



Residential Market Activity

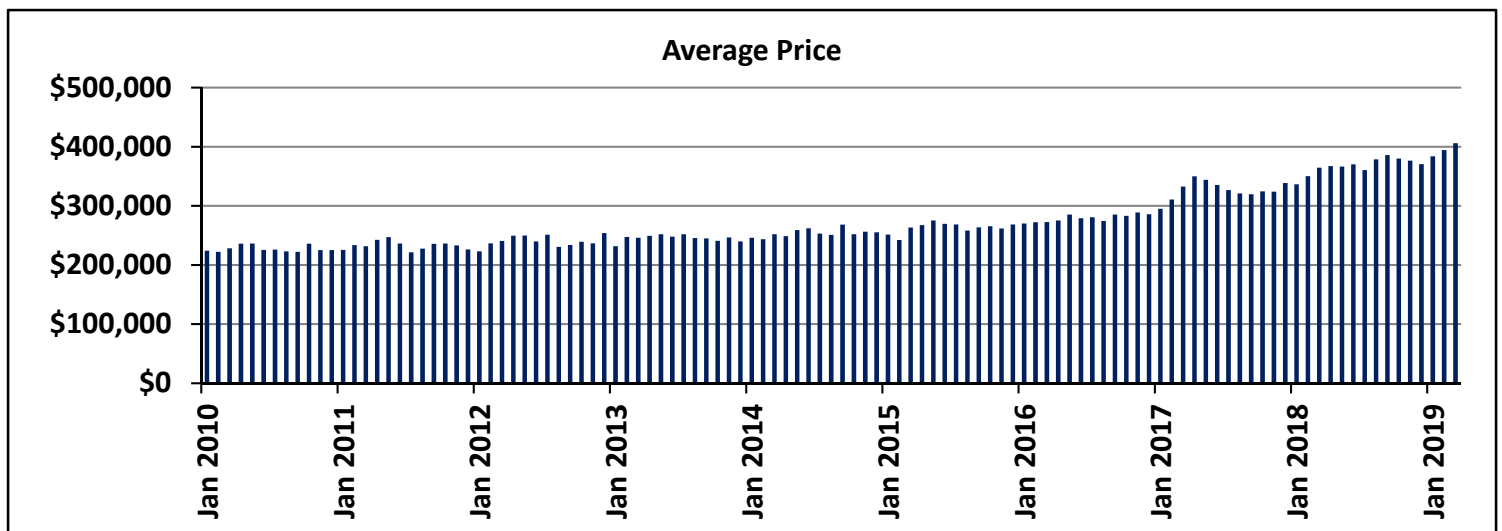
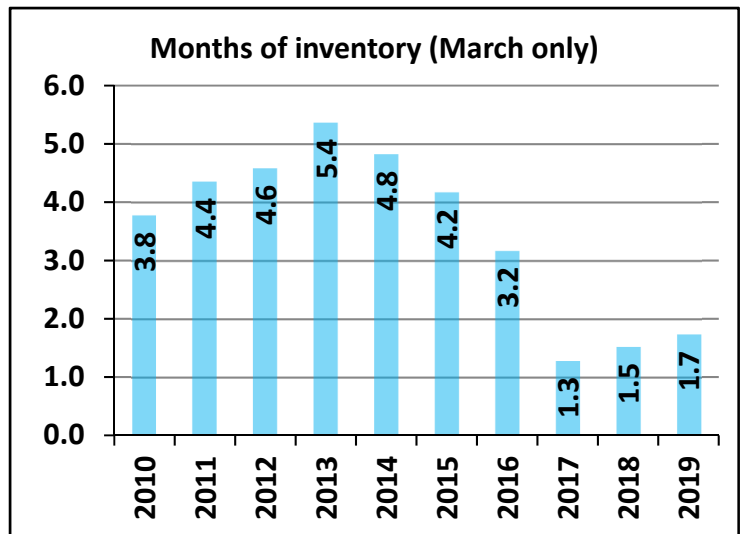
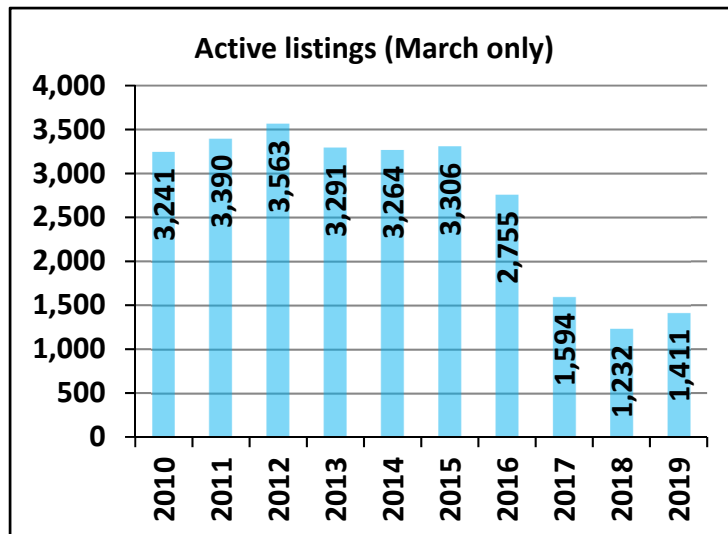
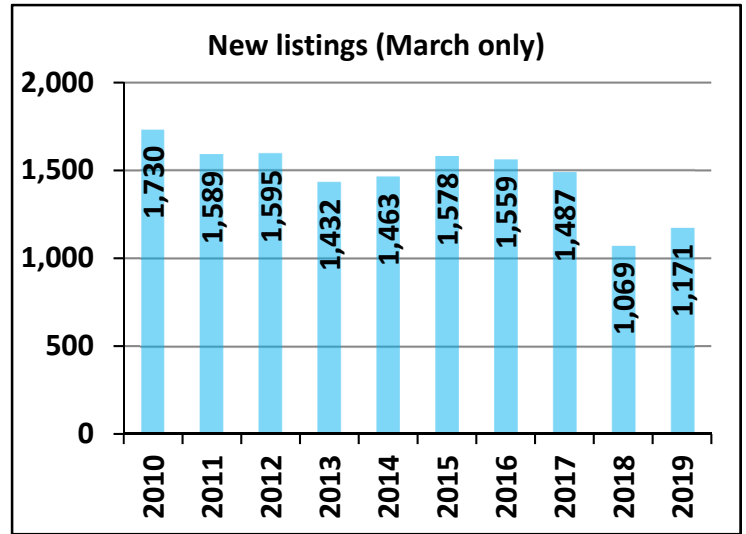
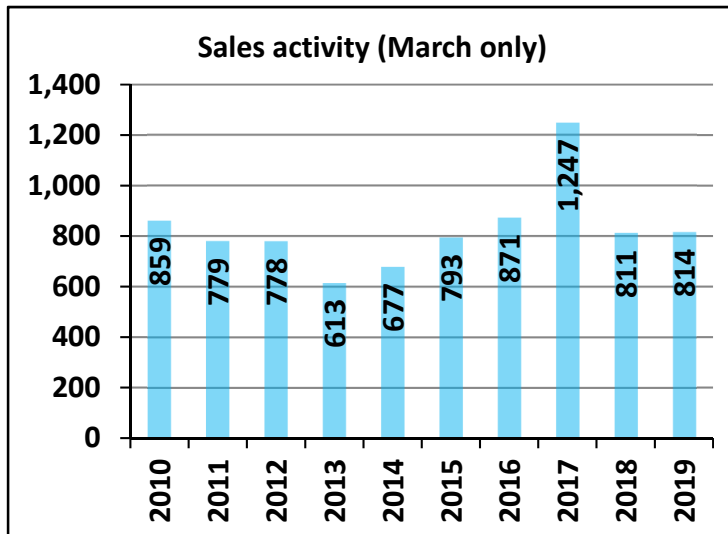
March 2019



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

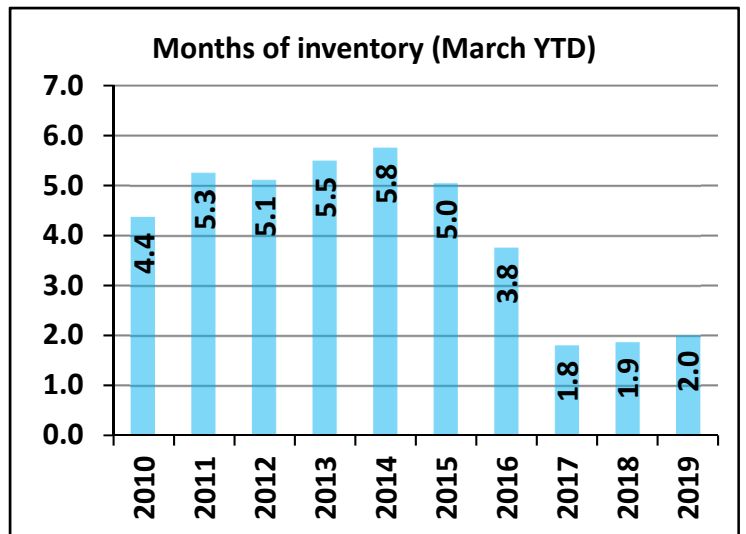
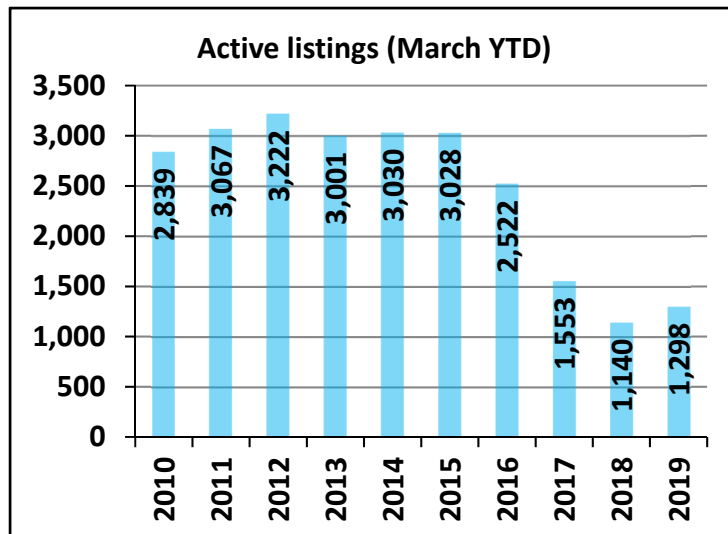
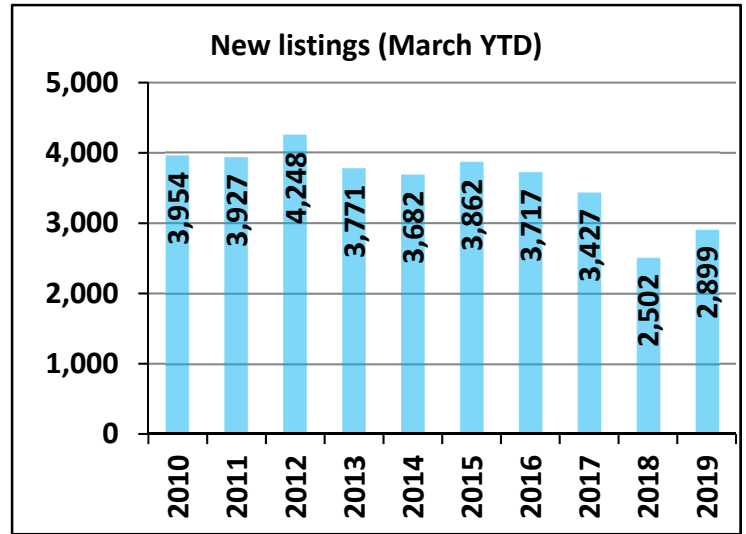
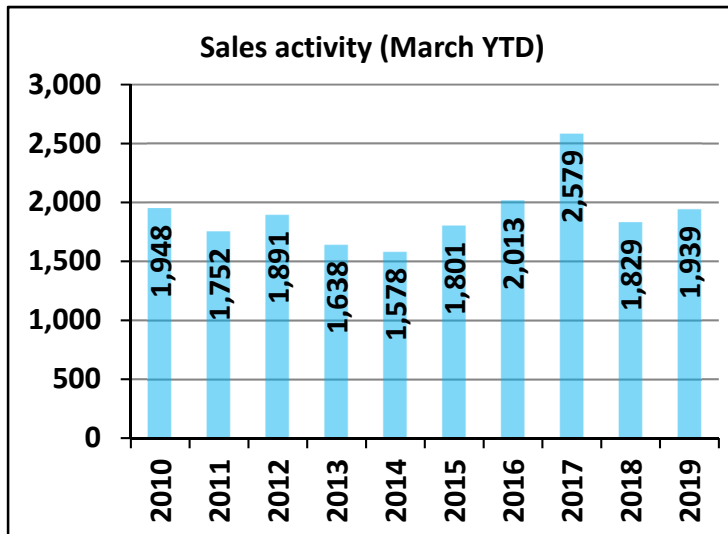
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	814	0.4	-34.7	-6.5	20.2	4.6	19.4
Dollar Volume	\$330,447,836	11.8	-20.3	39.2	93.8	76.6	134.3
New Listings	1,171	9.5	-21.3	-24.9	-20.0	-26.6	-17.6
Active Listings	1,411	14.5	-11.5	-48.8	-56.8	-60.4	-59.9
Sales to New Listings Ratio¹	69.5	75.9	83.9	55.9	46.3	48.8	48.0
Months of Inventory²	1.7	1.5	1.3	3.2	4.8	4.6	5.2
Average Price	\$405,956	11.3	22.1	49.0	61.2	68.8	96.3

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	1,939	6.0	-24.8	-3.7	22.9	2.5	31.0
Dollar Volume	\$768,536,111	19.0	-6.2	40.5	96.6	73.1	148.8
New Listings	2,899	15.9	-15.4	-22.0	-21.3	-31.8	-20.4
Active Listings³	1,298	13.9	-16.4	-48.5	-57.2	-59.7	-60.9
Sales to New Listings Ratio⁴	66.9	73.1	75.3	54.2	42.9	44.5	40.6
Months of Inventory⁵	2.0	1.9	1.8	3.8	5.8	5.1	6.7
Average Price	\$396,357	12.2	24.7	45.8	60.0	68.8	89.9

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

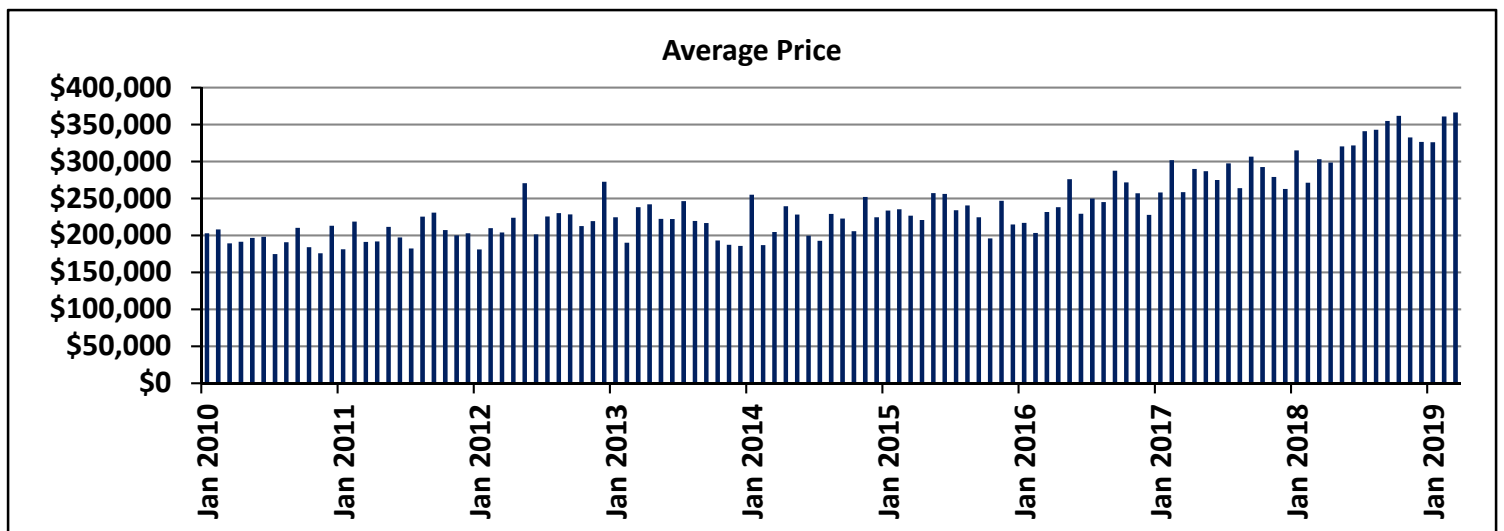
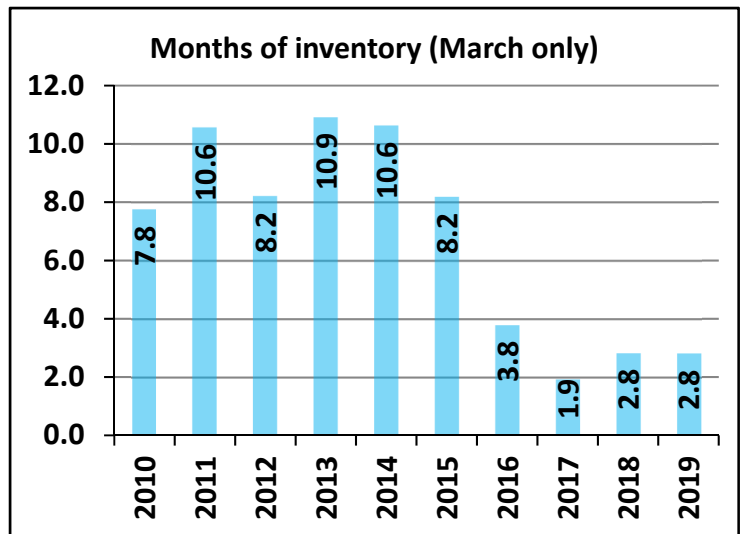
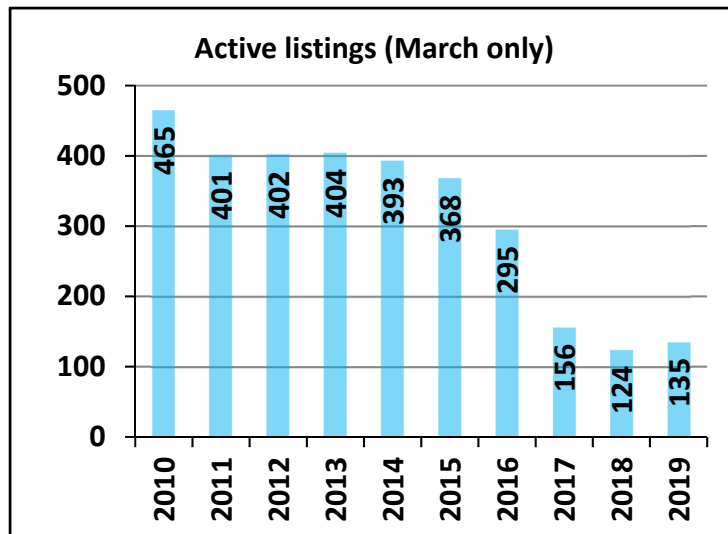
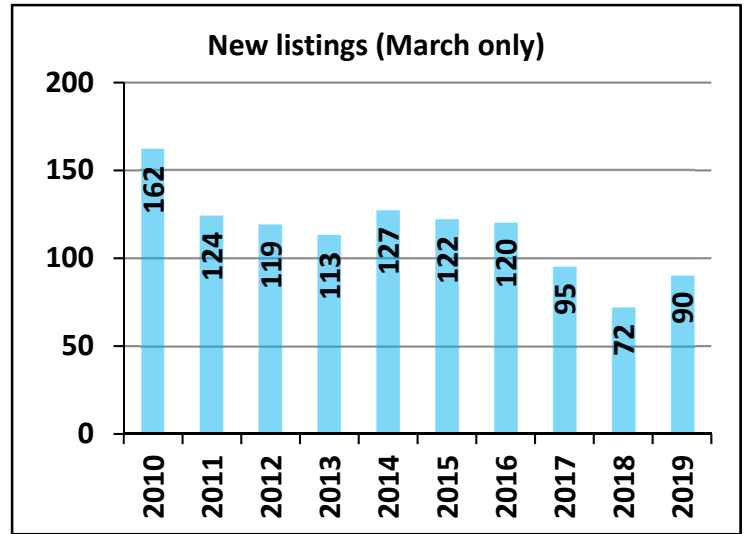
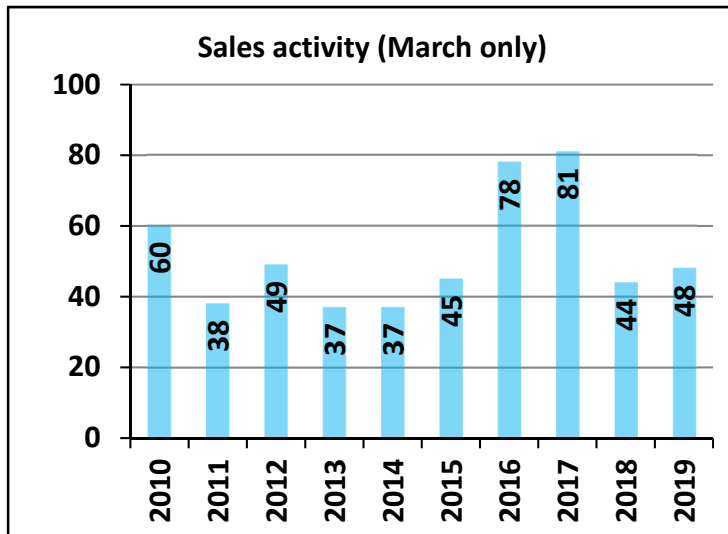
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

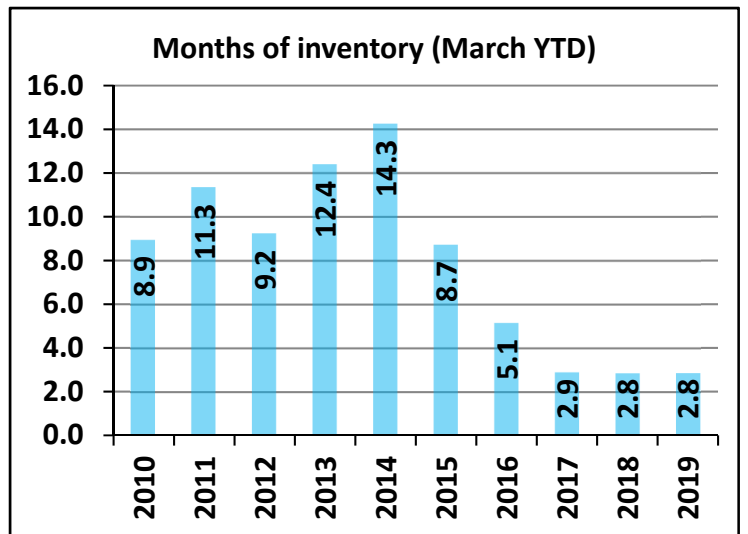
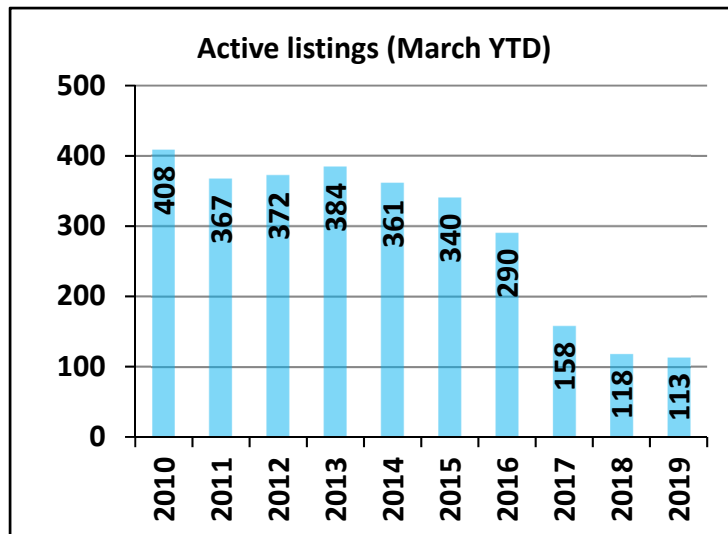
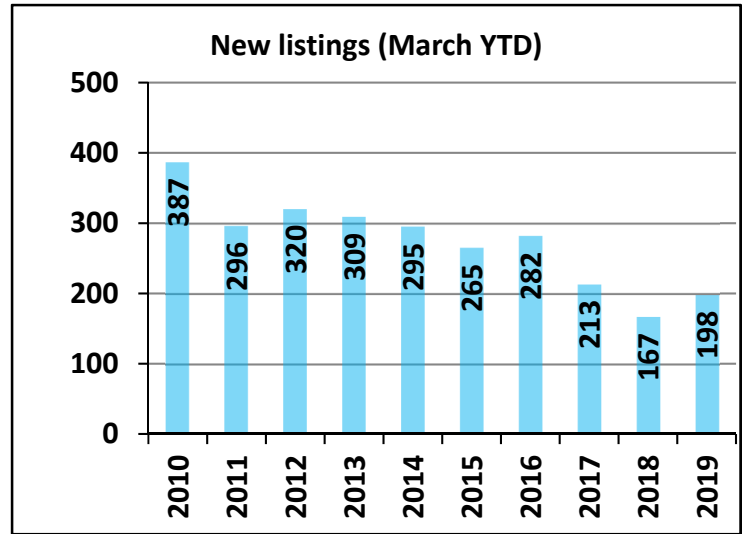
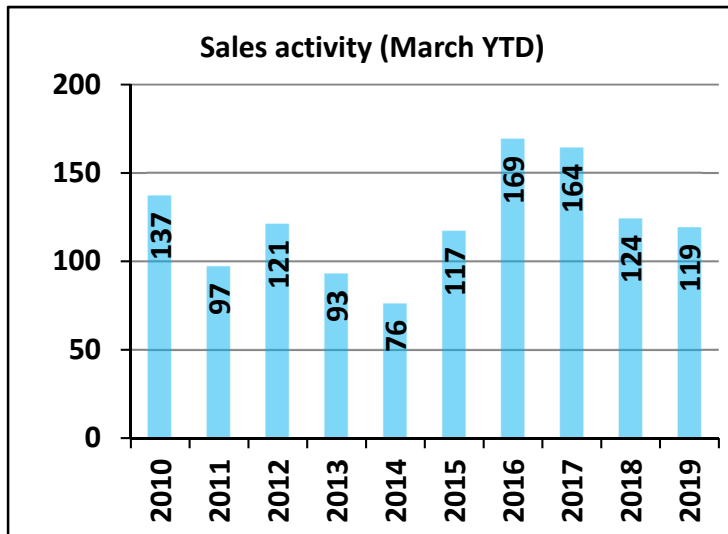
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	48	9.1	-40.7	-38.5	29.7	-2.0	4.3
Dollar Volume	\$17,575,496	31.8	-16.1	-2.7	132.1	75.8	105.0
New Listings	90	25.0	-5.3	-25.0	-29.1	-24.4	-32.8
Active Listings	135	8.9	-13.5	-54.2	-65.6	-66.4	-71.0
Sales to New Listings Ratio¹	53.3	61.1	85.3	65.0	29.1	41.2	34.3
Months of Inventory²	2.8	2.8	1.9	3.8	10.6	8.2	10.1
Average Price	\$366,156	20.9	41.7	58.1	78.9	79.5	96.4

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	119	-4.0	-27.4	-29.6	56.6	-1.7	25.3
Dollar Volume	\$41,871,740	14.0	-5.6	13.1	161.5	74.0	127.0
New Listings	198	18.6	-7.0	-29.8	-32.9	-38.1	-40.0
Active Listings³	113	-4.2	-28.5	-61.0	-68.7	-69.6	-74.0
Sales to New Listings Ratio⁴	60.1	74.3	77.0	59.9	25.8	37.8	28.8
Months of Inventory⁵	2.8	2.8	2.9	5.1	14.3	9.2	13.7
Average Price	\$351,863	18.8	30.1	60.6	67.0	76.9	81.2

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

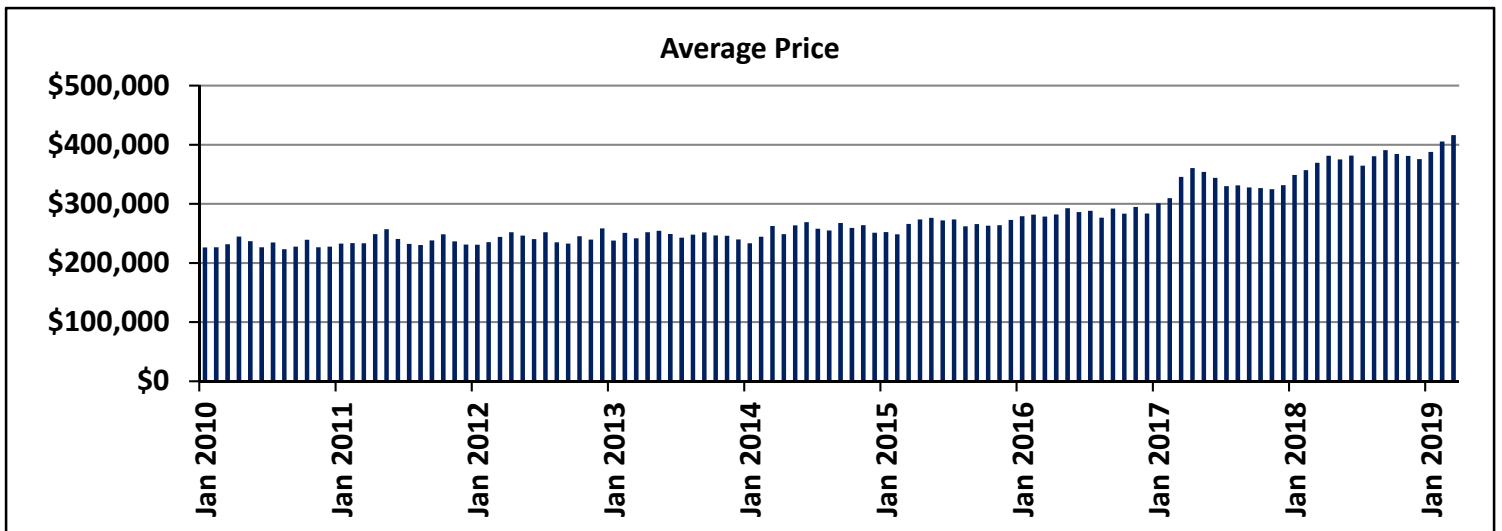
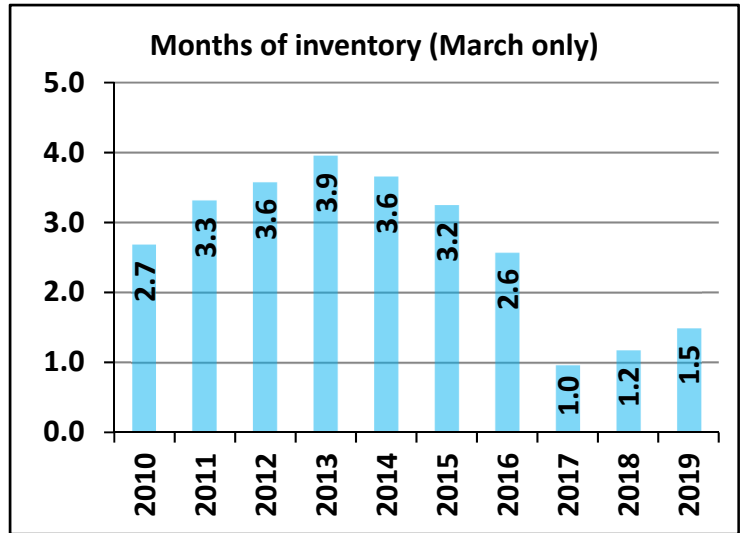
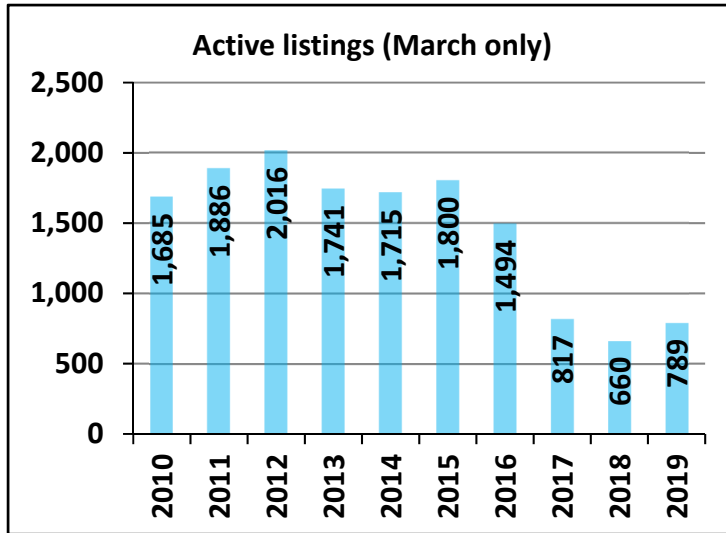
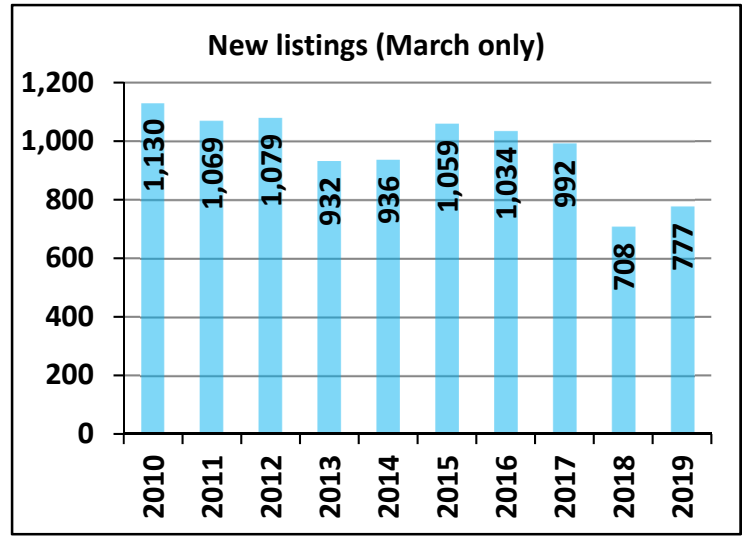
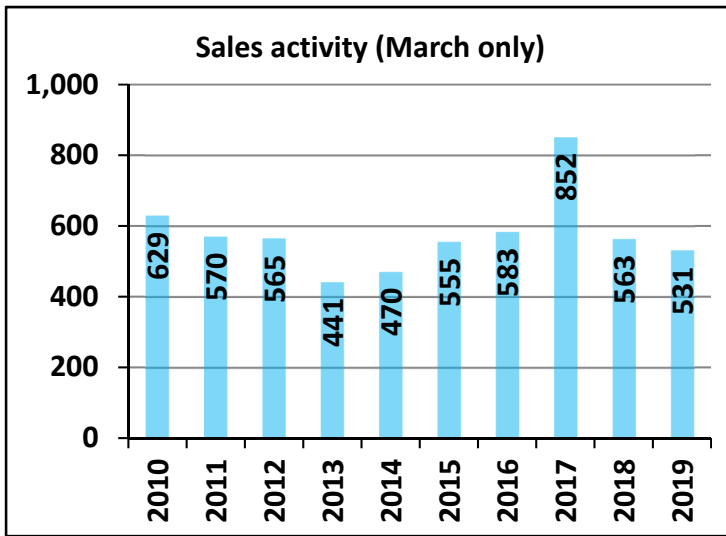
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⁵ Average active listings from January to current month / average sales from January to current month

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

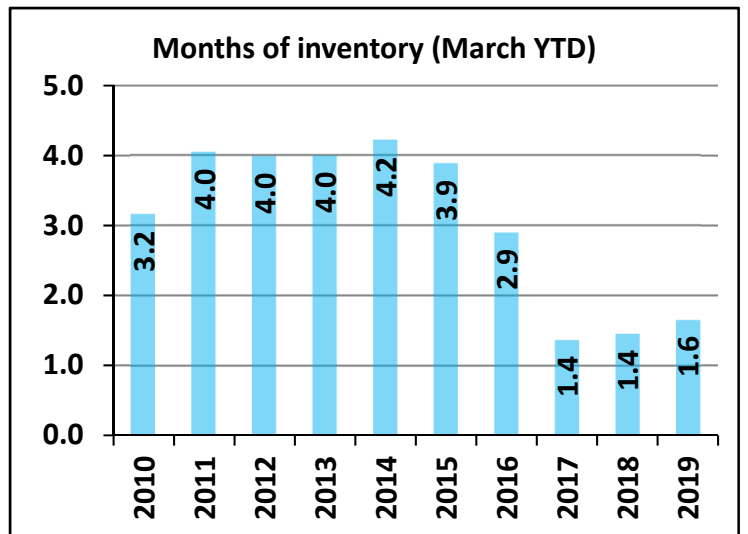
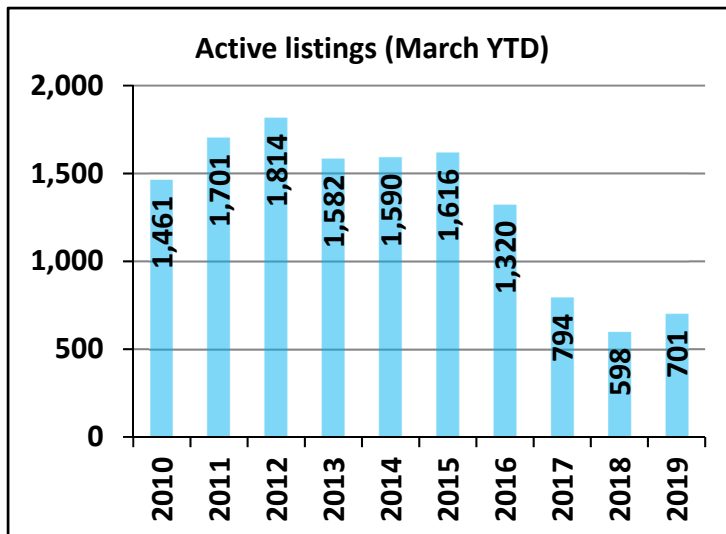
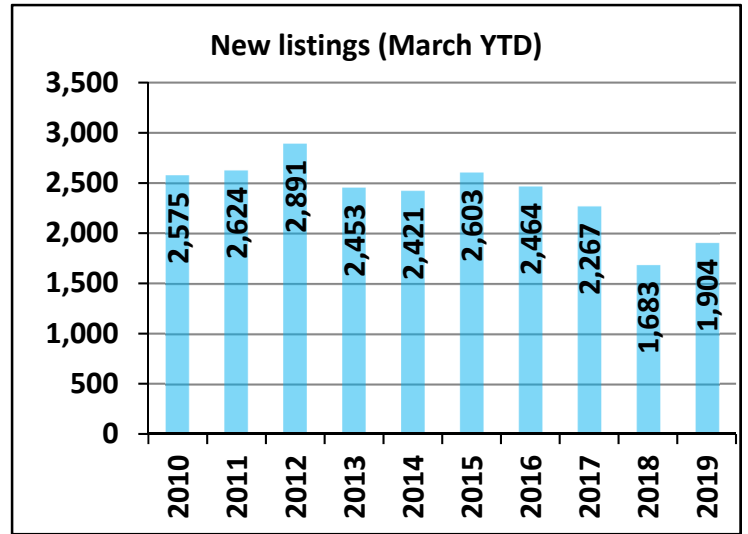
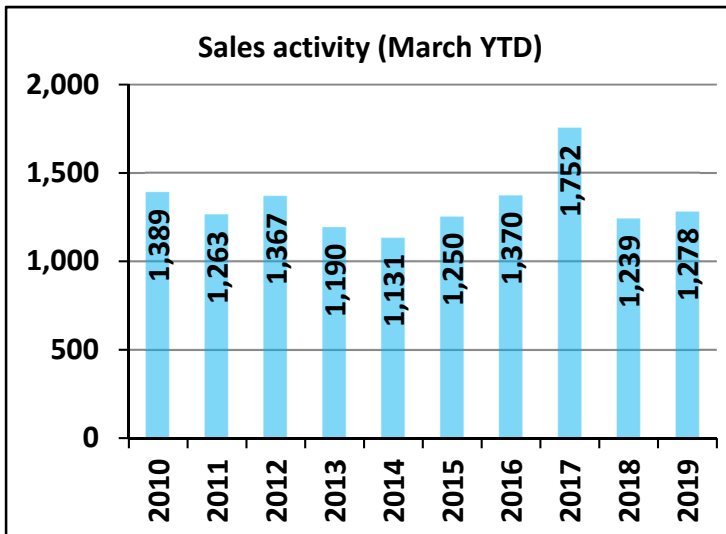
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	531	-5.7	-37.7	-8.9	13.0	-6.0	6.8
Dollar Volume	\$220,941,304	6.3	-24.9	36.1	79.0	60.3	112.7
New Listings	777	9.7	-21.7	-24.9	-17.0	-28.0	-17.4
Active Listings	789	19.5	-3.4	-47.2	-54.0	-60.9	-58.1
Sales to New Listings Ratio ¹	68.3	79.5	85.9	56.4	50.2	52.4	52.8
Months of Inventory ²	1.5	1.2	1.0	2.6	3.6	3.6	3.8
Average Price	\$416,085	12.7	20.5	49.5	58.5	70.5	99.0

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	1,278	3.1	-27.1	-6.7	13.0	-6.5	19.7
Dollar Volume	\$517,859,012	15.9	-9.1	35.2	83.8	59.3	131.7
New Listings	1,904	13.1	-16.0	-22.7	-21.4	-34.1	-21.7
Active Listings ³	701	17.2	-11.7	-46.9	-55.9	-61.4	-60.3
Sales to New Listings Ratio ⁴	67.1	73.6	77.3	55.6	46.7	47.3	43.9
Months of Inventory ⁵	1.6	1.4	1.4	2.9	4.2	4.0	5.0
Average Price	\$405,210	12.4	24.6	44.9	62.7	70.4	93.6

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

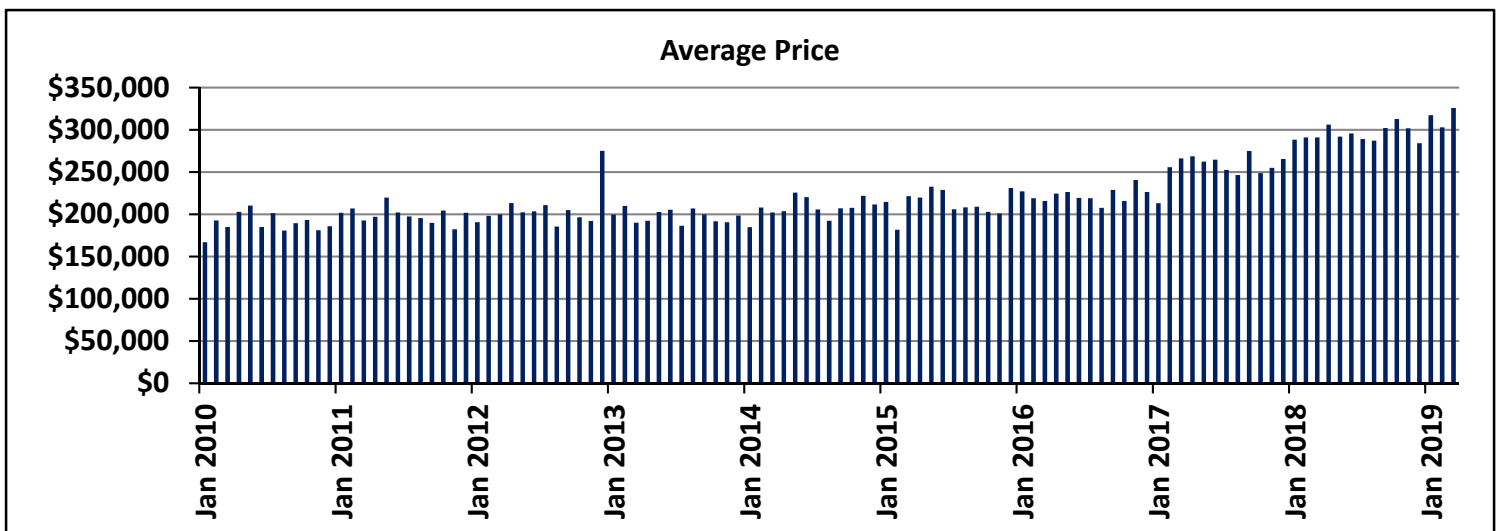
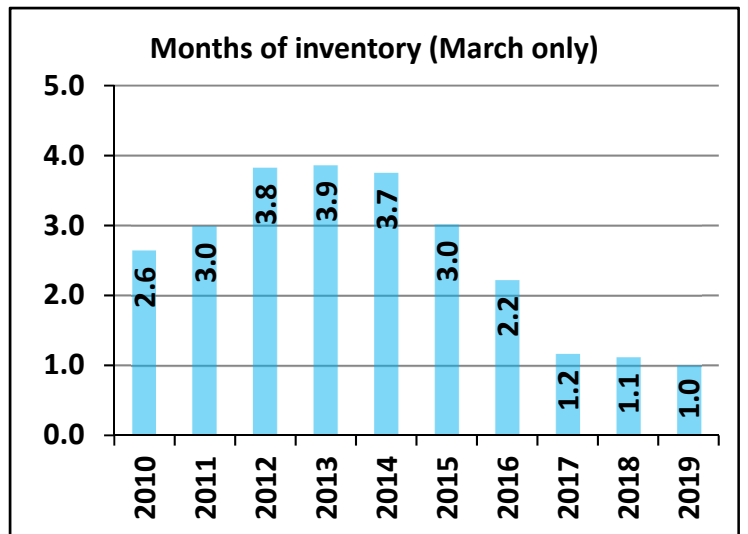
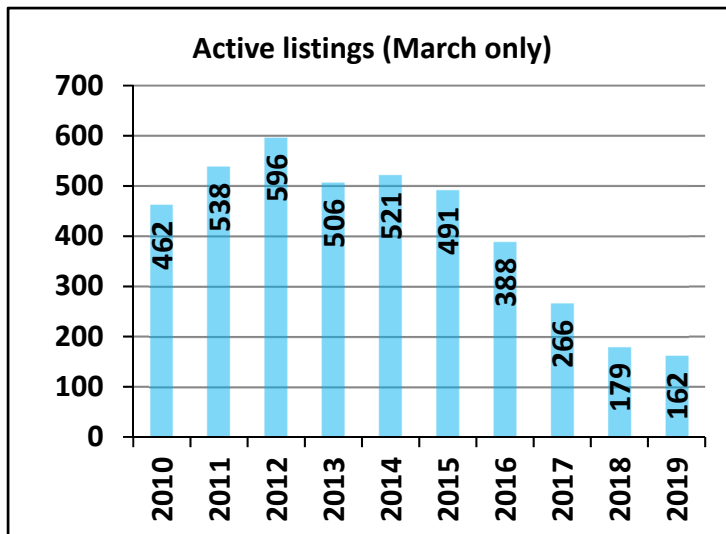
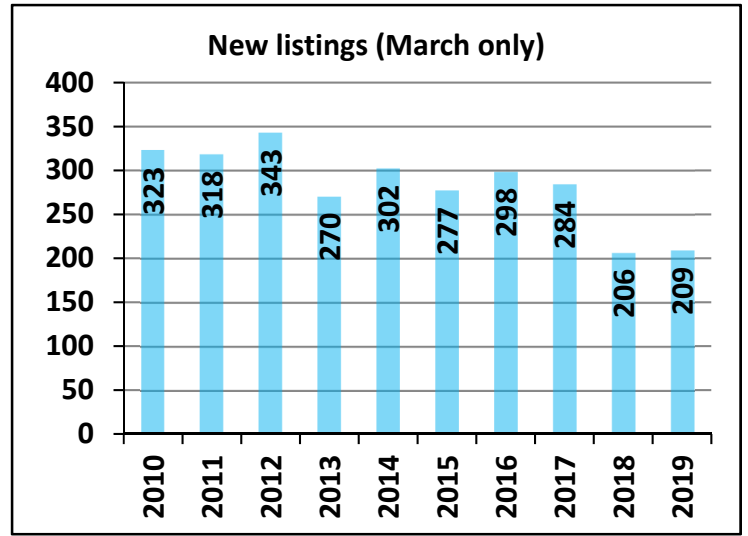
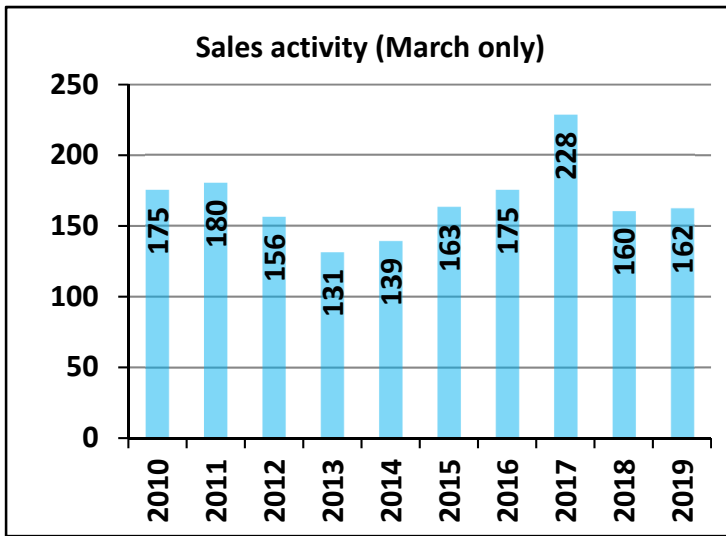
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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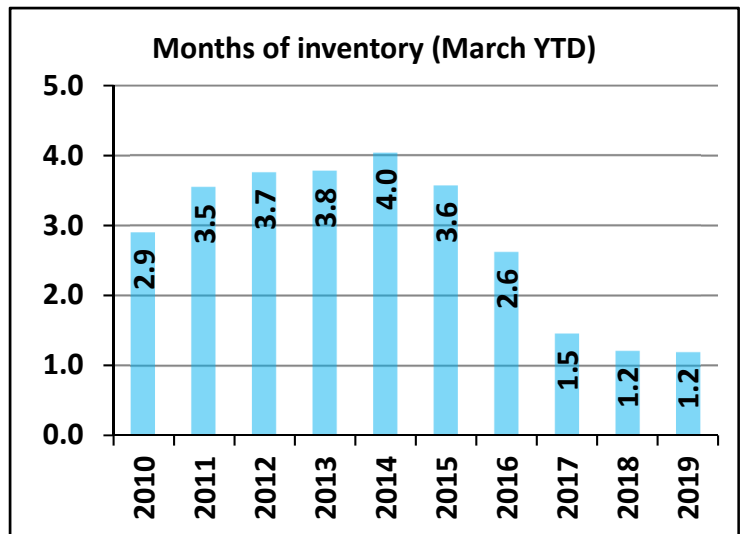
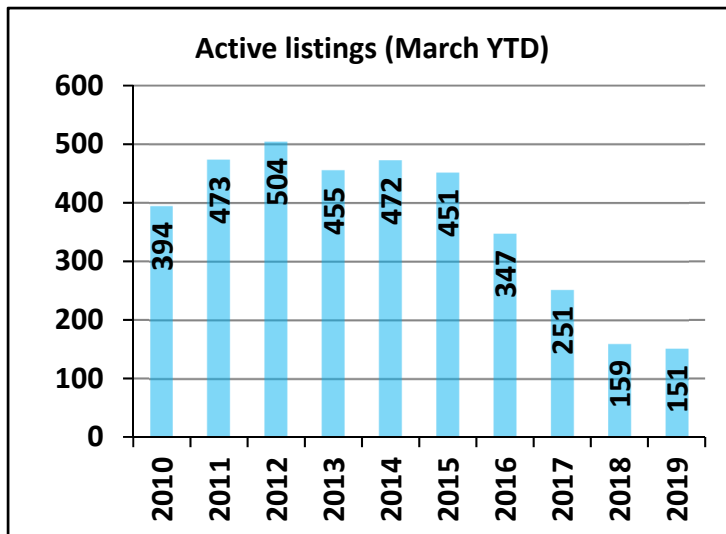
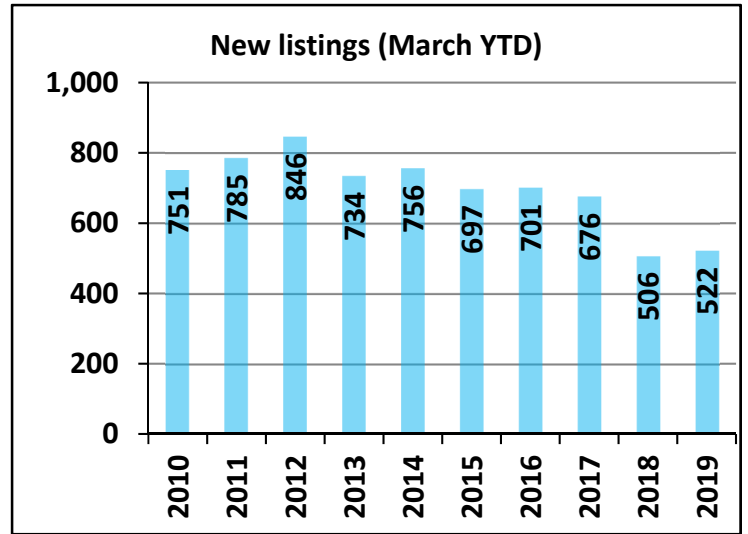
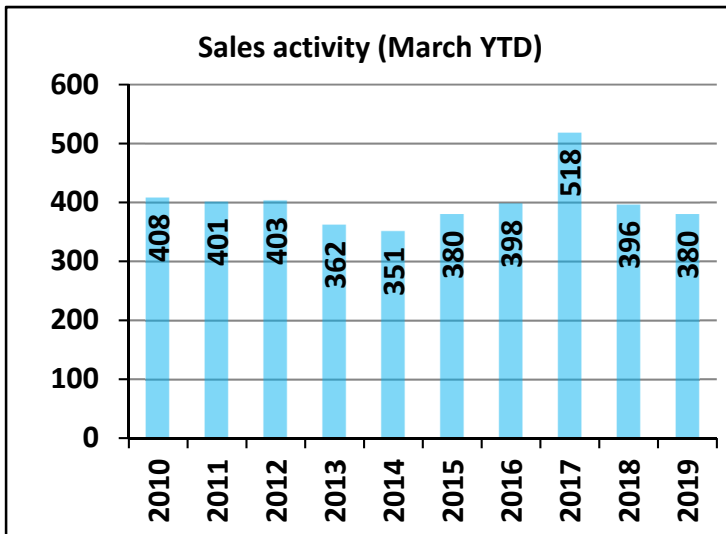
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	162	1.3	-28.9	-7.4	16.5	3.8	-10.5
Dollar Volume	\$52,781,237	13.4	-13.0	39.9	87.9	69.2	54.3
New Listings	209	1.5	-26.4	-29.9	-30.8	-39.1	-22.9
Active Listings	162	-9.5	-39.1	-58.2	-68.9	-72.8	-68.3
Sales to New Listings Ratio¹	77.5	77.7	80.3	58.7	46.0	45.5	66.8
Months of Inventory²	1.0	1.1	1.2	2.2	3.7	3.8	2.8
Average Price	\$325,810	12.0	22.4	51.1	61.2	63.0	72.4

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	380	-4.0	-26.6	-4.5	8.3	-5.7	8.0
Dollar Volume	\$120,501,586	4.8	-7.2	38.2	72.0	51.8	85.9
New Listings	522	3.2	-22.8	-25.5	-31.0	-38.3	-27.5
Active Listings³	151	-5.0	-39.8	-56.5	-68.0	-70.0	-68.5
Sales to New Listings Ratio⁴	72.8	78.3	76.6	56.8	46.4	47.6	48.9
Months of Inventory⁵	1.2	1.2	1.5	2.6	4.0	3.7	4.1
Average Price	\$317,109	9.2	26.5	44.7	58.9	61.0	72.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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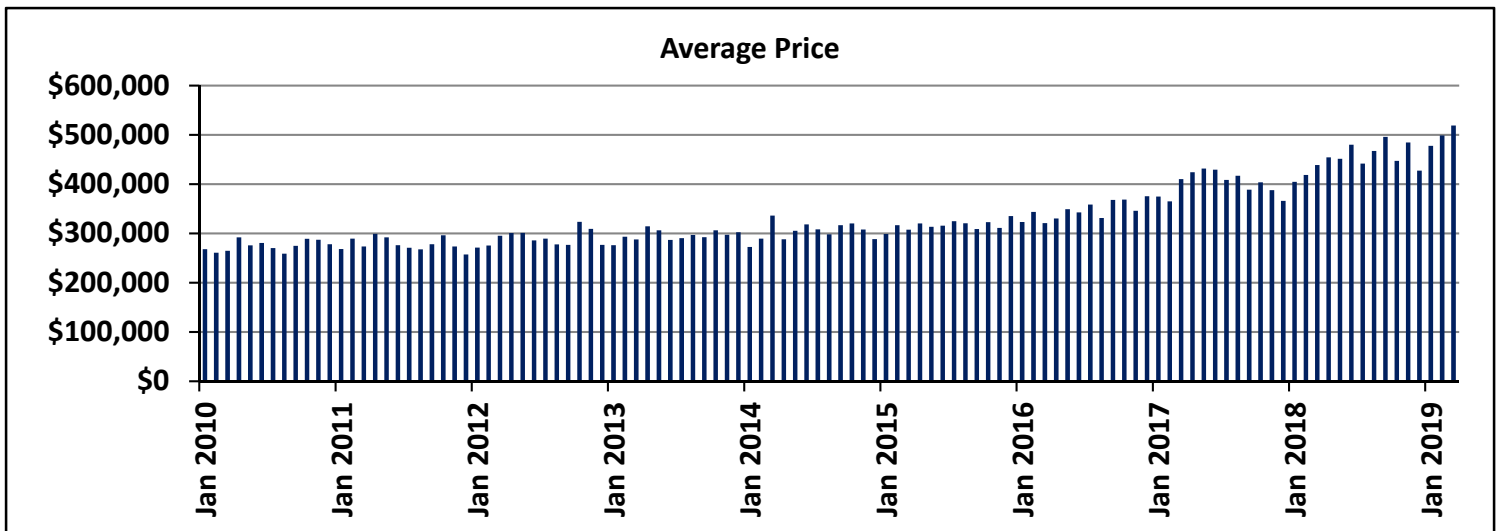
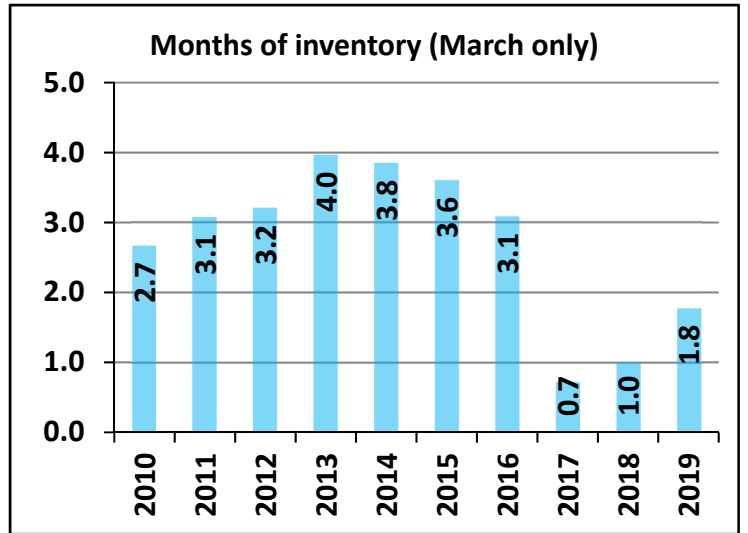
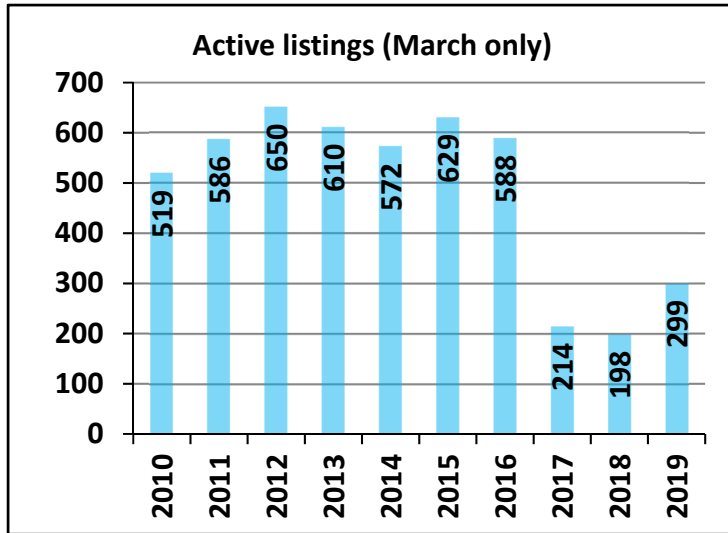
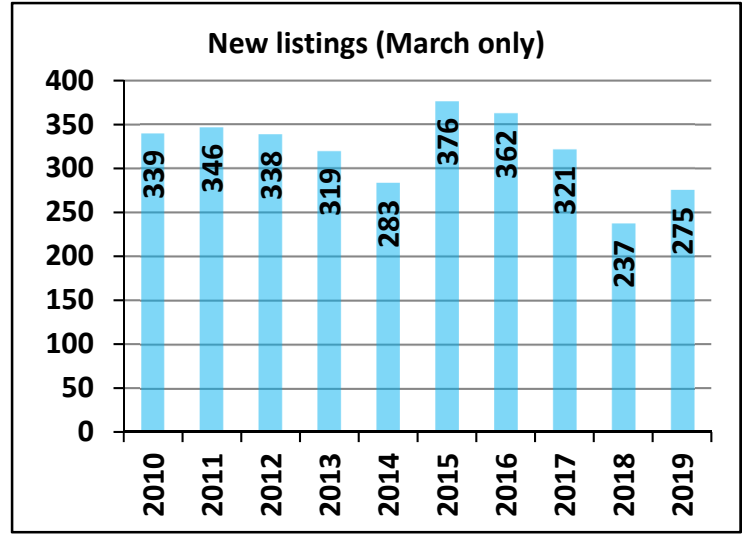
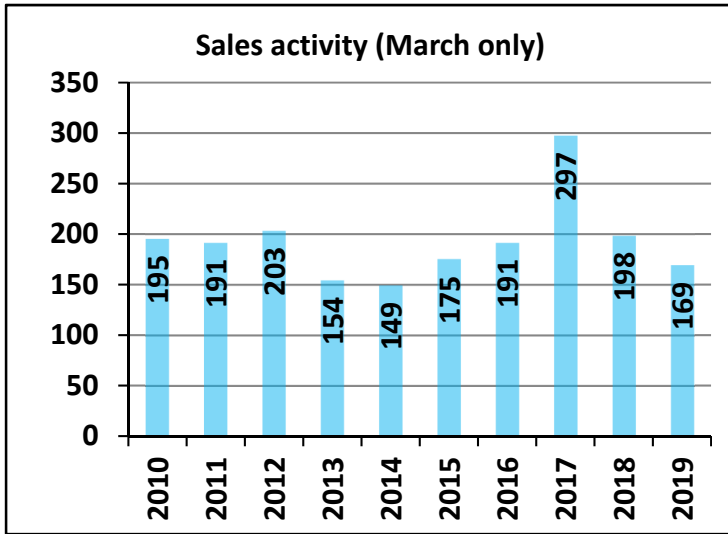
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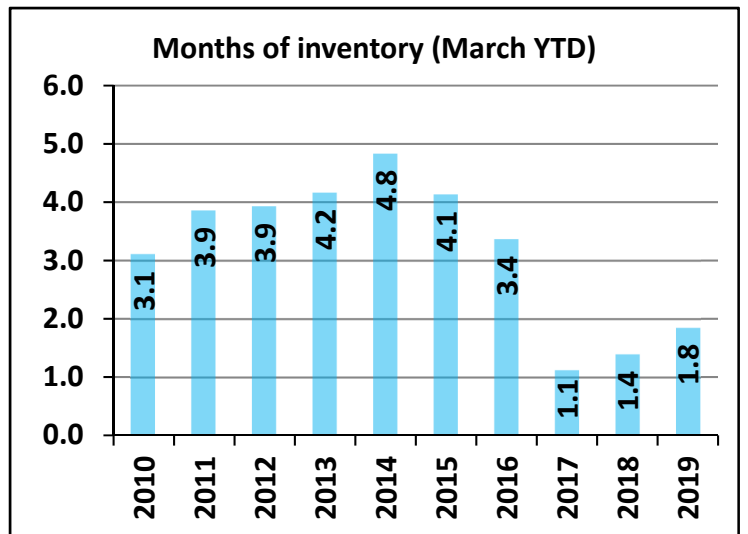
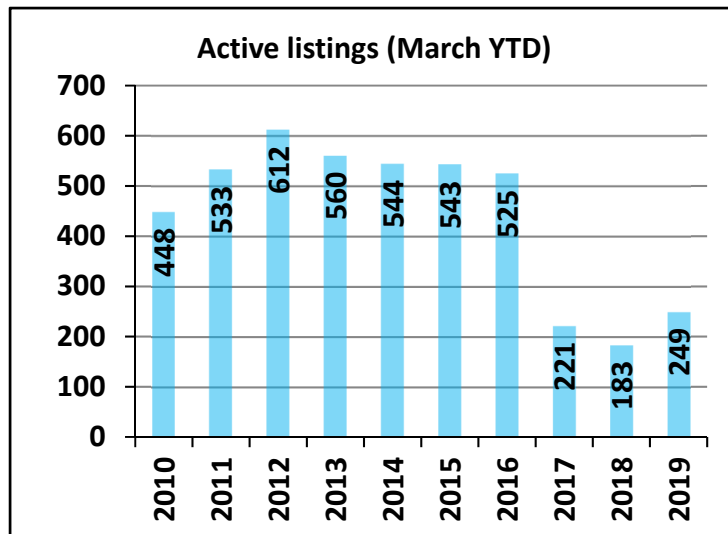
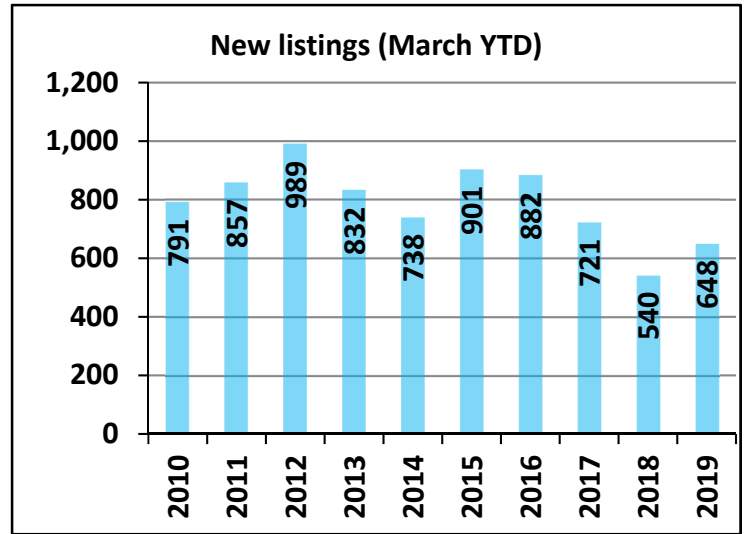
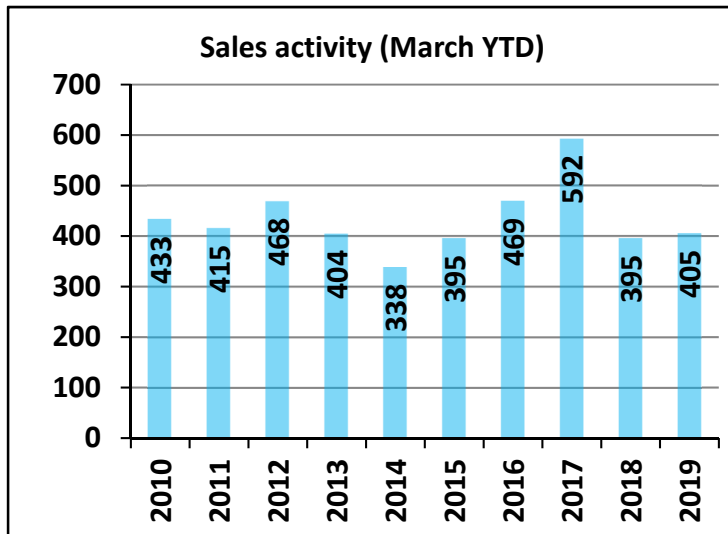
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	169	-14.6	-43.1	-11.5	13.4	-16.7	15.8
Dollar Volume	\$87,709,508	1.0	-28.0	43.1	75.2	46.4	141.2
New Listings	275	16.0	-14.3	-24.0	-2.8	-18.6	-12.4
Active Listings	299	51.0	39.7	-49.1	-47.7	-54.0	-48.8
Sales to New Listings Ratio¹	61.5	83.5	92.5	52.8	52.7	60.1	46.5
Months of Inventory²	1.8	1.0	0.7	3.1	3.8	3.2	4.0
Average Price	\$518,991	18.3	26.6	61.7	54.4	75.9	108.4

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	405	2.5	-31.6	-13.6	19.8	-13.5	27.0
Dollar Volume	\$203,289,909	20.9	-11.9	31.7	96.8	53.5	153.2
New Listings	648	20.0	-10.1	-26.5	-12.2	-34.5	-15.7
Active Listings³	249	36.1	12.7	-52.6	-54.2	-59.3	-52.9
Sales to New Listings Ratio⁴	62.5	73.1	82.1	53.2	45.8	47.3	41.5
Months of Inventory⁵	1.8	1.4	1.1	3.4	4.8	3.9	5.0
Average Price	\$501,950	17.9	28.8	52.5	64.2	77.3	99.5

¹ Sales / new listings * 100

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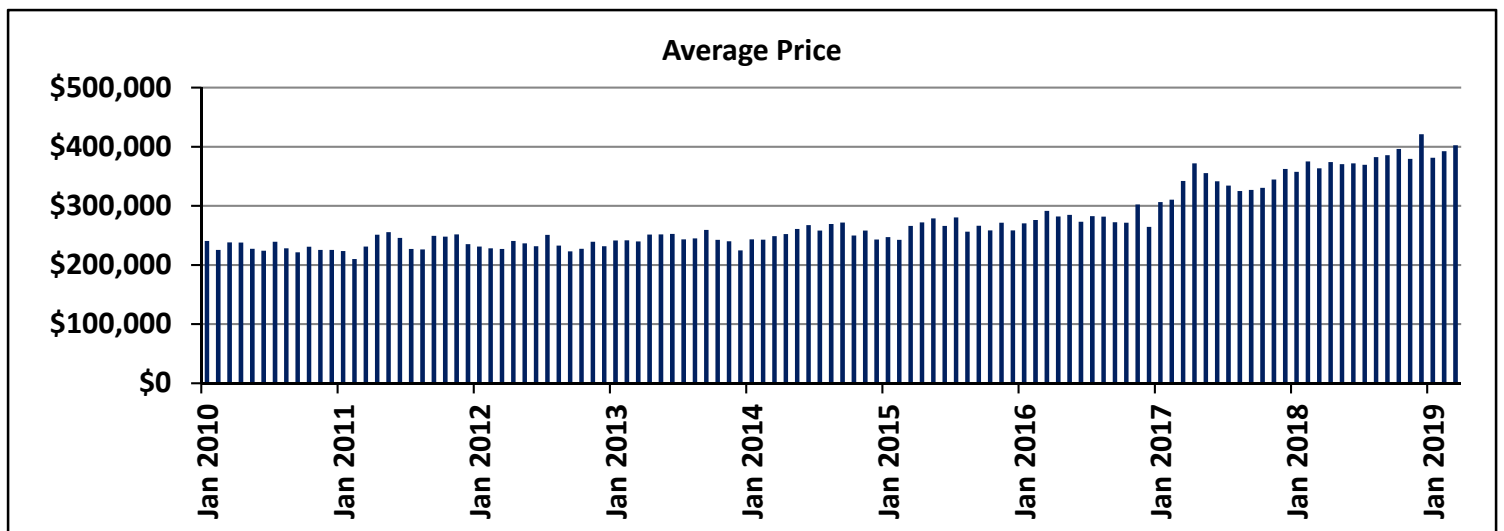
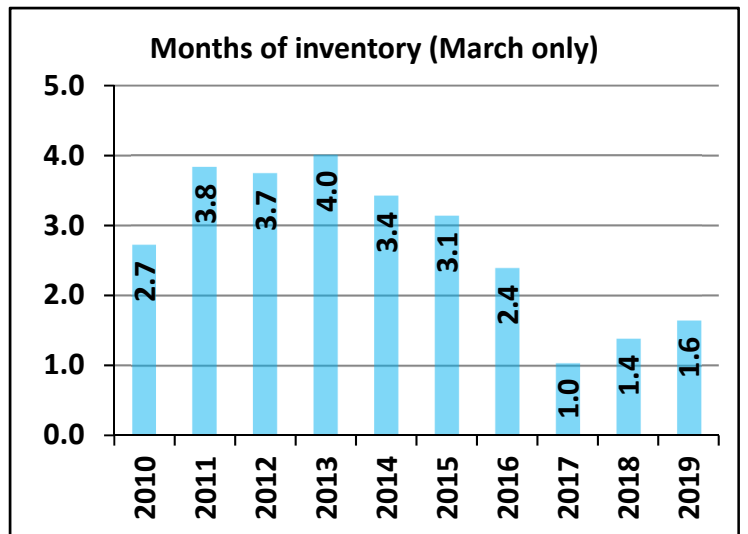
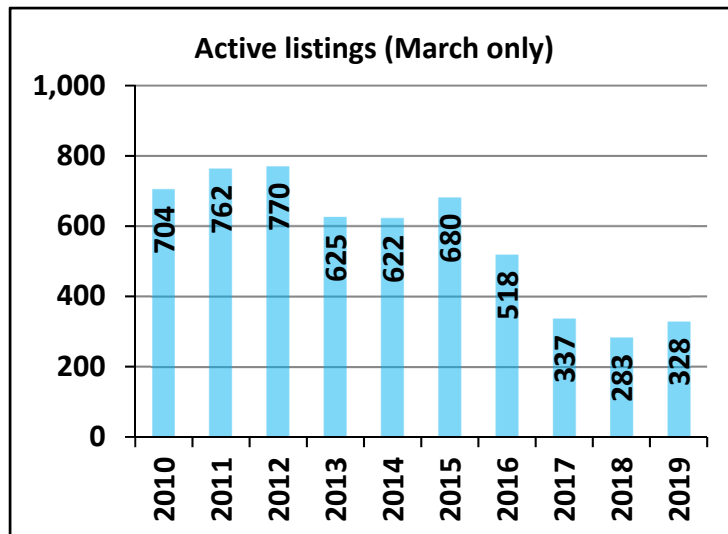
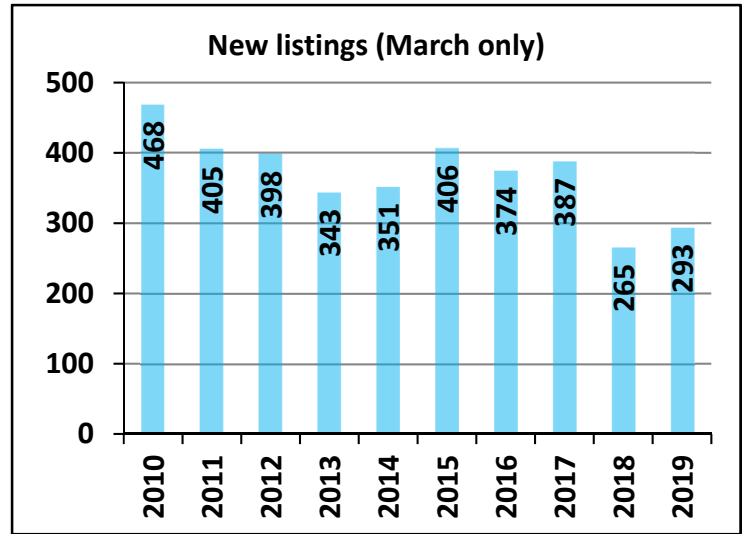
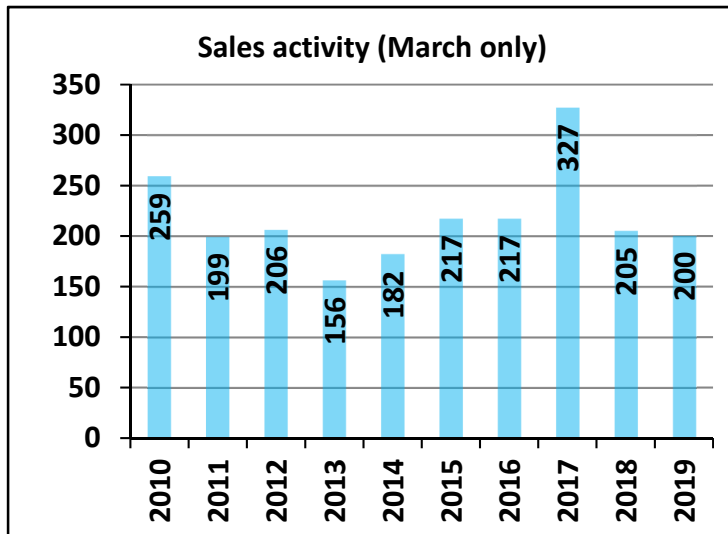
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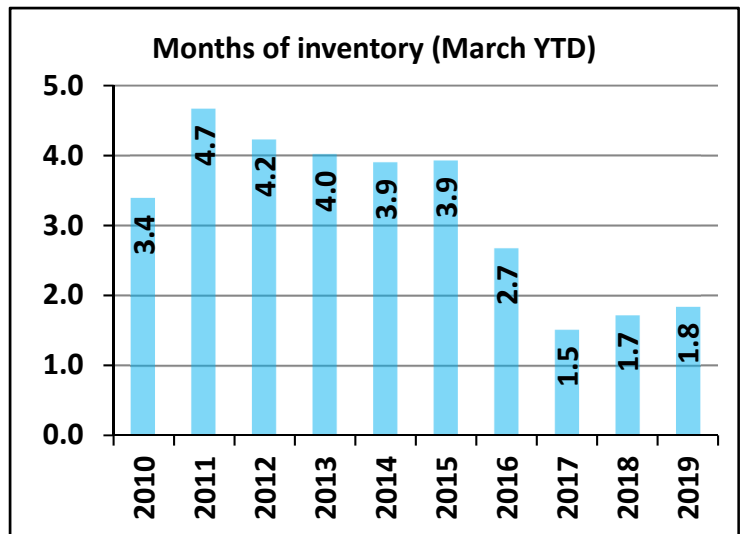
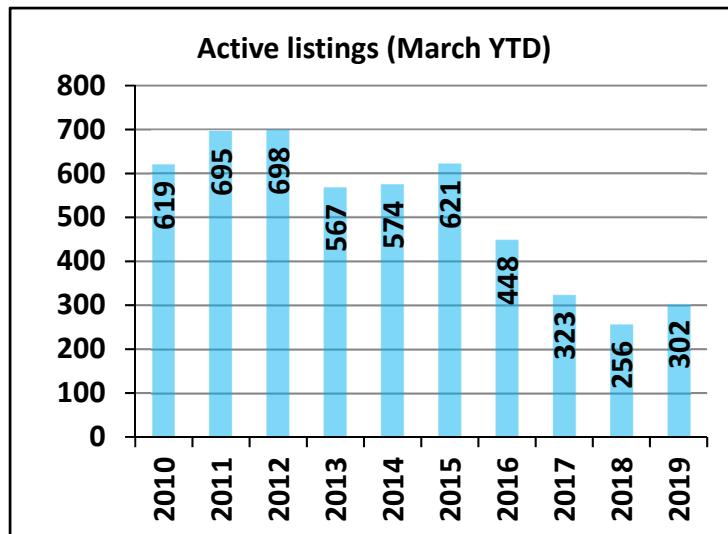
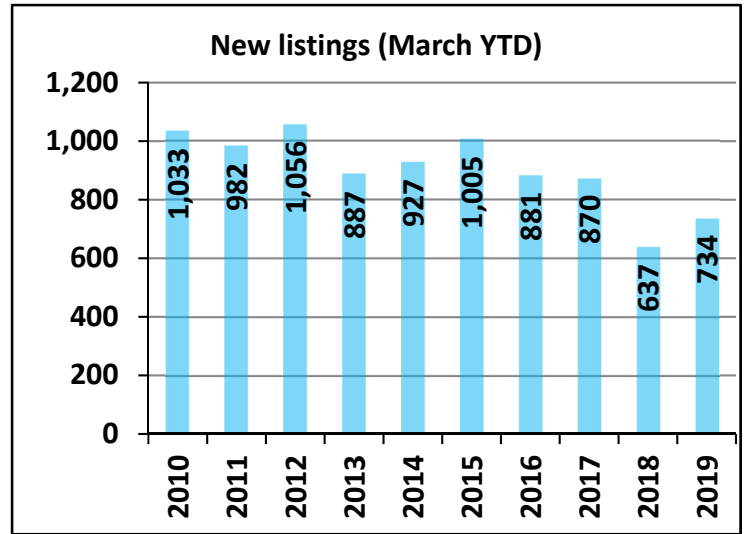
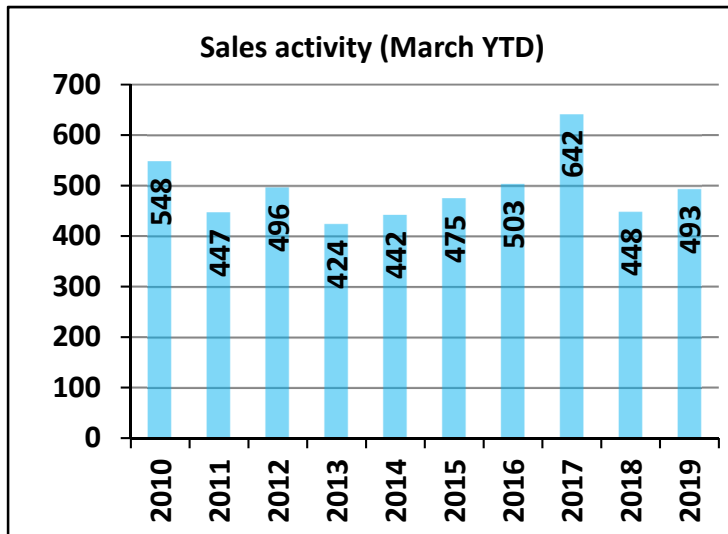
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	200	-2.4	-38.8	-7.8	9.9	-2.9	17.6
Dollar Volume	\$80,450,559	8.0	-28.1	27.2	77.8	72.0	141.4
New Listings	293	10.6	-24.3	-21.7	-16.5	-26.4	-17.7
Active Listings	328	15.9	-2.7	-36.7	-47.3	-57.4	-58.3
Sales to New Listings Ratio ¹	68.3	77.4	84.5	58.0	51.9	51.8	47.8
Months of Inventory ²	1.6	1.4	1.0	2.4	3.4	3.7	4.6
Average Price	\$402,253	10.7	17.6	38.0	61.8	77.1	105.2

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	493	10.0	-23.2	-2.0	11.5	-0.6	24.2
Dollar Volume	\$194,067,518	18.5	-7.2	37.2	79.0	71.3	147.4
New Listings	734	15.2	-15.6	-16.7	-20.8	-30.5	-22.2
Active Listings ³	302	18.0	-6.5	-32.6	-47.4	-56.7	-60.1
Sales to New Listings Ratio ⁴	67.2	70.3	73.8	57.1	47.7	47.0	42.1
Months of Inventory ⁵	1.8	1.7	1.5	2.7	3.9	4.2	5.7
Average Price	\$393,646	7.7	20.9	40.0	60.5	72.4	99.3

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

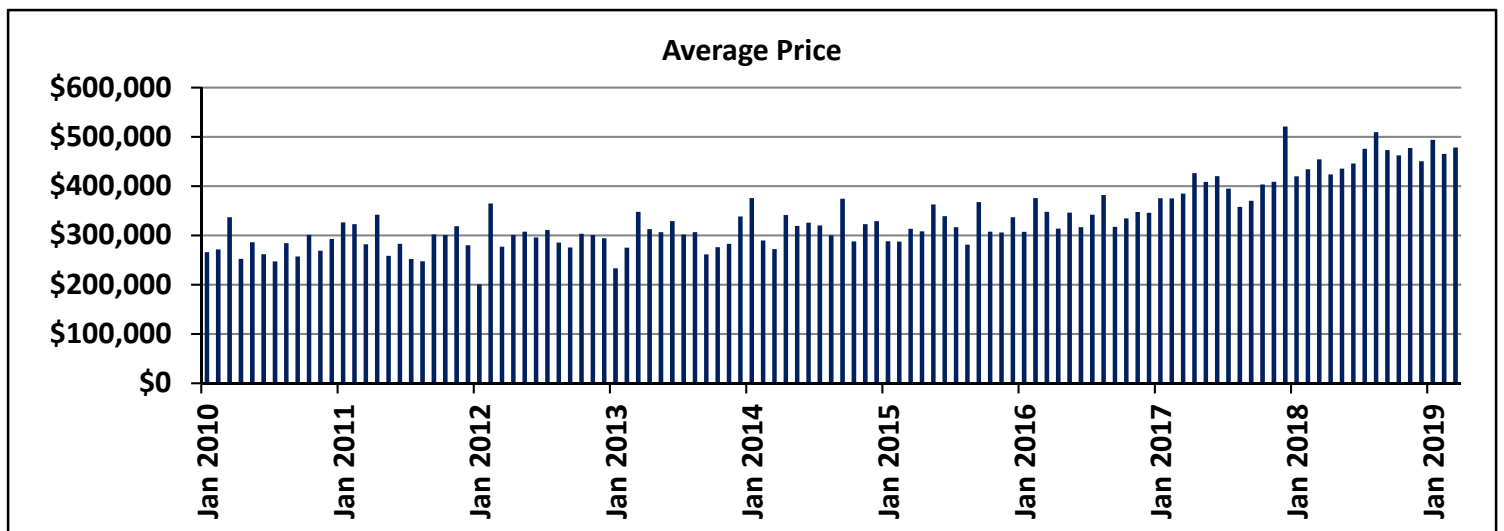
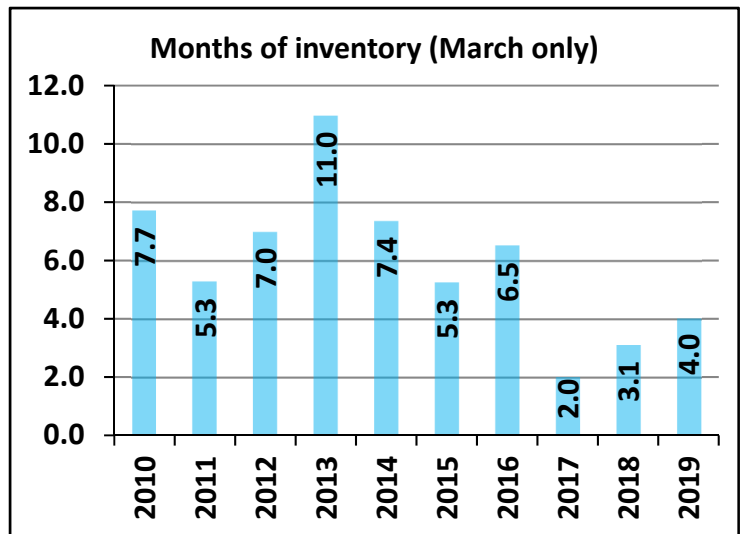
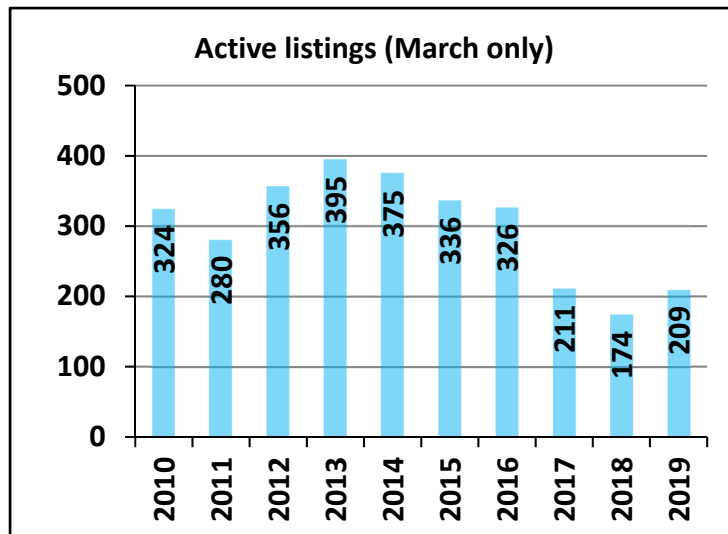
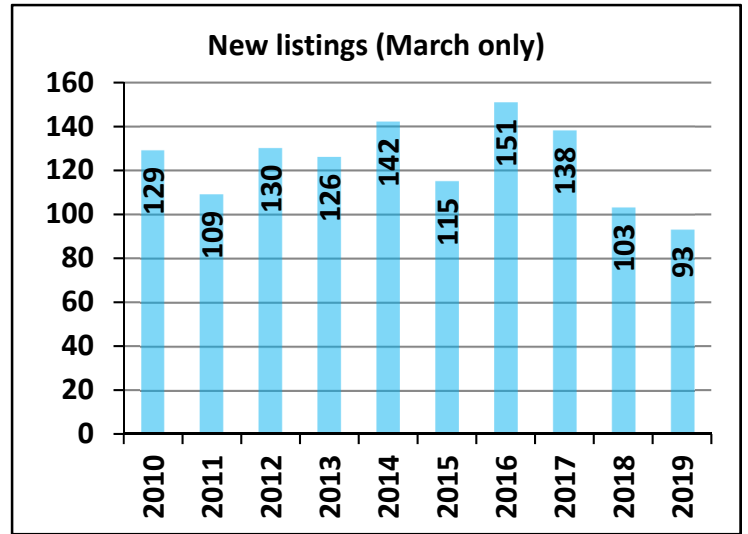
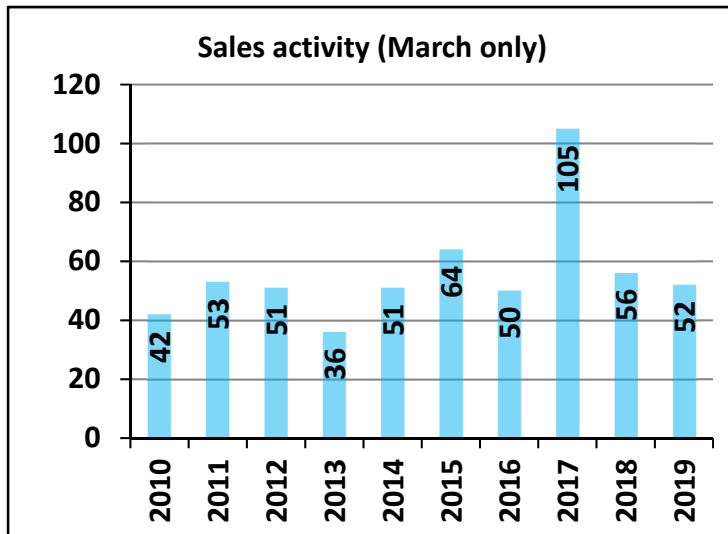
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

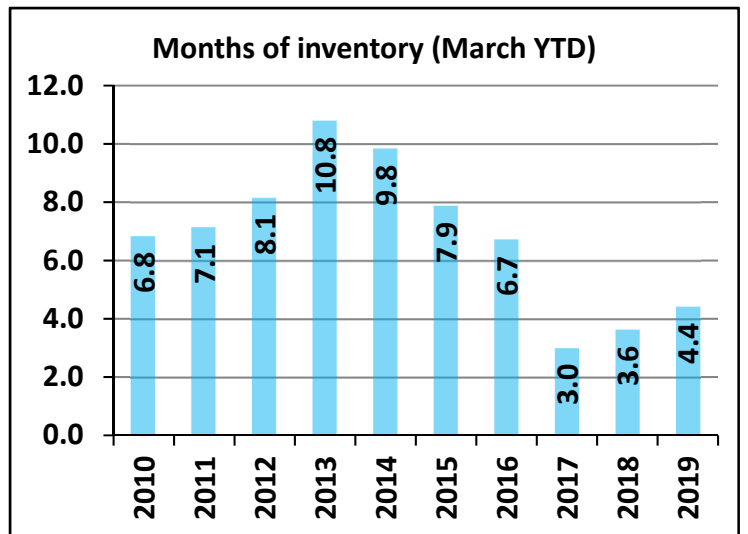
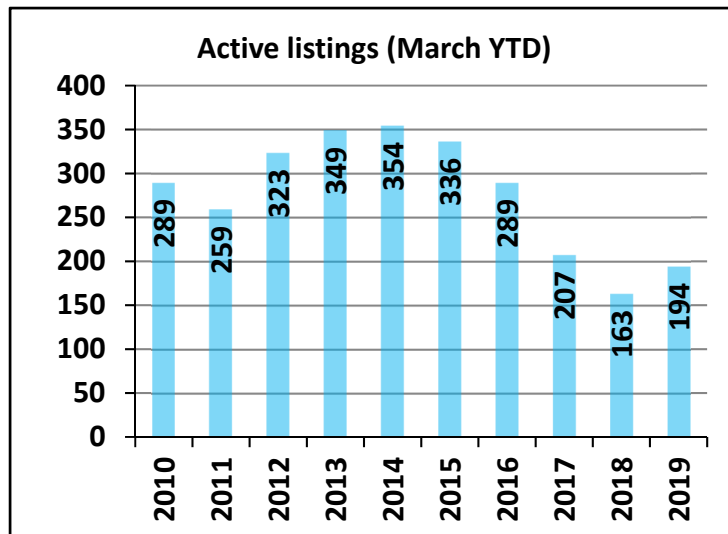
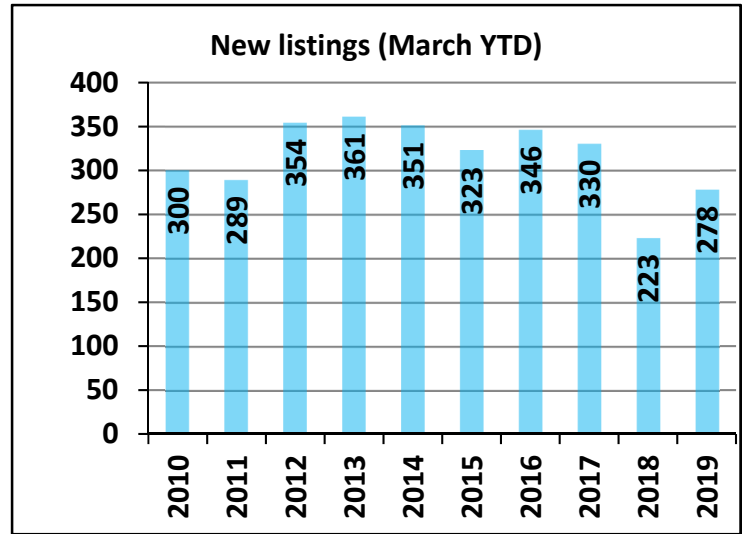
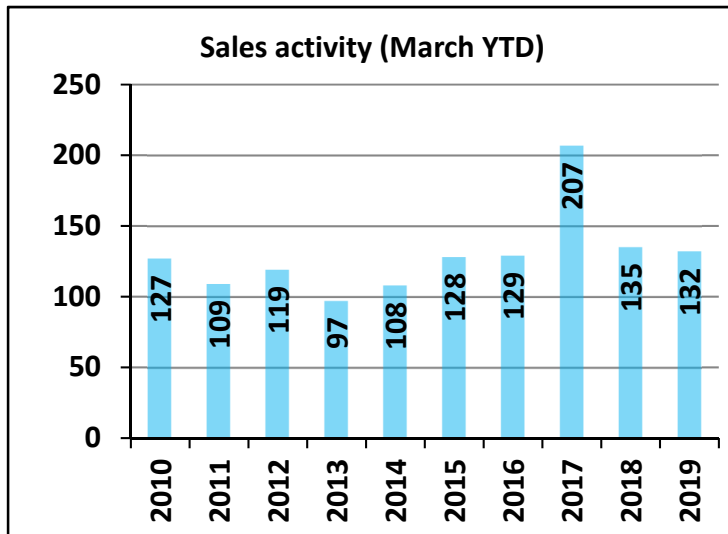
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	52	-7.1	-50.5	4.0	2.0	2.0	30.0
Dollar Volume	\$24,876,069	-2.2	-38.4	43.1	79.2	76.2	137.9
New Listings	93	-9.7	-32.6	-38.4	-34.5	-28.5	-15.5
Active Listings	209	20.1	-0.9	-35.9	-44.3	-41.3	-40.6
Sales to New Listings Ratio ¹	55.9	54.4	76.1	33.1	35.9	39.2	36.4
Months of Inventory ²	4.0	3.1	2.0	6.5	7.4	7.0	8.8
Average Price	\$478,386	5.3	24.3	37.6	75.7	72.8	83.0

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	132	-2.2	-36.2	2.3	22.2	10.9	57.1
Dollar Volume	\$63,118,201	6.6	-19.8	41.5	93.5	85.7	176.2
New Listings	278	24.7	-15.8	-19.7	-20.8	-21.5	-2.8
Active Listings ³	194	19.0	-6.3	-32.9	-45.2	-39.9	-41.2
Sales to New Listings Ratio ⁴	47.5	60.5	62.7	37.3	30.8	33.6	29.4
Months of Inventory ⁵	4.4	3.6	3.0	6.7	9.8	8.1	11.8
Average Price	\$478,168	9.1	25.8	38.3	58.3	67.4	75.8

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

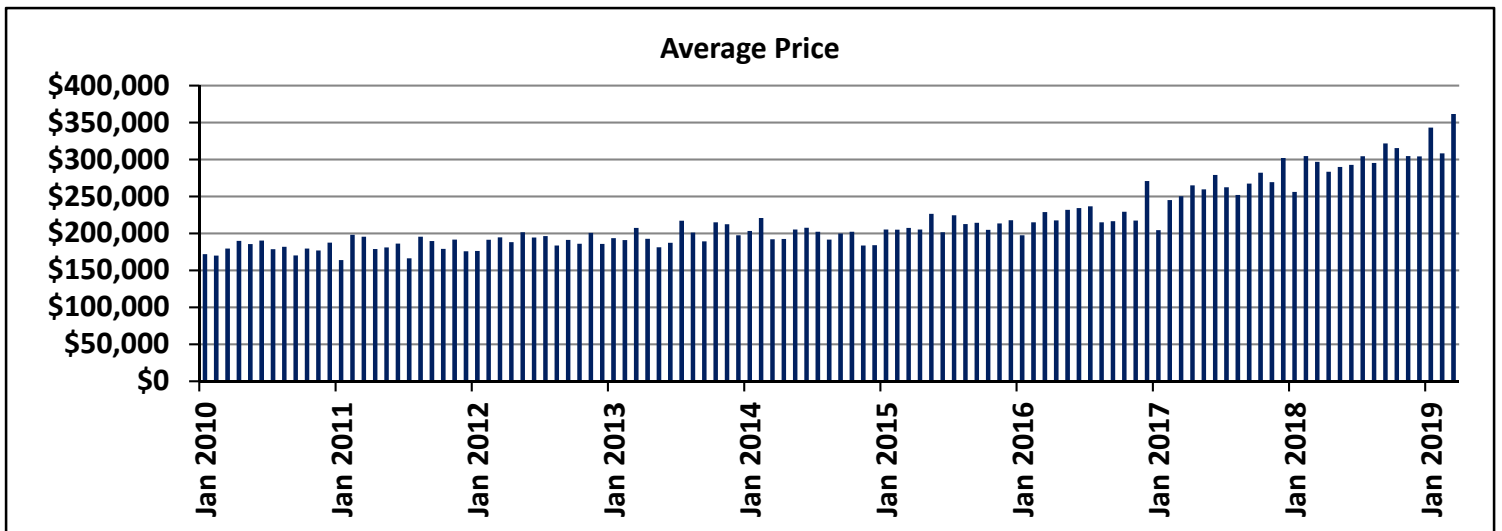
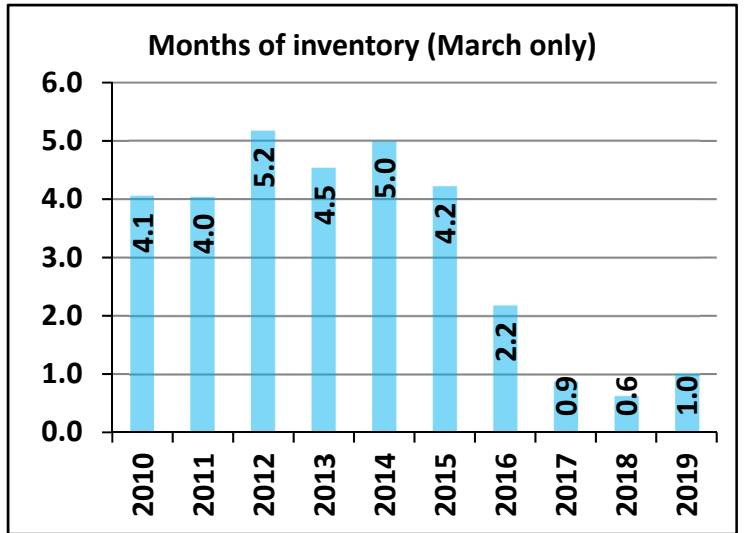
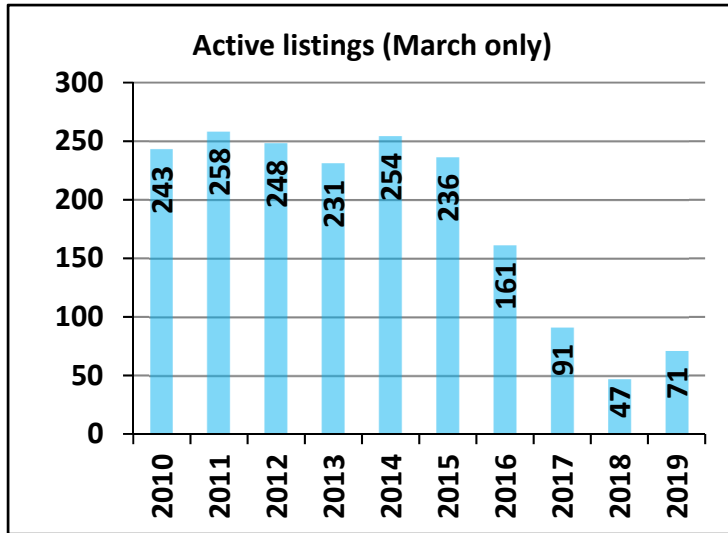
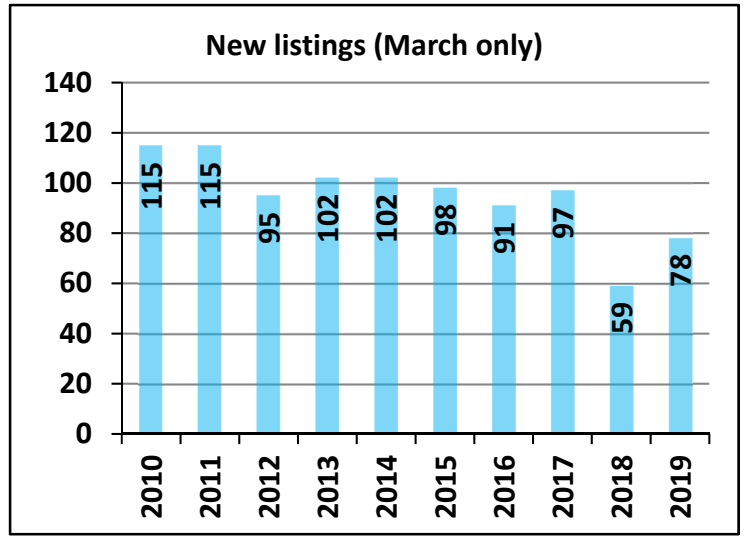
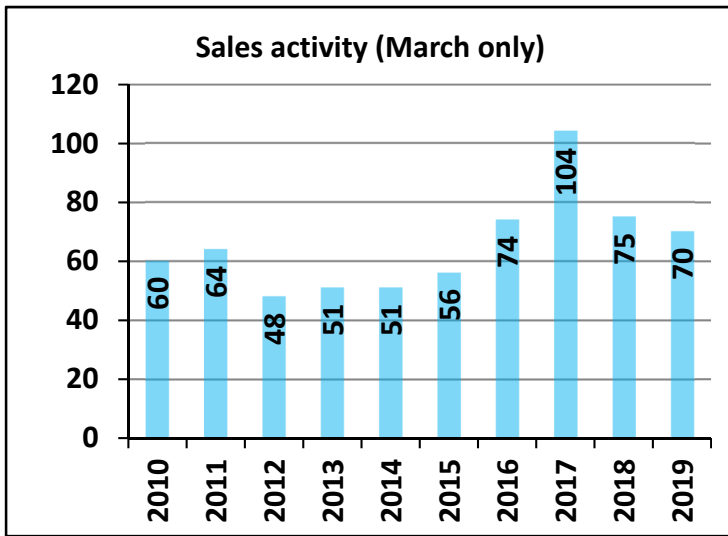
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

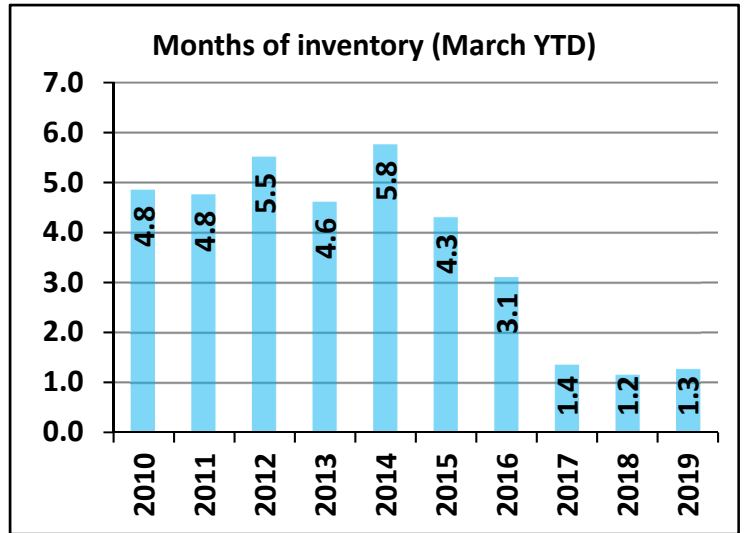
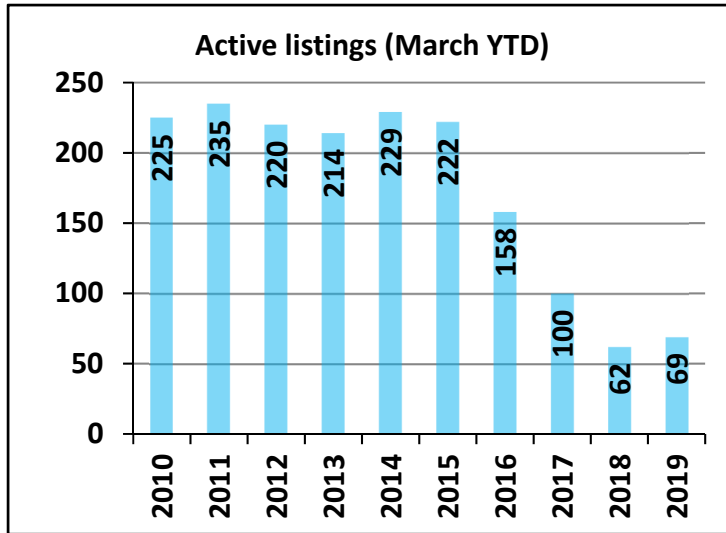
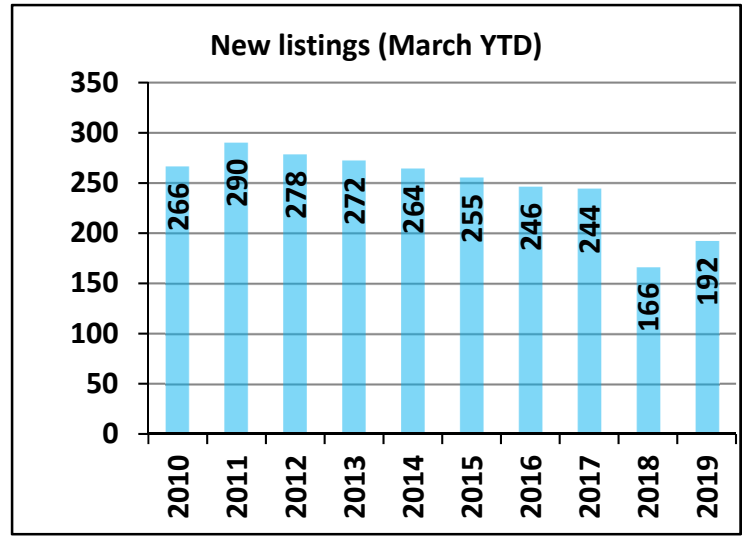
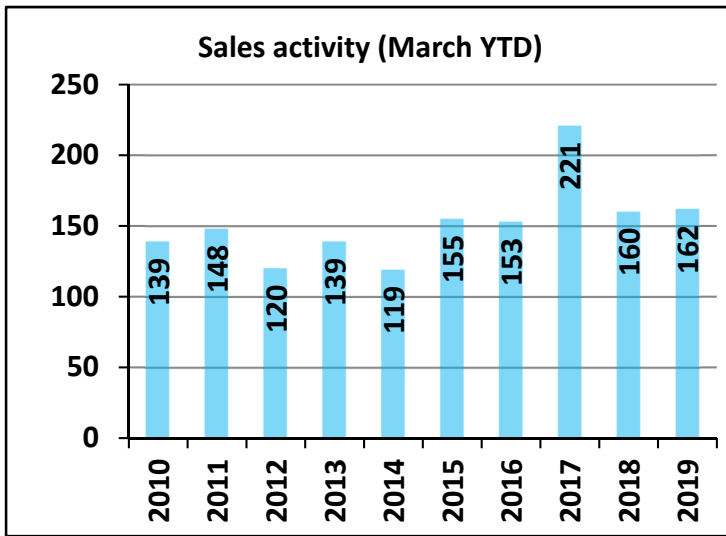
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	70	-6.7	-32.7	-5.4	37.3	45.8	27.3
Dollar Volume	\$25,299,811	13.7	-2.8	49.5	158.3	170.7	173.5
New Listings	78	32.2	-19.6	-14.3	-23.5	-17.9	-29.7
Active Listings	71	51.1	-22.0	-55.9	-72.0	-71.4	-79.1
Sales to New Listings Ratio ¹	89.7	127.1	107.2	81.3	50.0	50.5	49.5
Months of Inventory ²	1.0	0.6	0.9	2.2	5.0	5.2	6.2
Average Price	\$361,426	21.8	44.4	58.0	88.2	85.7	114.9

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	162	1.3	-26.7	5.9	36.1	35.0	27.6
Dollar Volume	\$55,371,785	19.1	5.2	65.4	127.8	145.3	149.1
New Listings	192	15.7	-21.3	-22.0	-27.3	-30.9	-31.7
Active Listings ³	69	11.3	-31.0	-56.3	-69.9	-68.6	-79.3
Sales to New Listings Ratio ⁴	84.4	96.4	90.6	62.2	45.1	43.2	45.2
Months of Inventory ⁵	1.3	1.2	1.4	3.1	5.8	5.5	7.9
Average Price	\$341,801	17.6	43.6	56.2	67.3	81.7	95.3

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

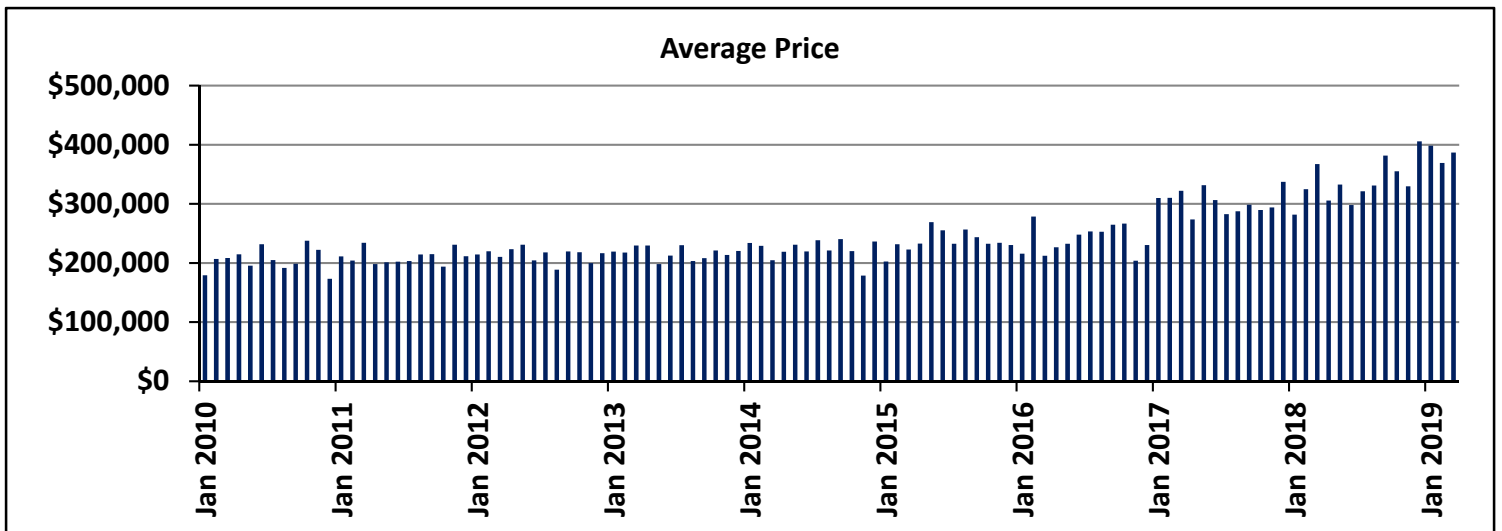
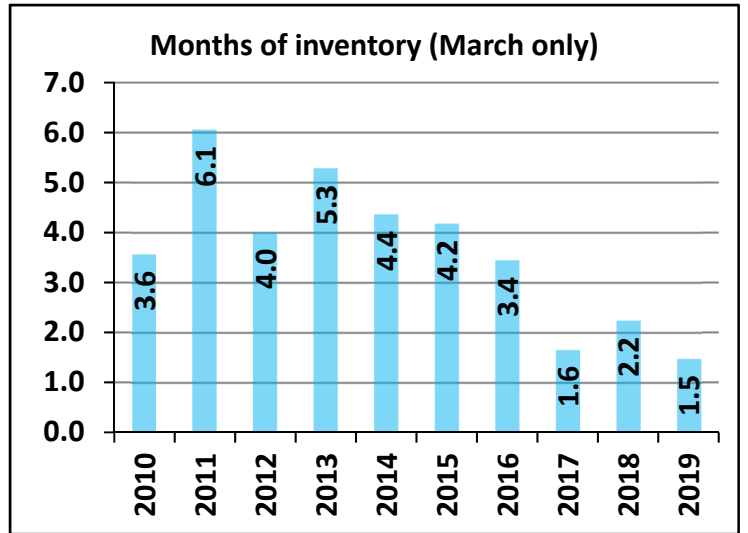
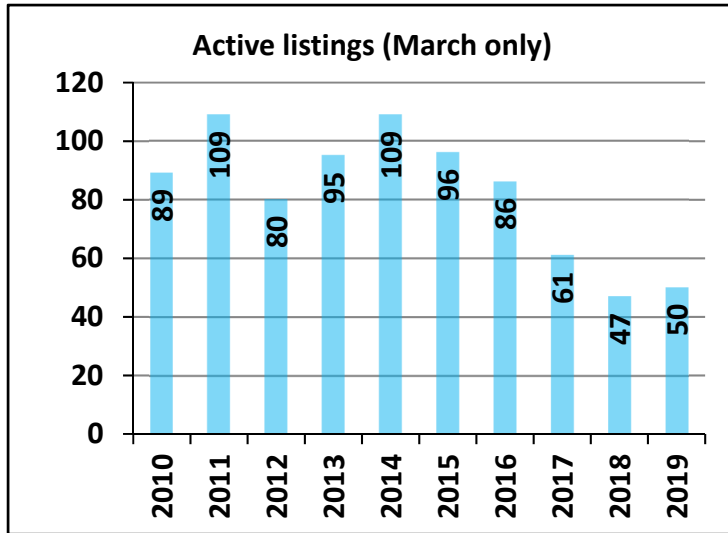
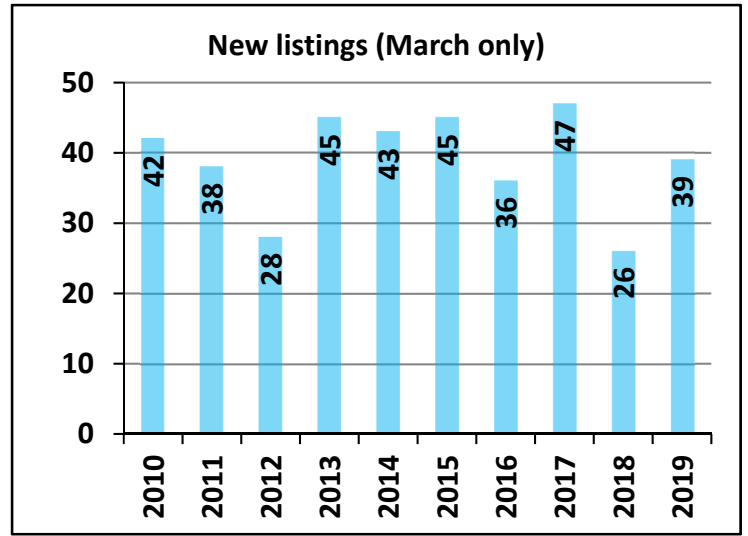
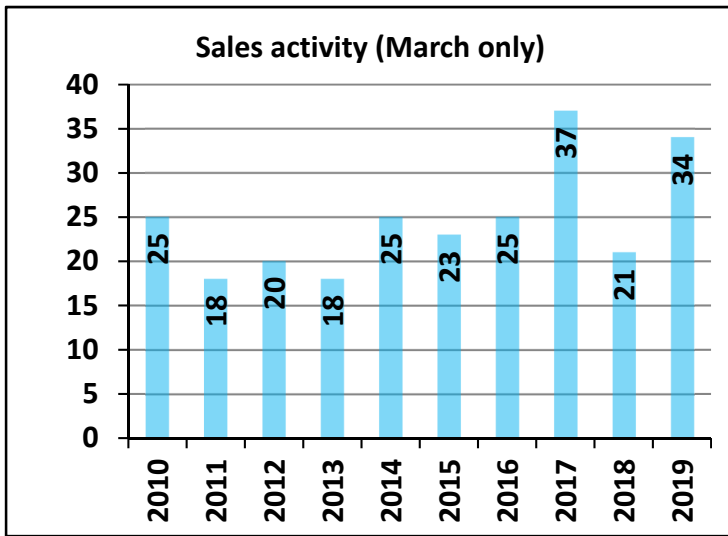
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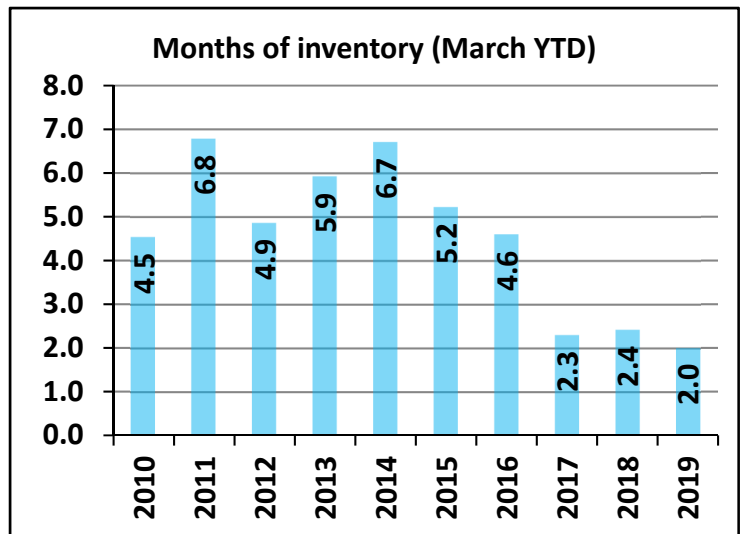
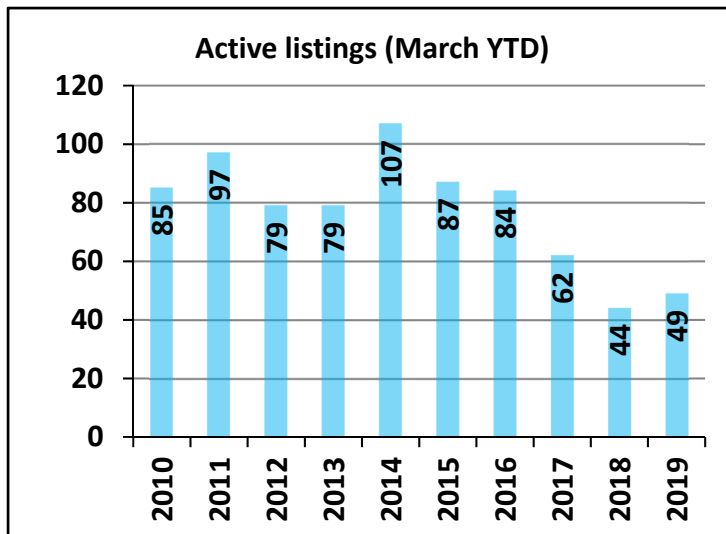
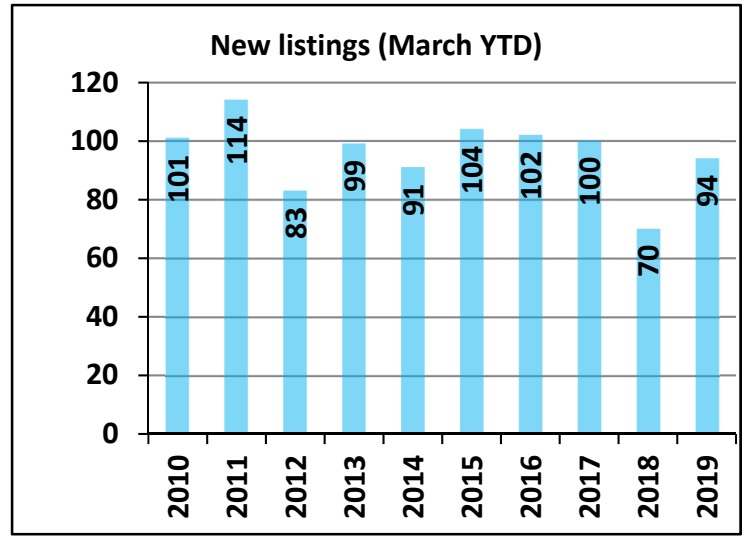
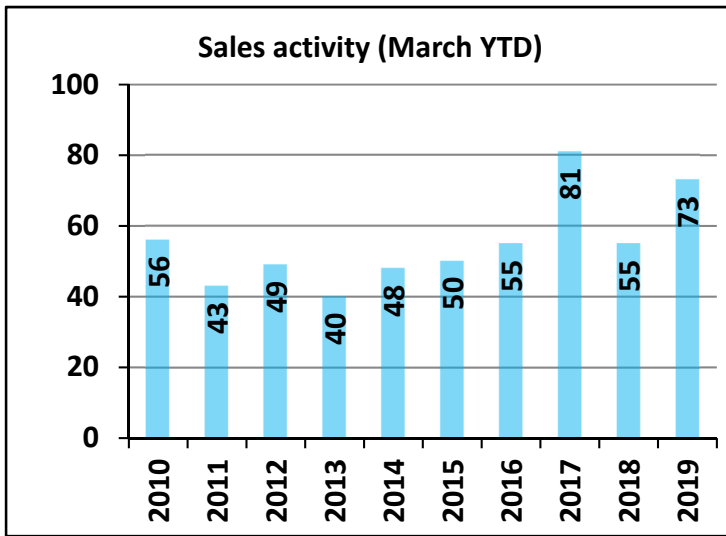
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	34	61.9	-8.1	36.0	36.0	70.0	47.8
Dollar Volume	\$13,145,754	70.5	10.3	147.8	156.9	212.8	196.2
New Listings	39	50.0	-17.0	8.3	-9.3	39.3	18.2
Active Listings	50	6.4	-18.0	-41.9	-54.1	-37.5	-56.9
Sales to New Listings Ratio ¹	87.2	80.8	78.7	69.4	58.1	71.4	69.7
Months of Inventory ²	1.5	2.2	1.6	3.4	4.4	4.0	5.0
Average Price	\$386,640	5.3	20.0	82.2	88.9	84.0	100.3

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	73	32.7	-9.9	32.7	52.1	49.0	65.9
Dollar Volume	\$28,091,815	56.7	9.9	119.9	169.0	167.6	236.9
New Listings	94	34.3	-6.0	-7.8	3.3	13.3	3.3
Active Listings ³	49	11.4	-21.0	-41.7	-54.2	-38.0	-58.1
Sales to New Listings Ratio ⁴	77.7	78.6	81.0	53.9	52.7	59.0	48.4
Months of Inventory ⁵	2.0	2.4	2.3	4.6	6.7	4.9	8.0
Average Price	\$384,819	18.1	22.0	65.7	76.9	79.6	103.1

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

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