



**LONDON
ST. THOMAS
ASSOCIATION OF
REALTORS**

**London and St. Thomas
Residential Market Activity Report**

September 2020

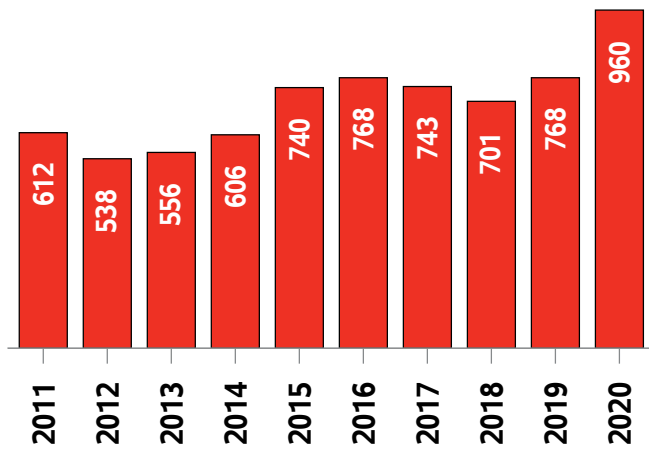
Bringing people and properties together



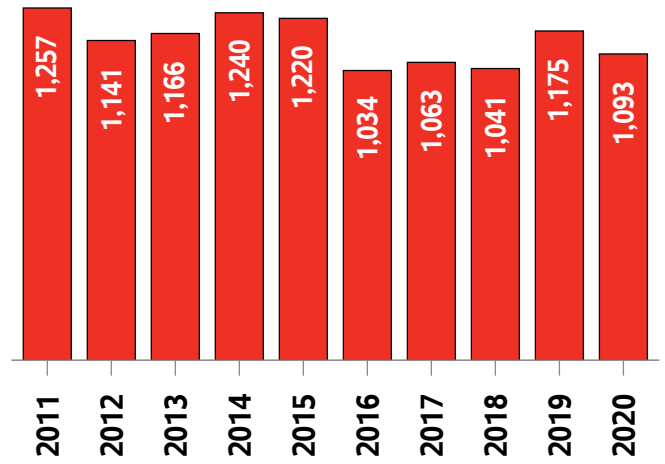
Prepared for the London & St. Thomas Association of REALTORS® by the Canadian Real Estate Association

London and St. Thomas MLS® Residential Market Activity

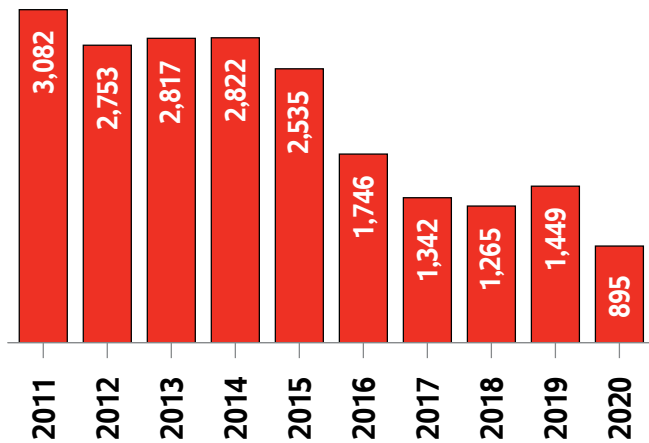
Sales Activity (September only)



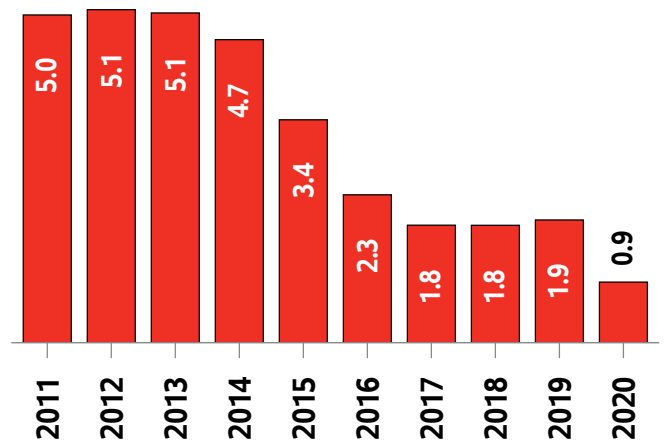
New Listings (September only)



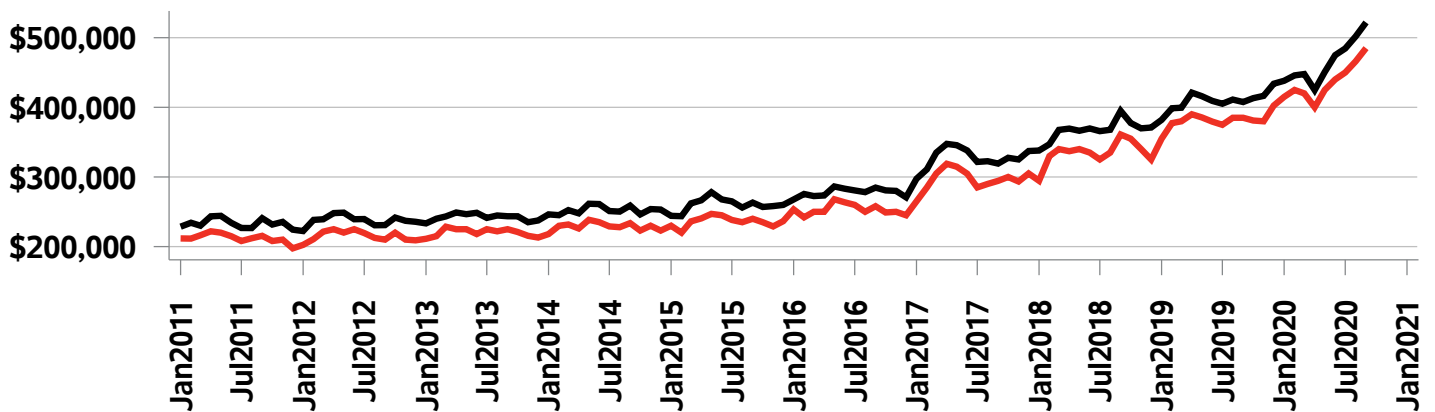
Active Listings (September only)



Months of Inventory (September only)

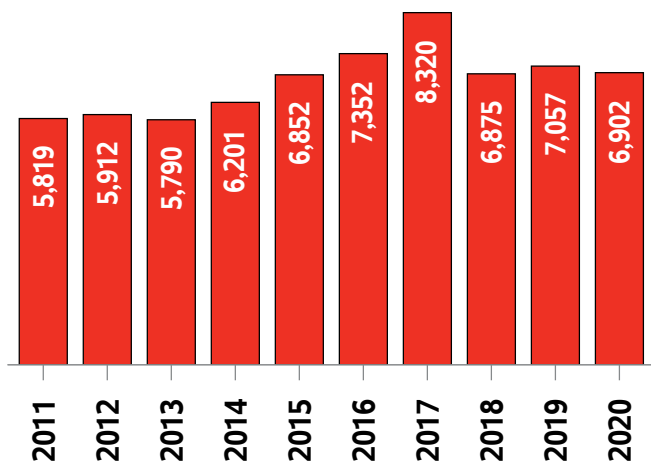


Average Price and Median Price

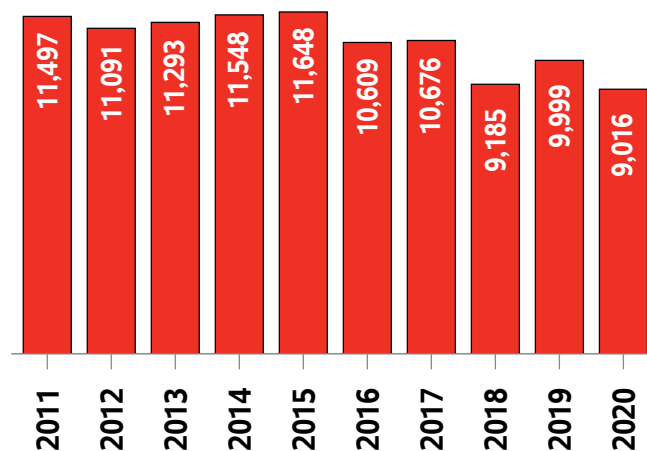


London and St. Thomas MLS® Residential Market Activity

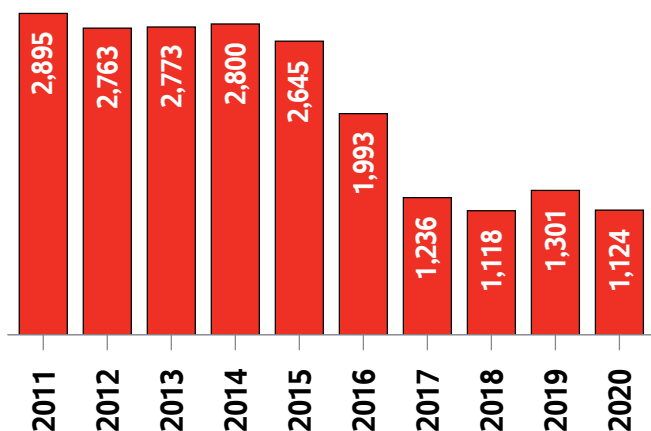
Sales Activity (September Year-to-date)



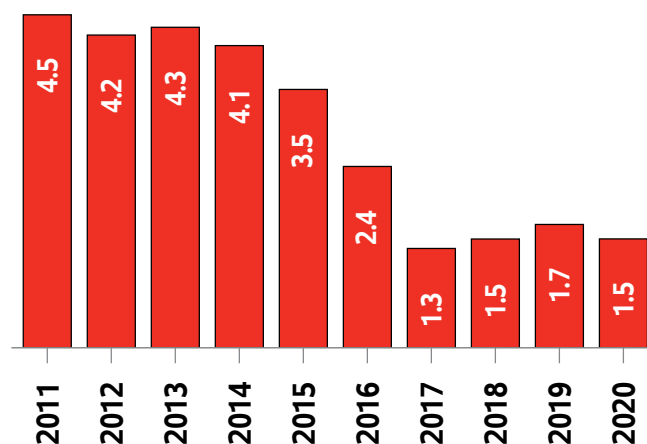
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September Year-to-date)



¹ 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

² Average active listings January to the current month/average of sales January to the current month

London and St. Thomas MLS® Residential Market Activity

Actual	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	960	25.0	36.9	29.2	29.7	72.7	98.3
Dollar Volume	\$501,007,289	60.0	80.9	111.2	157.2	269.9	363.4
New Listings	1,093	-7.0	5.0	2.8	-10.4	-6.3	-2.1
Active Listings	895	-38.2	-29.2	-33.3	-64.7	-68.2	-67.0
Sales to New Listings Ratio ¹	87.8	65.4	67.3	69.9	60.7	47.7	43.4
Months of Inventory ²	0.9	1.9	1.8	1.8	3.4	5.1	5.6
Average Price	\$521,883	28.0	32.1	63.5	98.3	114.2	133.6
Median Price	\$485,000	26.0	34.3	64.7	102.1	115.6	131.3
Sales to List Price Ratio	105.8	101.1	101.6	99.6	97.2	97.3	97.2
Median Days on Market	9.0	12.0	10.0	16.0	30.5	35.0	33.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	6,902	-2.2	0.4	-17.0	0.7	19.2	16.6
Dollar Volume	\$3,265,781,996	13.5	29.3	18.7	81.1	131.0	142.8
New Listings	9,016	-9.8	-1.8	-15.5	-22.6	-20.2	-16.6
Active Listings ³	1,124	-13.6	0.5	-9.1	-57.5	-59.5	-55.9
Sales to New Listings Ratio ⁴	76.6	70.6	74.9	77.9	58.8	51.3	54.8
Months of Inventory ⁵	1.5	1.7	1.5	1.3	3.5	4.3	3.9
Average Price	\$473,165	16.1	28.8	43.1	79.8	93.8	108.3
Median Price	\$440,000	15.8	31.3	47.2	84.1	97.4	110.5
Sales to List Price Ratio	103.3	102.5	102.5	102.5	97.7	97.5	97.6
Median Days on Market	9.0	10.0	10.0	13.0	28.0	30.0	28.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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

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

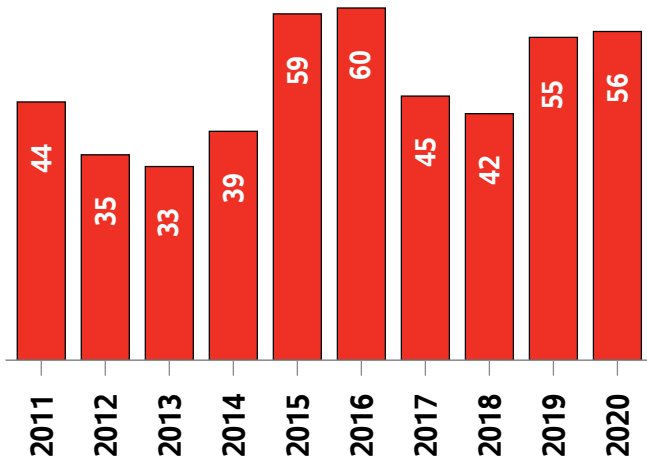
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

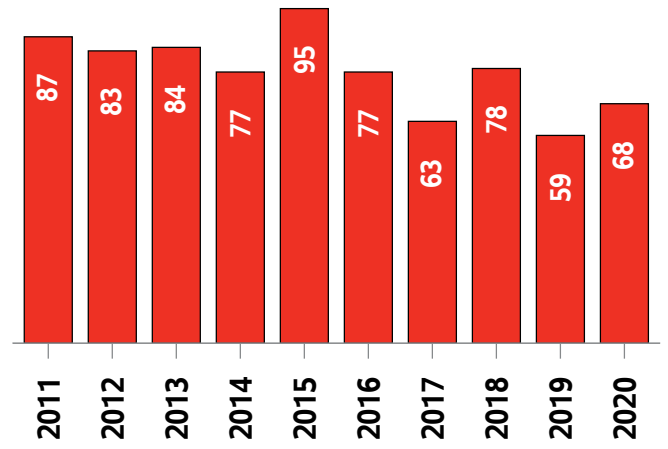
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MLS® Residential Market Activity

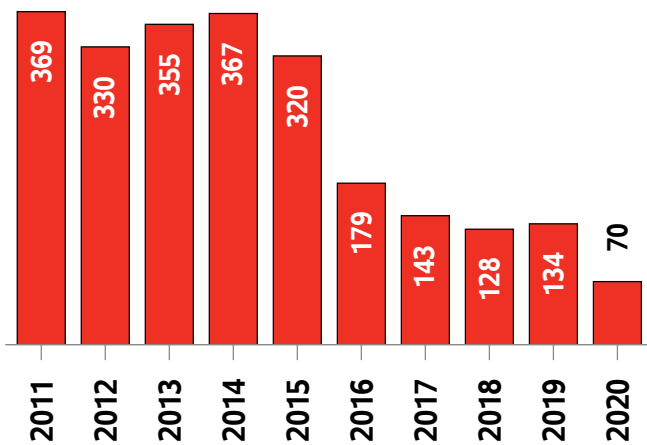
Sales Activity (September only)



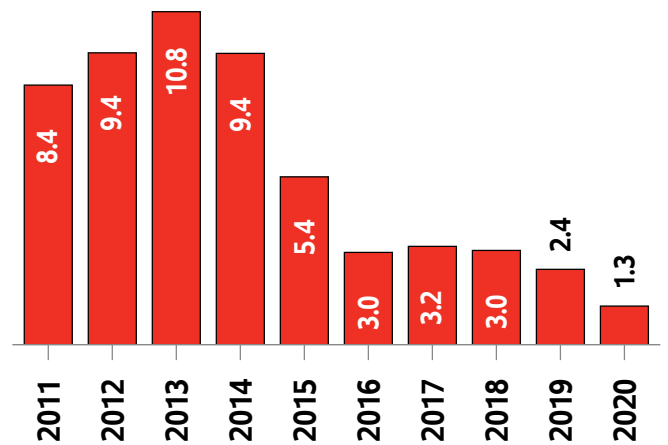
New Listings (September only)



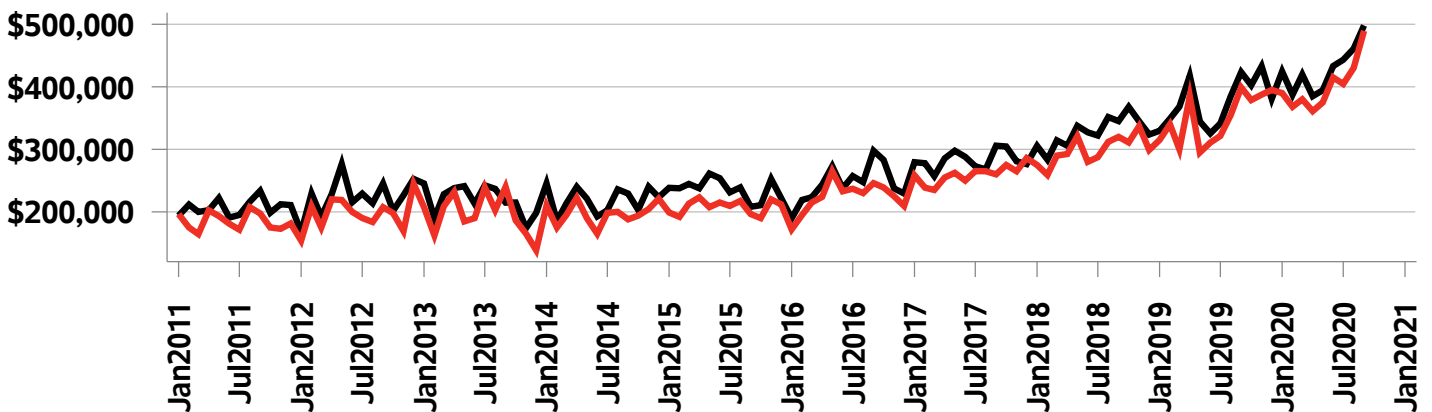
Active Listings (September only)



Months of Inventory (September only)



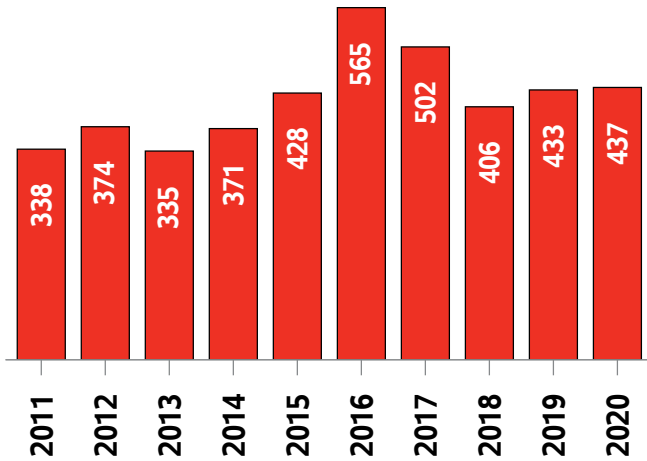
Average Price and Median Price



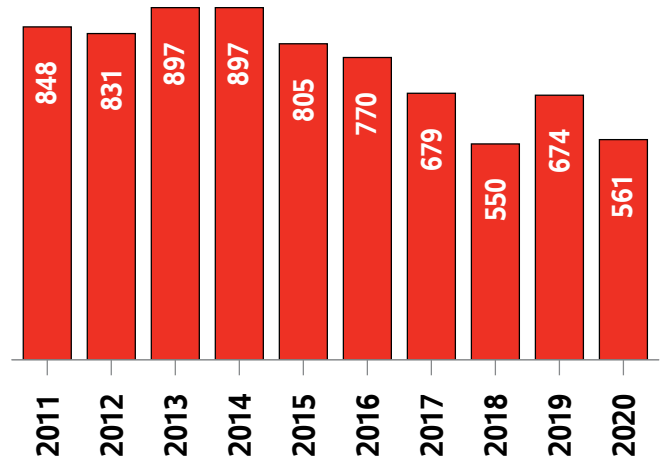
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MLS® Residential Market Activity

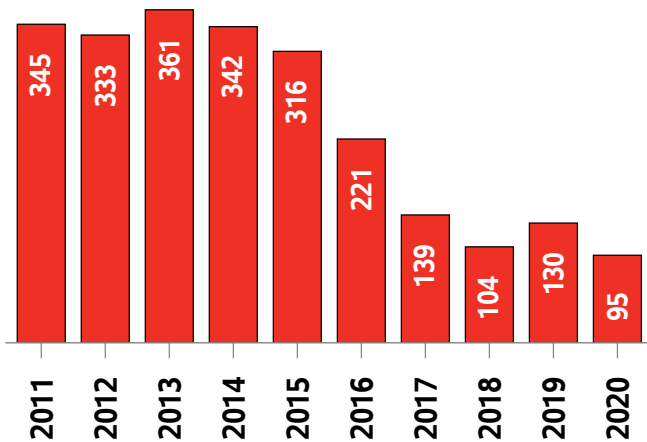
Sales Activity (September Year-to-date)



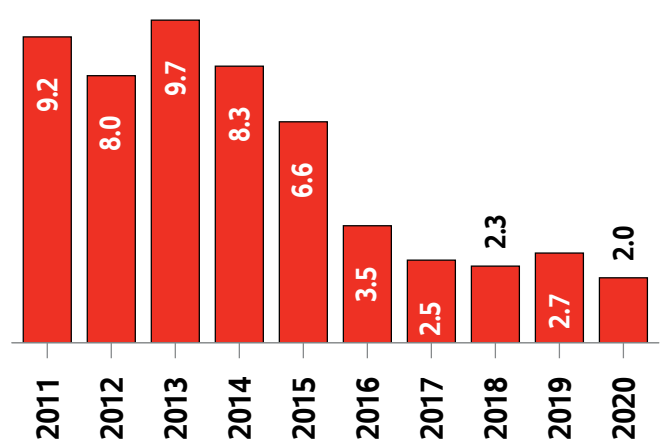
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September Year-to-date)



¹ 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

² Average active listings January to the current month/average of sales January to the current month

Elgin MLS® Residential Market Activity

Actual	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	56	1.8	33.3	24.4	-5.1	69.7	80.6
Dollar Volume	\$27,893,488	19.8	92.4	102.7	127.2	293.5	336.7
New Listings	68	15.3	-12.8	7.9	-28.4	-19.0	-10.5
Active Listings	70	-47.8	-45.3	-51.0	-78.1	-80.3	-78.1
Sales to New Listings Ratio ¹	82.4	93.2	53.8	71.4	62.1	39.3	40.8
Months of Inventory ²	1.3	2.4	3.0	3.2	5.4	10.8	10.3
Average Price	\$498,098	17.6	44.3	62.9	139.3	131.9	141.7
Median Price	\$489,500	22.7	53.0	88.3	149.1	104.0	144.8
Sales to List Price Ratio	102.4	97.4	97.8	97.1	96.0	96.0	94.9
Median Days on Market	10.5	27.0	15.0	30.0	54.0	56.0	86.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	437	0.9	7.6	-12.9	2.1	30.4	22.8
Dollar Volume	\$188,977,025	19.0	43.5	33.8	84.5	147.4	164.0
New Listings	561	-16.8	2.0	-17.4	-30.3	-37.5	-34.6
Active Listings ³	95	-26.9	-8.8	-31.5	-69.9	-73.7	-71.2
Sales to New Listings Ratio ⁴	77.9	64.2	73.8	73.9	53.2	37.3	41.5
Months of Inventory ⁵	2.0	2.7	2.3	2.5	6.6	9.7	8.3
Average Price	\$432,442	17.9	33.4	53.7	80.7	89.6	115.1
Median Price	\$402,000	20.0	36.3	57.6	91.4	101.0	117.9
Sales to List Price Ratio	100.7	99.2	98.6	98.0	96.2	95.9	95.3
Median Days on Market	14.0	20.0	17.0	24.0	55.0	56.0	56.5

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

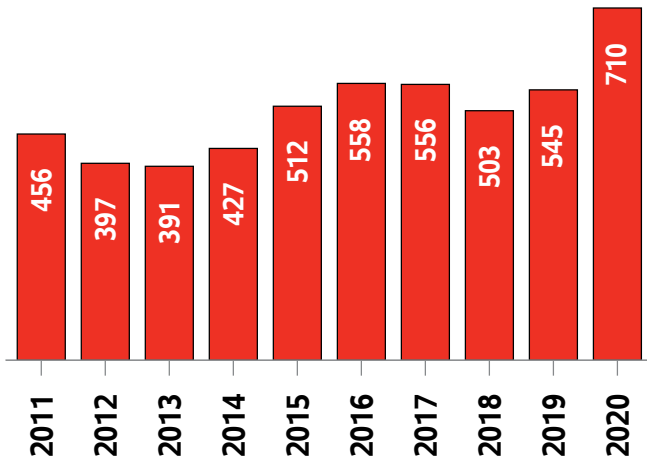
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

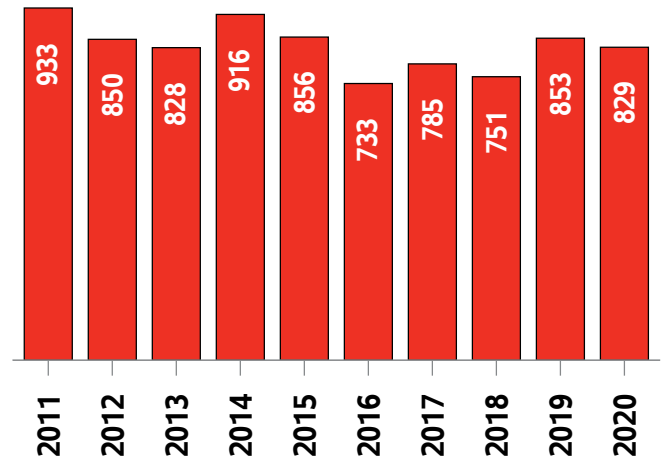
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

London MLS® Residential Market Activity

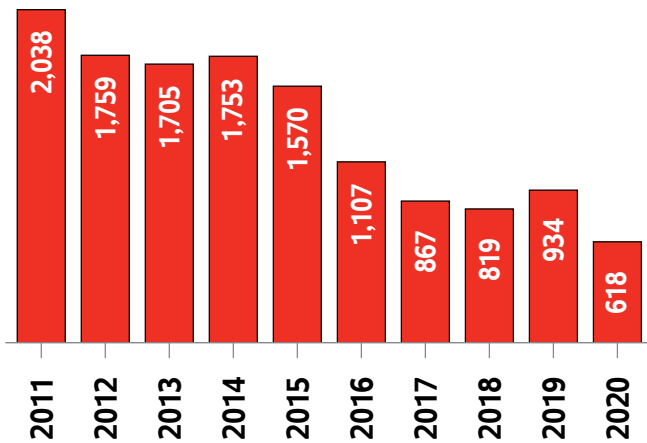
Sales Activity (September only)



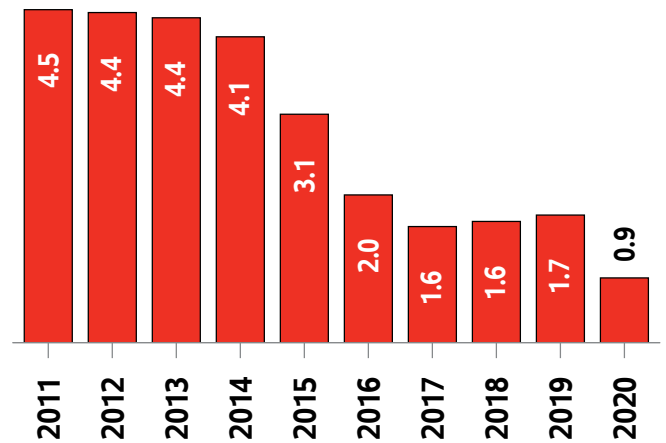
New Listings (September only)



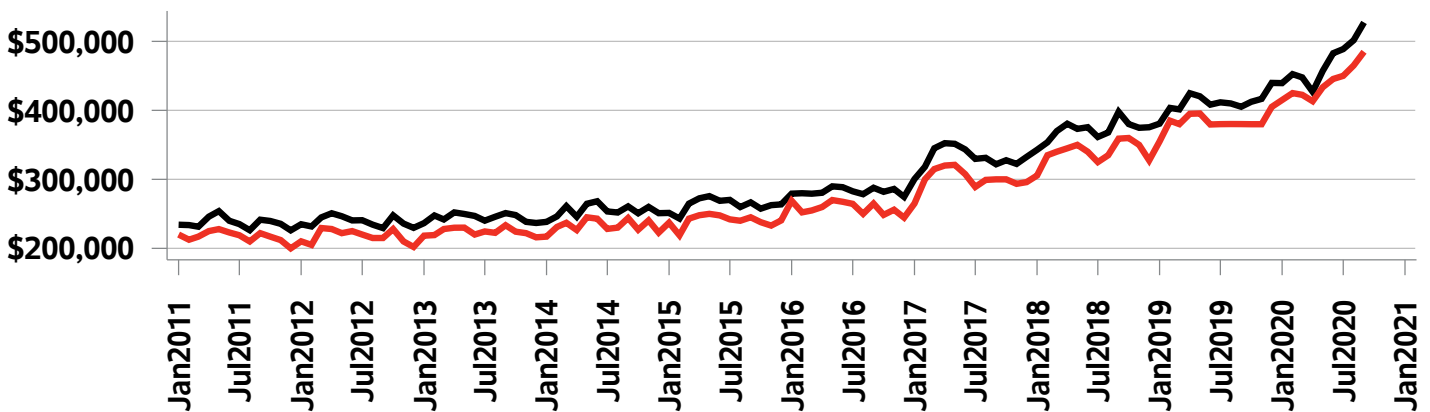
Active Listings (September only)



Months of Inventory (September only)

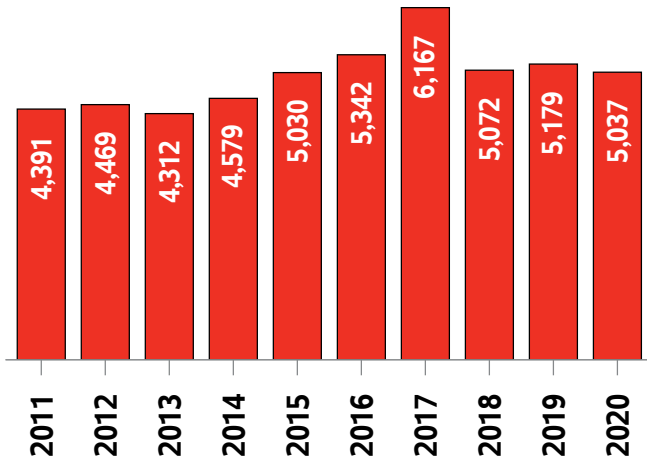


Average Price and Median Price

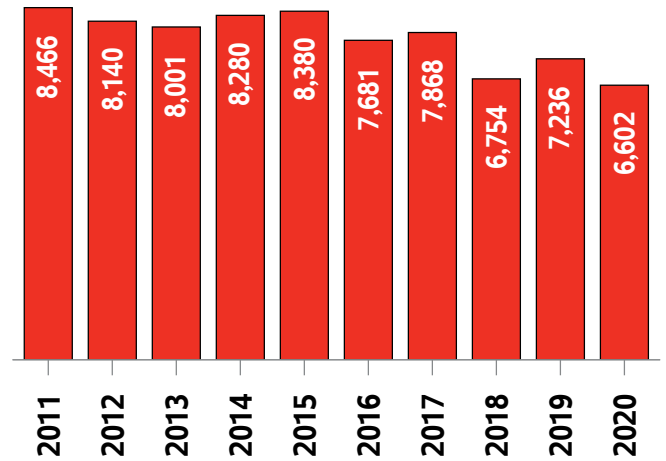


London MLS® Residential Market Activity

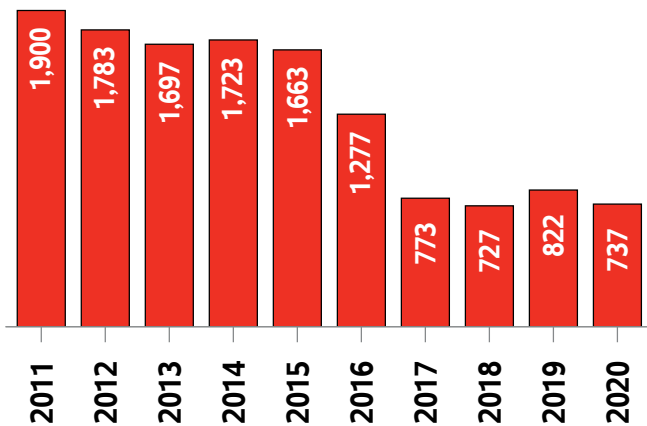
Sales Activity (September Year-to-date)



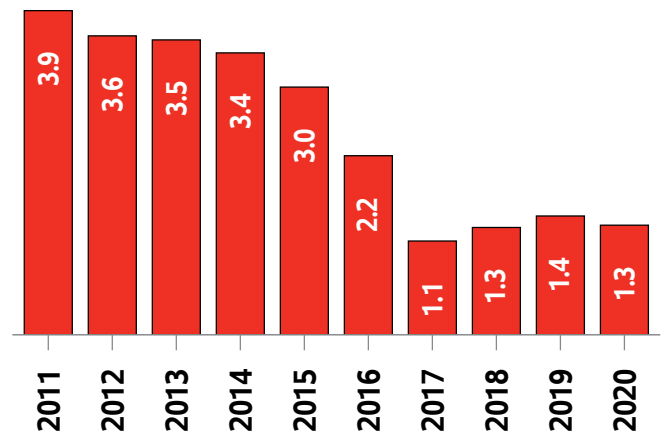
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September Year-to-date)



¹ 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

² Average active listings January to the current month/average of sales January to the current month

London MLS® Residential Market Activity

Actual	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	710	30.3	41.2	27.7	38.7	81.6	94.0
Dollar Volume	\$374,463,756	69.5	87.1	109.3	174.3	281.4	340.9
New Listings	829	-2.8	10.4	5.6	-3.2	0.1	-1.4
Active Listings	618	-33.8	-24.5	-28.7	-60.6	-63.8	-65.5
Sales to New Listings Ratio ¹	85.6	63.9	67.0	70.8	59.8	47.2	43.5
Months of Inventory ²	0.9	1.7	1.6	1.6	3.1	4.4	4.9
Average Price	\$527,414	30.1	32.6	63.9	97.8	110.0	127.3
Median Price	\$484,950	27.6	35.1	61.7	97.9	107.7	123.7
Sales to List Price Ratio	106.7	101.8	102.2	100.2	97.7	97.7	97.4
Median Days on Market	8.0	10.0	9.0	14.0	28.0	30.0	30.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	5,037	-2.7	-0.7	-18.3	0.1	16.8	13.5
Dollar Volume	\$2,404,734,205	13.3	27.6	15.7	79.8	126.4	135.0
New Listings	6,602	-8.8	-2.3	-16.1	-21.2	-17.5	-16.8
Active Listings ³	737	-10.3	1.4	-4.5	-55.7	-56.5	-54.8
Sales to New Listings Ratio ⁴	76.3	71.6	75.1	78.4	60.0	53.9	55.9
Months of Inventory ⁵	1.3	1.4	1.3	1.1	3.0	3.5	3.3
Average Price	\$477,414	16.5	28.5	41.6	79.6	93.9	107.0
Median Price	\$440,000	15.5	29.4	44.3	80.3	95.3	105.6
Sales to List Price Ratio	103.9	103.3	103.3	103.4	97.9	97.7	97.9
Median Days on Market	8.0	9.0	9.0	11.0	25.0	28.0	25.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

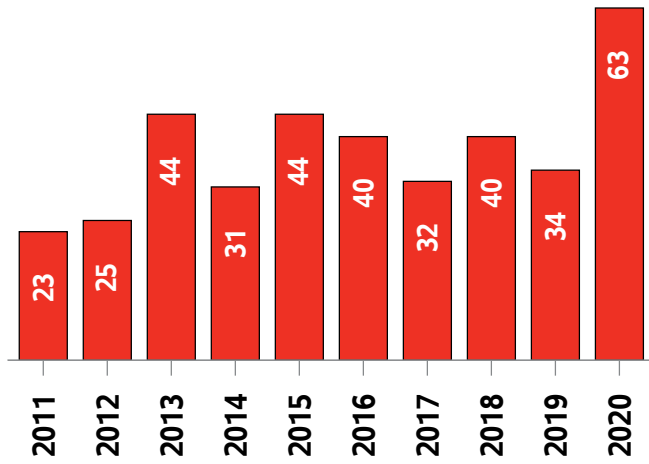
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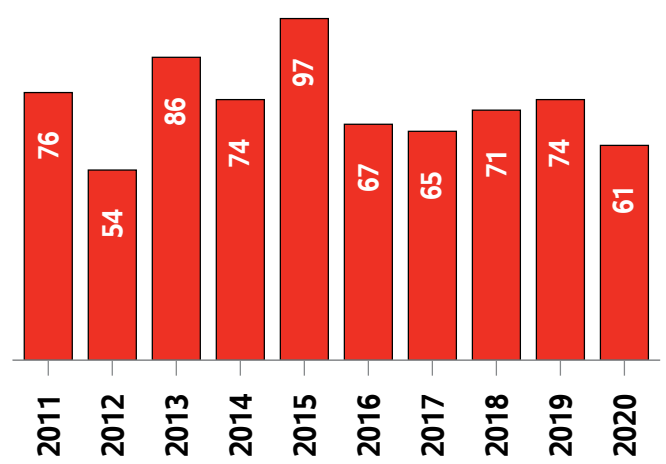
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Middlesex MLS® Residential Market Activity

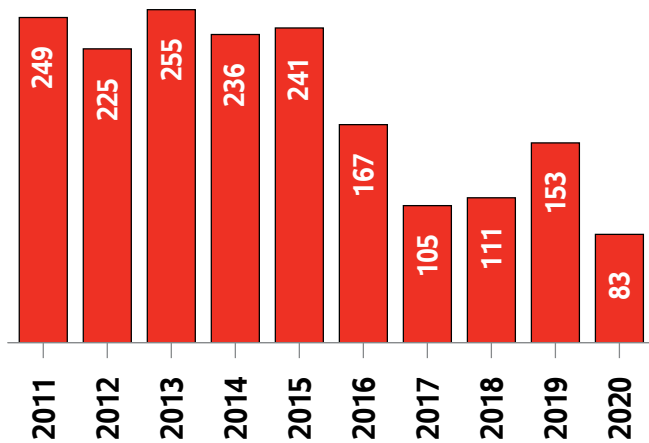
Sales Activity (September only)



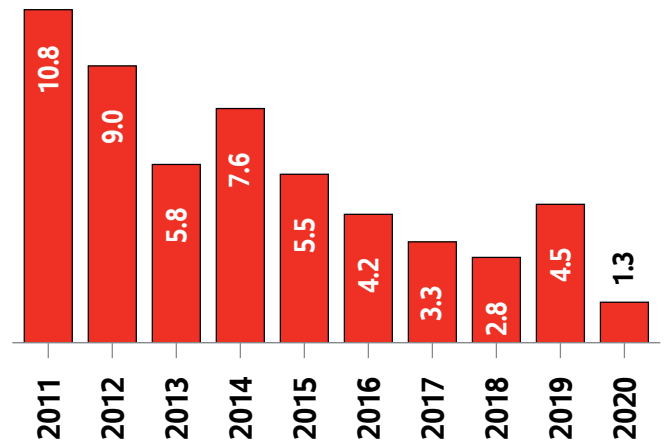
New Listings (September only)



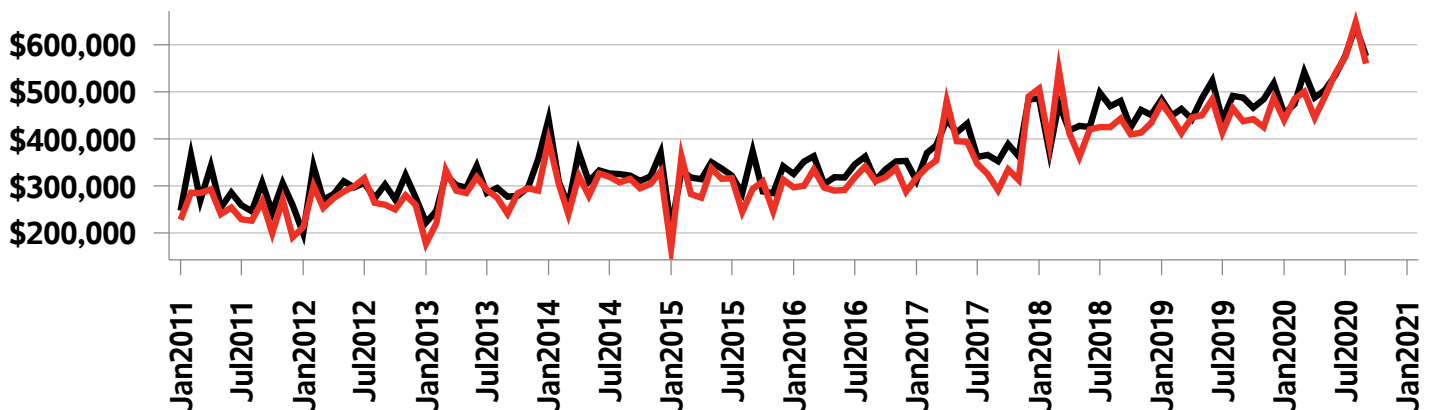
Active Listings (September only)



Months of Inventory (September only)

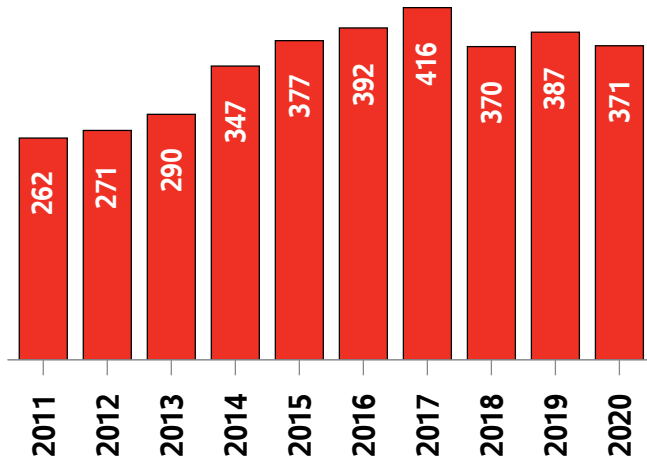


Average Price and Median Price

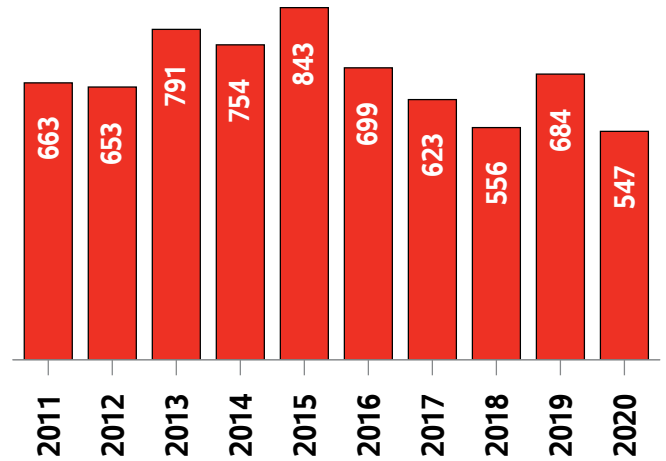


Middlesex MLS® Residential Market Activity

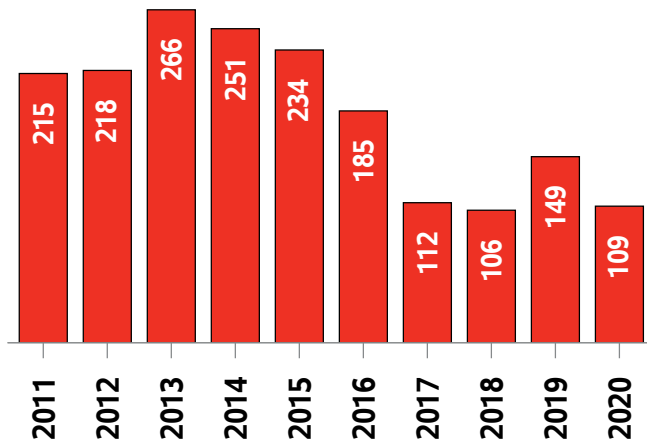
Sales Activity (September Year-to-date)



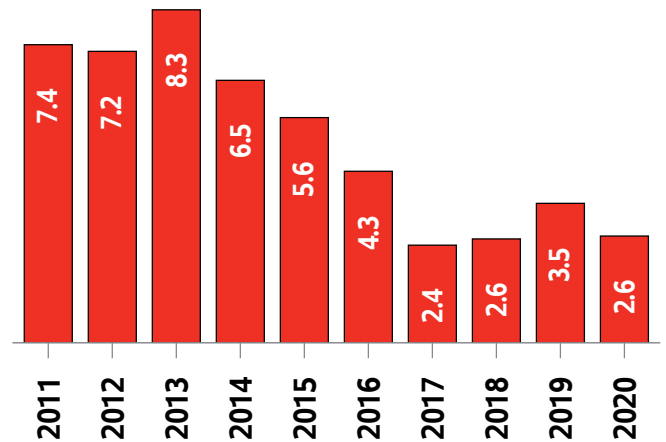
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September Year-to-date)



¹ 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

² Average active listings January to the current month/average of sales January to the current month

Middlesex MLS® Residential Market Activity

Actual	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	63	85.3	57.5	96.9	43.2	43.2	250.0
Dollar Volume	\$36,274,444	118.8	88.7	221.6	120.5	197.6	765.0
New Listings	61	-17.6	-14.1	-6.2	-37.1	-29.1	-4.7
Active Listings	83	-45.8	-25.2	-21.0	-65.6	-67.5	-58.3
Sales to New Listings Ratio ¹	103.3	45.9	56.3	49.2	45.4	51.2	28.1
Months of Inventory ²	1.3	4.5	2.8	3.3	5.5	5.8	11.1
Average Price	\$575,785	18.1	19.8	63.3	54.0	107.8	147.1
Median Price	\$560,000	28.0	26.3	92.6	90.8	132.4	169.9
Sales to List Price Ratio	102.8	98.7	101.0	98.0	97.4	96.5	95.5
Median Days on Market	14.0	18.0	15.5	31.5	24.5	47.5	62.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	371	-4.1	0.3	-10.8	-1.6	27.9	25.8
Dollar Volume	\$201,576,731	9.6	21.4	23.8	65.0	136.1	147.7
New Listings	547	-20.0	-1.6	-12.2	-35.1	-30.8	-11.8
Active Listings ³	109	-26.6	3.0	-2.5	-53.3	-59.0	-46.1
Sales to New Listings Ratio ⁴	67.8	56.6	66.5	66.8	44.7	36.7	47.6
Months of Inventory ⁵	2.6	3.5	2.6	2.4	5.6	8.3	6.2
Average Price	\$543,334	14.3	21.1	38.8	67.6	84.6	97.0
Median Price	\$531,000	18.0	25.0	49.5	75.2	92.7	109.9
Sales to List Price Ratio	101.5	100.8	100.5	100.7	97.4	96.7	97.1
Median Days on Market	13.0	14.0	14.0	18.0	34.0	44.0	39.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

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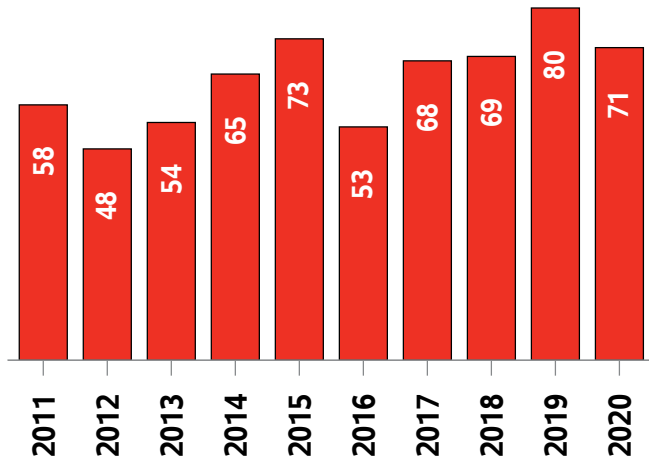
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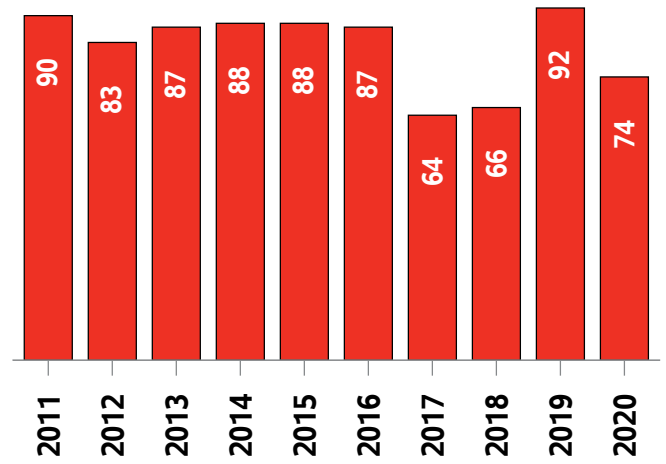
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St. Thomas MLS® Residential Market Activity

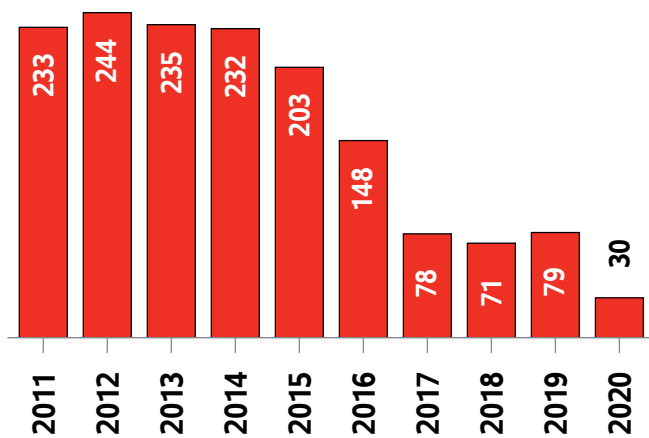
Sales Activity (September only)



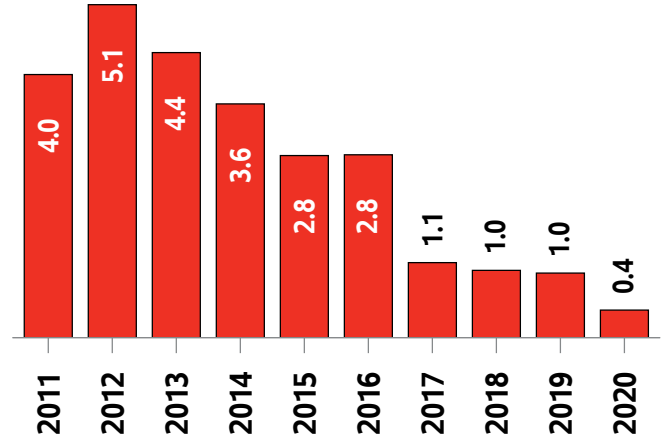
New Listings (September only)



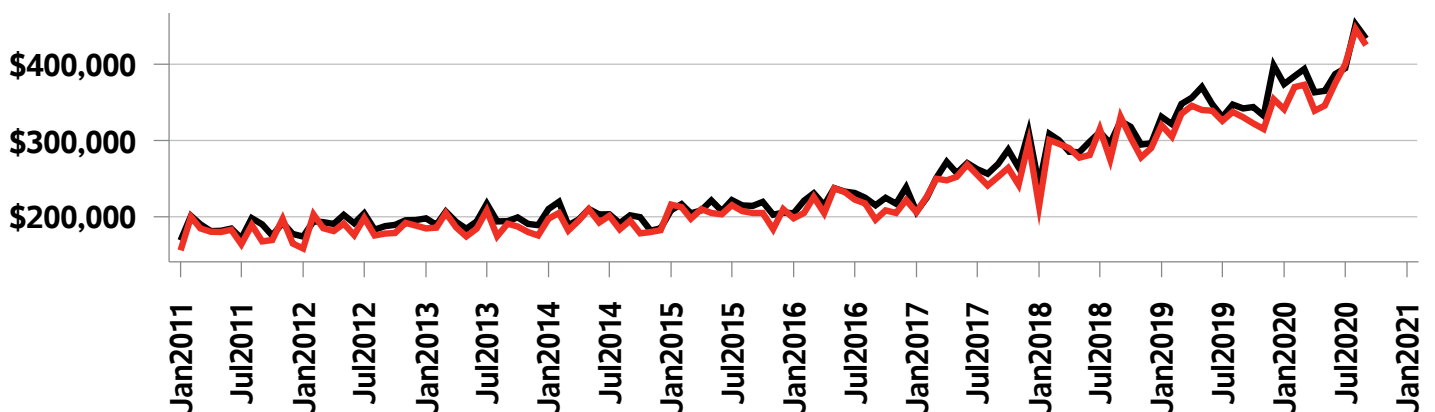
Active Listings (September only)



Months of Inventory (September only)

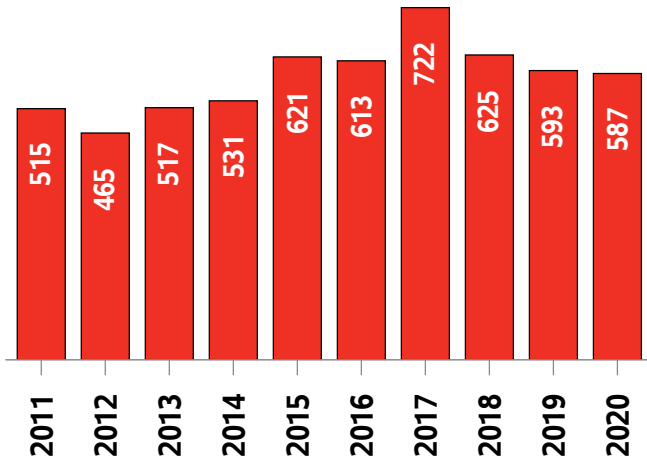


Average Price and Median Price

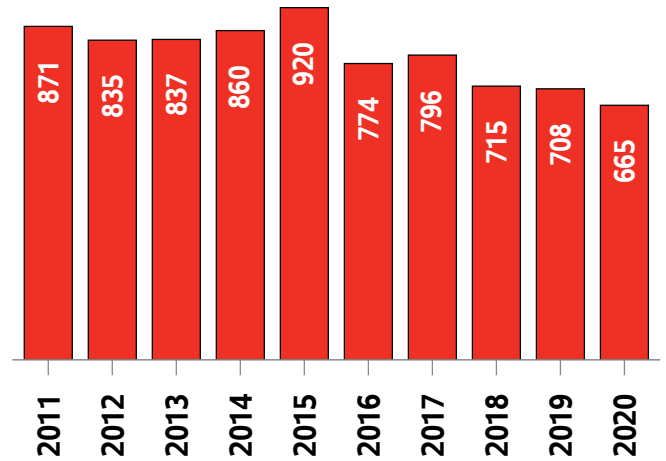


St. Thomas MLS® Residential Market Activity

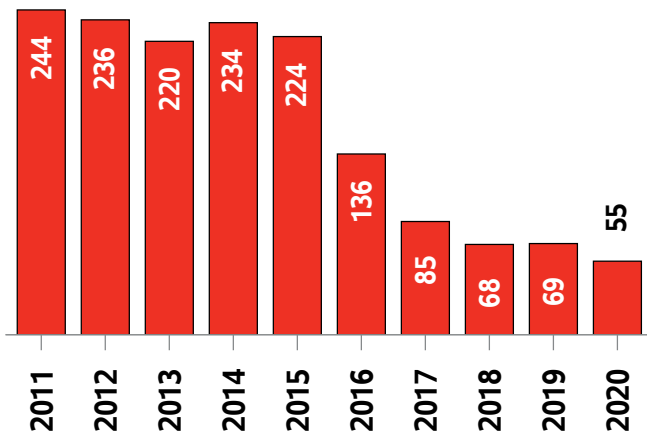
Sales Activity (September Year-to-date)



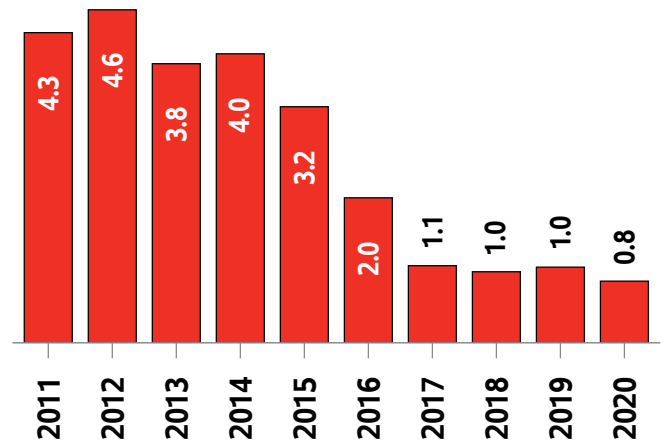
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September Year-to-date)



¹ 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

² Average active listings January to the current month/average of sales January to the current month

St. Thomas MLS® Residential Market Activity

Actual	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	71	-11.3	2.9	4.4	-2.7	31.5	34.0
Dollar Volume	\$30,778,769	12.5	37.1	68.1	96.8	193.4	238.1
New Listings	74	-19.6	12.1	15.6	-15.9	-14.9	2.8
Active Listings	30	-62.0	-57.7	-61.5	-85.2	-87.2	-84.8
Sales to New Listings Ratio ¹	95.9	87.0	104.5	106.3	83.0	62.1	73.6
Months of Inventory ²	0.4	1.0	1.0	1.1	2.8	4.4	3.7
Average Price	\$433,504	26.7	33.2	61.0	102.3	123.1	152.4
Median Price	\$425,000	28.6	28.4	68.4	107.3	122.5	171.1
Sales to List Price Ratio	104.3	100.8	101.0	98.0	97.4	96.6	97.2
Median Days on Market	8.0	11.5	14.0	19.5	32.0	43.0	36.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	587	-1.0	-6.1	-18.7	-5.5	13.5	13.5
Dollar Volume	\$233,761,016	13.9	25.7	26.7	76.1	129.3	148.5
New Listings	665	-6.1	-7.0	-16.5	-27.7	-20.5	-16.8
Active Listings ³	55	-19.3	-18.5	-35.0	-75.3	-74.9	-73.6
Sales to New Listings Ratio ⁴	88.3	83.8	87.4	90.7	67.5	61.8	64.7
Months of Inventory ⁵	0.8	1.0	1.0	1.1	3.2	3.8	3.6
Average Price	\$398,230	15.1	33.8	55.8	86.3	101.9	118.9
Median Price	\$385,000	16.0	32.8	57.1	85.5	105.9	120.0
Sales to List Price Ratio	102.6	101.2	101.5	99.9	97.4	97.2	97.1
Median Days on Market	9.0	11.0	10.0	14.0	32.0	38.0	36.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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

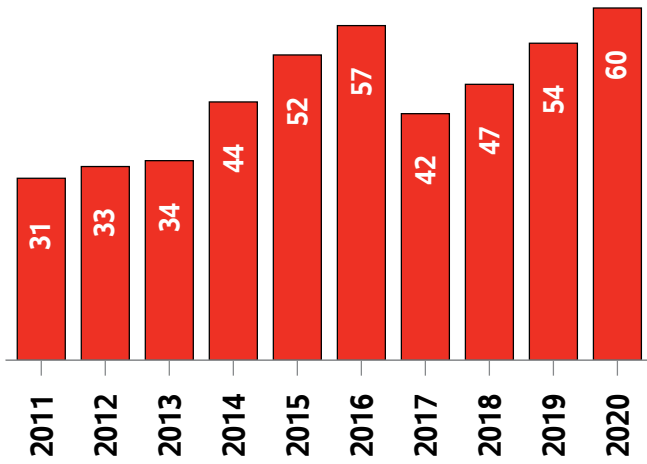
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

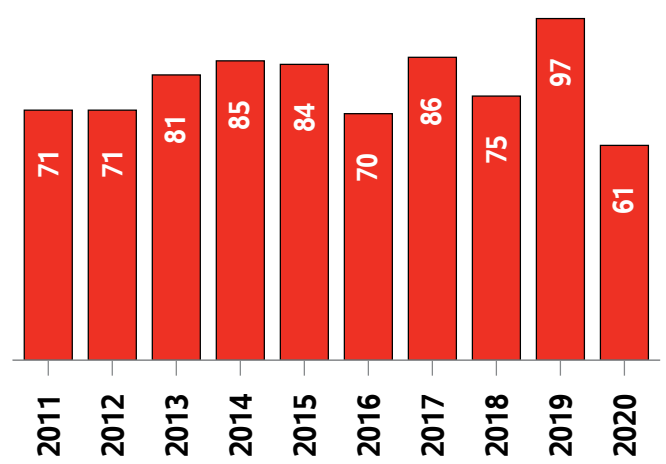
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Strathroy MLS® Residential Market Activity

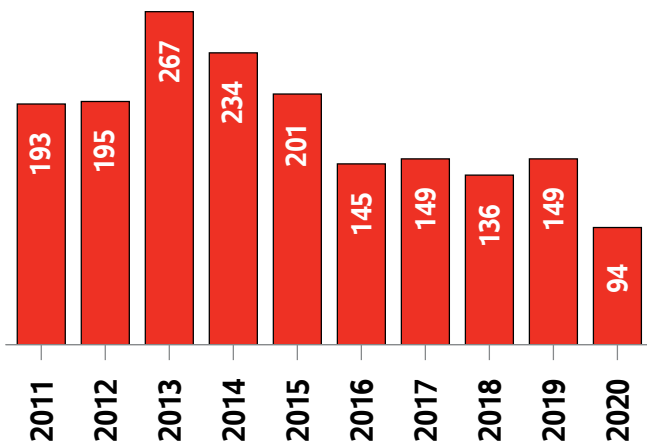
Sales Activity (September only)



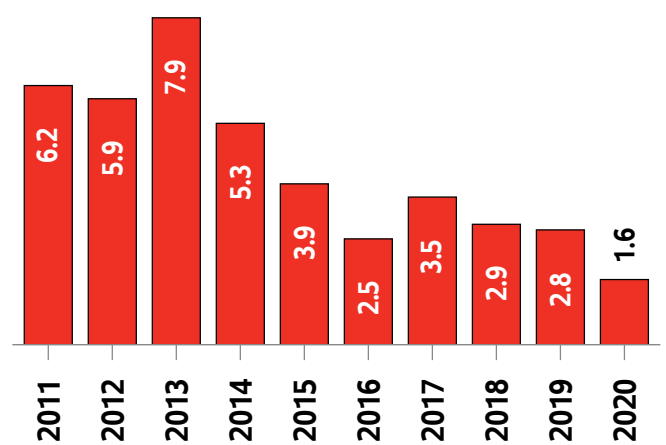
New Listings (September only)



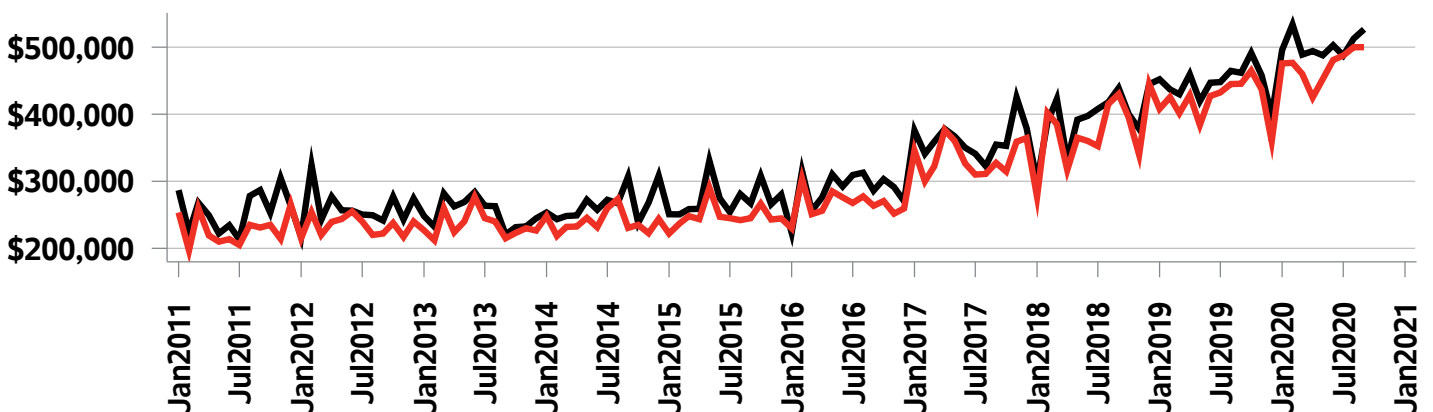
Active Listings (September only)



Months of Inventory (September only)

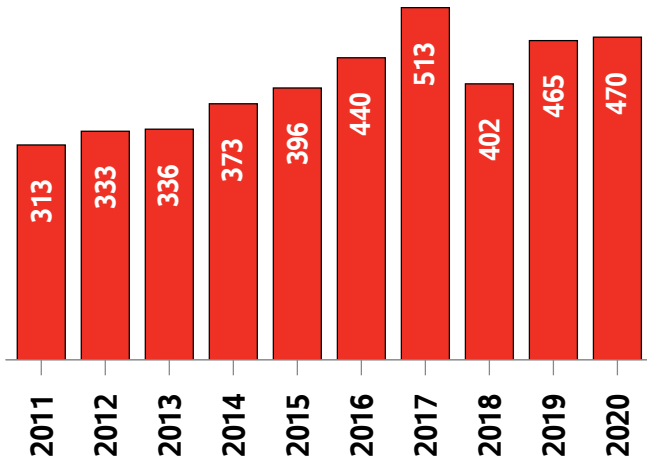


Average Price and Median Price

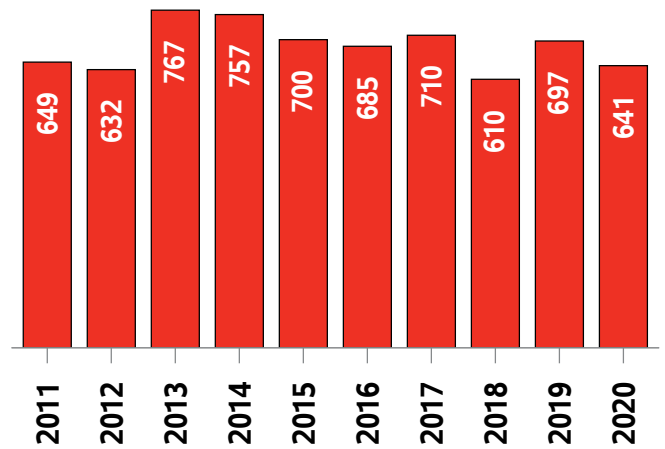


Strathroy MLS® Residential Market Activity

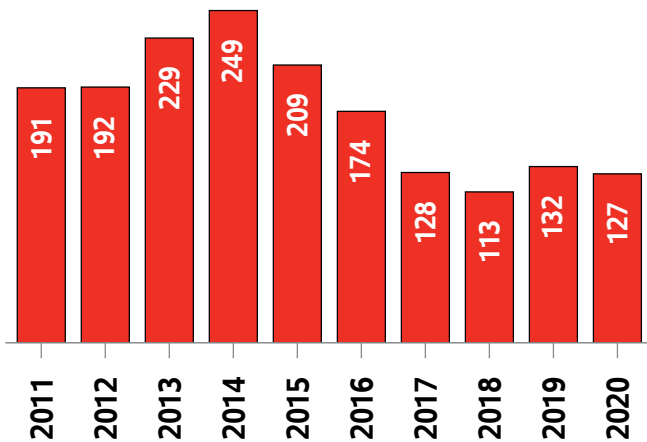
Sales Activity (September Year-to-date)



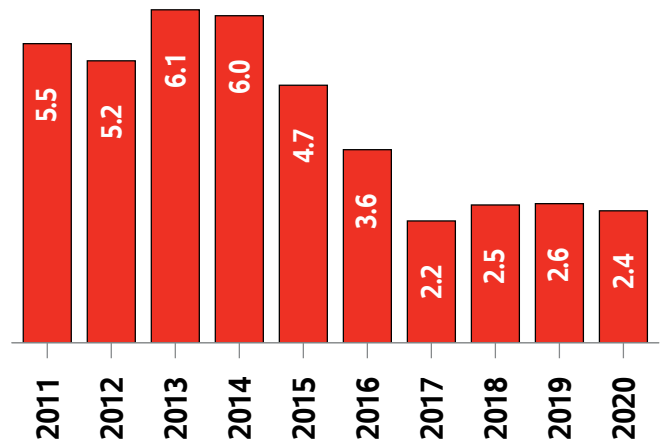
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September Year-to-date)



¹ 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

² Average active listings January to the current month/average of sales January to the current month

Strathroy MLS® Residential Market Activity

Actual	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	60	11.1	27.7	42.9	15.4	76.5	275.0
Dollar Volume	\$31,596,832	26.7	53.1	112.1	127.6	321.5	798.6
New Listings	61	-37.1	-18.7	-29.1	-27.4	-24.7	-3.2
Active Listings	94	-36.9	-30.9	-36.9	-53.2	-64.8	-54.1
Sales to New Listings Ratio ¹	98.4	55.7	62.7	48.8	61.9	42.0	25.4
Months of Inventory ²	1.6	2.8	2.9	3.5	3.9	7.9	12.8
Average Price	\$526,614	14.0	20.0	48.5	97.3	138.8	139.6
Median Price	\$500,000	12.2	16.3	52.7	104.1	132.6	143.3
Sales to List Price Ratio	102.8	100.8	100.8	98.3	93.0	96.5	97.5
Median Days on Market	16.5	12.0	12.0	22.5	31.0	47.0	23.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	470	1.1	16.9	-8.4	18.7	39.9	48.7
Dollar Volume	\$236,733,019	14.1	49.9	29.3	118.2	169.6	216.9
New Listings	641	-8.0	5.1	-9.7	-8.4	-16.4	8.3
Active Listings ³	127	-4.1	12.0	-0.8	-39.2	-44.5	-27.8
Sales to New Listings Ratio ⁴	73.3	66.7	65.9	72.3	56.6	43.8	53.4
Months of Inventory ⁵	2.4	2.6	2.5	2.2	4.7	6.1	5.0
Average Price	\$503,687	12.8	28.2	41.2	83.9	92.7	113.1
Median Price	\$482,412	13.5	32.0	39.8	93.4	105.3	119.3
Sales to List Price Ratio	101.5	100.0	100.5	99.9	97.0	97.2	97.1
Median Days on Market	13.0	15.0	12.0	18.0	31.0	39.0	31.5

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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