



Residential Market Activity

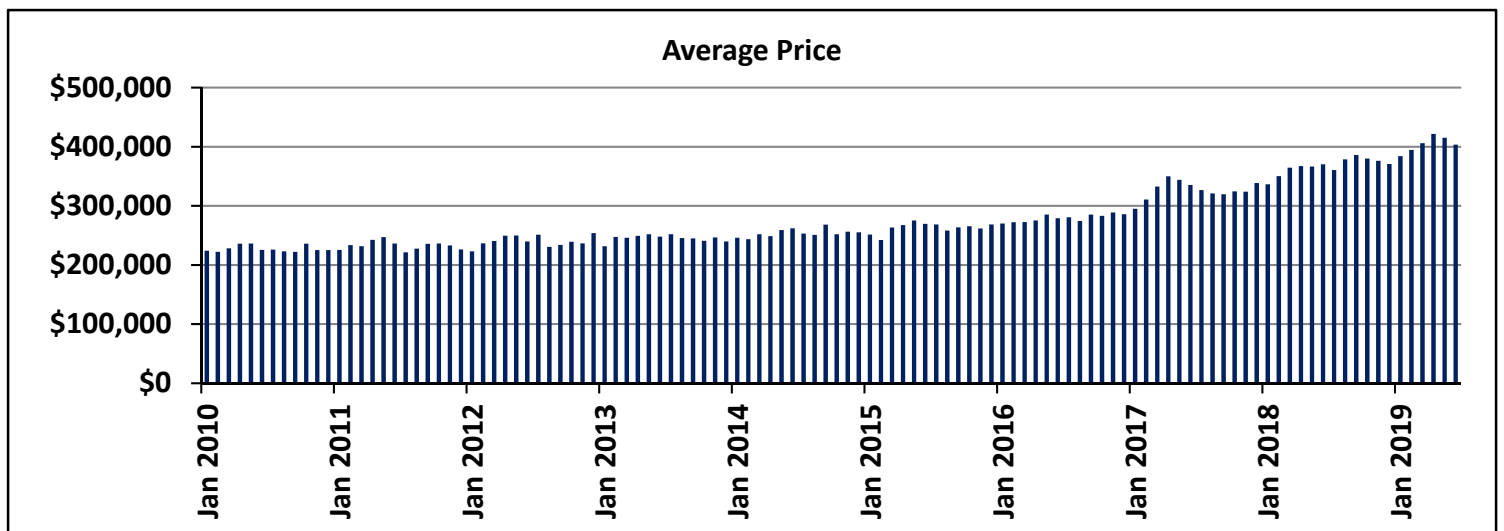
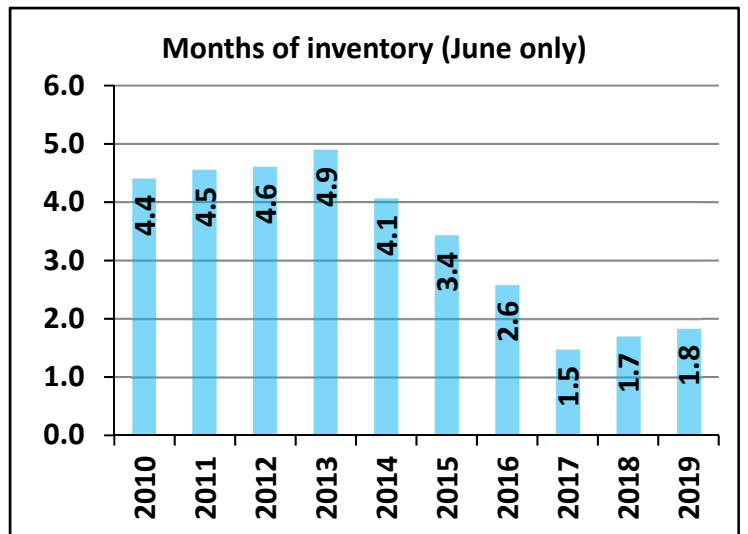
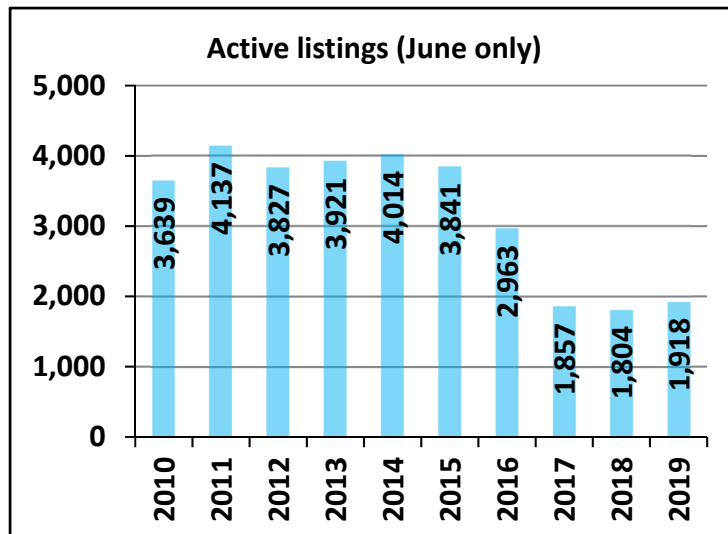
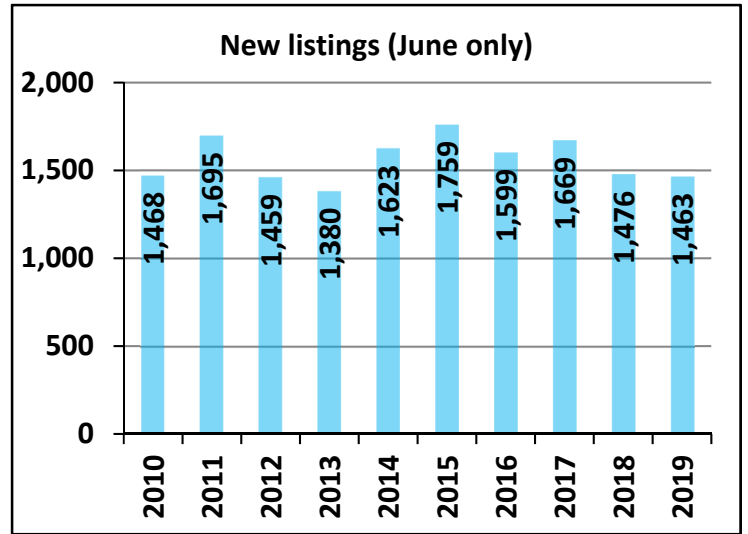
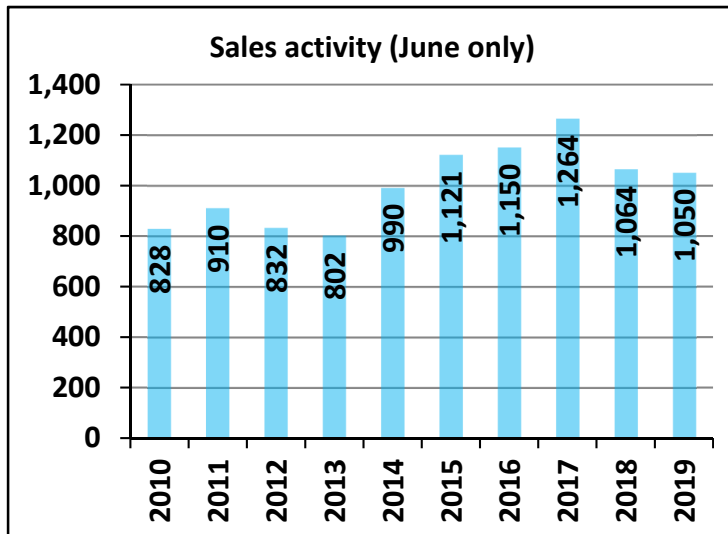
June 2019



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

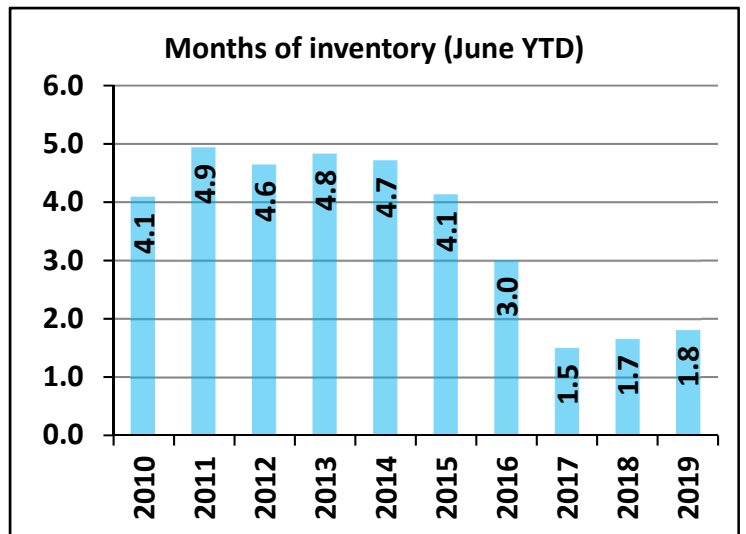
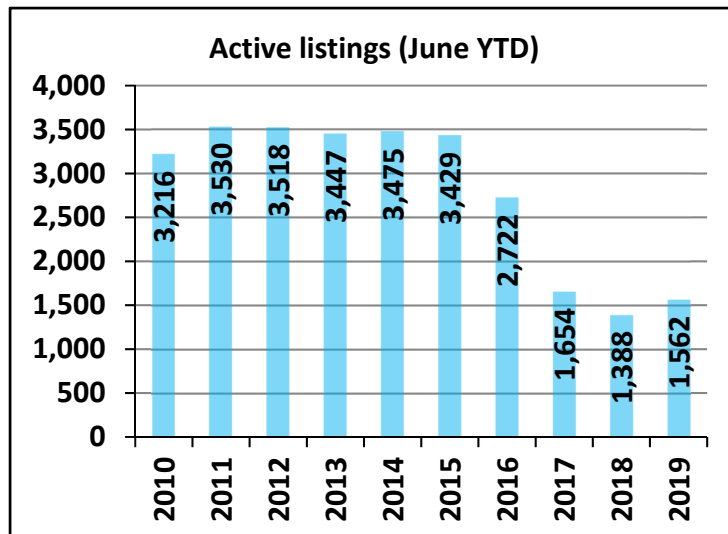
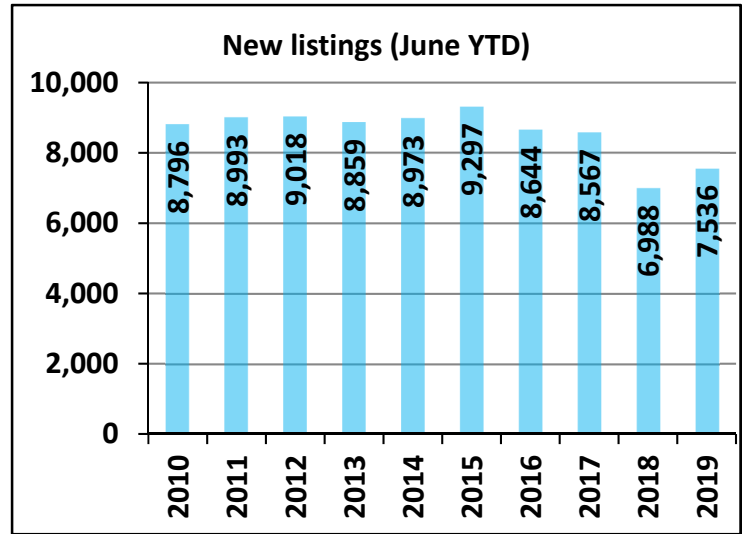
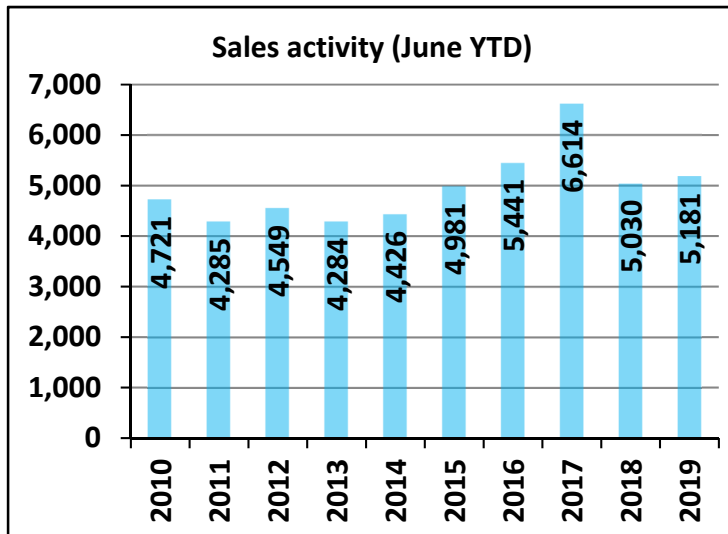
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

| Actual | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|---------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 | June 2017 | June 2016 | June 2014 | June 2012 | June 2009 |
| Sales Activity | 1,050 | -1.3 | -16.9 | -8.7 | 6.1 | 26.2 | 10.9 |
| Dollar Volume | \$423,551,007 | 7.5 | 0.0 | 32.0 | 63.4 | 112.3 | 105.3 |
| New Listings | 1,463 | -0.9 | -12.3 | -8.5 | -9.9 | 0.3 | 9.0 |
| Active Listings | 1,918 | 6.3 | 3.3 | -35.3 | -52.2 | -49.9 | -43.0 |
| Sales to New Listings Ratio ¹ | 71.8 | 72.1 | 75.7 | 71.9 | 61.0 | 57.0 | 70.6 |
| Months of Inventory ² | 1.8 | 1.7 | 1.5 | 2.6 | 4.1 | 4.6 | 3.6 |
| Average Price | \$403,382 | 9.0 | 20.4 | 44.6 | 54.0 | 68.3 | 85.1 |

| Year-to-date | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|-----------------|--------------------------|------------------|------------------|------------------|------------------|------------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 YTD | June 2017 YTD | June 2016 YTD | June 2014 YTD | June 2012 YTD | June 2009 YTD |
| Sales Activity | 5,181 | 3.0 | -21.7 | -4.8 | 17.1 | 13.9 | 26.2 |
| Dollar Volume | \$2,108,838,227 | 15.7 | -4.3 | 40.0 | 87.9 | 91.8 | 140.8 |
| New Listings | 7,536 | 7.8 | -12.0 | -12.8 | -16.0 | -16.4 | -3.6 |
| Active Listings ³ | 1,562 | 12.5 | -5.6 | -42.6 | -55.1 | -55.6 | -54.2 |
| Sales to New Listings Ratio ⁴ | 68.8 | 72.0 | 77.2 | 62.9 | 49.3 | 50.4 | 52.5 |
| Months of Inventory ⁵ | 1.8 | 1.7 | 1.5 | 3.0 | 4.7 | 4.6 | 5.0 |
| Average Price | \$407,033 | 12.3 | 22.2 | 47.0 | 60.5 | 68.4 | 90.9 |

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

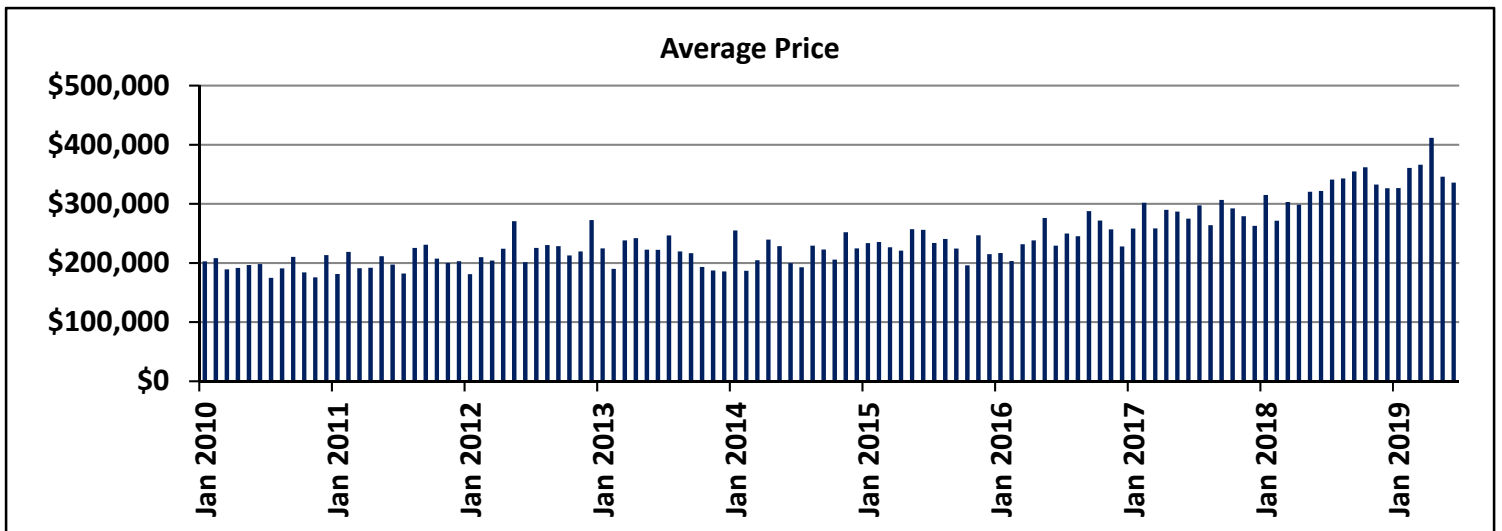
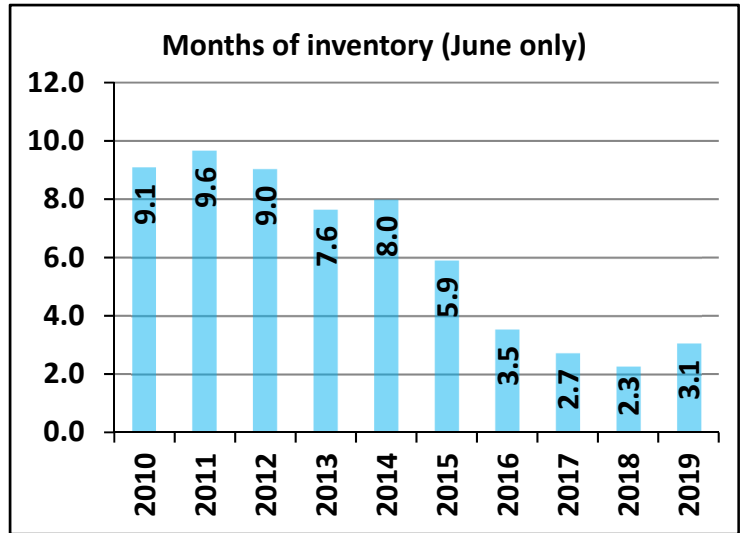
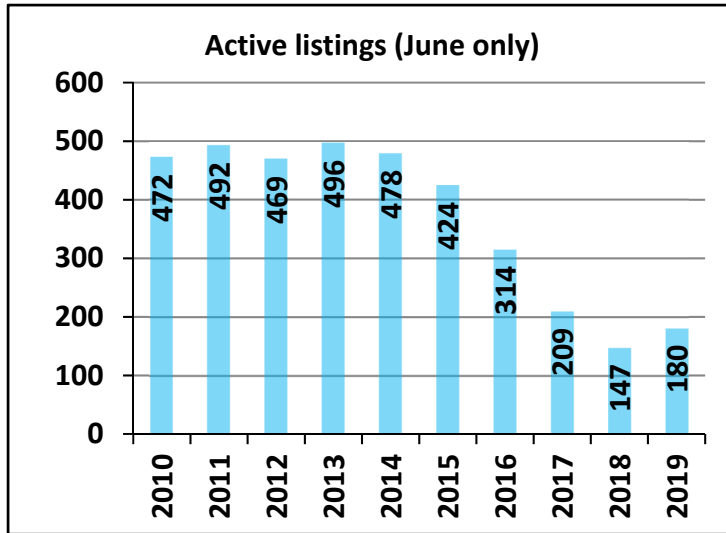
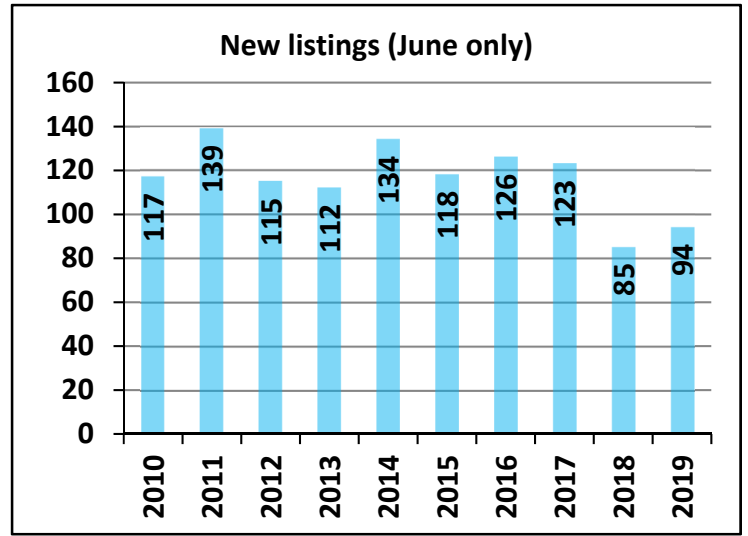
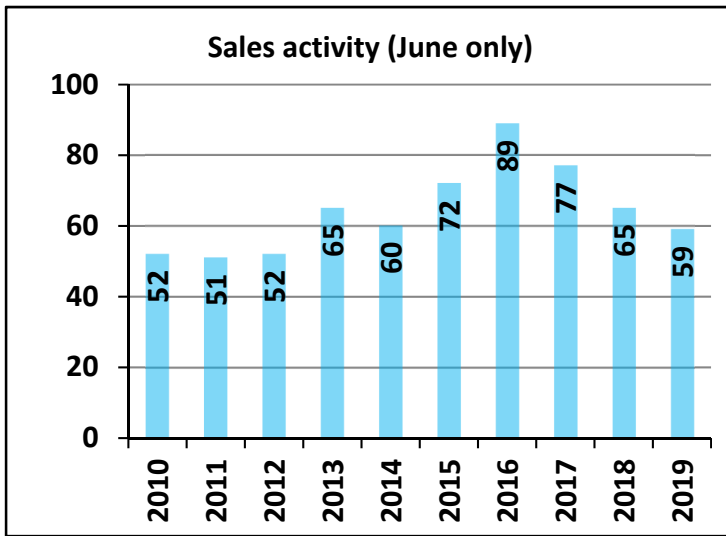
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

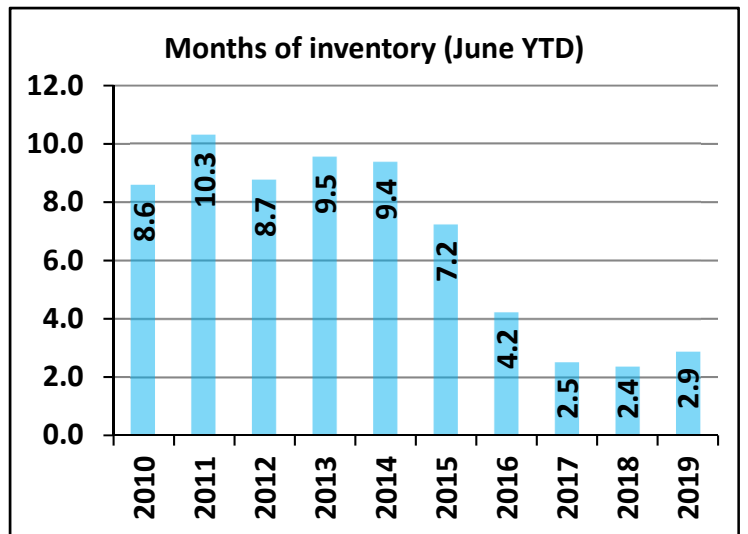
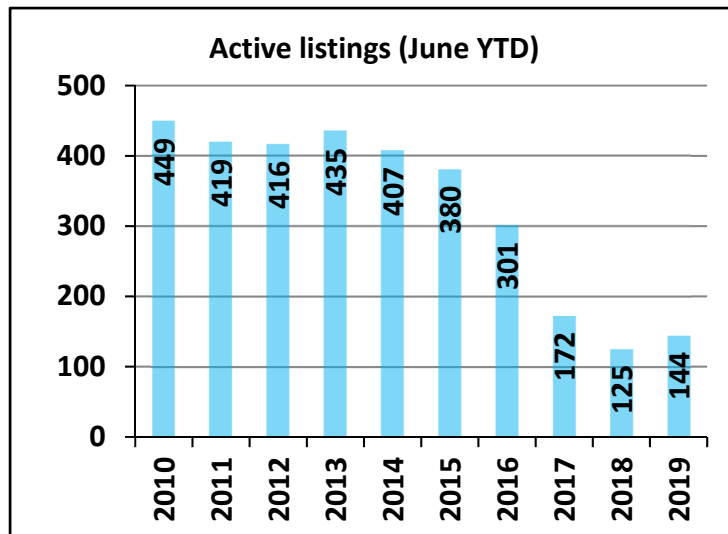
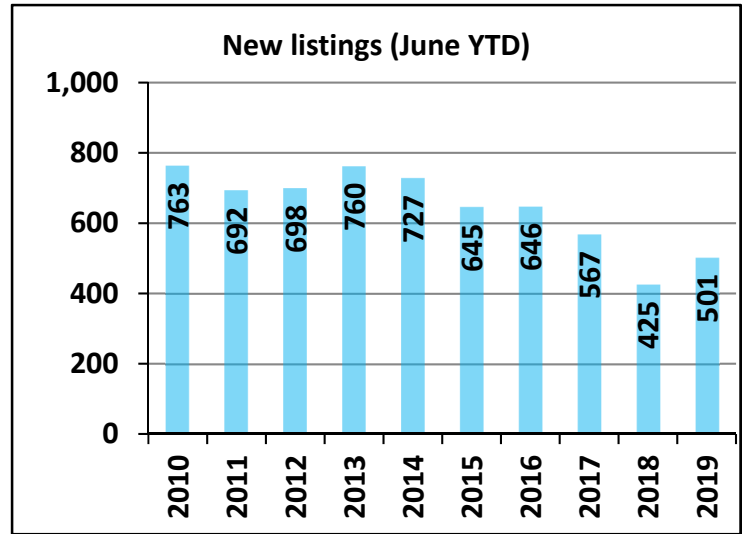
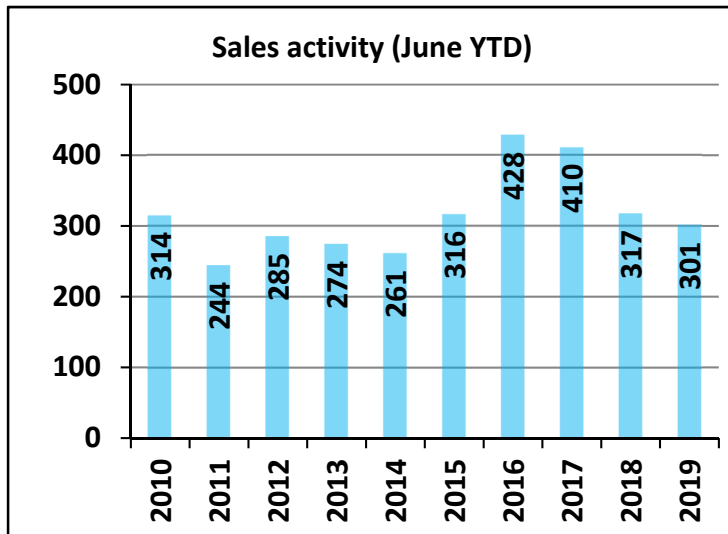
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

| Actual | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|--------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 | June 2017 | June 2016 | June 2014 | June 2012 | June 2009 |
| Sales Activity | 59 | -9.2 | -23.4 | -33.7 | -1.7 | 13.5 | 25.5 |
| Dollar Volume | \$19,804,983 | -5.3 | -6.4 | -2.9 | 65.4 | 89.3 | 116.5 |
| New Listings | 94 | 10.6 | -23.6 | -25.4 | -29.9 | -18.3 | -36.5 |
| Active Listings | 180 | 22.4 | -13.9 | -42.7 | -62.3 | -61.6 | -65.8 |
| Sales to New Listings Ratio ¹ | 62.8 | 76.5 | 62.6 | 70.6 | 44.8 | 45.2 | 31.8 |
| Months of Inventory ² | 3.1 | 2.3 | 2.7 | 3.5 | 8.0 | 9.0 | 11.2 |
| Average Price | \$335,678 | 4.3 | 22.1 | 46.4 | 68.2 | 66.8 | 72.4 |

| Year-to-date | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|---------------|--------------------------|------------------|------------------|------------------|------------------|------------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 YTD | June 2017 YTD | June 2016 YTD | June 2014 YTD | June 2012 YTD | June 2009 YTD |
| Sales Activity | 301 | -5.0 | -26.6 | -29.7 | 15.3 | 5.6 | 20.4 |
| Dollar Volume | \$108,252,449 | 11.3 | -5.2 | 7.3 | 89.2 | 73.7 | 126.6 |
| New Listings | 501 | 17.9 | -11.6 | -22.4 | -31.1 | -28.2 | -32.8 |
| Active Listings ³ | 144 | 15.2 | -16.3 | -52.2 | -64.6 | -65.4 | -69.4 |
| Sales to New Listings Ratio ⁴ | 60.1 | 74.6 | 72.3 | 66.3 | 35.9 | 40.8 | 33.5 |
| Months of Inventory ⁵ | 2.9 | 2.4 | 2.5 | 4.2 | 9.4 | 8.7 | 11.3 |
| Average Price | \$359,643 | 17.2 | 29.1 | 52.6 | 64.1 | 64.5 | 88.2 |

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

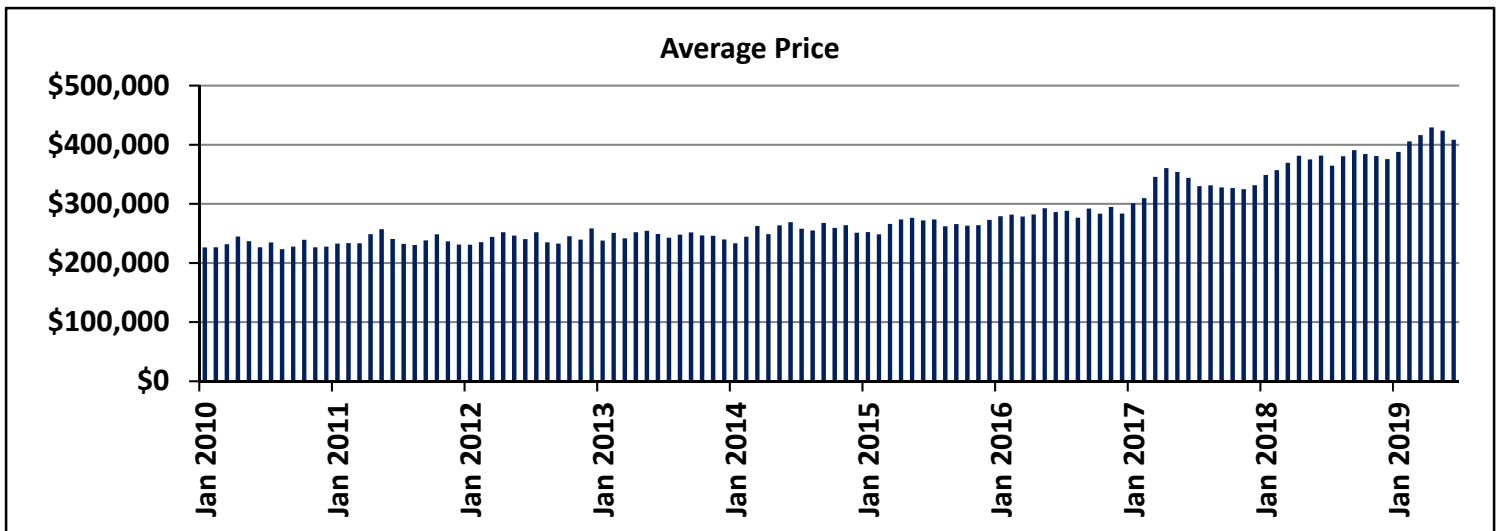
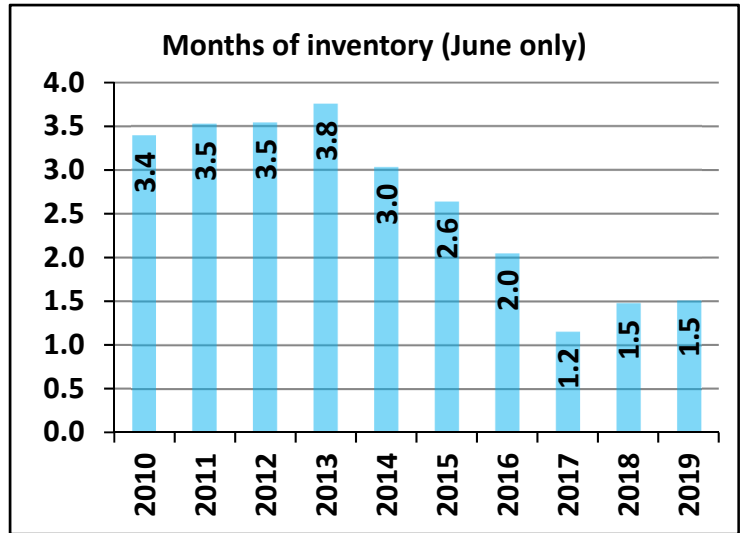
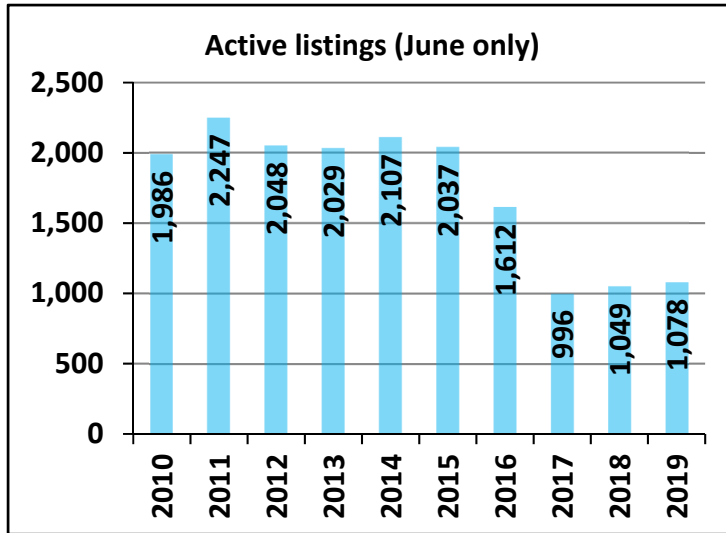
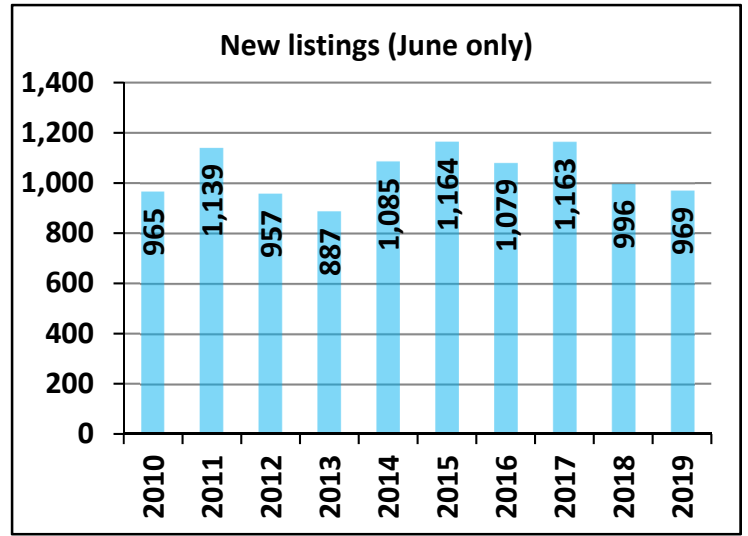
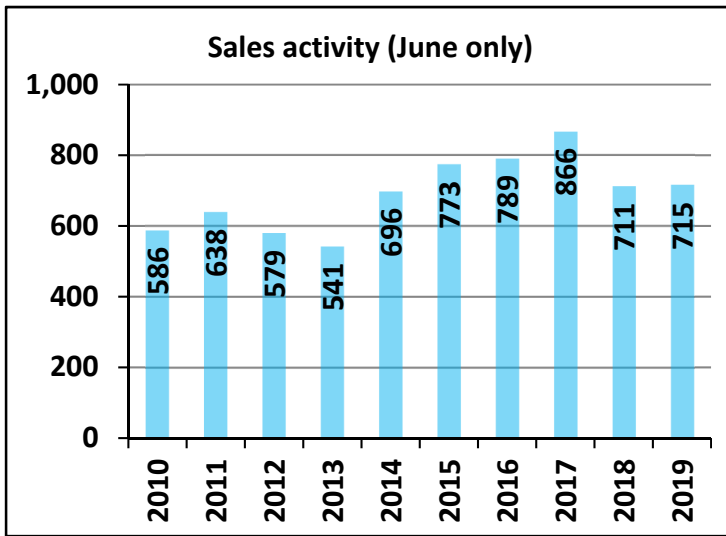
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

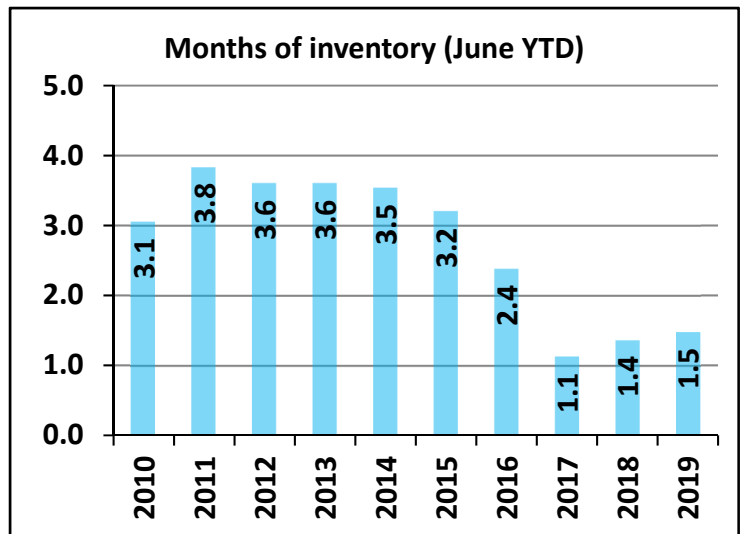
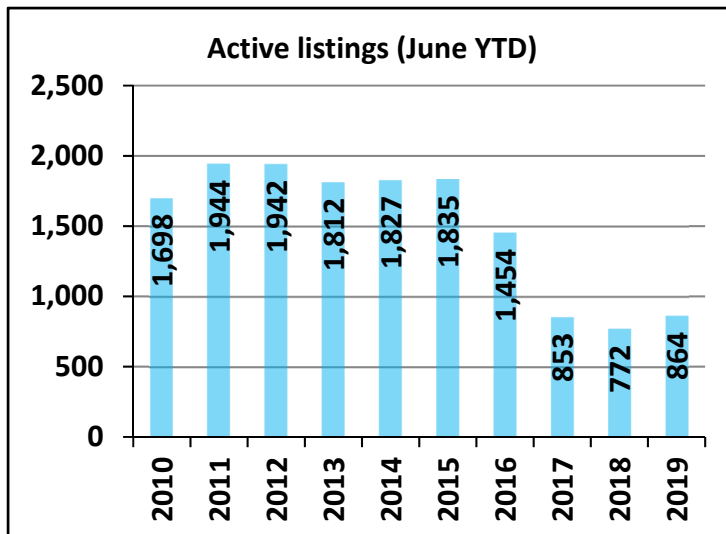
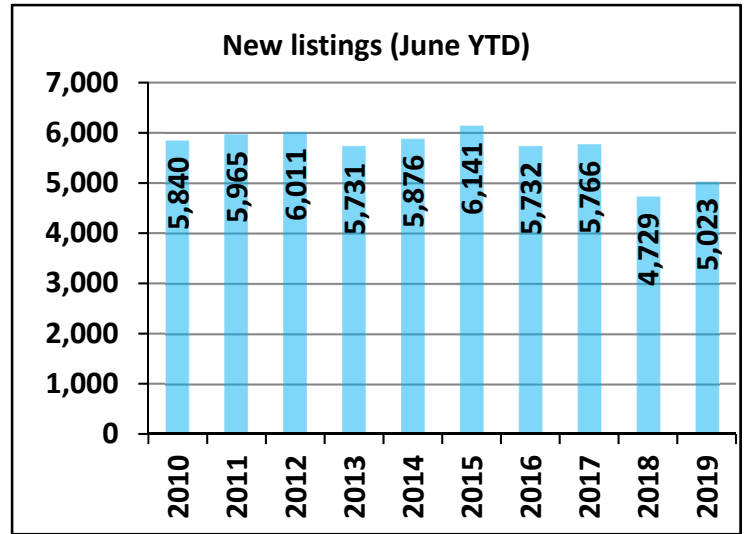
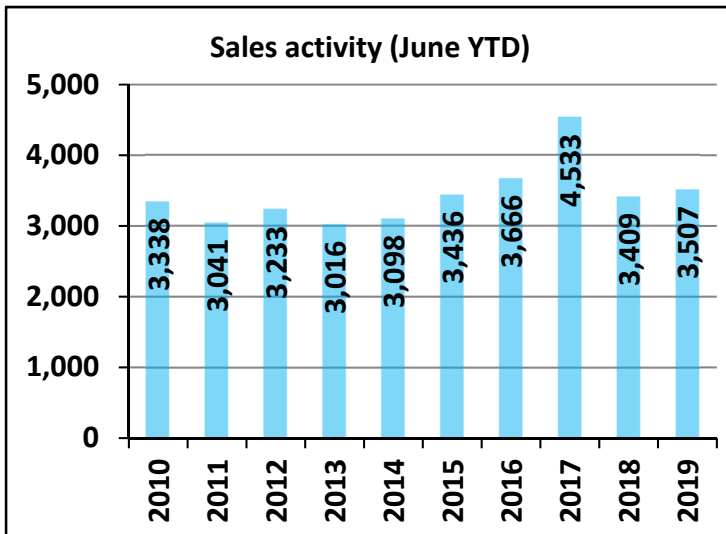
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

| Actual | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|---------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 | June 2017 | June 2016 | June 2014 | June 2012 | June 2009 |
| Sales Activity | 715 | 0.6 | -17.4 | -9.4 | 2.7 | 23.5 | 4.2 |
| Dollar Volume | \$291,915,993 | 7.7 | -1.9 | 29.4 | 55.9 | 109.9 | 96.7 |
| New Listings | 969 | -2.7 | -16.7 | -10.2 | -10.7 | 1.3 | 12.2 |
| Active Listings | 1,078 | 2.8 | 8.2 | -33.1 | -48.8 | -47.4 | -34.3 |
| Sales to New Listings Ratio ¹ | 73.8 | 71.4 | 74.5 | 73.1 | 64.1 | 60.5 | 79.4 |
| Months of Inventory ² | 1.5 | 1.5 | 1.2 | 2.0 | 3.0 | 3.5 | 2.4 |
| Average Price | \$408,274 | 7.0 | 18.8 | 42.7 | 51.8 | 70.0 | 88.8 |

| Year-to-date | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|-----------------|--------------------------|------------------|------------------|------------------|------------------|------------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 YTD | June 2017 YTD | June 2016 YTD | June 2014 YTD | June 2012 YTD | June 2009 YTD |
| Sales Activity | 3,507 | 2.9 | -22.6 | -4.3 | 13.2 | 8.5 | 18.8 |
| Dollar Volume | \$1,455,209,384 | 14.6 | -6.1 | 39.7 | 83.0 | 85.4 | 129.4 |
| New Listings | 5,023 | 6.2 | -12.9 | -12.4 | -14.5 | -16.4 | -1.3 |
| Active Listings ³ | 864 | 11.9 | 1.3 | -40.6 | -52.7 | -55.5 | -51.1 |
| Sales to New Listings Ratio ⁴ | 69.8 | 72.1 | 78.6 | 64.0 | 52.7 | 53.8 | 58.0 |
| Months of Inventory ⁵ | 1.5 | 1.4 | 1.1 | 2.4 | 3.5 | 3.6 | 3.6 |
| Average Price | \$414,944 | 11.4 | 21.3 | 46.0 | 61.7 | 70.9 | 93.1 |

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

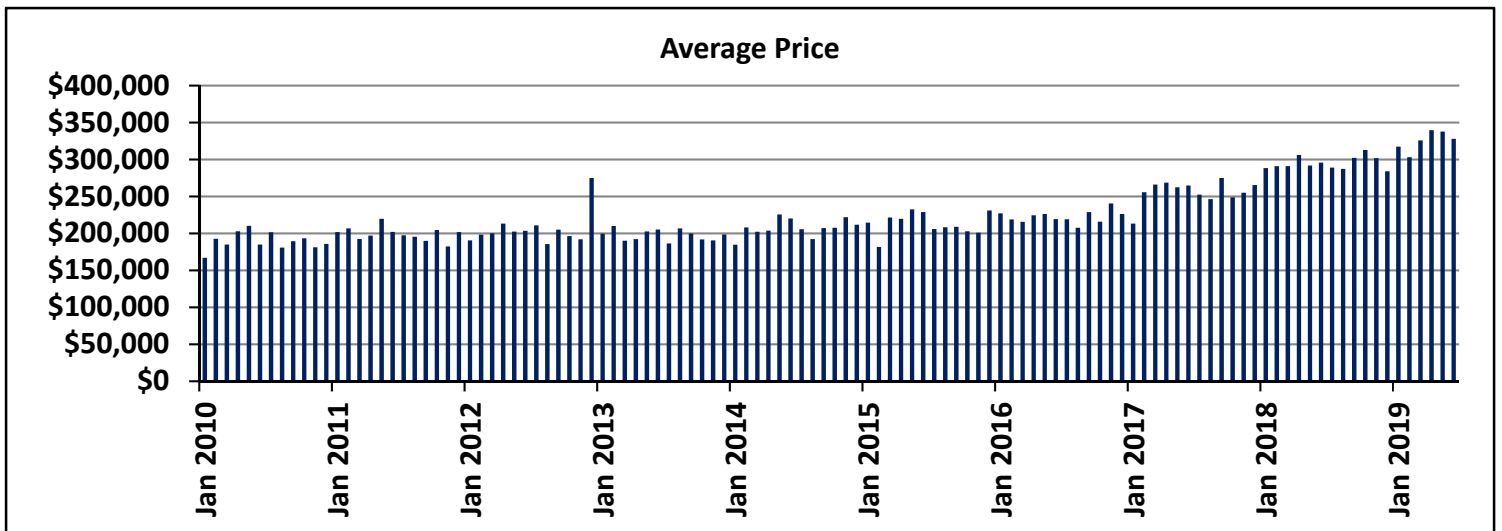
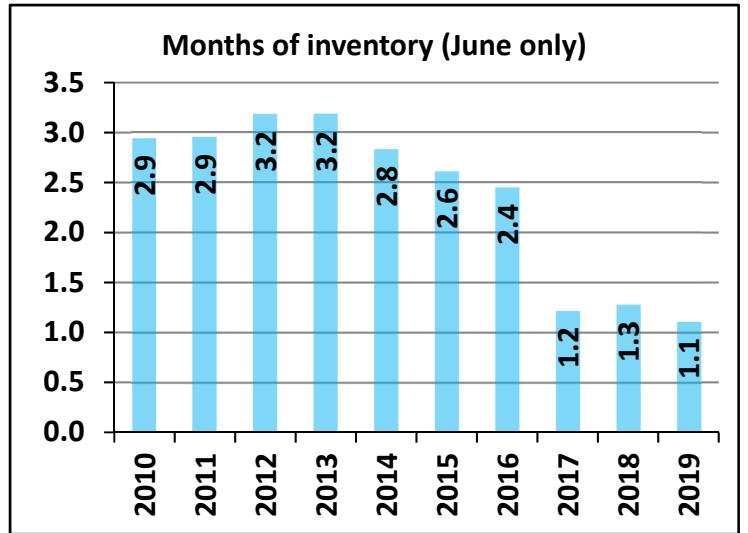
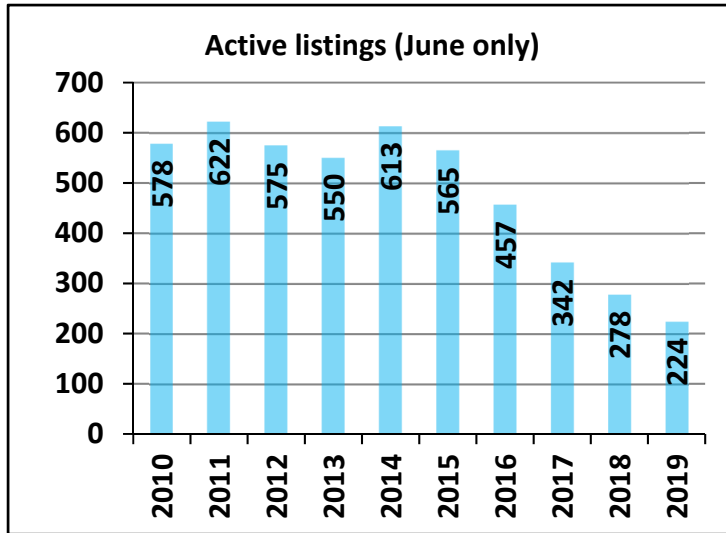
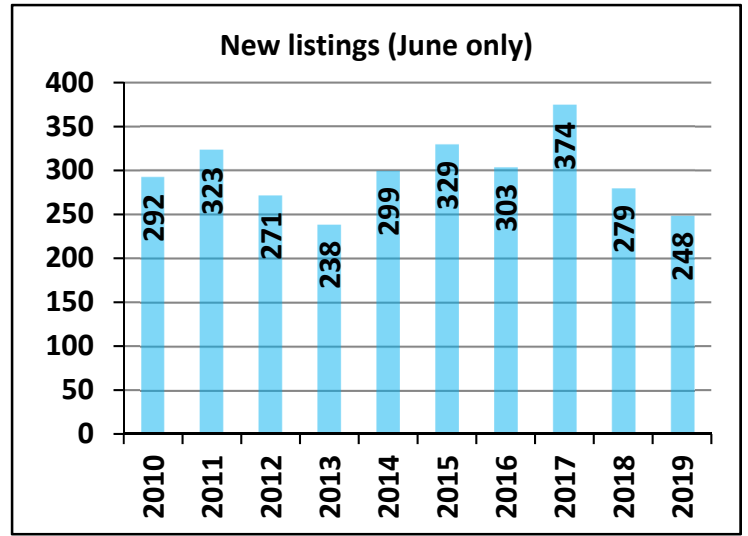
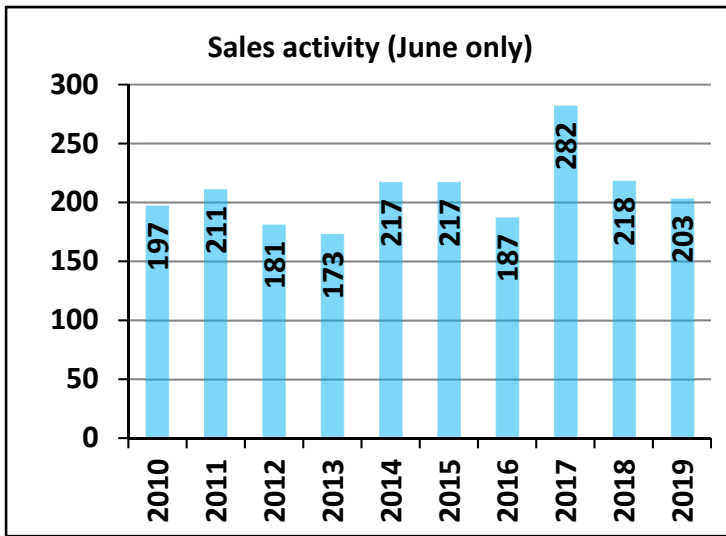
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

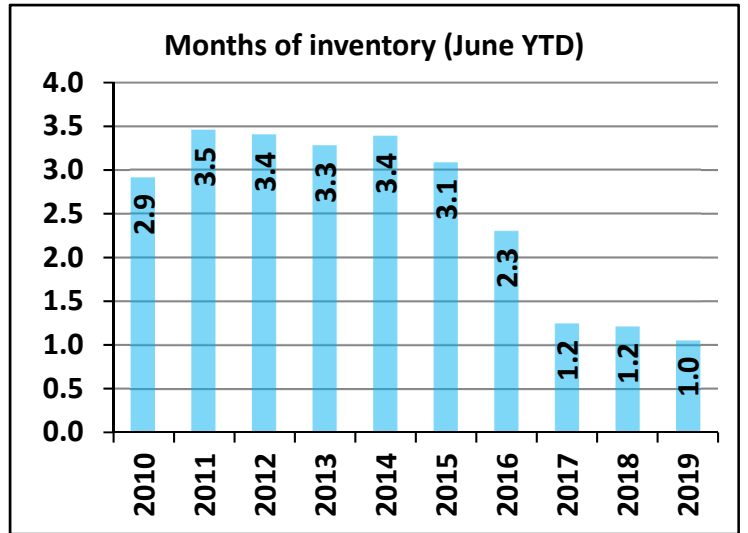
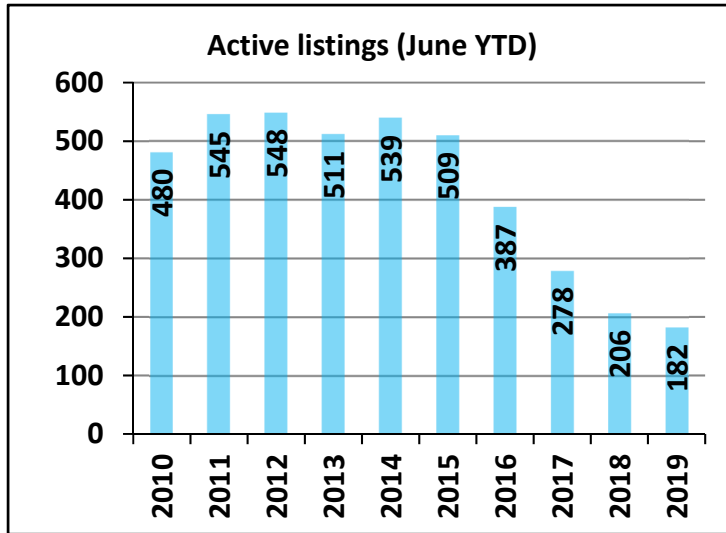
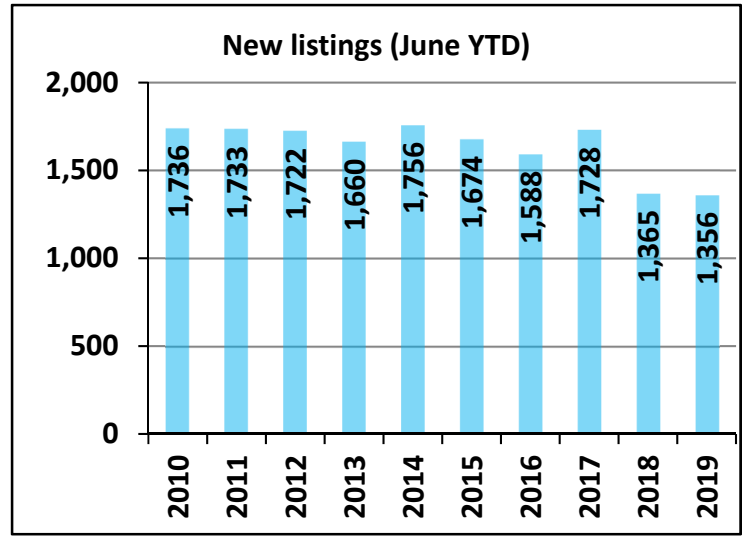
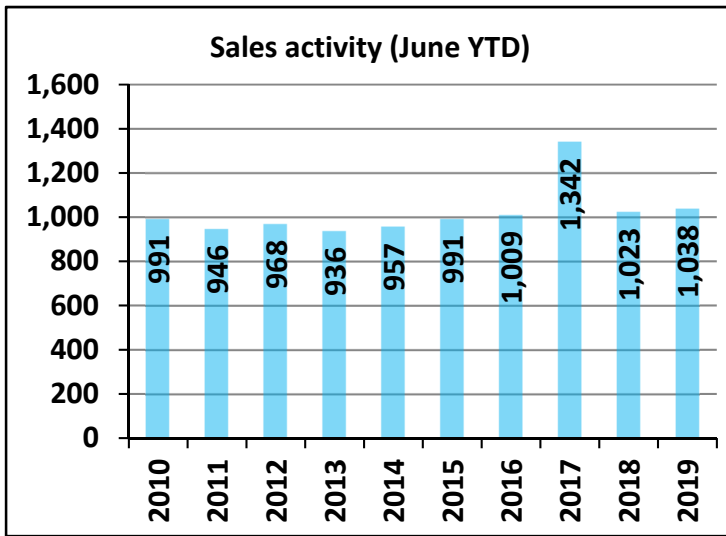
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

| Actual | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|--------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 | June 2017 | June 2016 | June 2014 | June 2012 | June 2009 |
| Sales Activity | 203 | -6.9 | -28.0 | 8.6 | -6.5 | 12.2 | -6.5 |
| Dollar Volume | \$66,589,135 | 3.3 | -10.8 | 62.3 | 39.3 | 80.9 | 68.7 |
| New Listings | 248 | -11.1 | -33.7 | -18.2 | -17.1 | -8.5 | -5.7 |
| Active Listings | 224 | -19.4 | -34.5 | -51.0 | -63.5 | -61.0 | -50.1 |
| Sales to New Listings Ratio ¹ | 81.9 | 78.1 | 75.4 | 61.7 | 72.6 | 66.8 | 82.5 |
| Months of Inventory ² | 1.1 | 1.3 | 1.2 | 2.4 | 2.8 | 3.2 | 2.1 |
| Average Price | \$328,025 | 11.0 | 23.9 | 49.6 | 49.0 | 61.3 | 80.3 |

| Year-to-date | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|---------------|--------------------------|------------------|------------------|------------------|------------------|------------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 YTD | June 2017 YTD | June 2016 YTD | June 2014 YTD | June 2012 YTD | June 2009 YTD |
| Sales Activity | 1,038 | 1.5 | -22.7 | 2.9 | 8.5 | 7.2 | 10.5 |
| Dollar Volume | \$341,205,951 | 13.2 | -2.0 | 52.5 | 69.3 | 74.1 | 98.1 |
| New Listings | 1,356 | -0.7 | -21.5 | -14.6 | -22.8 | -21.3 | -8.9 |
| Active Listings ³ | 182 | -11.7 | -34.5 | -53.0 | -66.2 | -66.8 | -62.1 |
| Sales to New Listings Ratio ⁴ | 76.5 | 74.9 | 77.7 | 63.5 | 54.5 | 56.2 | 63.1 |
| Months of Inventory ⁵ | 1.0 | 1.2 | 1.2 | 2.3 | 3.4 | 3.4 | 3.1 |
| Average Price | \$328,715 | 11.6 | 26.7 | 48.2 | 56.1 | 62.4 | 79.2 |

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

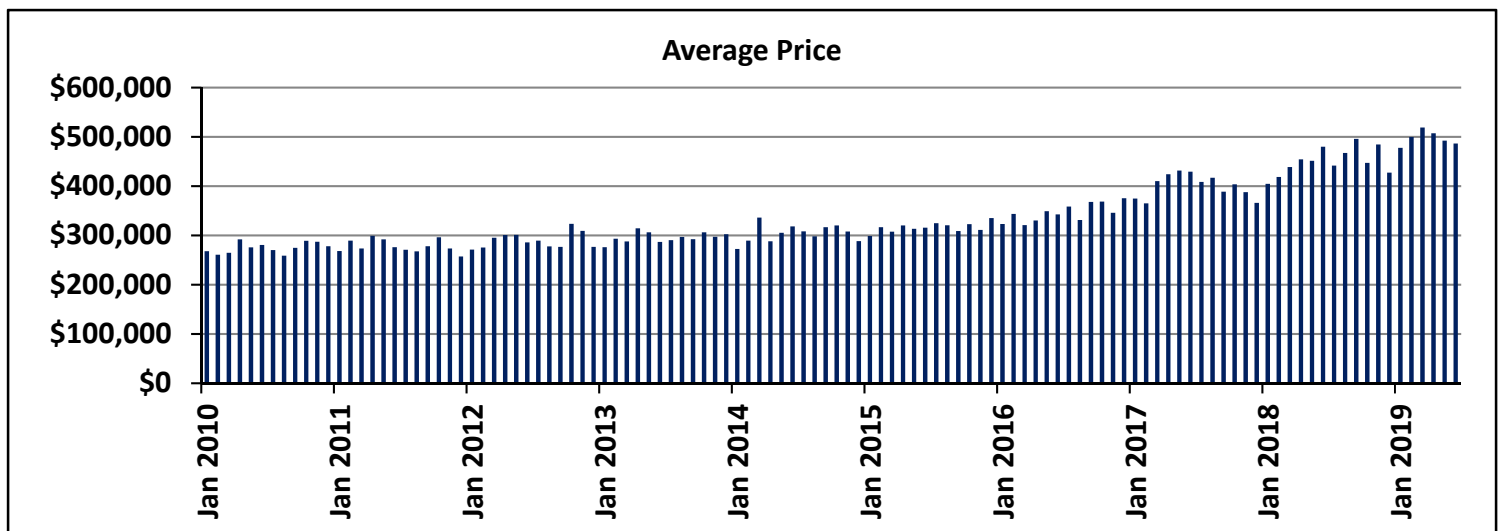
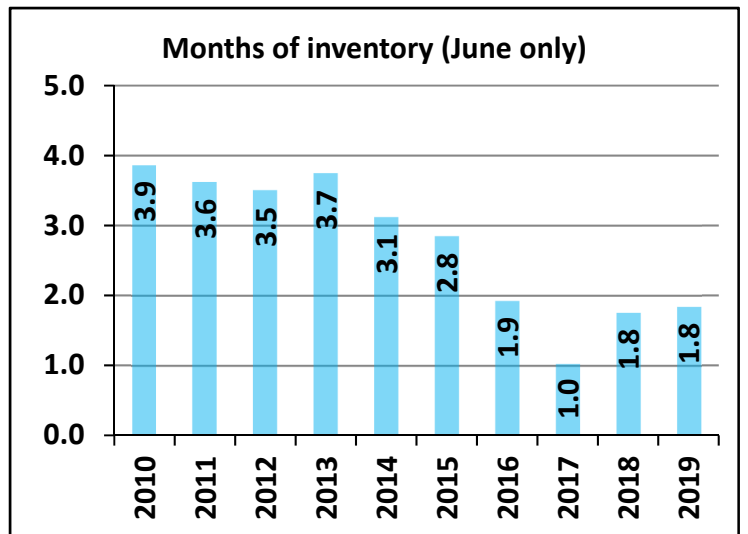
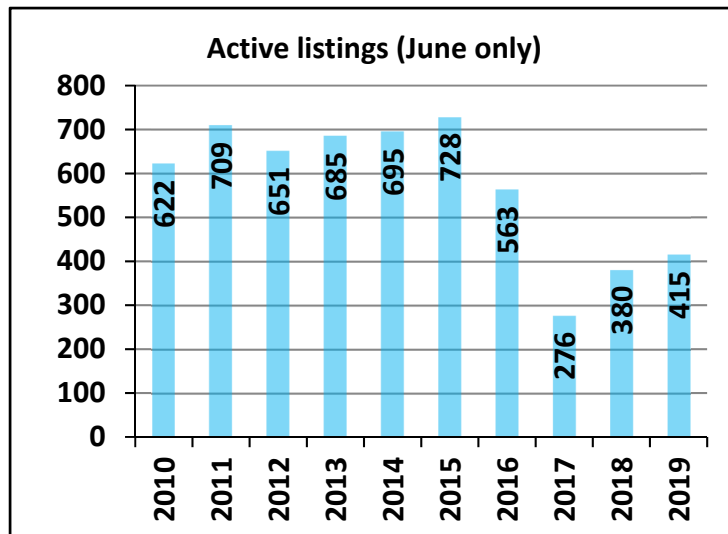
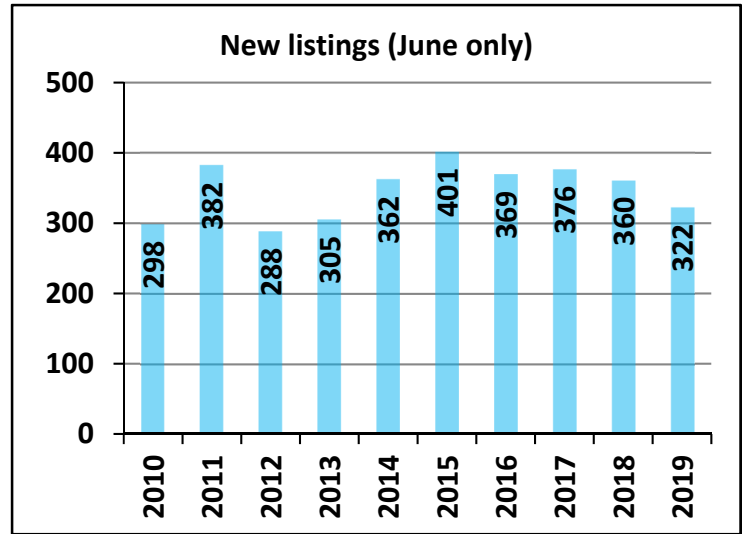
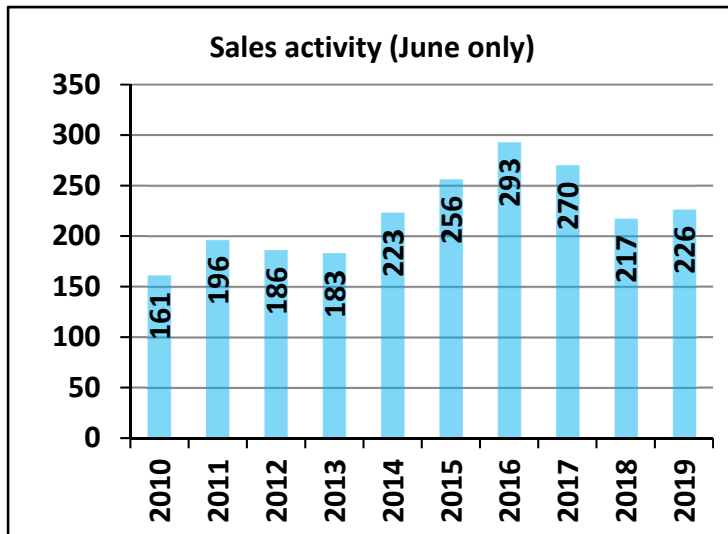
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

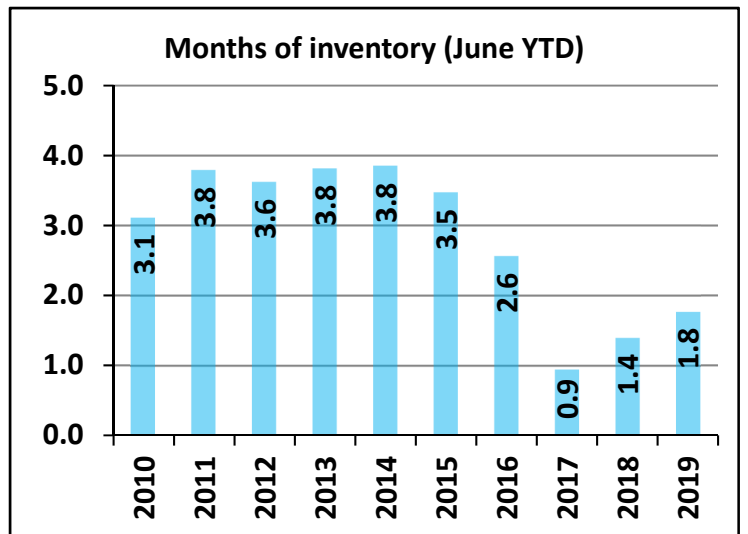
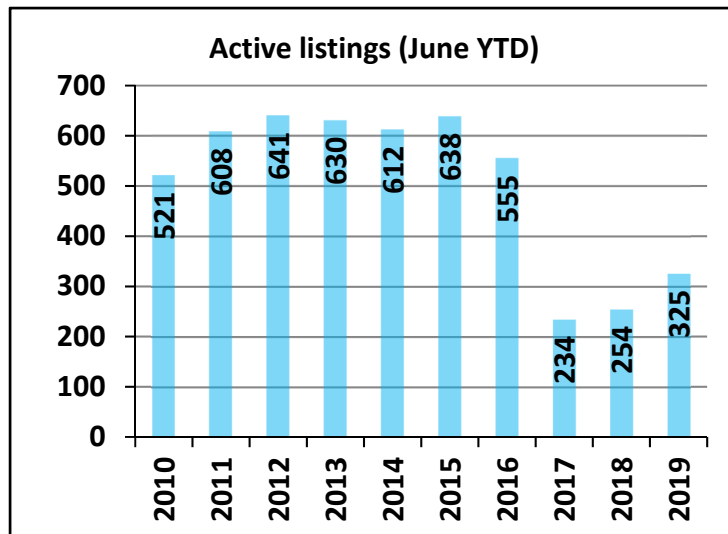
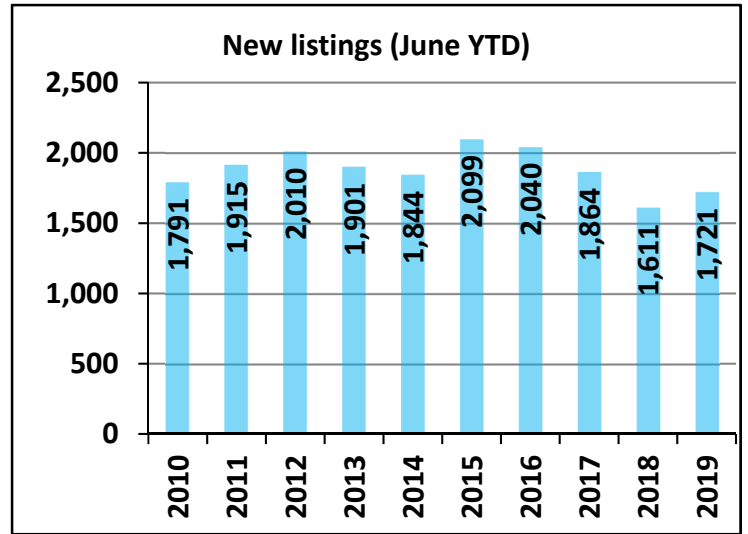
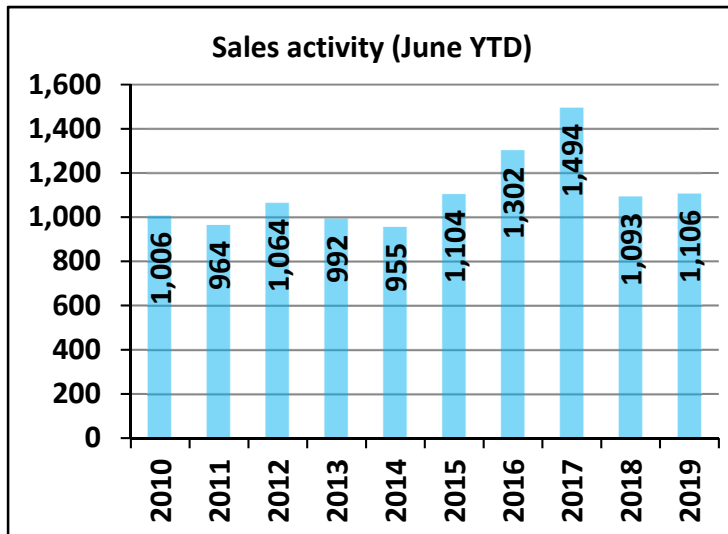
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

| Actual | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|---------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 | June 2017 | June 2016 | June 2014 | June 2012 | June 2009 |
| Sales Activity | 226 | 4.1 | -16.3 | -22.9 | 1.3 | 21.5 | 10.2 |
| Dollar Volume | \$109,952,991 | 5.6 | -5.1 | 9.6 | 54.9 | 107.0 | 117.8 |
| New Listings | 322 | -10.6 | -14.4 | -12.7 | -11.0 | 11.8 | 25.3 |
| Active Listings | 415 | 9.2 | 50.4 | -26.3 | -40.3 | -36.3 | -10.4 |
| Sales to New Listings Ratio ¹ | 70.2 | 60.3 | 71.8 | 79.4 | 61.6 | 64.6 | 79.8 |
| Months of Inventory ² | 1.8 | 1.8 | 1.0 | 1.9 | 3.1 | 3.5 | 2.3 |
| Average Price | \$486,518 | 1.4 | 13.3 | 42.1 | 52.8 | 70.3 | 97.6 |

| Year-to-date | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|---------------|--------------------------|---------------|---------------|---------------|---------------|---------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 YTD | June 2017 YTD | June 2016 YTD | June 2014 YTD | June 2012 YTD | June 2009 YTD |
| Sales Activity | 1,106 | 1.2 | -26.0 | -15.1 | 15.8 | 3.9 | 21.8 |
| Dollar Volume | \$550,514,887 | 12.3 | -10.8 | 25.5 | 88.9 | 78.2 | 141.3 |
| New Listings | 1,721 | 6.8 | -7.7 | -15.6 | -6.7 | -14.4 | 10.8 |
| Active Listings ³ | 325 | 28.0 | 38.9 | -41.4 | -46.9 | -49.3 | -37.4 |
| Sales to New Listings Ratio ⁴ | 64.3 | 67.8 | 80.2 | 63.8 | 51.8 | 52.9 | 58.5 |
| Months of Inventory ⁵ | 1.8 | 1.4 | 0.9 | 2.6 | 3.8 | 3.6 | 3.4 |
| Average Price | \$497,753 | 11.0 | 20.5 | 47.8 | 63.1 | 71.4 | 98.1 |

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

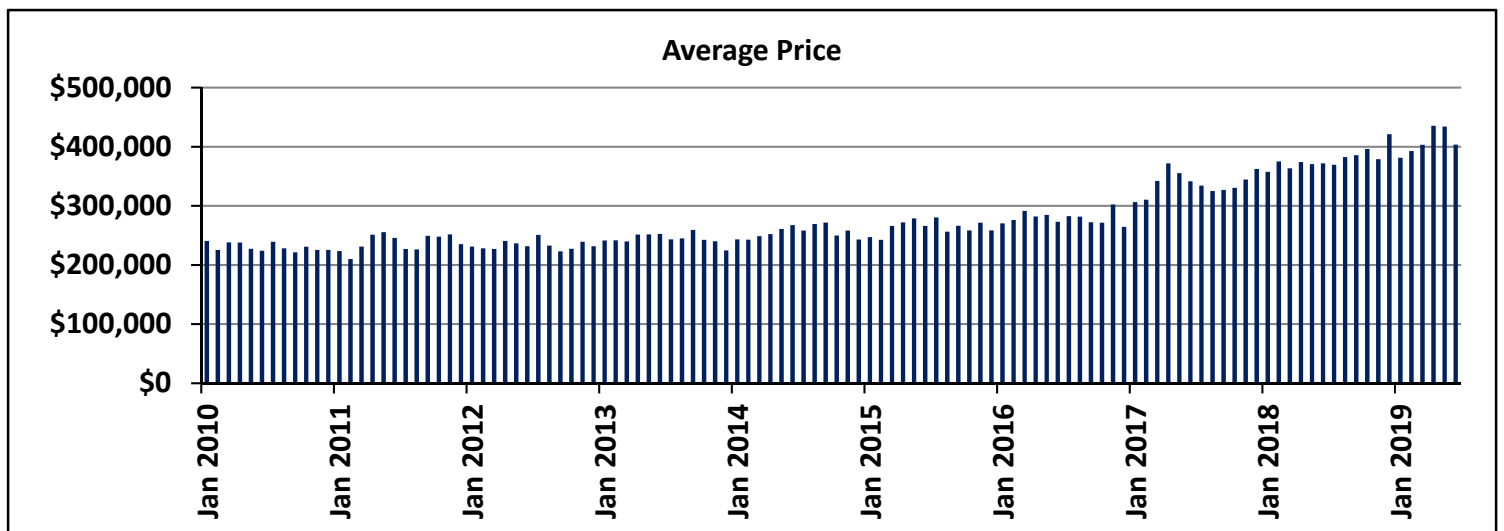
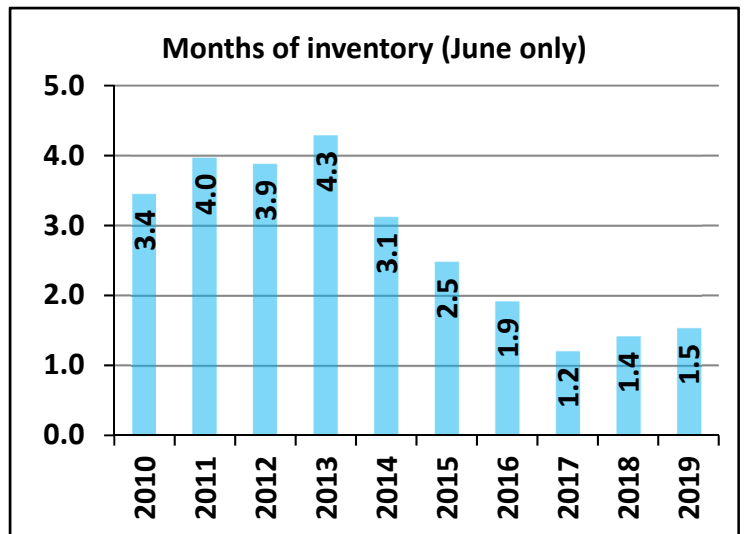
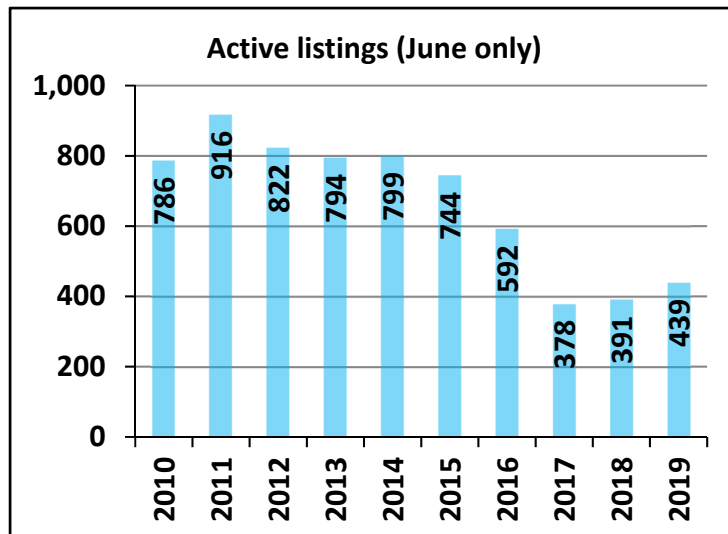
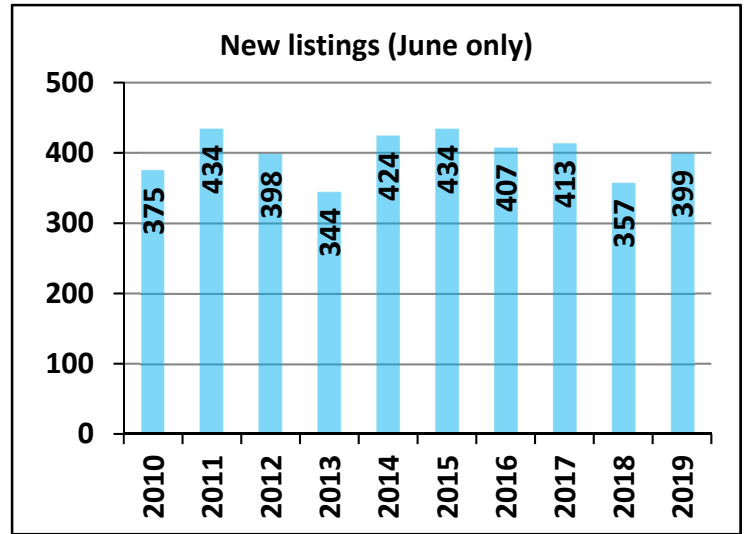
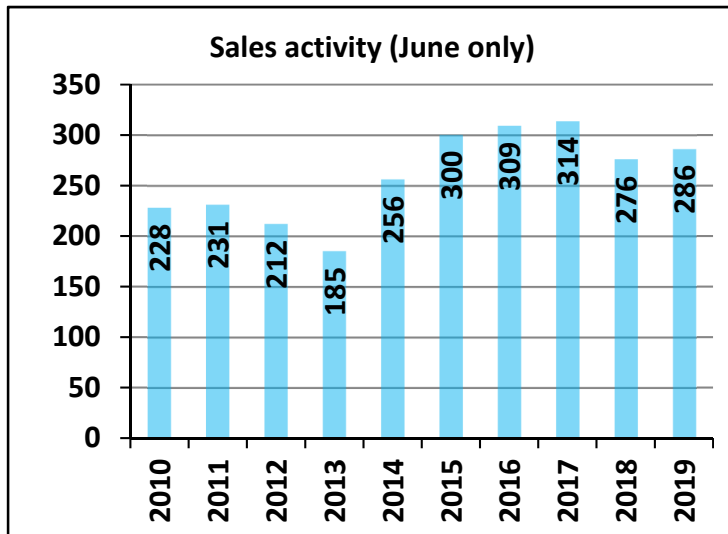
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

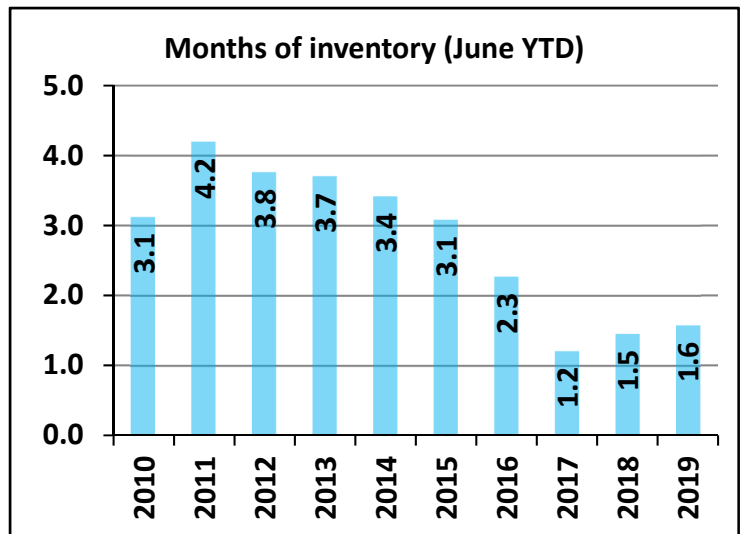
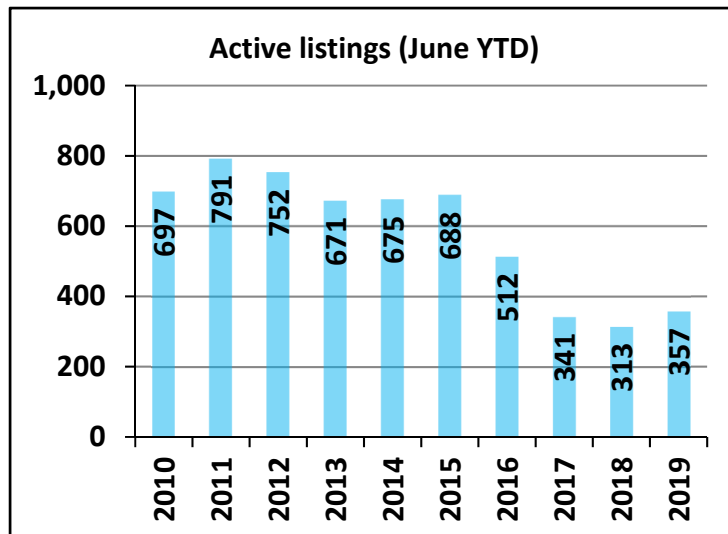
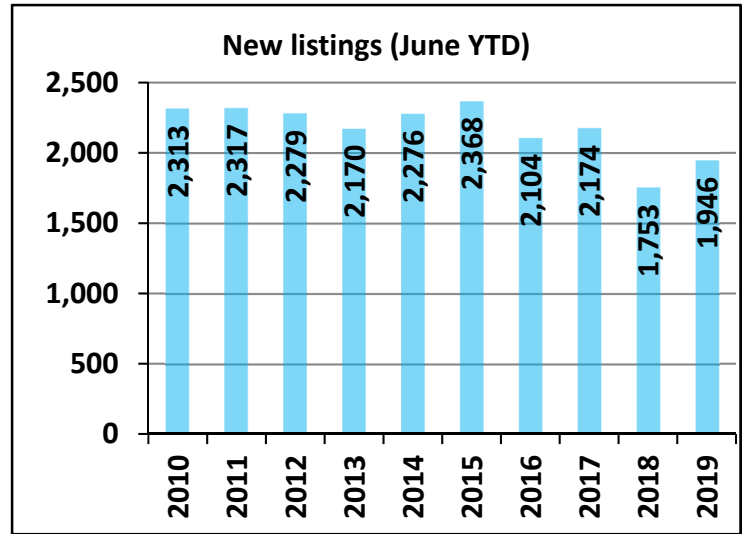
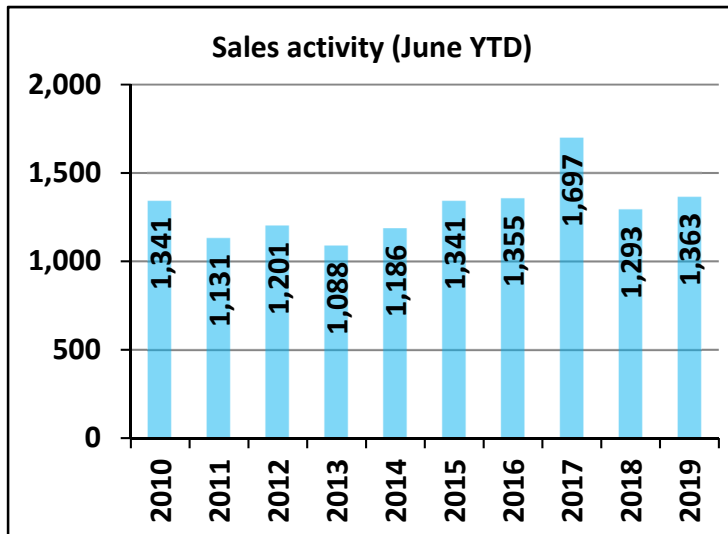
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

| Actual | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|---------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 | June 2017 | June 2016 | June 2014 | June 2012 | June 2009 |
| Sales Activity | 286 | 3.6 | -8.9 | -7.4 | 11.7 | 34.9 | 8.3 |
| Dollar Volume | \$115,373,867 | 12.5 | 7.6 | 36.8 | 68.6 | 134.9 | 97.5 |
| New Listings | 399 | 11.8 | -3.4 | -2.0 | -5.9 | 0.3 | 16.0 |
| Active Listings | 439 | 12.3 | 16.1 | -25.8 | -45.1 | -46.6 | -39.7 |
| Sales to New Listings Ratio ¹ | 71.7 | 77.3 | 76.0 | 75.9 | 60.4 | 53.3 | 76.7 |
| Months of Inventory ² | 1.5 | 1.4 | 1.2 | 1.9 | 3.1 | 3.9 | 2.8 |
| Average Price | \$403,405 | 8.5 | 18.2 | 47.8 | 50.9 | 74.1 | 82.3 |

| Year-to-date | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|---------------|--------------------------|------------------|------------------|------------------|------------------|------------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 YTD | June 2017 YTD | June 2016 YTD | June 2014 YTD | June 2012 YTD | June 2009 YTD |
| Sales Activity | 1,363 | 5.4 | -19.7 | 0.6 | 14.9 | 13.5 | 23.5 |
| Dollar Volume | \$563,488,546 | 17.9 | -3.7 | 48.4 | 86.5 | 101.3 | 140.9 |
| New Listings | 1,946 | 11.0 | -10.5 | -7.5 | -14.5 | -14.6 | -5.0 |
| Active Listings ³ | 357 | 14.1 | 4.7 | -30.3 | -47.1 | -52.5 | -53.5 |
| Sales to New Listings Ratio ⁴ | 70.0 | 73.8 | 78.1 | 64.4 | 52.1 | 52.7 | 53.9 |
| Months of Inventory ⁵ | 1.6 | 1.5 | 1.2 | 2.3 | 3.4 | 3.8 | 4.2 |
| Average Price | \$413,418 | 11.8 | 19.9 | 47.6 | 62.2 | 77.4 | 95.2 |

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

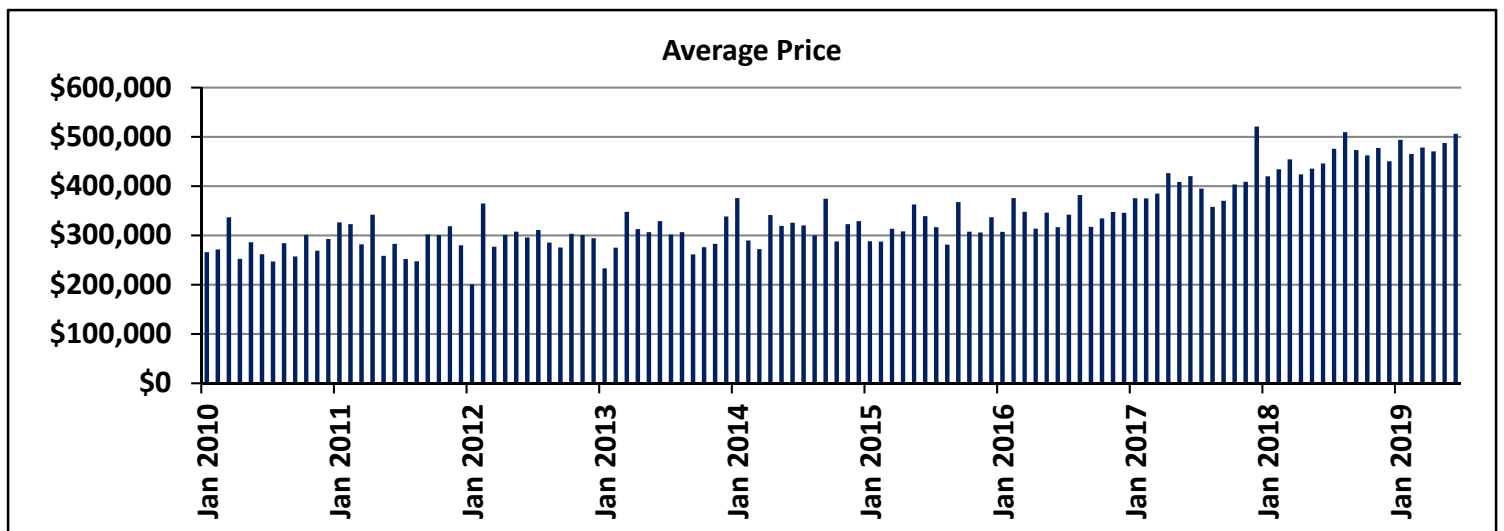
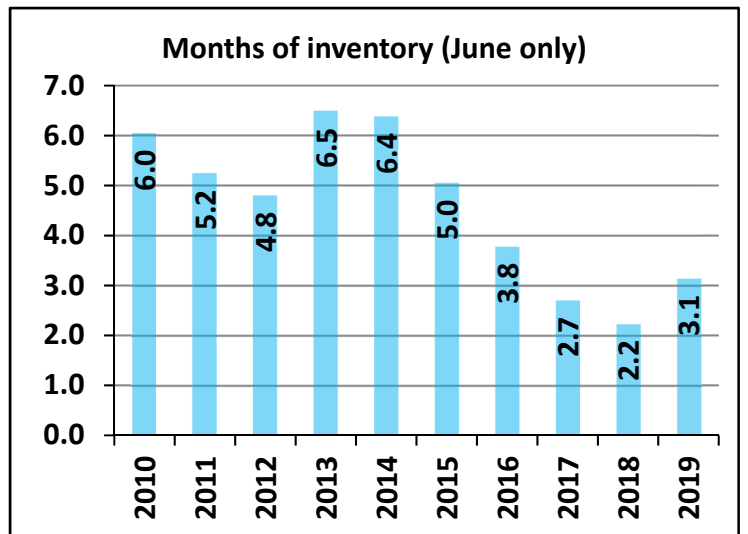
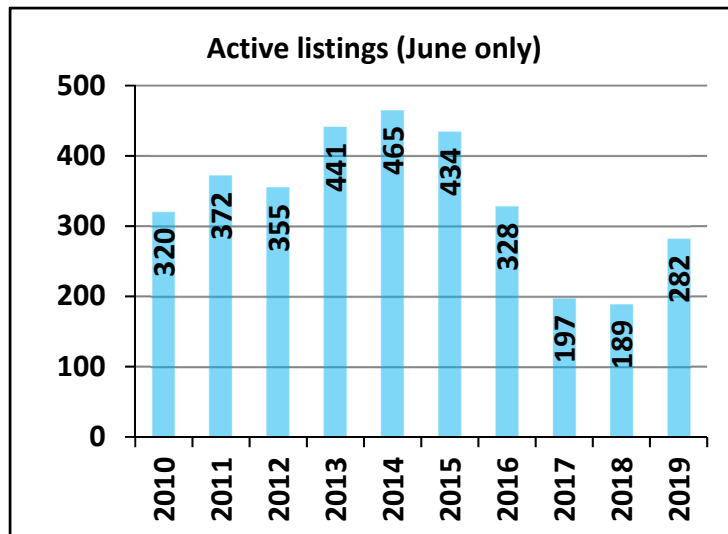
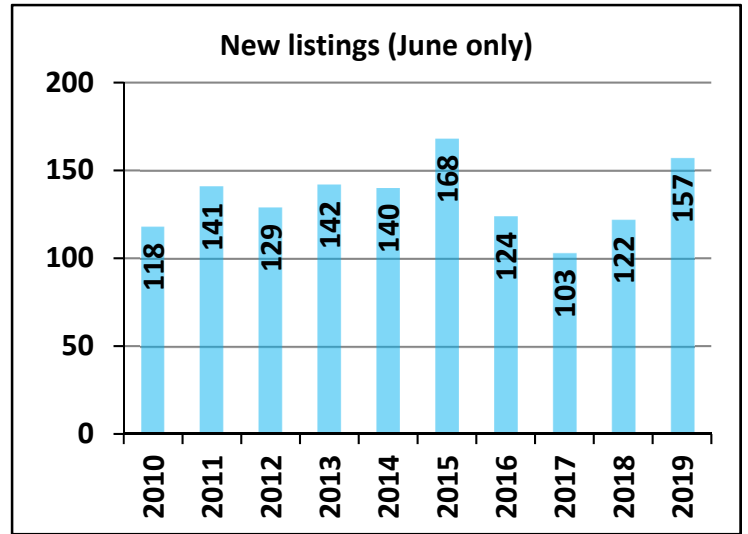
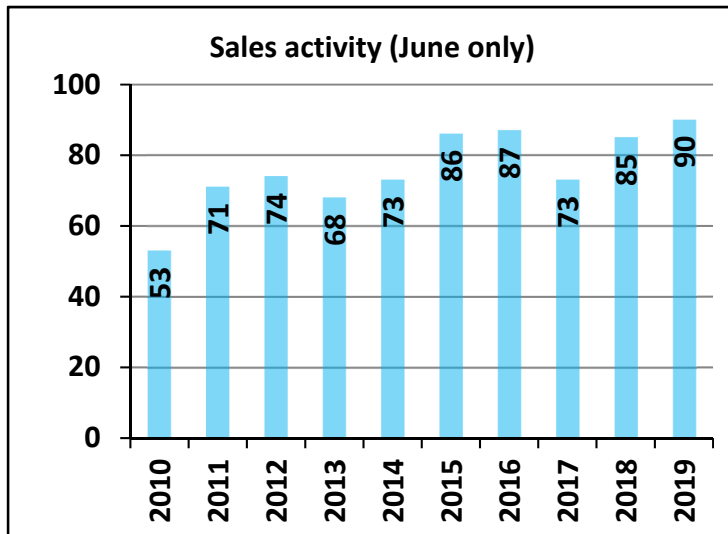
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

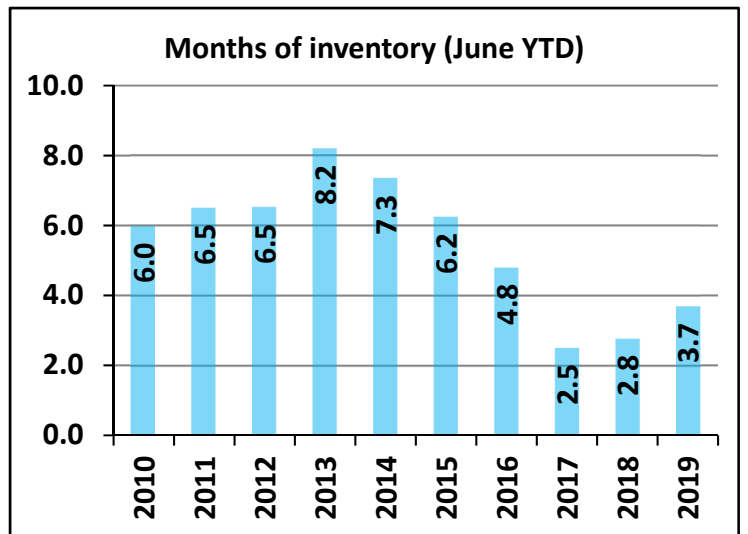
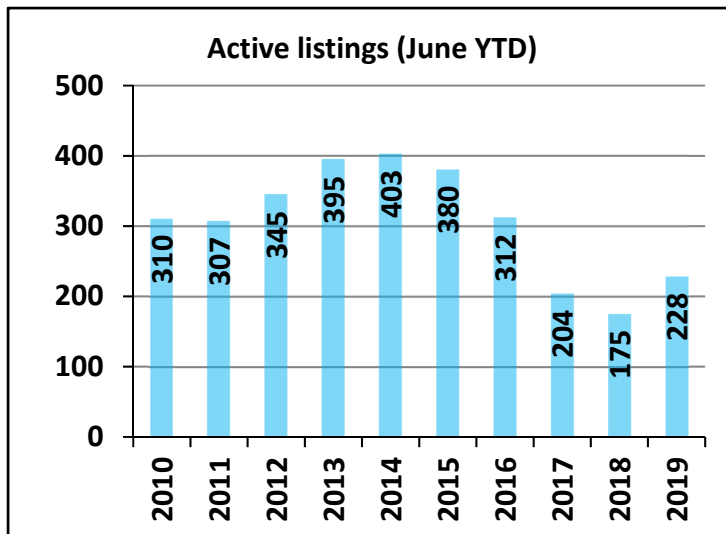
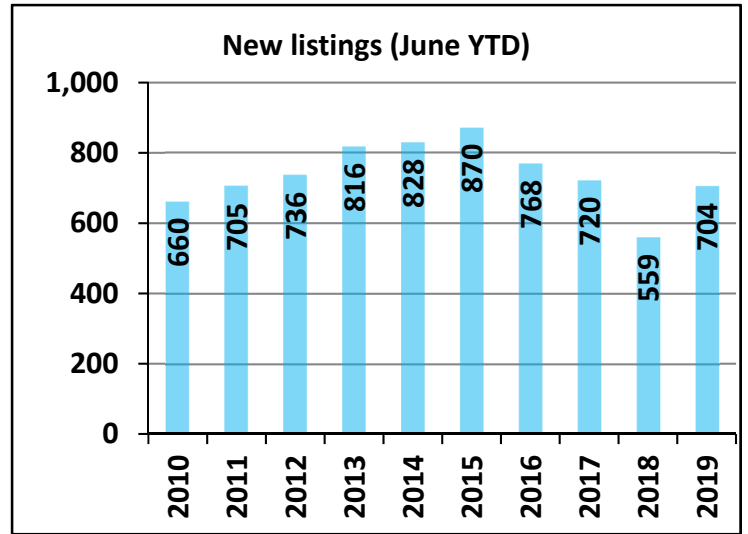
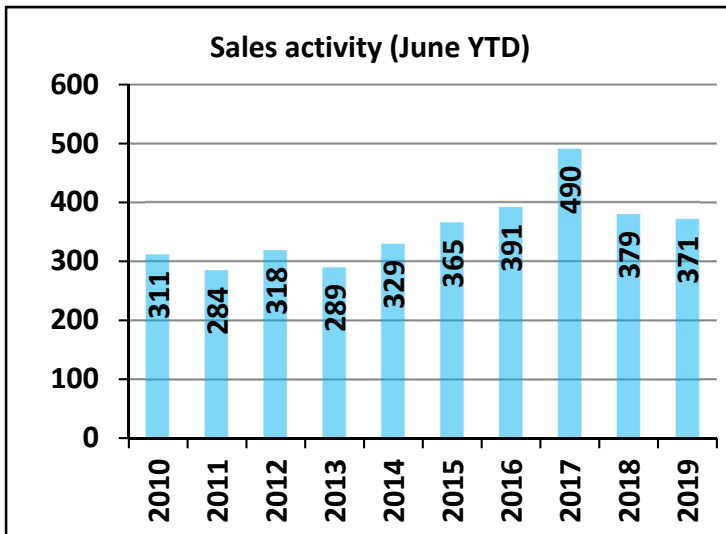
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

| Actual | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|--------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 | June 2017 | June 2016 | June 2014 | June 2012 | June 2009 |
| Sales Activity | 90 | 5.9 | 23.3 | 3.4 | 23.3 | 21.6 | 47.5 |
| Dollar Volume | \$45,555,986 | 20.2 | 48.6 | 65.5 | 91.6 | 108.2 | 171.5 |
| New Listings | 157 | 28.7 | 52.4 | 26.6 | 12.1 | 21.7 | 58.6 |
| Active Listings | 282 | 49.2 | 43.1 | -14.0 | -39.4 | -20.6 | -21.0 |
| Sales to New Listings Ratio ¹ | 57.3 | 69.7 | 70.9 | 70.2 | 52.1 | 57.4 | 61.6 |
| Months of Inventory ² | 3.1 | 2.2 | 2.7 | 3.8 | 6.4 | 4.8 | 5.9 |
| Average Price | \$506,178 | 13.5 | 20.5 | 60.0 | 55.4 | 71.2 | 84.0 |

| Year-to-date | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|---------------|--------------------------|---------------|---------------|---------------|---------------|---------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 YTD | June 2017 YTD | June 2016 YTD | June 2014 YTD | June 2012 YTD | June 2009 YTD |
| Sales Activity | 371 | -2.1 | -24.3 | -5.1 | 12.8 | 16.7 | 47.8 |
| Dollar Volume | \$180,115,322 | 8.9 | -8.5 | 38.6 | 71.6 | 91.9 | 172.0 |
| New Listings | 704 | 25.9 | -2.2 | -8.3 | -15.0 | -4.3 | 10.5 |
| Active Listings ³ | 228 | 30.3 | 11.8 | -26.9 | -43.4 | -33.9 | -35.6 |
| Sales to New Listings Ratio ⁴ | 52.7 | 67.8 | 68.1 | 50.9 | 39.7 | 43.2 | 39.4 |
| Months of Inventory ⁵ | 3.7 | 2.8 | 2.5 | 4.8 | 7.3 | 6.5 | 8.5 |
| Average Price | \$485,486 | 11.2 | 20.8 | 46.0 | 52.1 | 64.5 | 84.0 |

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

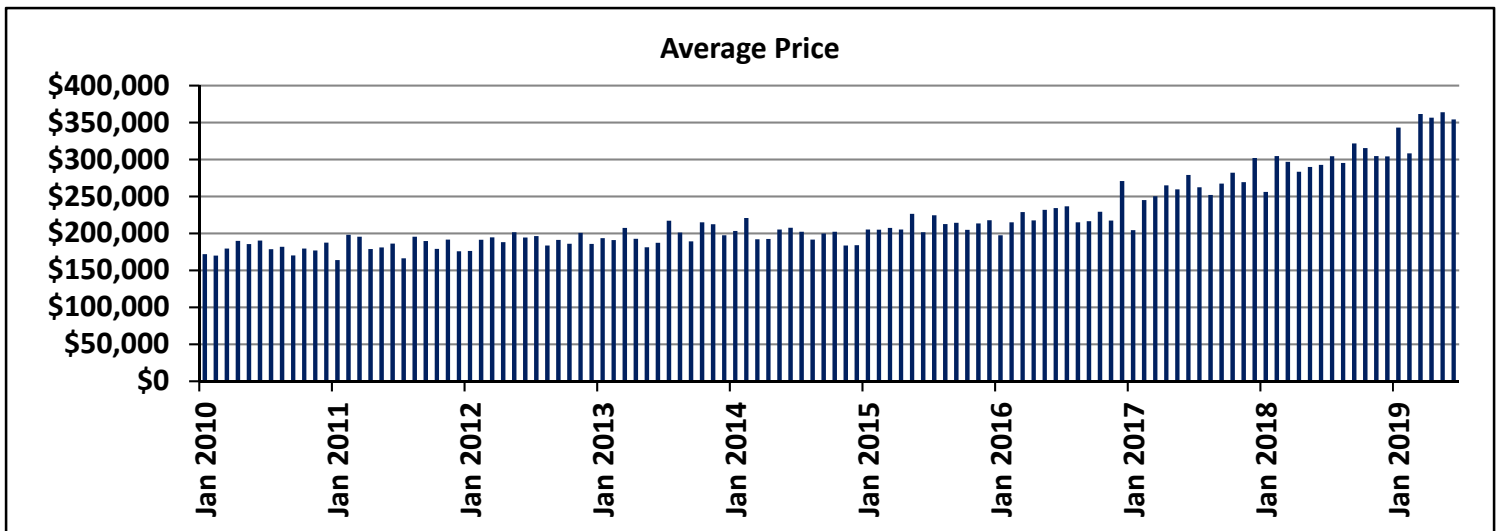
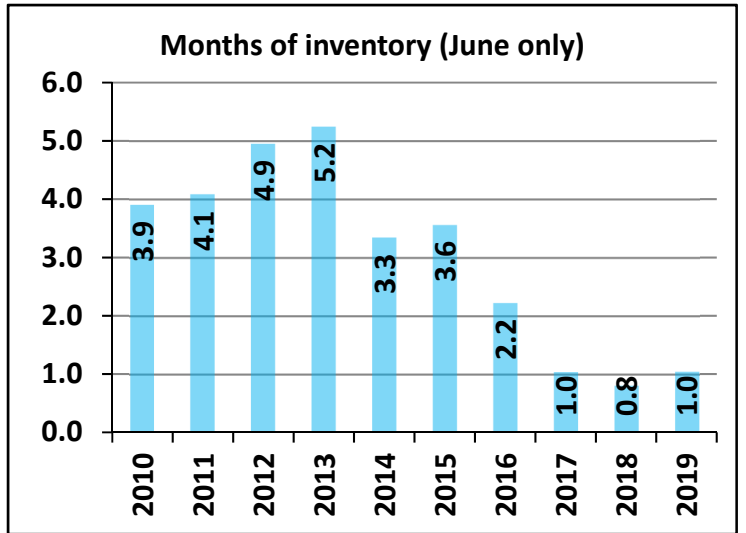
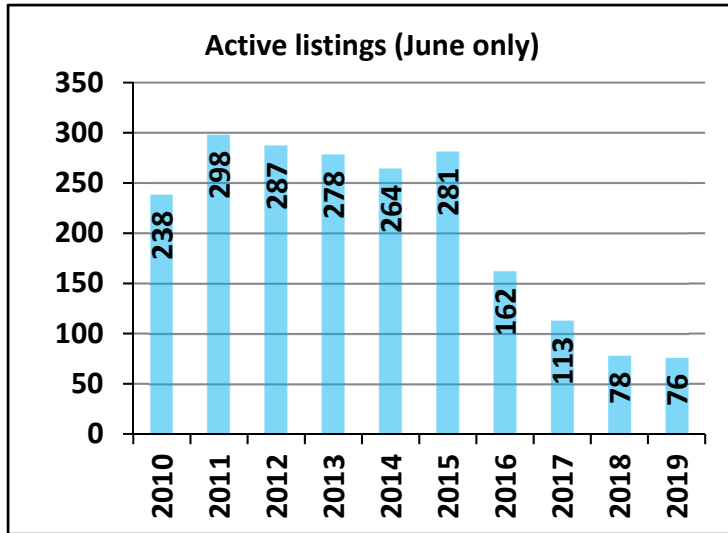
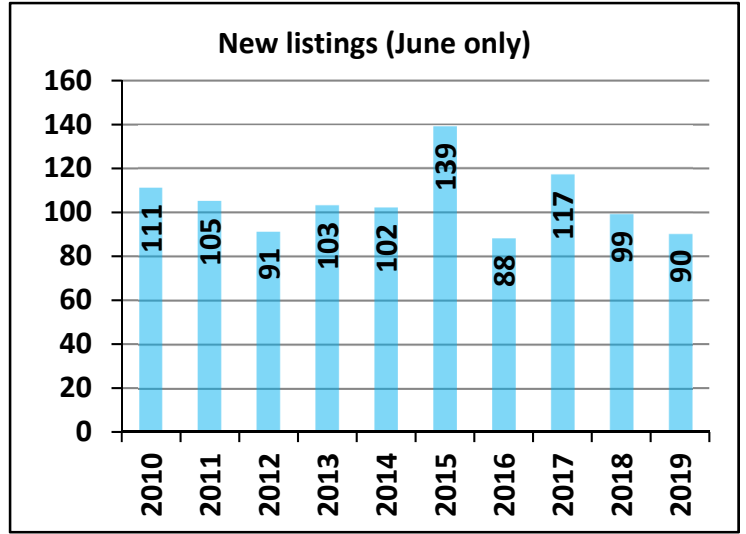
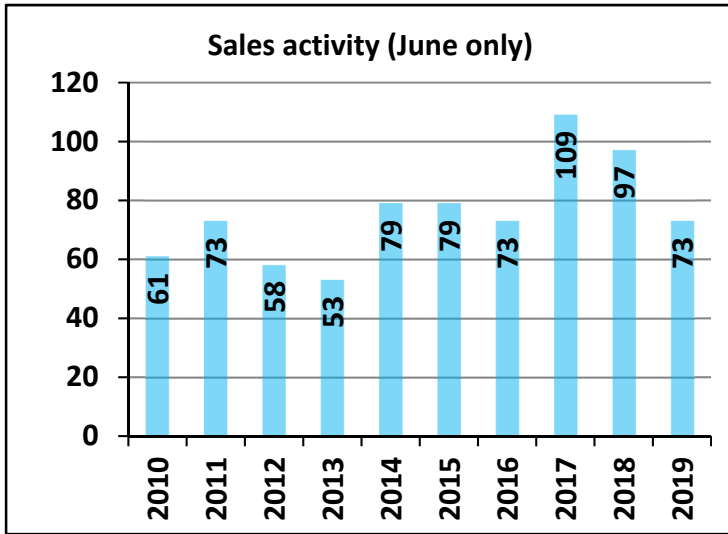
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

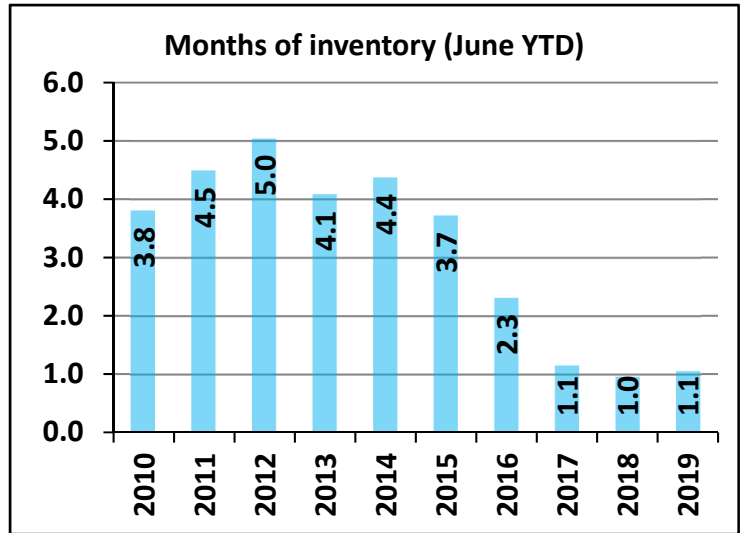
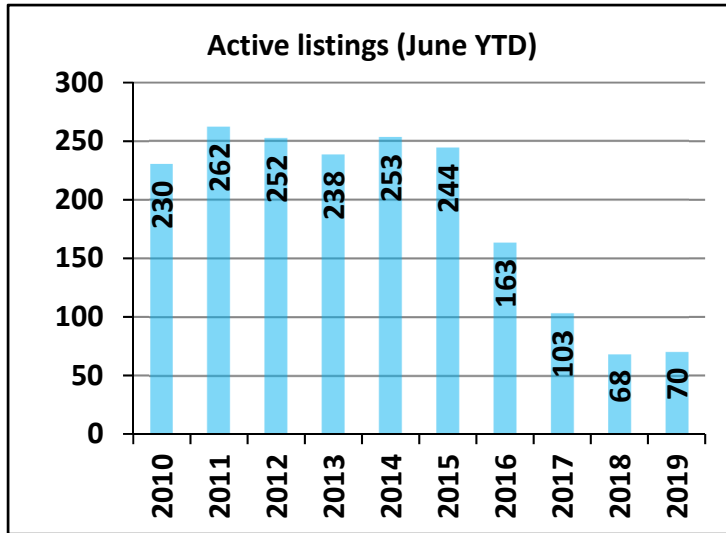
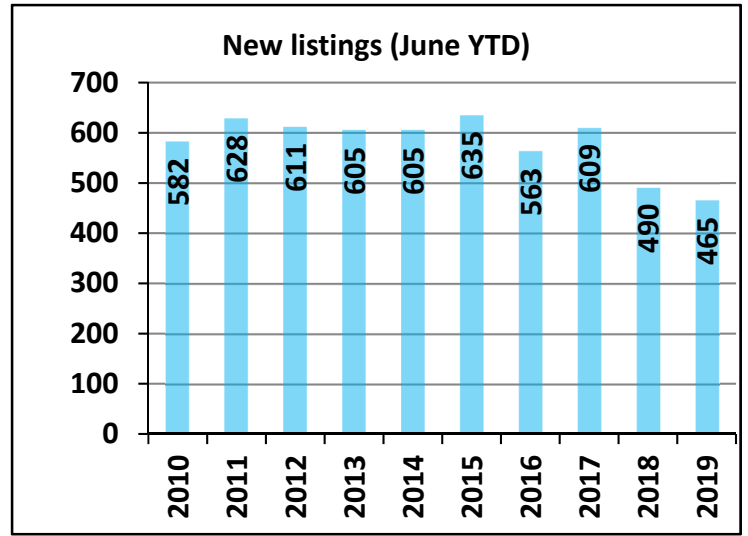
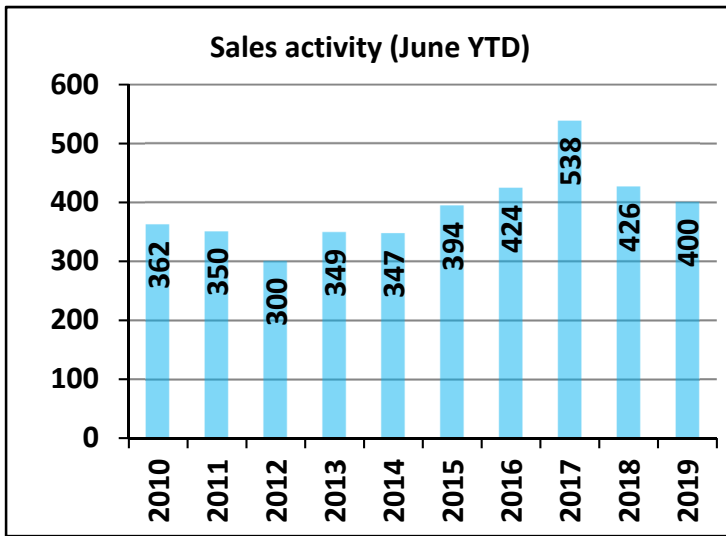
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

| Actual | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|--------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 | June 2017 | June 2016 | June 2014 | June 2012 | June 2009 |
| Sales Activity | 73 | -24.7 | -33.0 | 0.0 | -7.6 | 25.9 | -18.9 |
| Dollar Volume | \$25,846,701 | -9.0 | -15.0 | 51.2 | 57.6 | 129.2 | 48.4 |
| New Listings | 90 | -9.1 | -23.1 | 2.3 | -11.8 | -1.1 | -11.8 |
| Active Listings | 76 | -2.6 | -32.7 | -53.1 | -71.2 | -73.5 | -73.1 |
| Sales to New Listings Ratio ¹ | 81.1 | 98.0 | 93.2 | 83.0 | 77.5 | 63.7 | 88.2 |
| Months of Inventory ² | 1.0 | 0.8 | 1.0 | 2.2 | 3.3 | 4.9 | 3.1 |
| Average Price | \$354,064 | 21.0 | 26.9 | 51.2 | 70.6 | 82.1 | 83.0 |

| Year-to-date | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|---------------|--------------------------|------------------|------------------|------------------|------------------|------------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 YTD | June 2017 YTD | June 2016 YTD | June 2014 YTD | June 2012 YTD | June 2009 YTD |
| Sales Activity | 400 | -6.1 | -25.7 | -5.7 | 15.3 | 33.3 | 15.3 |
| Dollar Volume | \$140,603,335 | 13.9 | 2.2 | 47.6 | 99.9 | 143.8 | 124.3 |
| New Listings | 465 | -5.1 | -23.6 | -17.4 | -23.1 | -23.9 | -20.8 |
| Active Listings ³ | 70 | 2.9 | -32.0 | -57.1 | -72.3 | -72.2 | -78.3 |
| Sales to New Listings Ratio ⁴ | 86.0 | 86.9 | 88.3 | 75.3 | 57.4 | 49.1 | 59.1 |
| Months of Inventory ⁵ | 1.1 | 1.0 | 1.1 | 2.3 | 4.4 | 5.0 | 5.6 |
| Average Price | \$351,508 | 21.3 | 37.5 | 56.4 | 73.4 | 82.9 | 94.5 |

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

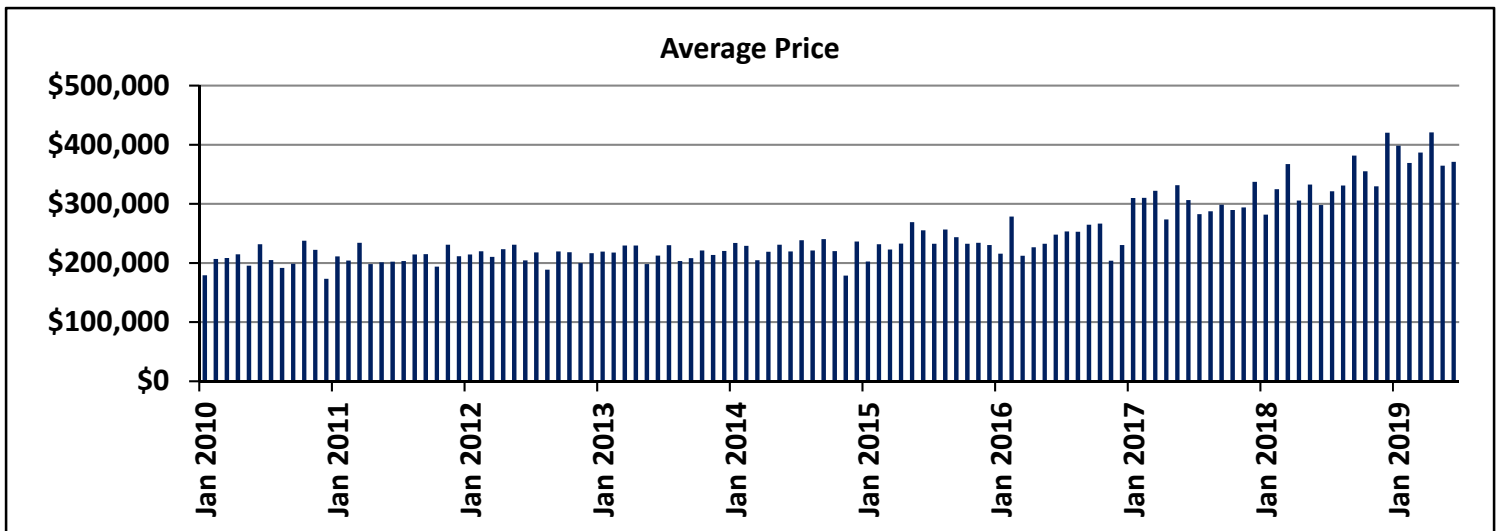
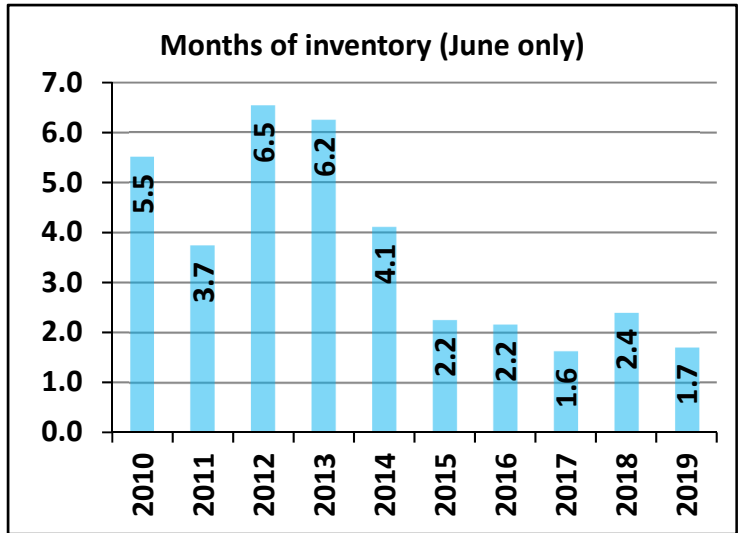
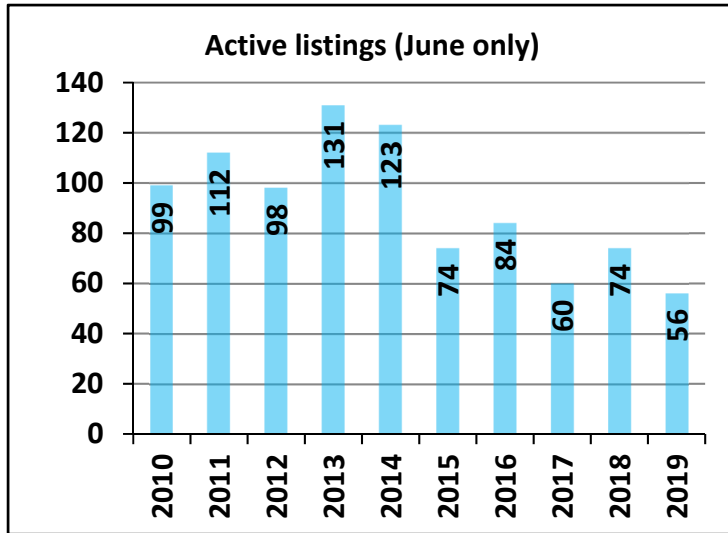
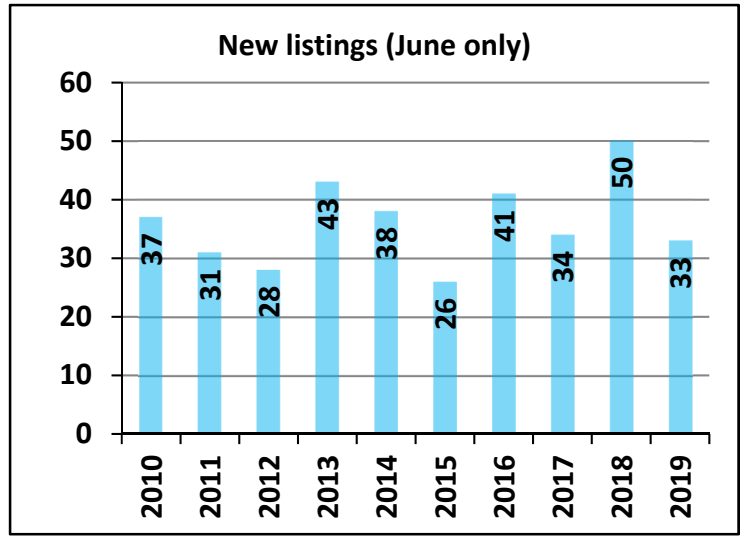
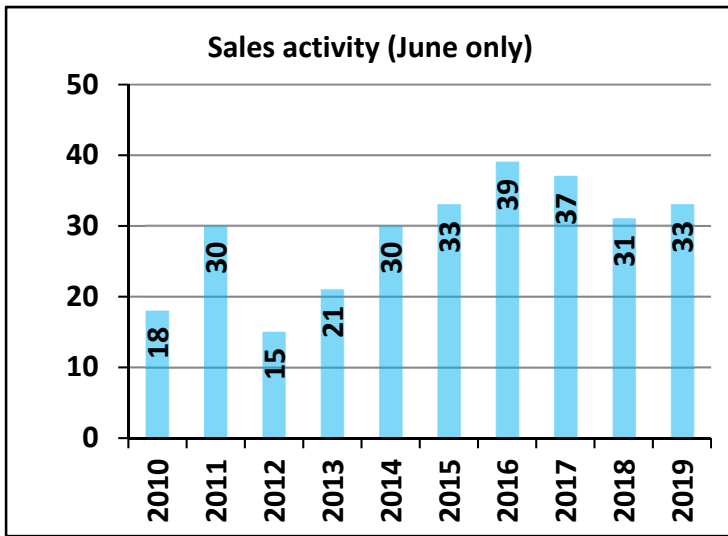
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

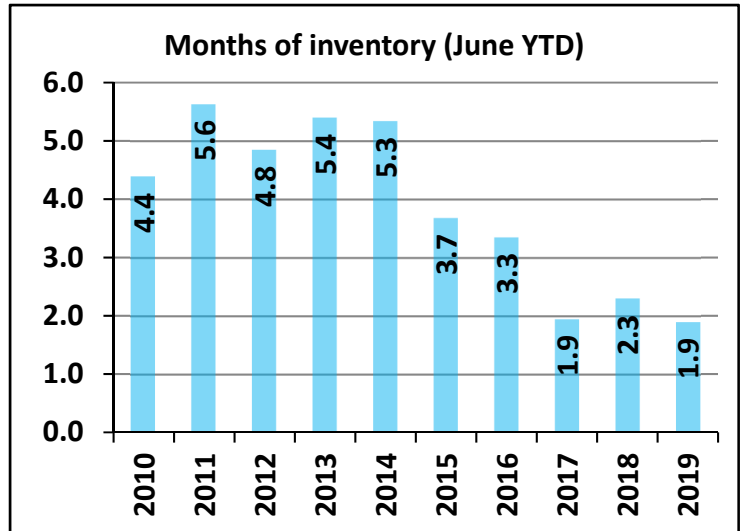
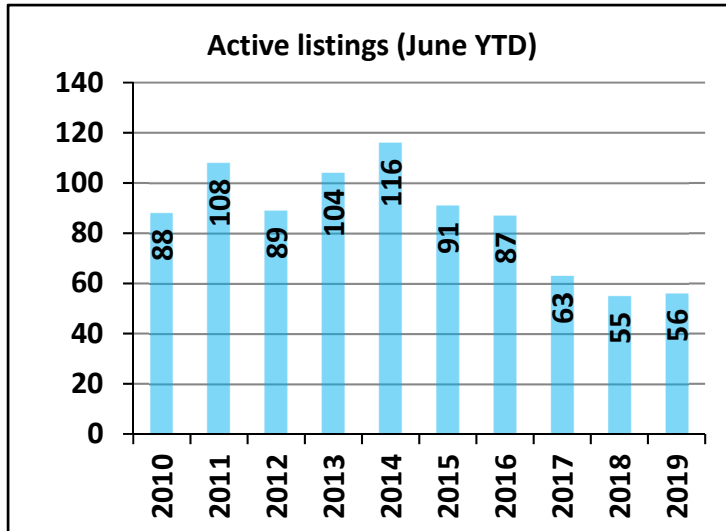
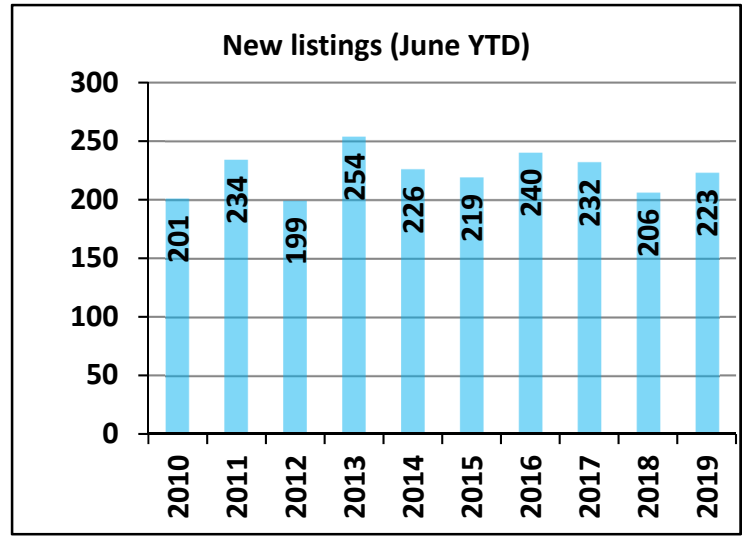
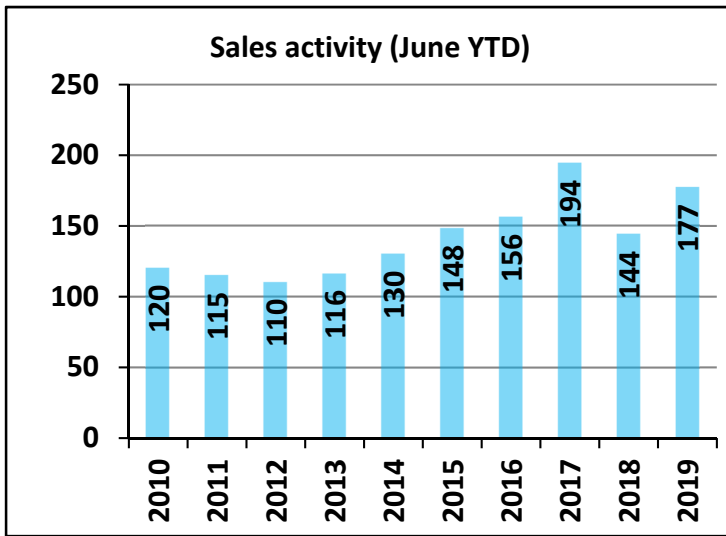
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

| Actual | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|--------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 | June 2017 | June 2016 | June 2014 | June 2012 | June 2009 |
| Sales Activity | 33 | 6.5 | -10.8 | -15.4 | 10.0 | 120.0 | 32.0 |
| Dollar Volume | \$12,237,323 | 32.5 | 8.0 | 26.6 | 86.0 | 299.2 | 142.4 |
| New Listings | 33 | -34.0 | -2.9 | -19.5 | -13.2 | 17.9 | -2.9 |
| Active Listings | 56 | -24.3 | -6.7 | -33.3 | -54.5 | -42.9 | -50.4 |
| Sales to New Listings Ratio ¹ | 100.0 | 62.0 | 108.8 | 95.1 | 78.9 | 53.6 | 73.5 |
| Months of Inventory ² | 1.7 | 2.4 | 1.6 | 2.2 | 4.1 | 6.5 | 4.5 |
| Average Price | \$370,828 | 24.4 | 21.1 | 49.6 | 69.1 | 81.5 | 83.6 |

| Year-to-date | June 2019 | Compared to ⁶ | | | | | |
|------------------------------------------|--------------|--------------------------|---------------|---------------|---------------|---------------|---------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | June 2018 YTD | June 2017 YTD | June 2016 YTD | June 2014 YTD | June 2012 YTD | June 2009 YTD |
| Sales Activity | 177 | 22.9 | -8.8 | 13.5 | 36.2 | 60.9 | 42.7 |
| Dollar Volume | \$68,008,180 | 48.8 | 12.6 | 85.4 | 136.1 | 182.7 | 177.2 |
| New Listings | 223 | 8.3 | -3.9 | -7.1 | -1.3 | 12.1 | 7.2 |
| Active Listings ³ | 56 | 1.8 | -11.1 | -35.6 | -51.7 | -37.1 | -51.7 |
| Sales to New Listings Ratio ⁴ | 79.4 | 69.9 | 83.6 | 65.0 | 57.5 | 55.3 | 59.6 |
| Months of Inventory ⁵ | 1.9 | 2.3 | 1.9 | 3.3 | 5.3 | 4.8 | 5.6 |
| Average Price | \$384,227 | 21.1 | 23.4 | 63.4 | 73.4 | 75.7 | 94.2 |

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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 Average active listings from January to current month / average sales from January to current month

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