



# Residential Market Activity

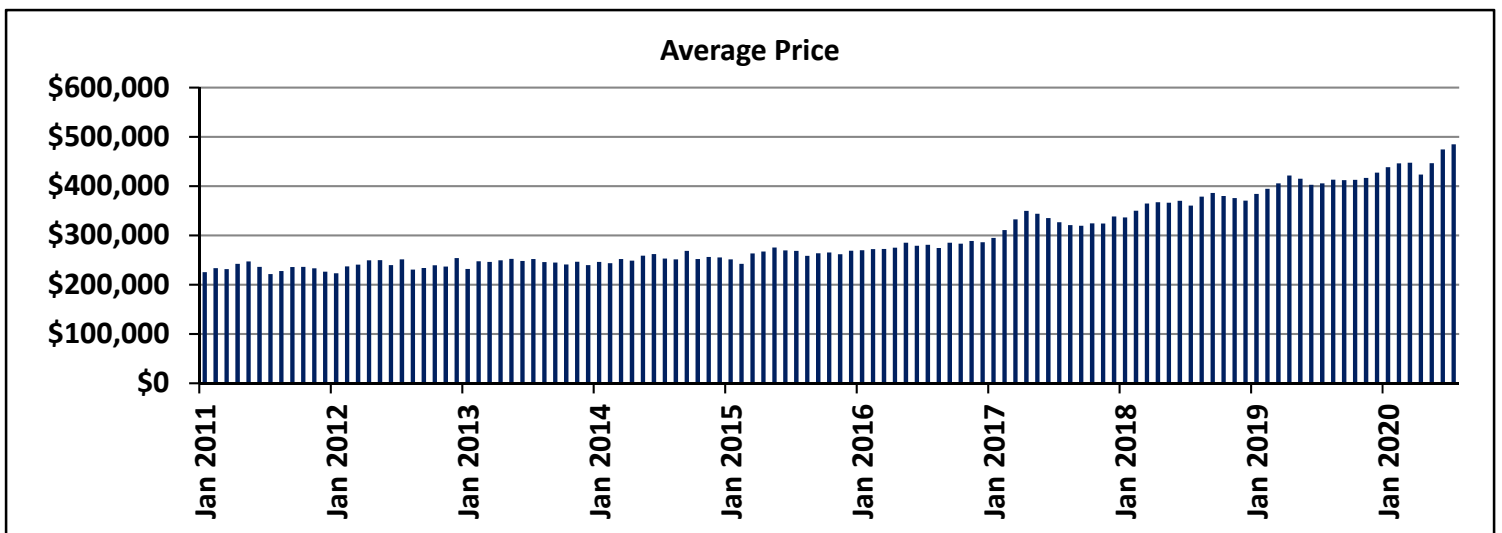
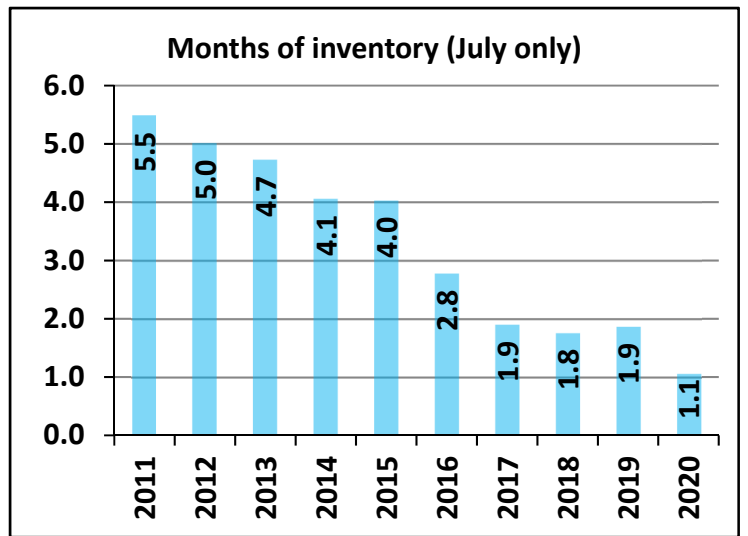
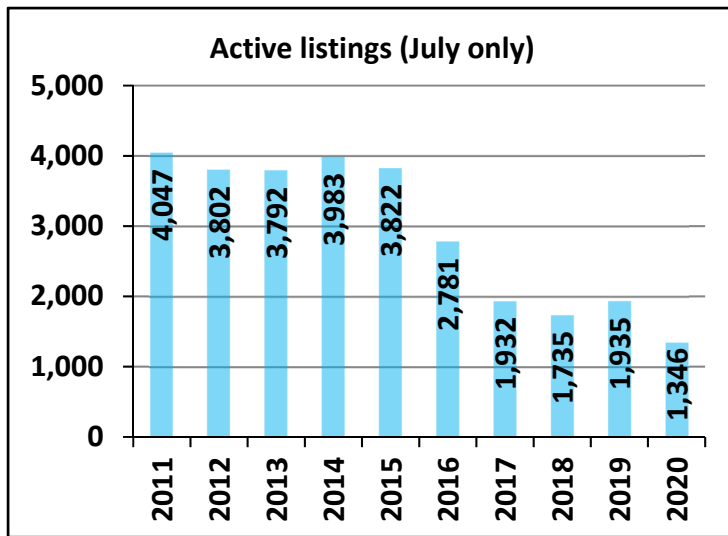
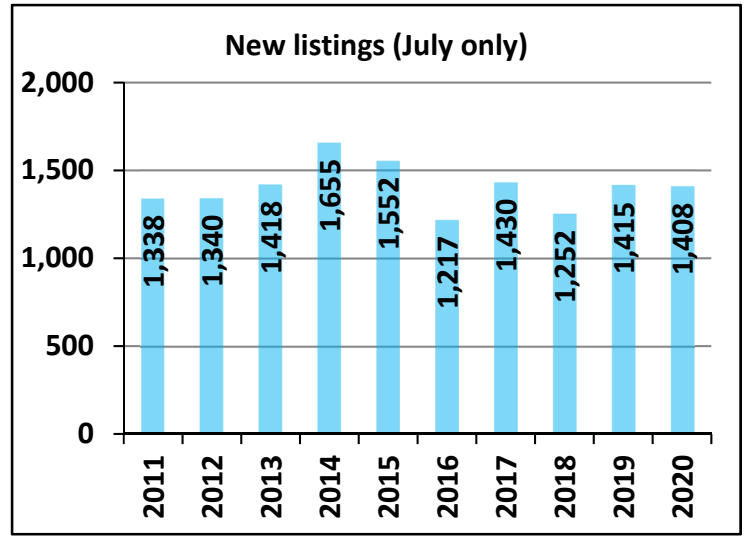
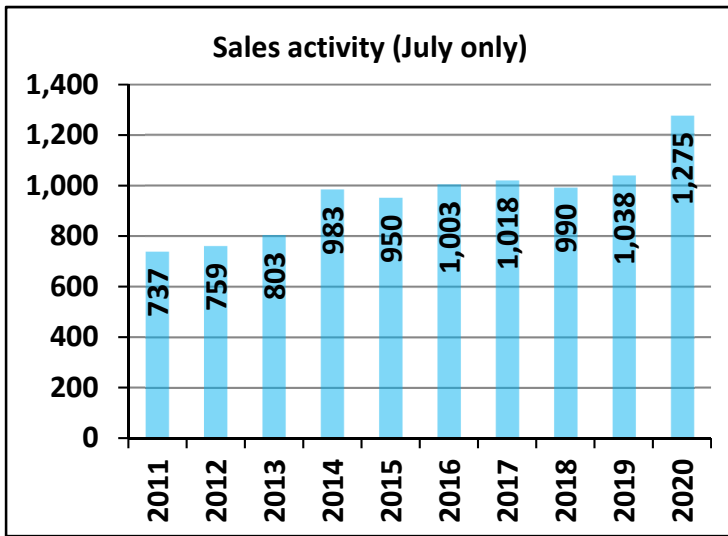
July 2020



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

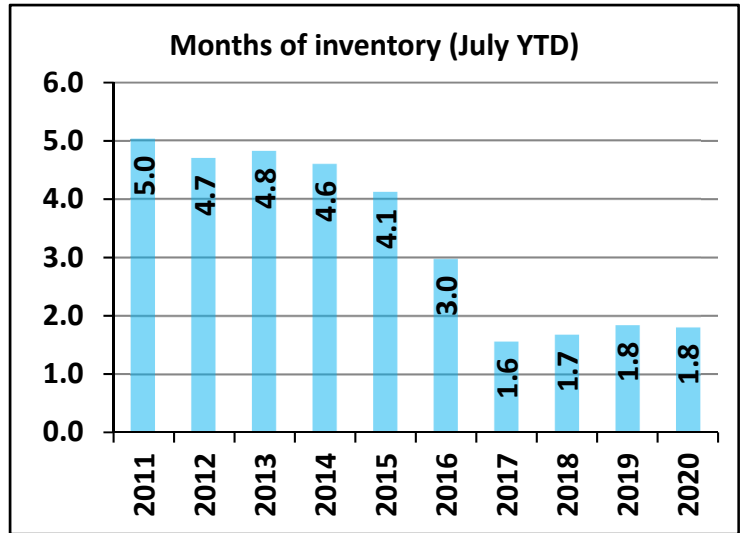
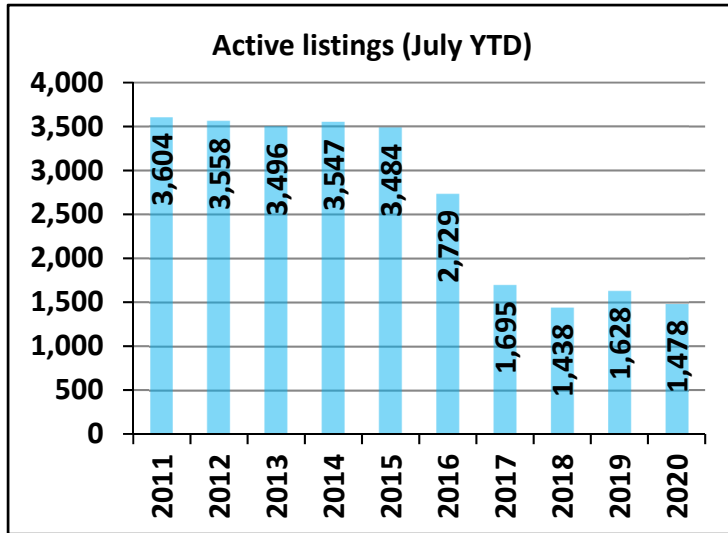
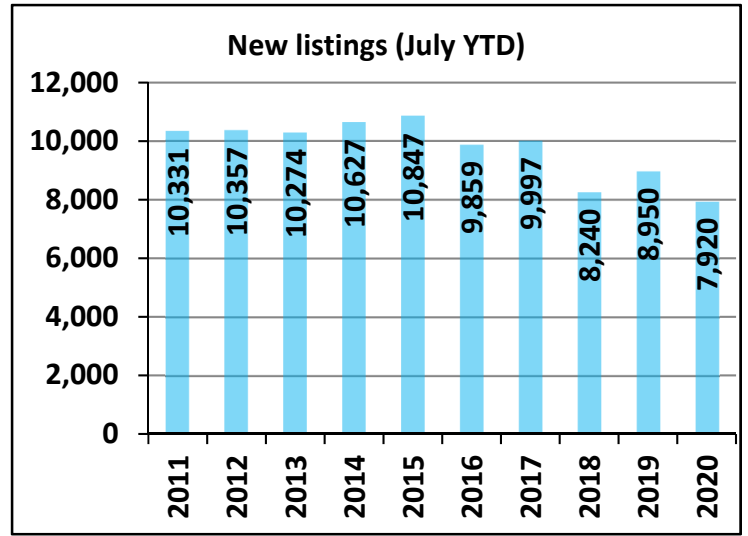
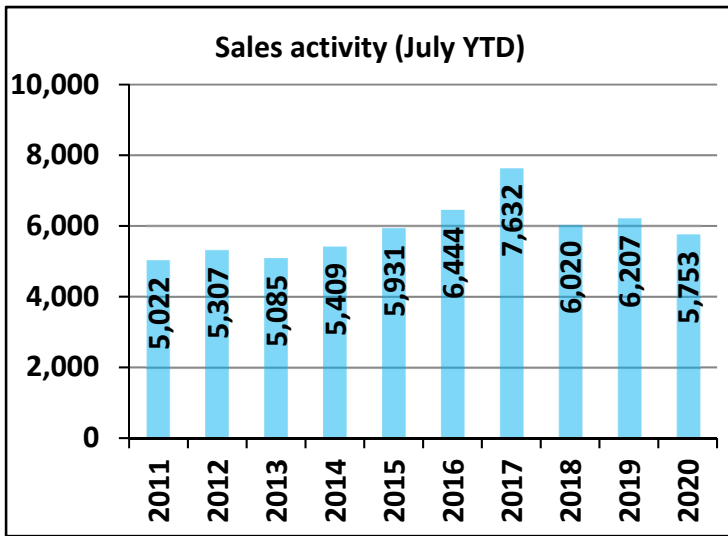
# London and St. Thomas

## Residential Market Activity



# London and St. Thomas

## Residential Market Activity



# London and St. Thomas

## Residential Market Activity

Actual	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
<b>Sales Activity</b>	1,275	22.8	28.8	25.2	34.2	58.8	78.3
<b>Dollar Volume</b>	\$618,227,089	46.9	73.2	86.0	142.5	205.6	282.7
<b>New Listings</b>	1,408	-0.5	12.5	-1.5	-9.3	-0.7	14.3
<b>Active Listings</b>	1,346	-30.4	-22.4	-30.3	-64.8	-64.5	-62.2
<b>Sales to New Listings Ratio<sup>1</sup></b>	90.6	73.4	79.1	71.2	61.2	56.6	58.0
<b>Months of Inventory<sup>2</sup></b>	1.1	1.9	1.8	1.9	4.0	4.7	5.0
<b>Average Price</b>	\$484,884	19.6	34.5	48.5	80.7	92.5	114.6

Year-to-date	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
<b>Sales Activity</b>	5,753	-7.3	-4.4	-24.6	-3.0	13.1	5.9
<b>Dollar Volume</b>	\$2,635,425,969	4.4	20.9	3.9	67.5	109.1	111.5
<b>New Listings</b>	7,920	-11.5	-3.9	-20.8	-27.0	-22.9	-21.0
<b>Active Listings<sup>3</sup></b>	1,478	-9.2	2.8	-12.8	-57.6	-57.7	-54.7
<b>Sales to New Listings Ratio<sup>4</sup></b>	72.6	69.4	73.1	76.3	54.7	49.5	54.2
<b>Months of Inventory<sup>5</sup></b>	1.8	1.8	1.7	1.6	4.1	4.8	4.2
<b>Average Price</b>	\$458,096	12.7	26.5	37.9	72.7	84.8	99.8

<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

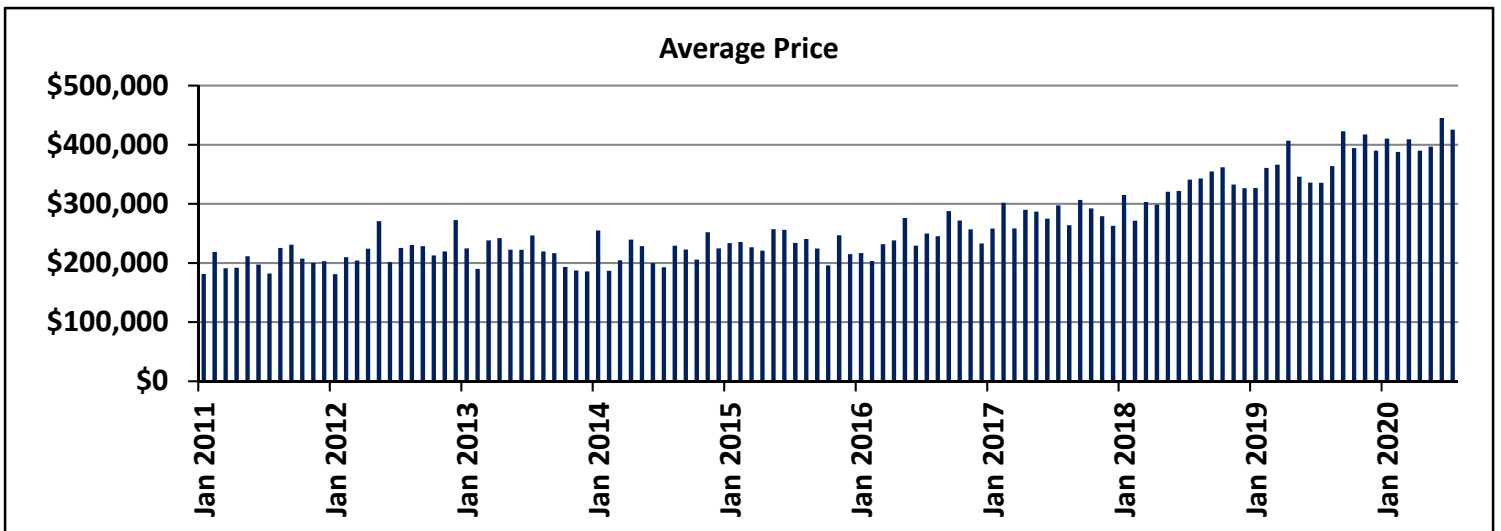
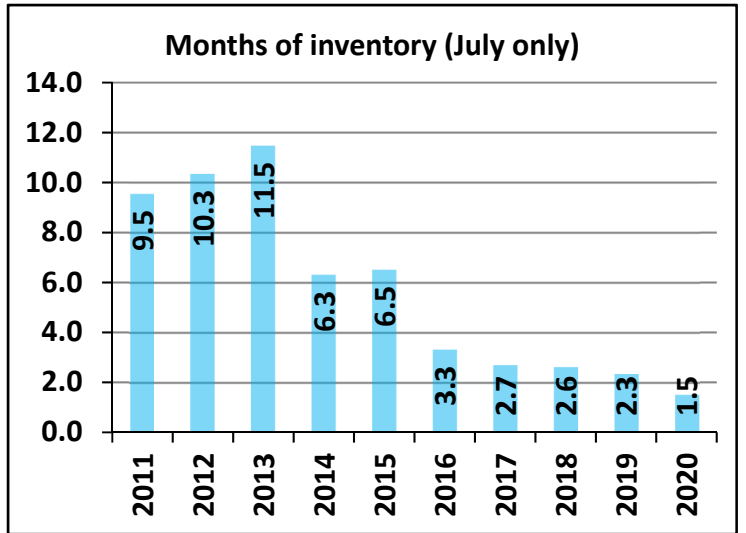
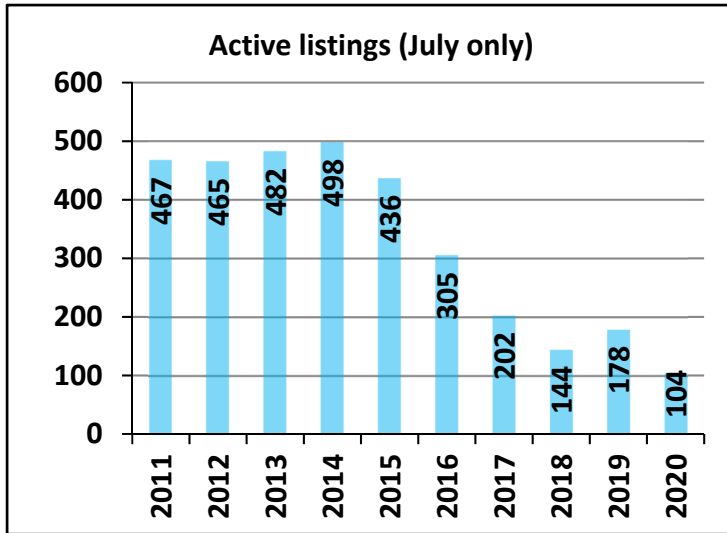
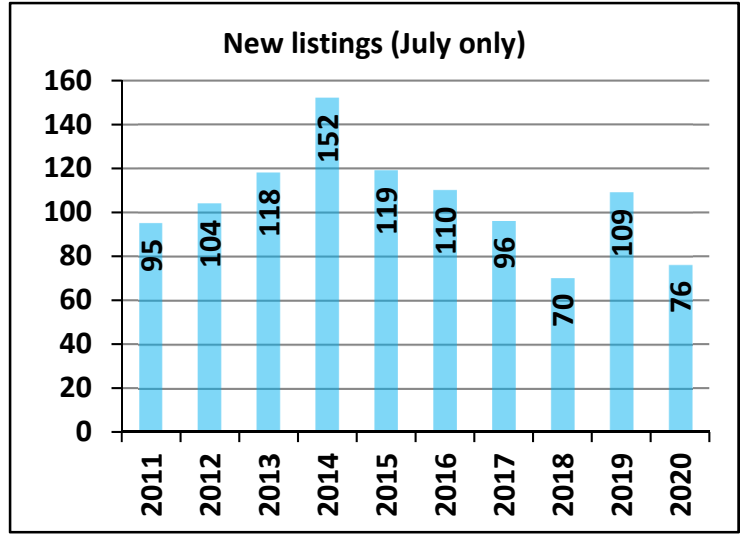
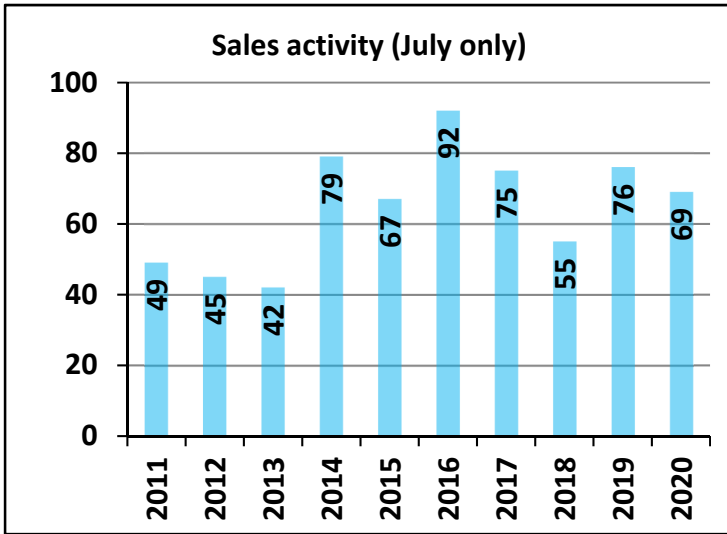
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

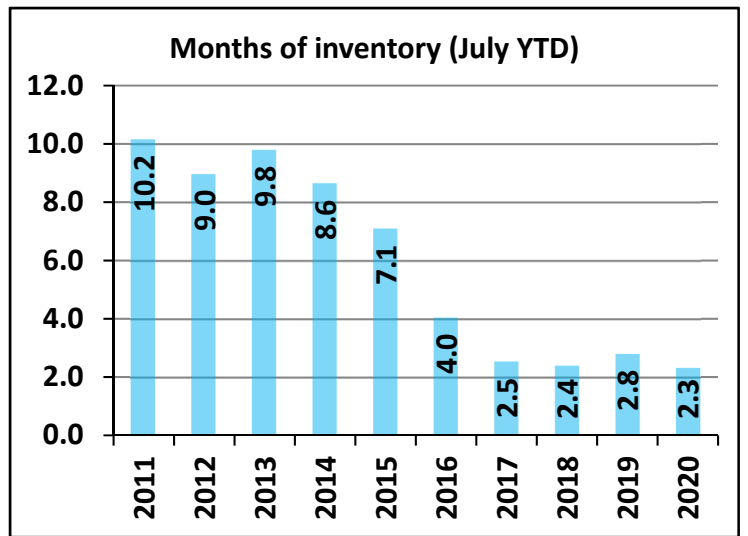
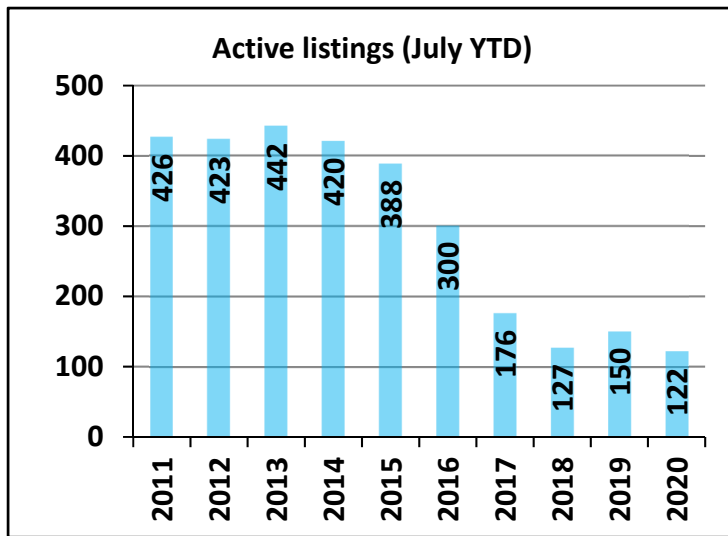
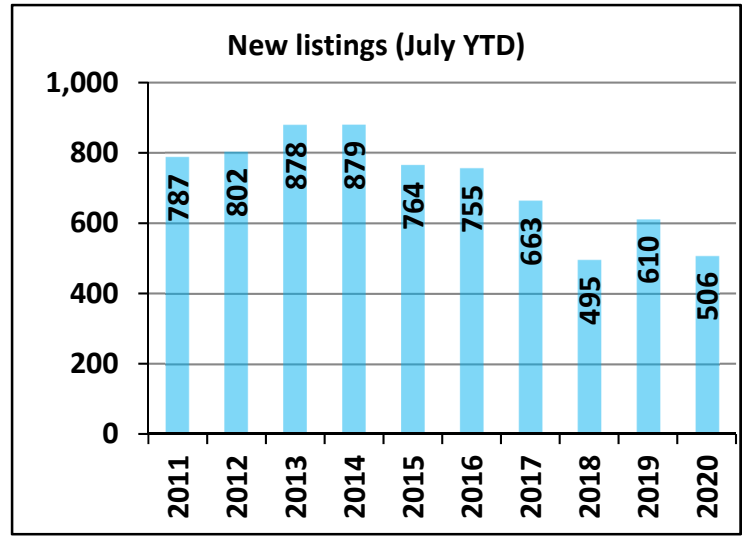
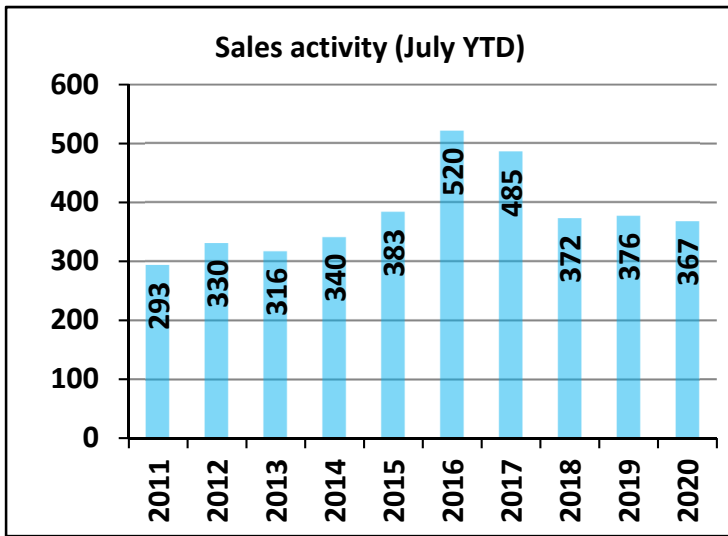
# Elgin County

## Residential Market Activity



# Elgin County

## Residential Market Activity



# Elgin County

## Residential Market Activity

Actual	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	69	-9.2	25.5	-8.0	3.0	64.3	76.9
Dollar Volume	\$29,353,400	15.2	56.6	31.6	87.3	183.6	330.6
New Listings	76	-30.3	8.6	-20.8	-36.1	-35.6	-26.2
Active Listings	104	-41.6	-27.8	-48.5	-76.1	-78.4	-77.3
Sales to New Listings Ratio <sup>1</sup>	90.8	69.7	78.6	78.1	56.3	35.6	37.9
Months of Inventory <sup>2</sup>	1.5	2.3	2.6	2.7	6.5	11.5	11.8
Average Price	\$425,412	26.8	24.8	43.1	81.9	72.7	143.4

Year-to-date	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
Sales Activity	367	-2.4	-1.3	-24.3	-4.2	16.1	4.0
Dollar Volume	\$151,823,052	14.1	30.9	11.2	65.5	111.7	121.5
New Listings	506	-17.0	2.2	-23.7	-33.8	-42.4	-41.6
Active Listings <sup>3</sup>	122	-18.7	-3.9	-30.7	-68.6	-72.4	-72.9
Sales to New Listings Ratio <sup>4</sup>	72.5	61.6	75.2	73.2	50.1	36.0	40.8
Months of Inventory <sup>5</sup>	2.3	2.8	2.4	2.5	7.1	9.8	8.9
Average Price	\$413,687	16.9	32.7	46.9	72.7	82.3	113.0

<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

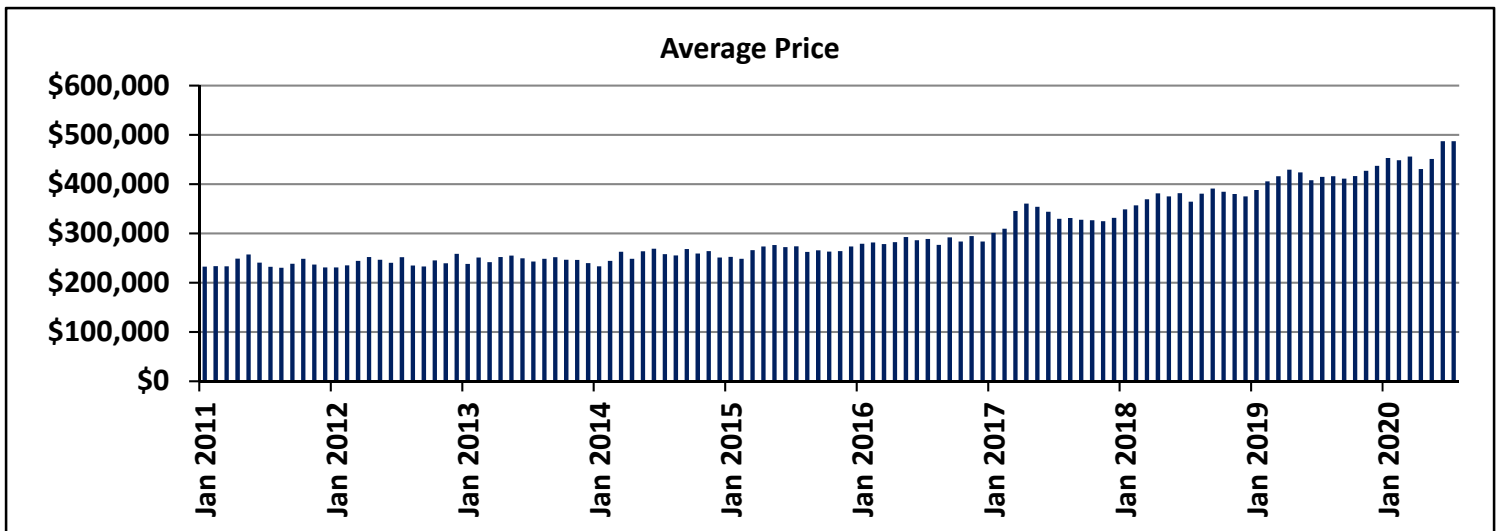
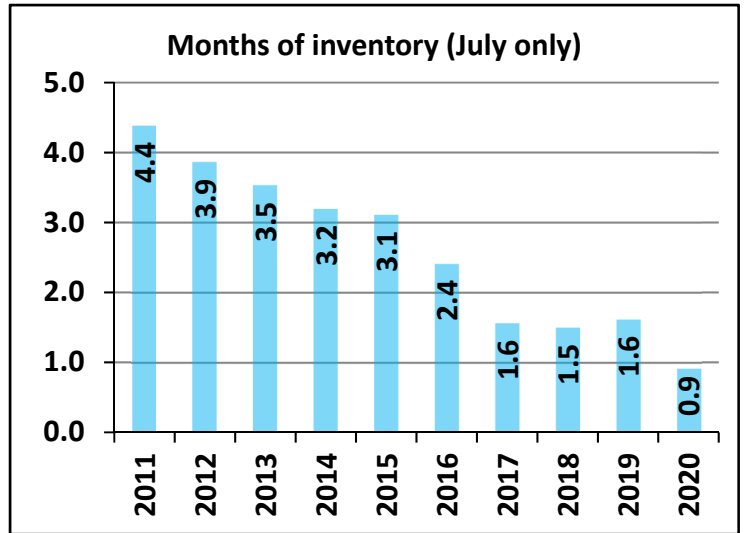
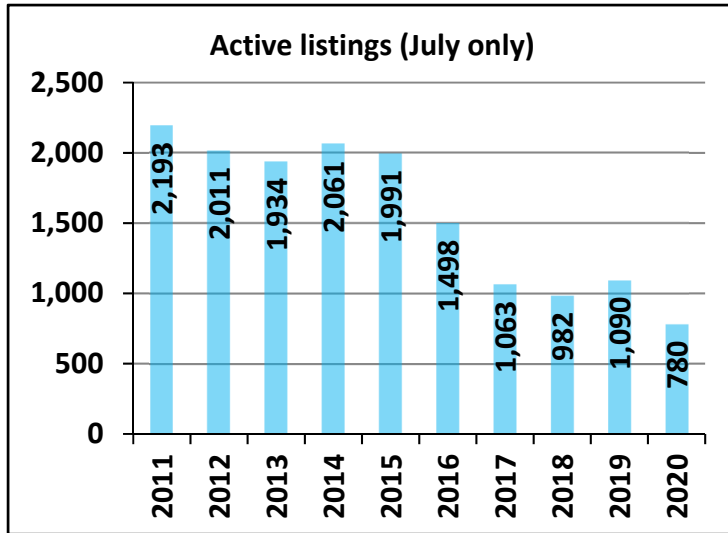
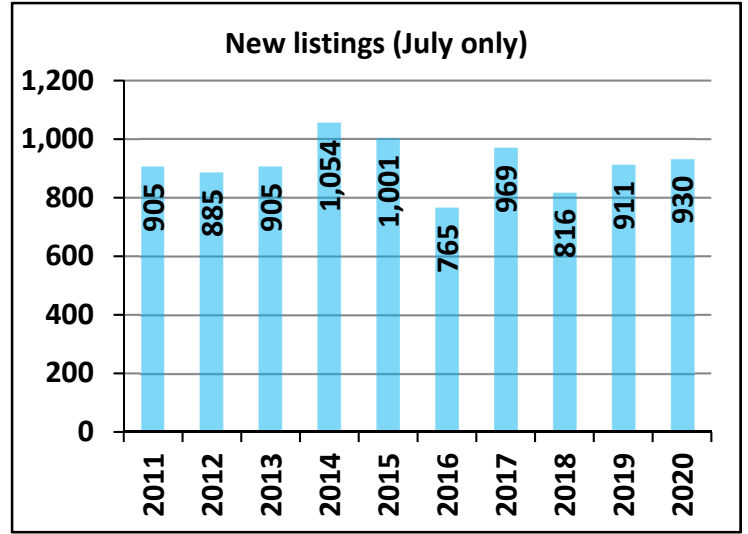
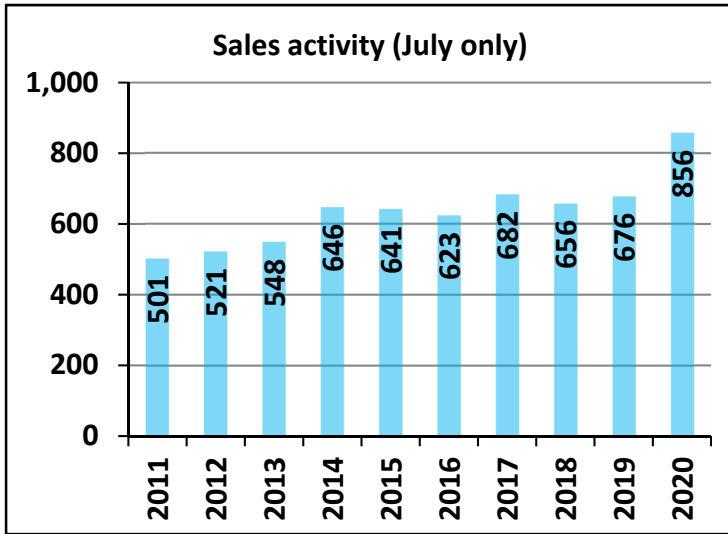
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

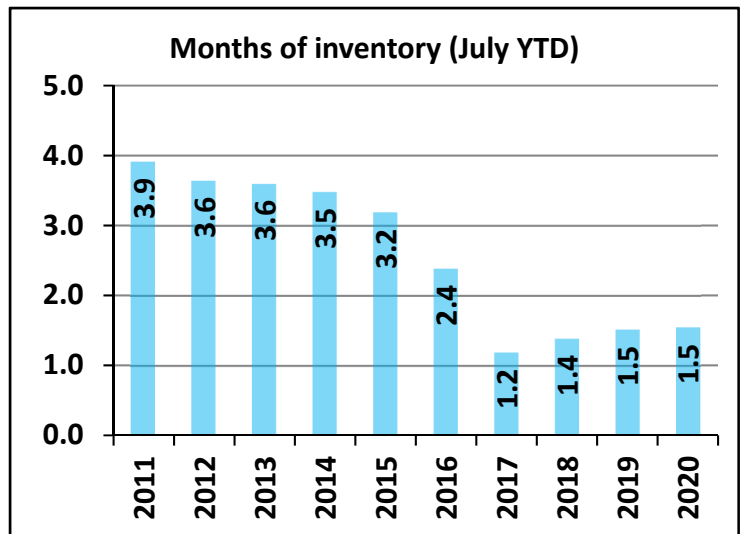
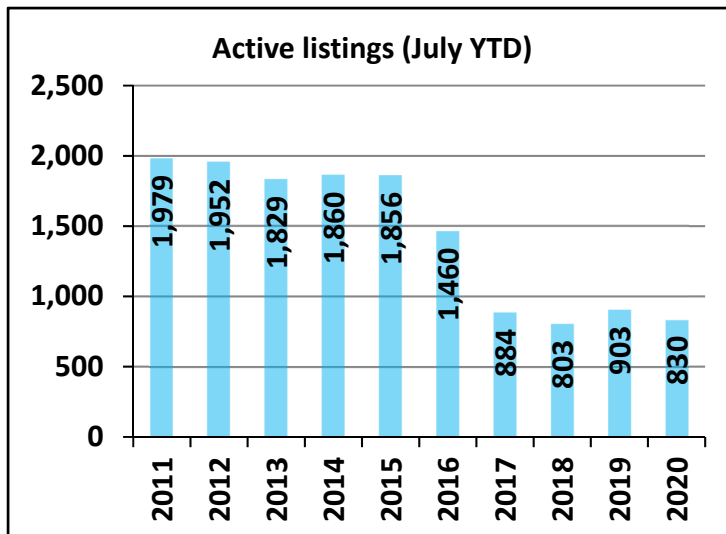
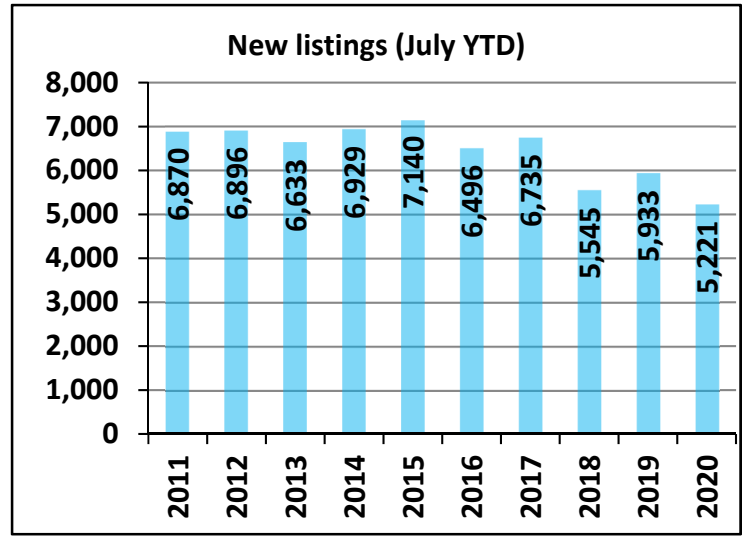
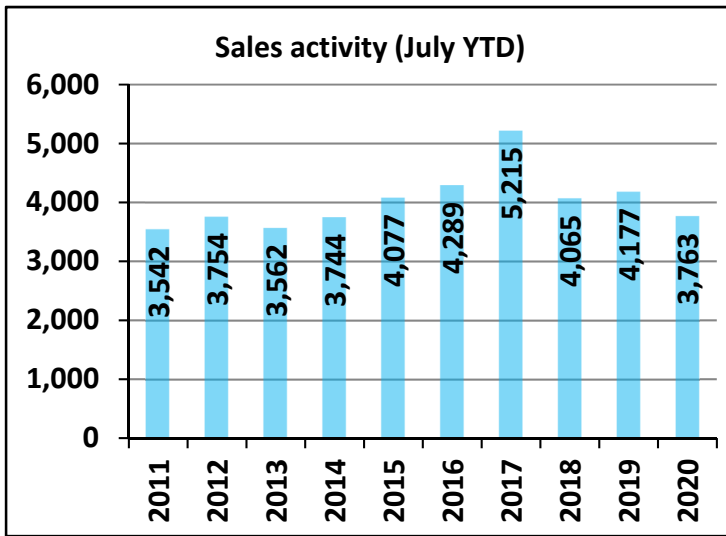
## Residential Market Activity





# London

## Residential Market Activity



# London

## Residential Market Activity

Actual	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
<b>Sales Activity</b>	<b>856</b>	26.6	30.5	25.5	33.5	56.2	78.3
<b>Dollar Volume</b>	<b>\$416,974,330</b>	48.7	74.4	85.4	137.8	213.4	270.2
<b>New Listings</b>	<b>930</b>	2.1	14.0	-4.0	-7.1	2.8	16.4
<b>Active Listings</b>	<b>780</b>	-28.4	-20.6	-26.6	-60.8	-59.7	-59.6
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>92.0</b>	74.2	80.4	70.4	64.0	60.6	60.1
<b>Months of Inventory<sup>2</sup></b>	<b>0.9</b>	1.6	1.5	1.6	3.1	3.5	4.0
<b>Average Price</b>	<b>\$487,120</b>	17.5	33.7	47.7	78.0	100.6	107.6

Year-to-date	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
<b>Sales Activity</b>	<b>3,763</b>	-9.9	-7.4	-27.8	-7.7	5.6	-1.4
<b>Dollar Volume</b>	<b>\$1,750,844,884</b>	1.0	16.1	-1.4	59.8	98.2	96.4
<b>New Listings</b>	<b>5,221</b>	-12.0	-5.8	-22.5	-26.9	-21.3	-21.4
<b>Active Listings<sup>3</sup></b>	<b>830</b>	-8.1	3.4	-6.1	-55.3	-54.6	-52.1
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>72.1</b>	70.4	73.3	77.4	57.1	53.7	57.5
<b>Months of Inventory<sup>5</sup></b>	<b>1.5</b>	1.5	1.4	1.2	3.2	3.6	3.2
<b>Average Price</b>	<b>\$465,279</b>	12.2	25.4	36.7	73.1	87.6	99.3

<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

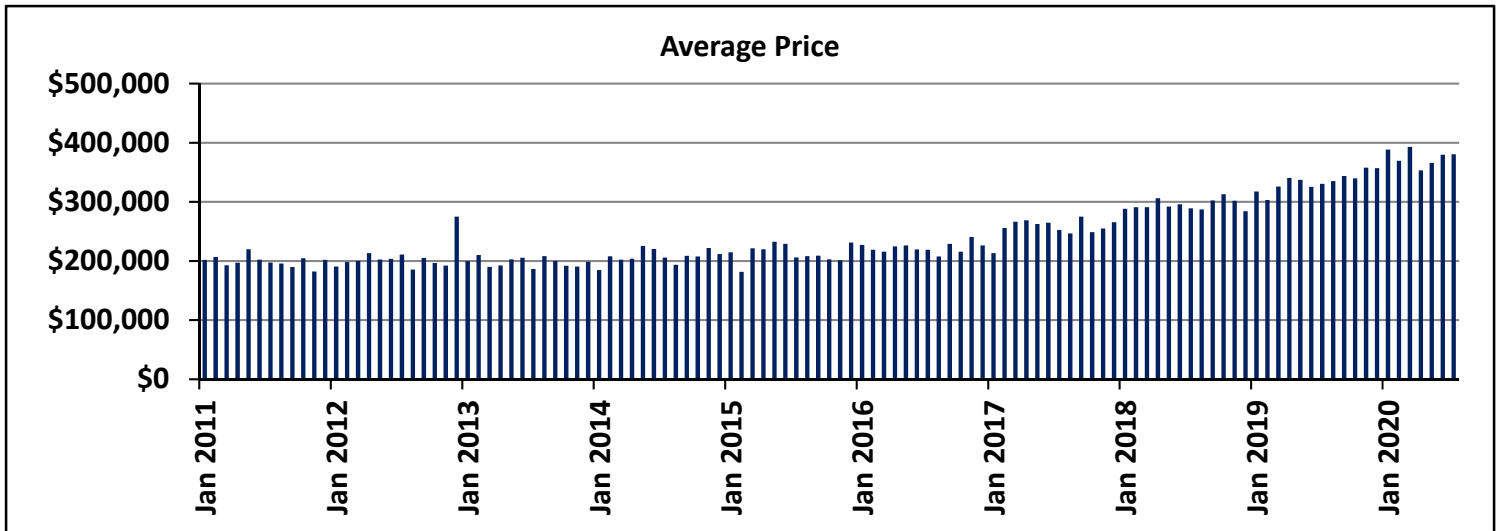
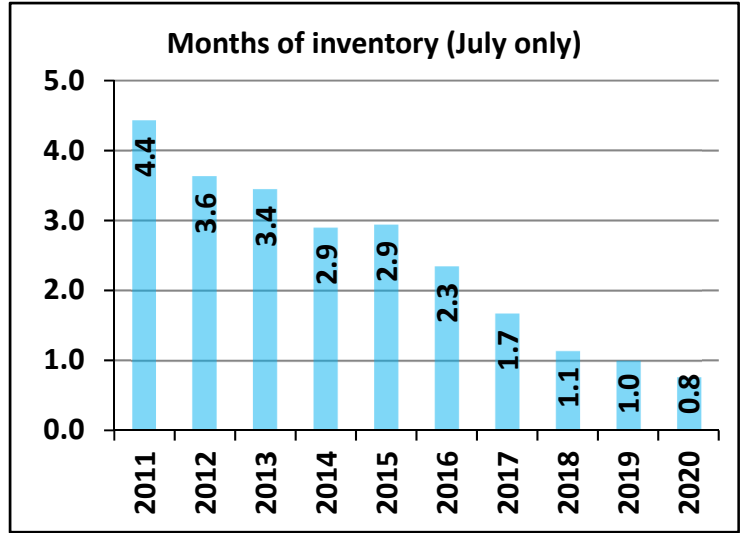
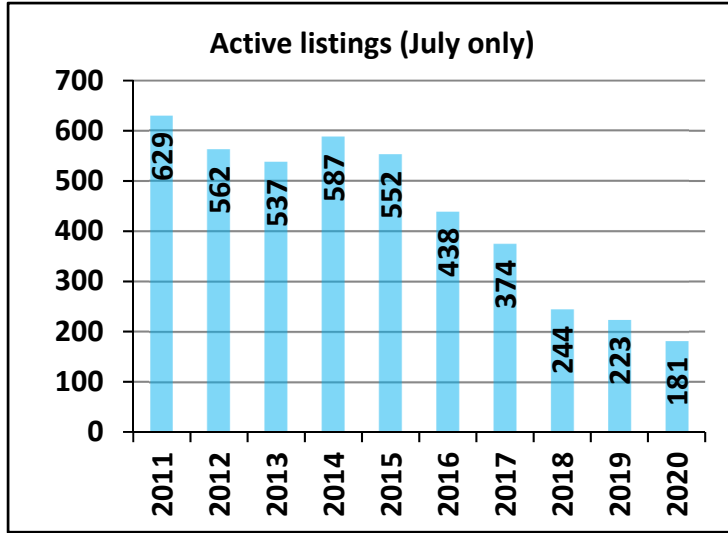
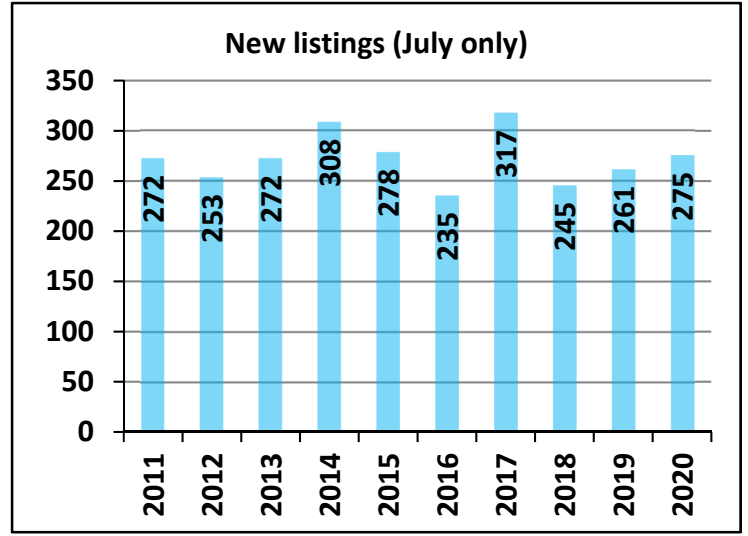
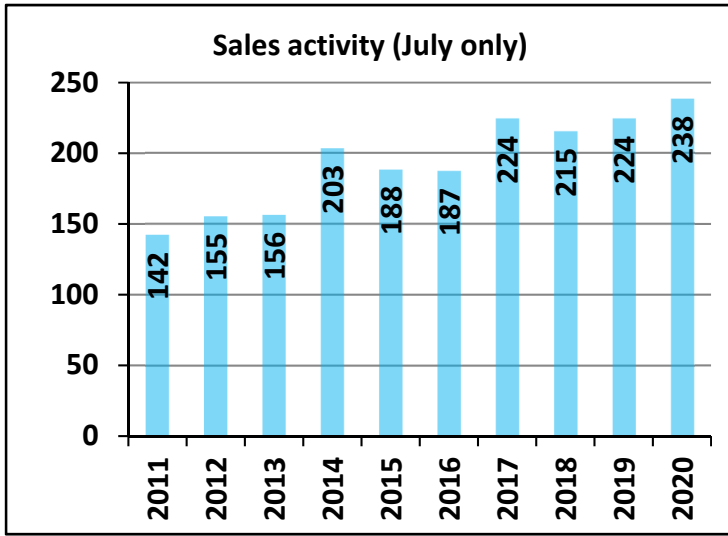
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

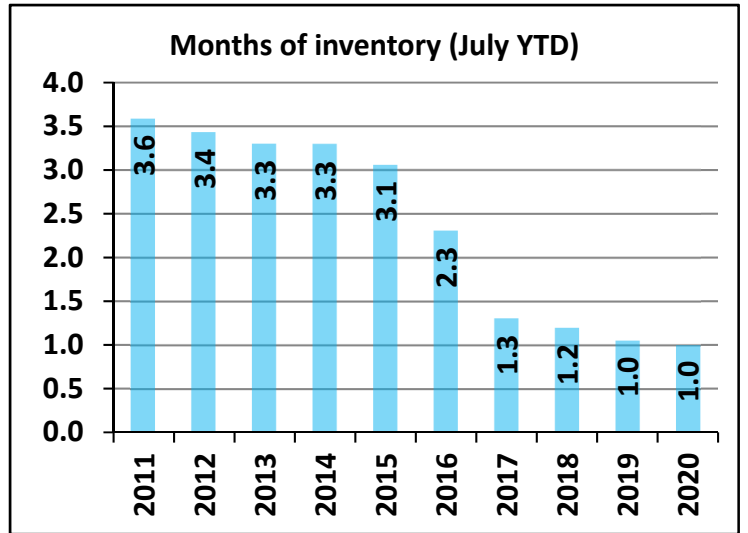
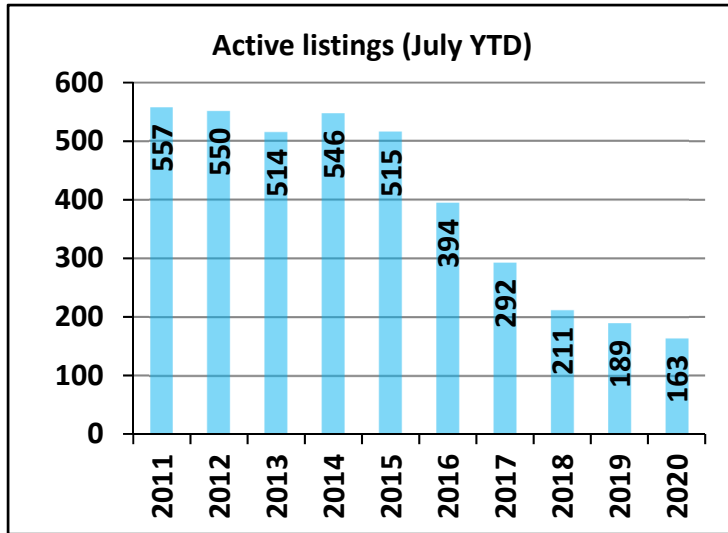
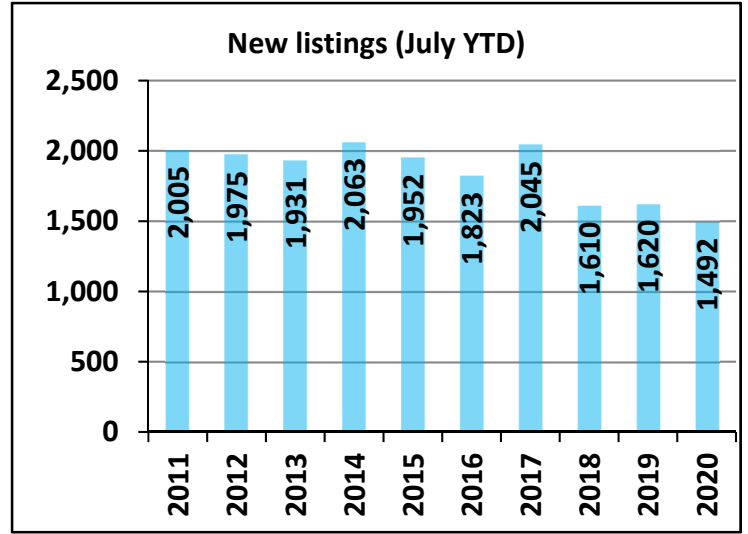
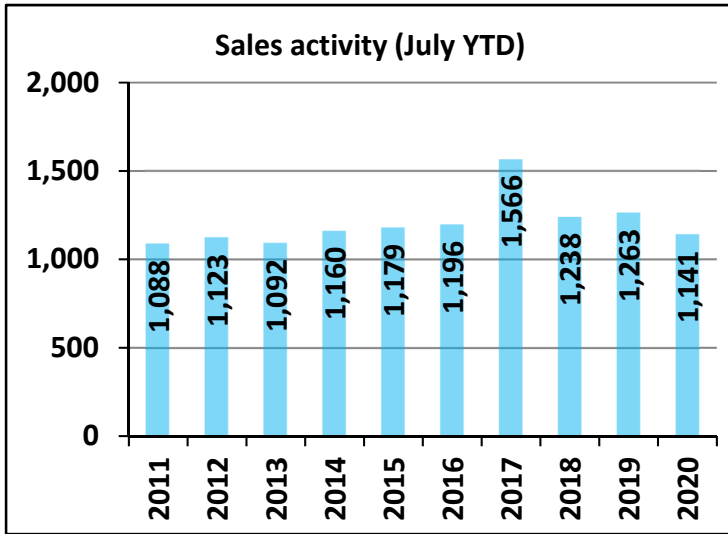
# London East

## Residential Market Activity



# London East

## Residential Market Activity



# London East

## Residential Market Activity

Actual	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
<b>Sales Activity</b>	<b>238</b>	6.3	10.7	6.3	26.6	52.6	40.8
<b>Dollar Volume</b>	<b>\$90,526,888</b>	22.3	45.7	60.1	133.9	211.3	165.9
<b>New Listings</b>	<b>275</b>	5.4	12.2	-13.2	-1.1	1.1	11.3
<b>Active Listings</b>	<b>181</b>	-18.8	-25.8	-51.6	-67.2	-66.3	-67.0
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>86.5</b>	85.8	87.8	70.7	67.6	57.4	68.4
<b>Months of Inventory<sup>2</sup></b>	<b>0.8</b>	1.0	1.1	1.7	2.9	3.4	3.2
<b>Average Price</b>	<b>\$380,365</b>	15.1	31.6	50.7	84.7	104.1	88.8

Year-to-date	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
<b>Sales Activity</b>	<b>1,141</b>	-9.7	-7.8	-27.1	-3.2	4.5	-1.6
<b>Dollar Volume</b>	<b>\$430,960,544</b>	3.9	18.5	6.5	67.9	99.5	91.8
<b>New Listings</b>	<b>1,492</b>	-7.9	-7.3	-27.0	-23.6	-22.7	-24.8
<b>Active Listings<sup>3</sup></b>	<b>163</b>	-13.8	-22.7	-44.2	-68.3	-68.3	-66.7
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>76.5</b>	78.0	76.9	76.6	60.4	56.6	58.5
<b>Months of Inventory<sup>5</sup></b>	<b>1.0</b>	1.0	1.2	1.3	3.1	3.3	3.0
<b>Average Price</b>	<b>\$377,704</b>	15.0	28.6	46.2	73.5	91.0	95.0

<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

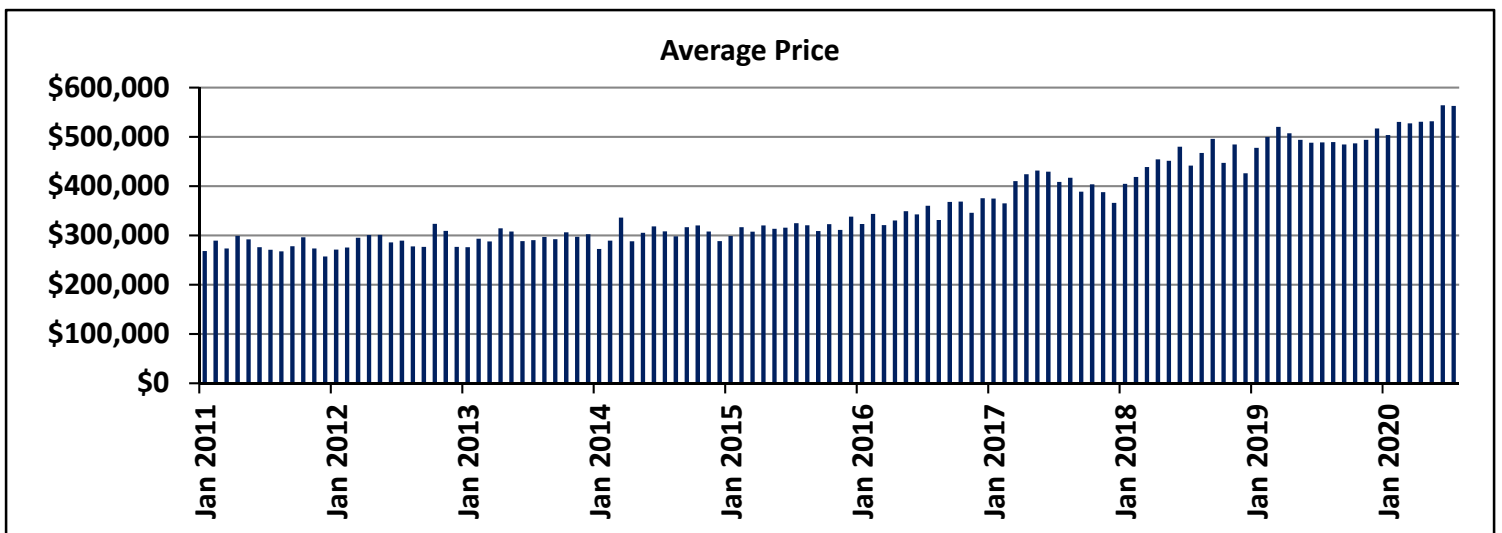
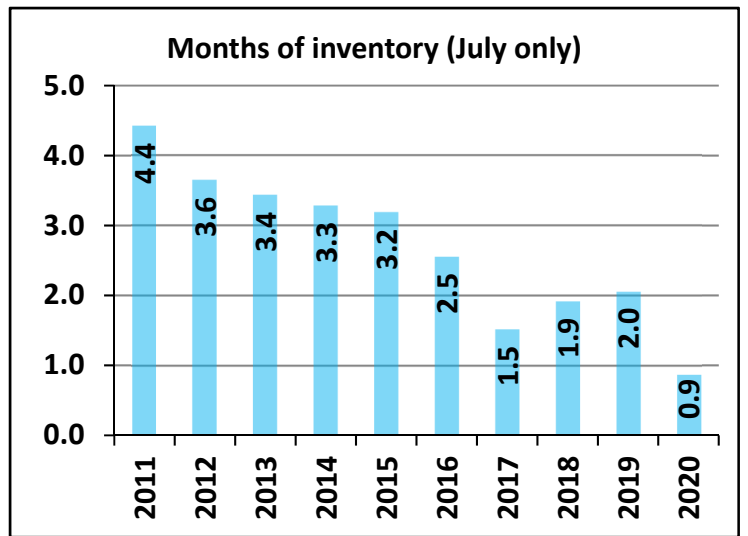
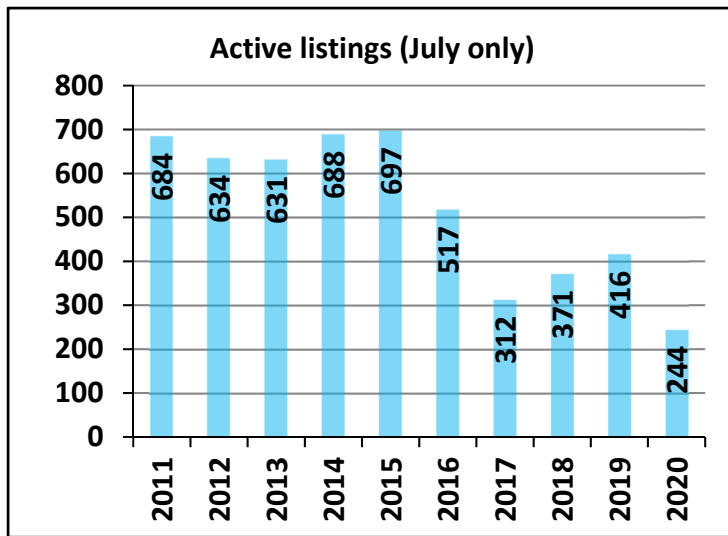
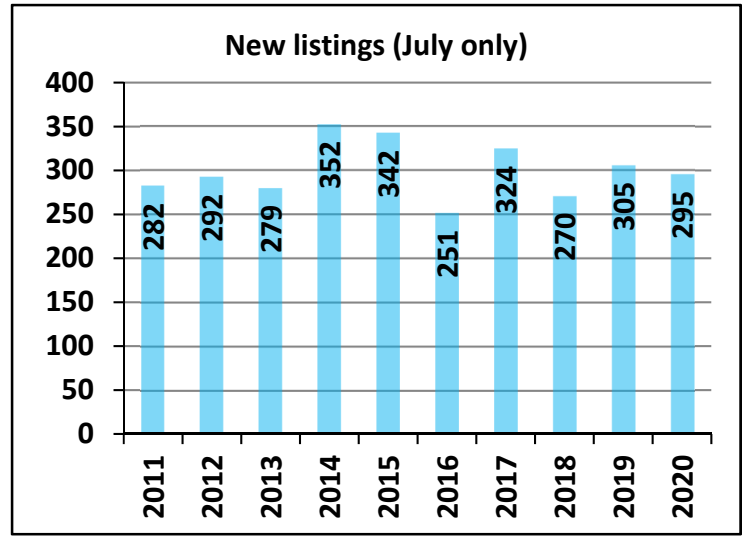
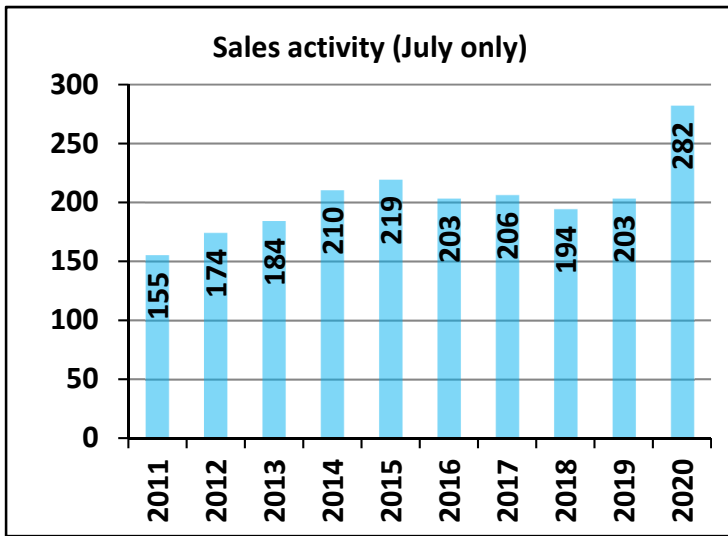
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

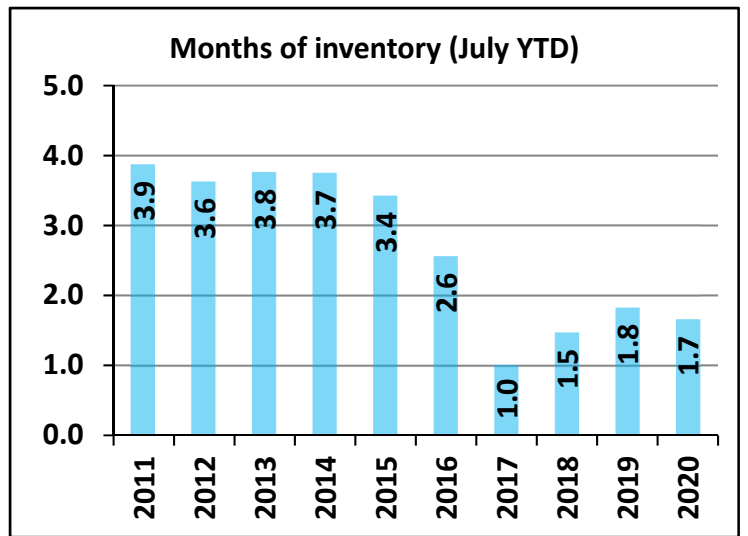
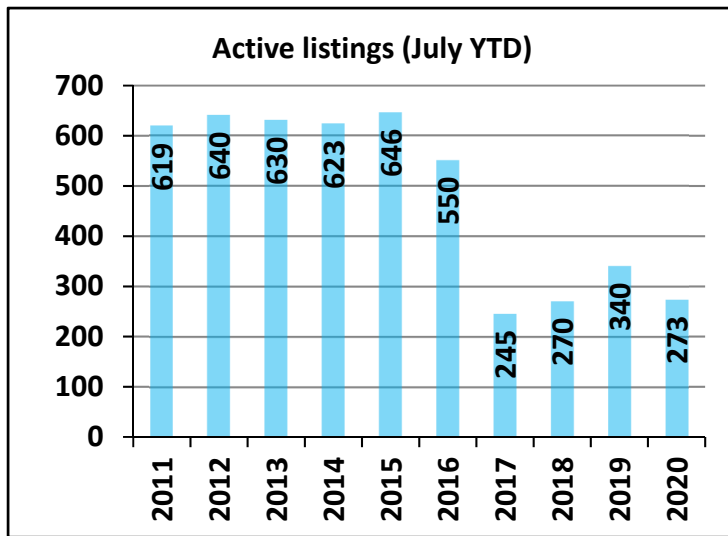
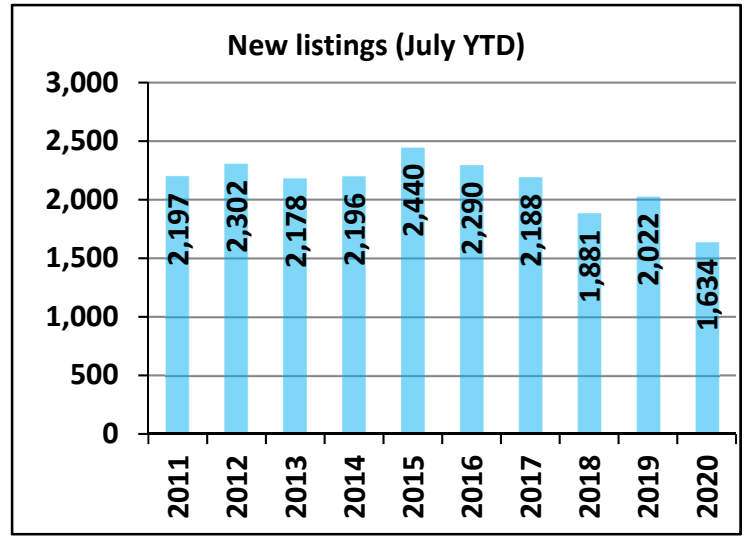
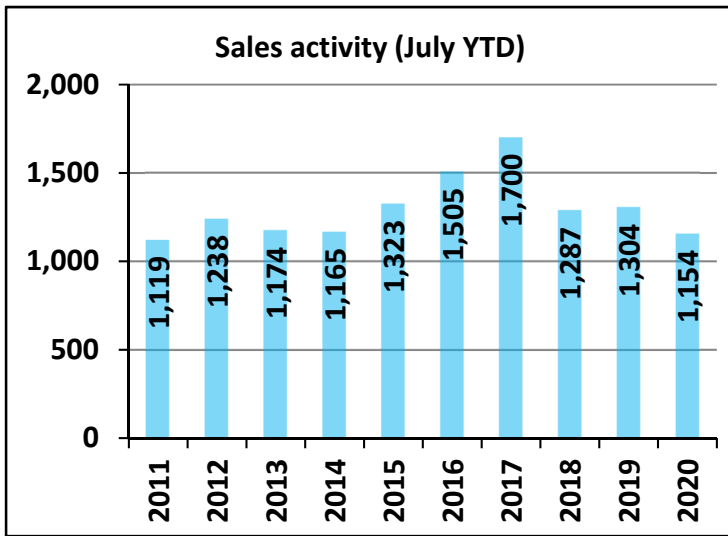
# London North

## Residential Market Activity



# London North

## Residential Market Activity



# London North

## Residential Market Activity

Actual	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
<b>Sales Activity</b>	<b>282</b>	38.9	45.4	36.9	28.8	53.3	108.9
<b>Dollar Volume</b>	<b>\$158,633,052</b>	59.9	85.2	88.6	123.1	197.0	334.8
<b>New Listings</b>	<b>295</b>	-3.3	9.3	-9.0	-13.7	5.7	19.9
<b>Active Listings</b>	<b>244</b>	-41.3	-34.2	-21.8	-65.0	-61.3	-59.5
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>95.6</b>	66.6	71.9	63.6	64.0	65.9	54.9
<b>Months of Inventory<sup>2</sup></b>	<b>0.9</b>	2.0	1.9	1.5	3.2	3.4	4.5
<b>Average Price</b>	<b>\$562,529</b>	15.1	27.4	37.8	73.3	93.8	108.1

Year-to-date	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
<b>Sales Activity</b>	<b>1,154</b>	-11.5	-10.3	-32.1	-12.8	-1.7	1.1
<b>Dollar Volume</b>	<b>\$625,804,399</b>	-3.5	8.7	-10.8	50.1	80.1	99.8
<b>New Listings</b>	<b>1,634</b>	-19.2	-13.1	-25.3	-33.0	-25.0	-19.8
<b>Active Listings<sup>3</sup></b>	<b>273</b>	-19.7	1.1	11.4	-57.7	-56.7	-48.8
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>70.6</b>	64.5	68.4	77.7	54.2	53.9	56.0
<b>Months of Inventory<sup>5</sup></b>	<b>1.7</b>	1.8	1.5	1.0	3.4	3.8	3.3
<b>Average Price</b>	<b>\$542,292</b>	9.1	21.2	31.4	72.1	83.2	97.6

<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

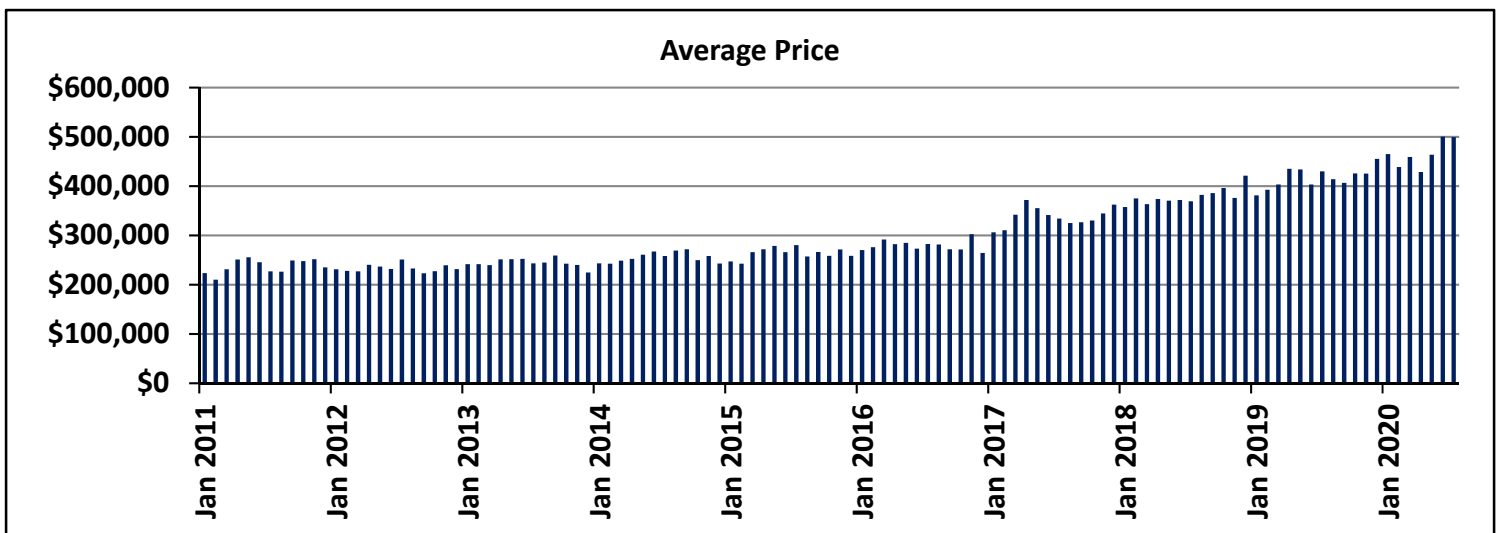
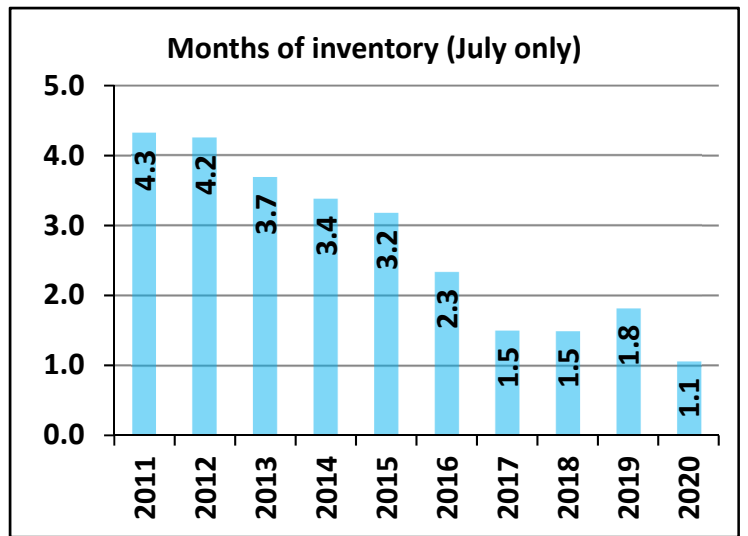
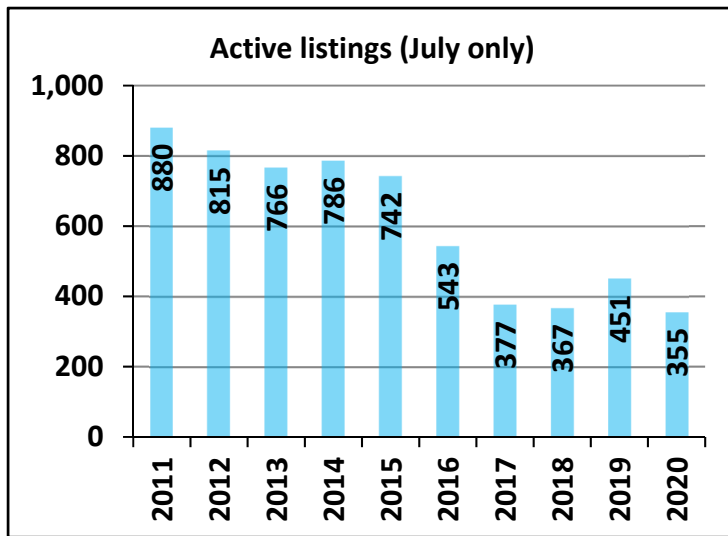
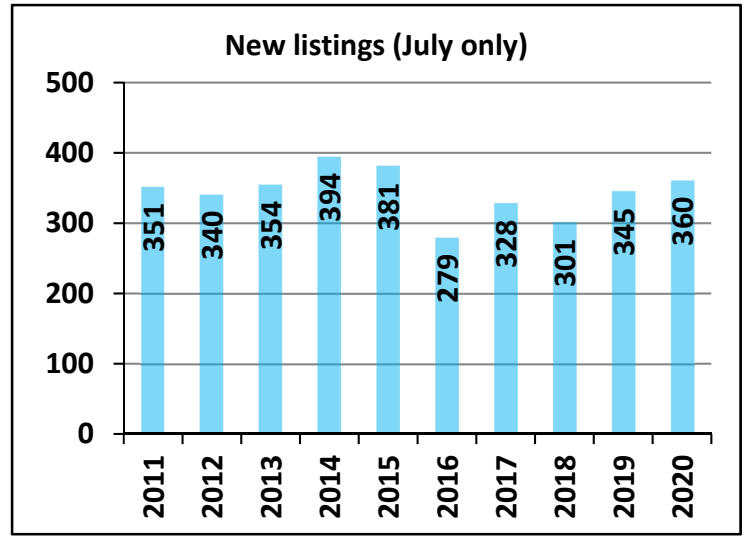
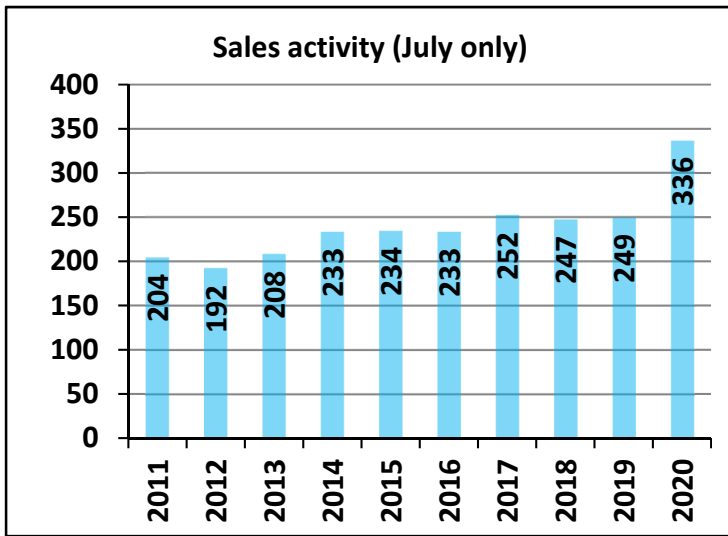
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



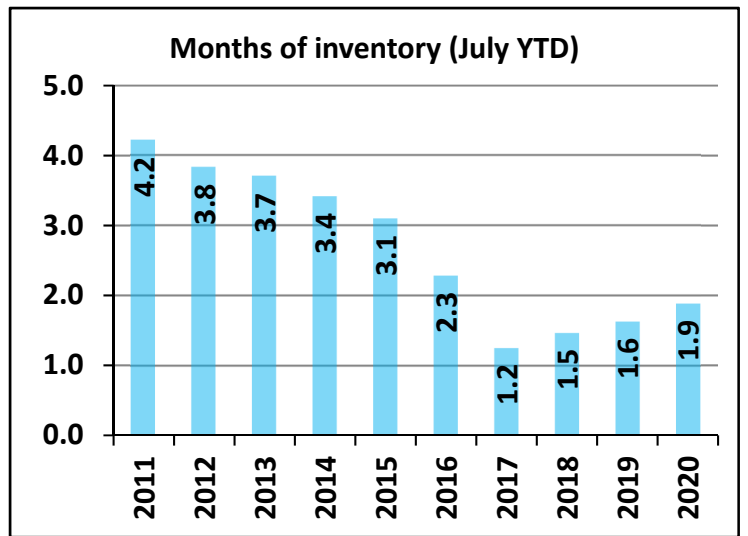
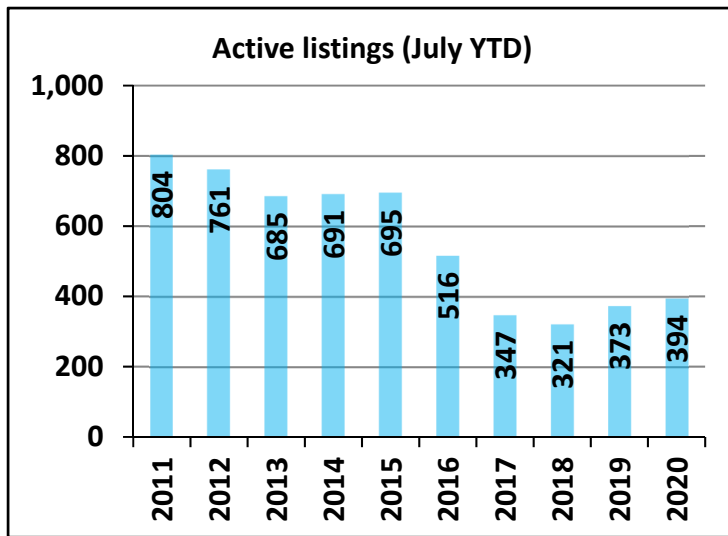
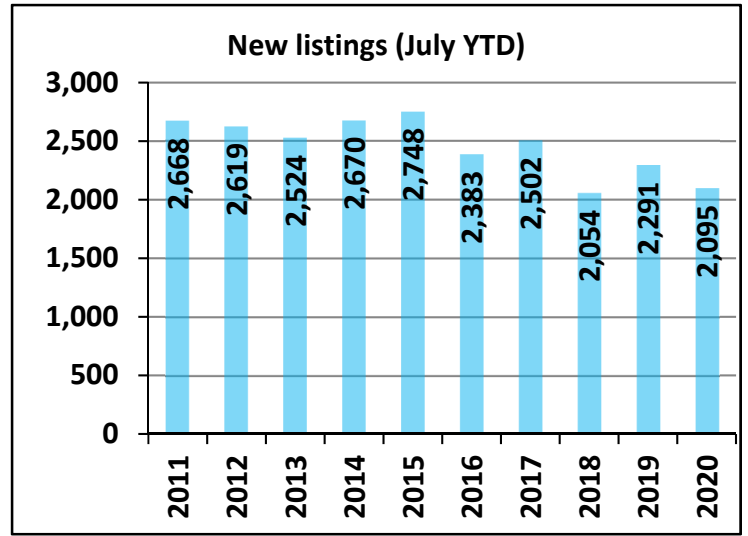
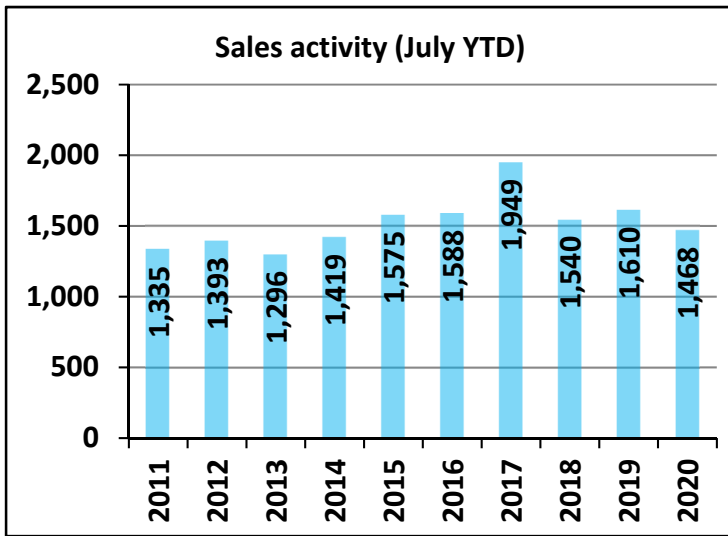
# London South

## Residential Market Activity



# London South

## Residential Market Activity



# London South

## Residential Market Activity

Actual	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
<b>Sales Activity</b>	<b>336</b>	34.9	36.0	33.3	43.6	61.5	90.9
<b>Dollar Volume</b>	<b>\$167,814,390</b>	56.7	84.0	99.3	155.9	231.9	298.6
<b>New Listings</b>	<b>360</b>	4.3	19.6	9.8	-5.5	1.7	17.6
<b>Active Listings</b>	<b>355</b>	-21.3	-3.3	-5.8	-52.2	-53.7	-54.4
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>93.3</b>	72.2	82.1	76.8	61.4	58.8	57.5
<b>Months of Inventory<sup>2</sup></b>	<b>1.1</b>	1.8	1.5	1.5	3.2	3.7	4.4
<b>Average Price</b>	<b>\$499,448</b>	16.1	35.2	49.5	78.2	105.4	108.8

Year-to-date	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
<b>Sales Activity</b>	<b>1,468</b>	-8.8	-4.7	-24.7	-6.8	13.3	-3.2
<b>Dollar Volume</b>	<b>\$694,079,941</b>	3.7	21.9	3.7	64.5	117.0	96.4
<b>New Listings</b>	<b>2,095</b>	-8.6	2.0	-16.3	-23.8	-17.0	-20.0
<b>Active Listings<sup>3</sup></b>	<b>394</b>	5.6	22.7	13.5	-43.3	-42.5	-44.4
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>70.1</b>	70.3	75.0	77.9	57.3	51.3	57.9
<b>Months of Inventory<sup>5</sup></b>	<b>1.9</b>	1.6	1.5	1.2	3.1	3.7	3.3
<b>Average Price</b>	<b>\$472,806</b>	13.7	27.9	37.7	76.5	91.6	102.9

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

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

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

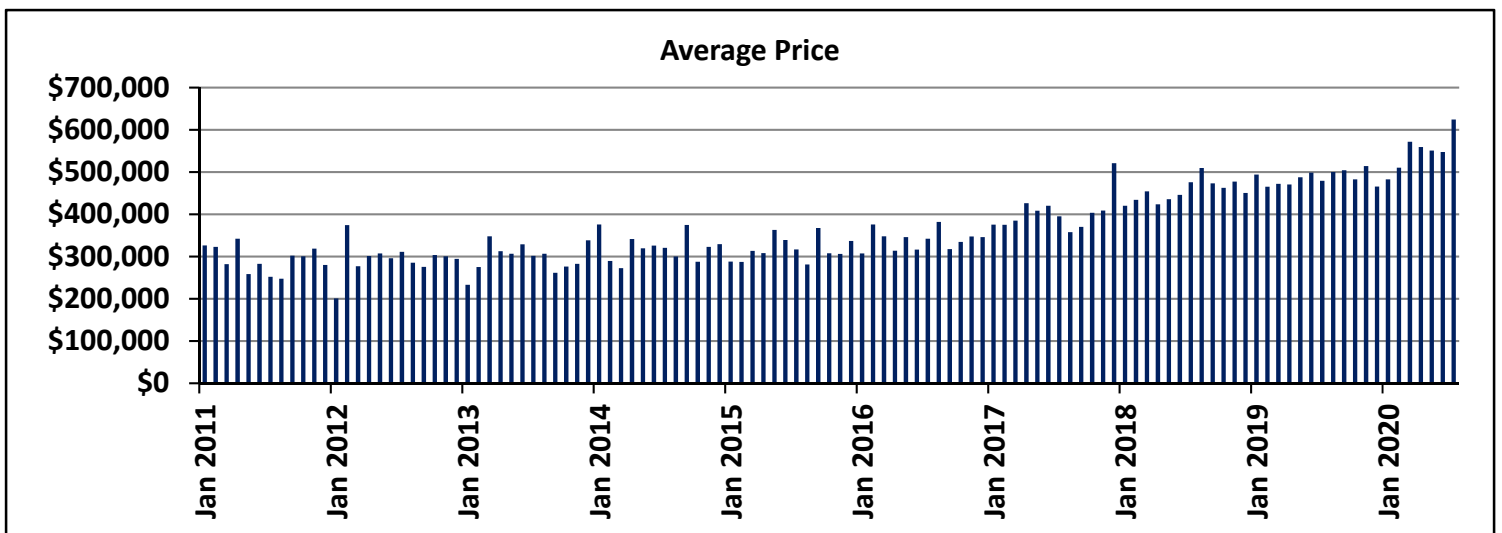
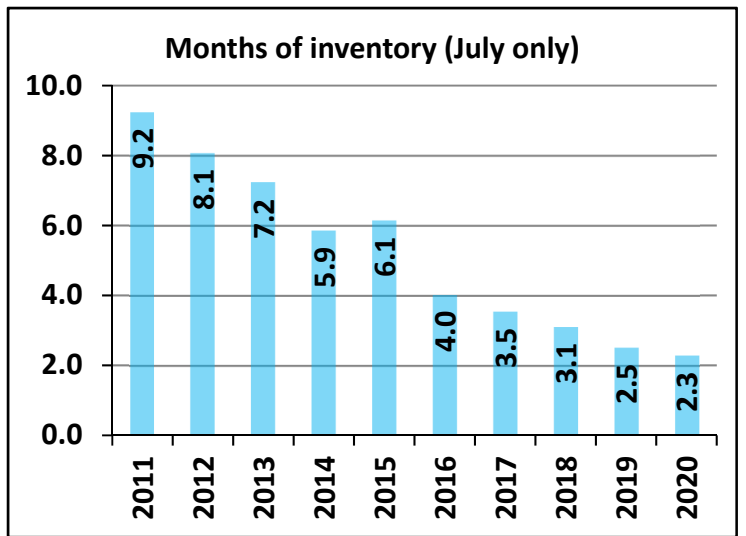
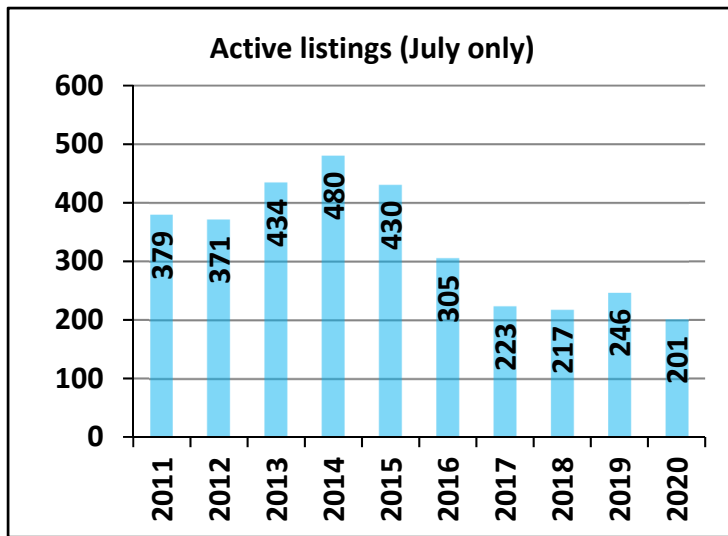
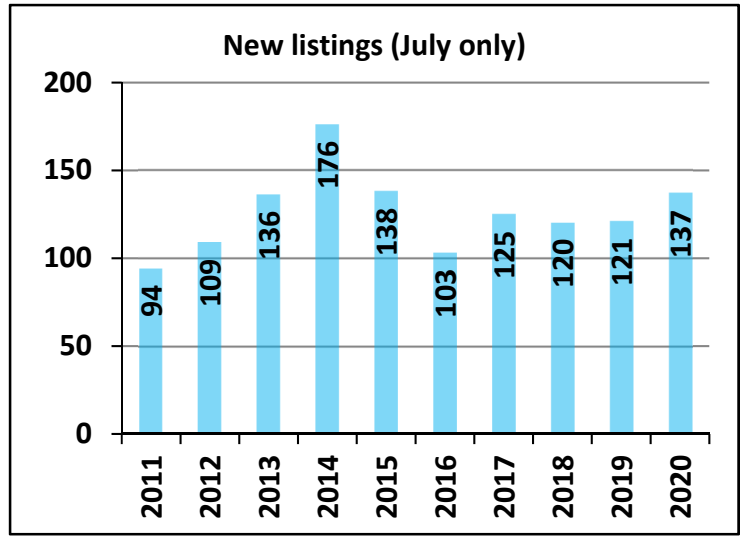
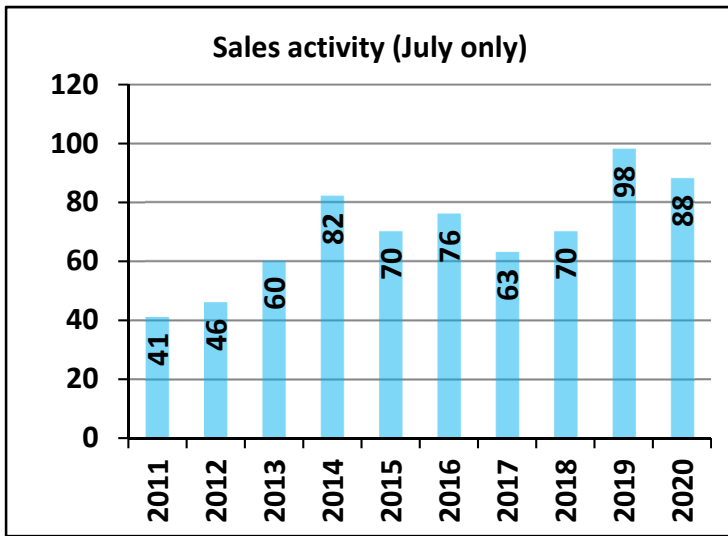
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

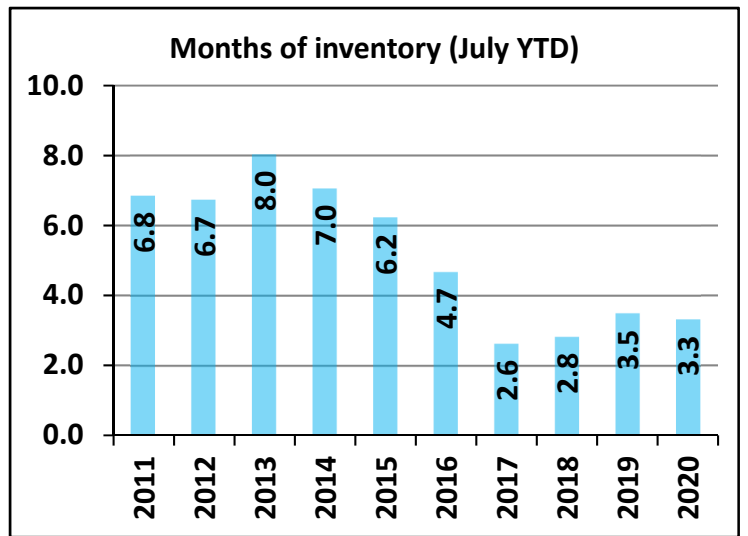
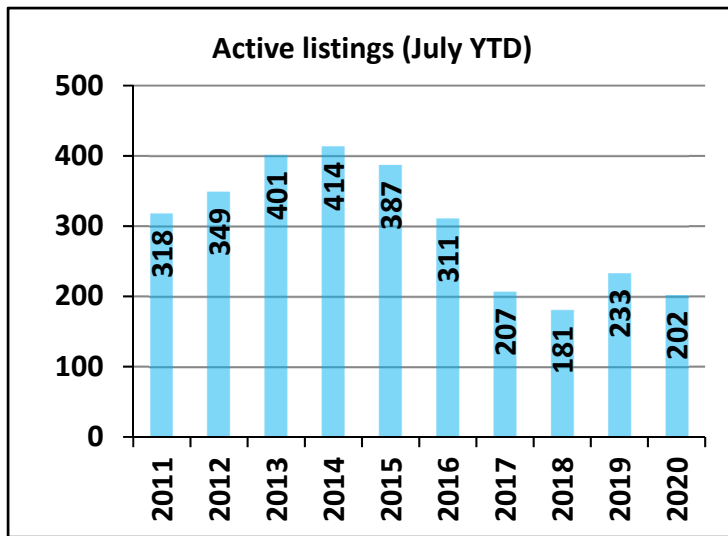
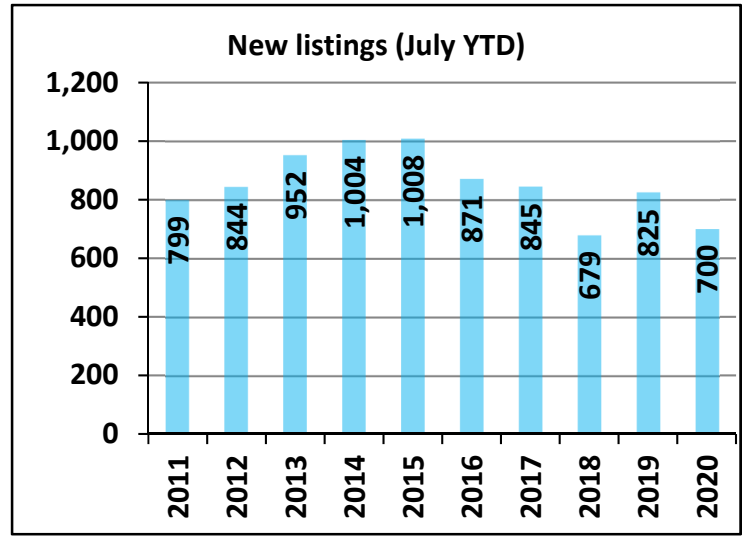
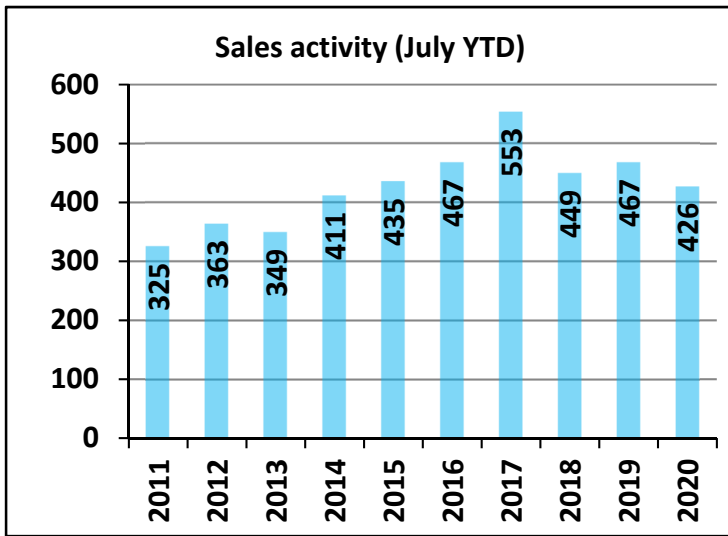
# Middlesex County

## Residential Market Activity



# Middlesex County

## Residential Market Activity



# Middlesex County

## Residential Market Activity

Actual	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	88	-10.2	25.7	39.7	25.7	46.7	46.7
Dollar Volume	\$54,926,867	17.0	64.9	120.8	147.9	203.7	270.6
New Listings	137	13.2	14.2	9.6	-0.7	0.7	22.3
Active Listings	201	-18.3	-7.4	-9.9	-53.3	-53.7	-38.3
Sales to New Listings Ratio <sup>1</sup>	64.2	81.0	58.3	50.4	50.7	44.1	53.6
Months of Inventory <sup>2</sup>	2.3	2.5	3.1	3.5	6.1	7.2	5.4
Average Price	\$624,169	30.3	31.2	58.0	97.2	107.0	152.7

Year-to-date	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
Sales Activity	426	-8.8	-5.1	-23.0	-2.1	22.1	14.8
Dollar Volume	\$236,698,908	5.2	19.1	6.7	68.2	121.4	134.8
New Listings	700	-15.2	3.1	-17.2	-30.6	-26.5	-9.3
Active Listings <sup>3</sup>	202	-13.3	11.6	-2.4	-47.8	-49.6	-35.3
Sales to New Listings Ratio <sup>4</sup>	60.9	56.6	66.1	65.4	43.2	36.7	48.1
Months of Inventory <sup>5</sup>	3.3	3.5	2.8	2.6	6.2	8.0	5.9
Average Price	\$555,631	15.3	25.5	38.6	71.8	81.4	104.5

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

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

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

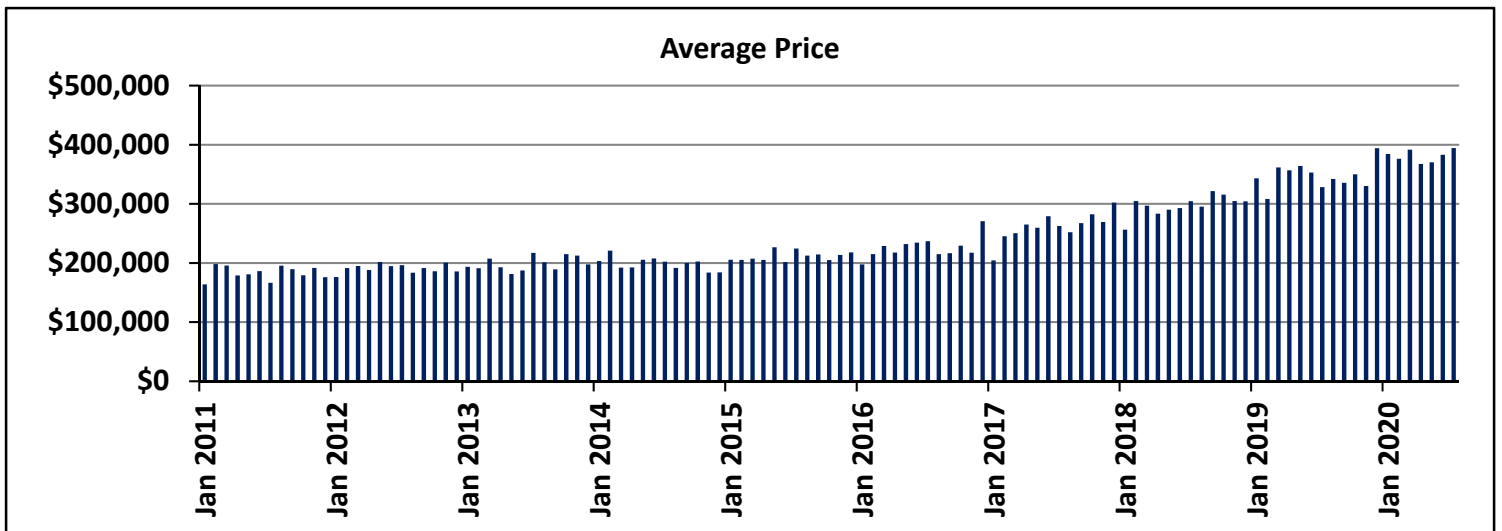
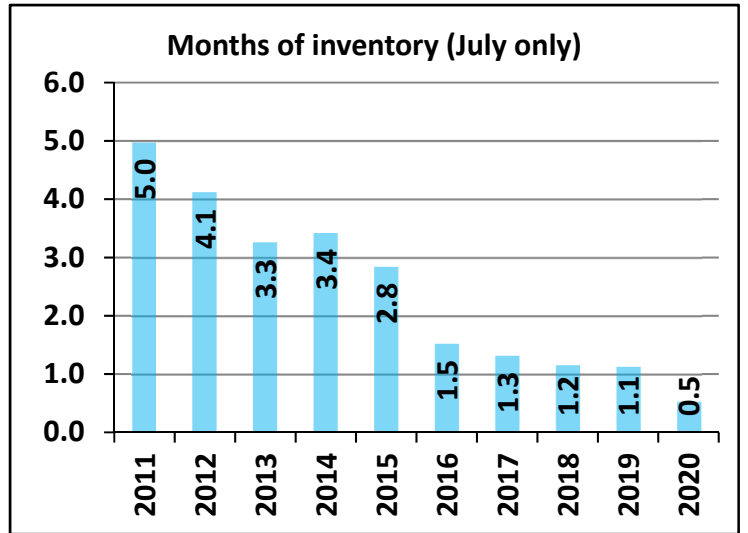
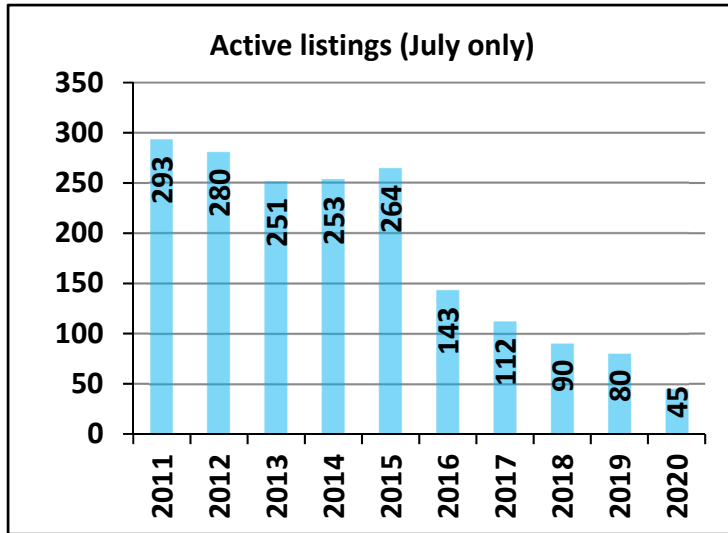
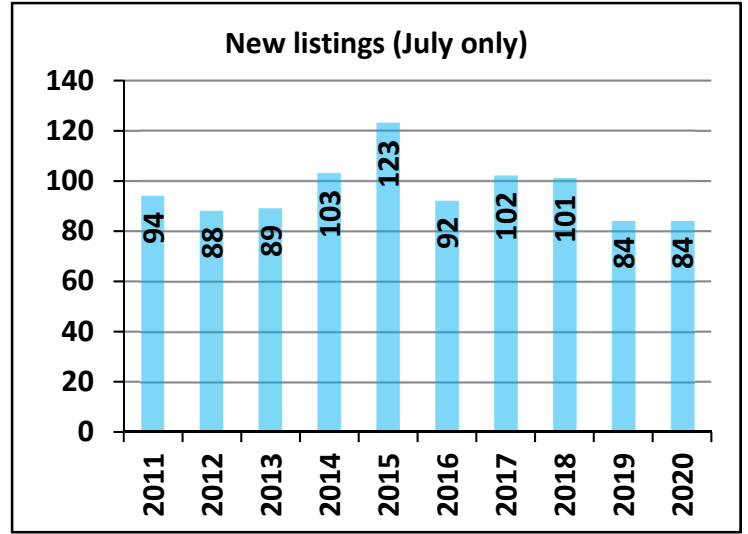
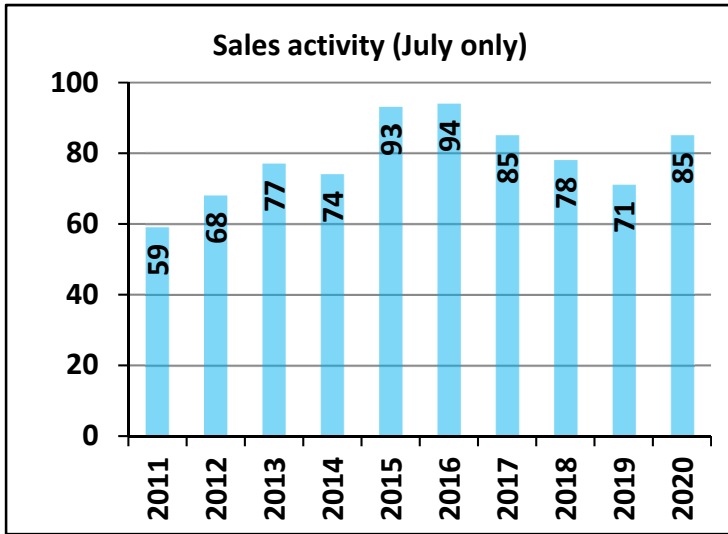
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

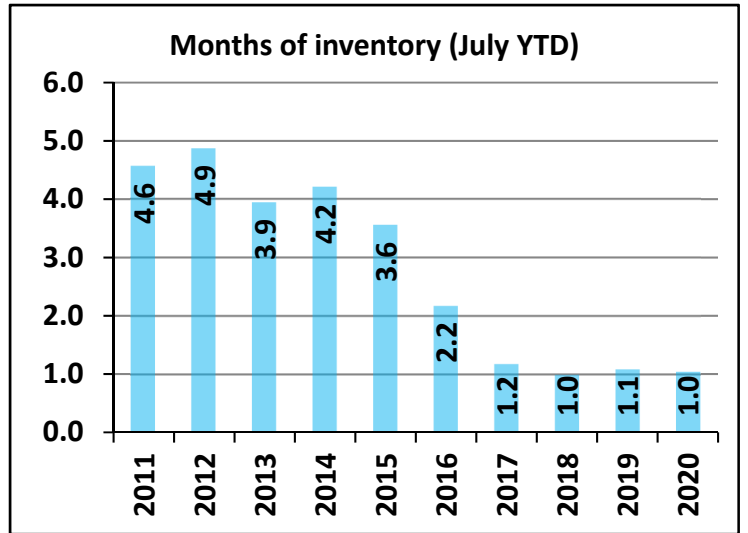
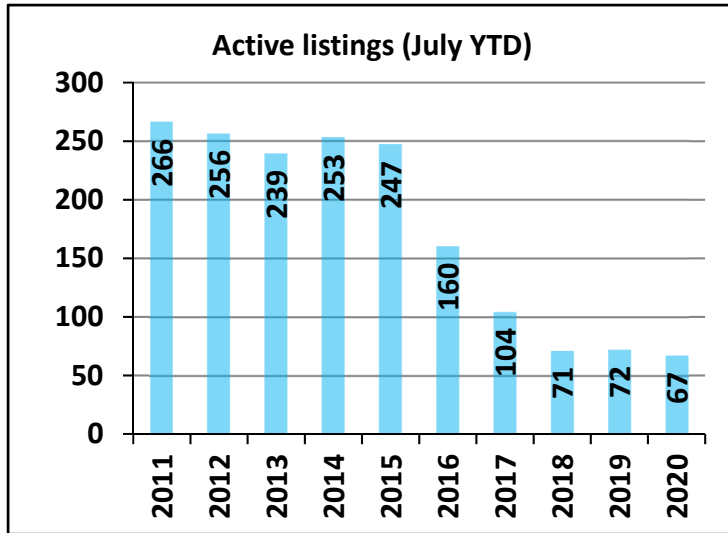
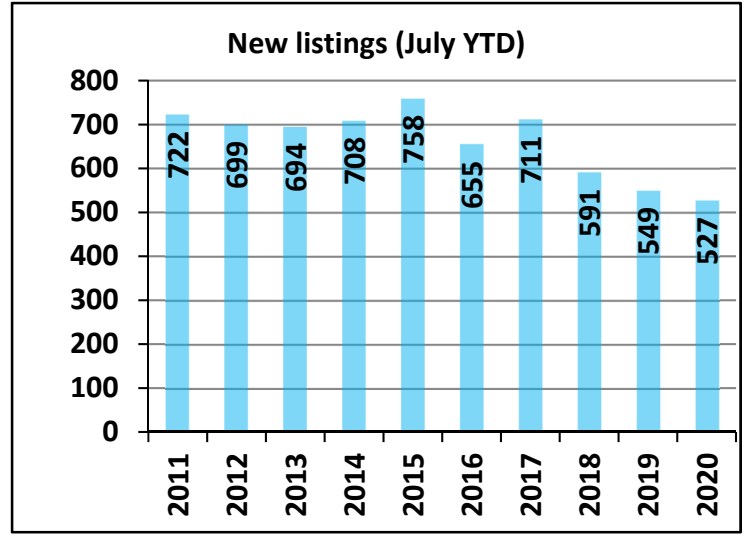
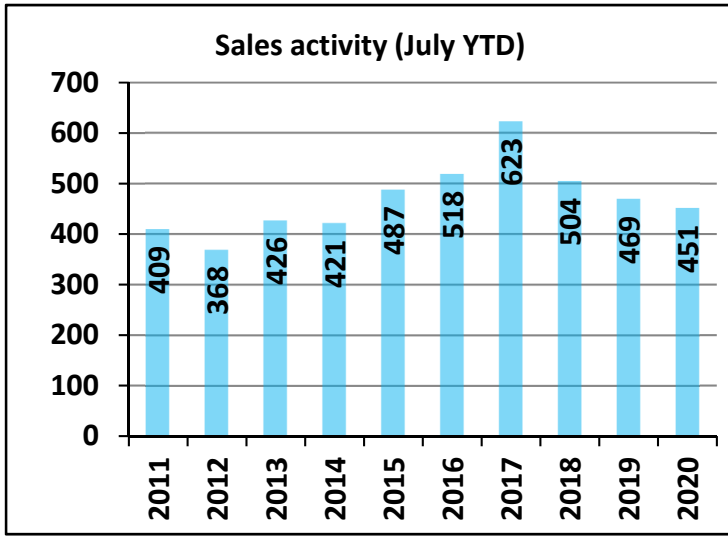
# St. Thomas

## Residential Market Activity



# St. Thomas

## Residential Market Activity





# St. Thomas

## Residential Market Activity

Actual	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
<b>Sales Activity</b>	<b>85</b>	19.7	9.0	0.0	-8.6	10.4	44.1
<b>Dollar Volume</b>	<b>\$33,497,904</b>	43.8	41.1	50.2	60.5	100.4	218.1
<b>New Listings</b>	<b>84</b>	0.0	-16.8	-17.6	-31.7	-5.6	-8.7
<b>Active Listings</b>	<b>45</b>	-43.8	-50.0	-59.8	-83.0	-82.1	-81.2
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>101.2</b>	84.5	77.2	83.3	75.6	86.5	64.1
<b>Months of Inventory<sup>2</sup></b>	<b>0.5</b>	1.1	1.2	1.3	2.8	3.3	4.1
<b>Average Price</b>	<b>\$394,093</b>	20.1	29.5	50.2	75.6	81.5	120.8

Year-to-date	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
<b>Sales Activity</b>	<b>451</b>	-3.8	-10.5	-27.6	-7.4	5.9	7.4
<b>Dollar Volume</b>	<b>\$172,569,041</b>	5.8	17.3	8.0	67.0	106.8	124.7
<b>New Listings</b>	<b>527</b>	-4.0	-10.8	-25.9	-30.5	-24.1	-21.7
<b>Active Listings<sup>3</sup></b>	<b>67</b>	-6.9	-5.6	-35.6	-72.9	-72.0	-71.0
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>85.6</b>	85.4	85.3	87.6	64.2	61.4	62.4
<b>Months of Inventory<sup>5</sup></b>	<b>1.0</b>	1.1	1.0	1.2	3.6	3.9	3.8
<b>Average Price</b>	<b>\$382,636</b>	10.0	31.0	49.1	80.3	95.4	109.2

<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

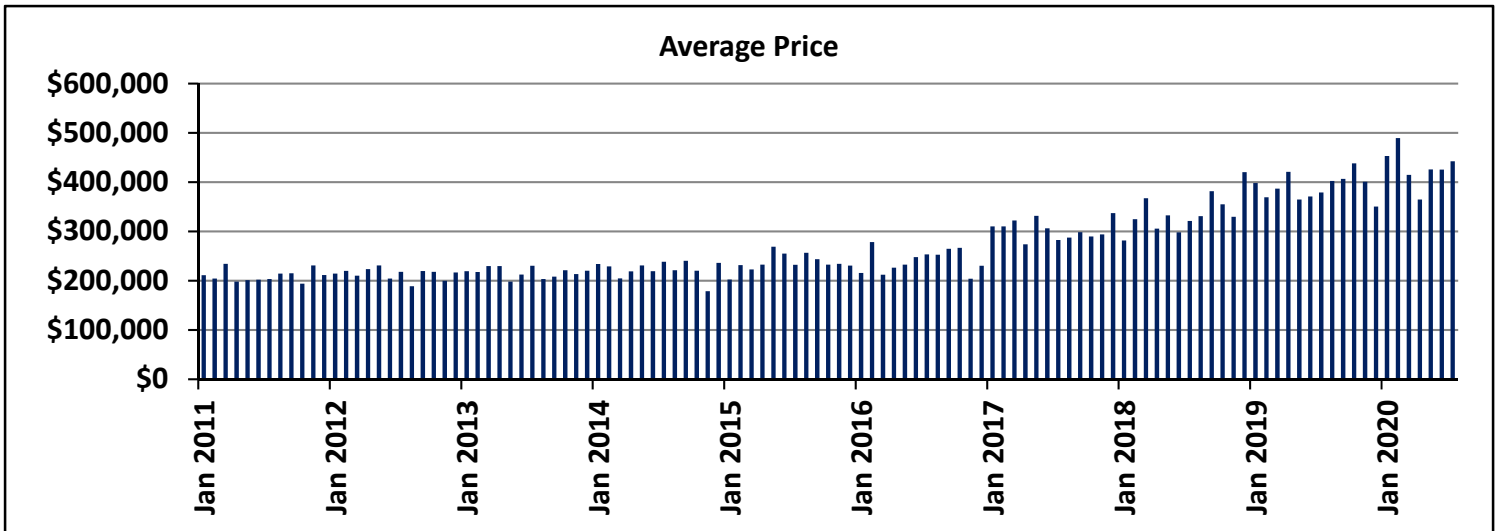
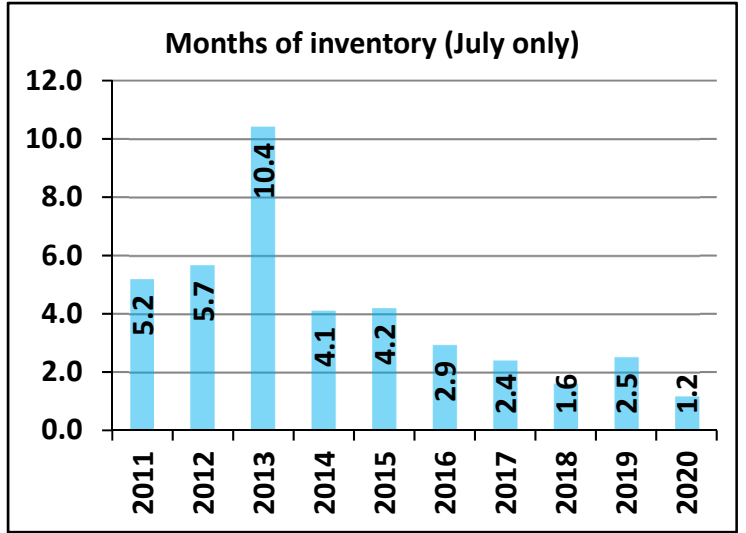
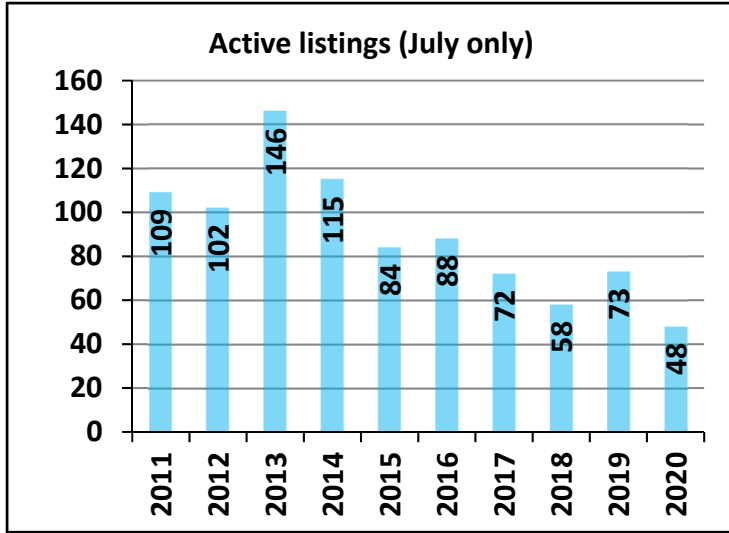
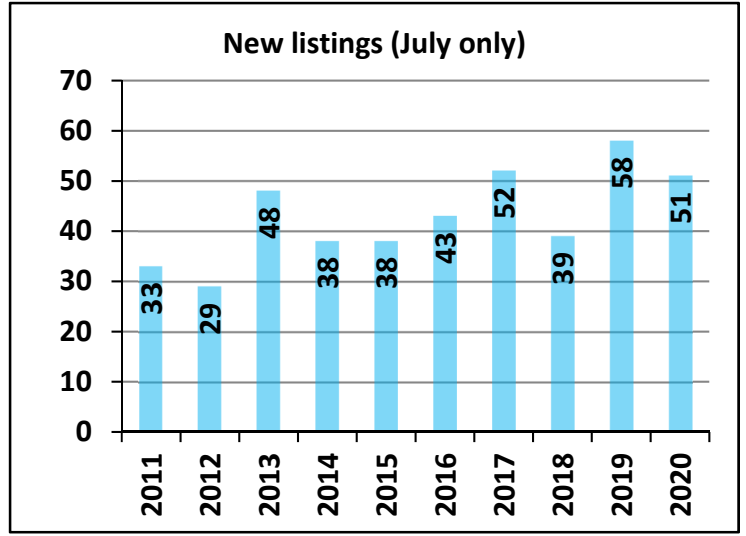
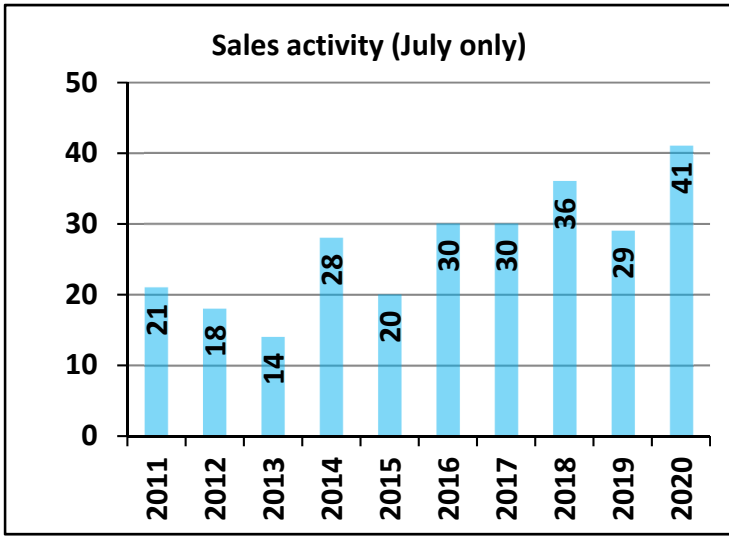
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

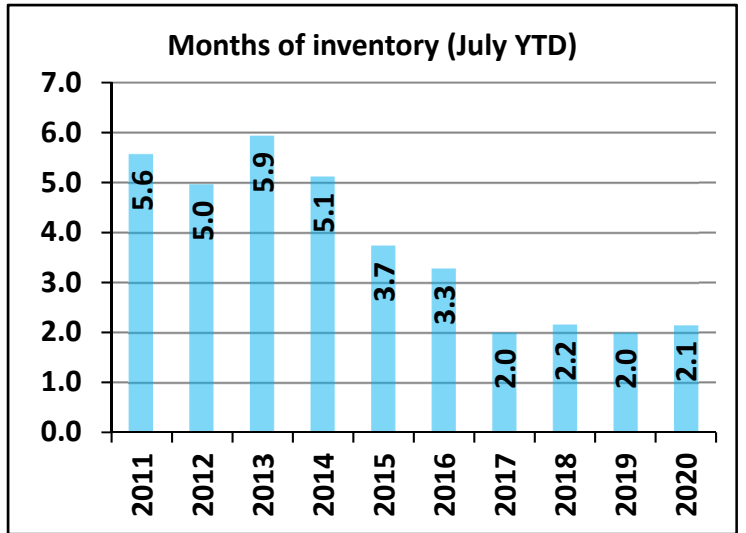
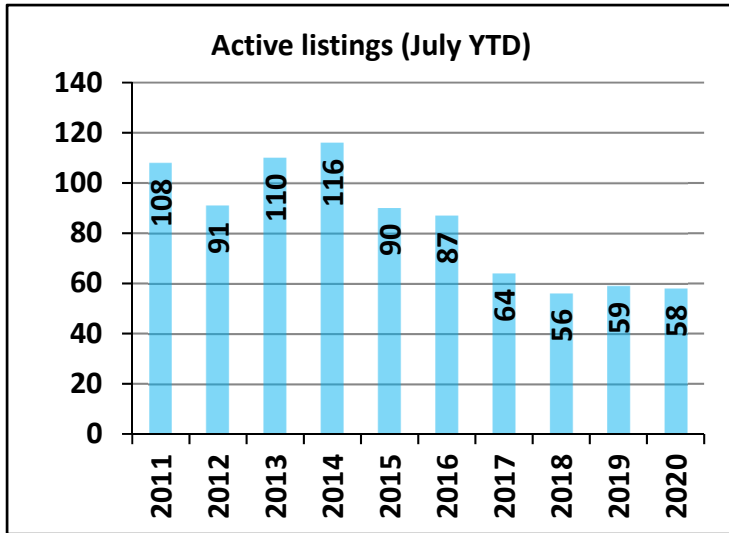
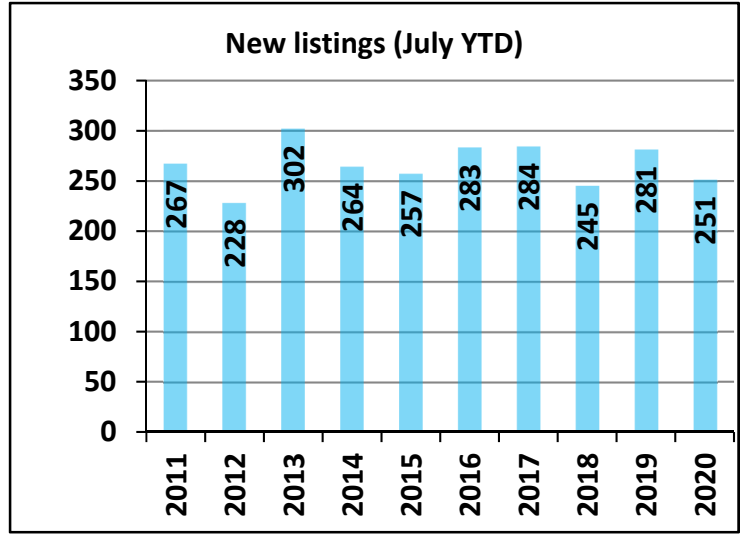
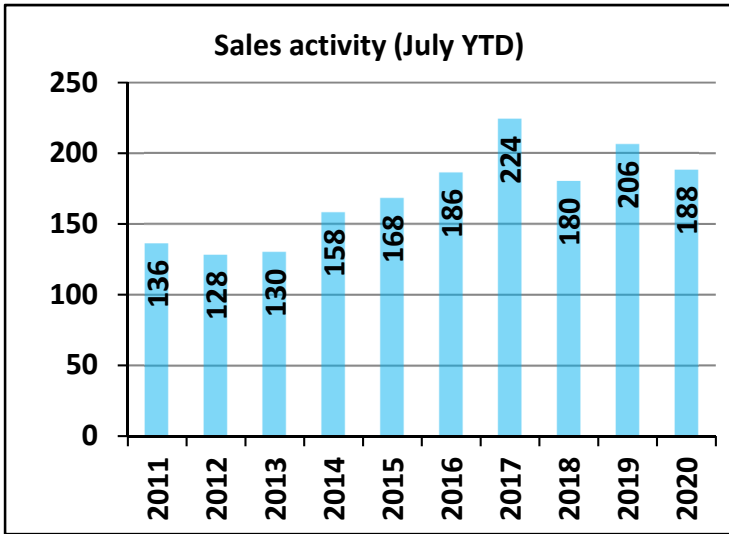
# Strathroy

## Residential Market Activity



# Strathroy

## Residential Market Activity



# Strathroy

## Residential Market Activity

Actual	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	41	41.4	13.9	36.7	105.0	192.9	46.4
Dollar Volume	\$18,137,072	65.1	56.9	114.0	290.4	463.2	216.5
New Listings	51	-12.1	30.8	-1.9	34.2	6.3	64.5
Active Listings	48	-34.2	-17.2	-33.3	-42.9	-67.1	-44.8
Sales to New Listings Ratio <sup>1</sup>	80.4	50.0	92.3	57.7	52.6	29.2	90.3
Months of Inventory <sup>2</sup>	1.2	2.5	1.6	2.4	4.2	10.4	3.1
Average Price	\$442,368	16.8	37.7	56.6	90.4	92.3	116.1

Year-to-date	July 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
Sales Activity	188	-8.7	4.4	-16.1	11.9	44.6	27.0
Dollar Volume	\$81,537,564	3.2	42.4	18.4	100.9	186.9	166.0
New Listings	251	-10.7	2.4	-11.6	-2.3	-16.9	8.2
Active Listings <sup>3</sup>	58	-1.7	3.6	-9.4	-35.6	-47.3	-34.1
Sales to New Listings Ratio <sup>4</sup>	74.9	73.3	73.5	78.9	65.4	43.0	63.8
Months of Inventory <sup>5</sup>	2.1	2.0	2.2	2.0	3.7	5.9	4.1
Average Price	\$433,710	13.1	36.3	41.0	79.6	98.4	109.4

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

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

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

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

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

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