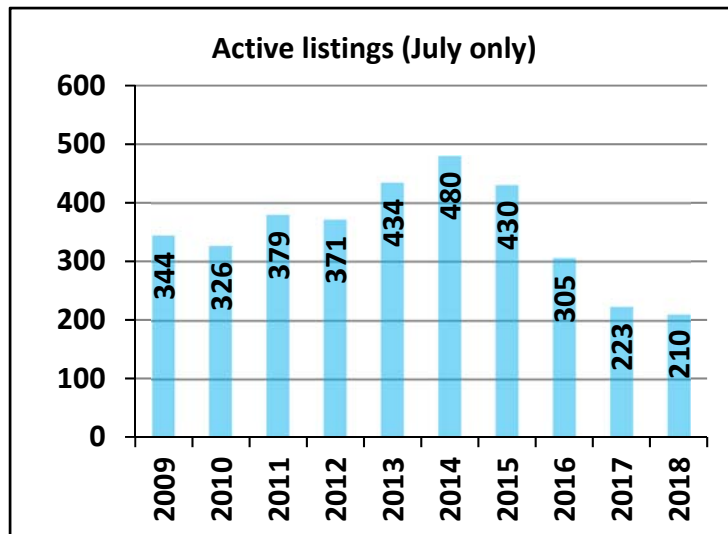
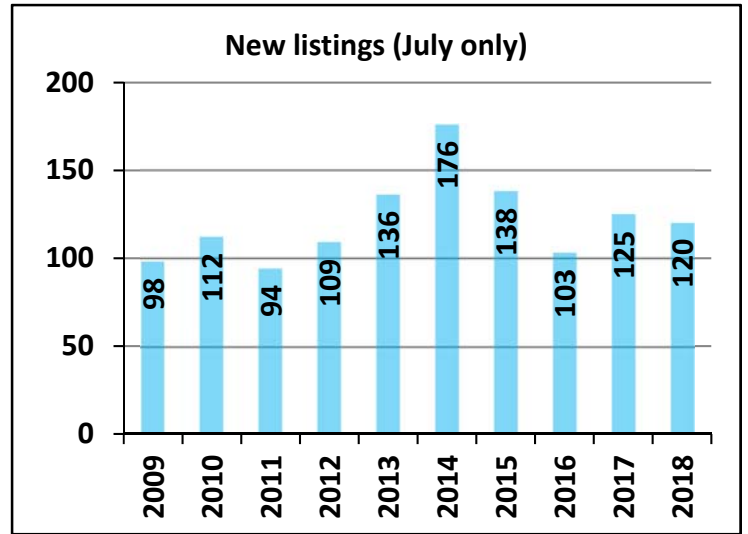
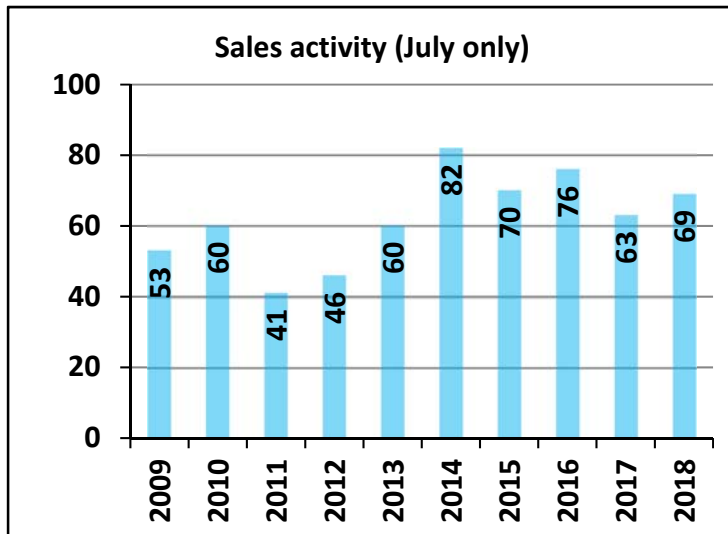
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

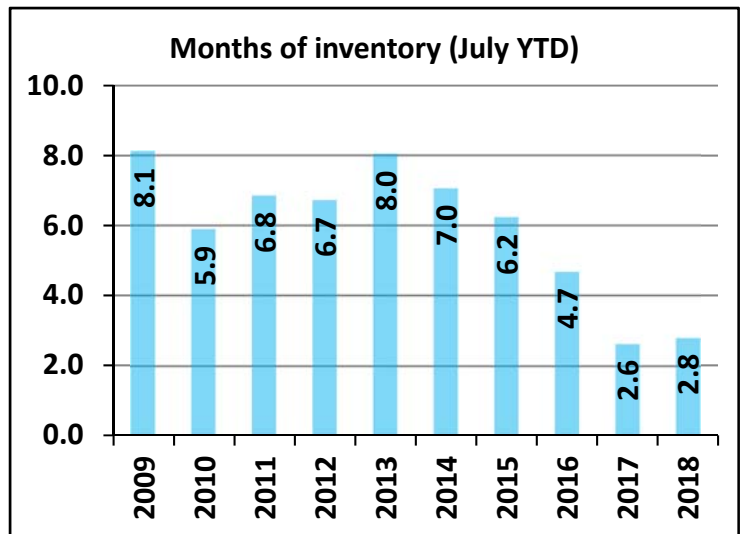
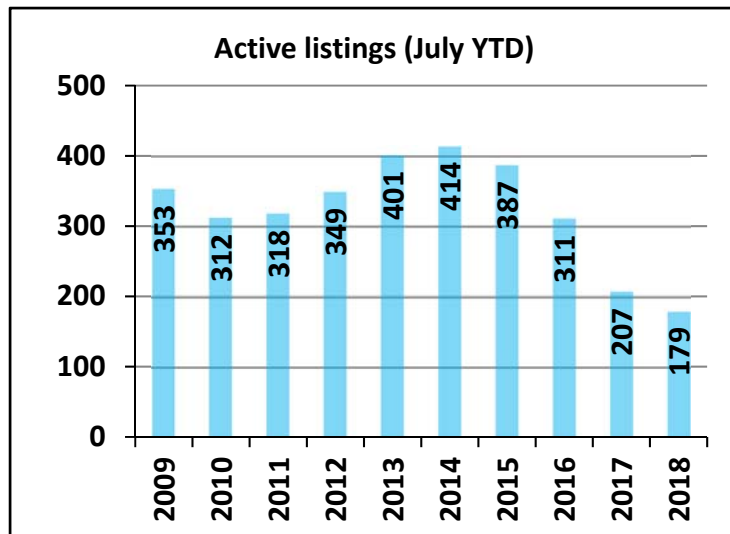
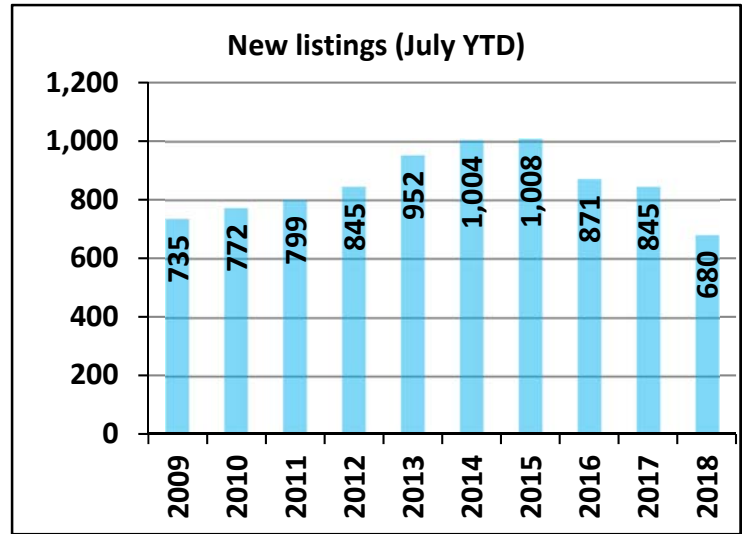
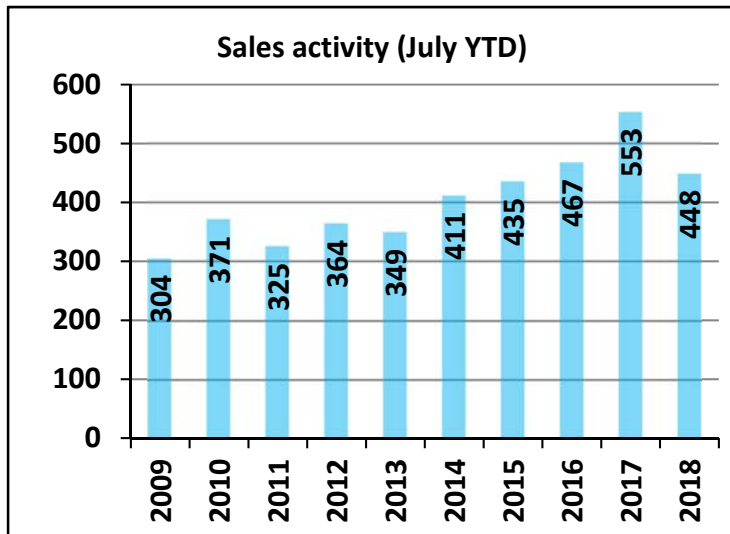
# Middlesex County

## Residential Market Activity



# Middlesex County

## Residential Market Activity





# Middlesex County

## Residential Market Activity

| Actual                                   | July 2018    | Compared to <sup>6</sup> |             |             |             |             |              |
|------------------------------------------|--------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|                                          |              | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|                                          |              | July 2017                | July 2016   | July 2015   | July 2013   | July 2011   | July 2008    |
| Sales Activity                           | 69           | 9.5                      | -9.2        | -1.4        | 15.0        | 68.3        | 9.5          |
| Dollar Volume                            | \$32,658,011 | 31.3                     | 25.7        | 47.4        | 80.5        | 216.1       | 108.9        |
| New Listings                             | 120          | -4.0                     | 16.5        | -13.0       | -11.8       | 27.7        | -11.1        |
| Active Listings                          | 210          | -5.8                     | -31.1       | -51.2       | -51.6       | -44.6       | -47.2        |
| Sales to New Listings Ratio <sup>1</sup> | 57.5         | 50.4                     | 73.8        | 50.7        | 44.1        | 43.6        | 46.7         |
| Months of Inventory <sup>2</sup>         | 3.0          | 3.5                      | 4.0         | 6.1         | 7.2         | 9.2         | 6.3          |
| Average Price                            | \$473,305    | 19.8                     | 38.4        | 49.5        | 57.0        | 87.8        | 90.7         |

| Year-to-date                             | July 2018     | Compared to <sup>6</sup> |               |               |               |               |               |
|------------------------------------------|---------------|--------------------------|---------------|---------------|---------------|---------------|---------------|
|                                          |               | 1 year ago               | 2 years ago   | 3 years ago   | 5 years ago   | 7 years ago   | 10 years ago  |
|                                          |               | July 2017 YTD            | July 2016 YTD | July 2015 YTD | July 2013 YTD | July 2011 YTD | July 2008 YTD |
| Sales Activity                           | 448           | -19.0                    | -4.1          | 3.0           | 28.4          | 37.8          | 23.8          |
| Dollar Volume                            | \$198,116,466 | -10.7                    | 27.0          | 40.8          | 85.3          | 110.1         | 111.7         |
| New Listings                             | 680           | -19.5                    | -21.9         | -32.5         | -28.6         | -14.9         | -20.3         |
| Active Listings <sup>3</sup>             | 179           | -13.5                    | -42.4         | -53.7         | -55.4         | -43.7         | -44.2         |
| Sales to New Listings Ratio <sup>4</sup> | 65.9          | 65.4                     | 53.6          | 43.2          | 36.7          | 40.7          | 42.4          |
| Months of Inventory <sup>5</sup>         | 2.8           | 2.6                      | 4.7           | 6.2           | 8.0           | 6.8           | 6.2           |
| Average Price                            | \$442,224     | 10.3                     | 32.4          | 36.7          | 44.4          | 52.4          | 71.0          |

<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

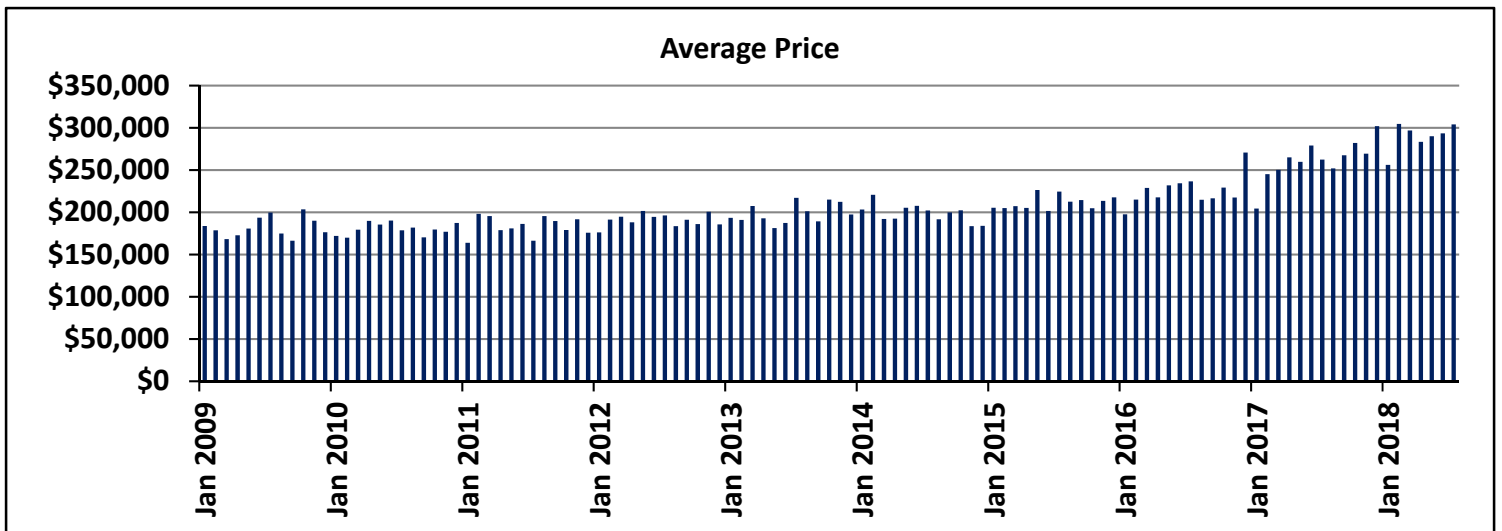
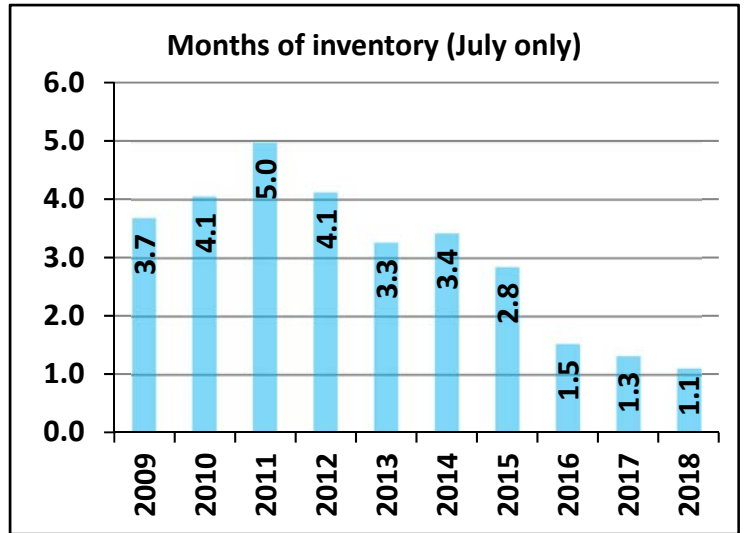
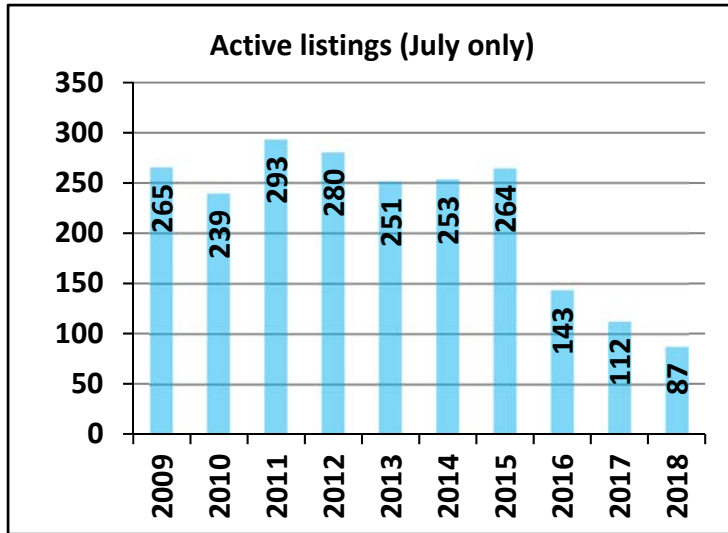
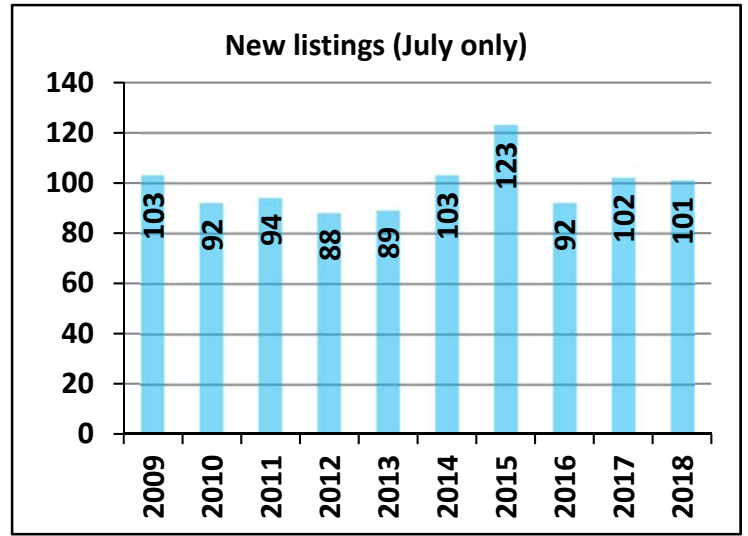
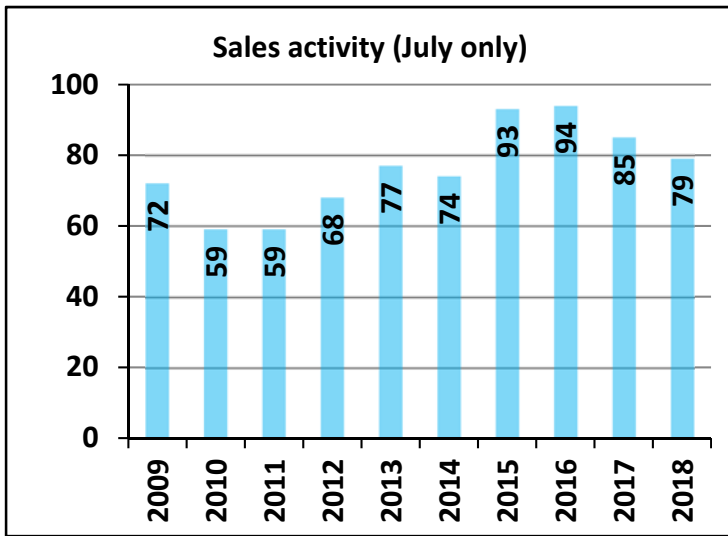
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

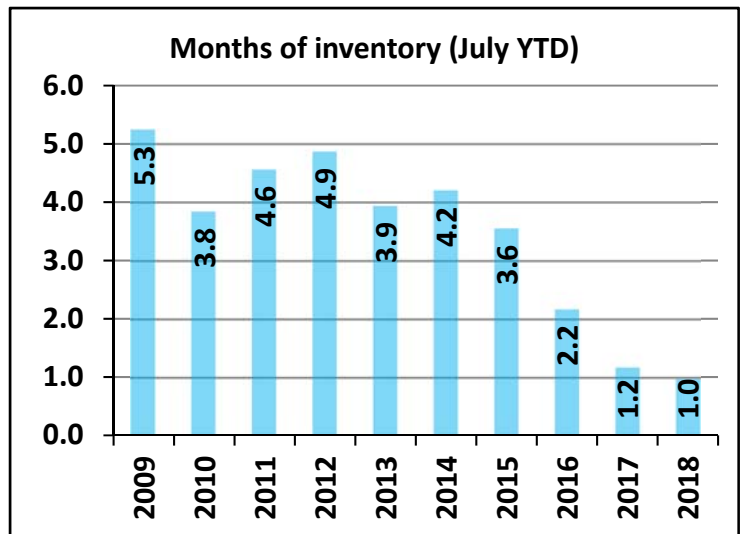
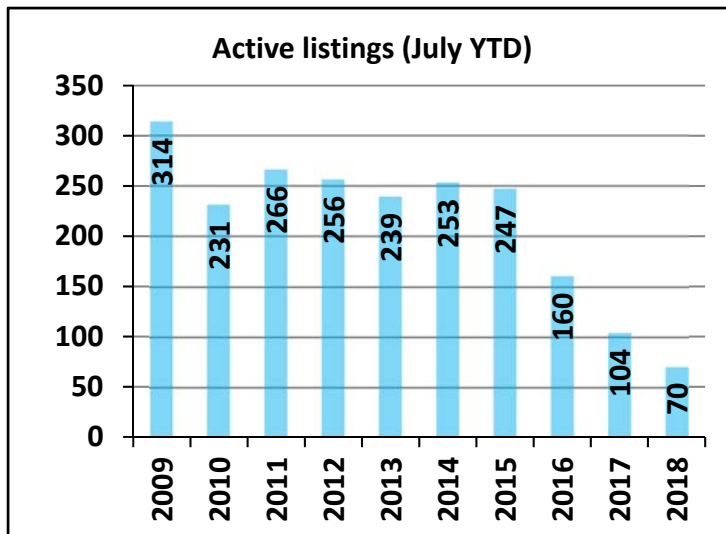
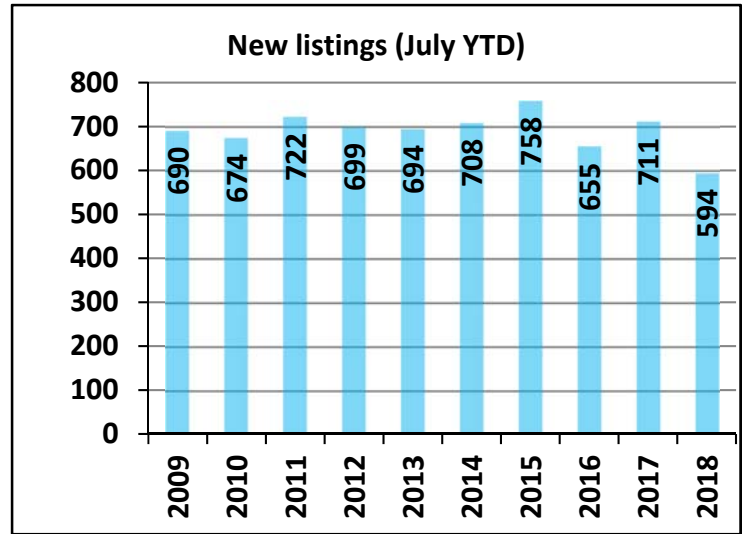
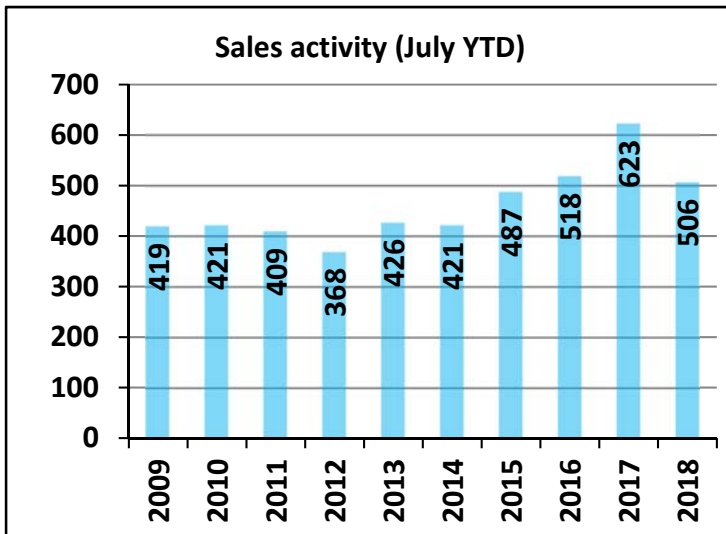
# St. Thomas

## Residential Market Activity



# St. Thomas

## Residential Market Activity



# St. Thomas

## Residential Market Activity

| Actual                                   | July 2018    | Compared to <sup>6</sup> |             |             |             |             |              |
|------------------------------------------|--------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|                                          |              | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|                                          |              | July 2017                | July 2016   | July 2015   | July 2013   | July 2011   | July 2008    |
| Sales Activity                           | 79           | -7.1                     | -16.0       | -15.1       | 2.6         | 33.9        | 12.9         |
| Dollar Volume                            | \$24,015,087 | 7.7                      | 8.0         | 15.1        | 43.7        | 144.8       | 69.2         |
| New Listings                             | 101          | -1.0                     | 9.8         | -17.9       | 13.5        | 7.4         | -19.8        |
| Active Listings                          | 87           | -22.3                    | -39.2       | -67.0       | -65.3       | -70.3       | -69.1        |
| Sales to New Listings Ratio <sup>1</sup> | 78.2         | 83.3                     | 102.2       | 75.6        | 86.5        | 62.8        | 55.6         |
| Months of Inventory <sup>2</sup>         | 1.1          | 1.3                      | 1.5         | 2.8         | 3.3         | 5.0         | 4.0          |
| Average Price                            | \$303,988    | 15.9                     | 28.5        | 35.5        | 40.0        | 82.8        | 49.9         |

| Year-to-date                             | July 2018     | Compared to <sup>6</sup> |               |               |               |               |               |
|------------------------------------------|---------------|--------------------------|---------------|---------------|---------------|---------------|---------------|
|                                          |               | 1 year ago               | 2 years ago   | 3 years ago   | 5 years ago   | 7 years ago   | 10 years ago  |
|                                          |               | July 2017 YTD            | July 2016 YTD | July 2015 YTD | July 2013 YTD | July 2011 YTD | July 2008 YTD |
| Sales Activity                           | 506           | -18.8                    | -2.3          | 3.9           | 18.8          | 23.7          | 17.7          |
| Dollar Volume                            | \$147,795,676 | -7.5                     | 25.7          | 43.0          | 77.1          | 99.0          | 85.1          |
| New Listings                             | 594           | -16.5                    | -9.3          | -21.6         | -14.4         | -17.7         | -18.0         |
| Active Listings <sup>3</sup>             | 70            | -32.7                    | -56.3         | -71.7         | -70.7         | -73.7         | -71.3         |
| Sales to New Listings Ratio <sup>4</sup> | 85.2          | 87.6                     | 79.1          | 64.2          | 61.4          | 56.6          | 59.4          |
| Months of Inventory <sup>5</sup>         | 1.0           | 1.2                      | 2.2           | 3.6           | 3.9           | 4.6           | 4.0           |
| Average Price                            | \$292,086     | 13.9                     | 28.7          | 37.6          | 49.1          | 60.9          | 57.3          |

<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

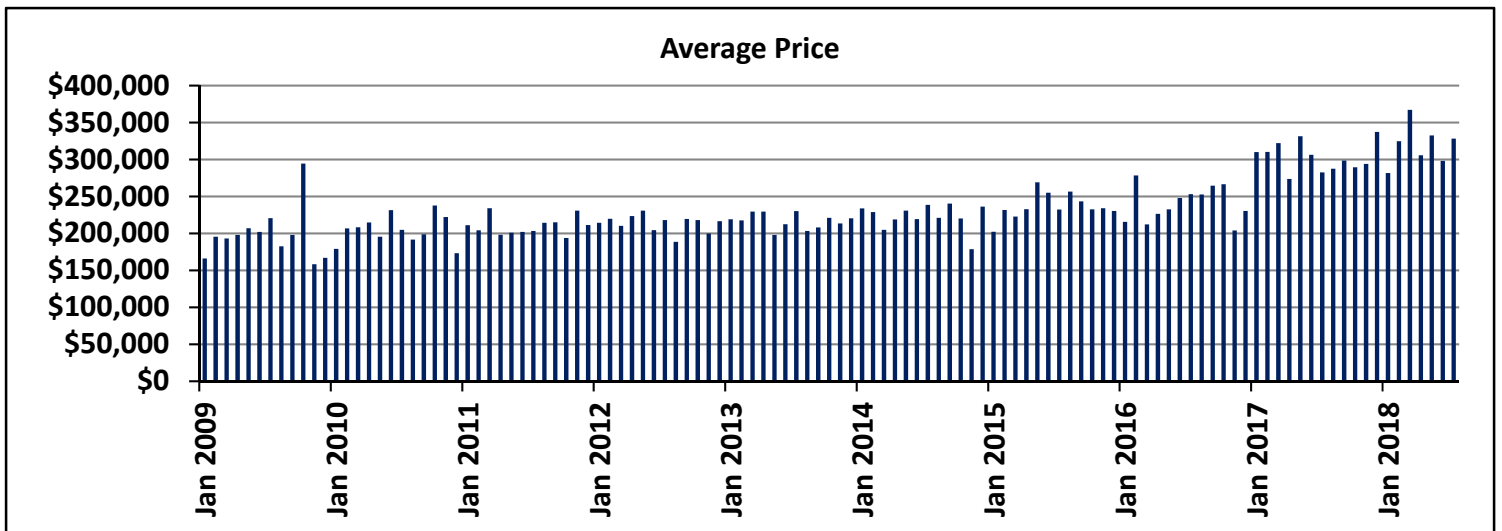
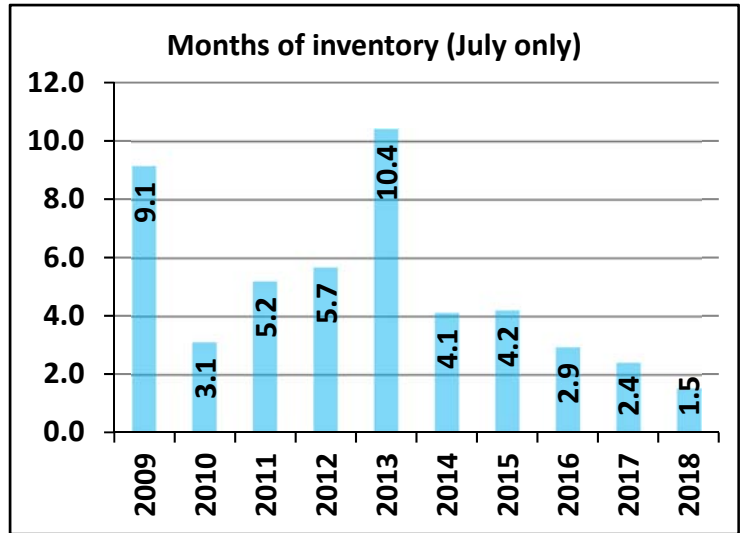
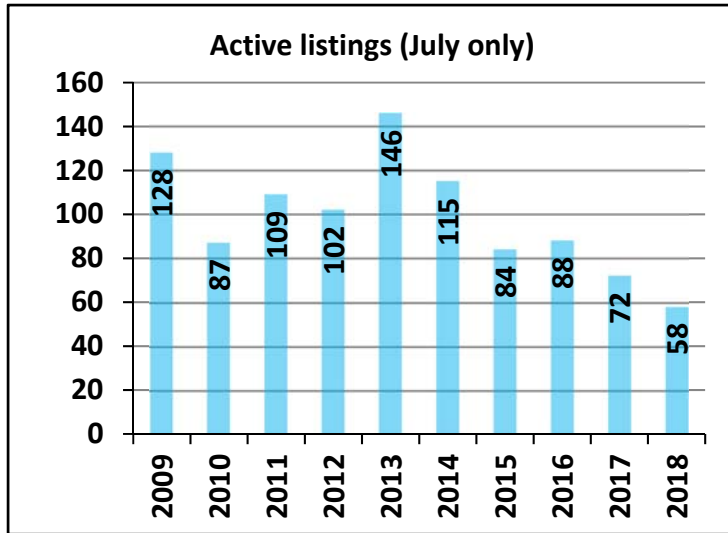
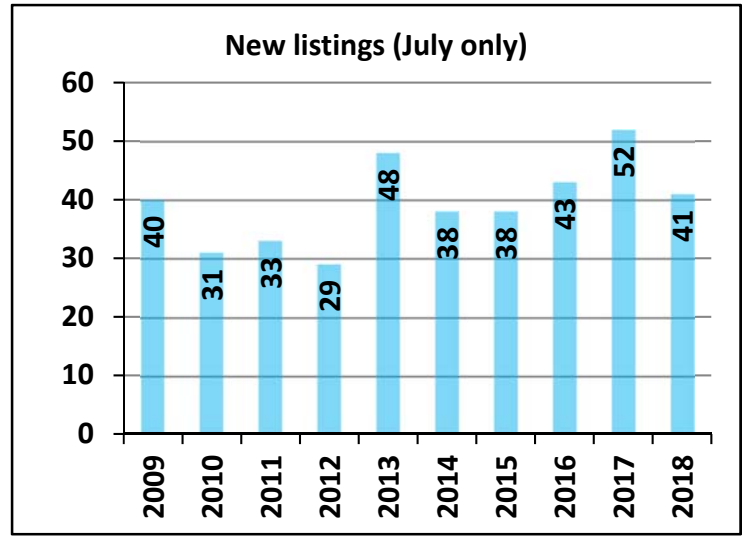
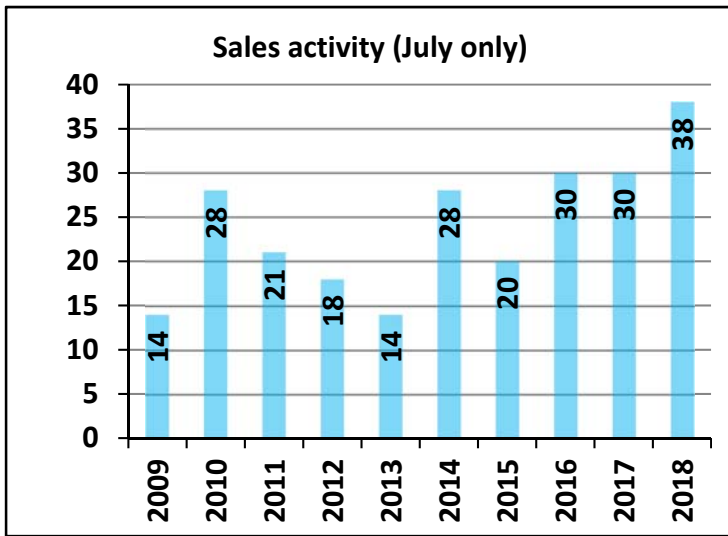
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

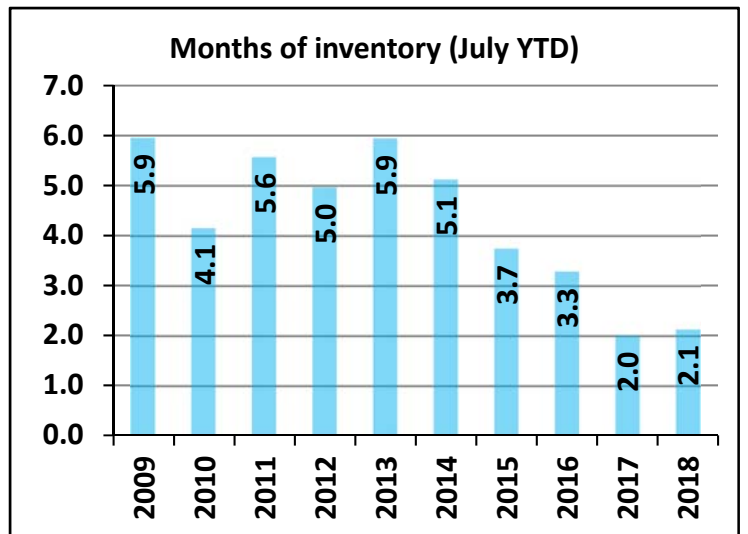
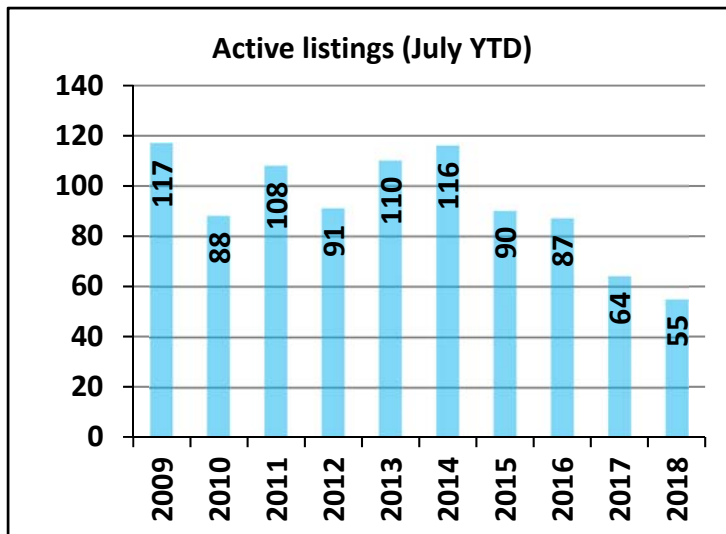
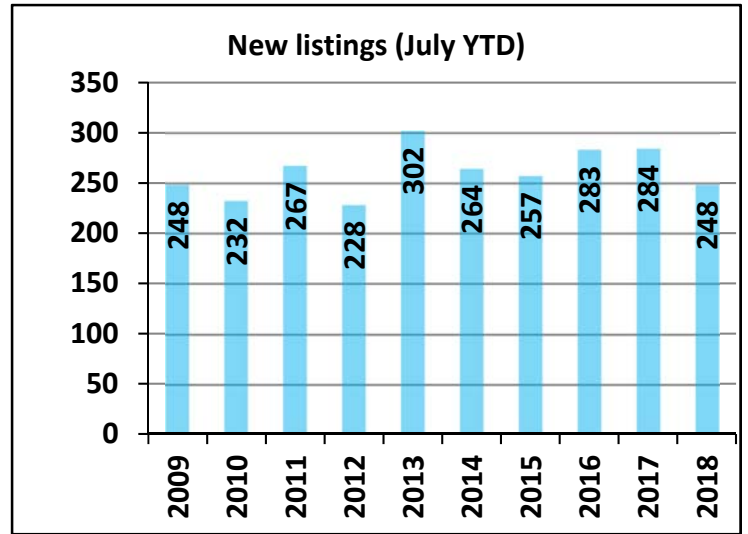
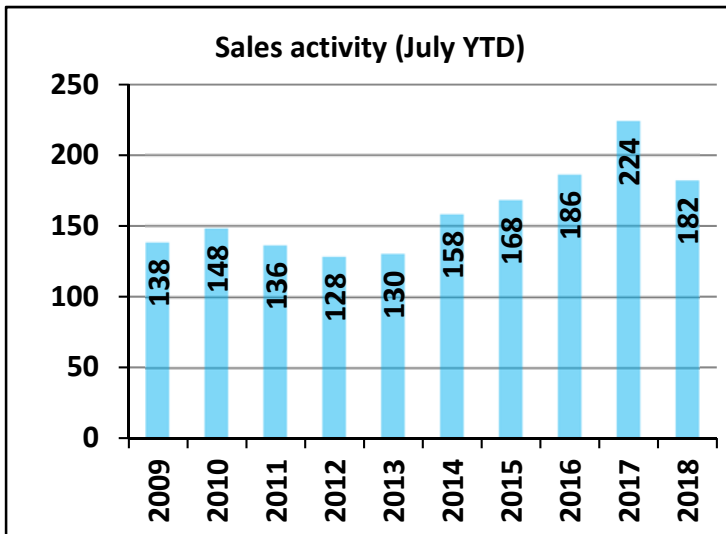
# Strathroy

## Residential Market Activity



# Strathroy

## Residential Market Activity



# Strathroy

## Residential Market Activity

| Actual                                   | July 2018    | Compared to <sup>6</sup> |             |             |             |             |              |
|------------------------------------------|--------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|                                          |              | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|                                          |              | July 2017                | July 2016   | July 2015   | July 2013   | July 2011   | July 2008    |
| Sales Activity                           | 38           | 26.7                     | 26.7        | 90.0        | 171.4       | 81.0        | 26.7         |
| Dollar Volume                            | \$12,471,124 | 47.2                     | 64.2        | 168.5       | 287.2       | 192.1       | 135.2        |
| New Listings                             | 41           | -21.2                    | -4.7        | 7.9         | -14.6       | 24.2        | -8.9         |
| Active Listings                          | 58           | -19.4                    | -34.1       | -31.0       | -60.3       | -46.8       | -50.0        |
| Sales to New Listings Ratio <sup>1</sup> | 92.7         | 57.7                     | 69.8        | 52.6        | 29.2        | 63.6        | 66.7         |
| Months of Inventory <sup>2</sup>         | 1.5          | 2.4                      | 2.9         | 4.2         | 10.4        | 5.2         | 3.9          |
| Average Price                            | \$328,187    | 16.2                     | 29.7        | 41.3        | 42.7        | 61.4        | 85.7         |

| Year-to-date                             | July 2018    | Compared to <sup>6</sup> |               |               |               |               |               |
|------------------------------------------|--------------|--------------------------|---------------|---------------|---------------|---------------|---------------|
|                                          |              | 1 year ago               | 2 years ago   | 3 years ago   | 5 years ago   | 7 years ago   | 10 years ago  |
|                                          |              | July 2017 YTD            | July 2016 YTD | July 2015 YTD | July 2013 YTD | July 2011 YTD | July 2008 YTD |
| Sales Activity                           | 182          | -18.8                    | -2.2          | 8.3           | 40.0          | 33.8          | 9.0           |
| Dollar Volume                            | \$58,170,090 | -15.5                    | 31.4          | 43.4          | 104.7         | 107.0         | 85.2          |
| New Listings                             | 248          | -12.7                    | -12.4         | -3.5          | -17.9         | -7.1          | -12.7         |
| Active Listings <sup>3</sup>             | 55           | -14.1                    | -36.8         | -38.9         | -50.0         | -49.1         | -47.6         |
| Sales to New Listings Ratio <sup>4</sup> | 73.4         | 78.9                     | 65.7          | 65.4          | 43.0          | 50.9          | 58.8          |
| Months of Inventory <sup>5</sup>         | 2.1          | 2.0                      | 3.3           | 3.7           | 5.9           | 5.6           | 4.4           |
| Average Price                            | \$319,616    | 3.9                      | 34.3          | 32.3          | 46.2          | 54.7          | 70.0          |

<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