



# Residential Market Activity

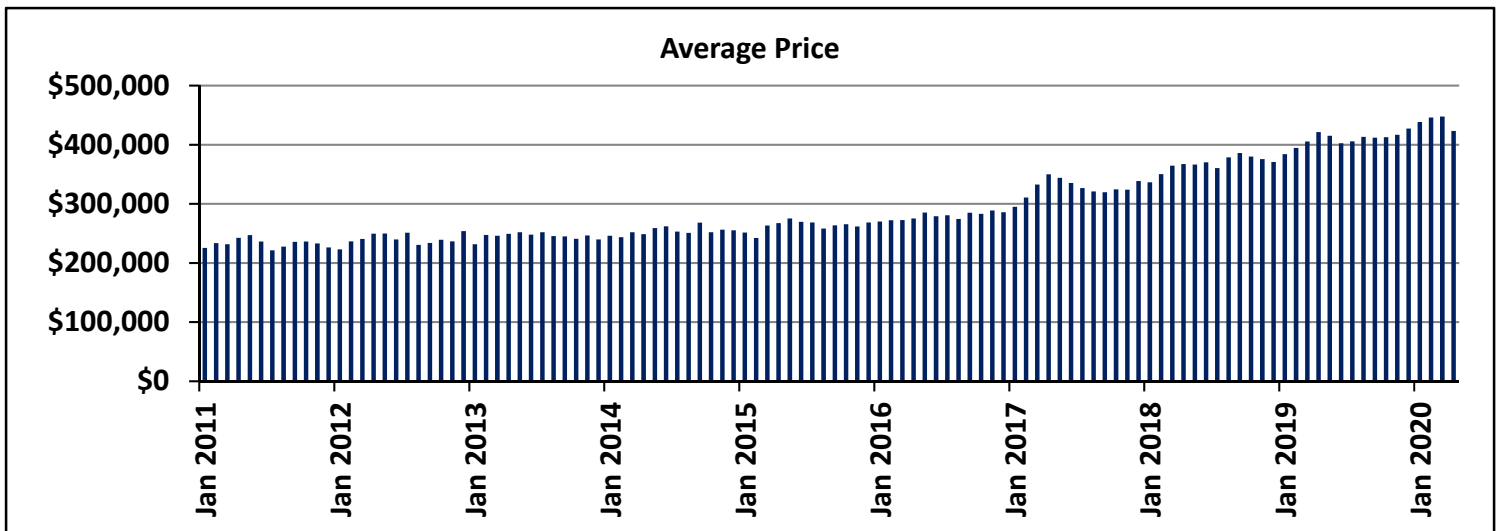
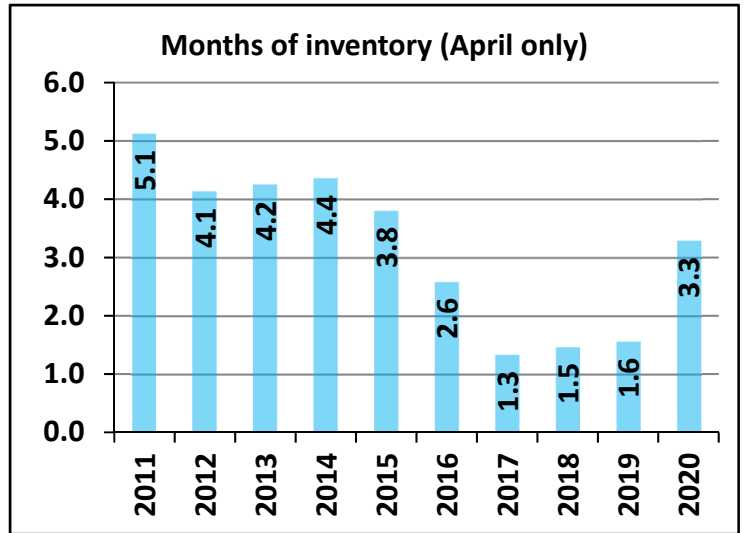
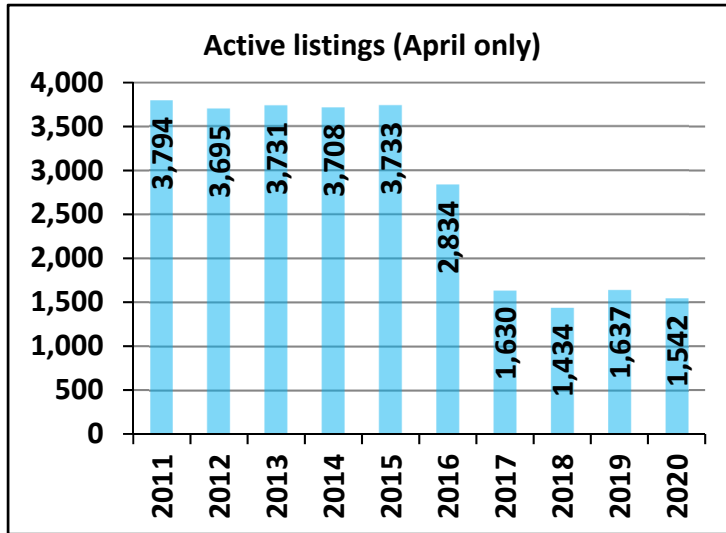
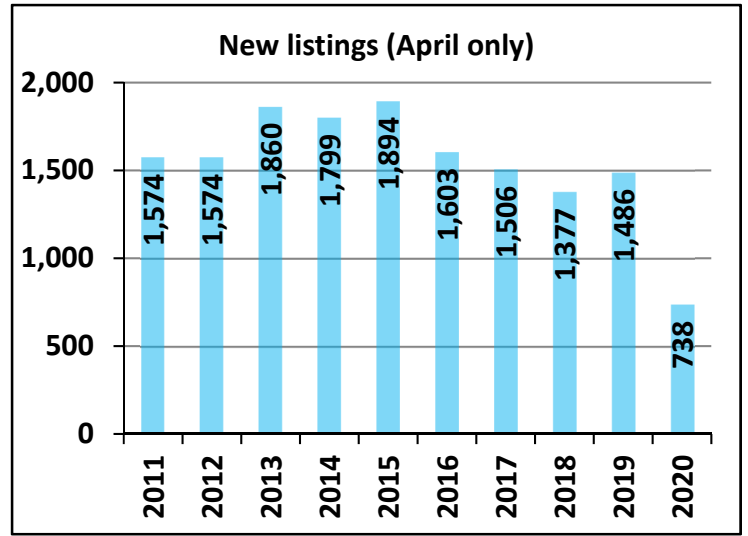
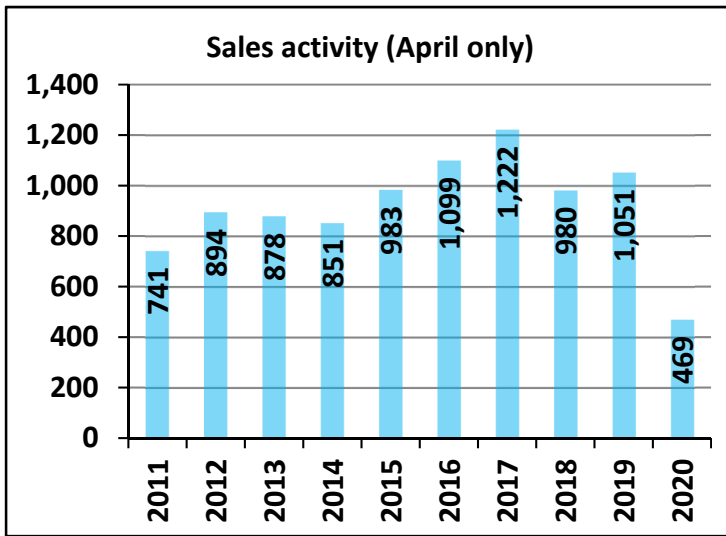
April 2020



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

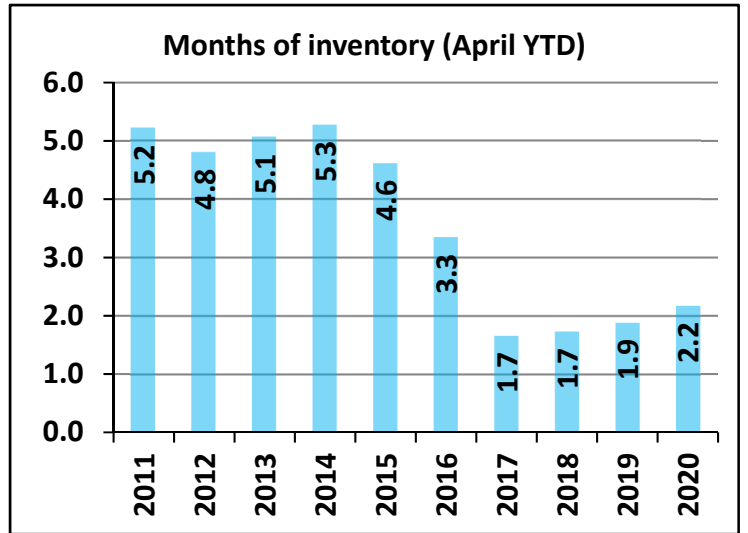
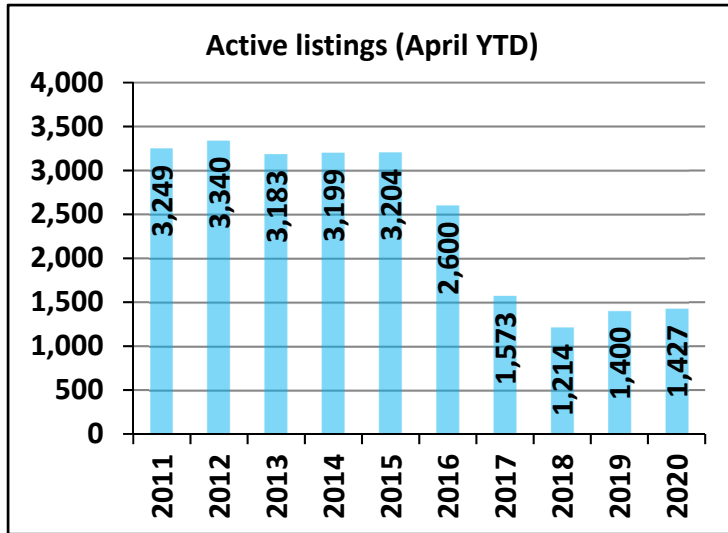
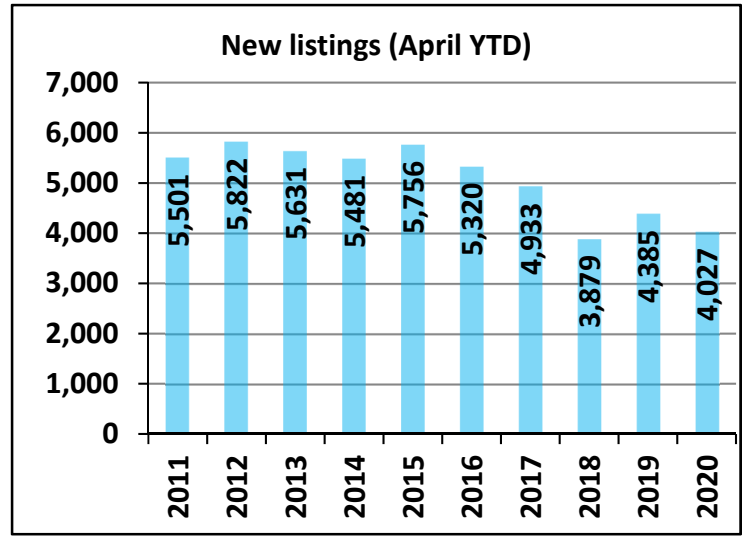
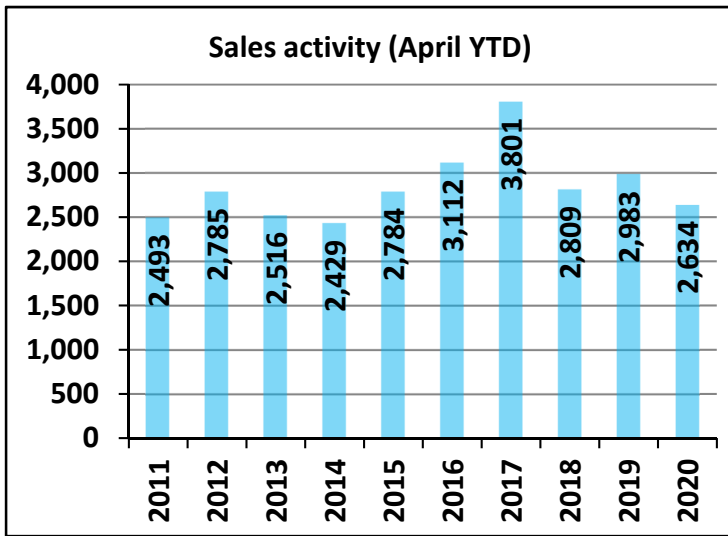
# London and St. Thomas

## Residential Market Activity



# London and St. Thomas

## Residential Market Activity



# London and St. Thomas

## Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
<b>Sales Activity</b>	<b>469</b>	-55.4	-52.1	-61.6	-52.3	-46.6	-54.8
<b>Dollar Volume</b>	<b>\$198,454,039</b>	-55.2	-44.8	-53.6	-24.5	-9.3	-19.0
<b>New Listings</b>	<b>738</b>	-50.3	-46.4	-51.0	-61.0	-60.3	-56.8
<b>Active Listings</b>	<b>1,542</b>	-5.8	7.5	-5.4	-58.7	-58.7	-55.6
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>63.6</b>	70.7	71.2	81.1	51.9	47.2	60.7
<b>Months of Inventory<sup>2</sup></b>	<b>3.3</b>	1.6	1.5	1.3	3.8	4.2	3.3
<b>Average Price</b>	<b>\$423,143</b>	0.4	15.3	21.0	58.3	69.7	79.3

Year-to-date	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
<b>Sales Activity</b>	<b>2,634</b>	-11.7	-6.2	-30.7	-5.4	4.7	-11.8
<b>Dollar Volume</b>	<b>\$1,161,057,466</b>	-3.9	15.5	-6.9	61.3	88.4	69.8
<b>New Listings</b>	<b>4,027</b>	-8.2	3.8	-18.4	-30.0	-28.5	-28.9
<b>Active Listings<sup>3</sup></b>	<b>1,427</b>	1.9	17.5	-9.3	-55.5	-55.2	-52.4
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>65.4</b>	68.0	72.4	77.1	48.4	44.7	52.7
<b>Months of Inventory<sup>5</sup></b>	<b>2.2</b>	1.9	1.7	1.7	4.6	5.1	4.0
<b>Average Price</b>	<b>\$440,796</b>	8.8	23.1	34.4	70.4	80.0	92.5

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

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

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

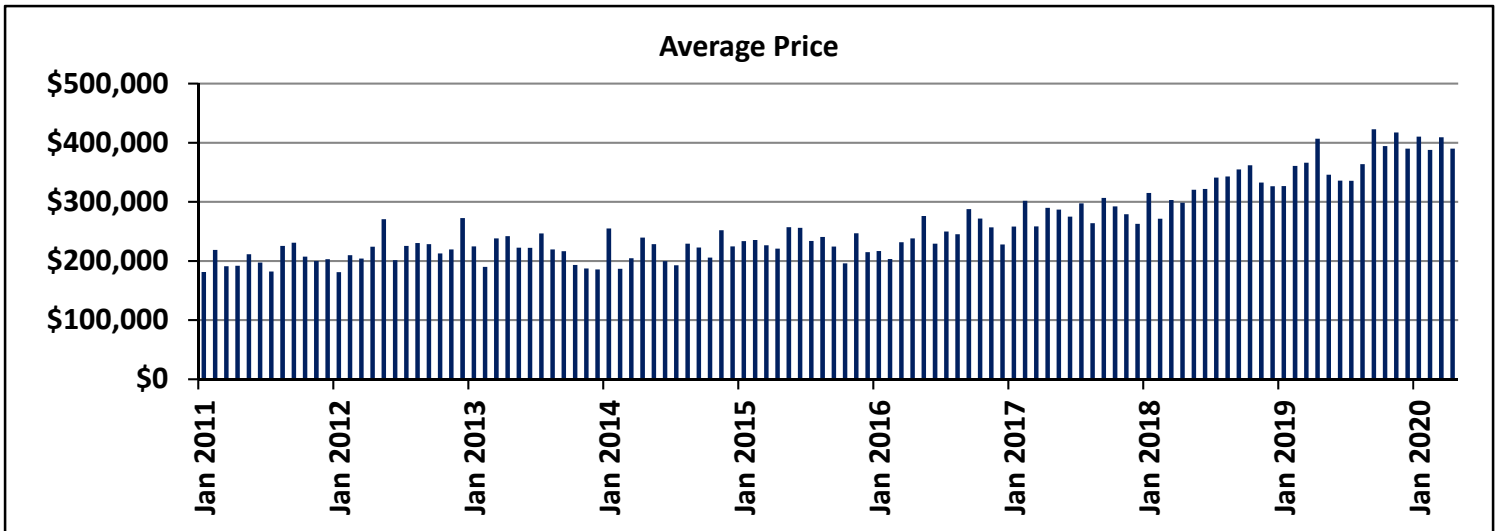
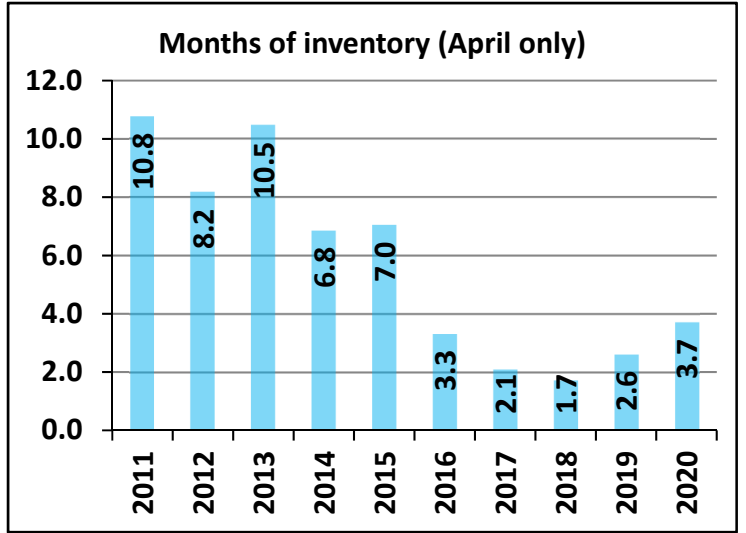
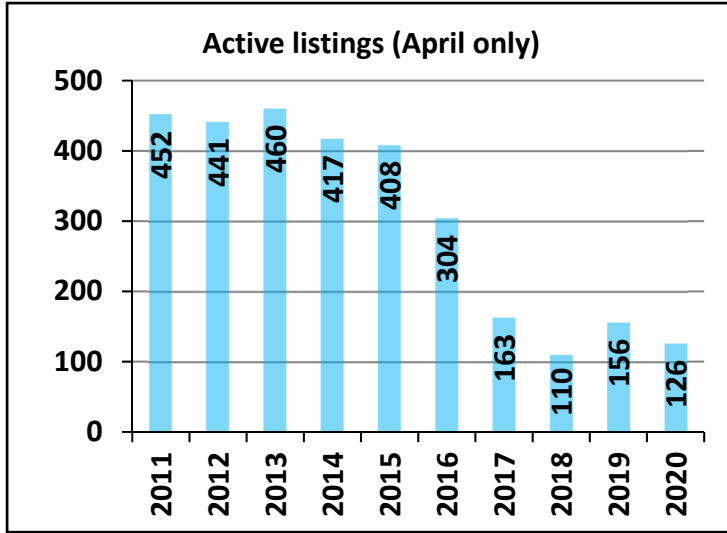
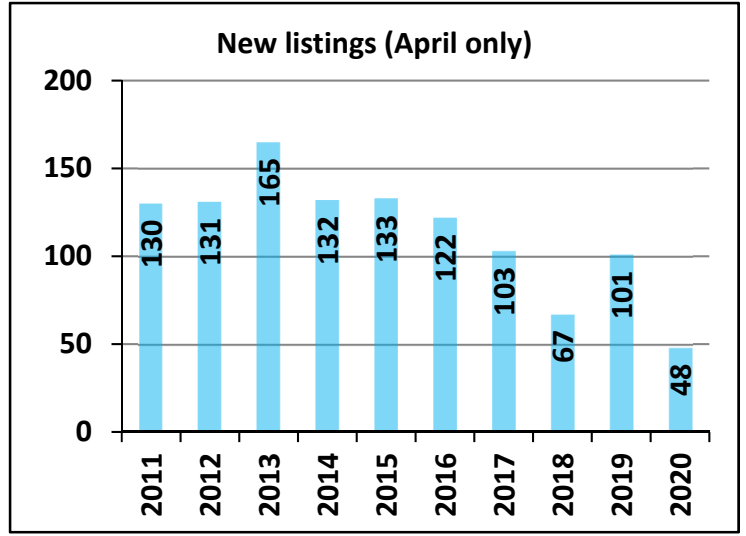
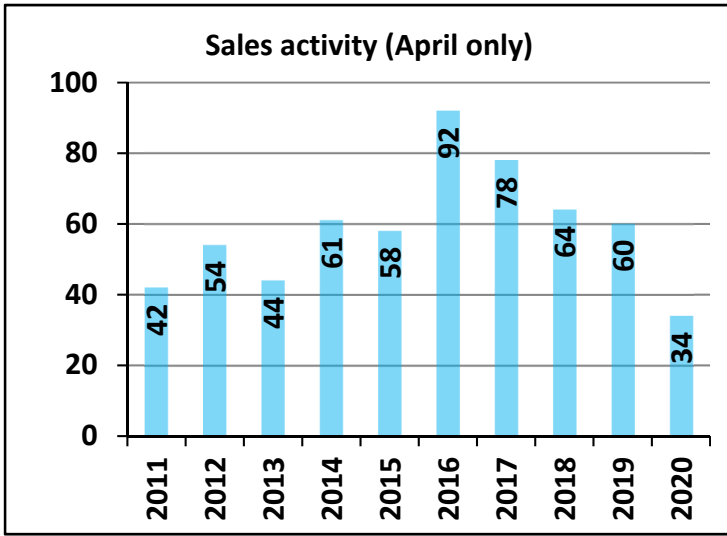
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

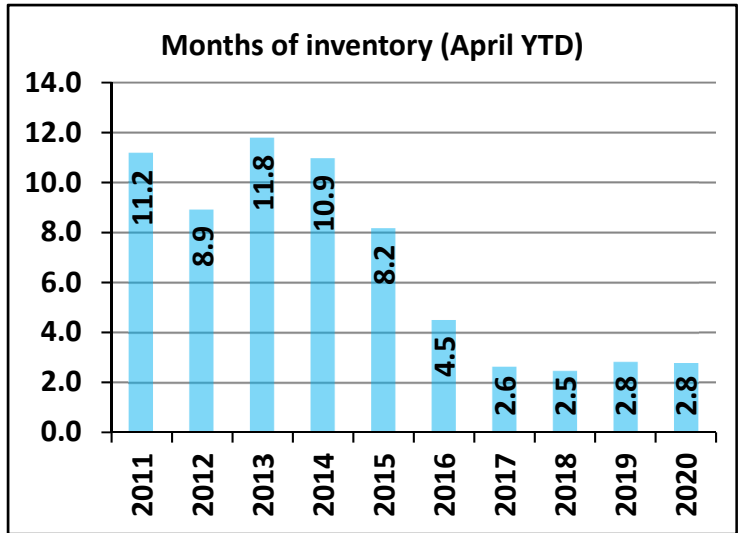
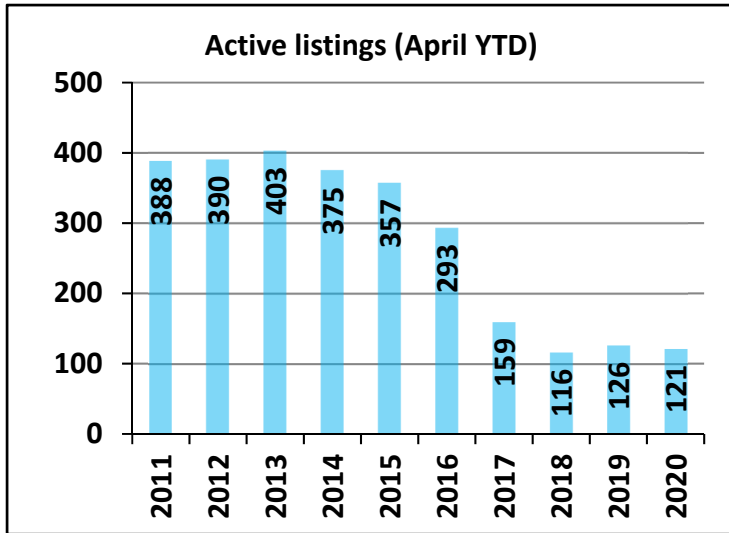
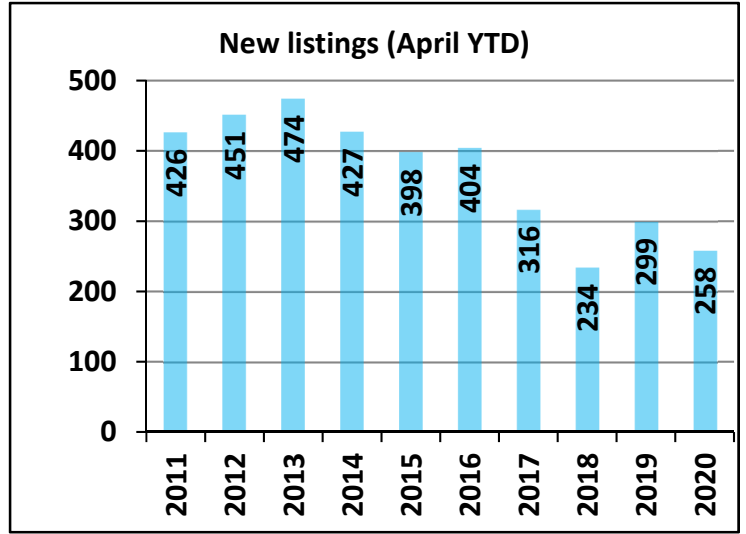
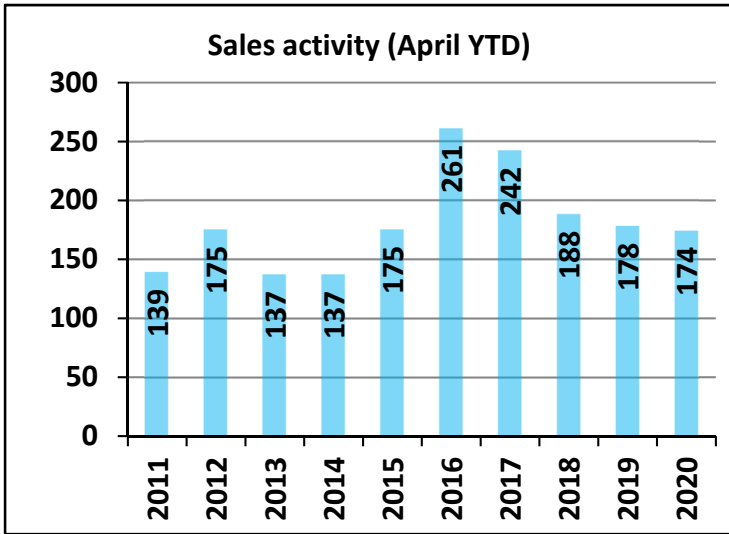
# Elgin County

## Residential Market Activity



# Elgin County

## Residential Market Activity



# Elgin County

## Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
<b>Sales Activity</b>	<b>34</b>	-43.3	-46.9	-56.4	-41.4	-22.7	-35.8
<b>Dollar Volume</b>	<b>\$13,260,300</b>	-45.6	-30.6	-41.3	3.5	24.5	30.7
<b>New Listings</b>	<b>48</b>	-52.5	-28.4	-53.4	-63.9	-70.9	-64.4
<b>Active Listings</b>	<b>126</b>	-19.2	14.5	-22.7	-69.1	-72.6	-75.1
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>70.8</b>	59.4	95.5	75.7	43.6	26.7	39.3
<b>Months of Inventory<sup>2</sup></b>	<b>3.7</b>	2.6	1.7	2.1	7.0	10.5	9.5
<b>Average Price</b>	<b>\$390,009</b>	-4.1	30.7	34.6	76.6	61.2	103.7

Year-to-date	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
<b>Sales Activity</b>	<b>174</b>	-2.2	-7.4	-28.1	-0.6	27.0	-8.4
<b>Dollar Volume</b>	<b>\$69,560,310</b>	5.5	24.6	3.9	74.4	124.9	86.6
<b>New Listings</b>	<b>258</b>	-13.7	10.3	-18.4	-35.2	-45.6	-50.6
<b>Active Listings<sup>3</sup></b>	<b>121</b>	-4.0	4.3	-23.9	-66.1	-70.0	-72.1
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>67.4</b>	59.5	80.3	76.6	44.0	28.9	36.4
<b>Months of Inventory<sup>5</sup></b>	<b>2.8</b>	2.8	2.5	2.6	8.2	11.8	9.1
<b>Average Price</b>	<b>\$399,772</b>	7.9	34.6	44.5	75.4	77.1	103.7

<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

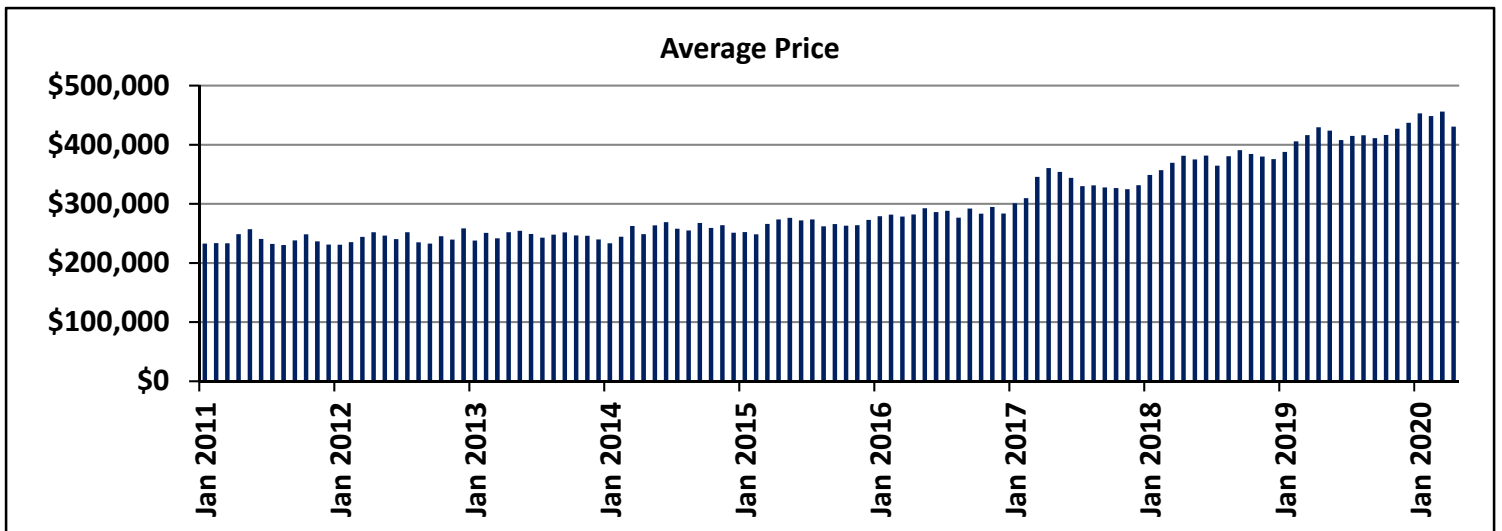
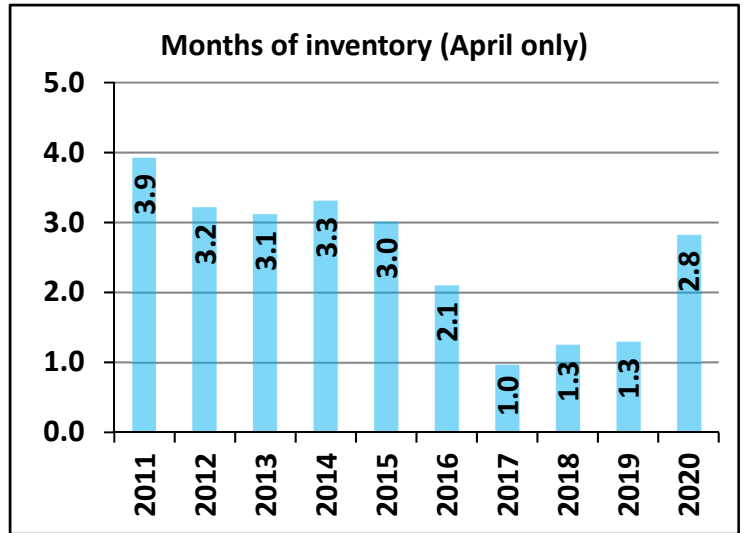
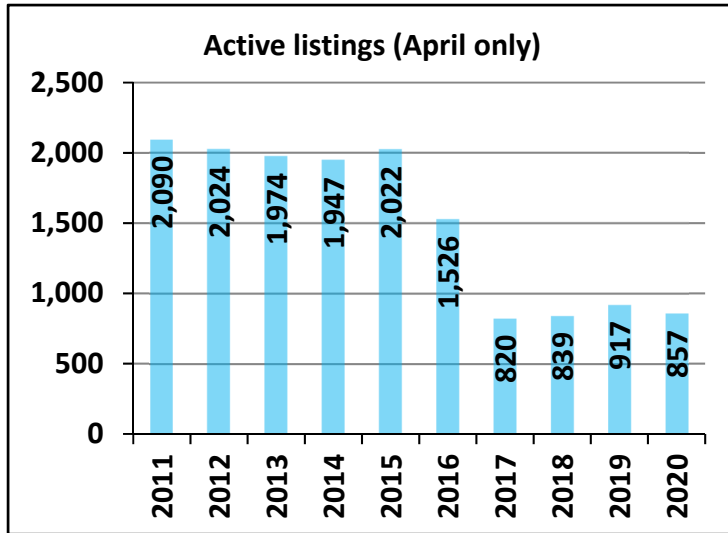
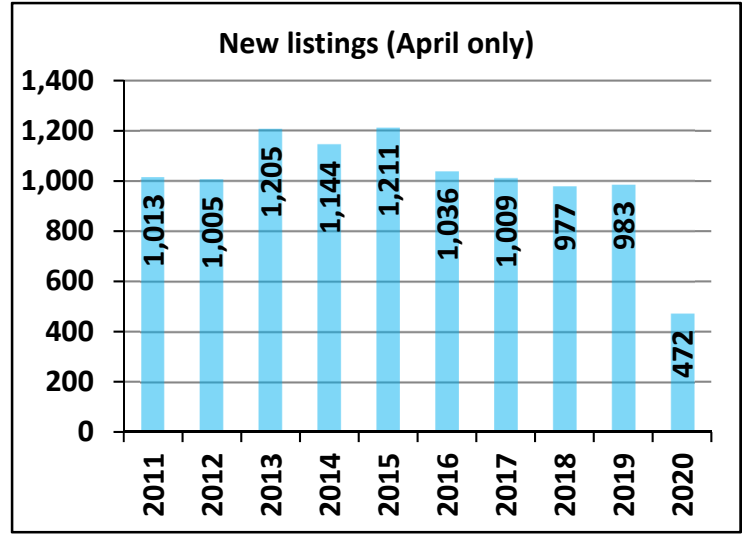
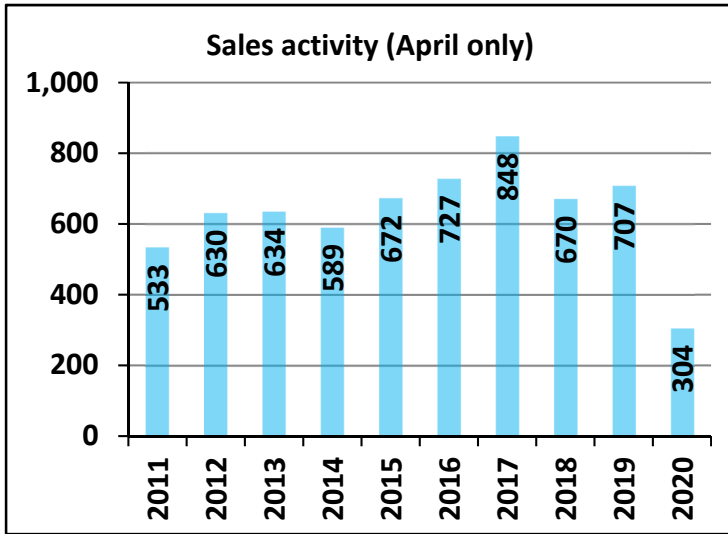
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

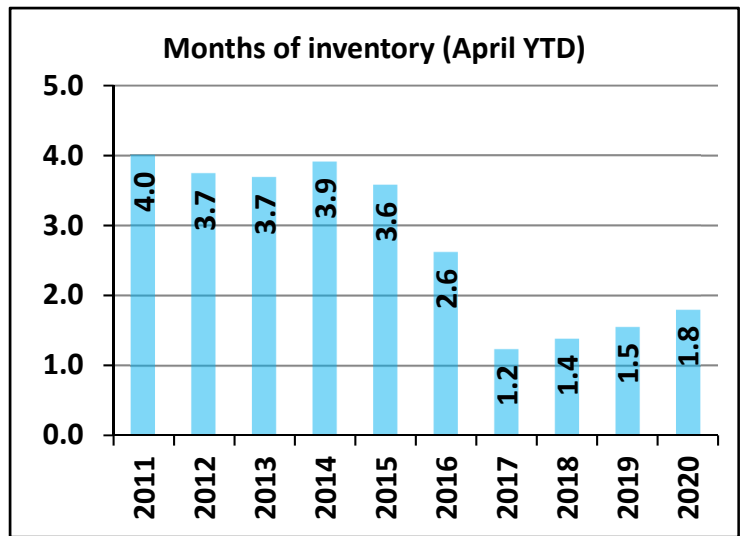
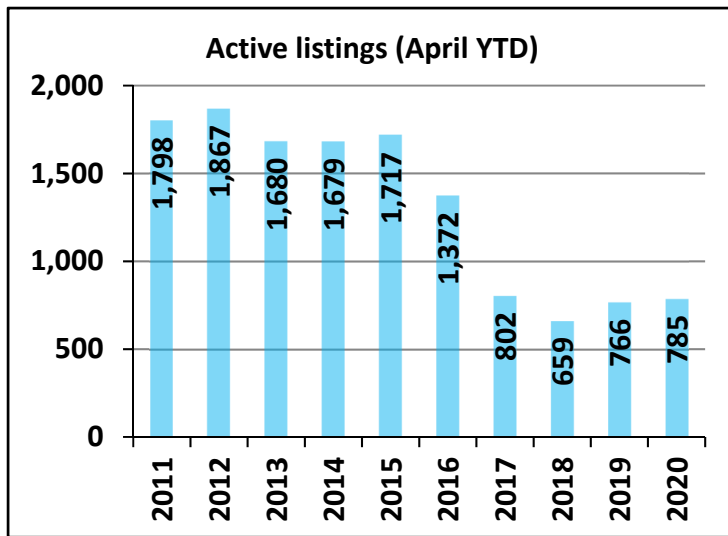
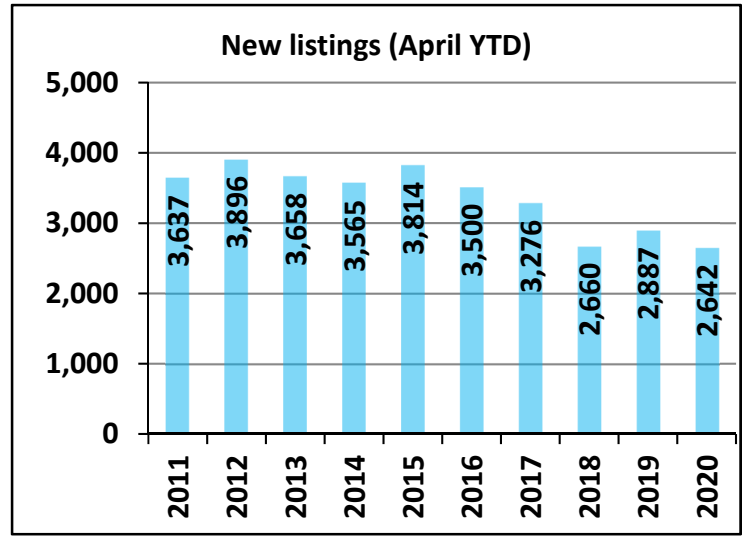
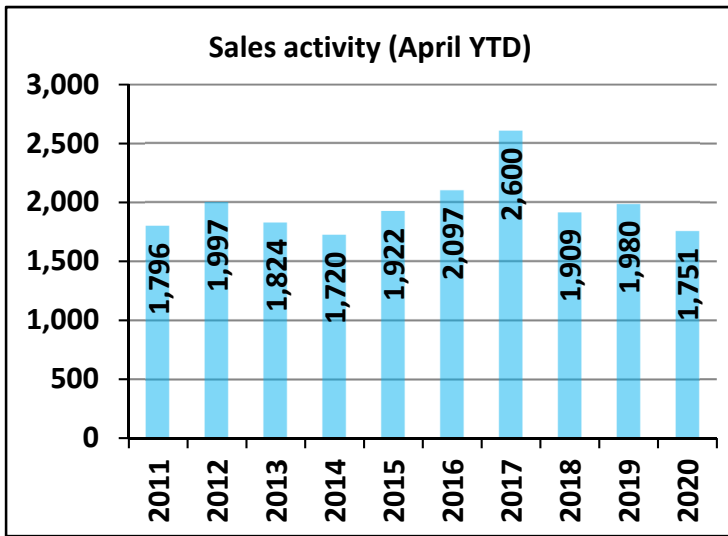
## Residential Market Activity





# London

## Residential Market Activity



# London

## Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
<b>Sales Activity</b>	<b>304</b>	-57.0	-54.6	-64.2	-54.8	-52.1	-58.9
<b>Dollar Volume</b>	<b>\$130,827,533</b>	-56.9	-48.8	-57.2	-28.8	-18.0	-27.6
<b>New Listings</b>	<b>472</b>	-52.0	-51.7	-53.2	-61.0	-60.8	-59.1
<b>Active Listings</b>	<b>857</b>	-6.5	2.1	4.5	-57.6	-56.6	-53.1
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>64.4</b>	71.9	68.6	84.0	55.5	52.6	64.1
<b>Months of Inventory<sup>2</sup></b>	<b>2.8</b>	1.3	1.3	1.0	3.0	3.1	2.5
<b>Average Price</b>	<b>\$430,354</b>	0.2	12.9	19.4	57.4	70.9	76.0

Year-to-date	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
<b>Sales Activity</b>	<b>1,751</b>	-11.6	-8.3	-32.7	-8.9	-4.0	-17.7
<b>Dollar Volume</b>	<b>\$785,887,476</b>	-4.1	11.9	-10.2	55.6	74.7	57.7
<b>New Listings</b>	<b>2,642</b>	-8.5	-0.7	-19.4	-30.7	-27.8	-29.1
<b>Active Listings<sup>3</sup></b>	<b>785</b>	2.5	19.1	-2.1	-54.3	-53.3	-49.4
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>66.3</b>	68.6	71.8	79.4	50.4	49.9	57.1
<b>Months of Inventory<sup>5</sup></b>	<b>1.8</b>	1.5	1.4	1.2	3.6	3.7	2.9
<b>Average Price</b>	<b>\$448,822</b>	8.5	22.0	33.3	70.8	81.9	91.7

<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

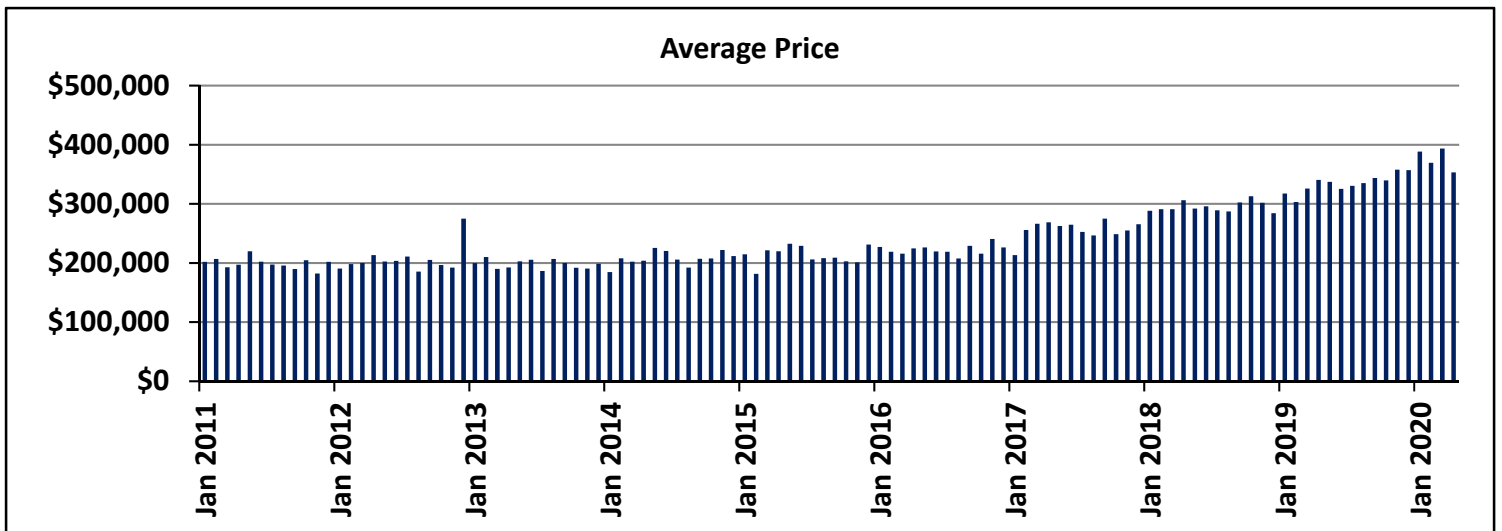
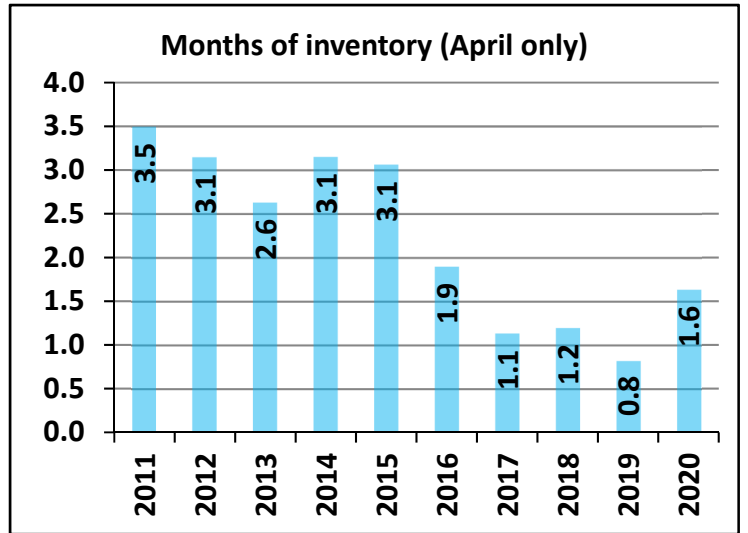
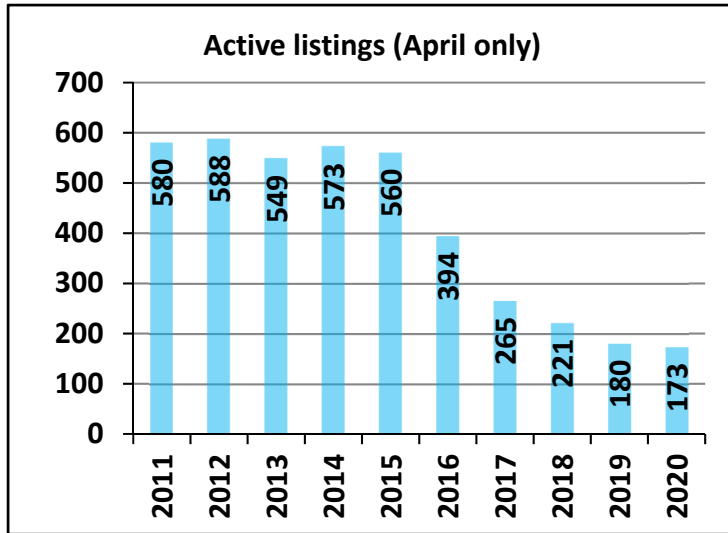
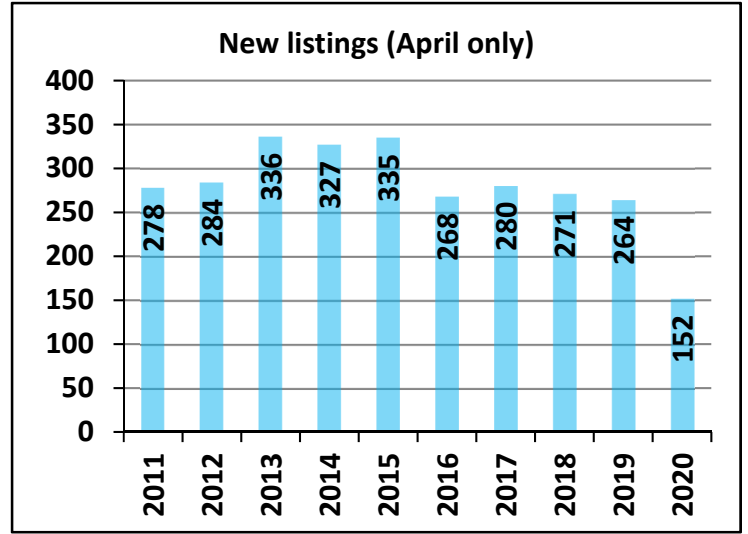
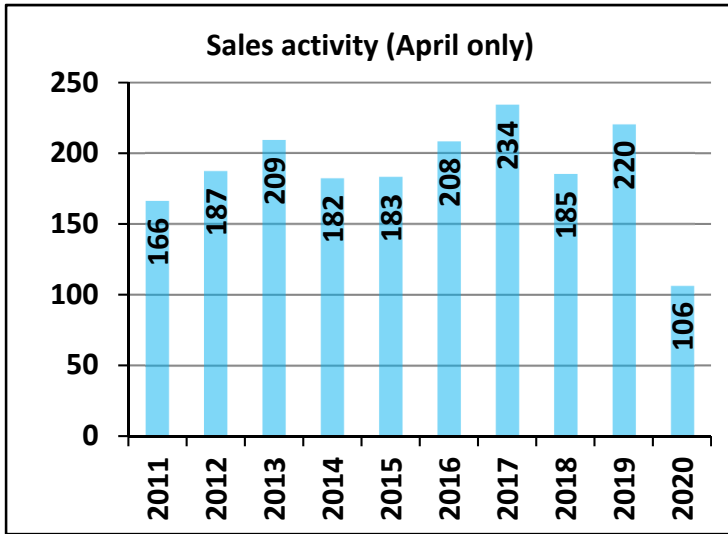
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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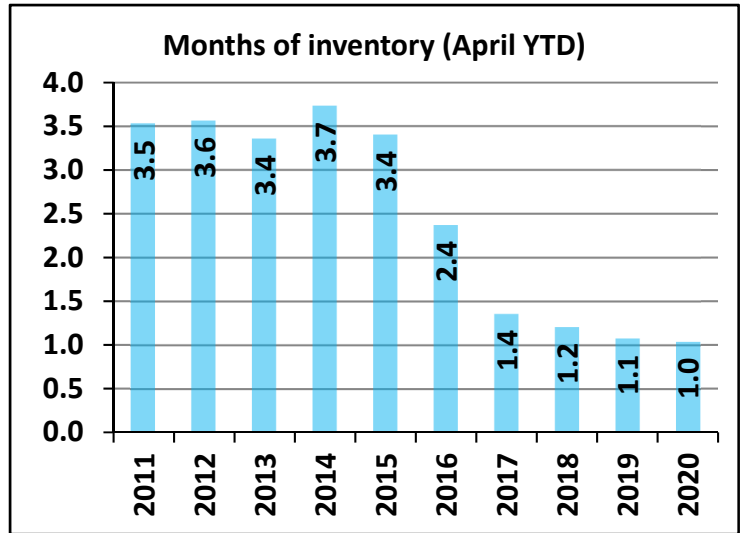
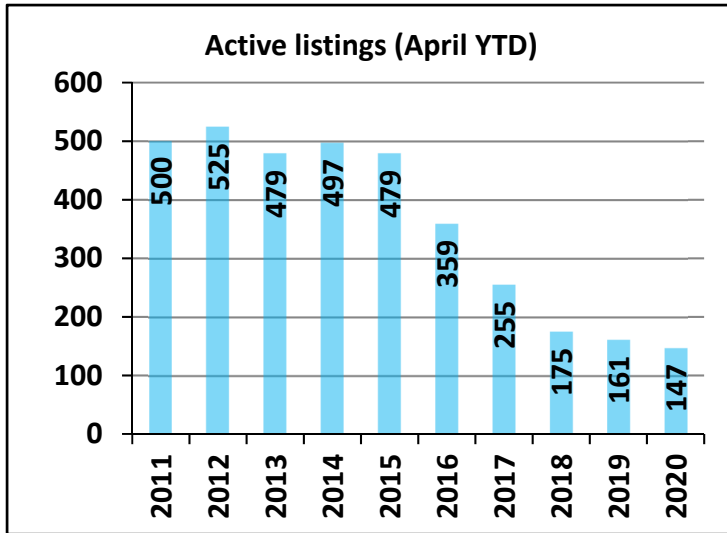
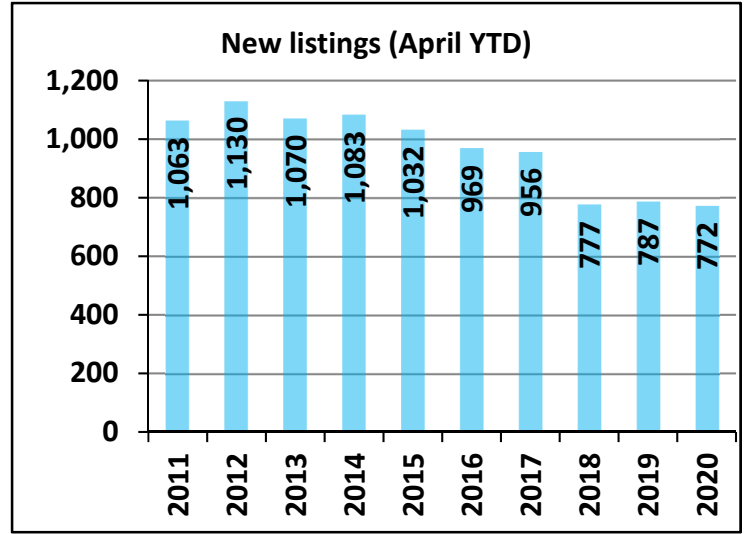
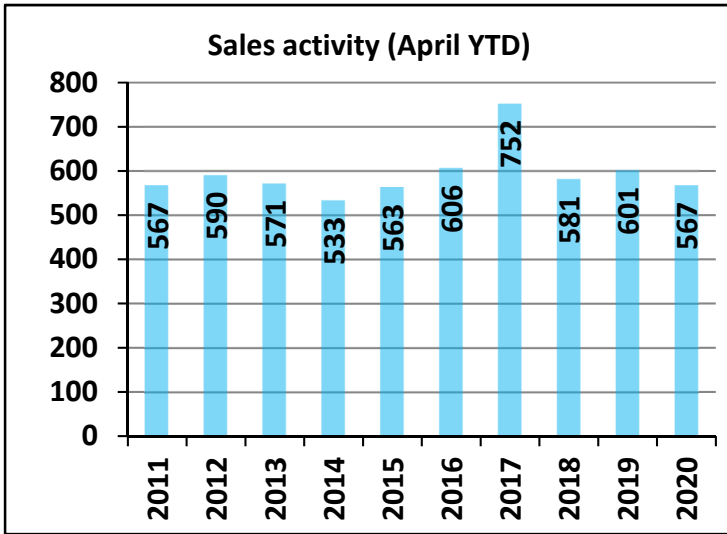
# London East

## Residential Market Activity



# London East

## Residential Market Activity



# London East

## Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
<b>Sales Activity</b>	<b>106</b>	-51.8	-42.7	-54.7	-42.1	-49.3	-48.8
<b>Dollar Volume</b>	<b>\$37,418,980</b>	-50.0	-33.9	-40.5	-6.9	-6.9	-10.8
<b>New Listings</b>	<b>152</b>	-42.4	-43.9	-45.7	-54.6	-54.8	-56.3
<b>Active Listings</b>	<b>173</b>	-3.9	-21.7	-34.7	-69.1	-68.5	-67.3
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>69.7</b>	83.3	68.3	83.6	54.6	62.2	59.5
<b>Months of Inventory<sup>2</sup></b>	<b>1.6</b>	0.8	1.2	1.1	3.1	2.6	2.6
<b>Average Price</b>	<b>\$353,009</b>	3.7	15.3	31.4	60.7	83.6	74.1

Year-to-date	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
<b>Sales Activity</b>	<b>567</b>	-5.7	-2.4	-24.6	0.7	-0.7	-7.8
<b>Dollar Volume</b>	<b>\$214,732,866</b>	9.7	25.1	11.4	80.2	90.9	84.1
<b>New Listings</b>	<b>772</b>	-1.9	-0.6	-19.2	-25.2	-27.9	-29.8
<b>Active Listings<sup>3</sup></b>	<b>147</b>	-8.7	-16.0	-42.4	-69.3	-69.3	-65.7
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>73.4</b>	76.4	74.8	78.7	54.6	53.4	56.0
<b>Months of Inventory<sup>5</sup></b>	<b>1.0</b>	1.1	1.2	1.4	3.4	3.4	2.8
<b>Average Price</b>	<b>\$378,718</b>	16.3	28.2	47.8	78.9	92.3	99.7

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

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

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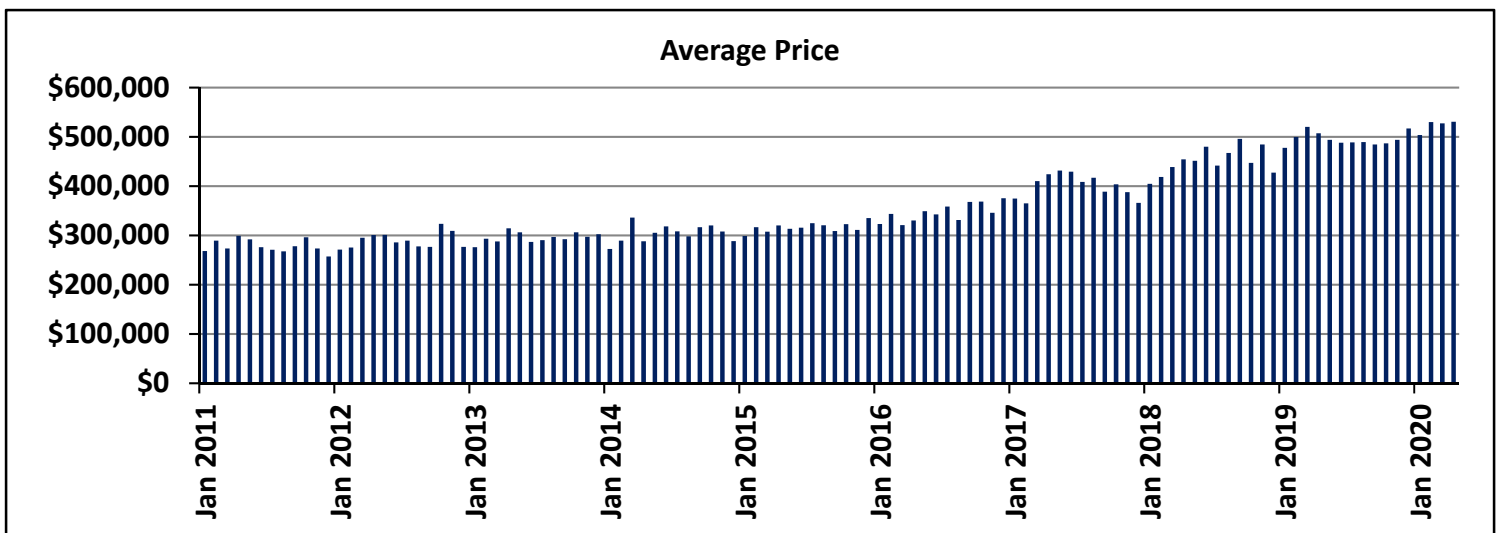
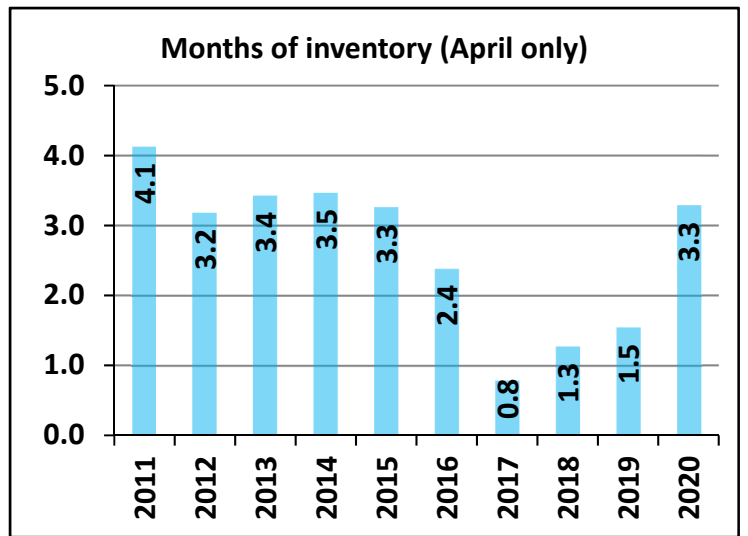
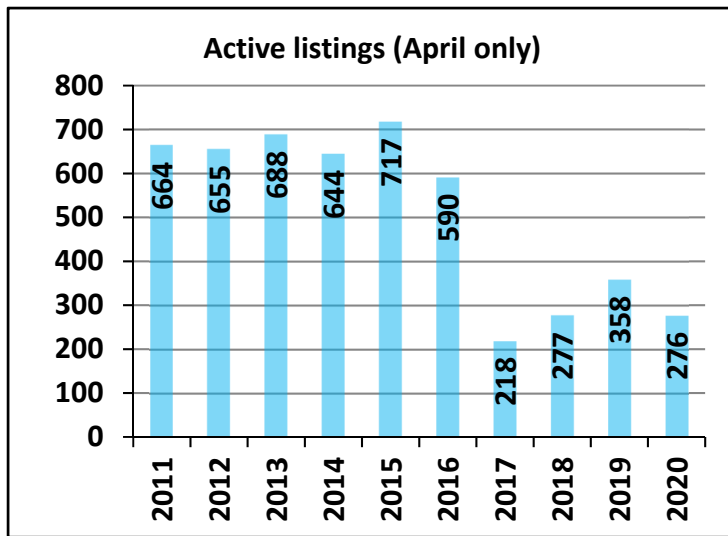
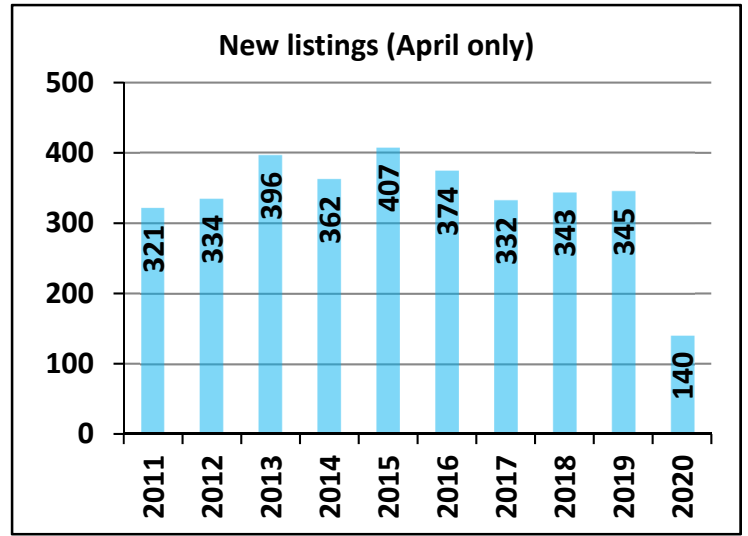
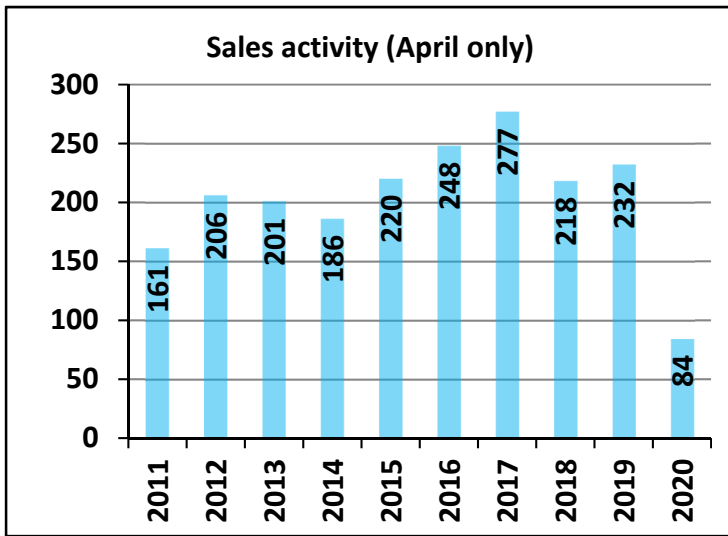
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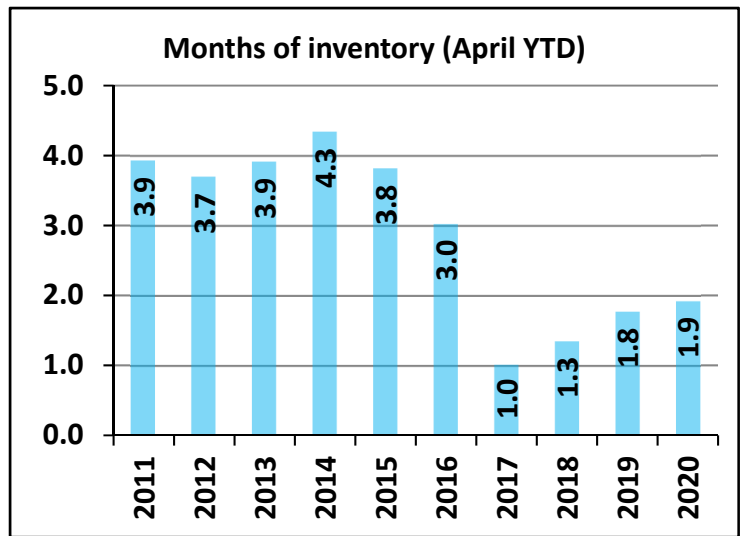
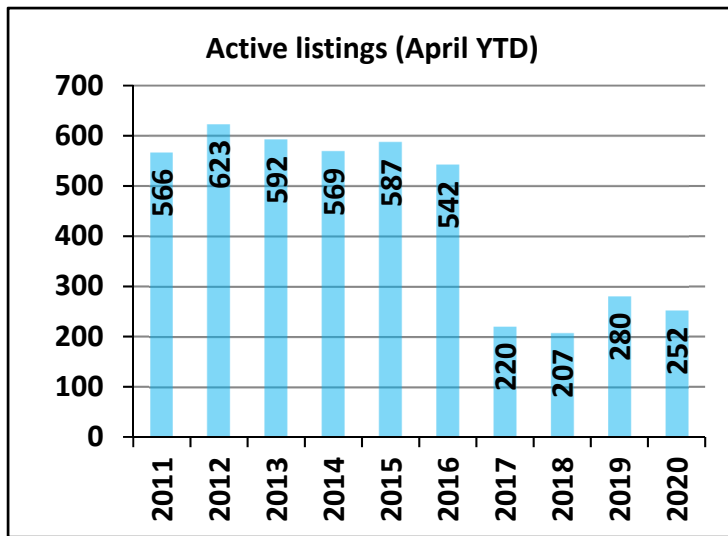
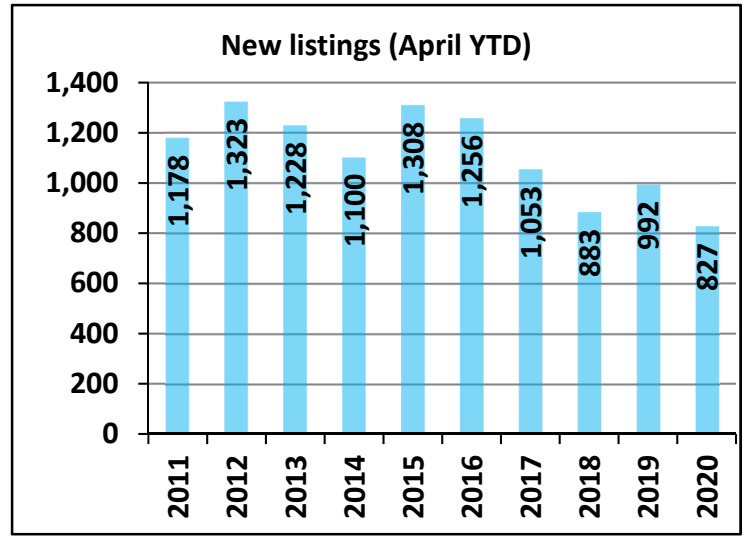
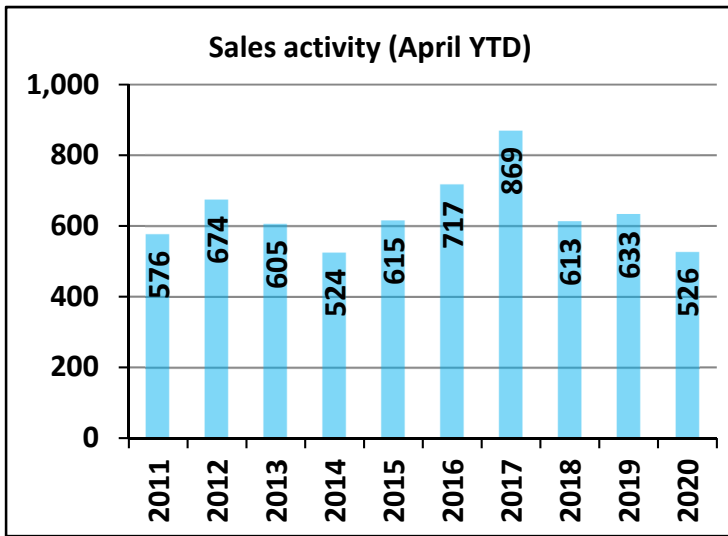
# London North

## Residential Market Activity



# London North

## Residential Market Activity



# London North

## Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
<b>Sales Activity</b>	<b>84</b>	-63.8	-61.5	-69.7	-61.8	-58.2	-62.8
<b>Dollar Volume</b>	<b>\$44,561,902</b>	-62.1	-55.0	-62.1	-36.7	-29.4	-32.4
<b>New Listings</b>	<b>140</b>	-59.4	-59.2	-57.8	-65.6	-64.6	-59.7
<b>Active Listings</b>	<b>276</b>	-22.9	-0.4	26.6	-61.5	-59.9	-49.6
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>60.0</b>	67.2	63.6	83.4	54.1	50.8	65.1
<b>Months of Inventory<sup>2</sup></b>	<b>3.3</b>	1.5	1.3	0.8	3.3	3.4	2.4
<b>Average Price</b>	<b>\$530,499</b>	4.6	16.8	25.1	65.7	68.9	81.7

Year-to-date	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
<b>Sales Activity</b>	<b>526</b>	-16.9	-14.2	-39.5	-14.5	-13.1	-20.2
<b>Dollar Volume</b>	<b>\$275,374,742</b>	-13.7	3.1	-20.9	43.4	53.8	52.7
<b>New Listings</b>	<b>827</b>	-16.6	-6.3	-21.5	-36.8	-32.7	-27.3
<b>Active Listings<sup>3</sup></b>	<b>252</b>	-10.0	21.7	14.5	-57.1	-57.4	-46.7
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>63.6</b>	63.8	69.4	82.5	47.0	49.3	57.9
<b>Months of Inventory<sup>5</sup></b>	<b>1.9</b>	1.8	1.3	1.0	3.8	3.9	2.9
<b>Average Price</b>	<b>\$523,526</b>	3.8	20.1	30.7	67.6	76.9	91.3

<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

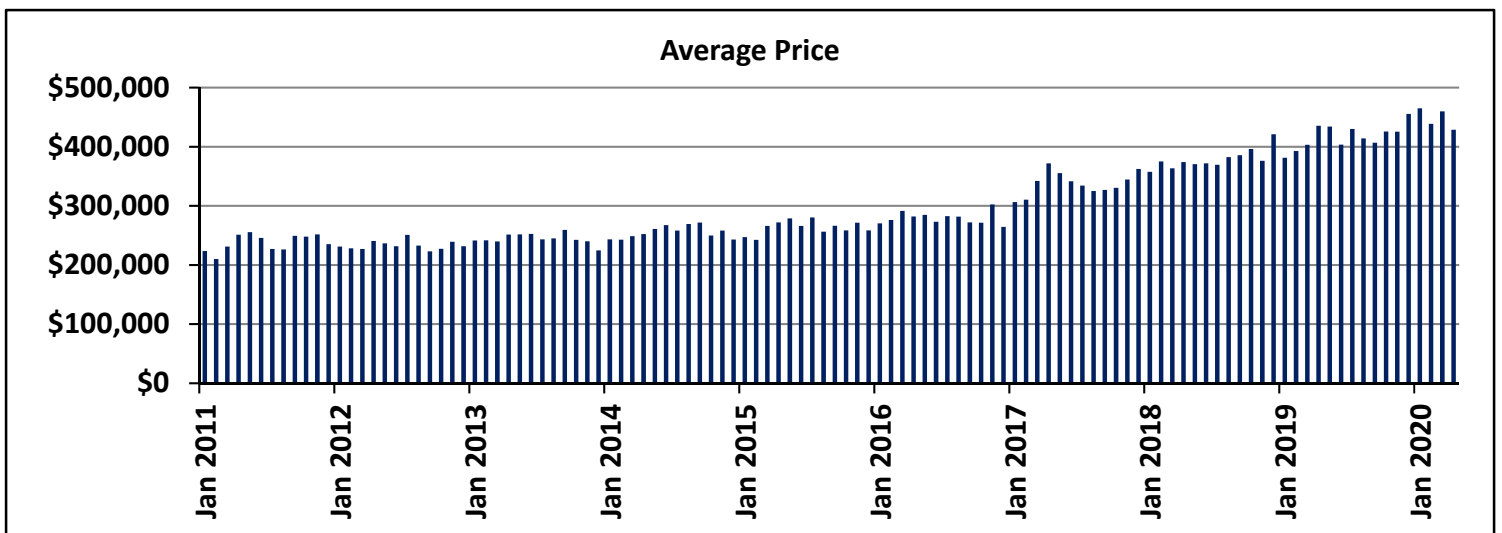
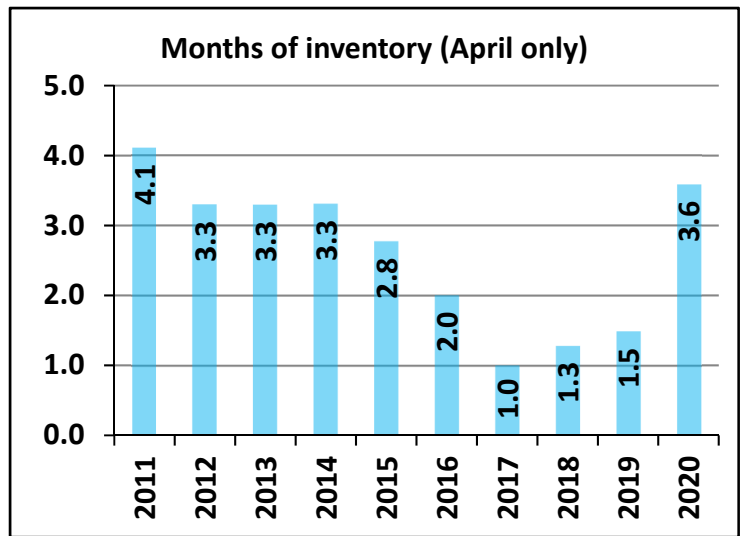
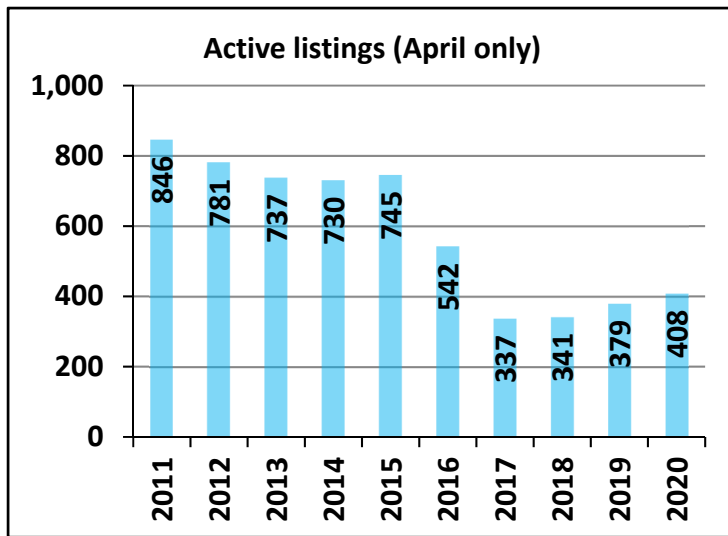
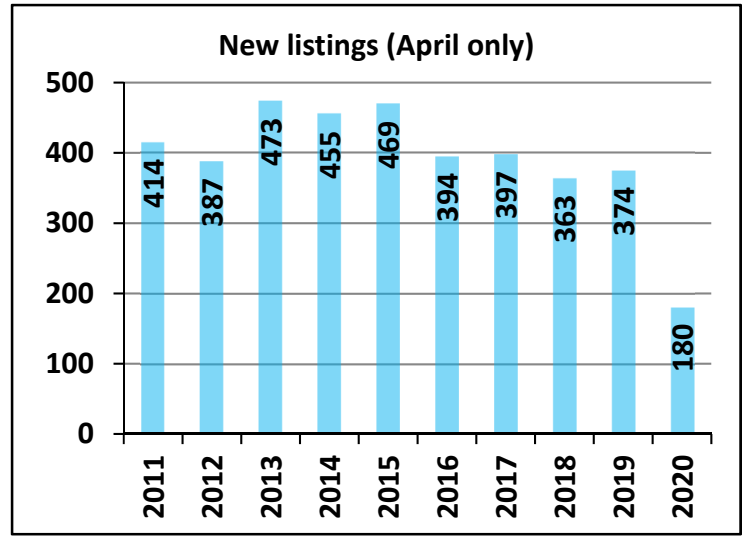
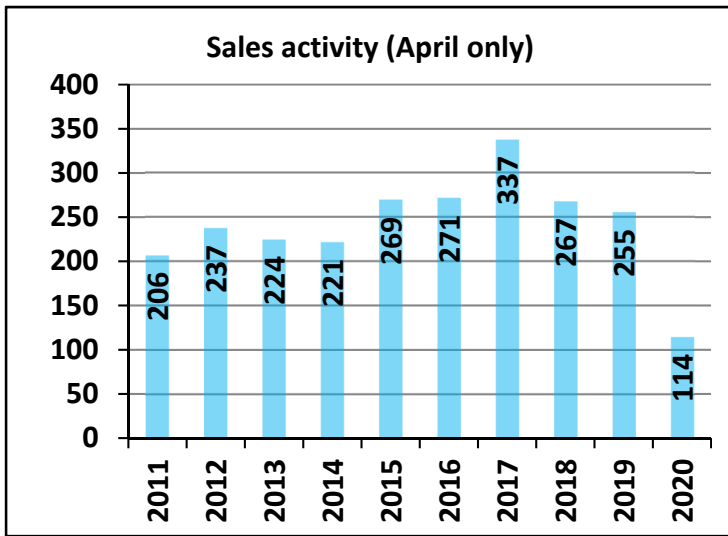
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



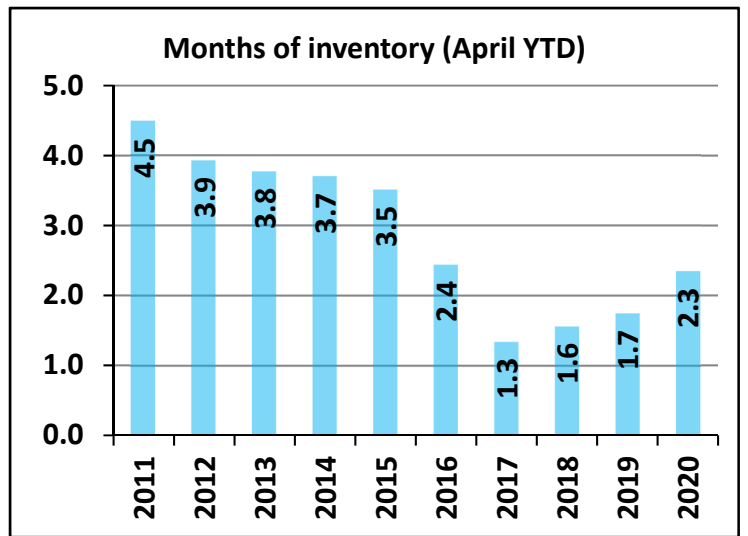
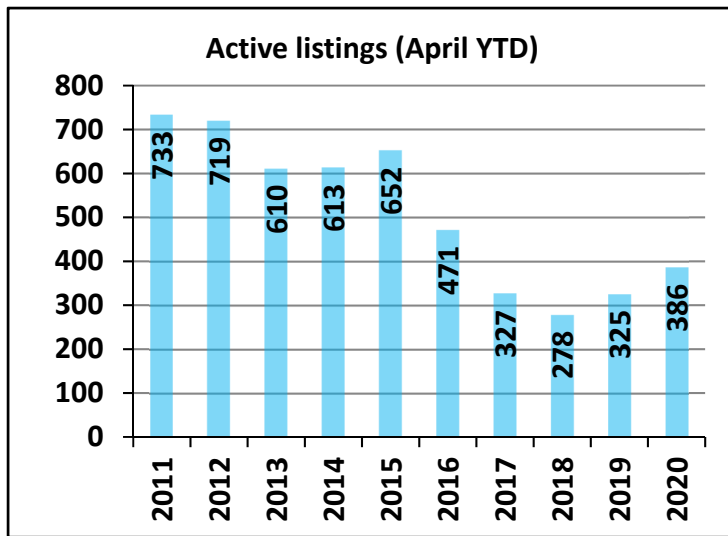
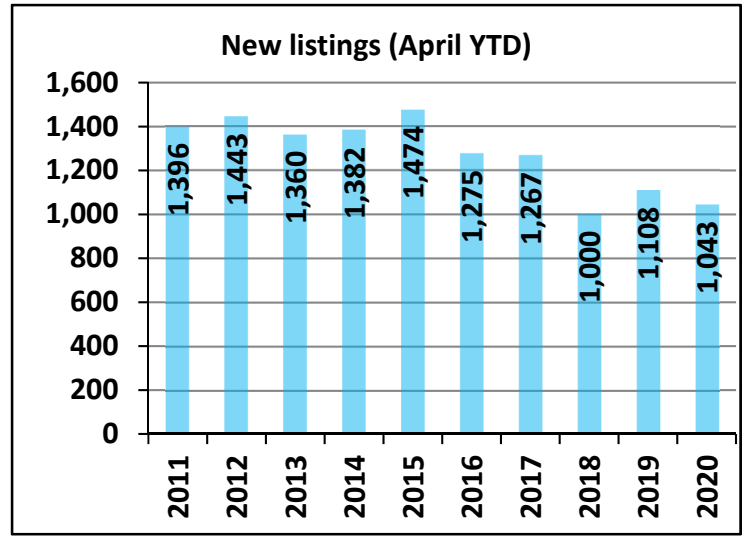
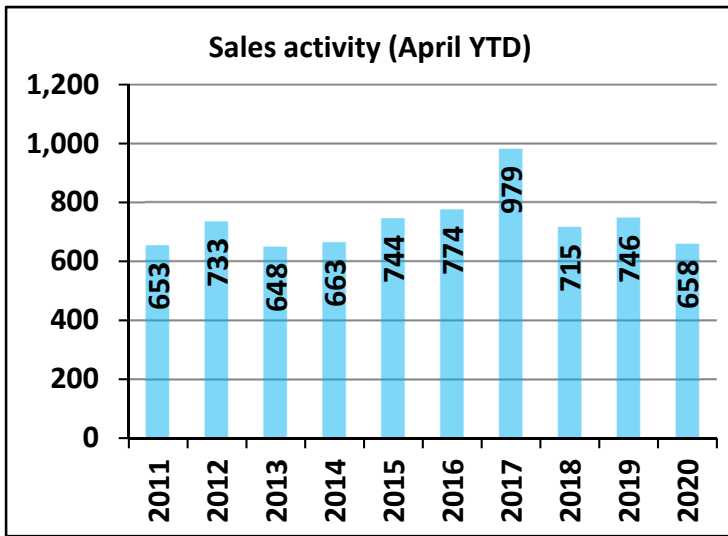
# London South

## Residential Market Activity



# London South

## Residential Market Activity



# London South

## Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	114	-55.3	-57.3	-66.2	-57.6	-49.1	-62.7
Dollar Volume	\$48,846,651	-56.0	-51.1	-61.0	-33.2	-13.2	-32.9
New Listings	180	-51.9	-50.4	-54.7	-61.6	-61.9	-60.7
Active Listings	408	7.7	19.6	21.1	-45.2	-44.6	-45.5
Sales to New Listings Ratio <sup>1</sup>	63.3	68.2	73.6	84.9	57.4	47.4	66.8
Months of Inventory <sup>2</sup>	3.6	1.5	1.3	1.0	2.8	3.3	2.4
Average Price	\$428,479	-1.6	14.6	15.3	57.6	70.5	80.2

Year-to-date	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	658	-11.8	-8.0	-32.8	-11.6	1.5	-23.0
Dollar Volume	\$295,779,868	-2.8	12.2	-11.5	52.5	86.7	46.9
New Listings	1,043	-5.9	4.3	-17.7	-29.2	-23.3	-30.0
Active Listings <sup>3</sup>	386	18.8	38.8	18.0	-40.8	-36.7	-40.8
Sales to New Listings Ratio <sup>4</sup>	63.1	67.3	71.5	77.3	50.5	47.6	57.3
Months of Inventory <sup>5</sup>	2.3	1.7	1.6	1.3	3.5	3.8	3.1
Average Price	\$449,513	10.1	21.9	31.6	72.4	83.9	90.6

<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

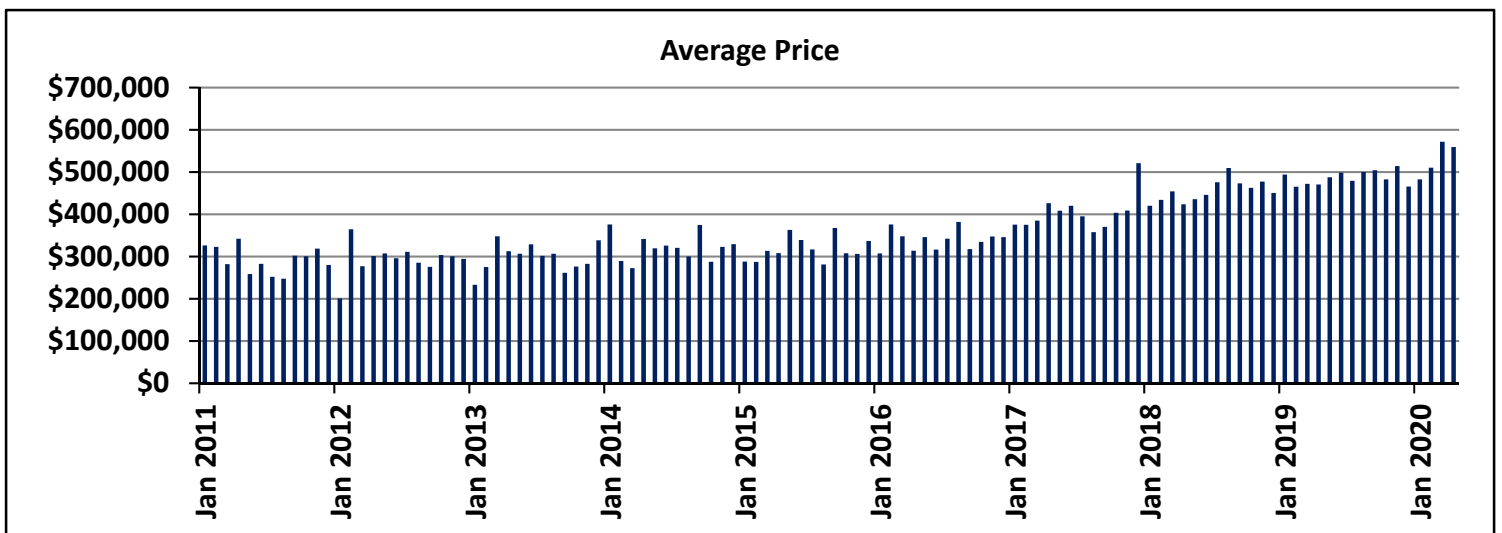
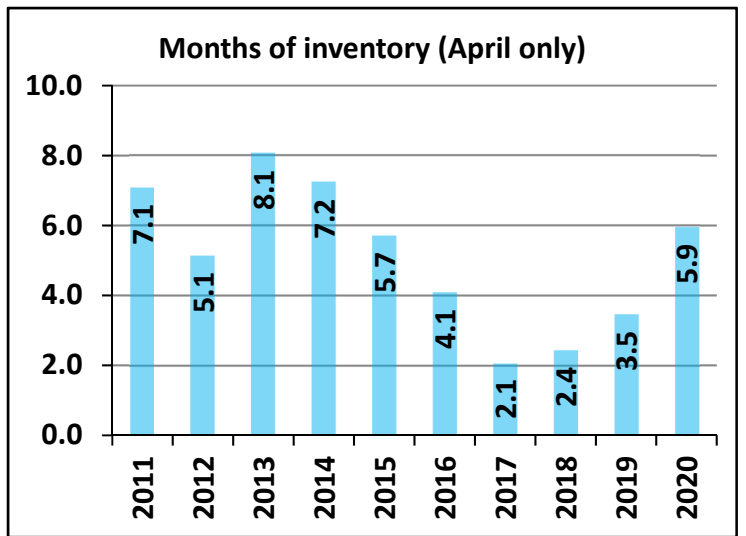
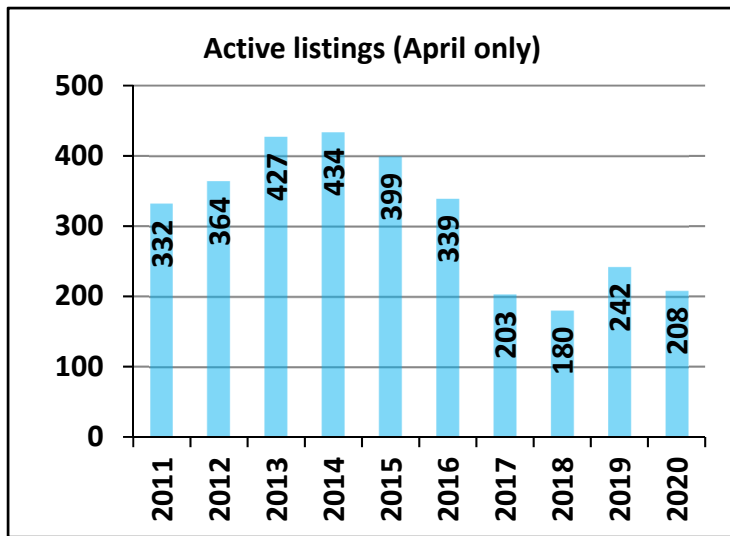
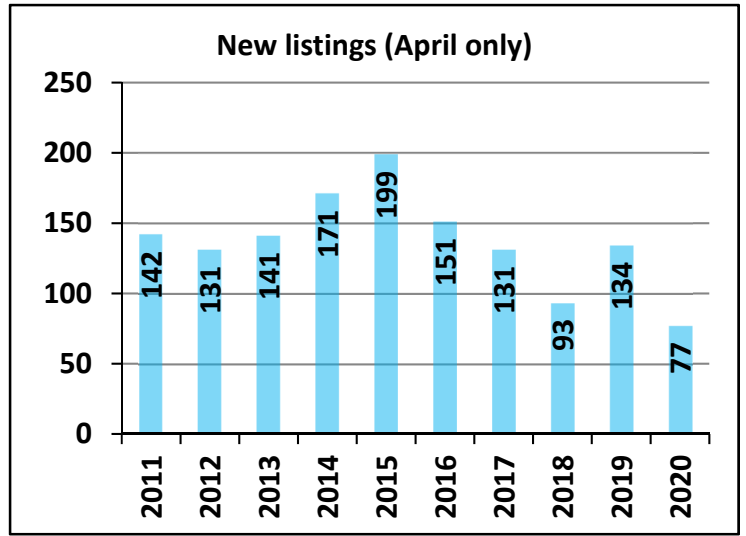
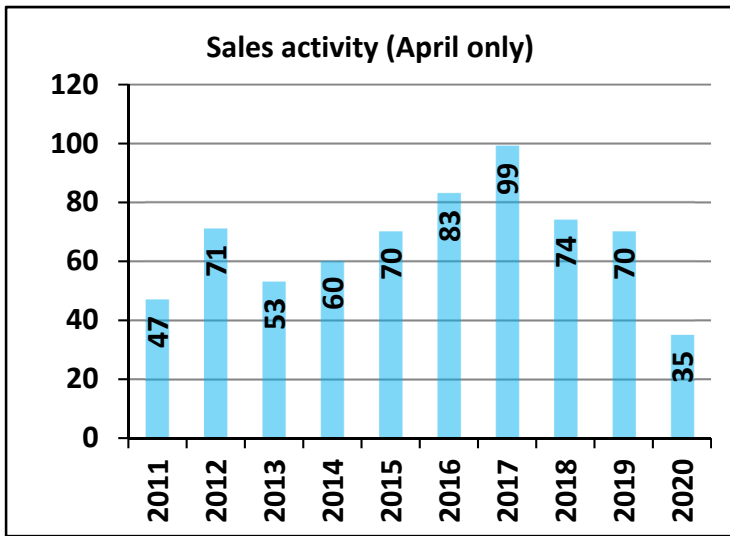
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

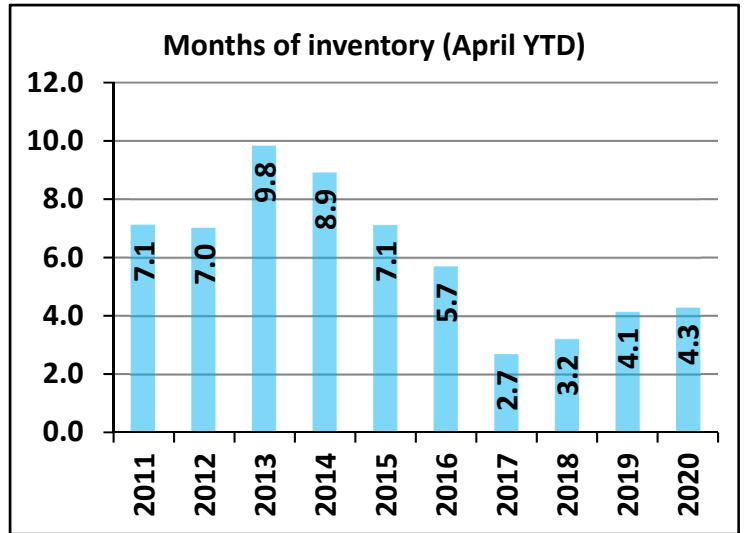
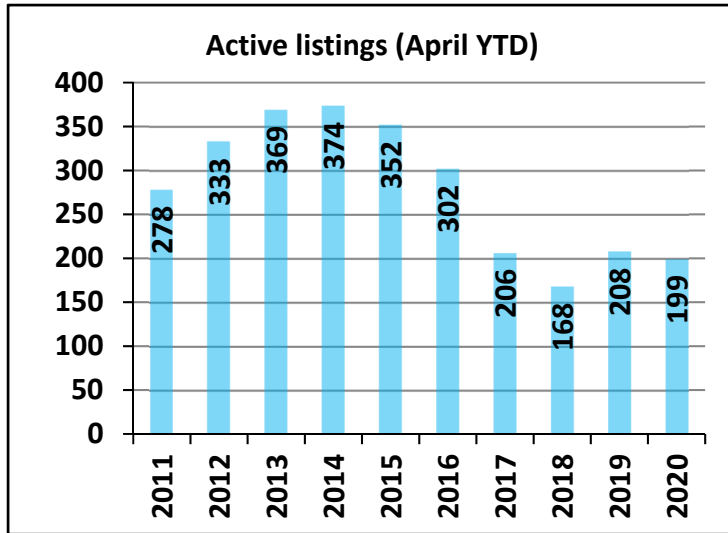
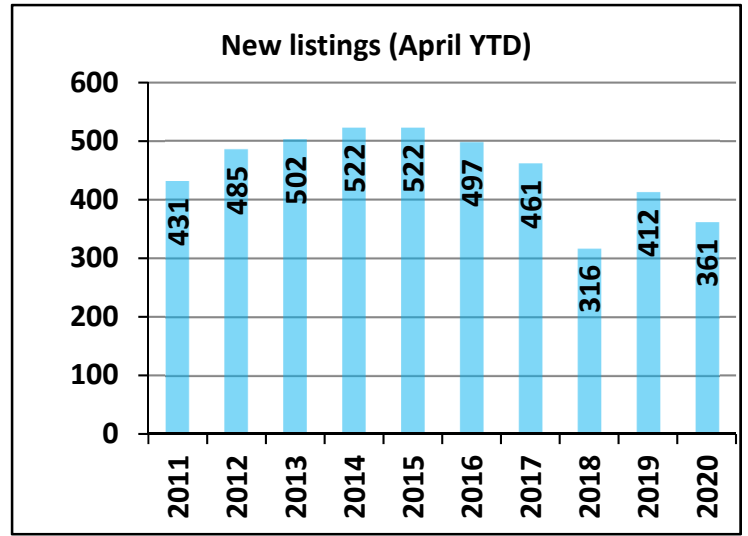
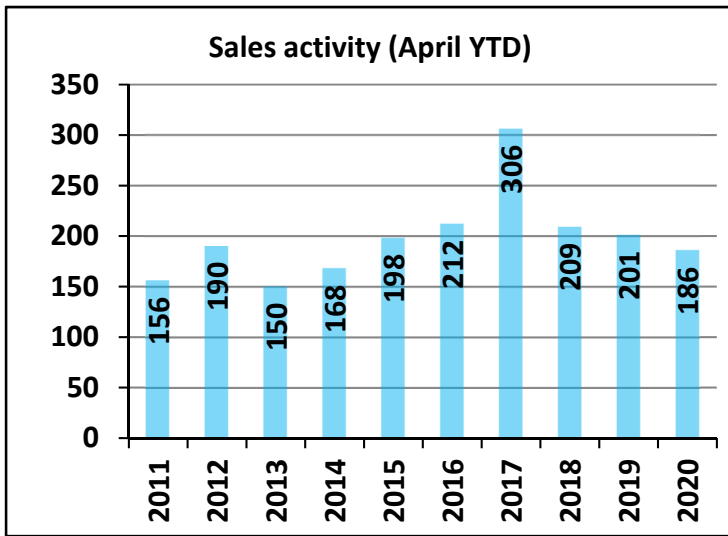
# Middlesex County

## Residential Market Activity



# Middlesex County

## Residential Market Activity



# Middlesex County

## Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
<b>Sales Activity</b>	<b>35</b>	-50.0	-52.7	-64.6	-50.0	-34.0	-50.0
<b>Dollar Volume</b>	<b>\$19,562,640</b>	-40.6	-37.6	-53.6	-9.3	18.1	10.8
<b>New Listings</b>	<b>77</b>	-42.5	-17.2	-41.2	-61.3	-45.4	-42.1
<b>Active Listings</b>	<b>208</b>	-14.0	15.6	2.5	-47.9	-51.3	-38.3
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>45.5</b>	52.2	79.6	75.6	35.2	37.6	52.6
<b>Months of Inventory<sup>2</sup></b>	<b>5.9</b>	3.5	2.4	2.1	5.7	8.1	4.8
<b>Average Price</b>	<b>\$558,933</b>	18.8	31.9	31.1	81.5	78.8	121.6

Year-to-date	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
<b>Sales Activity</b>	<b>186</b>	-7.5	-11.0	-39.2	-6.1	24.0	-5.6
<b>Dollar Volume</b>	<b>\$98,384,057</b>	3.3	8.7	-18.6	63.9	120.2	80.0
<b>New Listings</b>	<b>361</b>	-12.4	14.2	-21.7	-30.8	-28.1	-16.6
<b>Active Listings<sup>3</sup></b>	<b>199</b>	-4.3	18.5	-3.4	-43.5	-46.1	-33.9
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>51.5</b>	48.8	66.1	66.4	37.9	29.9	45.5
<b>Months of Inventory<sup>5</sup></b>	<b>4.3</b>	4.1	3.2	2.7	7.1	9.8	6.1
<b>Average Price</b>	<b>\$528,947</b>	11.6	22.1	33.9	74.5	77.5	90.6

<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

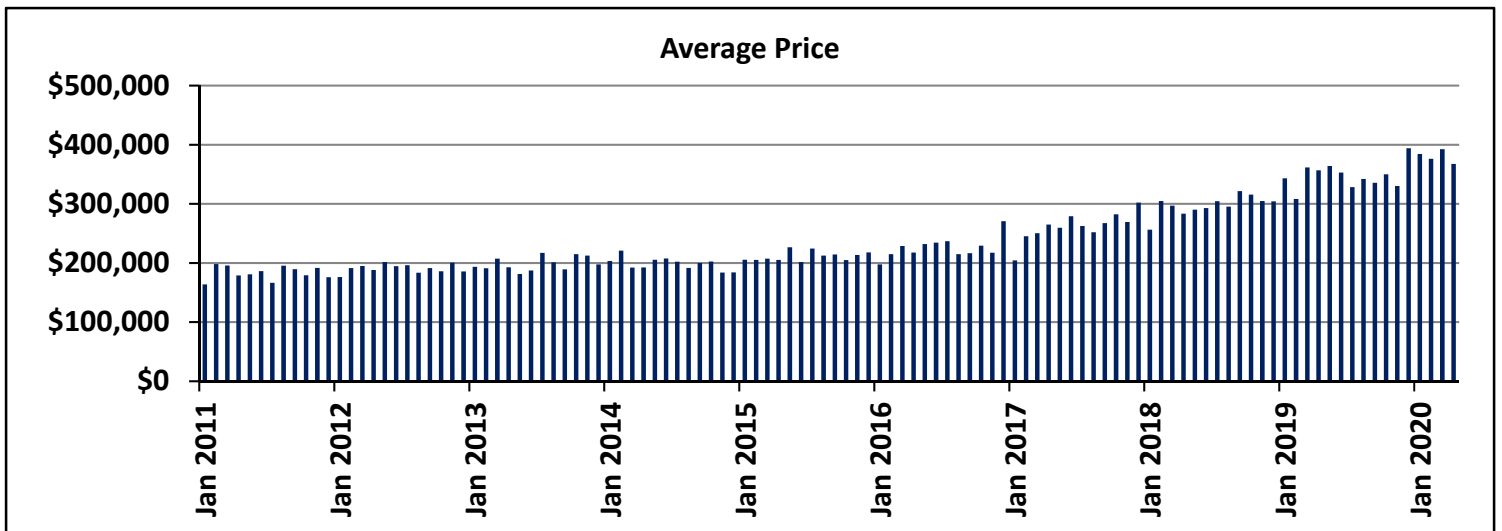
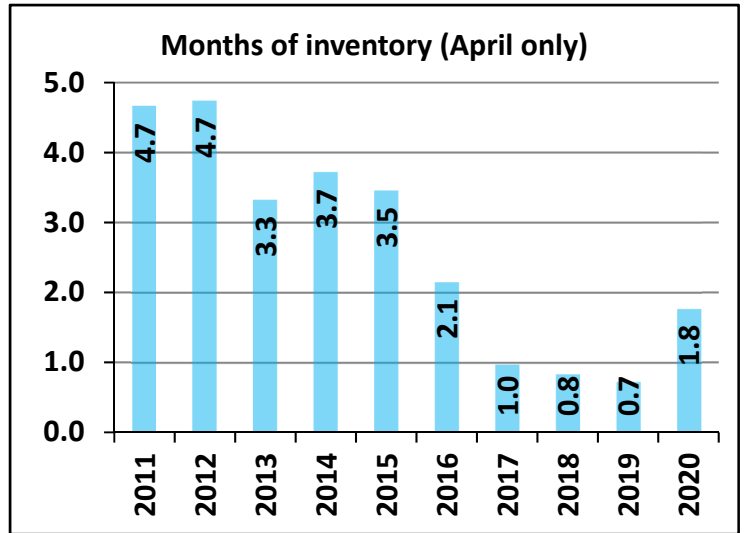
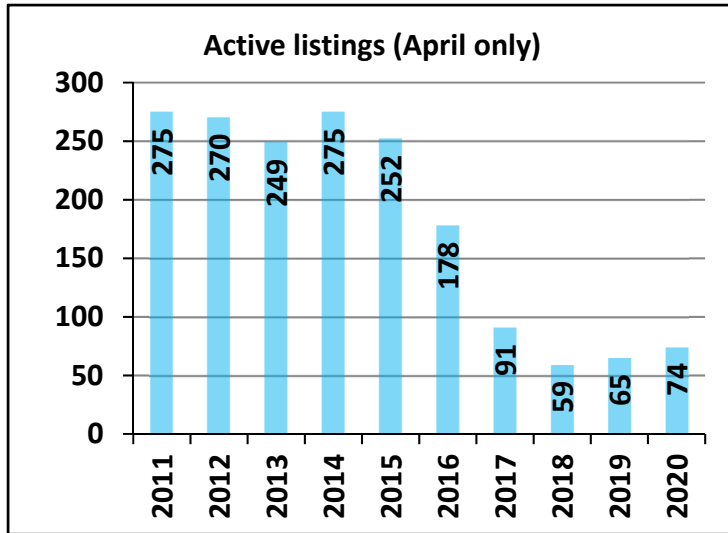
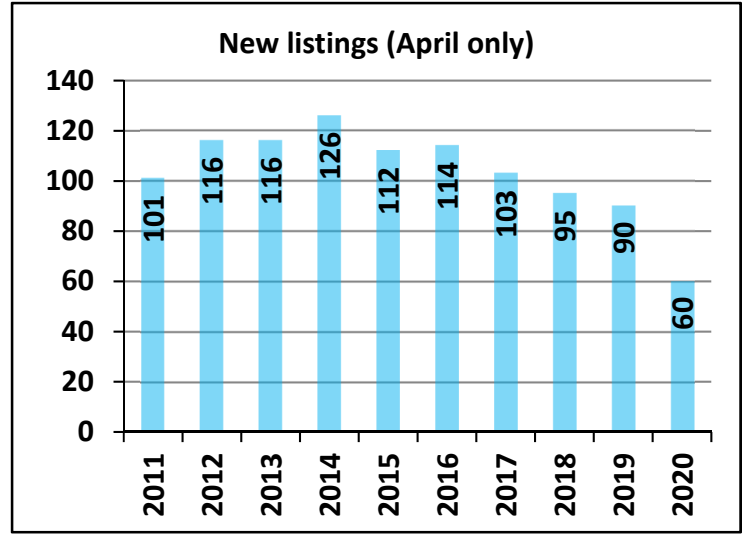
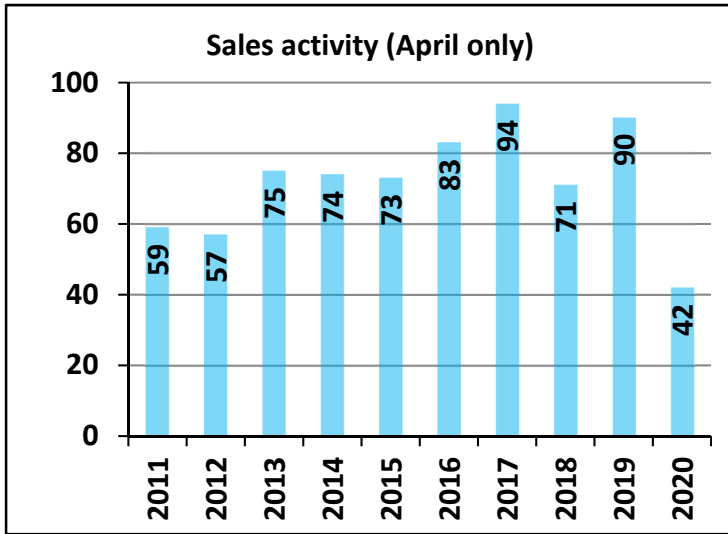
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

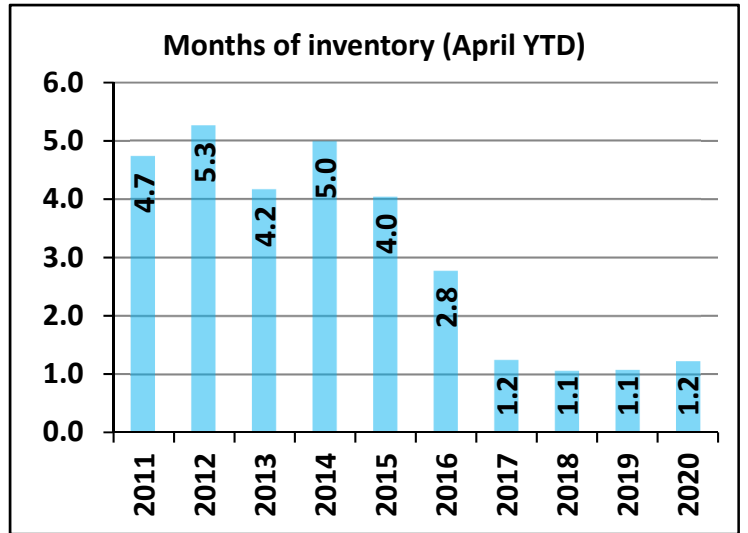
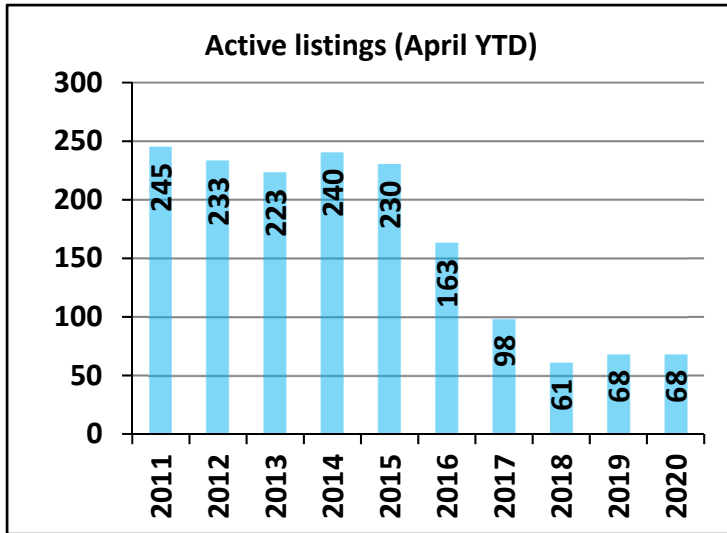
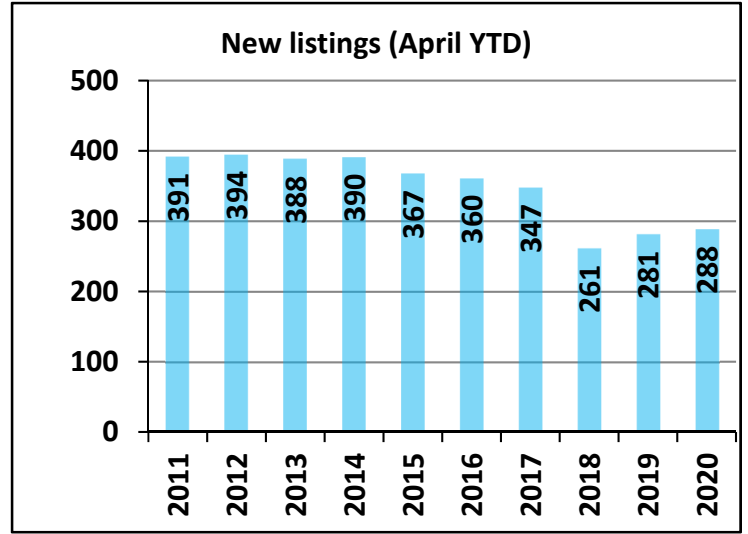
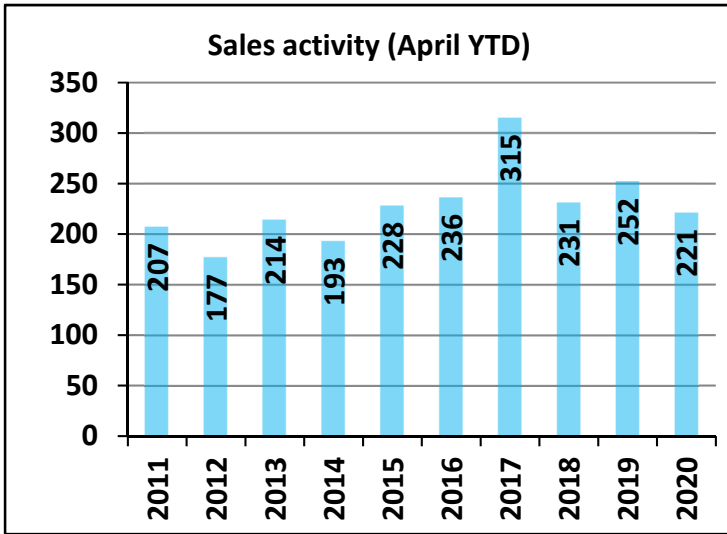
# St. Thomas

## Residential Market Activity



# St. Thomas

## Residential Market Activity





# St. Thomas

## Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
<b>Sales Activity</b>	<b>42</b>	-53.3	-40.8	-55.3	-42.5	-44.0	-51.7
<b>Dollar Volume</b>	<b>\$15,437,766</b>	-51.9	-23.3	-38.0	3.1	6.8	-6.5
<b>New Listings</b>	<b>60</b>	-33.3	-36.8	-41.7	-46.4	-48.3	-41.2
<b>Active Listings</b>	<b>74</b>	13.8	25.4	-18.7	-70.6	-70.3	-67.7
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>70.0</b>	100.0	74.7	91.3	65.2	64.7	85.3
<b>Months of Inventory<sup>2</sup></b>	<b>1.8</b>	0.7	0.8	1.0	3.5	3.3	2.6
<b>Average Price</b>	<b>\$367,566</b>	3.1	29.7	38.7	79.2	90.7	93.7

Year-to-date	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
<b>Sales Activity</b>	<b>221</b>	-12.3	-4.3	-29.8	-3.1	3.3	-2.2
<b>Dollar Volume</b>	<b>\$84,224,559</b>	-3.7	26.4	8.6	79.6	100.9	106.6
<b>New Listings</b>	<b>288</b>	2.5	10.3	-17.0	-21.5	-25.8	-21.7
<b>Active Listings<sup>3</sup></b>	<b>68</b>	0.0	11.5	-30.6	-70.4	-69.5	-69.9
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>76.7</b>	89.7	88.5	90.8	62.1	55.2	61.4
<b>Months of Inventory<sup>5</sup></b>	<b>1.2</b>	1.1	1.1	1.2	4.0	4.2	4.0
<b>Average Price</b>	<b>\$381,107</b>	9.8	32.1	54.9	85.3	94.5	111.3

<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

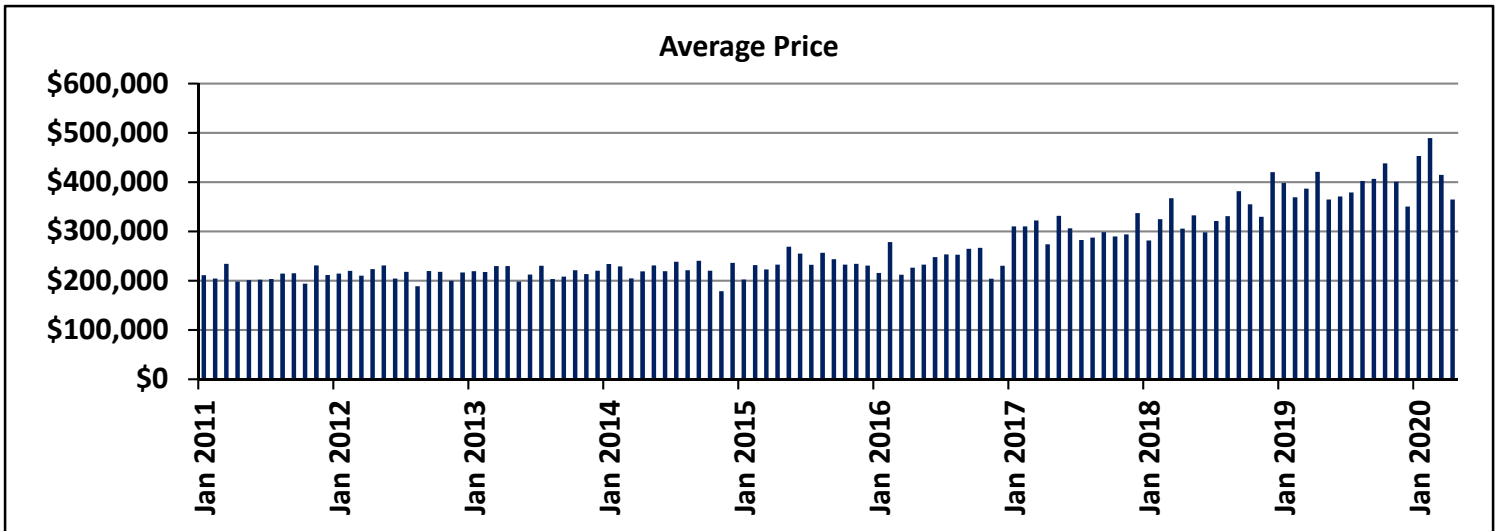
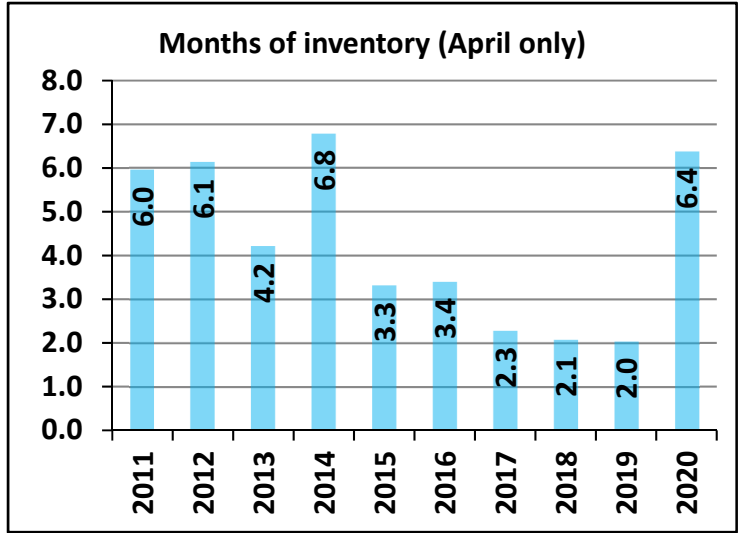
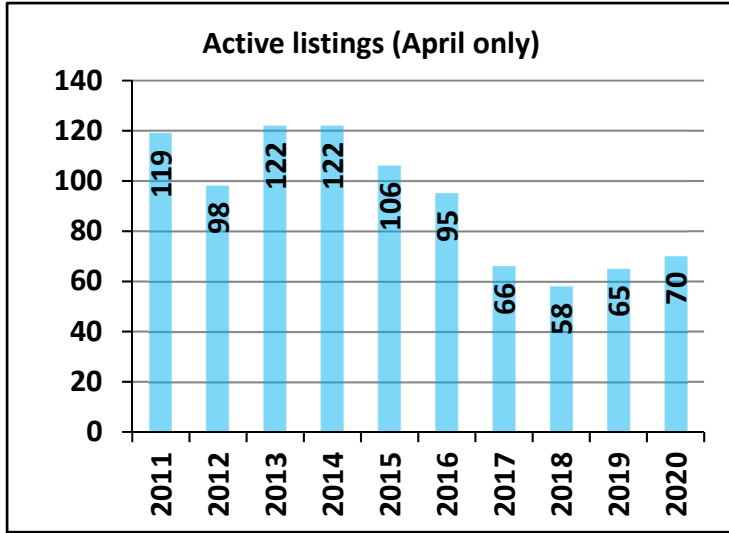
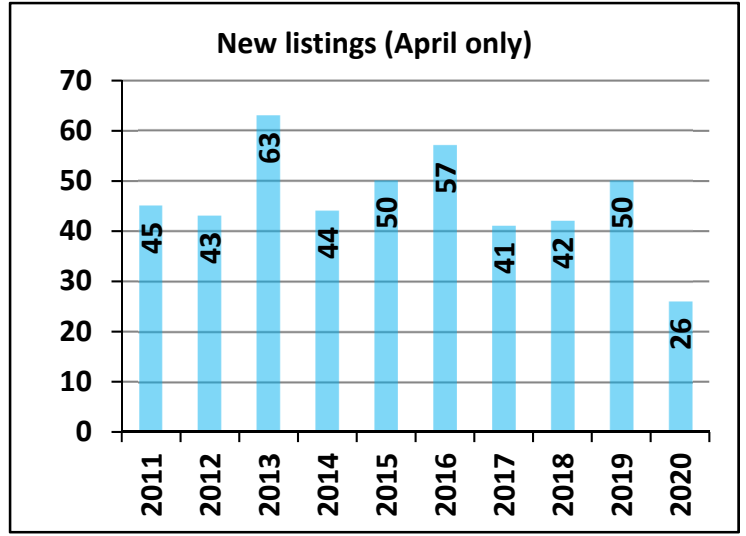
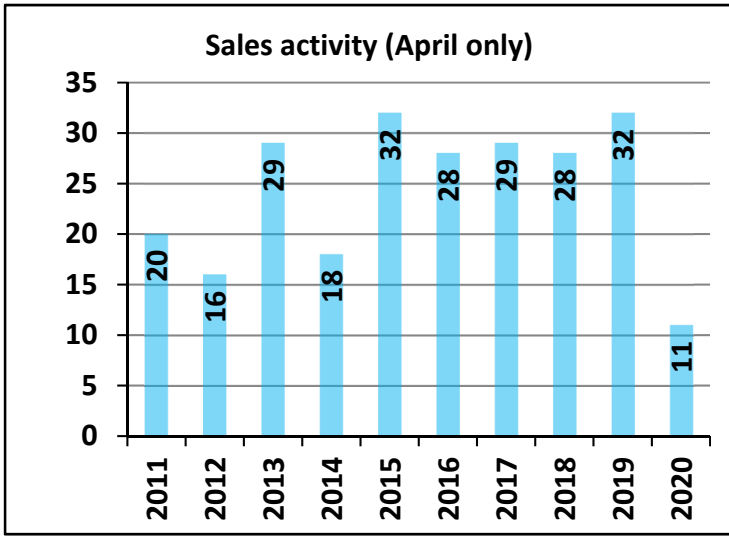
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

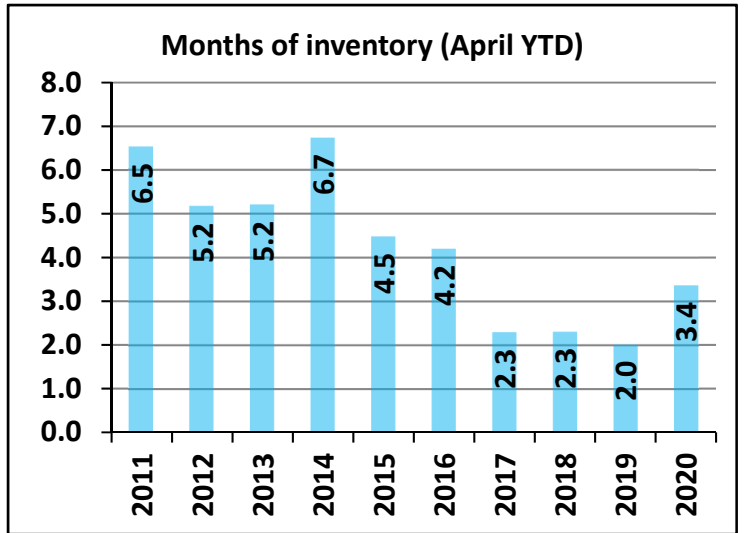
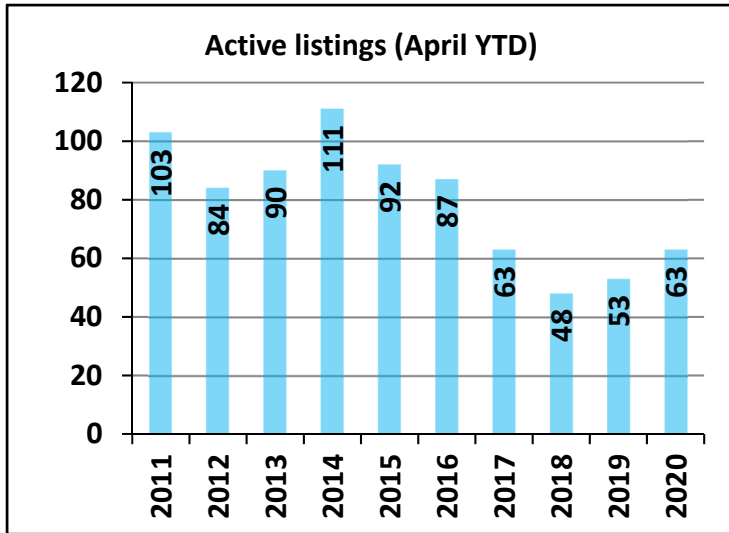
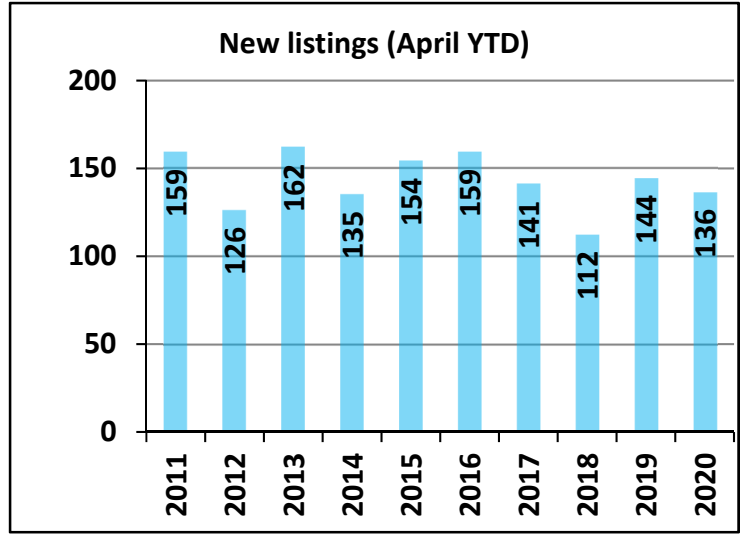
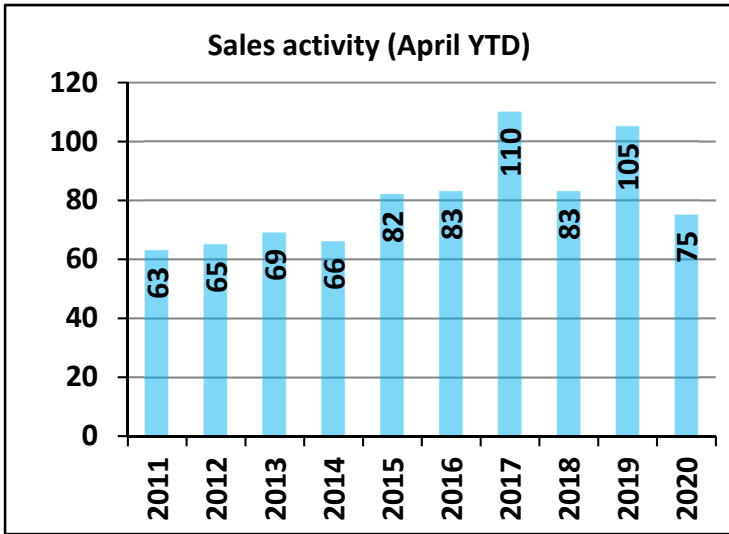
# Strathroy

## Residential Market Activity



# Strathroy

## Residential Market Activity



# Strathroy

## Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	11	-65.6	-60.7	-62.1	-65.6	-62.1	-60.7
Dollar Volume	\$4,011,900	-70.2	-53.1	-49.4	-46.1	-39.7	-33.2
New Listings	26	-48.0	-38.1	-36.6	-48.0	-58.7	-16.1
Active Listings	70	7.7	20.7	6.1	-34.0	-42.6	-17.6
Sales to New Listings Ratio <sup>1</sup>	42.3	64.0	66.7	70.7	64.0	46.0	90.3
Months of Inventory <sup>2</sup>	6.4	2.0	2.1	2.3	3.3	4.2	3.0
Average Price	\$364,718	-13.3	19.4	33.3	56.8	58.9	69.9

Year-to-date	April 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	75	-28.6	-9.6	-31.8	-8.5	8.7	-10.7
Dollar Volume	\$32,764,988	-21.1	23.7	-2.2	75.8	110.1	90.1
New Listings	136	-5.6	21.4	-3.5	-11.7	-16.0	3.0
Active Listings <sup>3</sup>	63	18.9	31.3	0.0	-31.5	-30.0	-25.9
Sales to New Listings Ratio <sup>4</sup>	55.1	72.9	74.1	78.0	53.2	42.6	63.6
Months of Inventory <sup>5</sup>	3.4	2.0	2.3	2.3	4.5	5.2	4.0
Average Price	\$436,867	10.4	36.9	43.5	92.2	93.3	112.9

<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