



Residential Market Activity

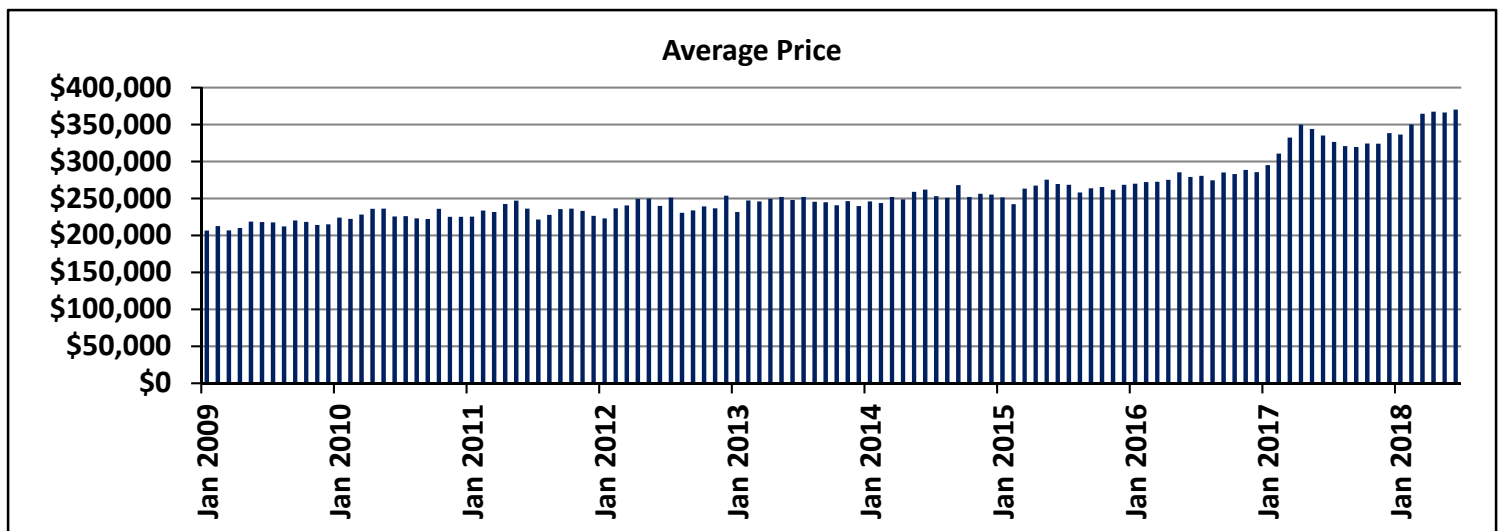
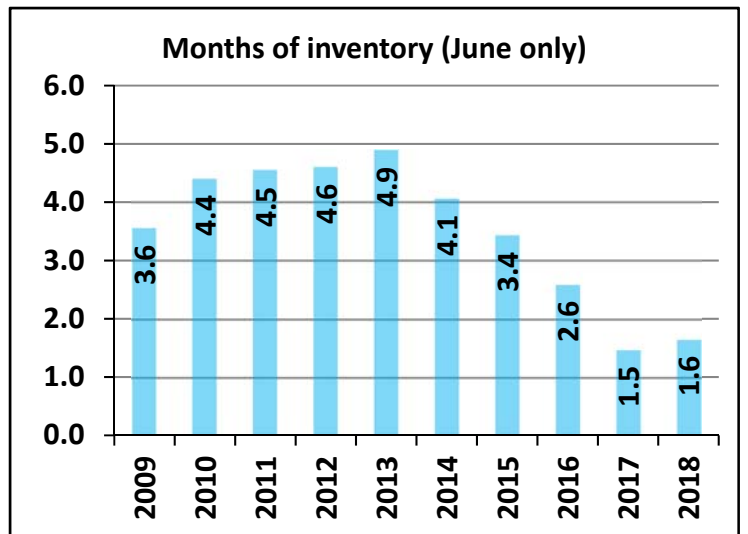
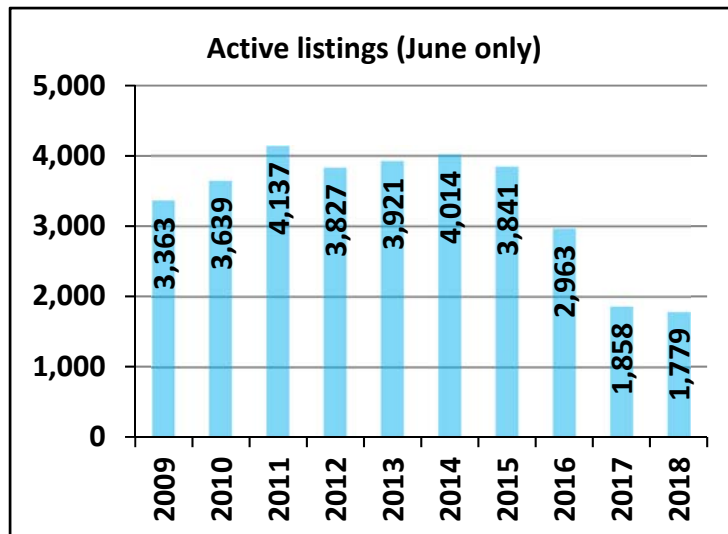
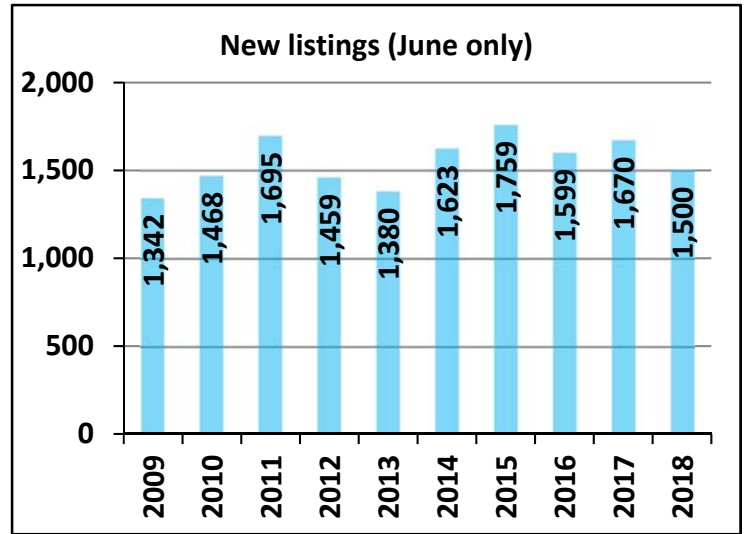
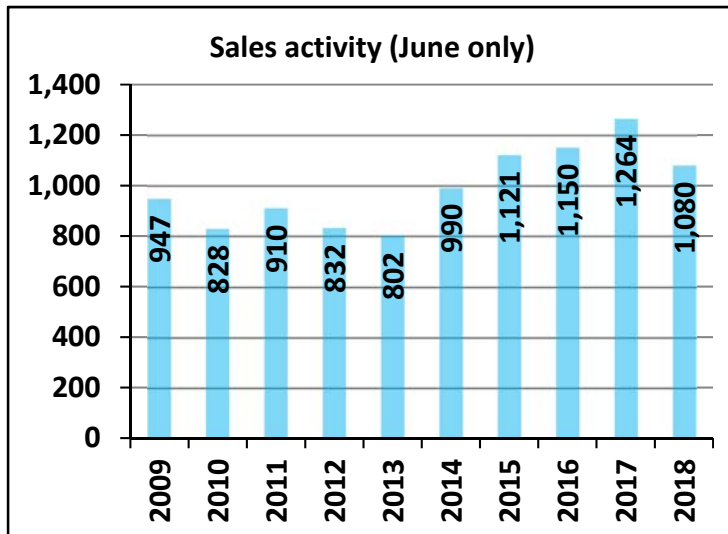
June 2018



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

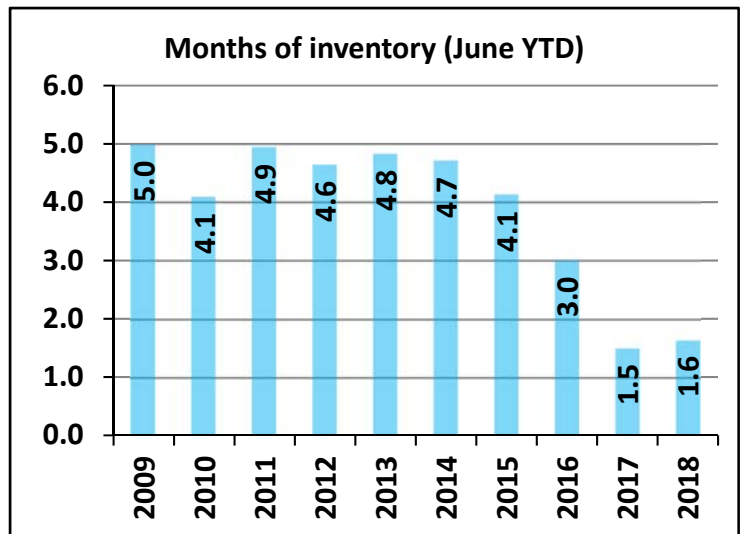
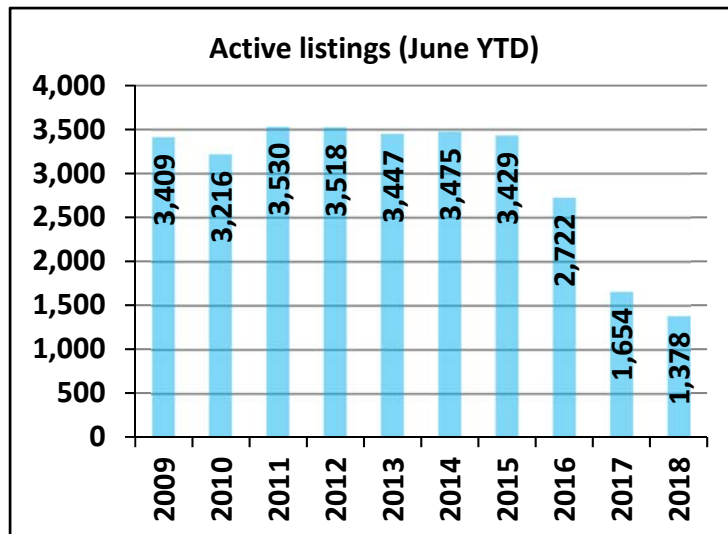
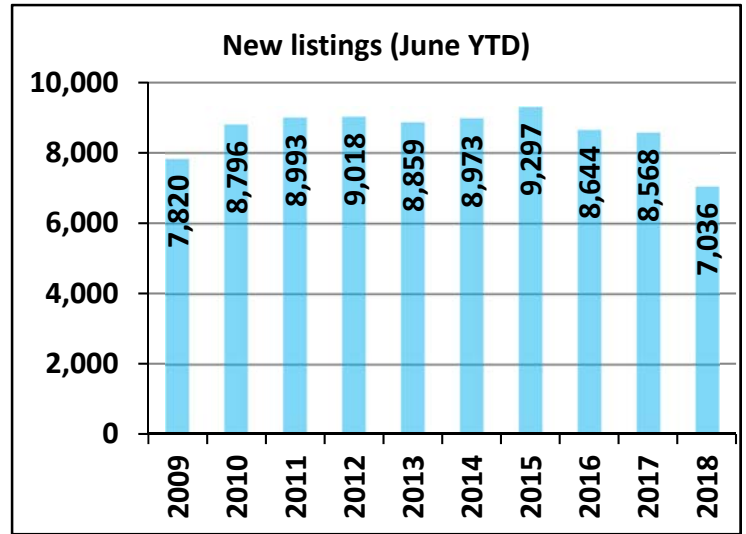
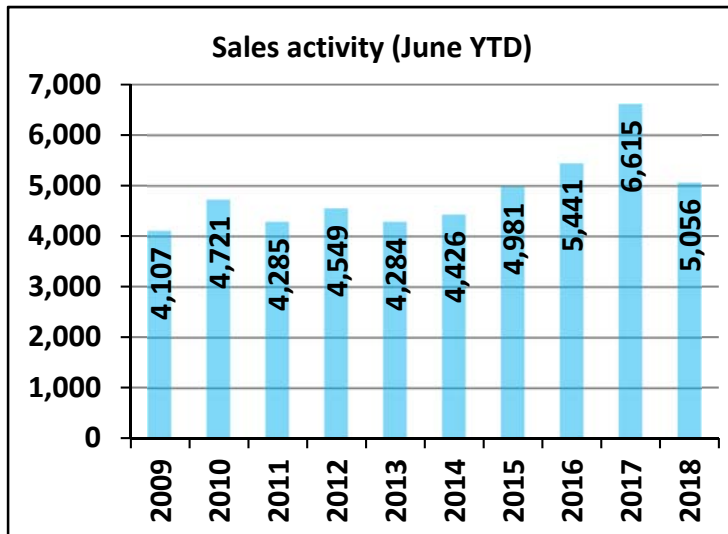
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017	June 2016	June 2015	June 2013	June 2011	June 2008
Sales Activity	1,080	-14.6	-6.1	-3.7	34.7	18.7	19.1
Dollar Volume	\$399,866,832	-5.6	24.6	32.3	101.2	86.1	104.8
New Listings	1,500	-10.2	-6.2	-14.7	8.7	-11.5	-0.9
Active Listings	1,779	-4.3	-40.0	-53.7	-54.6	-57.0	-52.1
Sales to New Listings Ratio ¹	72.0	75.7	71.9	63.7	58.1	53.7	59.9
Months of Inventory ²	1.6	1.5	2.6	3.4	4.9	4.5	4.1
Average Price	\$370,247	10.5	32.7	37.3	49.4	56.8	72.0

Year-to-date	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017 YTD	June 2016 YTD	June 2015 YTD	June 2013 YTD	June 2011 YTD	June 2008 YTD
Sales Activity	5,056	-23.6	-7.1	1.5	18.0	18.0	8.1
Dollar Volume	\$1,833,187,704	-16.8	21.7	39.0	73.2	80.4	83.5
New Listings	7,036	-17.9	-18.6	-24.3	-20.6	-21.8	-21.9
Active Listings ³	1,378	-16.7	-49.4	-59.8	-60.0	-61.0	-56.8
Sales to New Listings Ratio ⁴	71.9	77.2	62.9	53.6	48.4	47.6	51.9
Months of Inventory ⁵	1.6	1.5	3.0	4.1	4.8	4.9	4.1
Average Price	\$362,577	8.8	30.9	37.0	46.8	52.9	69.7

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

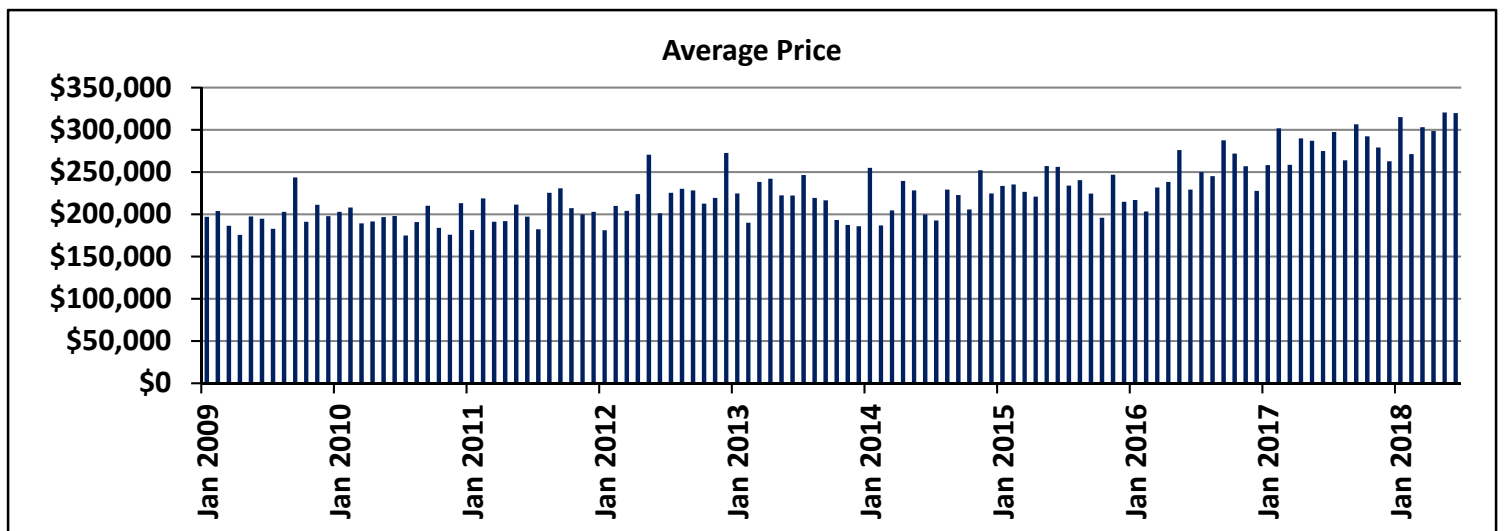
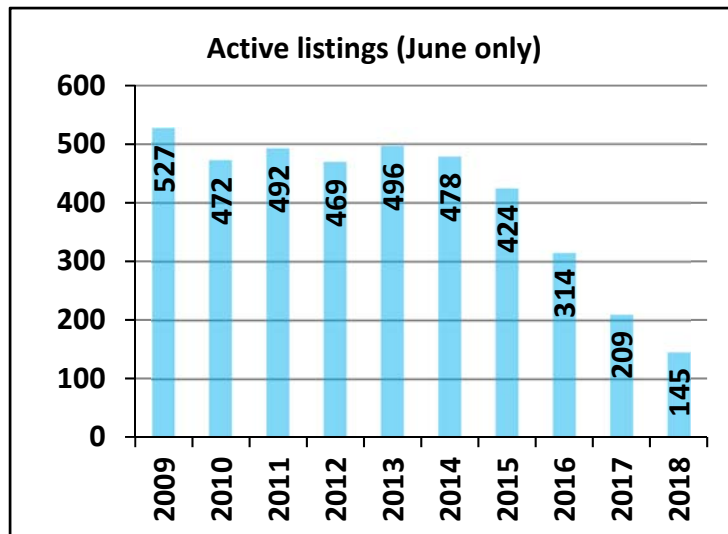
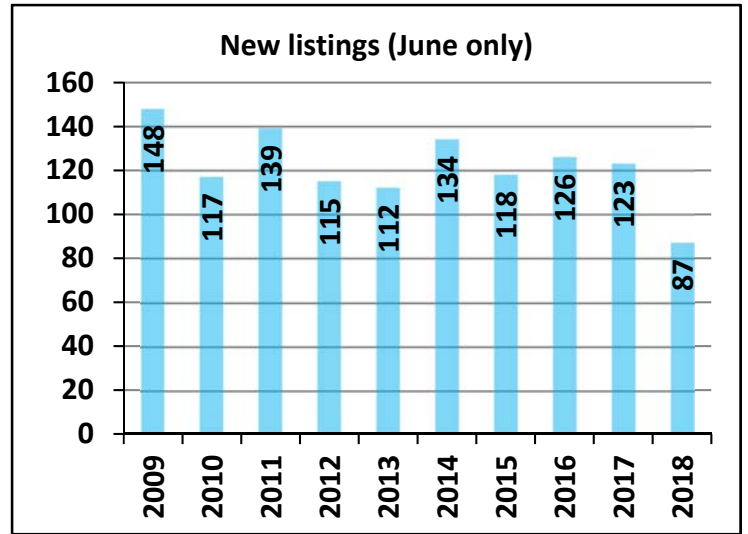
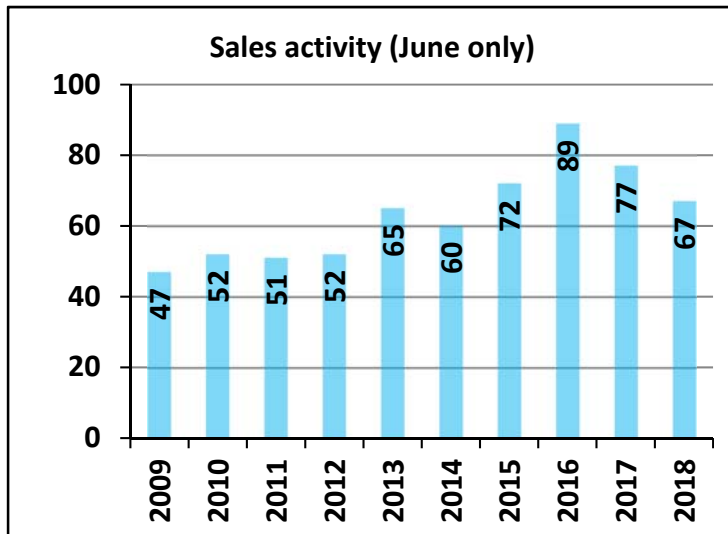
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

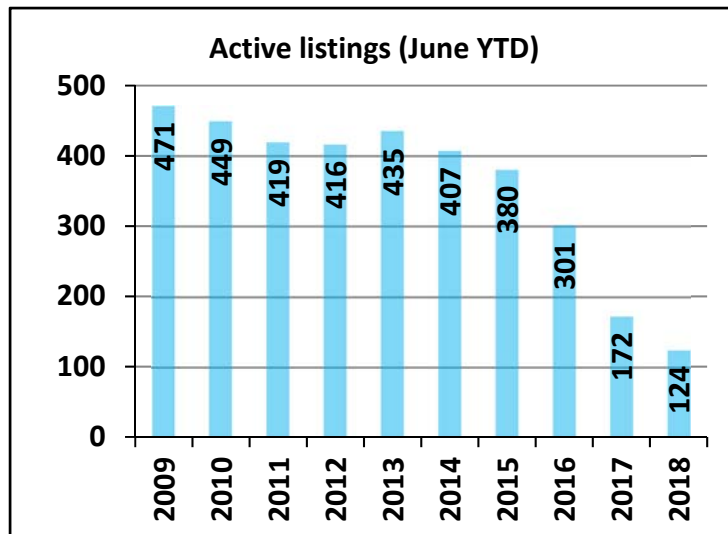
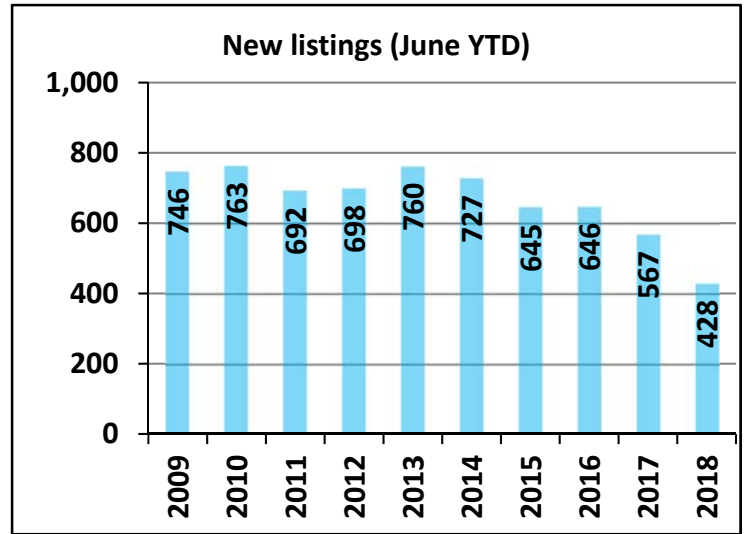
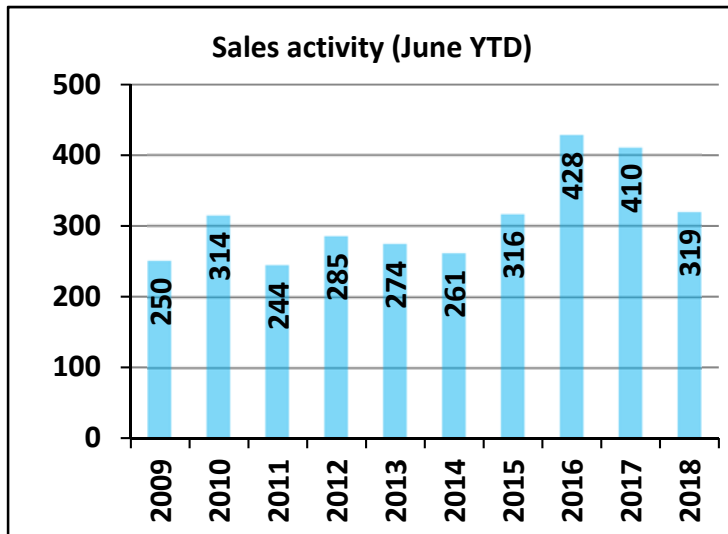
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017	June 2016	June 2015	June 2013	June 2011	June 2008
Sales Activity	67	-13.0	-24.7	-6.9	3.1	31.4	15.5
Dollar Volume	\$21,422,838	1.2	5.0	16.2	48.4	113.1	75.7
New Listings	87	-29.3	-31.0	-26.3	-22.3	-37.4	-36.0
Active Listings	145	-30.6	-53.8	-65.8	-70.8	-70.5	-68.8
Sales to New Listings Ratio ¹	77.0	62.6	70.6	61.0	58.0	36.7	42.6
Months of Inventory ²	2.2	2.7	3.5	5.9	7.6	9.6	8.0
Average Price	\$319,744	16.3	39.5	24.9	44.0	62.2	52.1

Year-to-date	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017 YTD	June 2016 YTD	June 2015 YTD	June 2013 YTD	June 2011 YTD	June 2008 YTD
Sales Activity	319	-22.2	-25.5	0.9	16.4	30.7	7.8
Dollar Volume	\$97,775,614	-14.4	-3.1	28.6	59.3	100.2	77.4
New Listings	428	-24.5	-33.7	-33.6	-43.7	-38.2	-42.9
Active Listings ³	124	-27.9	-58.8	-67.4	-71.5	-70.4	-66.8
Sales to New Listings Ratio ⁴	74.5	72.3	66.3	49.0	36.1	35.3	39.5
Months of Inventory ⁵	2.3	2.5	4.2	7.2	9.5	10.3	7.6
Average Price	\$306,507	10.0	30.1	27.3	36.8	53.2	64.6

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

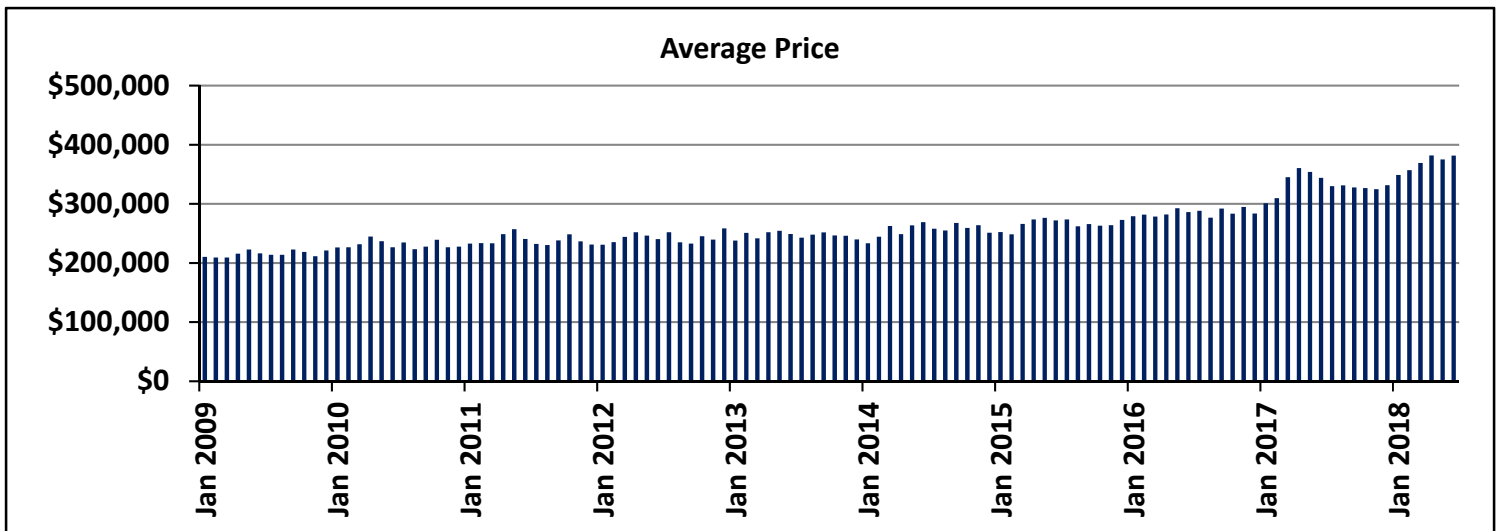
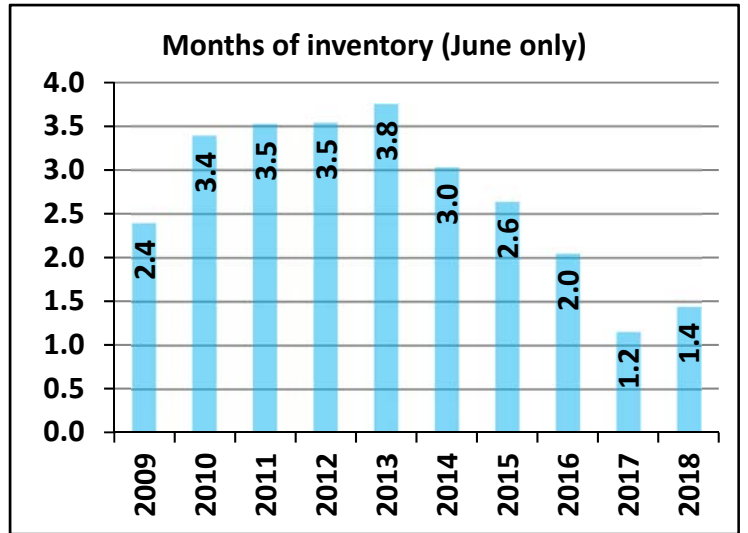
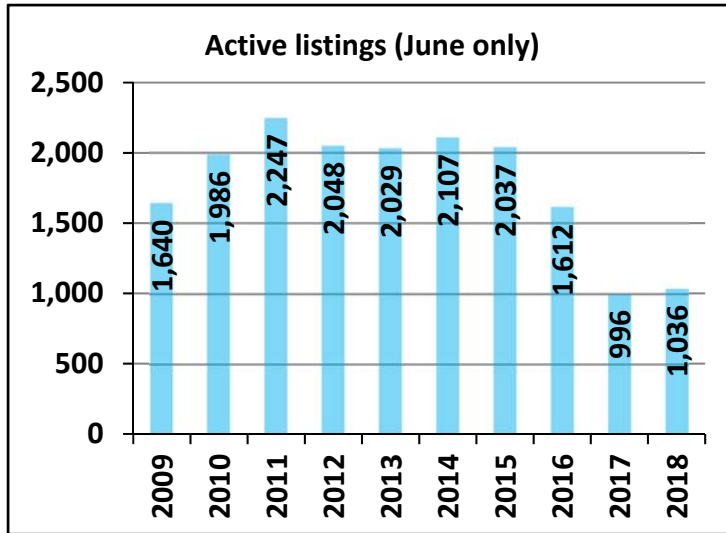
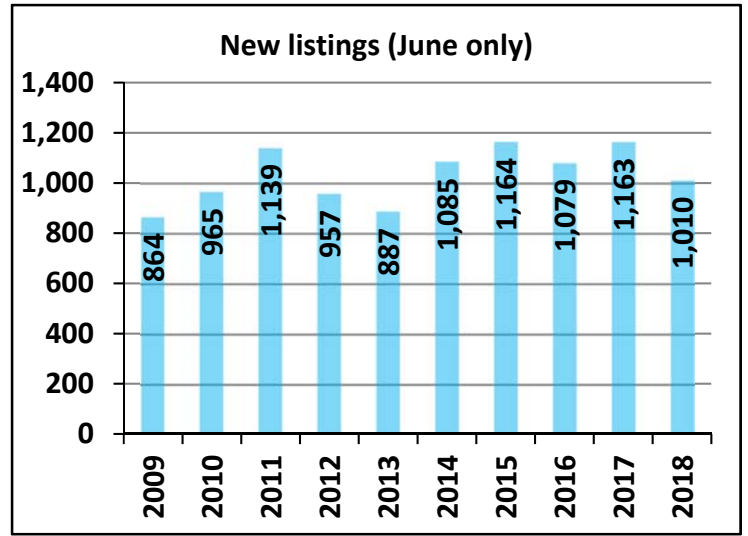
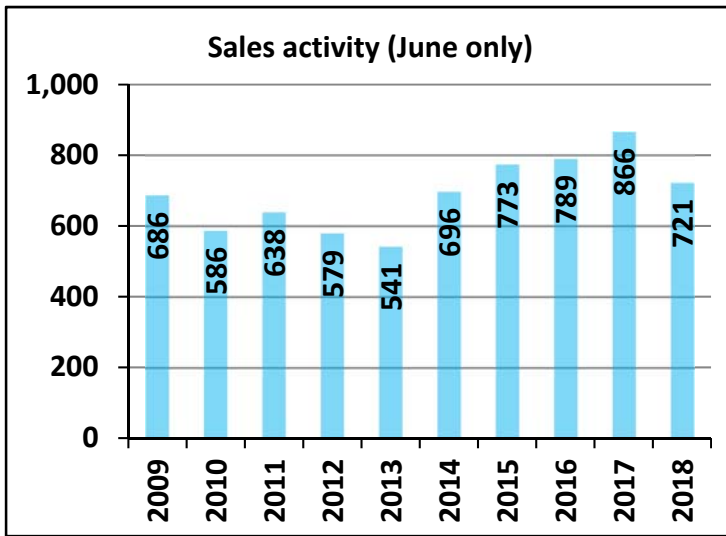
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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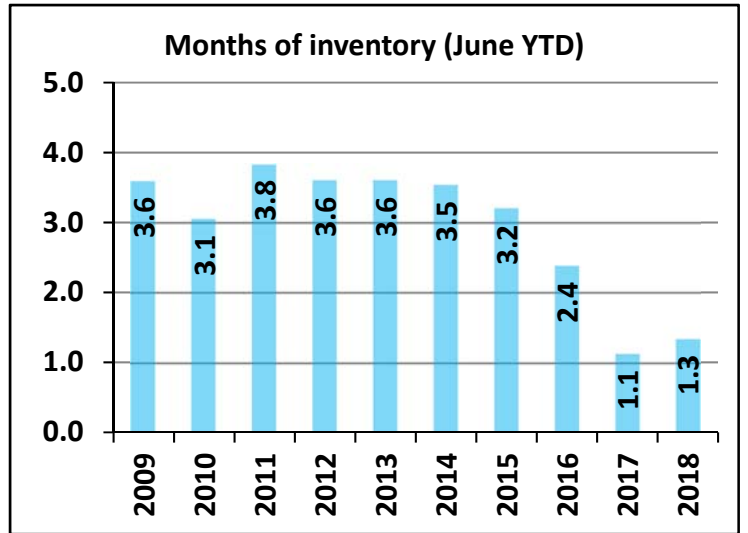
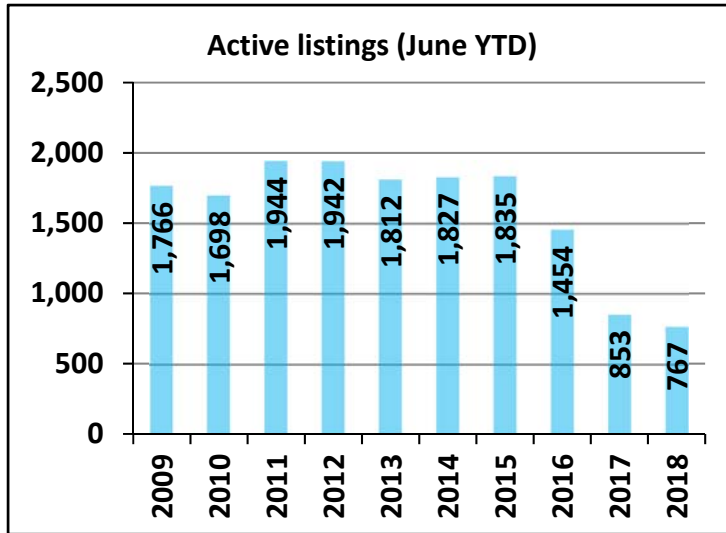
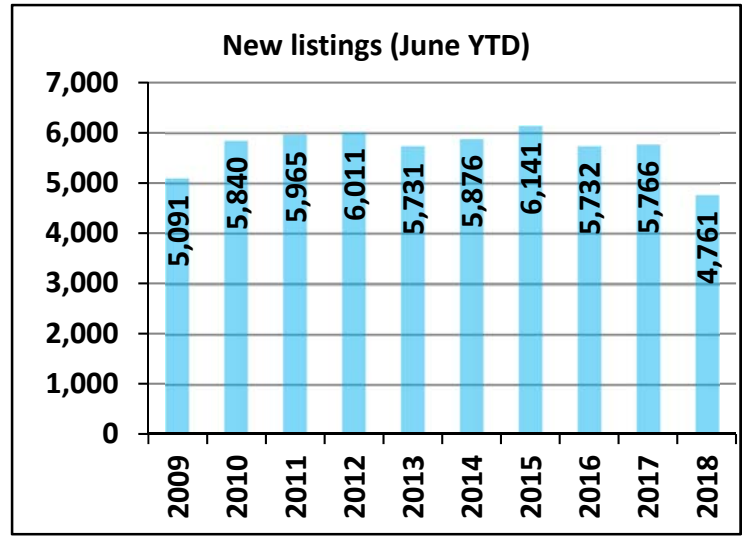
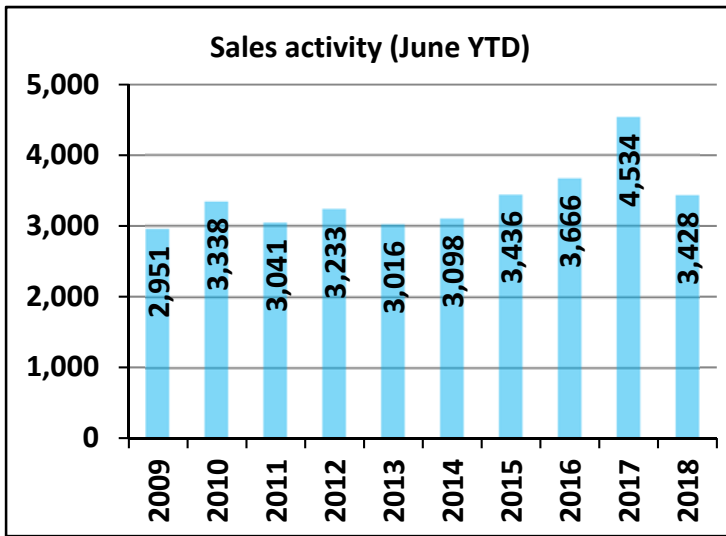
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017	June 2016	June 2015	June 2013	June 2011	June 2008
Sales Activity	721	-16.7	-8.6	-6.7	33.3	13.0	10.4
Dollar Volume	\$275,124,368	-7.6	21.9	30.9	104.3	79.3	98.5
New Listings	1,010	-13.2	-6.4	-13.2	13.9	-11.3	-0.1
Active Listings	1,036	4.0	-35.7	-49.1	-48.9	-53.9	-50.2
Sales to New Listings Ratio ¹	71.4	74.5	73.1	66.4	61.0	56.0	64.6
Months of Inventory ²	1.4	1.2	2.0	2.6	3.8	3.5	3.2
Average Price	\$381,587	11.0	33.4	40.3	53.3	58.7	79.8

Year-to-date	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017 YTD	June 2016 YTD	June 2015 YTD	June 2013 YTD	June 2011 YTD	June 2008 YTD
Sales Activity	3,428	-24.4	-6.5	-0.2	13.7	12.7	1.6
Dollar Volume	\$1,276,877,312	-17.6	22.5	38.8	70.2	73.4	75.9
New Listings	4,761	-17.4	-16.9	-22.5	-16.9	-20.2	-22.3
Active Listings ³	767	-10.1	-47.2	-58.2	-57.7	-60.5	-58.0
Sales to New Listings Ratio ⁴	72.0	78.6	64.0	56.0	52.6	51.0	55.0
Months of Inventory ⁵	1.3	1.1	2.4	3.2	3.6	3.8	3.2
Average Price	\$372,485	8.9	31.1	39.1	49.7	53.8	73.1

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

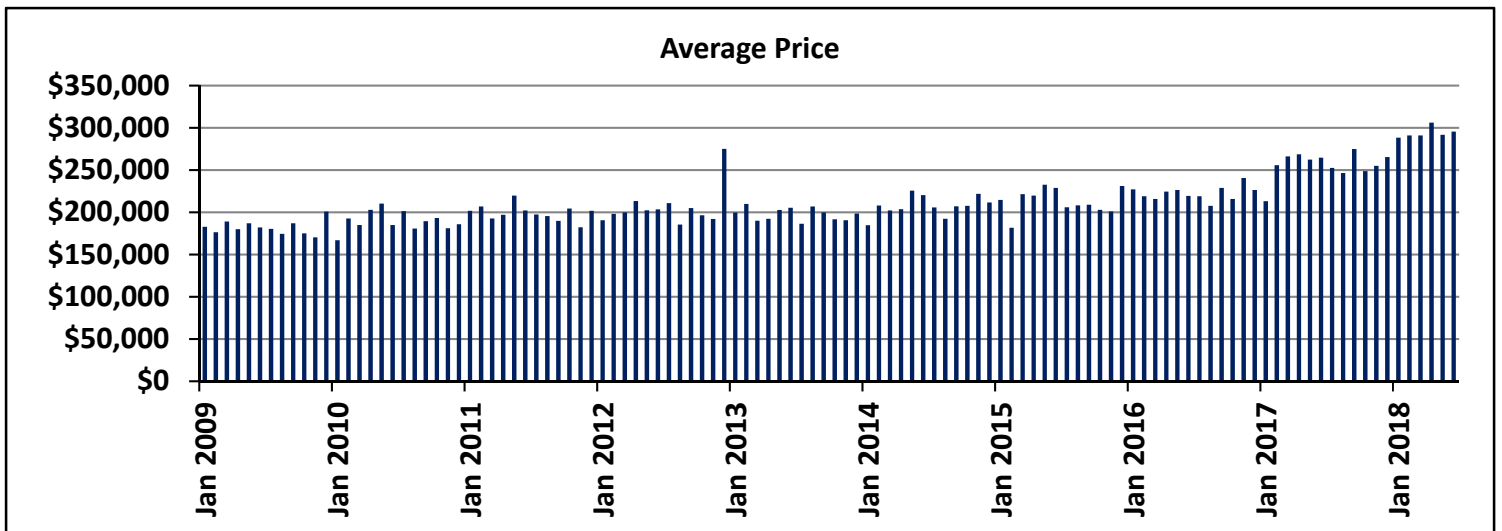
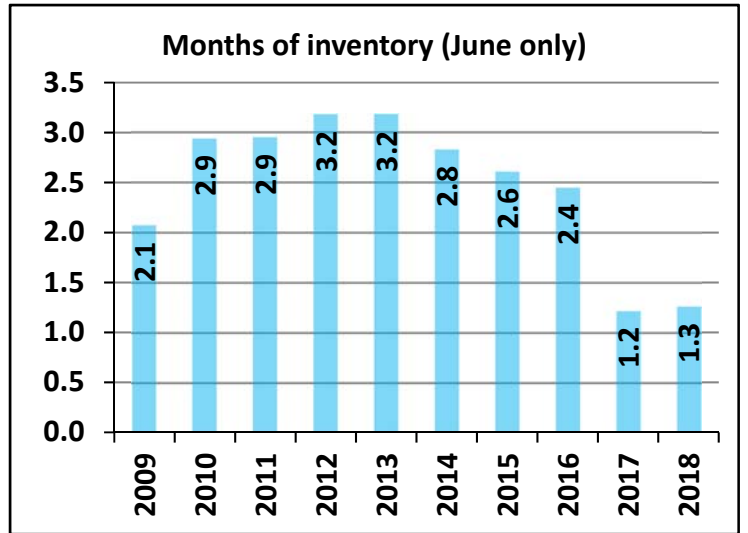
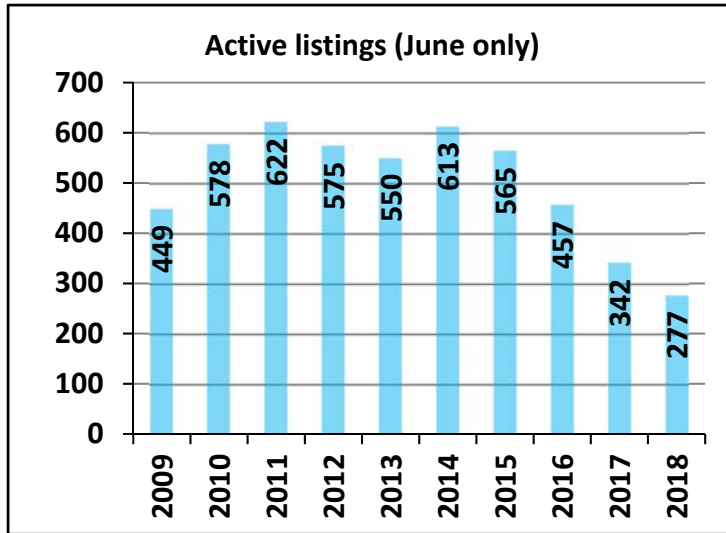
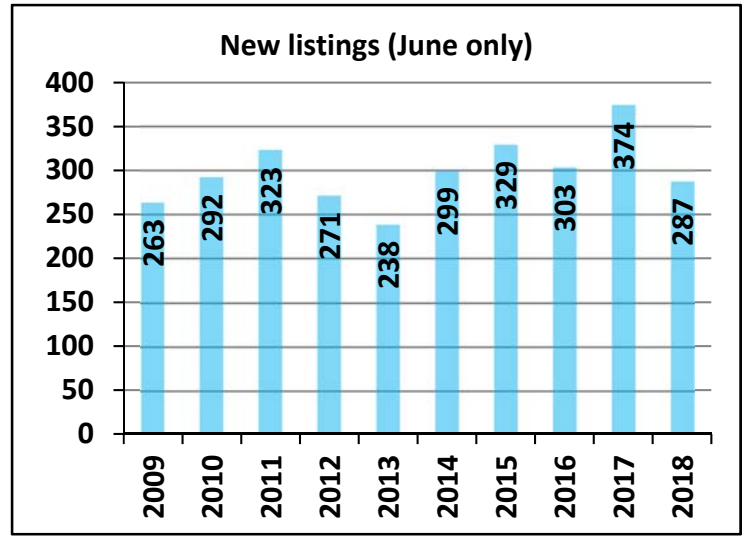
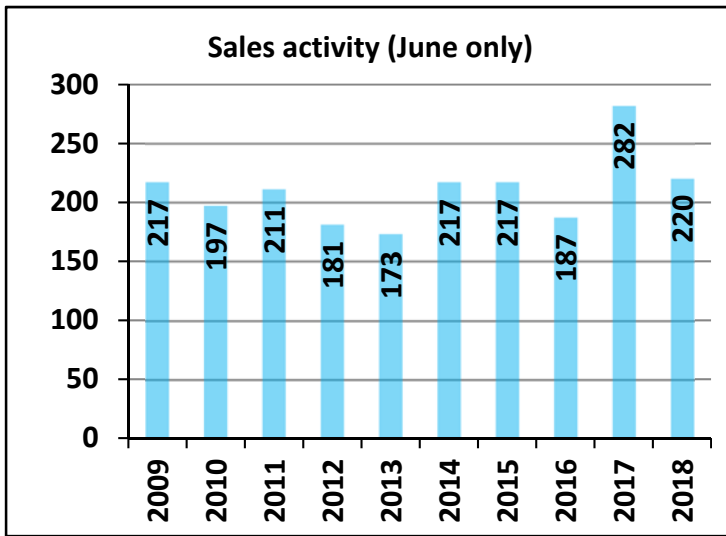
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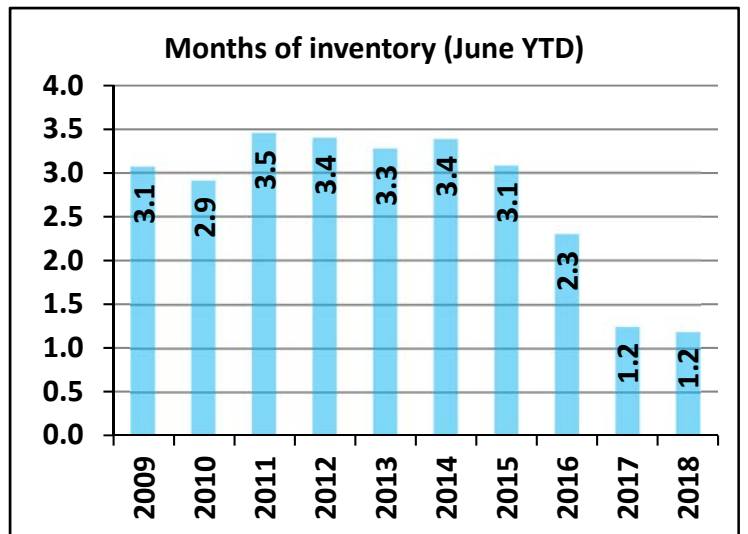
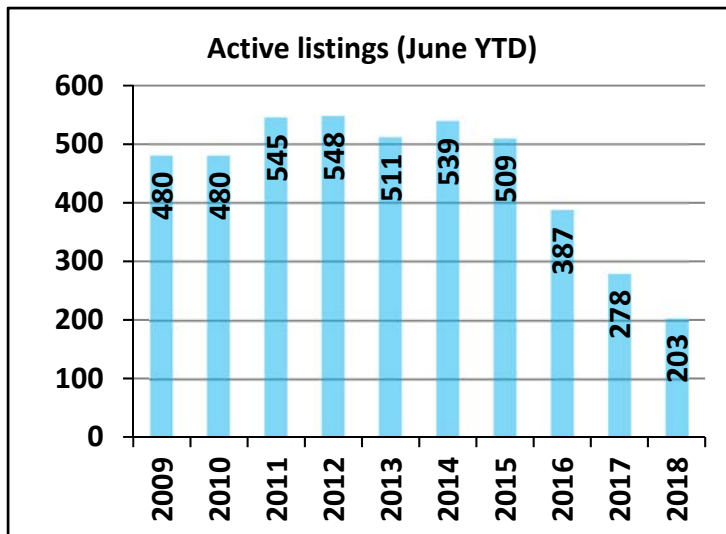
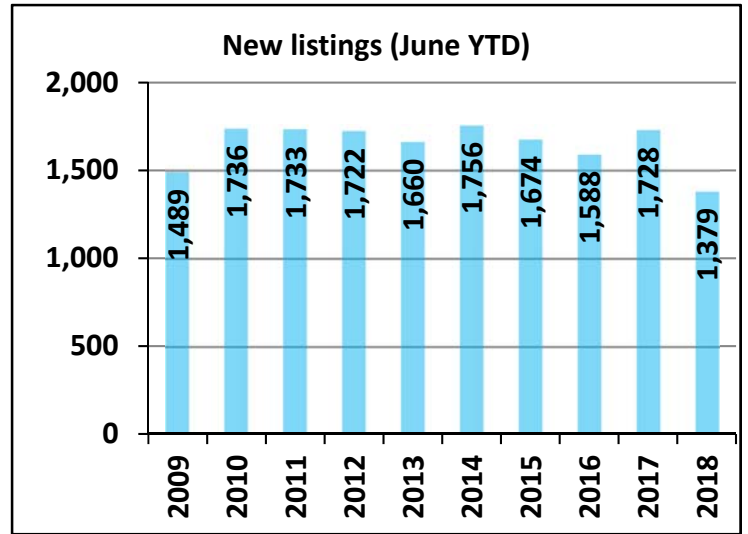
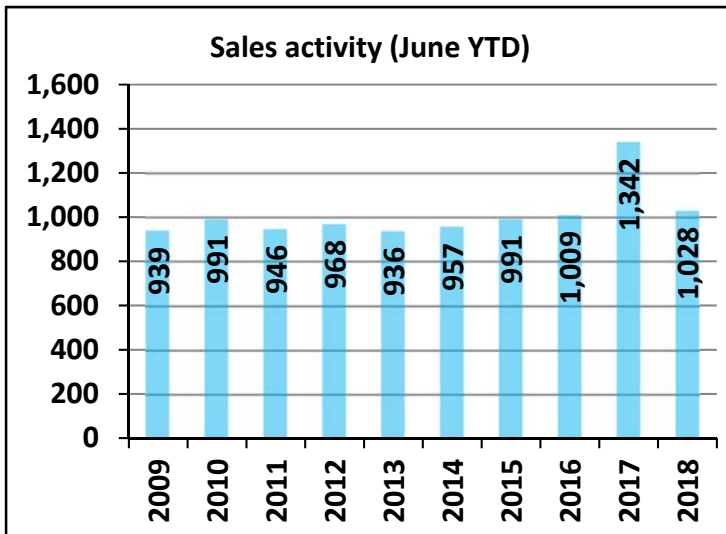
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017	June 2016	June 2015	June 2013	June 2011	June 2008
Sales Activity	220	-22.0	17.6	1.4	27.2	4.3	10.0
Dollar Volume	\$65,019,006	-12.9	58.5	30.9	83.1	52.5	74.9
New Listings	287	-23.3	-5.3	-12.8	20.6	-11.1	-5.0
Active Listings	277	-19.0	-39.4	-51.0	-49.6	-55.5	-56.4
Sales to New Listings Ratio ¹	76.7	75.4	61.7	66.0	72.7	65.3	66.2
Months of Inventory ²	1.3	1.2	2.4	2.6	3.2	2.9	3.2
Average Price	\$295,541	11.7	34.7	29.1	44.0	46.3	59.0

Year-to-date	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017 YTD	June 2016 YTD	June 2015 YTD	June 2013 YTD	June 2011 YTD	June 2008 YTD
Sales Activity	1,028	-23.4	1.9	3.7	9.8	8.7	-5.0
Dollar Volume	\$302,860,757	-13.0	35.3	39.0	62.0	57.6	54.7
New Listings	1,379	-20.2	-13.2	-17.6	-16.9	-20.4	-26.9
Active Listings ³	203	-27.0	-47.5	-60.1	-60.3	-62.8	-62.8
Sales to New Listings Ratio ⁴	74.5	77.7	63.5	59.2	56.4	54.6	57.3
Months of Inventory ⁵	1.2	1.2	2.3	3.1	3.3	3.5	3.0
Average Price	\$294,612	13.6	32.8	34.0	47.5	45.0	62.8

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

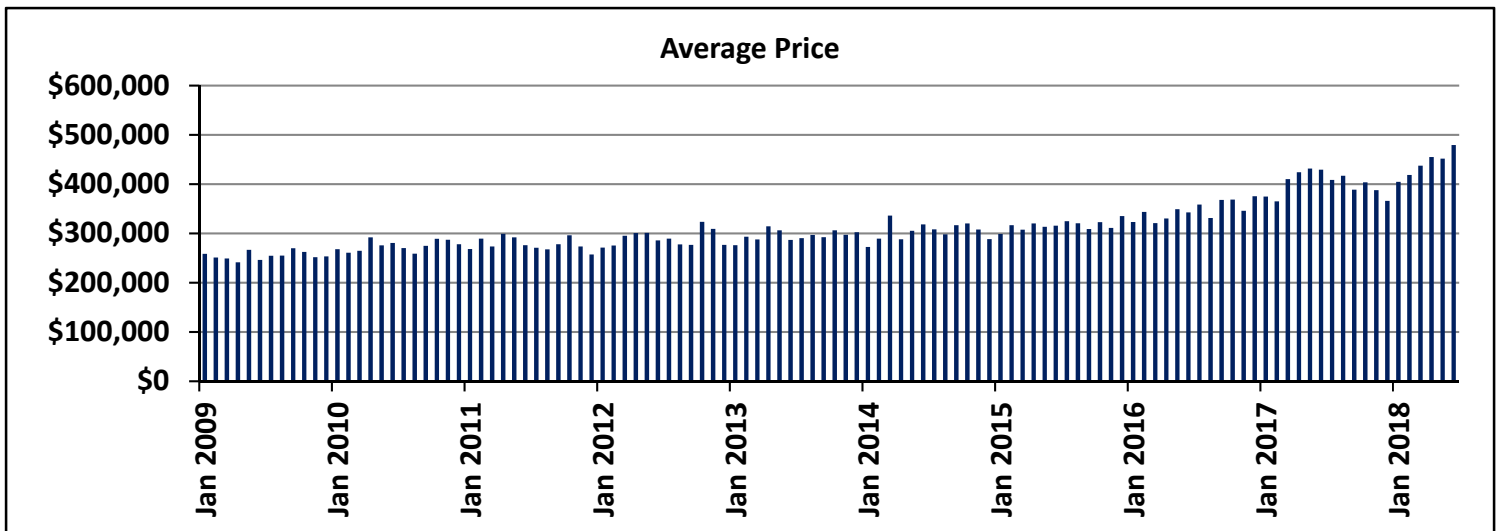
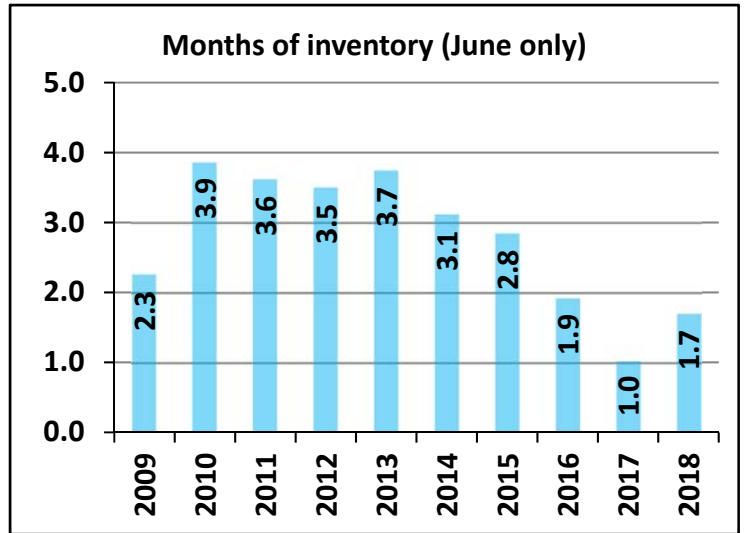
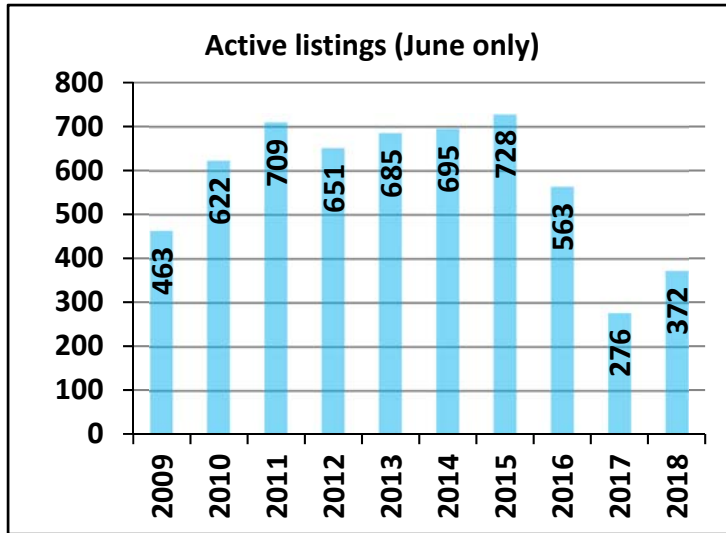
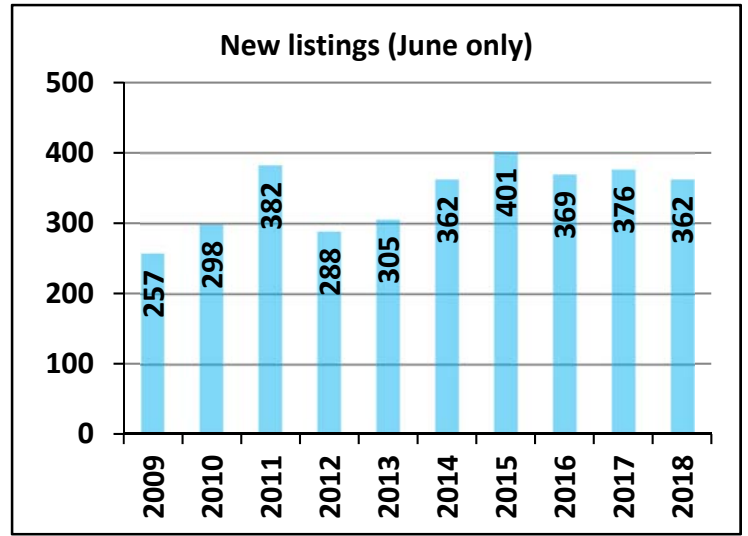
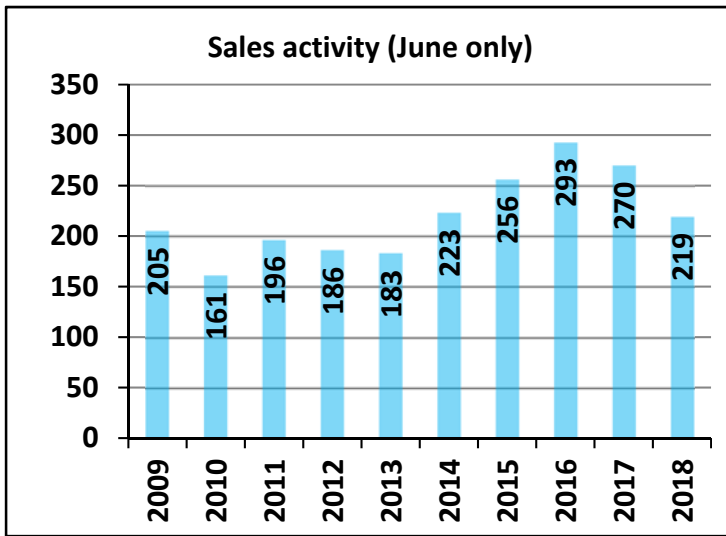
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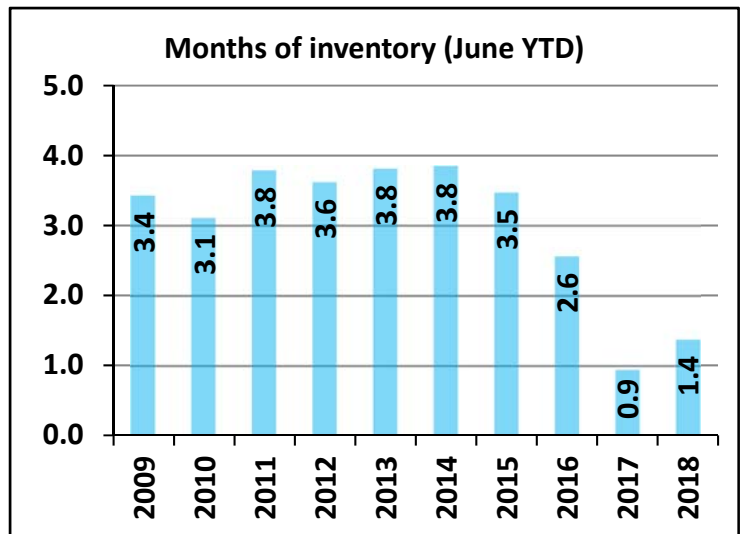
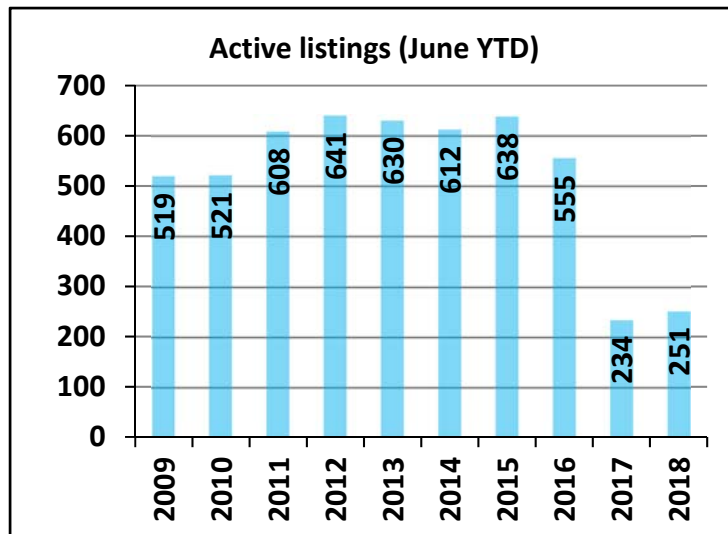
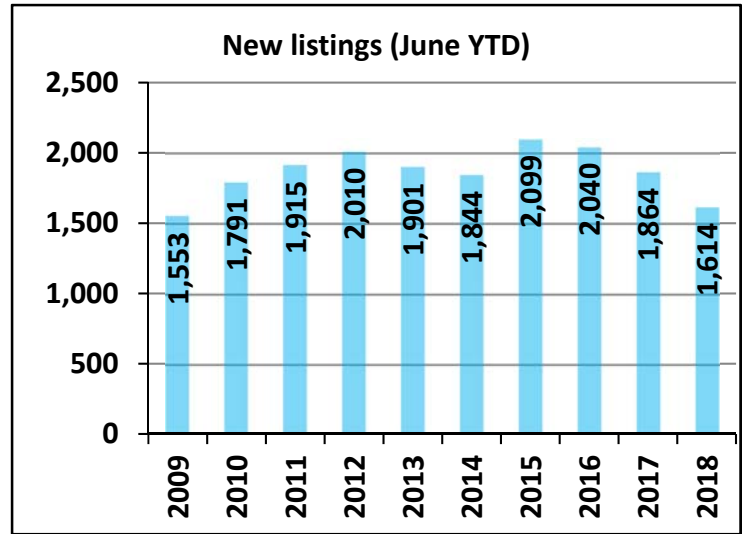
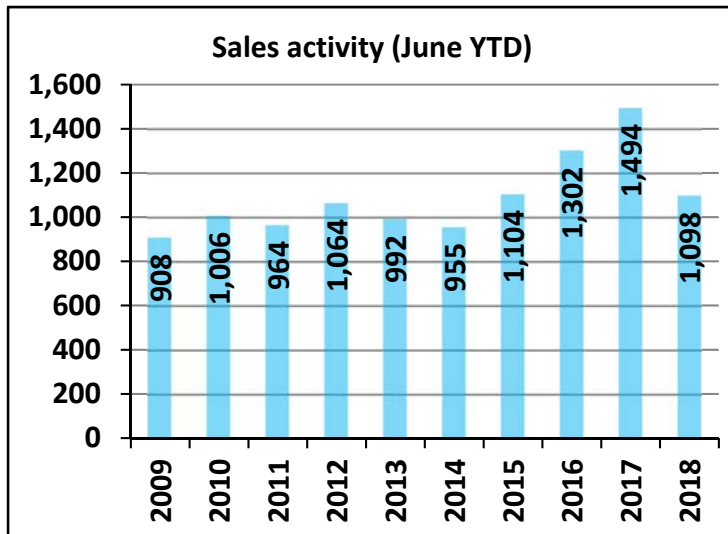
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017	June 2016	June 2015	June 2013	June 2011	June 2008
Sales Activity	219	-18.9	-25.3	-14.5	19.7	11.7	10.1
Dollar Volume	\$104,952,991	-9.5	4.6	29.9	99.9	94.0	105.7
New Listings	362	-3.7	-1.9	-9.7	18.7	-5.2	34.1
Active Listings	372	34.8	-33.9	-48.9	-45.7	-47.5	-35.0
Sales to New Listings Ratio ¹	60.5	71.8	79.4	63.8	60.0	51.3	73.7
Months of Inventory ²	1.7	1.0	1.9	2.8	3.7	3.6	2.9
Average Price	\$479,237	11.6	39.9	51.8	67.1	73.7	86.9

Year-to-date	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017 YTD	June 2016 YTD	June 2015 YTD	June 2013 YTD	June 2011 YTD	June 2008 YTD
Sales Activity	1,098	-26.5	-15.7	-0.5	10.7	13.9	8.4
Dollar Volume	\$492,122,681	-20.3	12.2	42.3	67.4	80.1	89.9
New Listings	1,614	-13.4	-20.9	-23.1	-15.1	-15.7	-11.6
Active Listings ³	251	7.3	-54.8	-60.7	-60.2	-58.7	-53.8
Sales to New Listings Ratio ⁴	68.0	80.2	63.8	52.6	52.2	50.3	55.5
Months of Inventory ⁵	1.4	0.9	2.6	3.5	3.8	3.8	3.2
Average Price	\$448,199	8.5	33.1	43.1	51.2	58.2	75.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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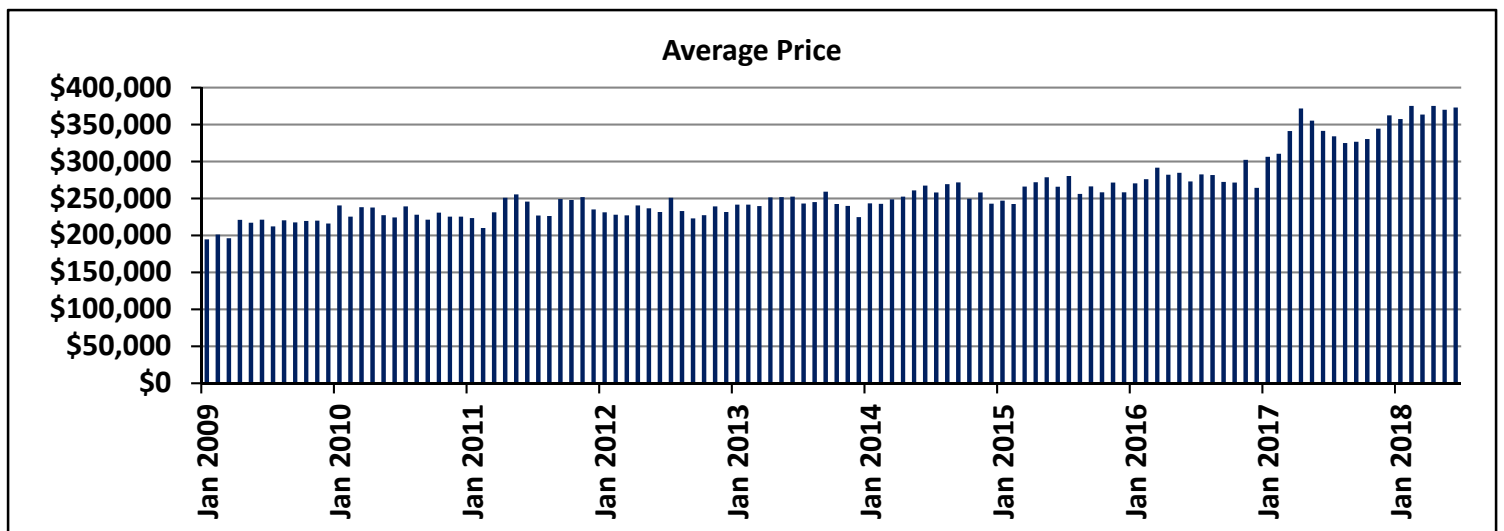
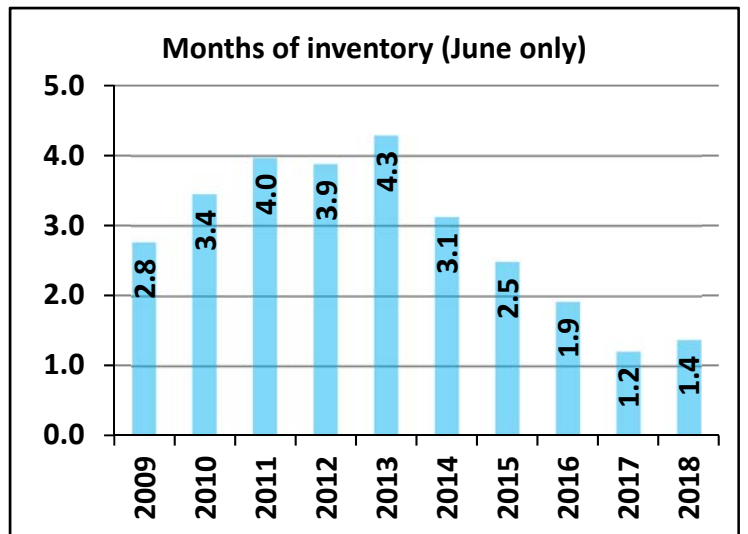
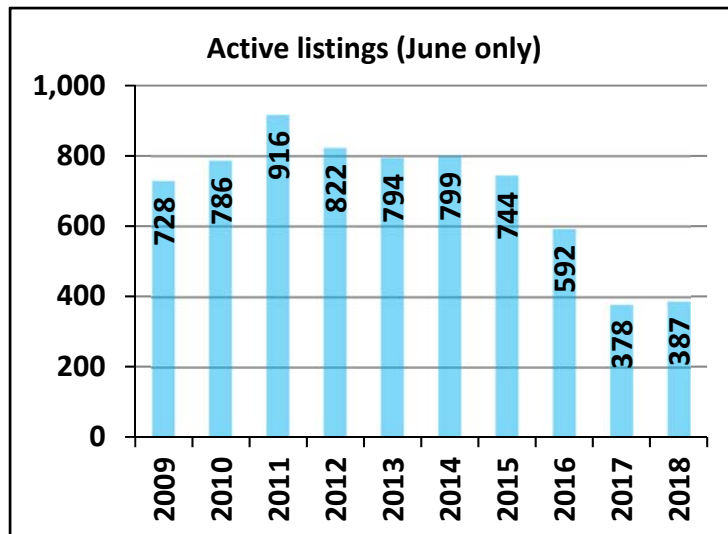
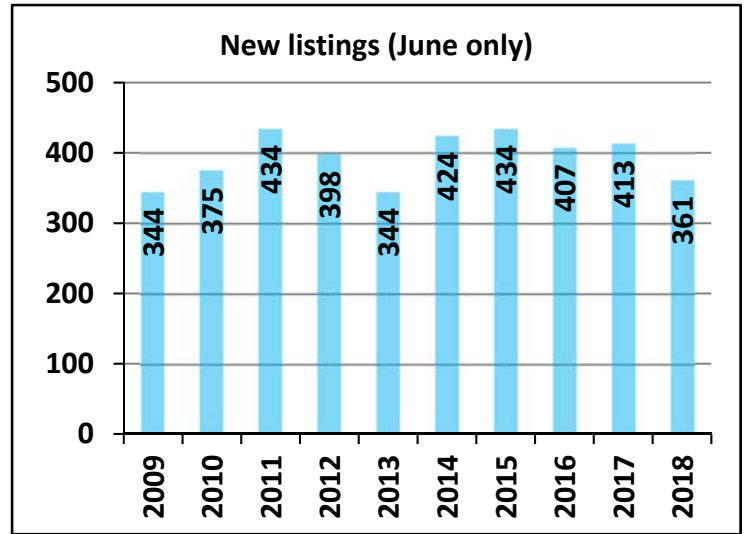
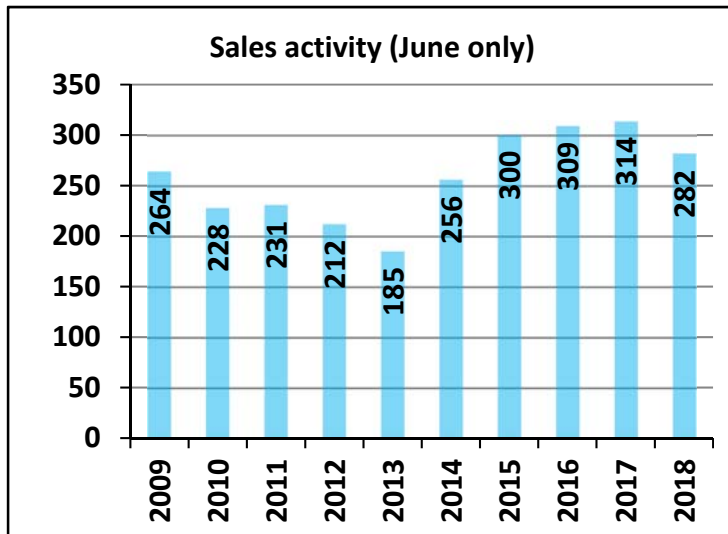
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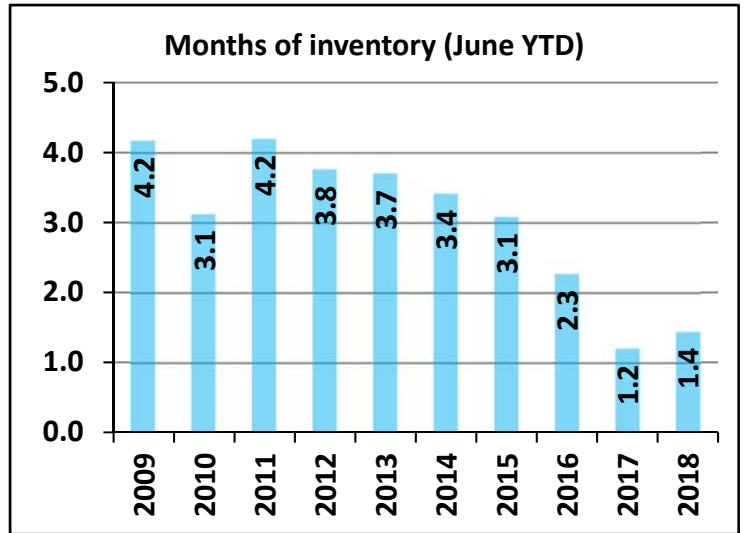
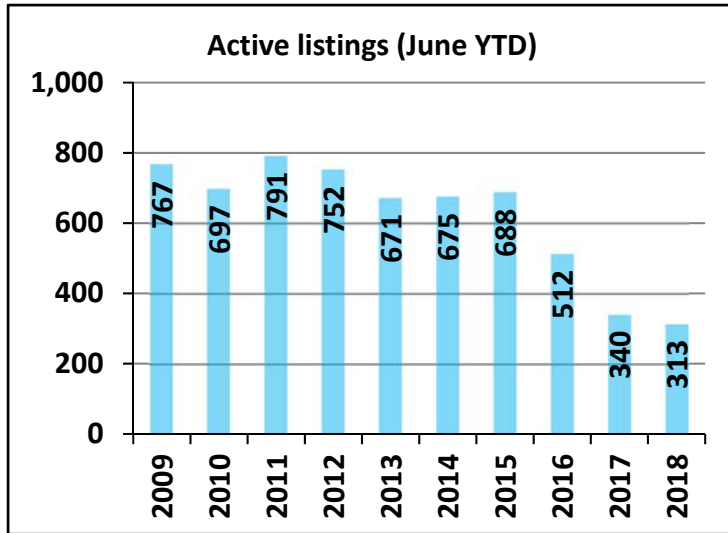
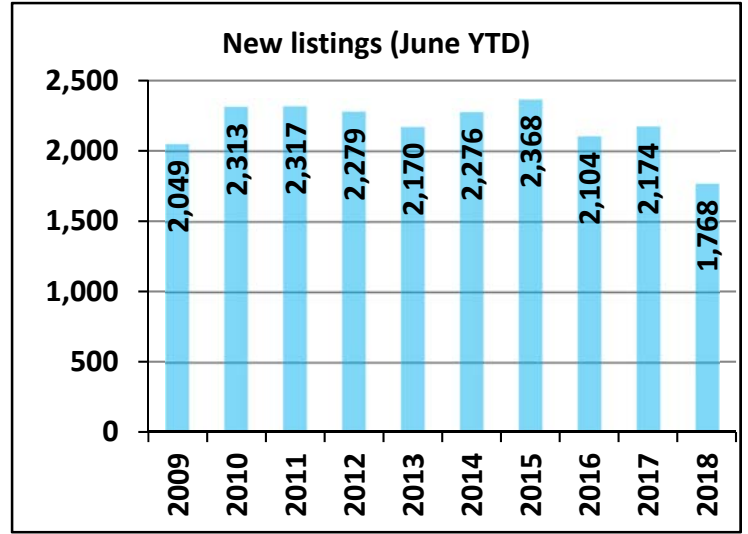
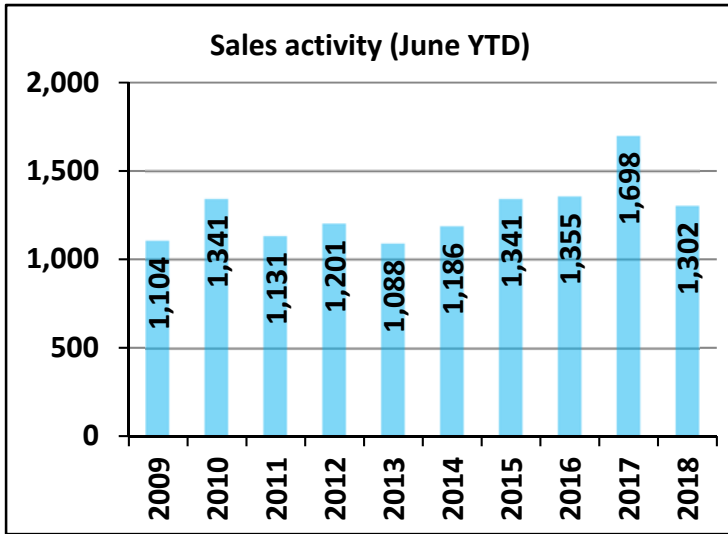
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017	June 2016	June 2015	June 2013	June 2011	June 2008
Sales Activity	282	-10.2	-8.7	-6.0	52.4	22.1	11.0
Dollar Volume	\$105,152,371	-1.9	24.7	31.8	125.3	85.3	108.5
New Listings	361	-12.6	-11.3	-16.8	4.9	-16.8	-17.8
Active Listings	387	2.4	-34.6	-48.0	-51.3	-57.8	-55.7
Sales to New Listings Ratio ¹	78.1	76.0	75.9	69.1	53.8	53.2	57.9
Months of Inventory ²	1.4	1.2	1.9	2.5	4.3	4.0	3.4
Average Price	\$372,881	9.2	36.6	40.2	47.8	51.8	87.8

Year-to-date	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017 YTD	June 2016 YTD	June 2015 YTD	June 2013 YTD	June 2011 YTD	June 2008 YTD
Sales Activity	1,302	-23.3	-3.9	-2.9	19.7	15.1	1.8
Dollar Volume	\$481,893,874	-17.6	26.9	35.2	78.9	77.7	77.8
New Listings	1,768	-18.7	-16.0	-25.3	-18.5	-23.7	-26.9
Active Listings ³	313	-7.9	-38.9	-54.5	-53.4	-60.4	-57.5
Sales to New Listings Ratio ⁴	73.6	78.1	64.4	56.6	50.1	48.8	52.9
Months of Inventory ⁵	1.4	1.2	2.3	3.1	3.7	4.2	3.5
Average Price	\$370,118	7.4	32.1	39.2	49.5	54.4	74.6

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

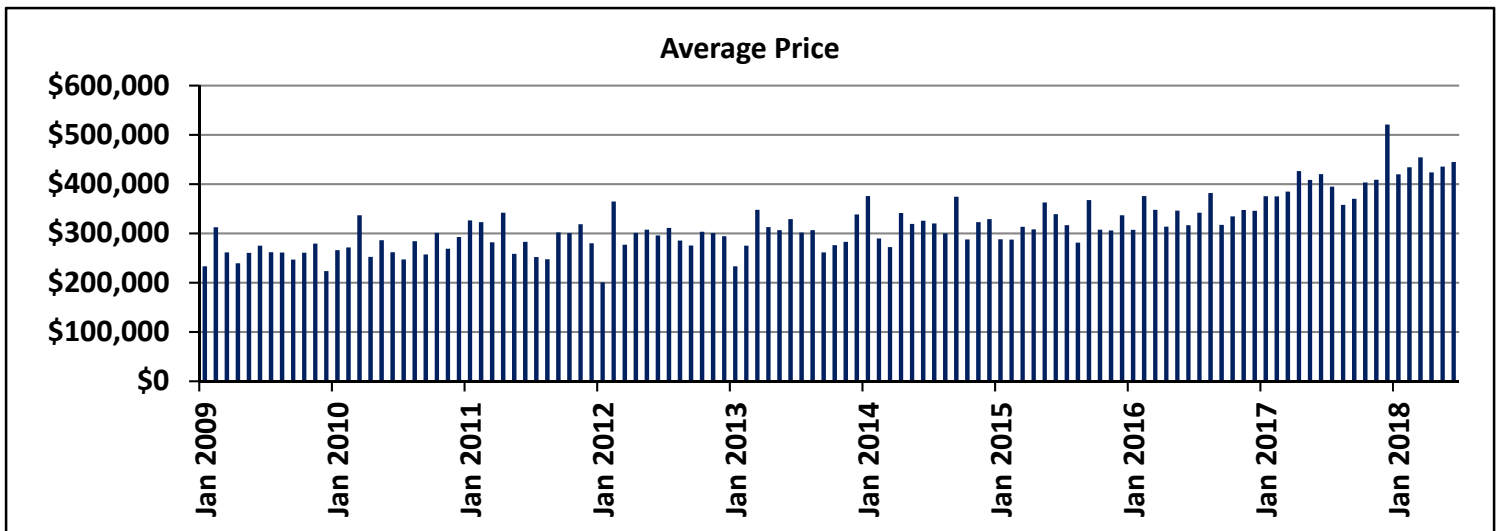
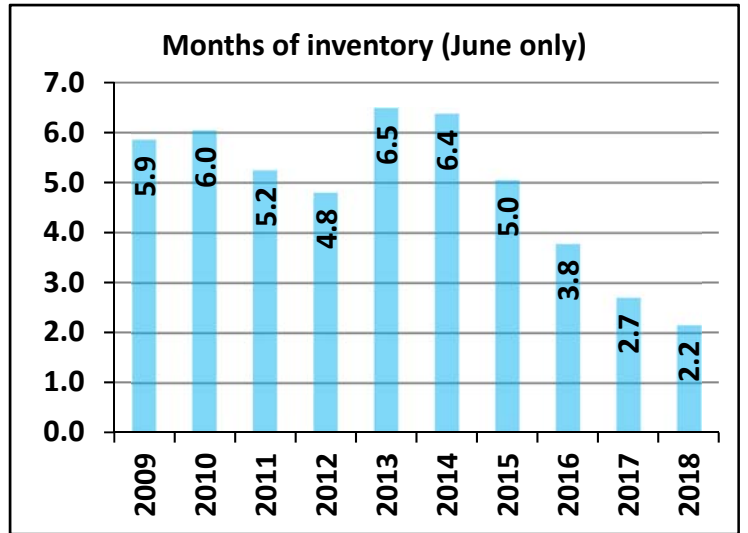
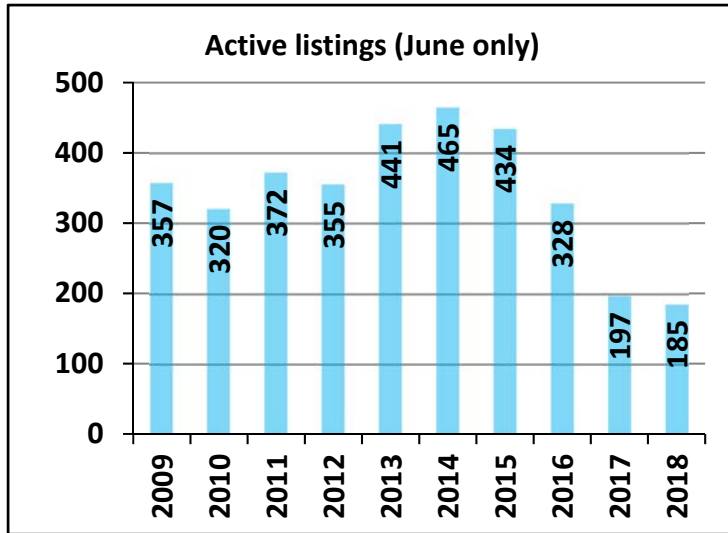
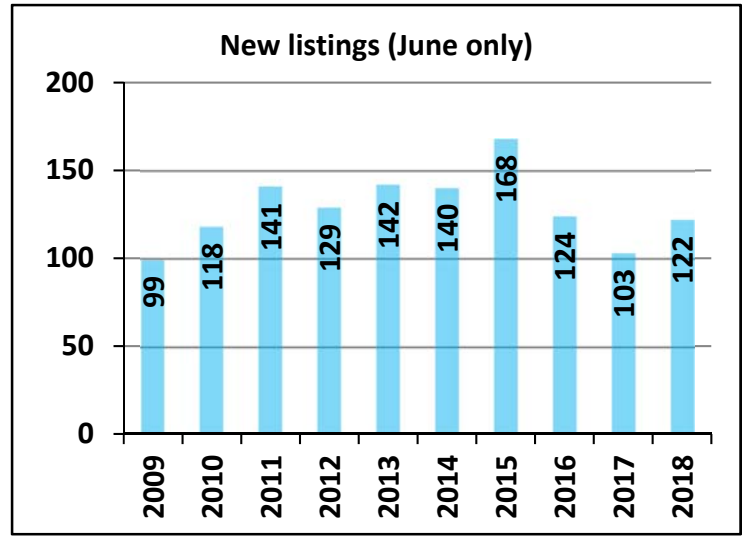
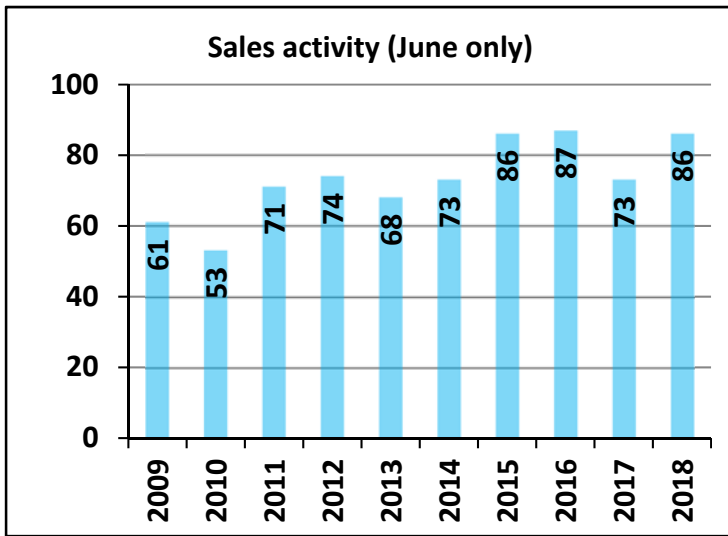
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

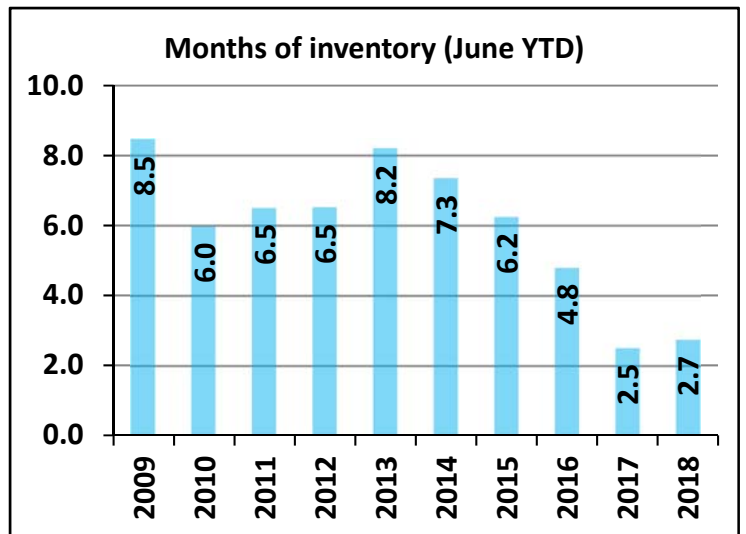
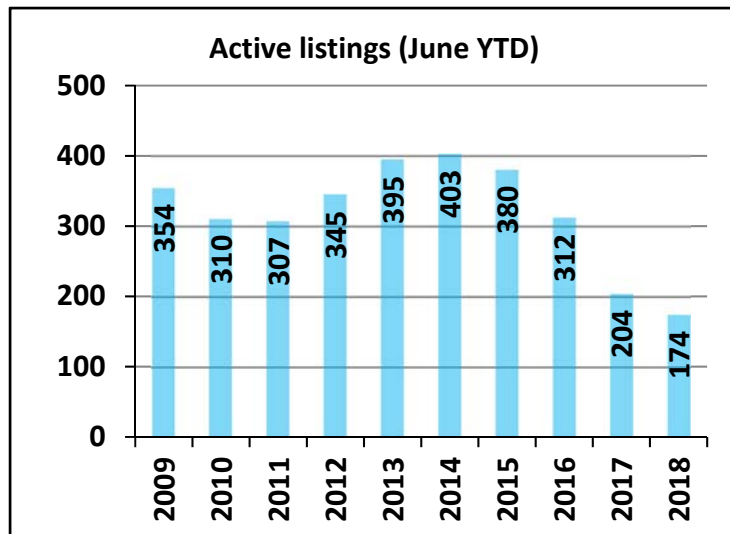
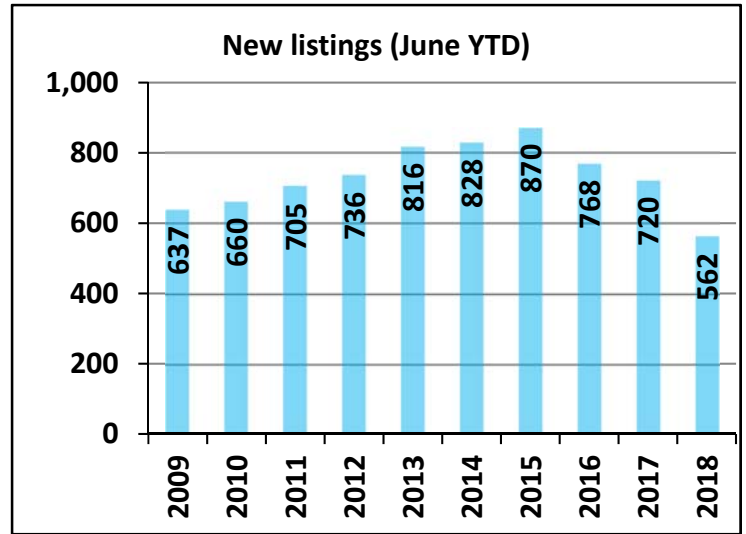
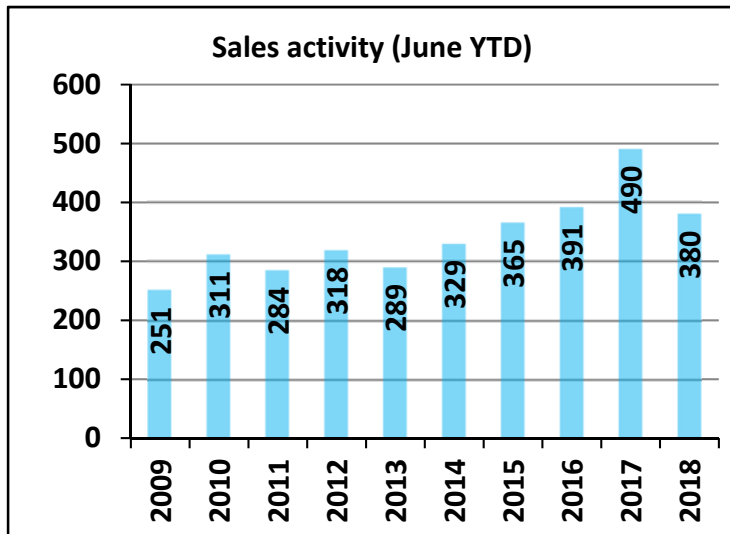
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017	June 2016	June 2015	June 2013	June 2011	June 2008
Sales Activity	86	17.8	-1.1	0.0	26.5	21.1	43.3
Dollar Volume	\$38,254,824	24.8	39.0	31.2	71.1	90.6	141.4
New Listings	122	18.4	-1.6	-27.4	-14.1	-13.5	-3.9
Active Listings	185	-6.1	-43.6	-57.4	-58.0	-50.3	-51.6
Sales to New Listings Ratio ¹	70.5	70.9	70.2	51.2	47.9	50.4	47.2
Months of Inventory ²	2.2	2.7	3.8	5.0	6.5	5.2	6.4
Average Price	\$444,824	5.9	40.6	31.2	35.3	57.3	68.4

Year-to-date	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017 YTD	June 2016 YTD	June 2015 YTD	June 2013 YTD	June 2011 YTD	June 2008 YTD
Sales Activity	380	-22.4	-2.8	4.1	31.5	33.8	27.1
Dollar Volume	\$165,820,645	-15.8	27.6	39.9	86.7	97.4	112.7
New Listings	562	-21.9	-26.8	-35.4	-31.1	-20.3	-21.7
Active Listings ³	174	-14.7	-44.2	-54.2	-55.9	-43.3	-43.5
Sales to New Listings Ratio ⁴	67.6	68.1	50.9	42.0	35.4	40.3	41.6
Months of Inventory ⁵	2.7	2.5	4.8	6.2	8.2	6.5	6.2
Average Price	\$436,370	8.6	31.3	34.3	42.0	47.6	67.3

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

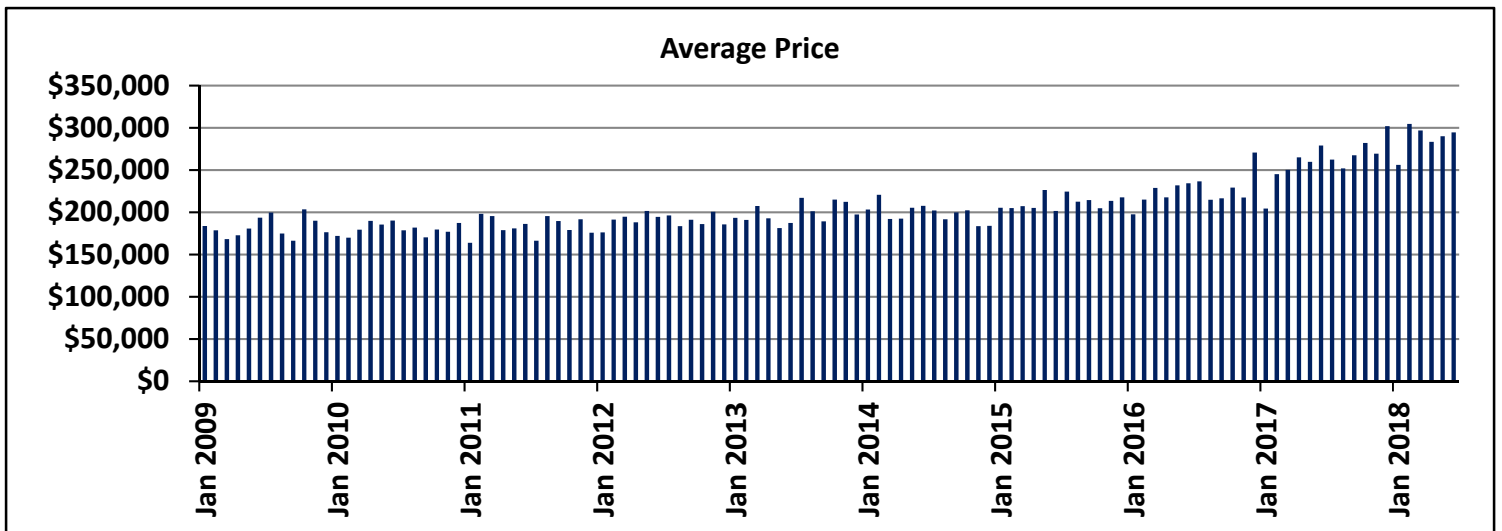
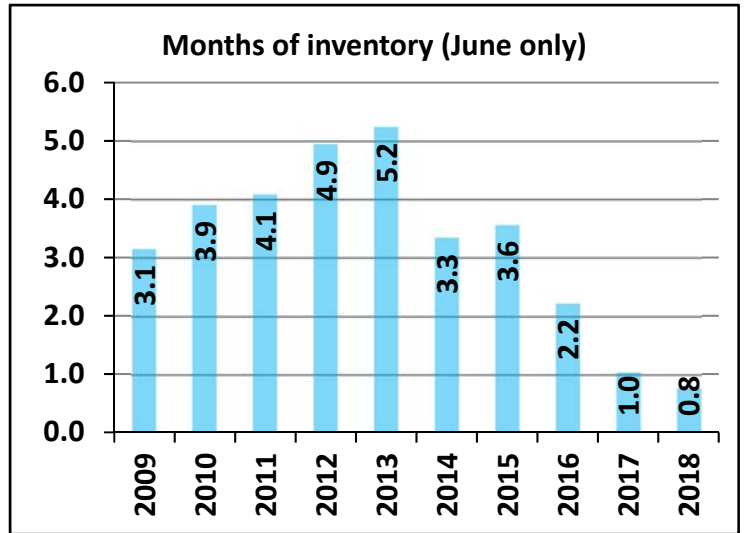
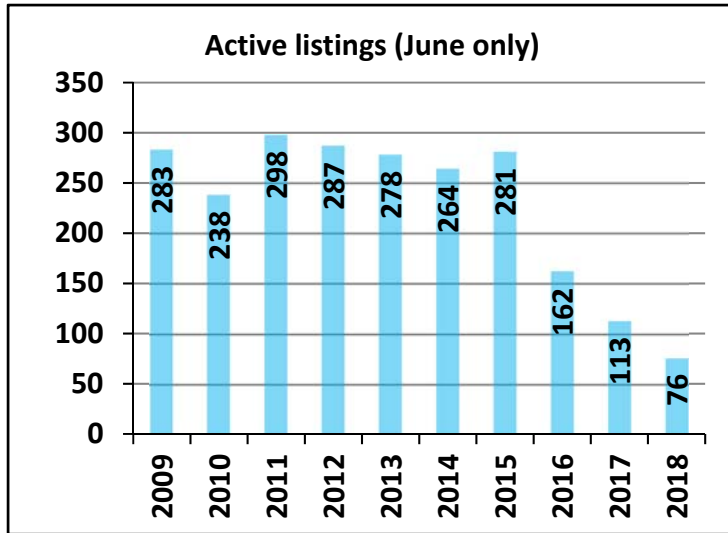
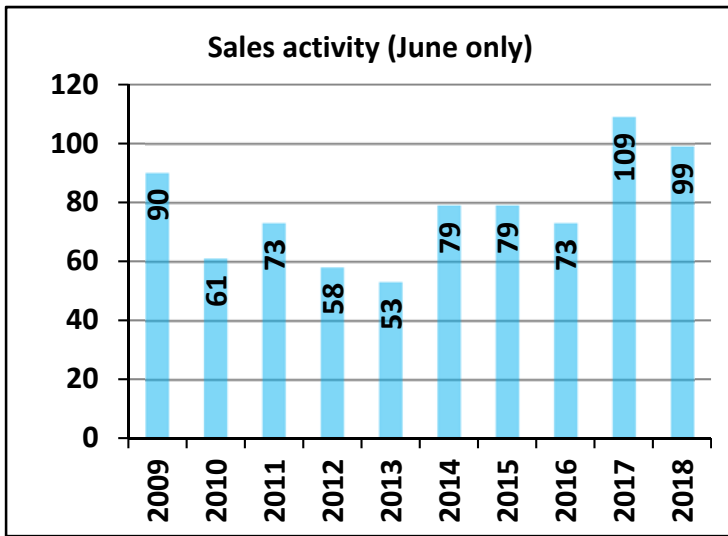
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

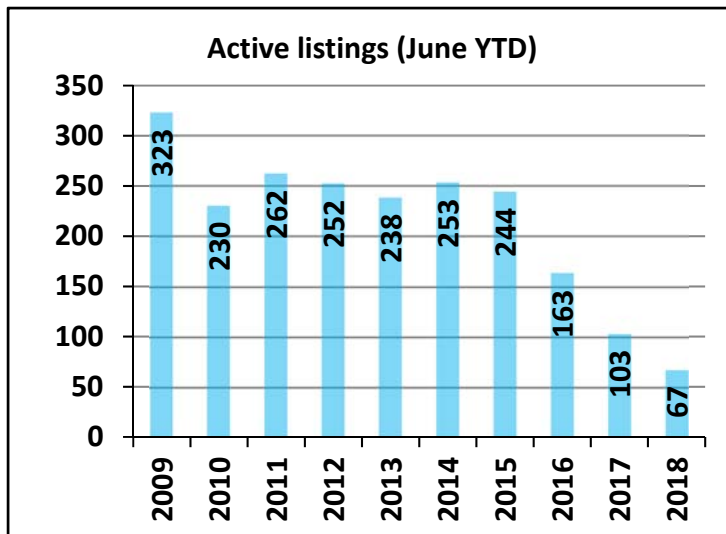
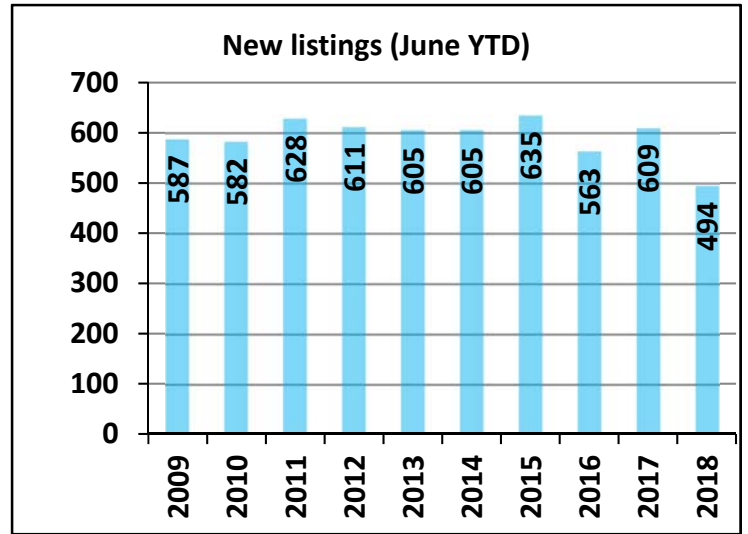
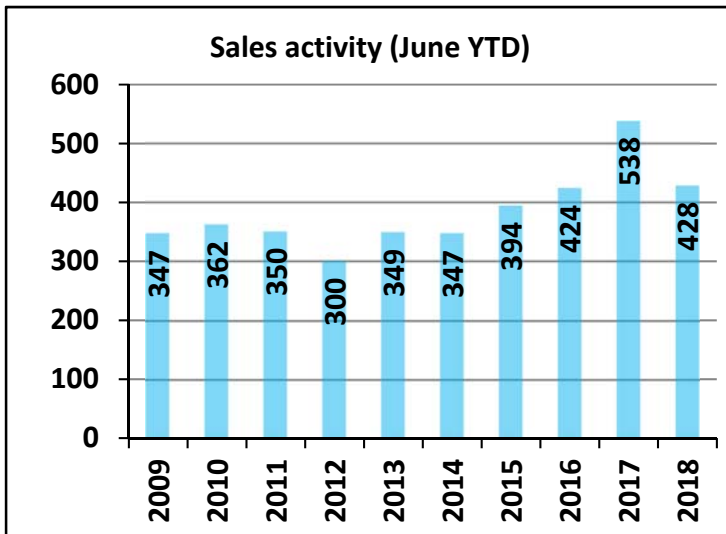
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017	June 2016	June 2015	June 2013	June 2011	June 2008
Sales Activity	99	-9.2	35.6	25.3	86.8	35.6	45.6
Dollar Volume	\$29,152,613	-4.1	70.5	83.1	193.7	114.5	127.9
New Listings	101	-13.7	14.8	-27.3	-1.9	-3.8	-3.8
Active Listings	76	-32.7	-53.1	-73.0	-72.7	-74.5	-71.3
Sales to New Listings Ratio ¹	98.0	93.2	83.0	56.8	51.5	69.5	64.8
Months of Inventory ²	0.8	1.0	2.2	3.6	5.2	4.1	3.9
Average Price	\$294,471	5.5	25.7	46.1	57.2	58.2	56.6

Year-to-date	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017 YTD	June 2016 YTD	June 2015 YTD	June 2013 YTD	June 2011 YTD	June 2008 YTD
Sales Activity	428	-20.4	0.9	8.6	22.6	22.3	18.9
Dollar Volume	\$124,185,589	-9.7	30.3	50.5	86.1	92.7	89.1
New Listings	494	-18.9	-12.3	-22.2	-18.3	-21.3	-17.4
Active Listings ³	67	-35.0	-58.9	-72.5	-71.8	-74.4	-71.8
Sales to New Listings Ratio ⁴	86.6	88.3	75.3	62.0	57.7	55.7	60.2
Months of Inventory ⁵	0.9	1.1	2.3	3.7	4.1	4.5	4.0
Average Price	\$290,153	13.5	29.1	38.6	51.8	57.6	59.1

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

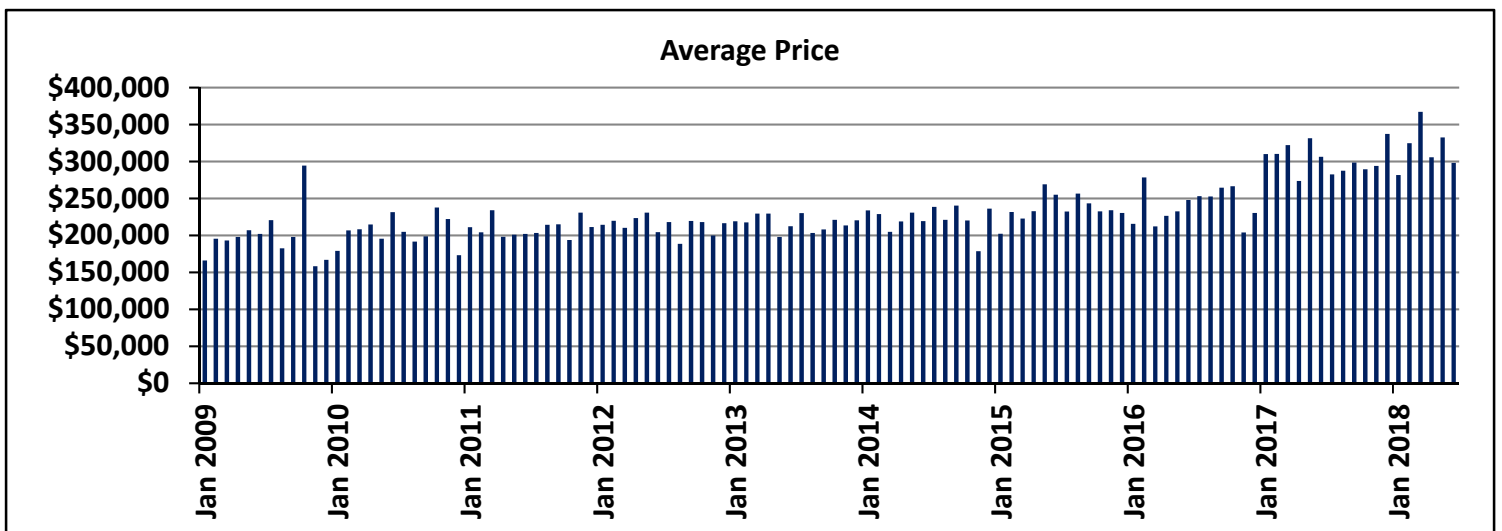
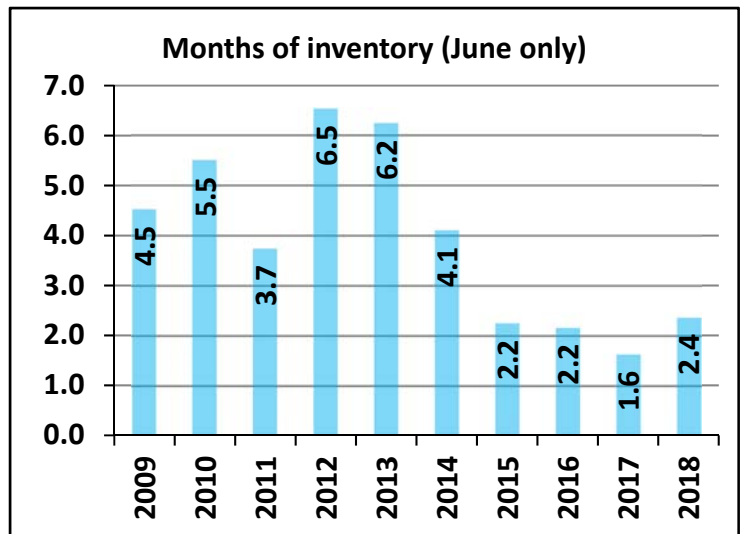
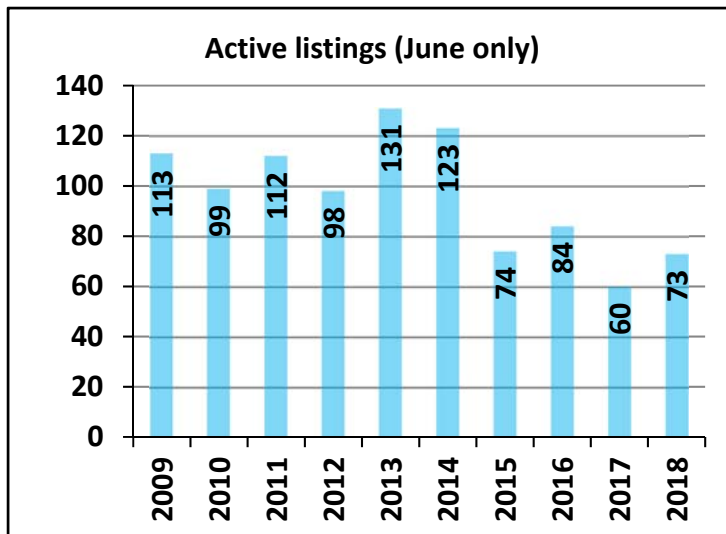
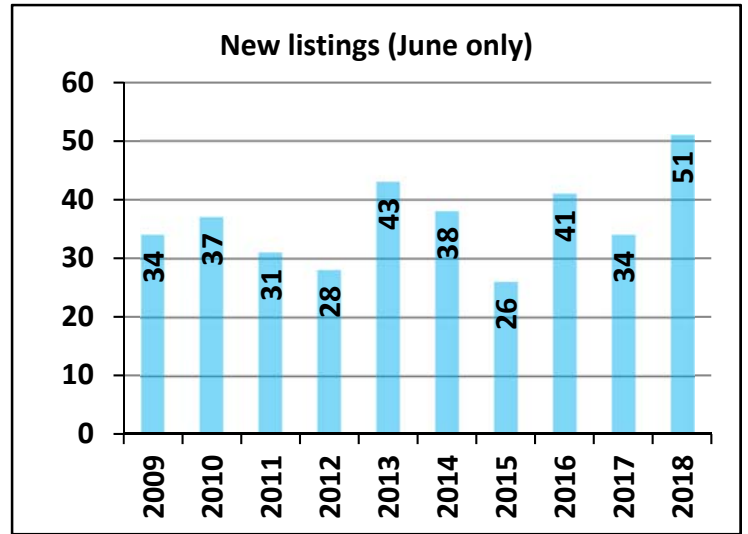
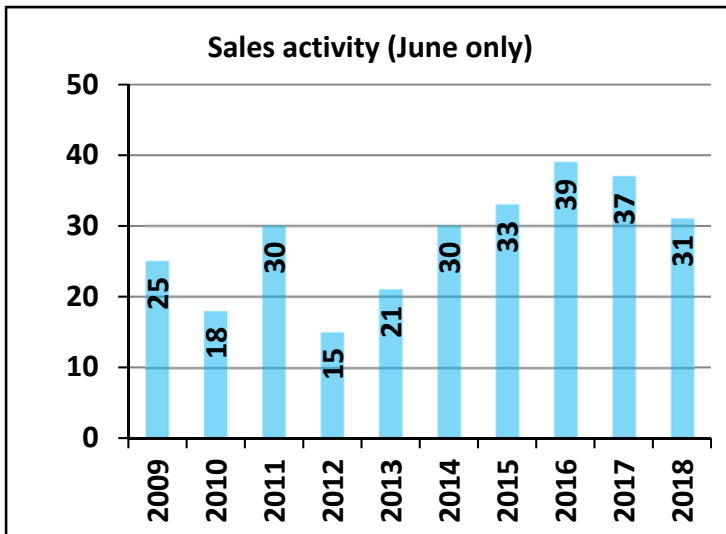
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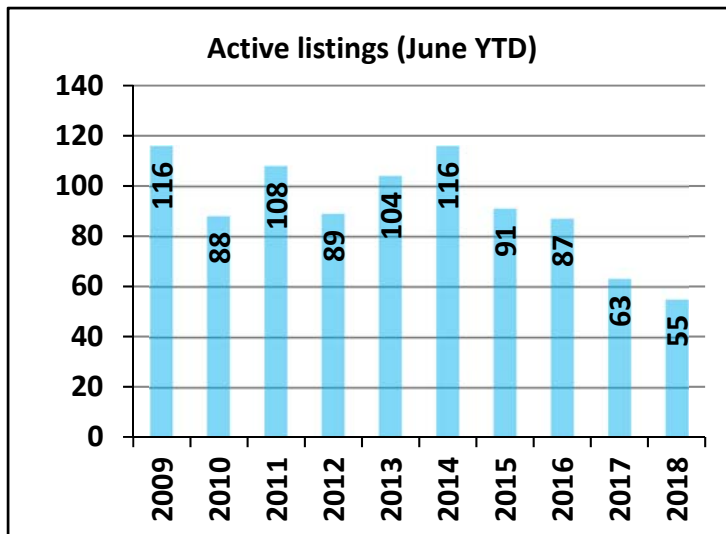
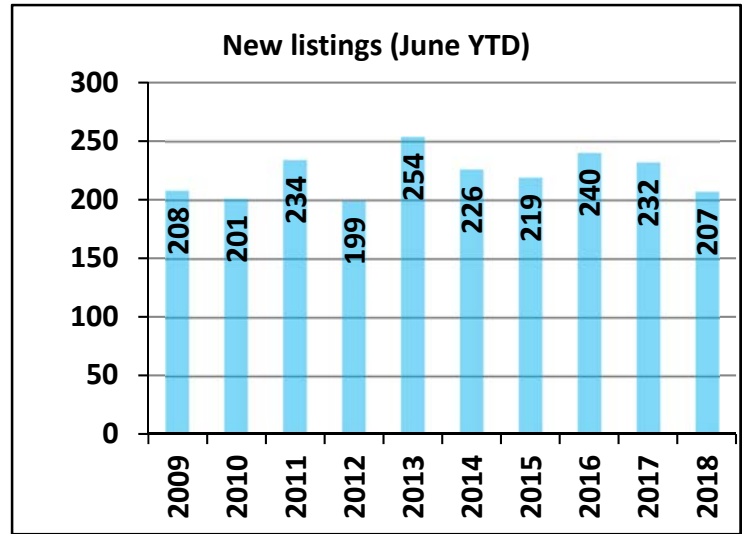
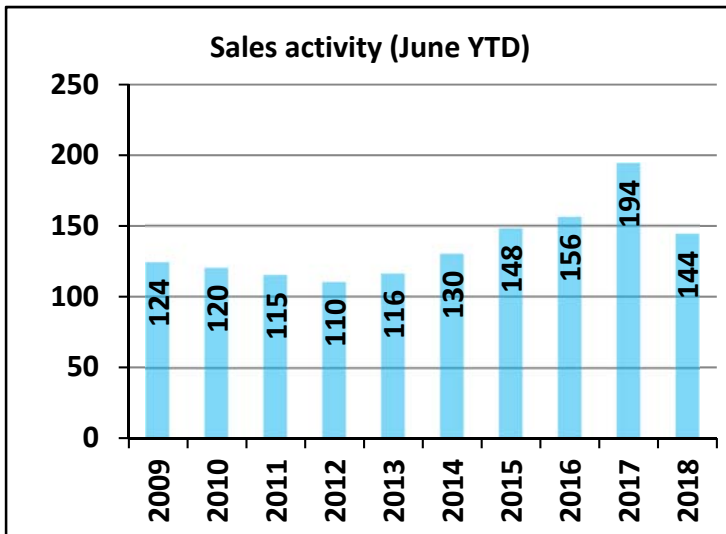
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017	June 2016	June 2015	June 2013	June 2011	June 2008
Sales Activity	31	-16.2	-20.5	-6.1	47.6	3.3	29.2
Dollar Volume	\$9,238,710	-18.5	-4.4	9.8	107.2	52.5	115.5
New Listings	51	50.0	24.4	96.2	18.6	64.5	82.1
Active Listings	73	21.7	-13.1	-1.4	-44.3	-34.8	-35.4
Sales to New Listings Ratio ¹	60.8	108.8	95.1	126.9	48.8	96.8	85.7
Months of Inventory ²	2.4	1.6	2.2	2.2	6.2	3.7	4.7
Average Price	\$298,023	-2.7	20.3	16.9	40.3	47.6	66.8

Year-to-date	June 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2017 YTD	June 2016 YTD	June 2015 YTD	June 2013 YTD	June 2011 YTD	June 2008 YTD
Sales Activity	144	-25.8	-7.7	-2.7	24.1	25.2	5.1
Dollar Volume	\$45,698,966	-24.3	24.6	27.2	81.4	91.7	75.1
New Listings	207	-10.8	-13.8	-5.5	-18.5	-11.5	-13.4
Active Listings ³	55	-12.7	-36.8	-39.6	-47.1	-49.1	-46.6
Sales to New Listings Ratio ⁴	69.6	83.6	65.0	67.6	45.7	49.1	57.3
Months of Inventory ⁵	2.3	1.9	3.3	3.7	5.4	5.6	4.5
Average Price	\$317,354	1.9	35.0	30.7	46.1	53.1	66.6

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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