



Residential Market Activity

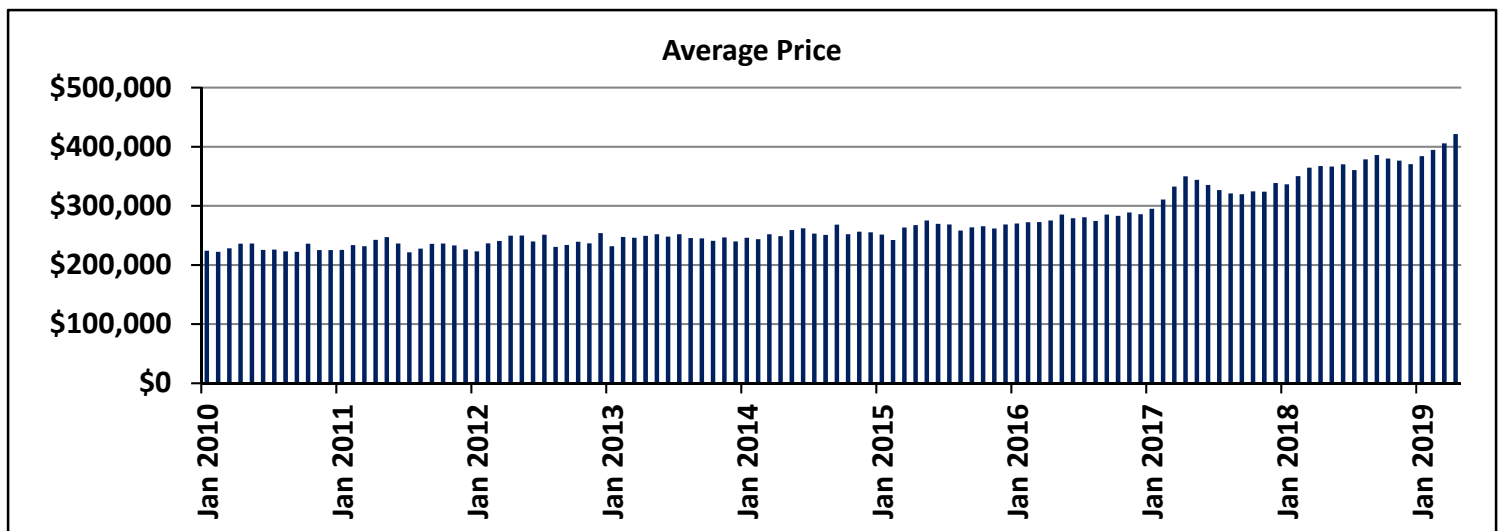
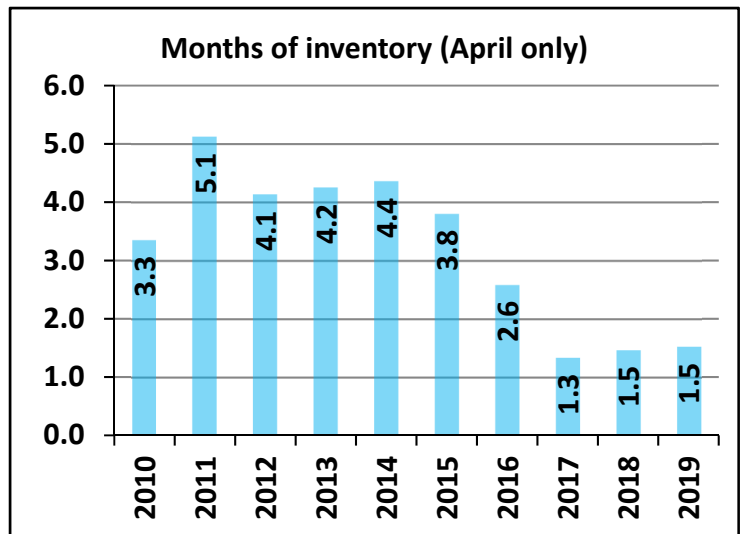
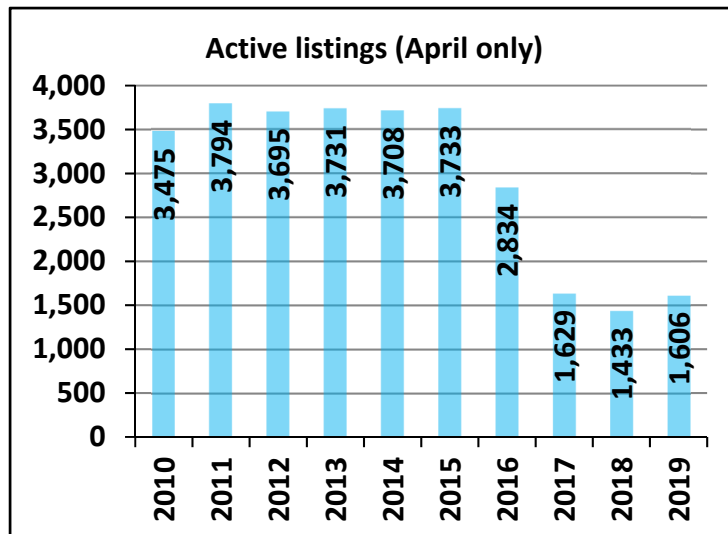
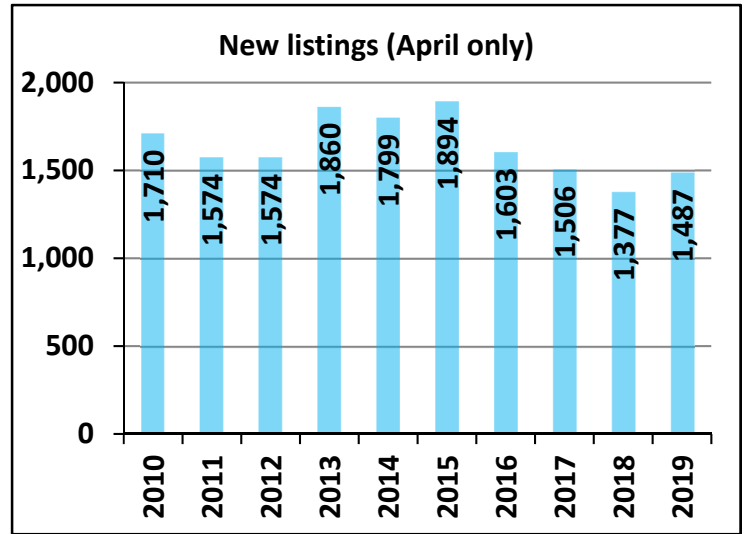
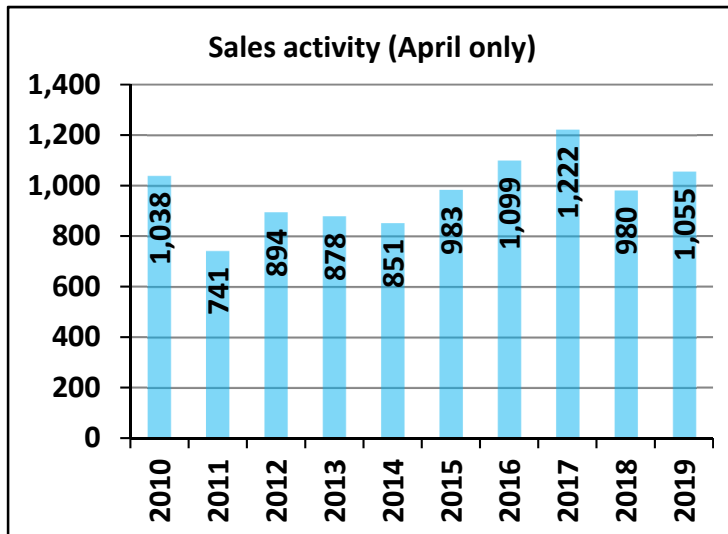
April 2019



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

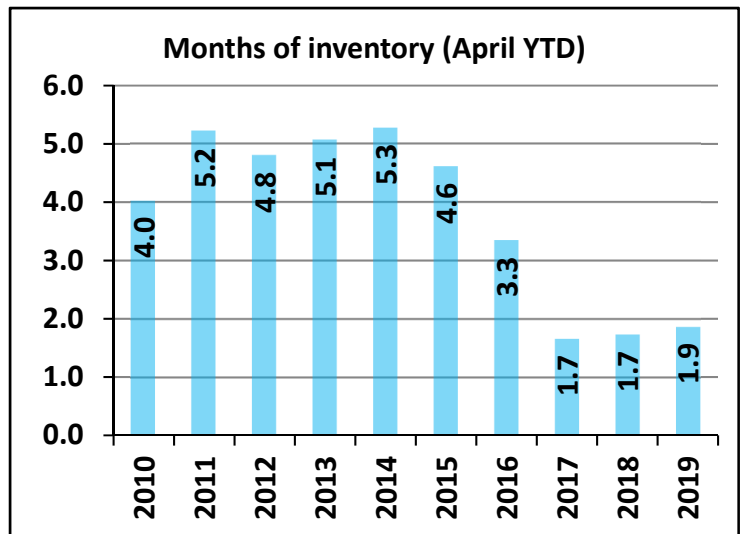
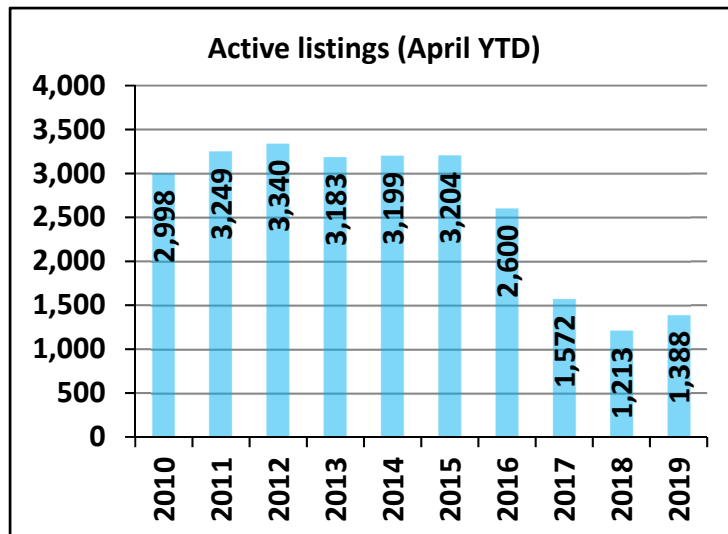
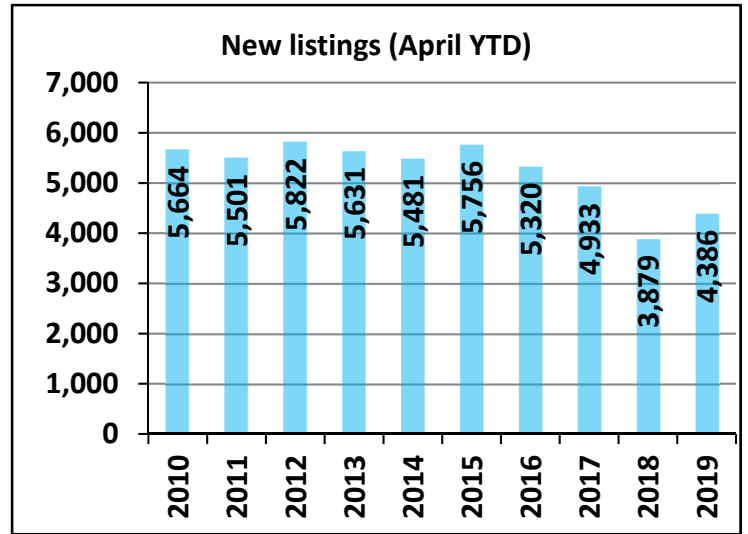
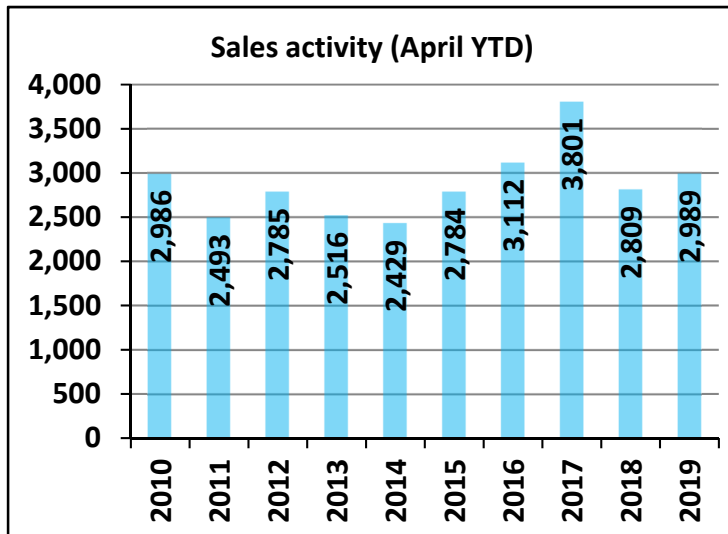
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	1,055	7.7	-13.7	-4.0	24.0	18.0	30.7
Dollar Volume	\$444,550,135	23.6	4.0	47.0	110.1	99.4	162.3
New Listings	1,487	8.0	-1.3	-7.2	-17.3	-5.5	4.2
Active Listings	1,606	12.1	-1.4	-43.3	-56.7	-56.5	-54.9
Sales to New Listings Ratio ¹	70.9	71.2	81.1	68.6	47.3	56.8	56.6
Months of Inventory ²	1.5	1.5	1.3	2.6	4.4	4.1	4.4
Average Price	\$421,375	14.8	20.5	53.2	69.5	68.9	100.6

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	2,989	6.4	-21.4	-4.0	23.1	7.3	30.7
Dollar Volume	\$1,210,976,745	20.4	-2.9	42.6	101.0	81.5	153.2
New Listings	4,386	13.1	-11.1	-17.6	-20.0	-24.7	-13.5
Active Listings ³	1,388	14.4	-11.7	-46.6	-56.6	-58.4	-58.9
Sales to New Listings Ratio ⁴	68.1	72.4	77.1	58.5	44.3	47.8	45.1
Months of Inventory ⁵	1.9	1.7	1.7	3.3	5.3	4.8	5.9
Average Price	\$405,144	13.2	23.5	48.4	63.3	69.1	93.7

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

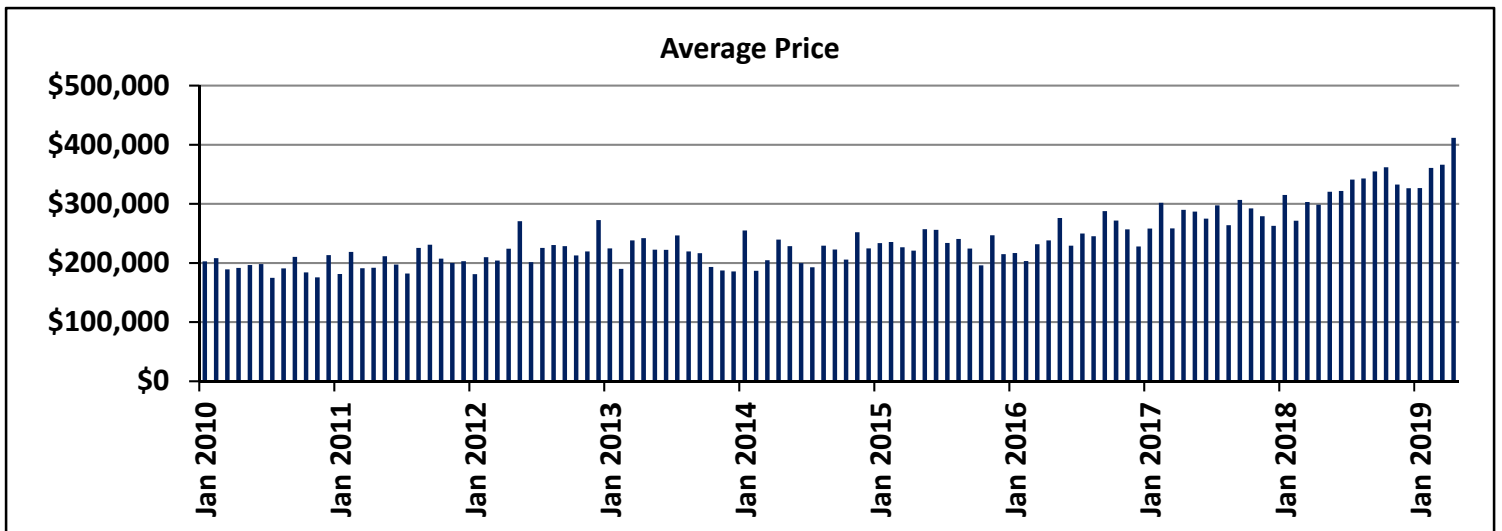
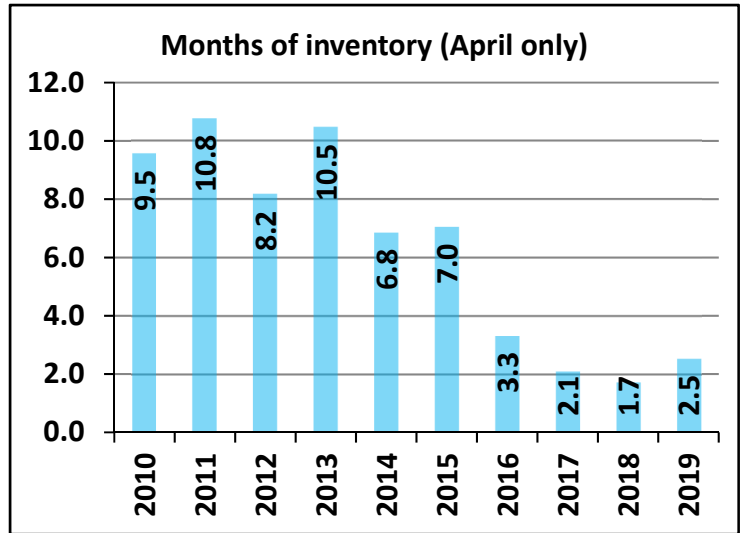
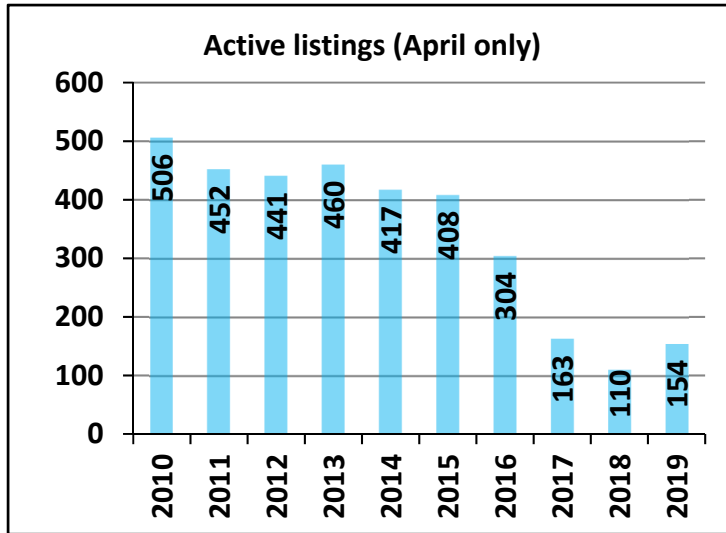
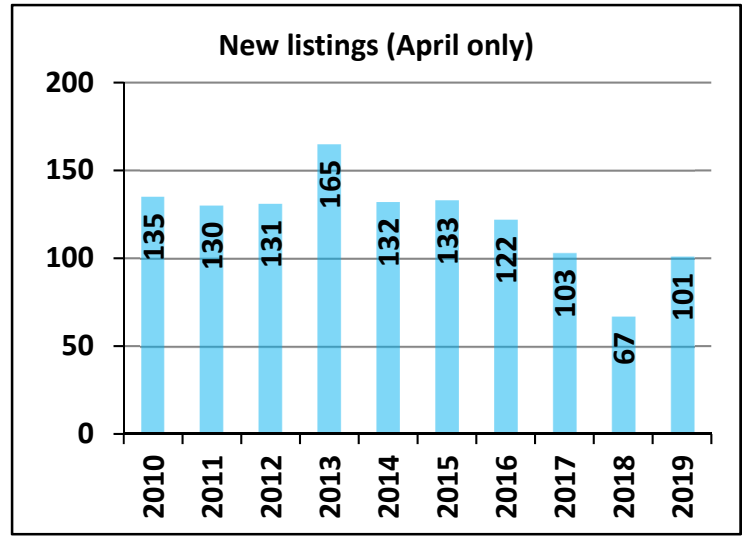
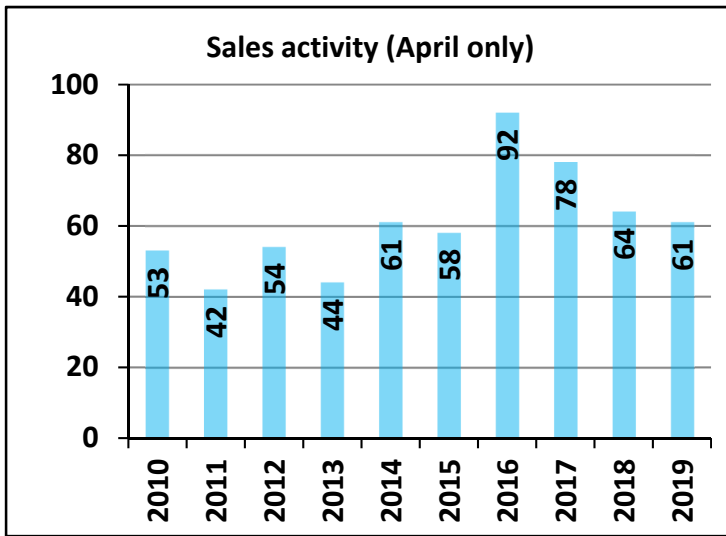
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

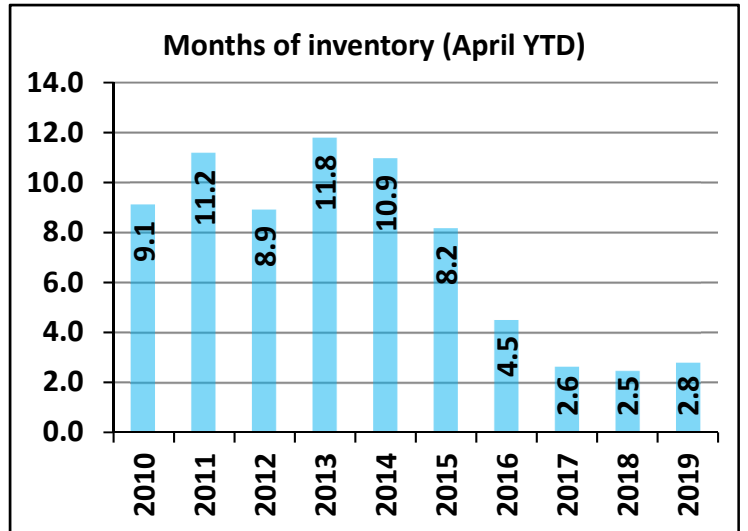
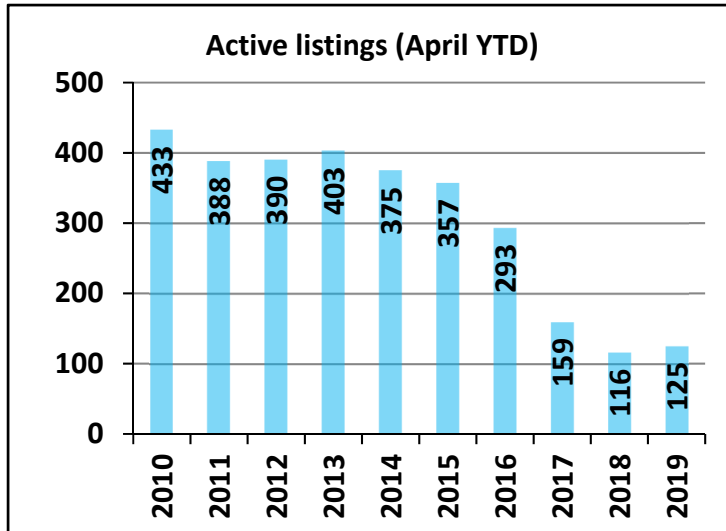
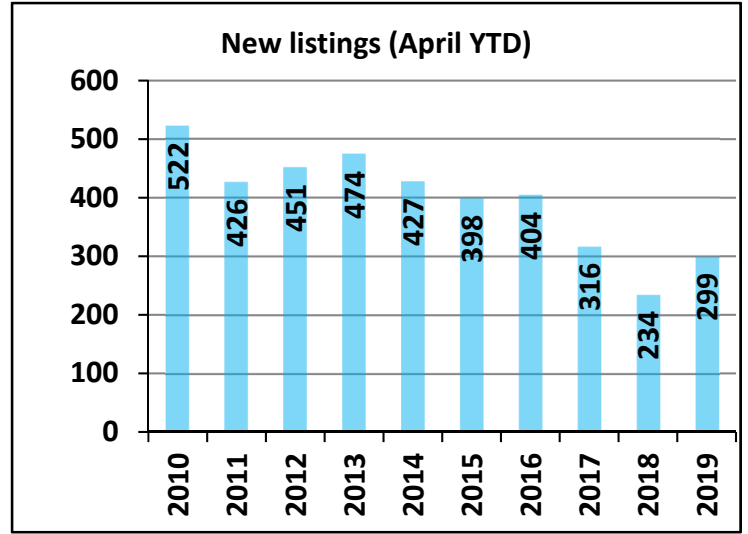
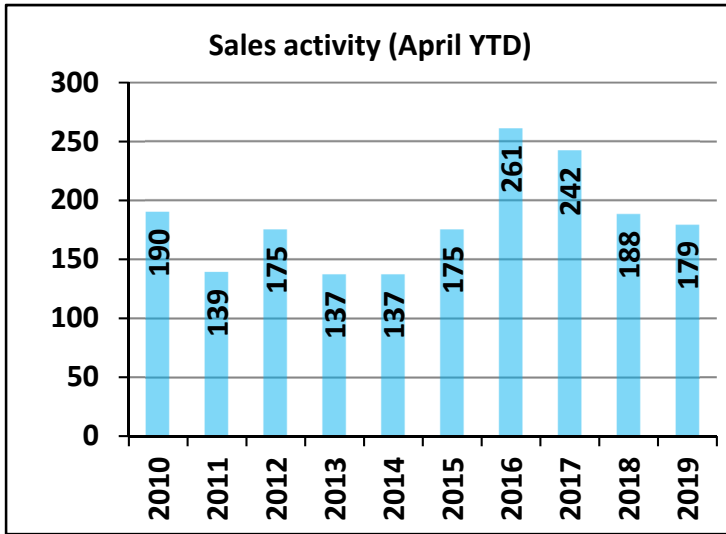
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	61	-4.7	-21.8	-33.7	0.0	13.0	17.3
Dollar Volume	\$25,097,900	31.4	11.0	14.5	71.8	107.6	175.0
New Listings	101	50.7	-1.9	-17.2	-23.5	-22.9	-29.4
Active Listings	154	40.0	-5.5	-49.3	-63.1	-65.1	-68.6
Sales to New Listings Ratio ¹	60.4	95.5	75.7	75.4	46.2	41.2	36.4
Months of Inventory ²	2.5	1.7	2.1	3.3	6.8	8.2	9.4
Average Price	\$411,441	37.8	42.0	72.7	71.8	83.8	134.4

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	179	-4.8	-26.0	-31.4	30.7	2.3	21.8
Dollar Volume	\$66,663,140	19.4	-0.5	13.1	117.7	84.4	141.7
New Listings	299	27.8	-5.4	-26.0	-30.0	-33.7	-36.8
Active Listings ³	125	7.8	-21.4	-57.3	-66.7	-67.9	-72.1
Sales to New Listings Ratio ⁴	59.9	80.3	76.6	64.6	32.1	38.8	31.1
Months of Inventory ⁵	2.8	2.5	2.6	4.5	10.9	8.9	12.2
Average Price	\$372,420	25.4	34.6	64.9	66.6	80.2	98.5

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

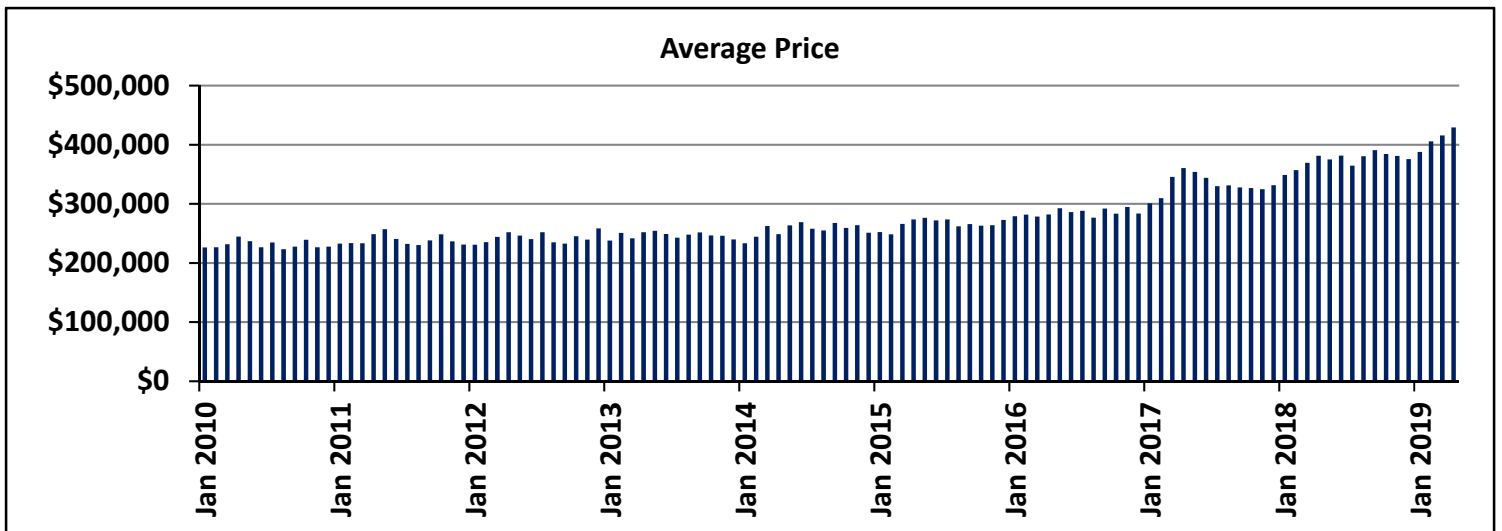
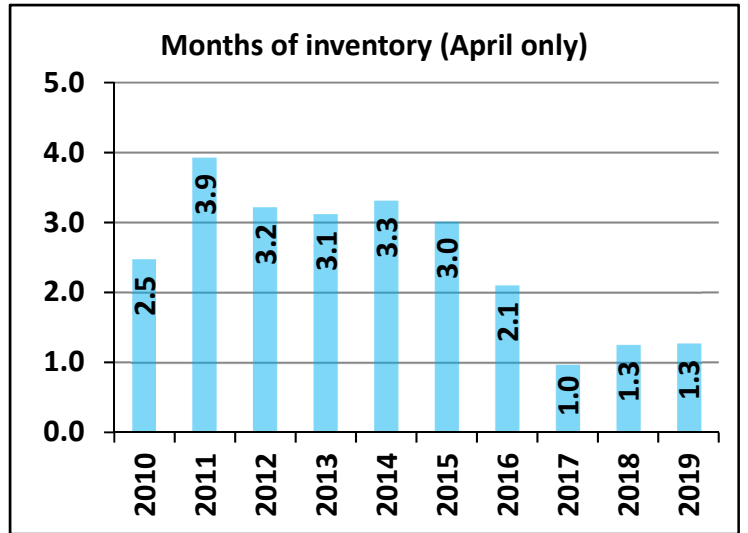
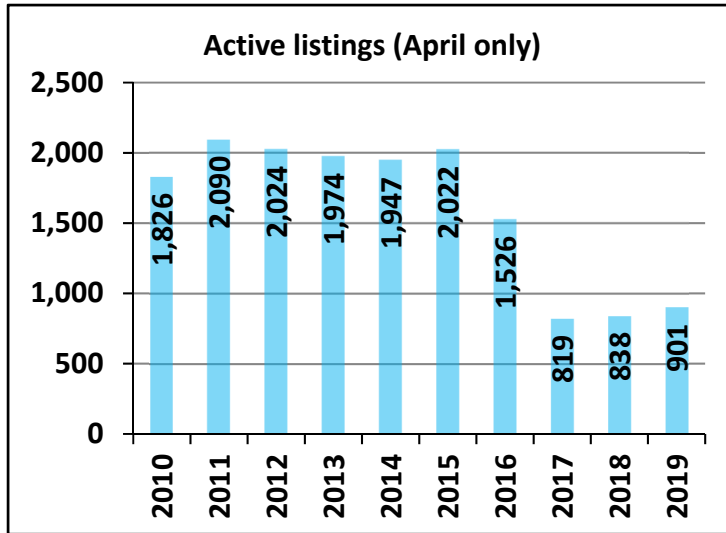
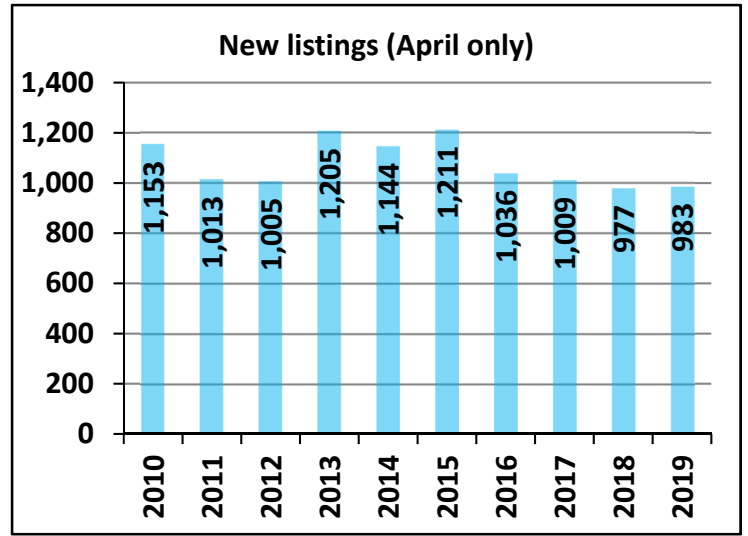
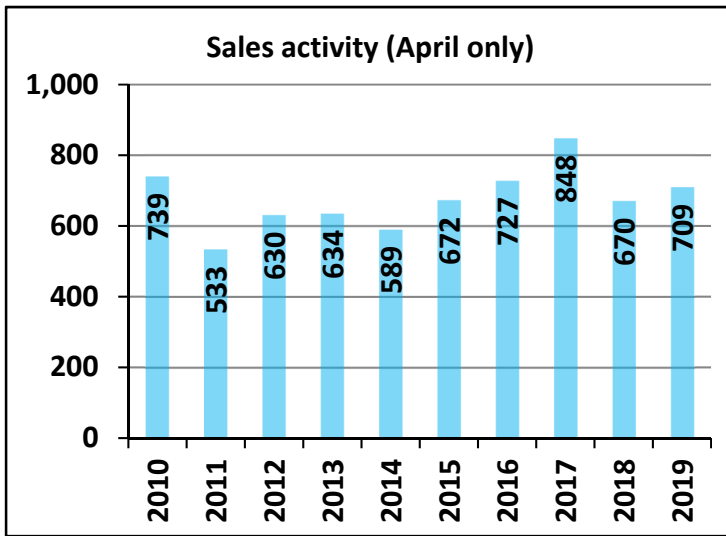
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

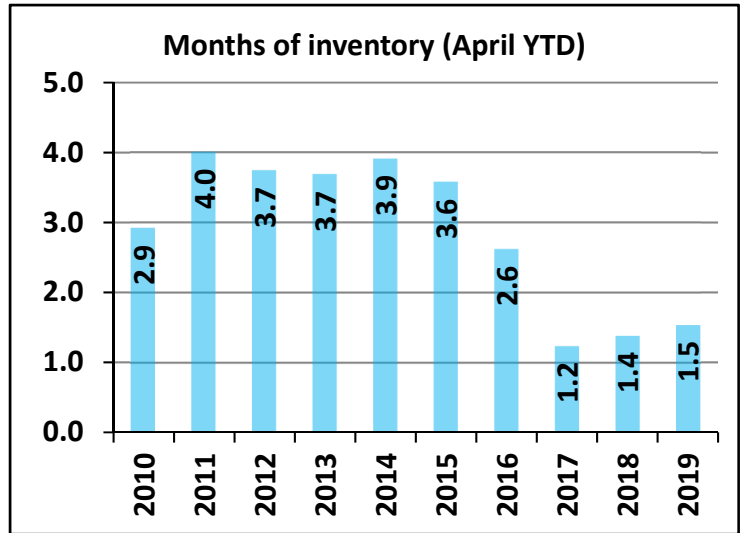
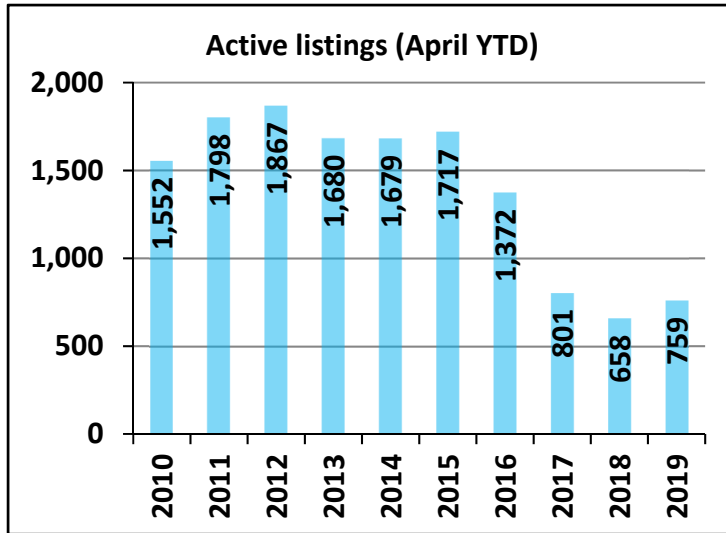
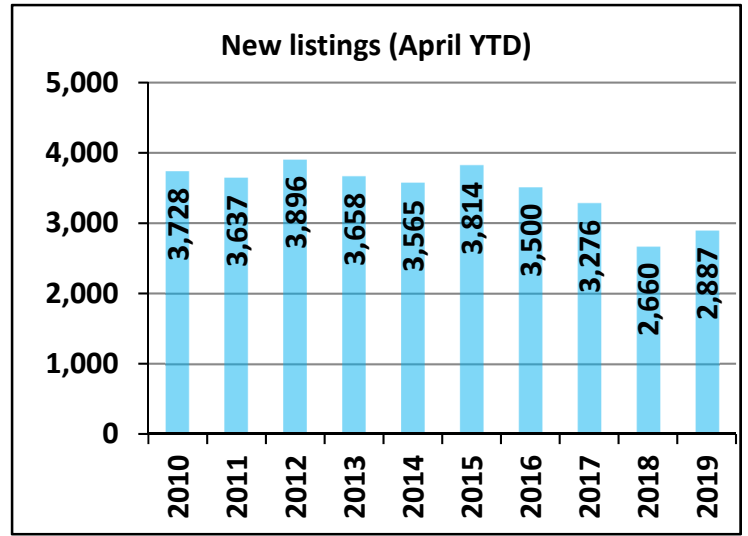
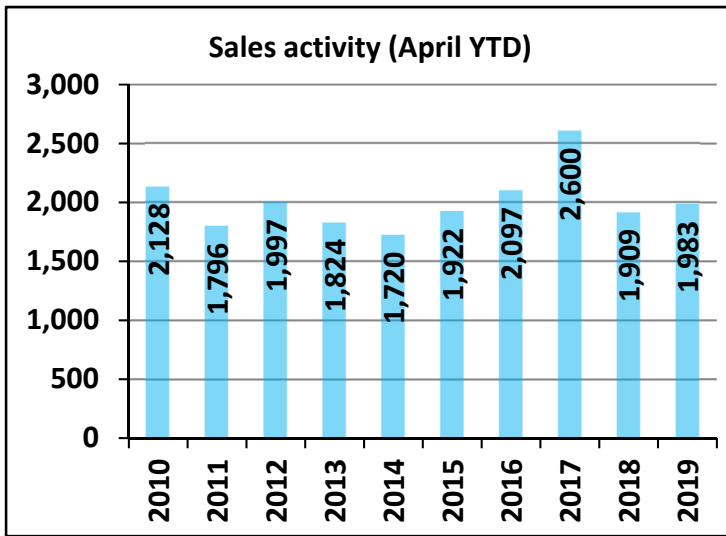
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	709	5.8	-16.4	-2.5	20.4	12.5	21.2
Dollar Volume	\$304,202,368	19.1	-0.4	48.4	107.8	91.6	141.2
New Listings	983	0.6	-2.6	-5.1	-14.1	-2.2	9.2
Active Listings	901	7.5	10.0	-41.0	-53.7	-55.5	-51.0
Sales to New Listings Ratio ¹	72.1	68.6	84.0	70.2	51.5	62.7	65.0
Months of Inventory ²	1.3	1.3	1.0	2.1	3.3	3.2	3.1
Average Price	\$429,058	12.5	19.1	52.1	72.6	70.3	99.1

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	1,983	3.9	-23.7	-5.4	15.3	-0.7	20.0
Dollar Volume	\$820,258,380	16.8	-6.3	39.5	91.6	69.5	134.6
New Listings	2,887	8.5	-11.9	-17.5	-19.0	-25.9	-13.4
Active Listings ³	759	15.3	-5.2	-44.7	-54.8	-59.3	-57.4
Sales to New Listings Ratio ⁴	68.7	71.8	79.4	59.9	48.2	51.3	49.6
Months of Inventory ⁵	1.5	1.4	1.2	2.6	3.9	3.7	4.3
Average Price	\$413,645	12.4	22.9	47.5	66.2	70.7	95.6

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

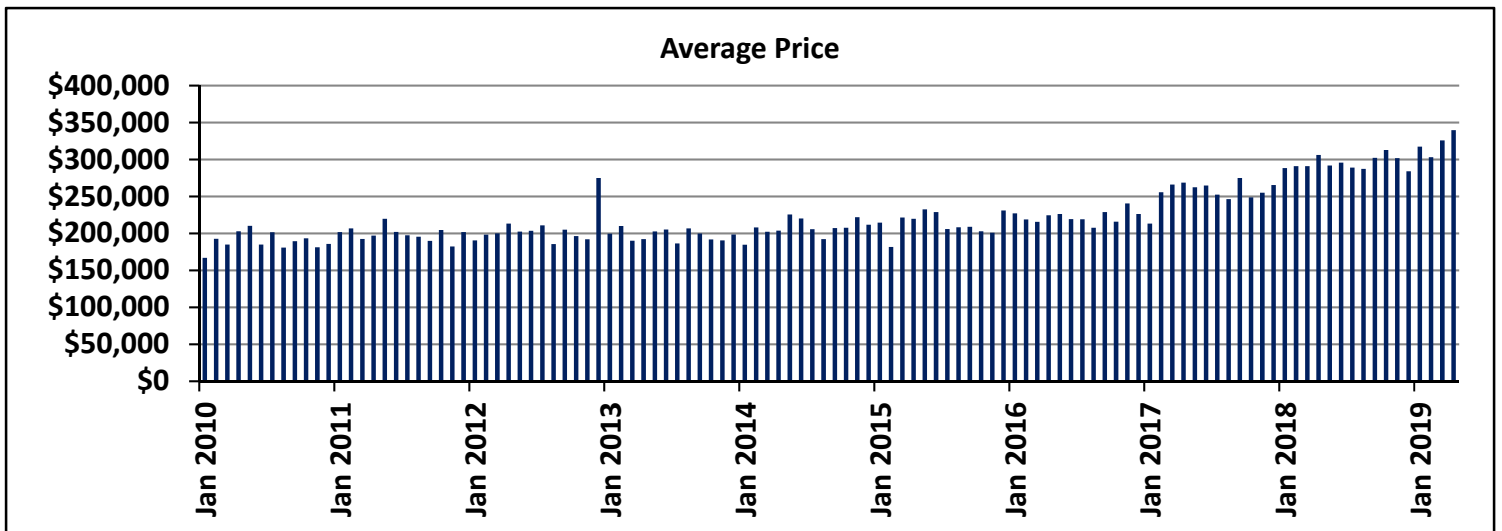
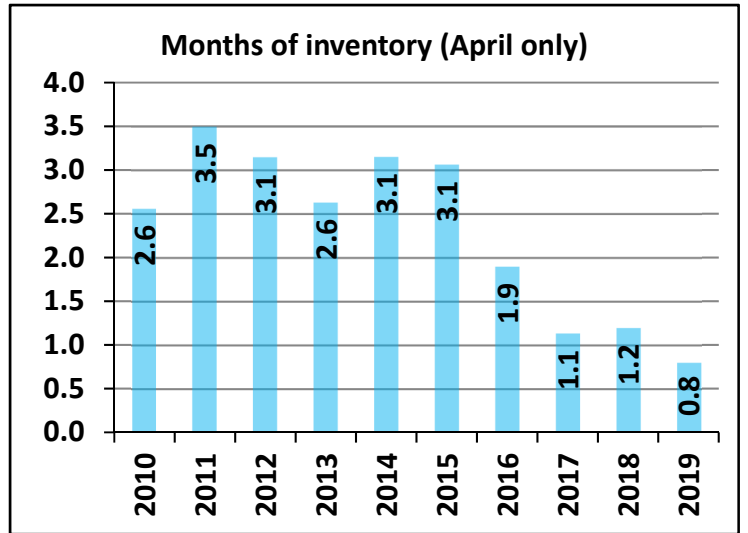
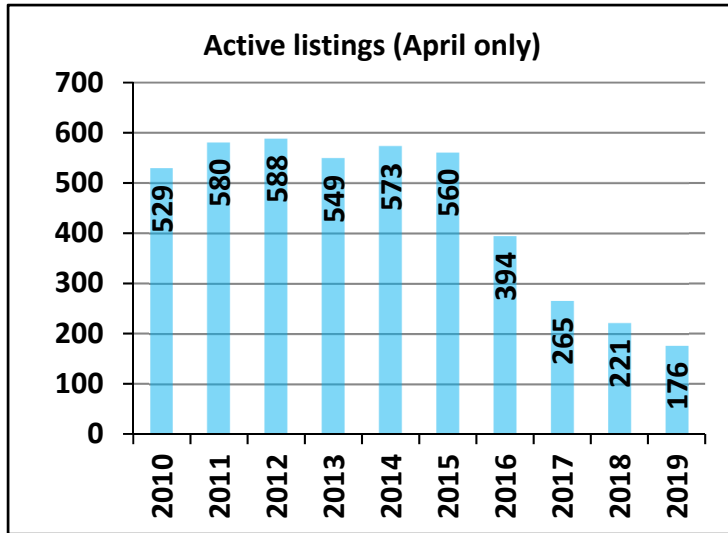
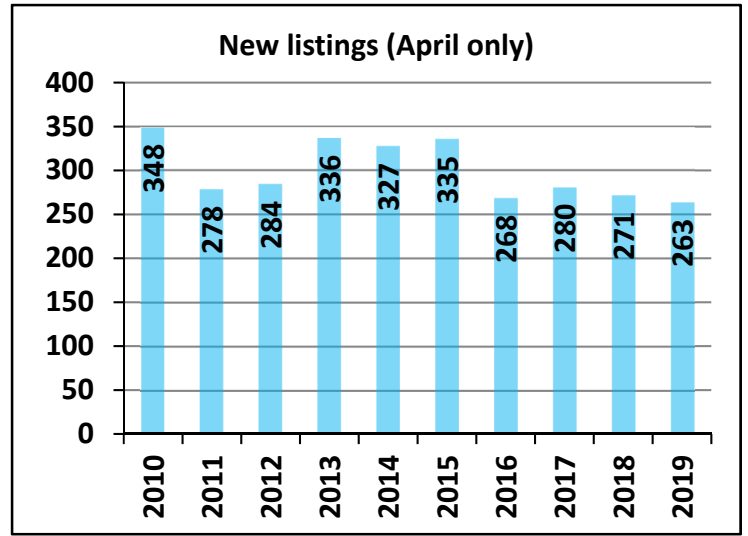
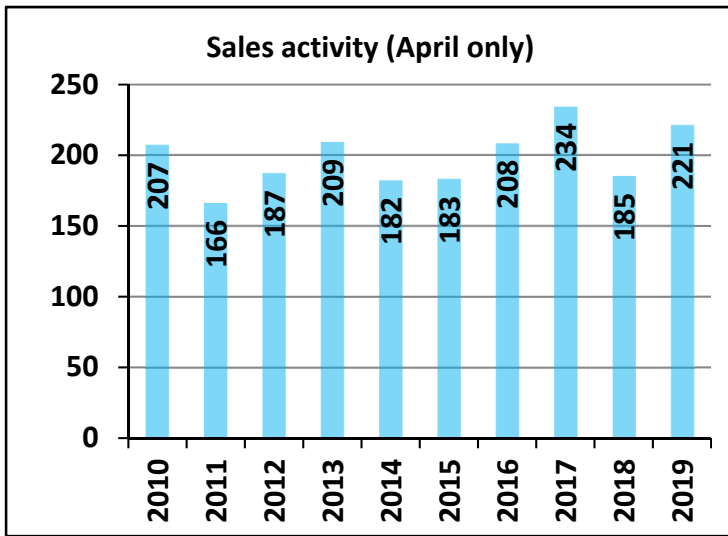
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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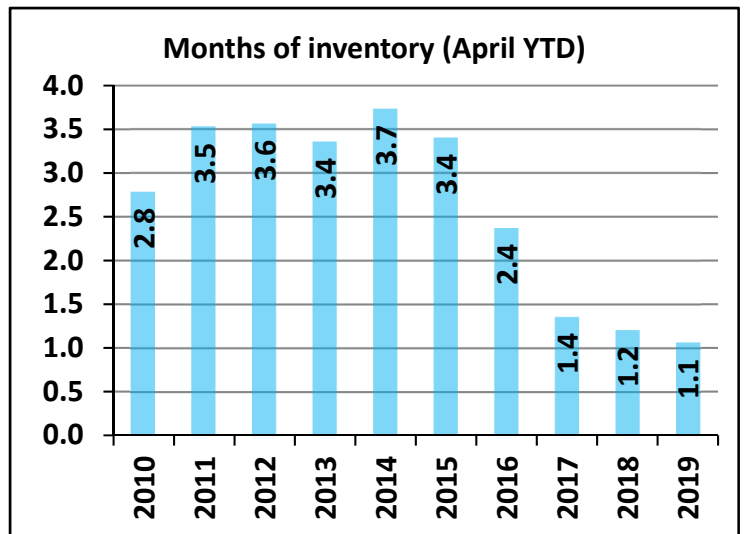
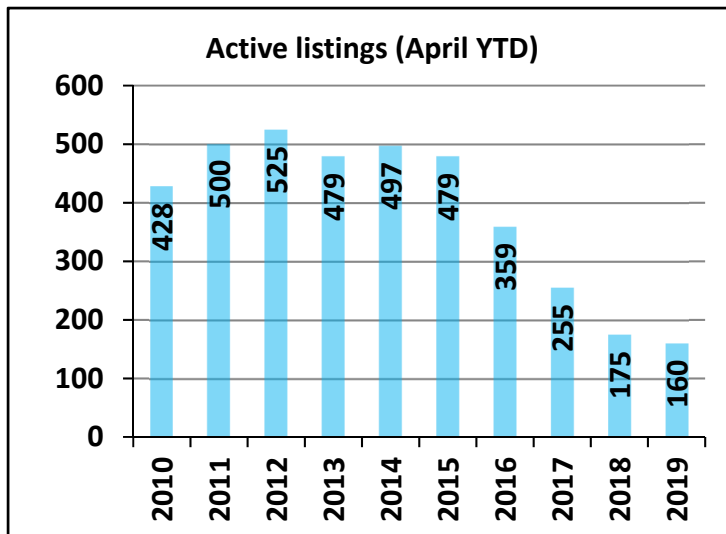
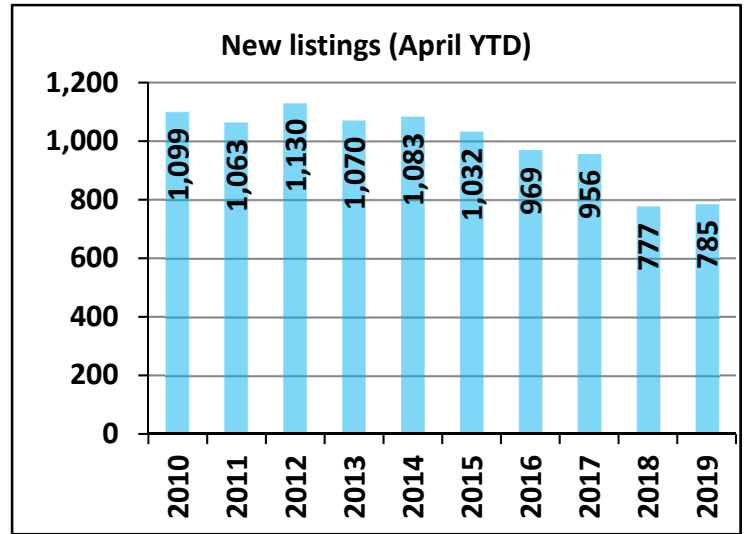
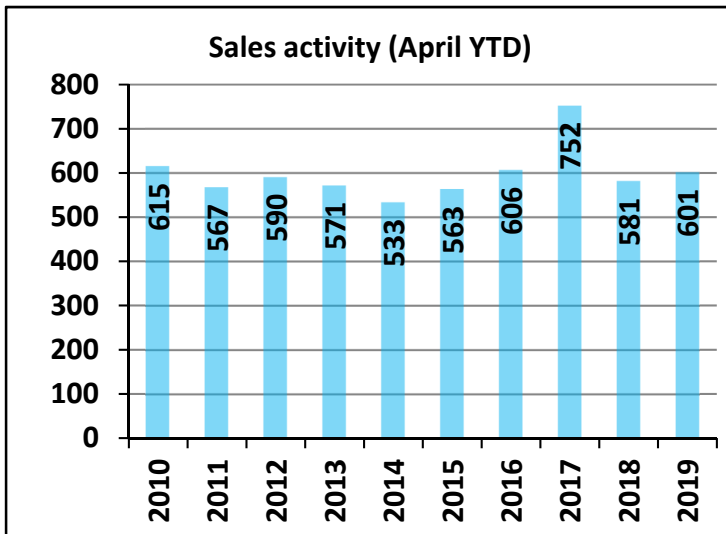
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	221	19.5	-5.6	6.3	21.4	18.2	27.7
Dollar Volume	\$75,074,694	32.6	19.4	60.8	102.6	88.3	141.2
New Listings	263	-3.0	-6.1	-1.9	-19.6	-7.4	3.1
Active Listings	176	-20.4	-33.6	-55.3	-69.3	-70.1	-65.3
Sales to New Listings Ratio ¹	84.0	68.3	83.6	77.6	55.7	65.8	67.8
Months of Inventory ²	0.8	1.2	1.1	1.9	3.1	3.1	2.9
Average Price	\$339,704	11.0	26.5	51.4	66.8	59.3	88.8

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	601	3.4	-20.1	-0.8	12.8	1.9	14.5
Dollar Volume	\$195,576,280	14.0	1.5	46.1	82.6	64.0	103.8
New Listings	785	1.0	-17.9	-19.0	-27.5	-30.5	-19.5
Active Listings ³	160	-8.6	-37.3	-55.4	-67.8	-69.5	-67.1
Sales to New Listings Ratio ⁴	76.6	74.8	78.7	62.5	49.2	52.2	53.8
Months of Inventory ⁵	1.1	1.2	1.4	2.4	3.7	3.6	3.7
Average Price	\$325,418	10.2	27.0	47.3	61.9	61.0	78.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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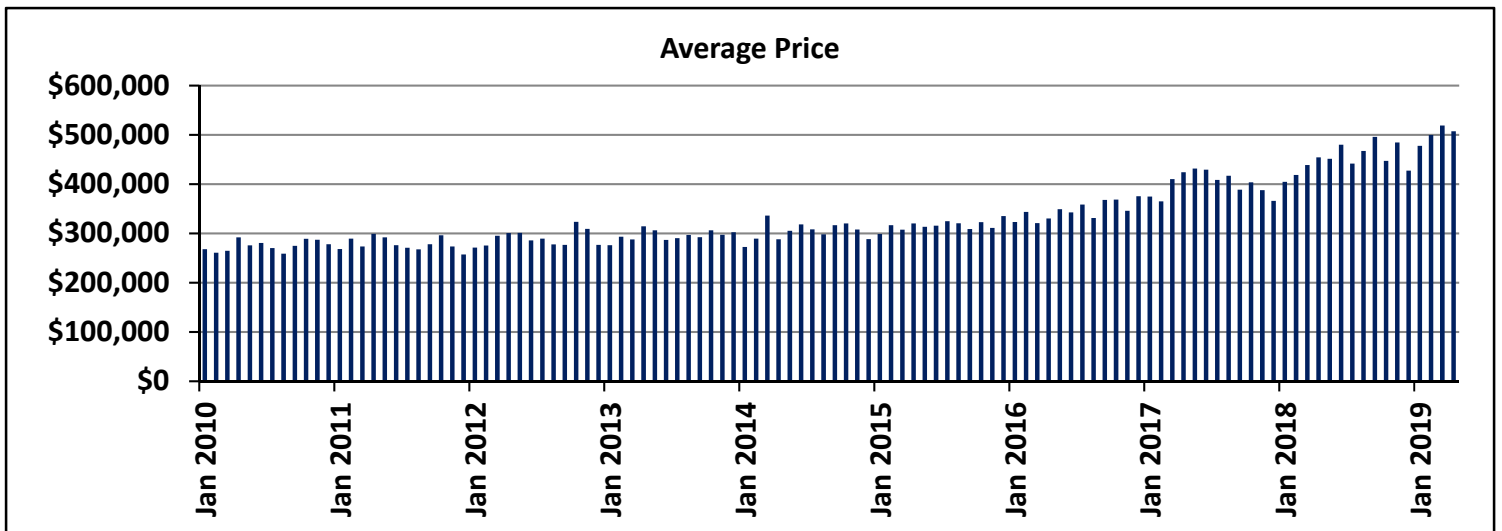
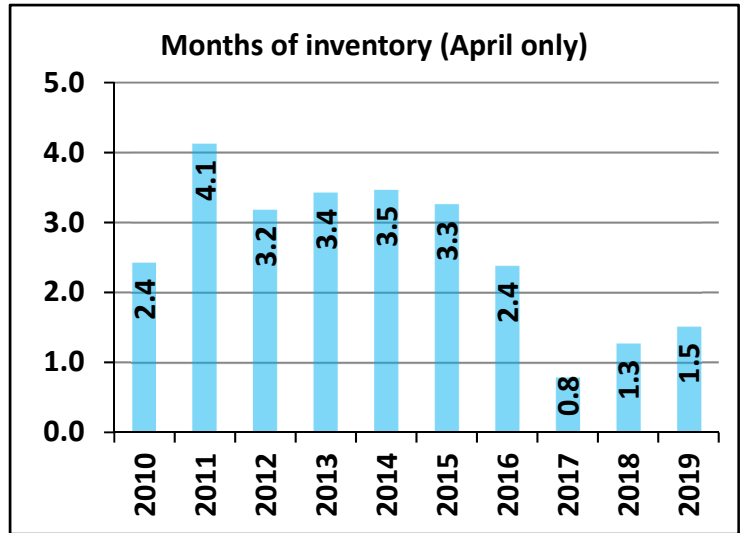
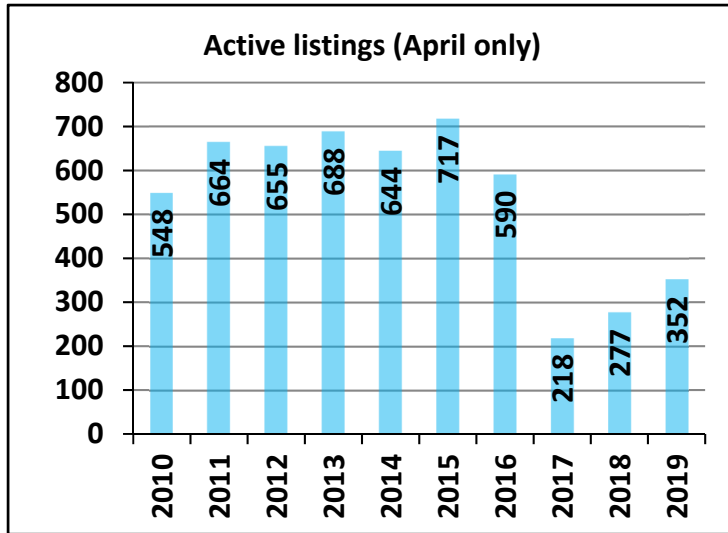
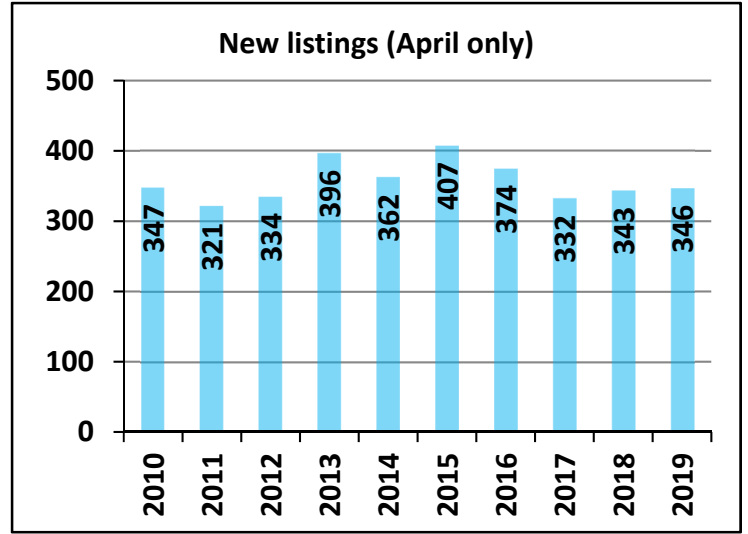
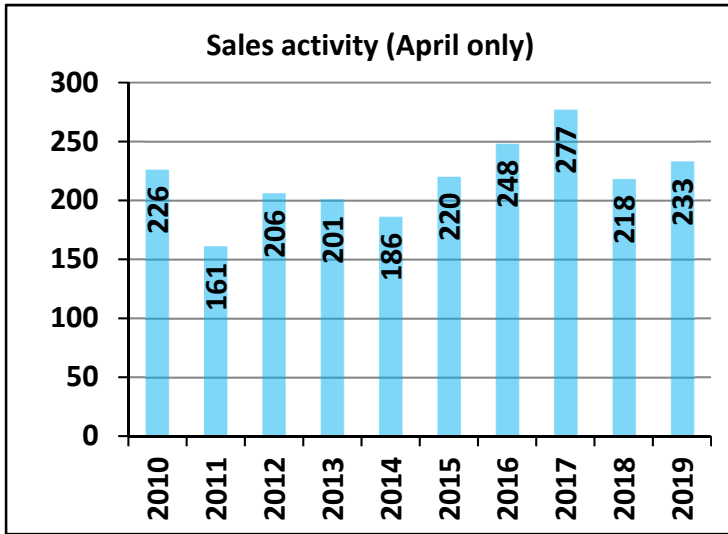
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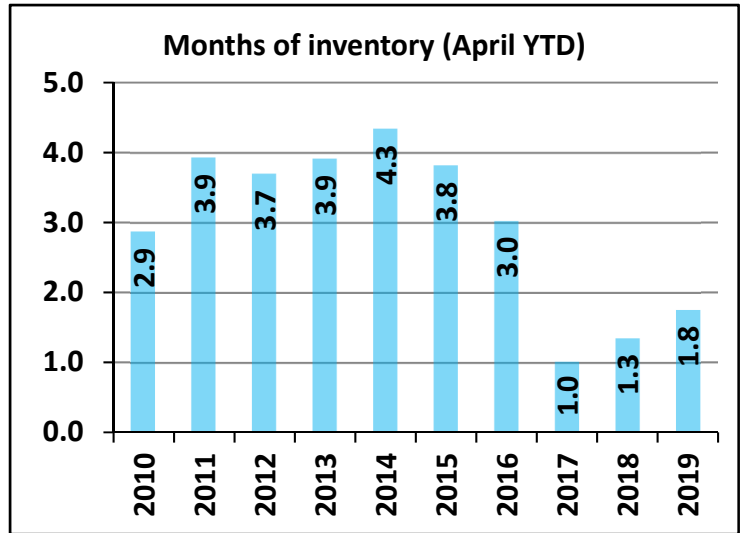
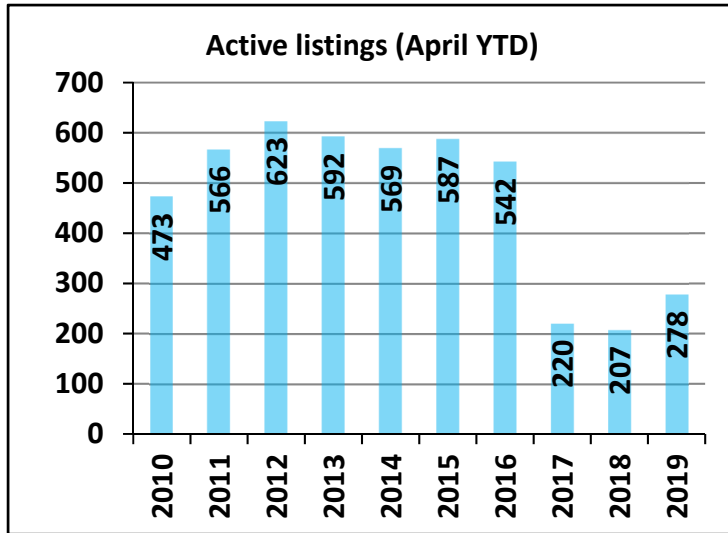
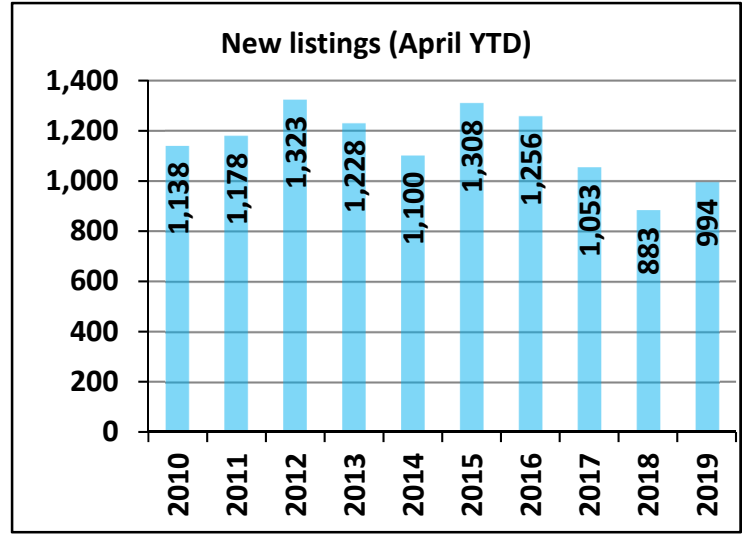
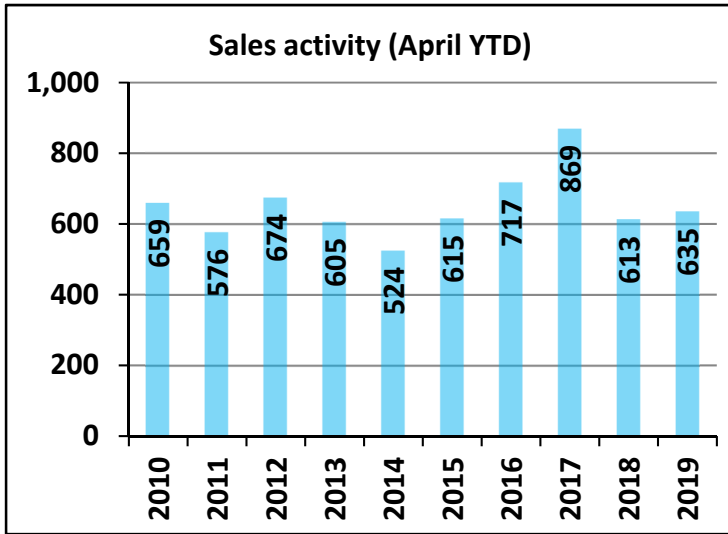
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	233	6.9	-15.9	-6.0	25.3	13.1	19.5
Dollar Volume	\$118,143,110	19.3	0.6	44.2	120.5	90.8	151.2
New Listings	346	0.9	4.2	-7.5	-4.4	3.6	33.6
Active Listings	352	27.1	61.5	-40.3	-45.3	-46.3	-34.8
Sales to New Listings Ratio ¹	67.3	63.6	83.4	66.3	51.4	61.7	75.3
Months of Inventory ²	1.5	1.3	0.8	2.4	3.5	3.2	2.8
Average Price	\$507,052	11.6	19.6	53.5	76.1	68.7	110.3

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	635	3.6	-26.9	-11.4	21.2	-5.8	23.5
Dollar Volume	\$319,997,018	19.8	-8.1	35.4	104.0	64.6	151.4
New Listings	994	12.6	-5.6	-20.9	-9.6	-24.9	-3.3
Active Listings ³	278	34.3	26.4	-48.7	-51.1	-55.4	-47.7
Sales to New Listings Ratio ⁴	63.9	69.4	82.5	57.1	47.6	50.9	50.0
Months of Inventory ⁵	1.8	1.3	1.0	3.0	4.3	3.7	4.1
Average Price	\$503,932	15.6	25.8	52.9	68.3	74.7	103.5

¹ Sales / new listings * 100

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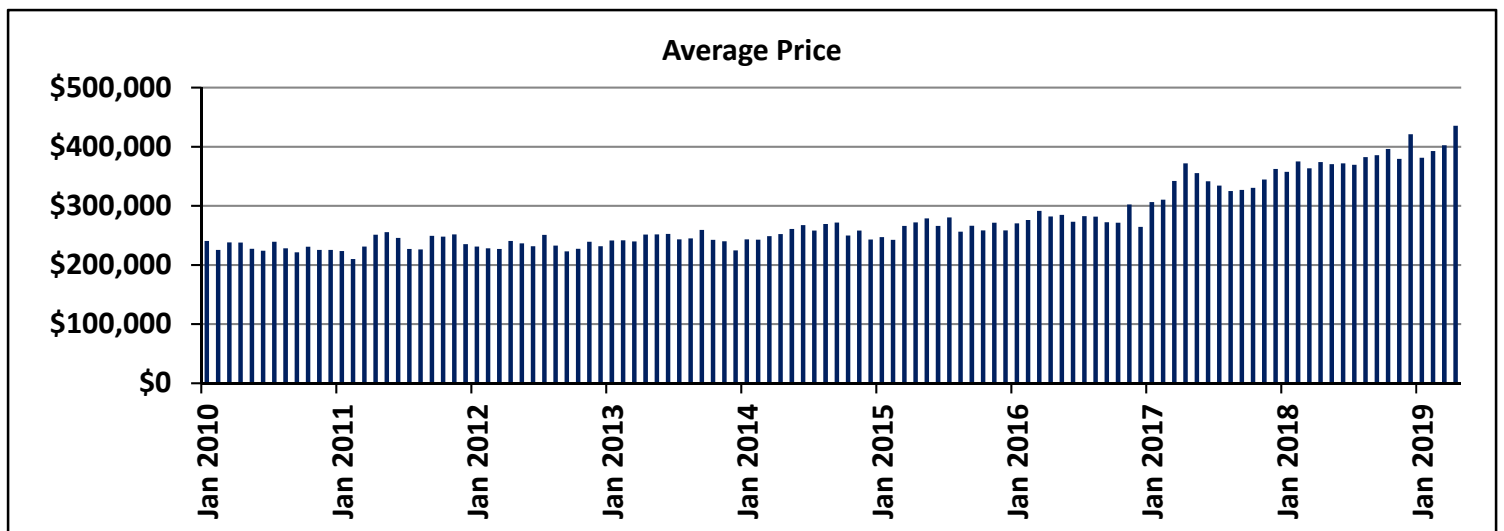
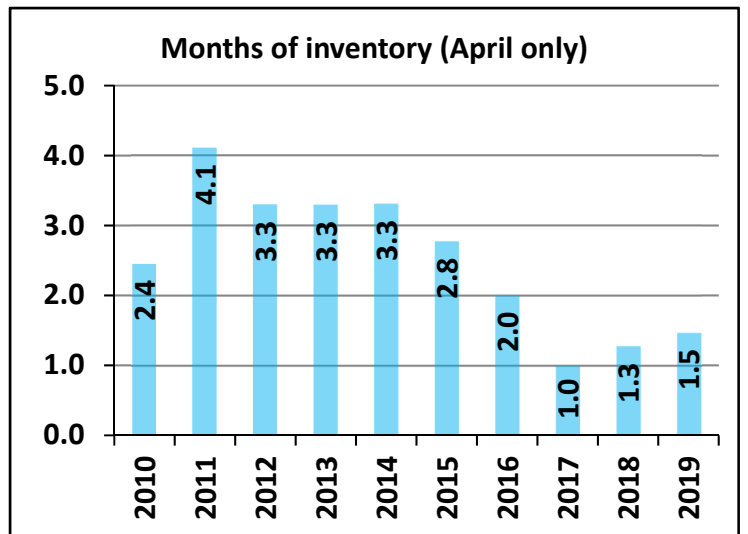
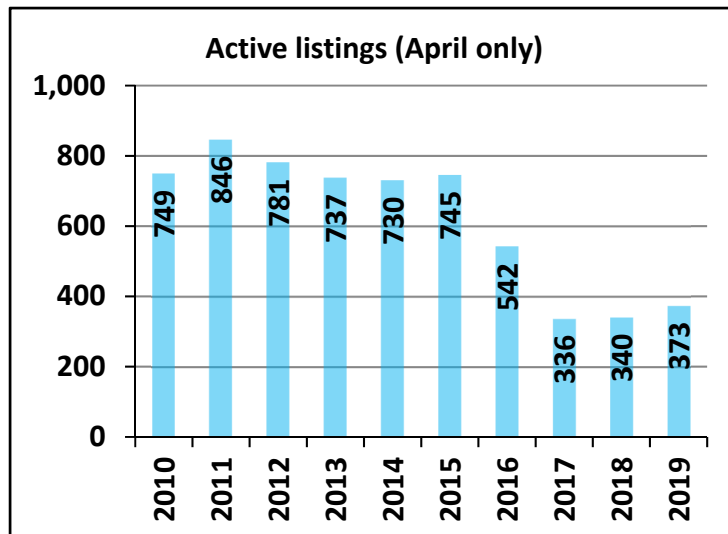
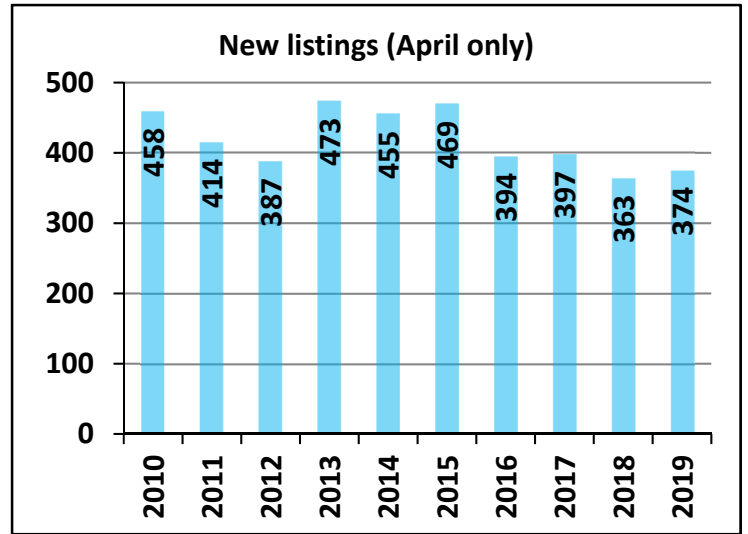
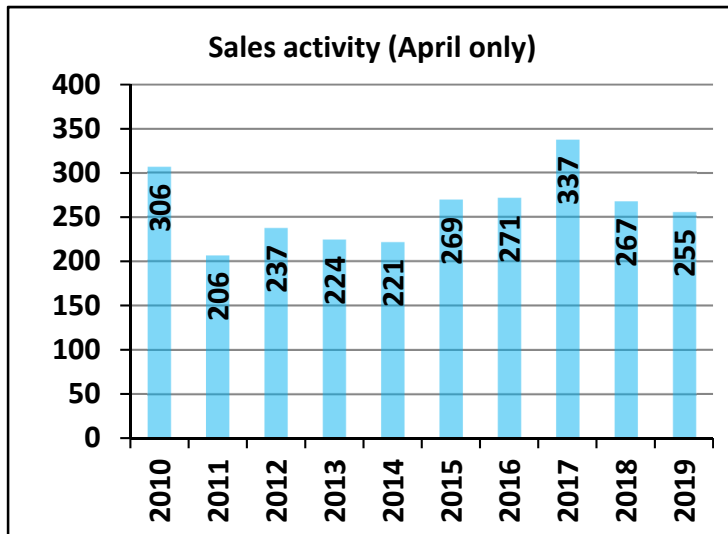
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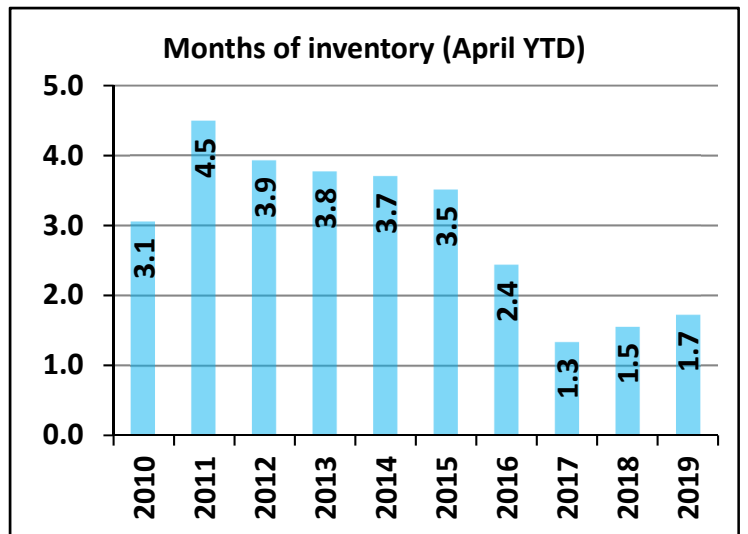
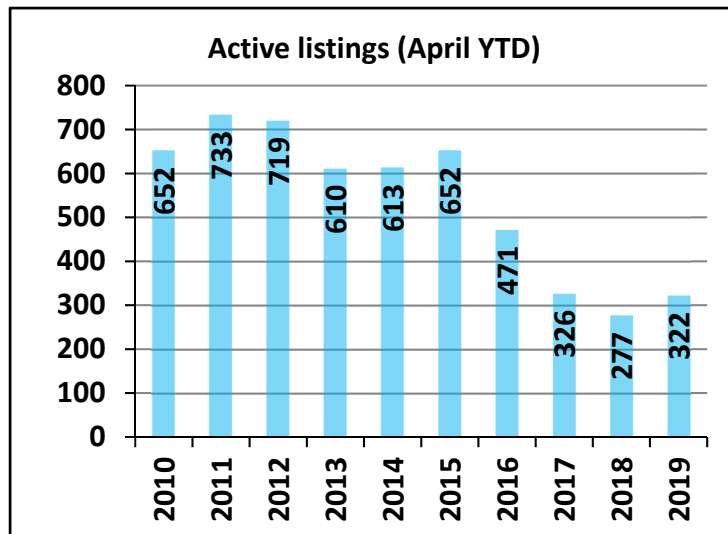
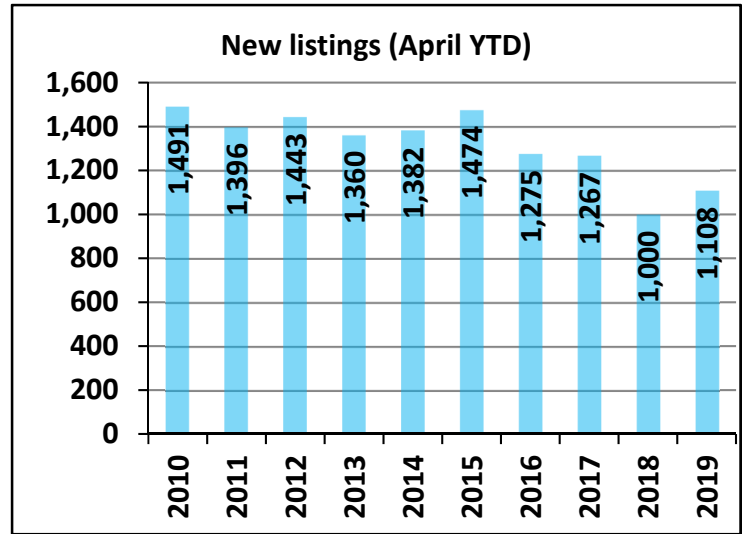
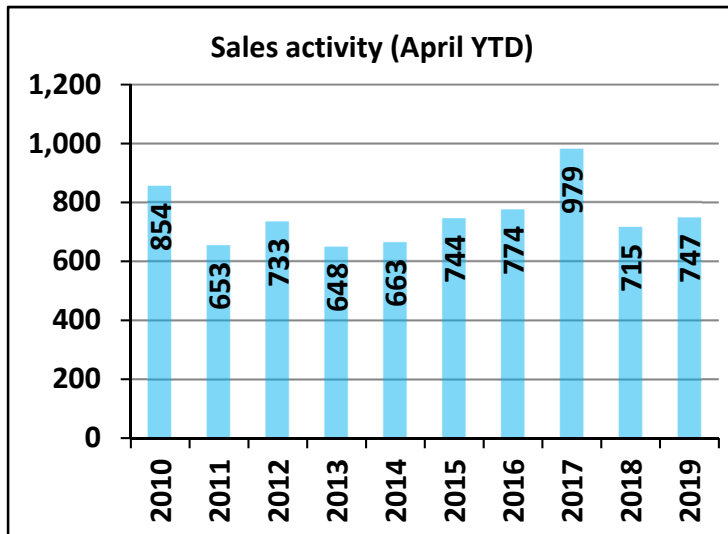
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	255	-4.5	-24.3	-5.9	15.4	7.6	17.5
Dollar Volume	\$110,984,565	11.2	-11.4	45.2	99.1	94.8	131.5
New Listings	374	3.0	-5.8	-5.1	-17.8	-3.4	-3.1
Active Listings	373	9.7	11.0	-31.2	-48.9	-52.2	-52.9
Sales to New Listings Ratio ¹	68.2	73.6	84.9	68.8	48.6	61.2	56.2
Months of Inventory ²	1.5	1.3	1.0	2.0	3.3	3.3	3.6
Average Price	\$435,234	16.4	17.1	54.3	72.5	81.0	97.0

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	747	4.5	-23.7	-3.5	12.7	1.9	21.7
Dollar Volume	\$304,685,082	15.6	-8.9	39.8	85.6	79.0	141.1
New Listings	1,108	10.8	-12.5	-13.1	-19.8	-23.2	-16.6
Active Listings ³	322	16.2	-1.2	-31.6	-47.5	-55.2	-58.0
Sales to New Listings Ratio ⁴	67.4	71.5	77.3	60.7	48.0	50.8	46.2
Months of Inventory ⁵	1.7	1.5	1.3	2.4	3.7	3.9	5.0
Average Price	\$407,878	10.6	19.4	44.9	64.7	75.6	98.2

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

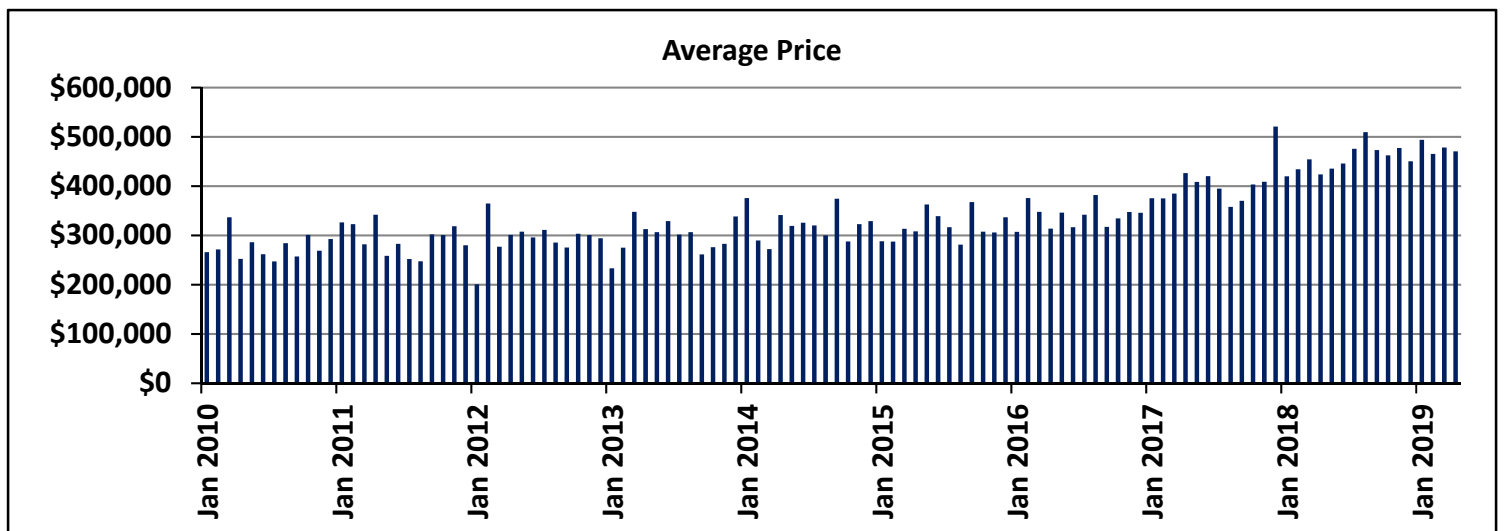
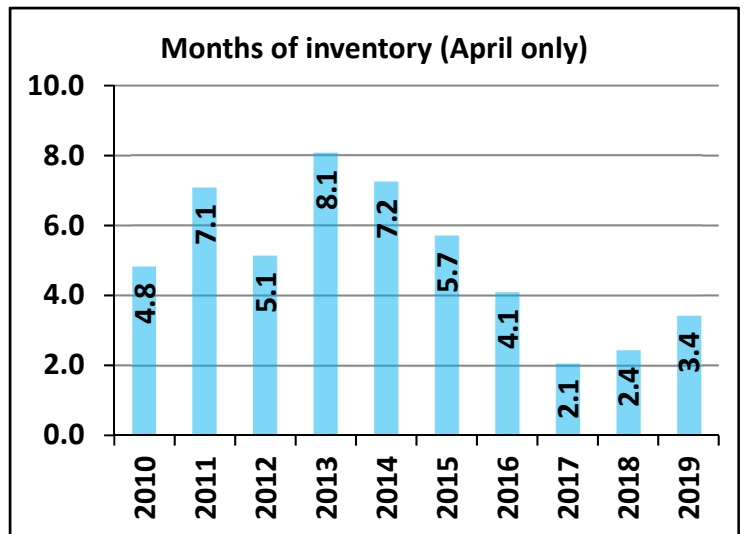
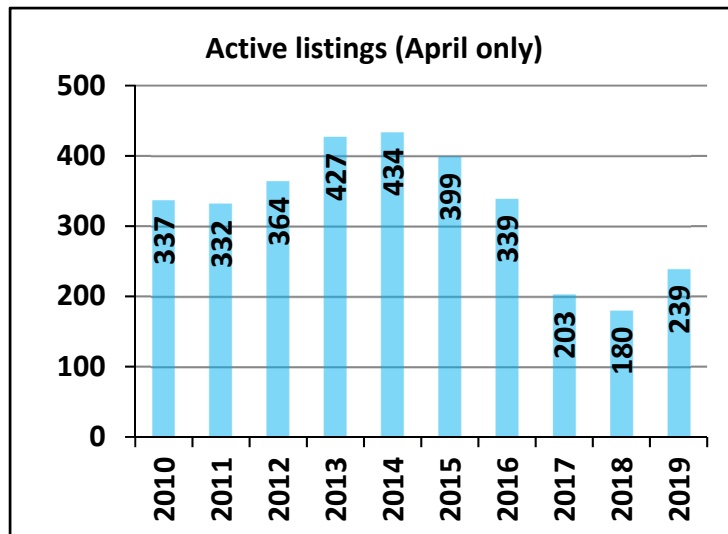
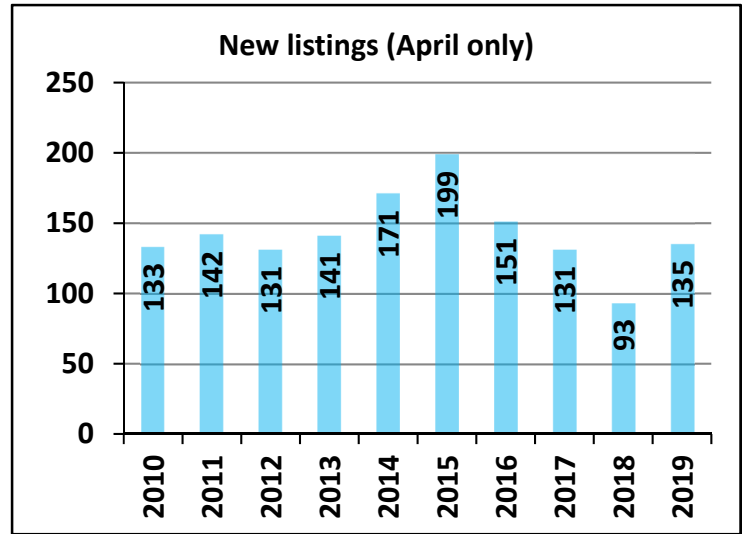
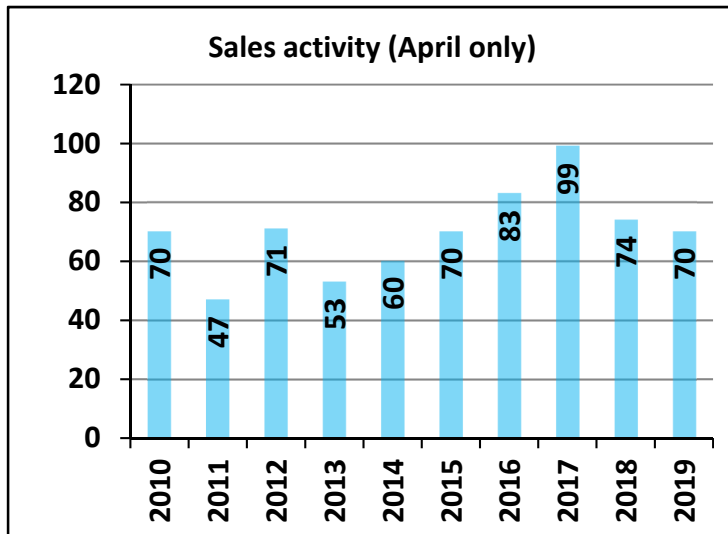
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

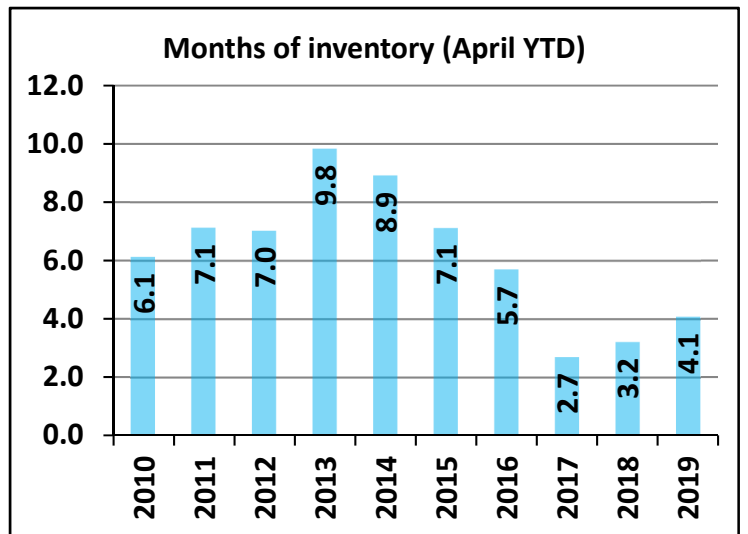
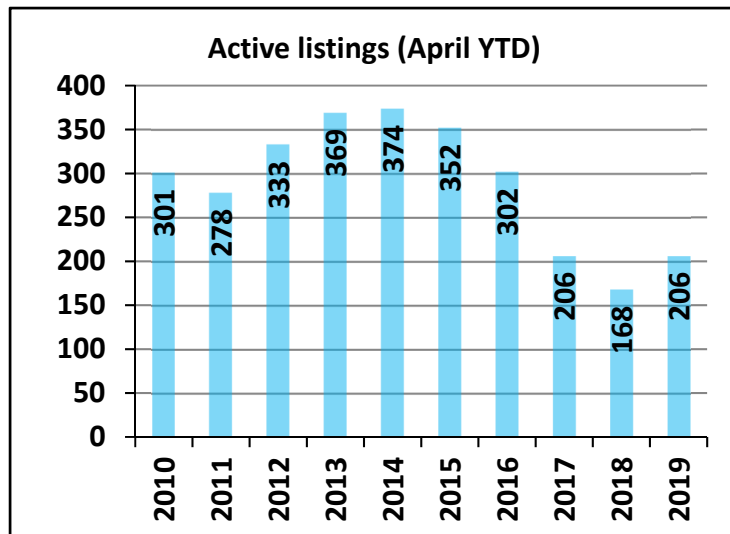
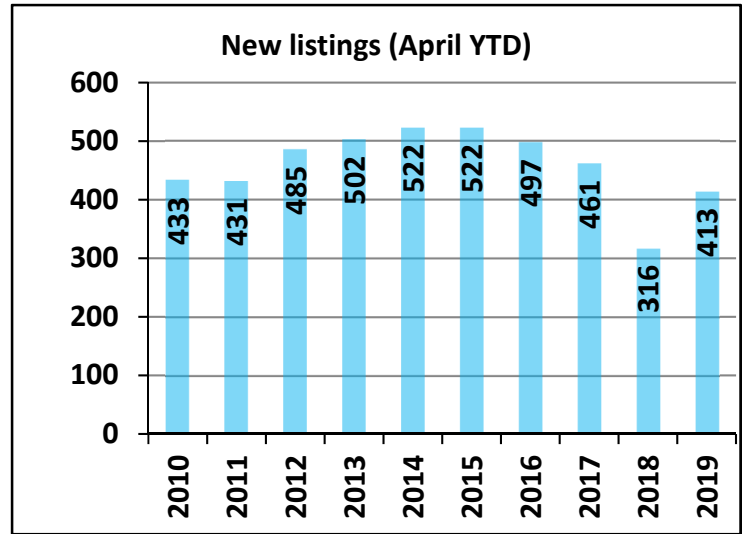
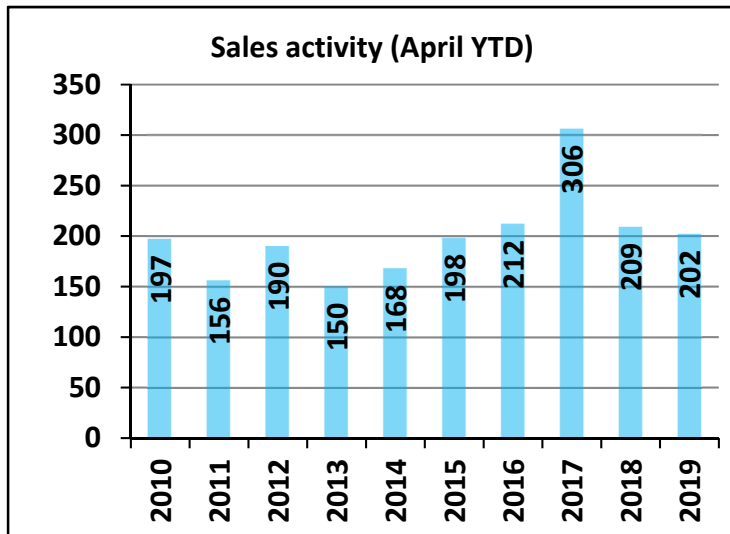
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	70	-5.4	-29.3	-15.7	16.7	-1.4	48.9
Dollar Volume	\$32,934,915	5.1	-21.9	26.6	60.9	54.1	193.0
New Listings	135	45.2	3.1	-10.6	-21.1	3.1	-2.2
Active Listings	239	32.8	17.7	-29.5	-44.9	-34.3	-38.9
Sales to New Listings Ratio ¹	51.9	79.6	75.6	55.0	35.1	54.2	34.1
Months of Inventory ²	3.4	2.4	2.1	4.1	7.2	5.1	8.3
Average Price	\$470,499	11.1	10.4	50.1	37.9	56.3	96.7

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	202	-3.3	-34.0	-4.7	20.2	6.3	54.2
Dollar Volume	\$96,053,116	6.1	-20.5	36.0	80.9	73.5	181.7
New Listings	413	30.7	-10.4	-16.9	-20.9	-14.8	-2.6
Active Listings ³	206	22.6	0.0	-31.8	-44.9	-38.1	-40.3
Sales to New Listings Ratio ⁴	48.9	66.1	66.4	42.7	32.2	39.2	30.9
Months of Inventory ⁵	4.1	3.2	2.7	5.7	8.9	7.0	10.5
Average Price	\$475,510	9.8	20.4	42.7	50.4	63.2	82.7

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

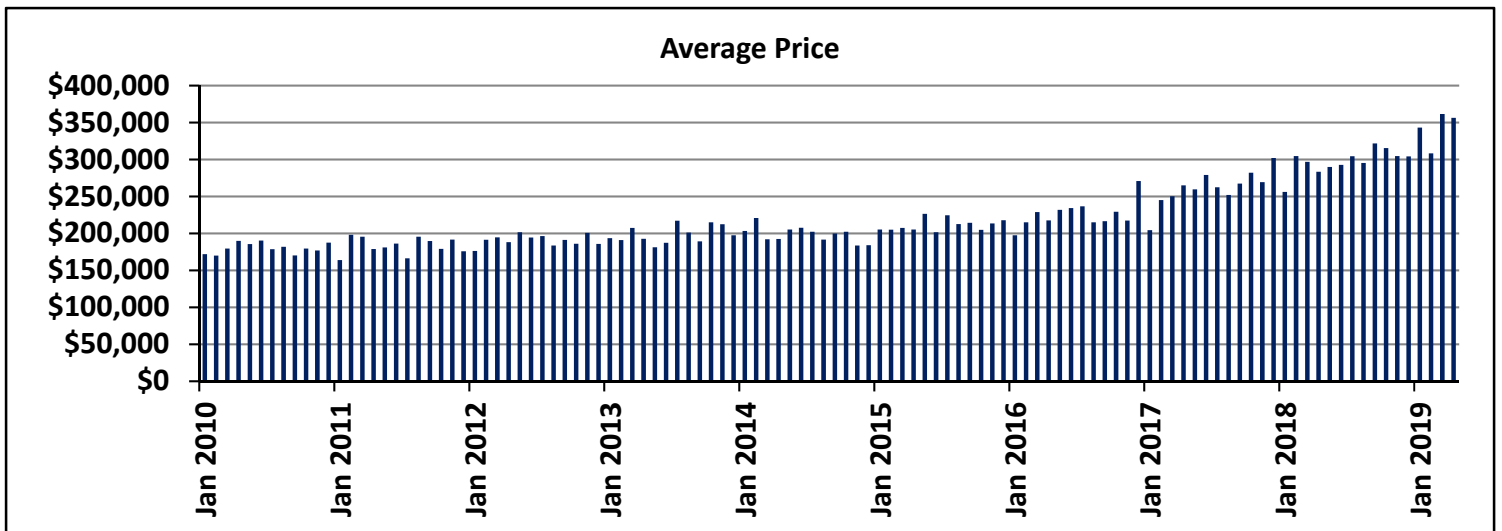
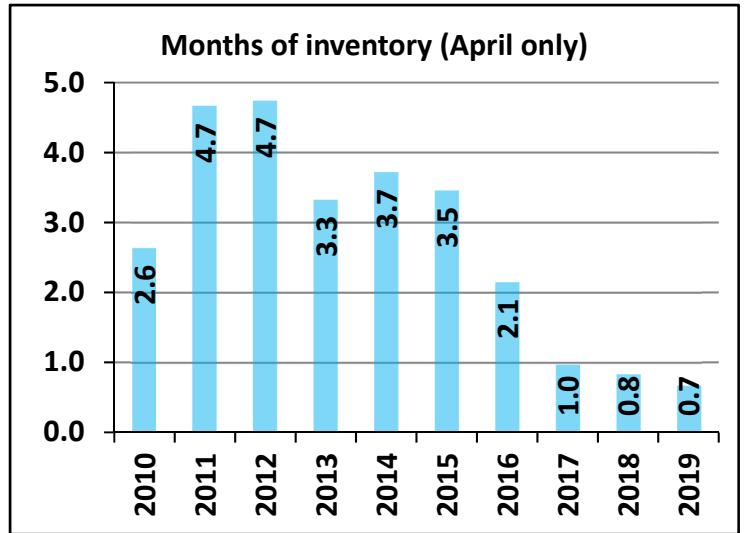
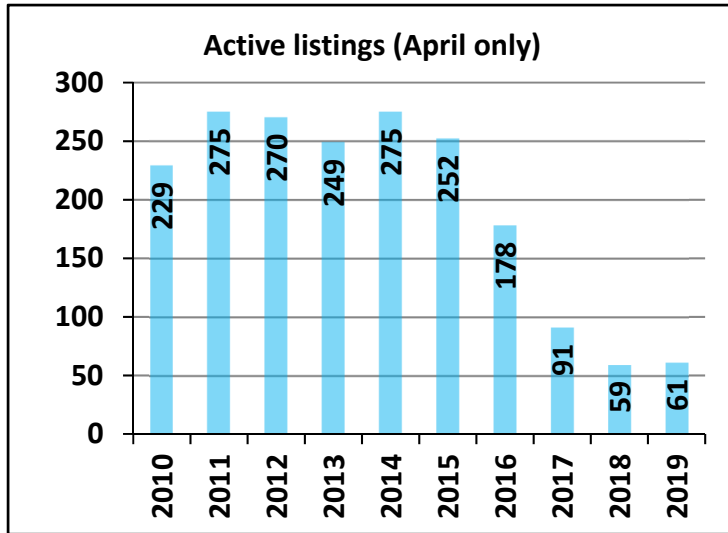
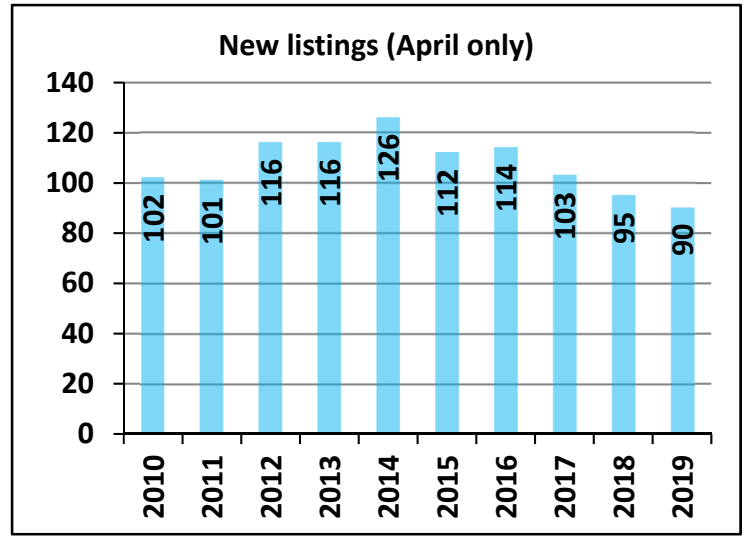
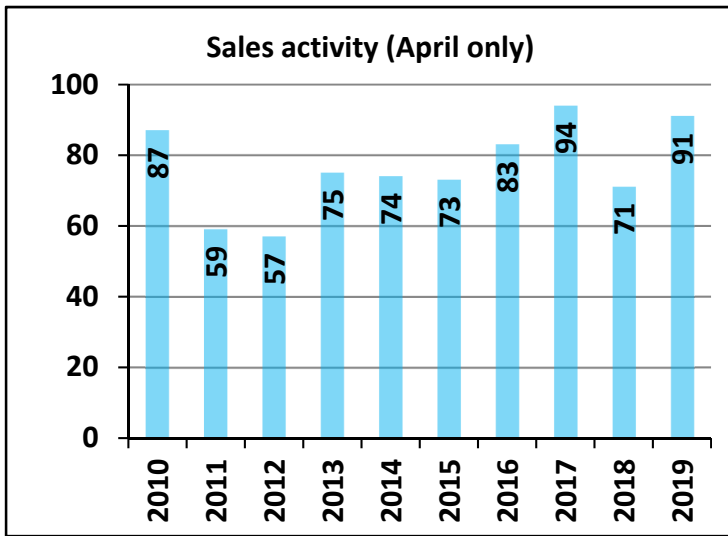
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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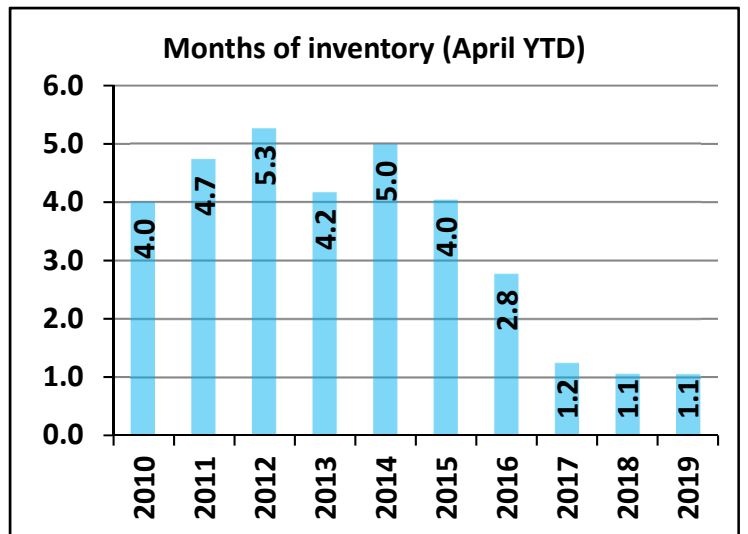
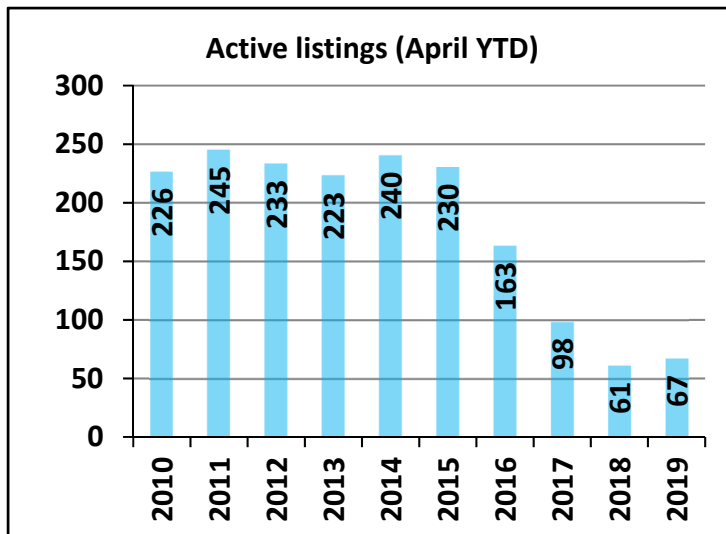
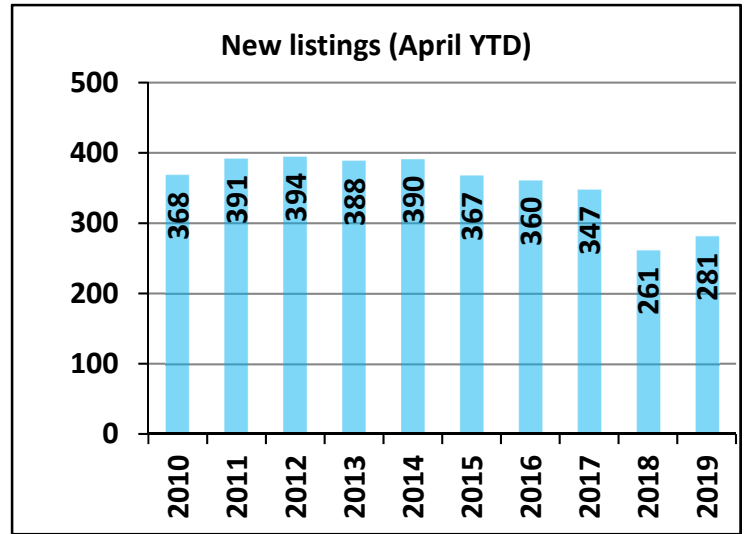
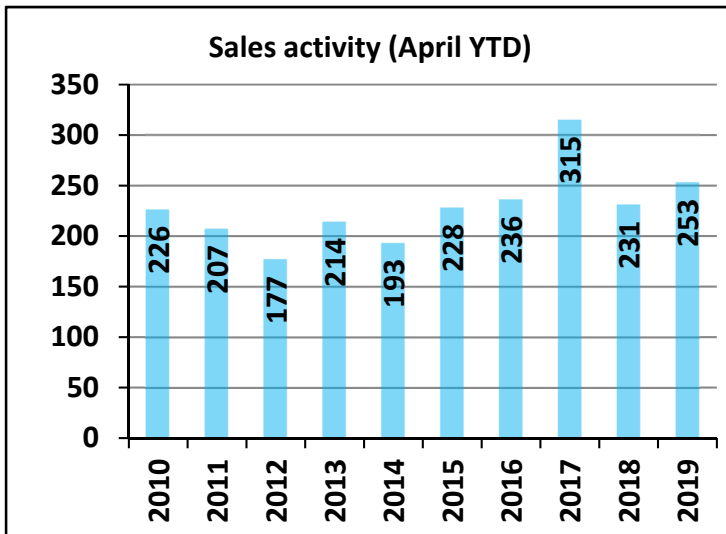
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	91	28.2	-3.2	9.6	23.0	59.6	62.5
Dollar Volume	\$32,415,950	61.1	30.1	79.5	127.7	202.3	235.1
New Listings	90	-5.3	-12.6	-21.1	-28.6	-22.4	2.3
Active Listings	61	3.4	-33.0	-65.7	-77.8	-77.4	-81.2
Sales to New Listings Ratio ¹	101.1	74.7	91.3	72.8	58.7	49.1	63.6
Months of Inventory ²	0.7	0.8	1.0	2.1	3.7	4.7	5.8
Average Price	\$356,219	25.7	34.4	63.7	85.1	89.3	106.2

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	253	9.5	-19.7	7.2	31.1	42.9	38.3
Dollar Volume	\$87,787,735	31.8	13.2	70.3	127.7	163.7	175.2
New Listings	281	7.7	-19.0	-21.9	-27.9	-28.7	-23.8
Active Listings ³	67	9.8	-31.6	-58.9	-72.1	-71.2	-79.8
Sales to New Listings Ratio ⁴	90.0	88.5	90.8	65.6	49.5	44.9	49.6
Months of Inventory ⁵	1.1	1.1	1.2	2.8	5.0	5.3	7.3
Average Price	\$346,987	20.3	41.0	58.9	73.7	84.5	99.0

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

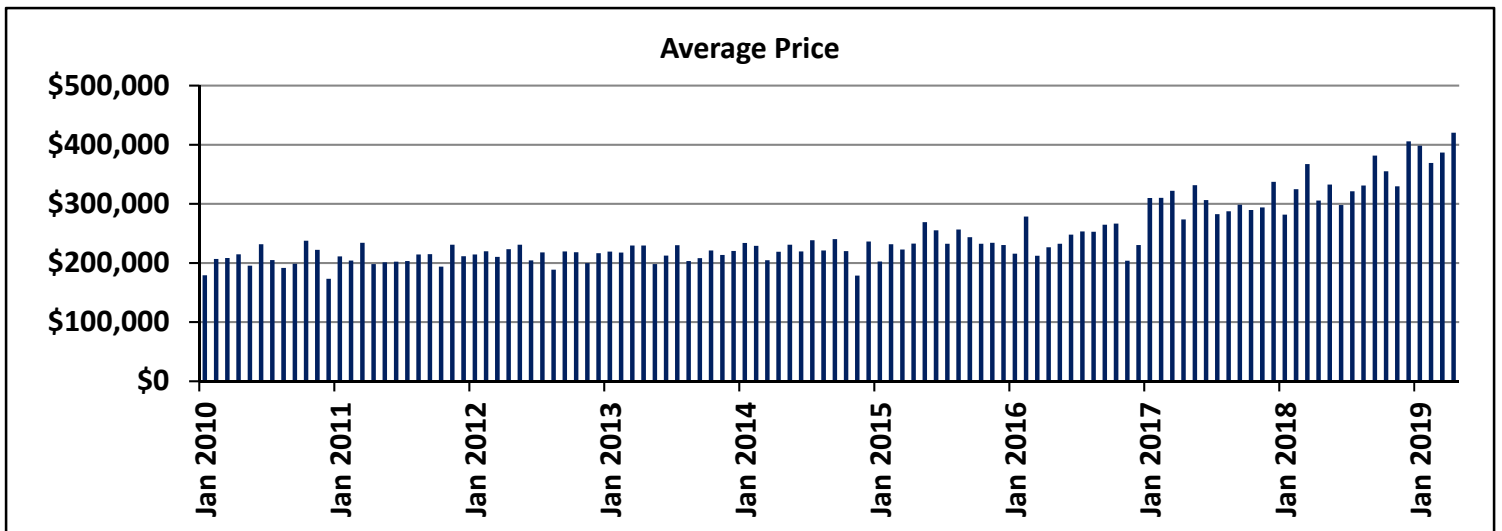
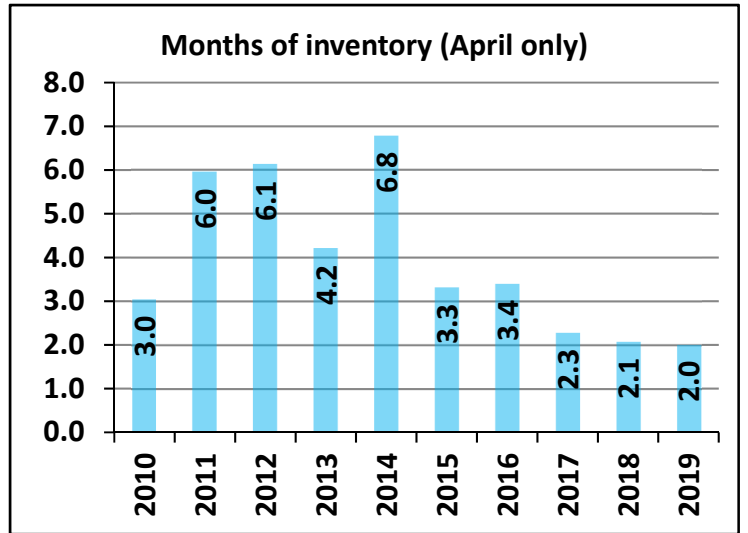
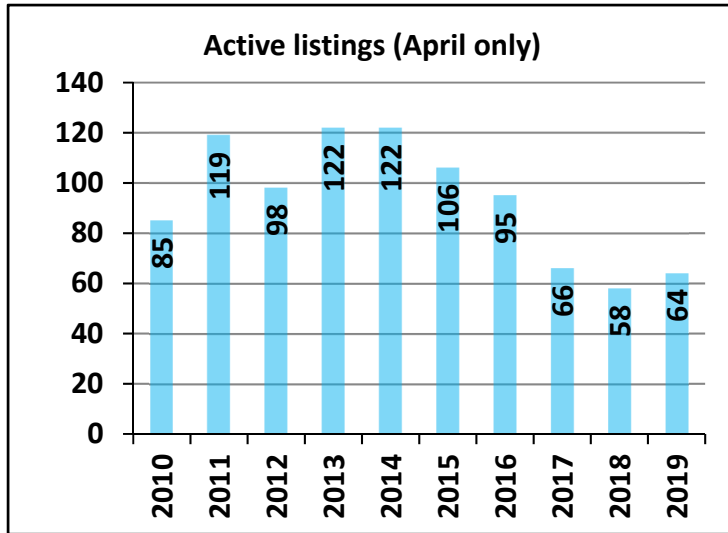
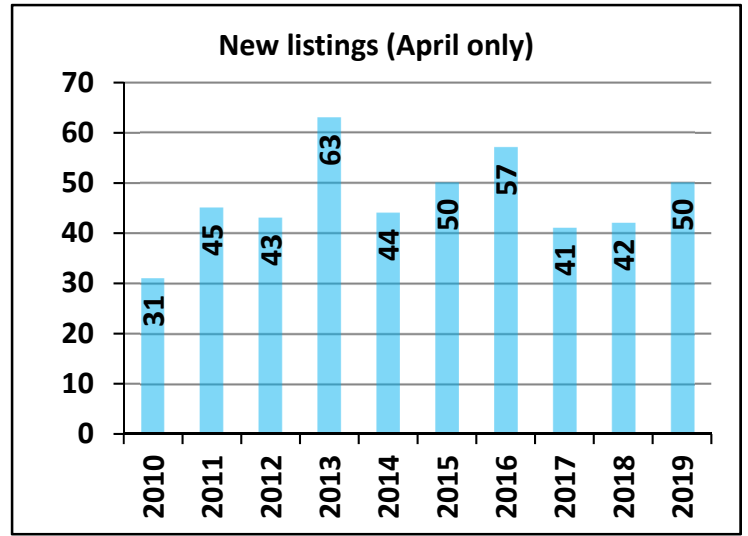
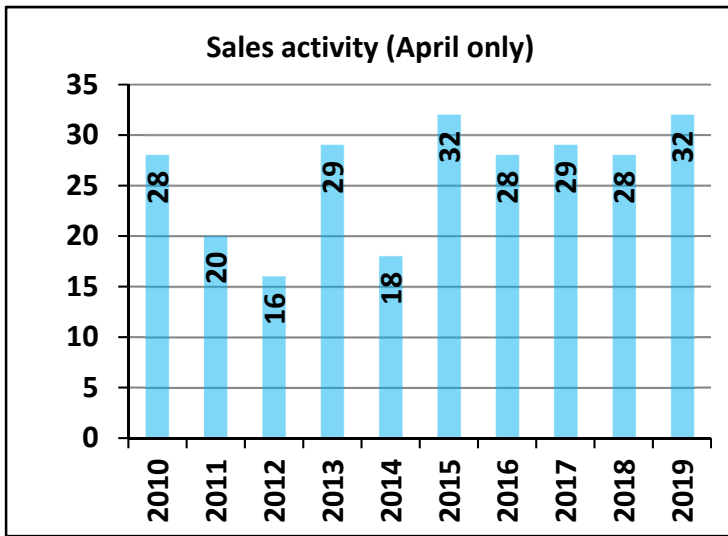
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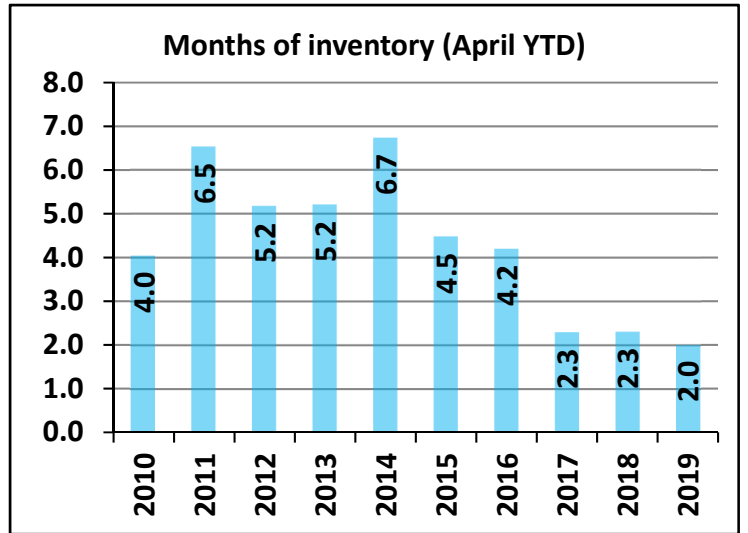
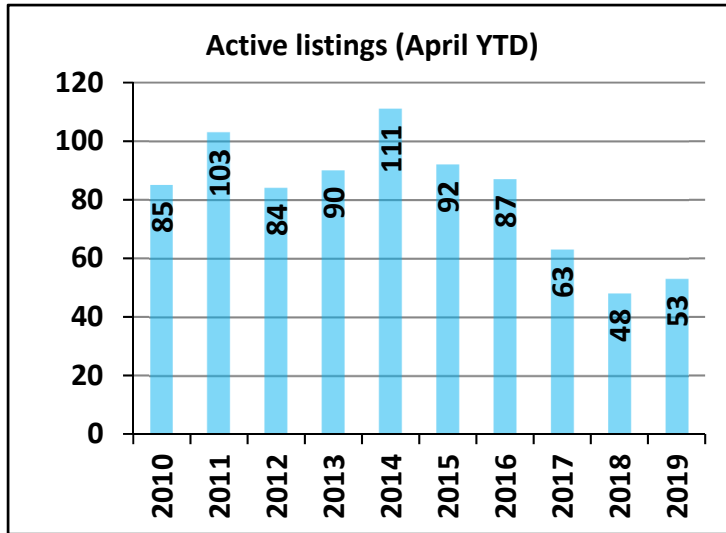
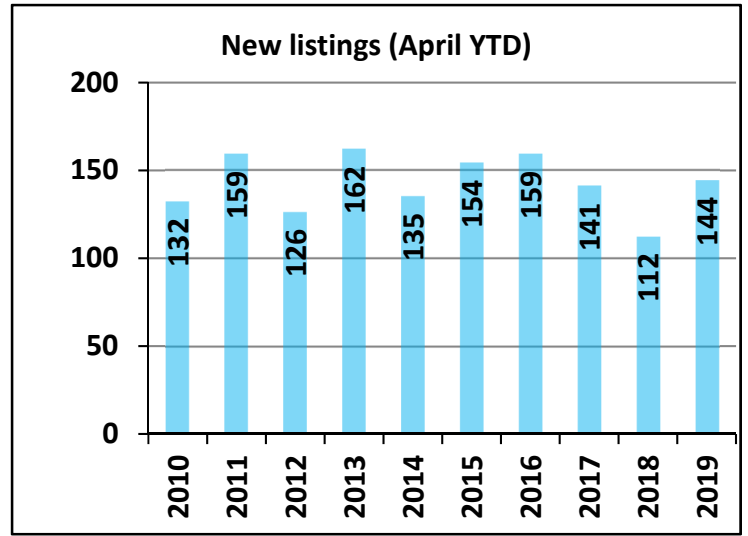
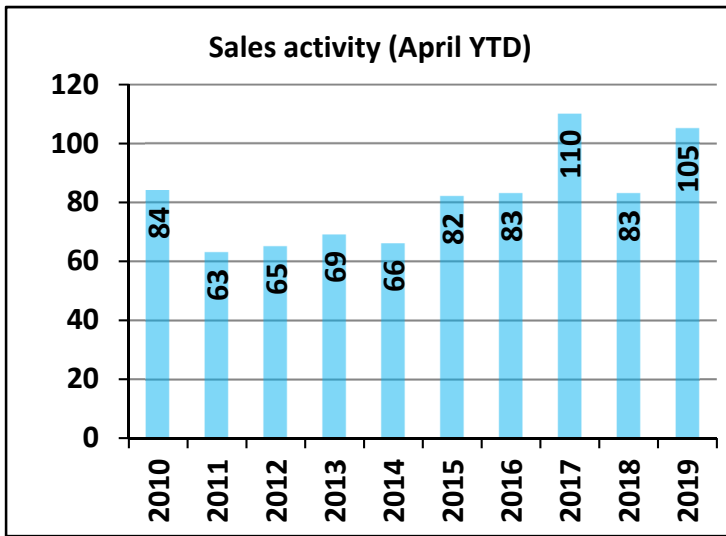
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	32	14.3	10.3	14.3	77.8	100.0	23.1
Dollar Volume	\$13,449,982	57.2	69.5	112.2	241.6	276.5	161.6
New Listings	50	19.0	22.0	-12.3	13.6	16.3	13.6
Active Listings	64	10.3	-3.0	-32.6	-47.5	-34.7	-45.3
Sales to New Listings Ratio ¹	64.0	66.7	70.7	49.1	40.9	37.2	59.1
Months of Inventory ²	2.0	2.1	2.3	3.4	6.8	6.1	4.5
Average Price	\$420,312	37.6	53.6	85.7	92.1	88.2	112.6

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	105	26.5	-4.5	26.5	59.1	61.5	50.0
Dollar Volume	\$41,541,797	56.9	24.0	117.4	188.9	195.3	208.2
New Listings	144	28.6	2.1	-9.4	6.7	14.3	6.7
Active Listings ³	53	10.4	-15.9	-39.1	-52.3	-36.9	-54.7
Sales to New Listings Ratio ⁴	72.9	74.1	78.0	52.2	48.9	51.6	51.9
Months of Inventory ⁵	2.0	2.3	2.3	4.2	6.7	5.2	6.7
Average Price	\$395,636	24.0	29.9	71.8	81.6	82.8	105.5

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

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