



Residential Market Activity

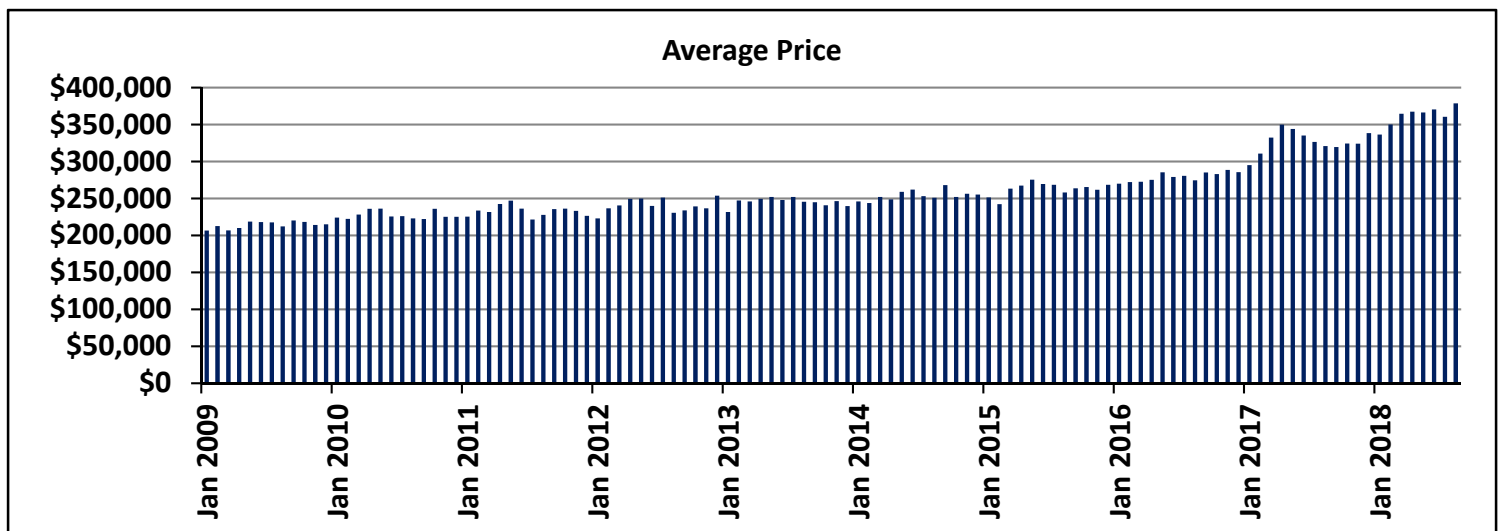
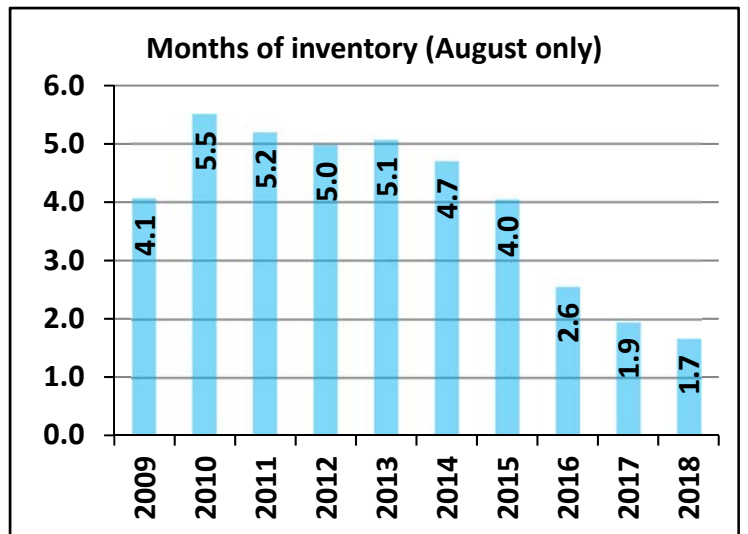
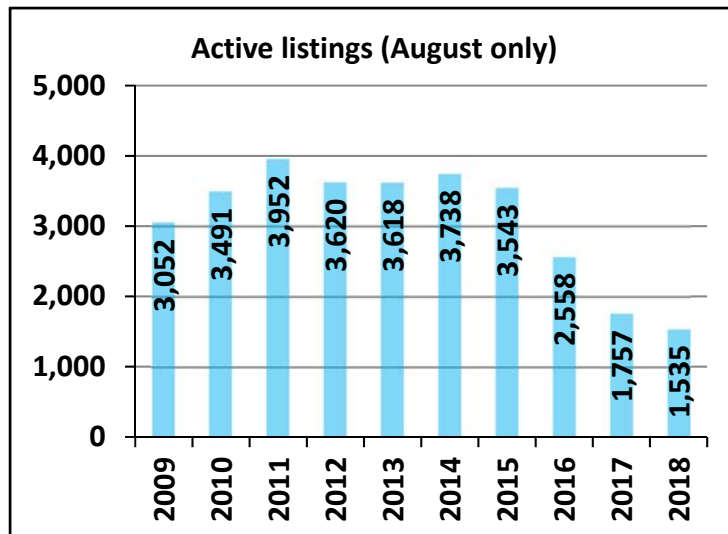
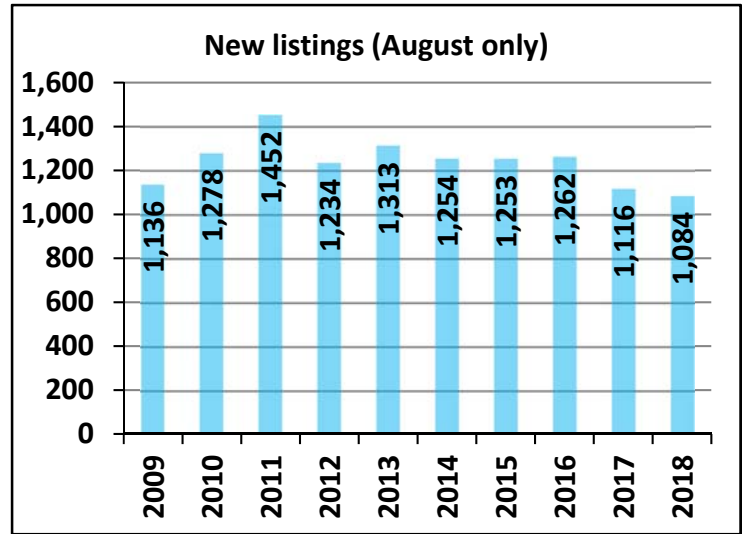
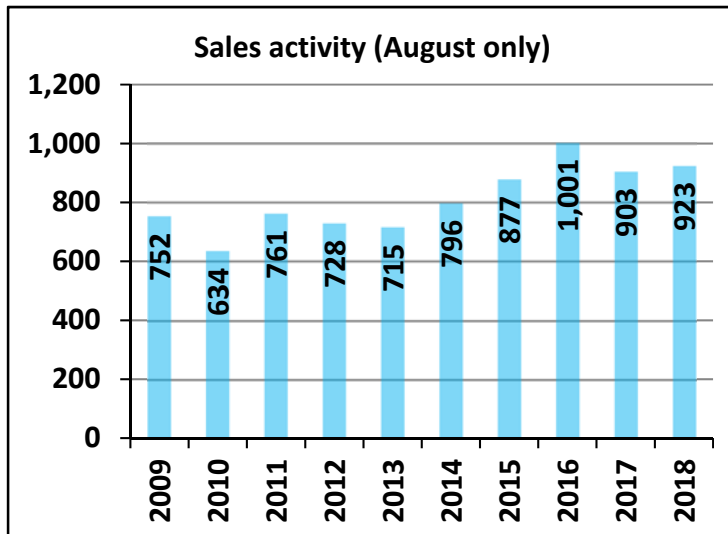
August 2018



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

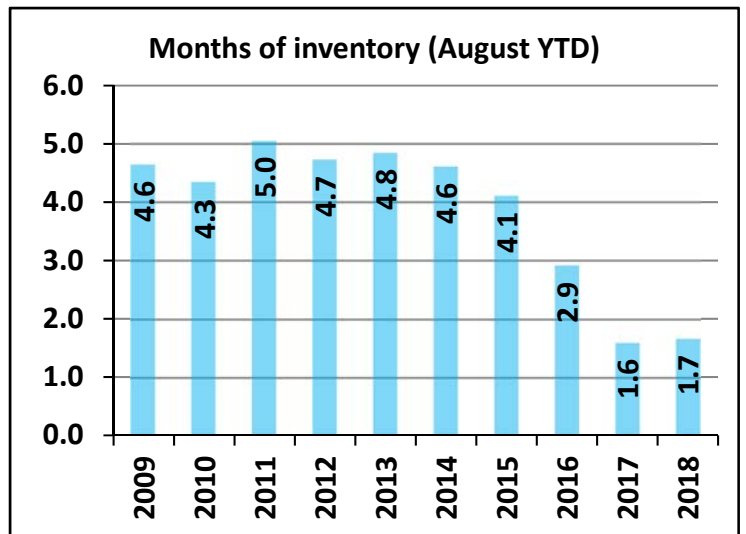
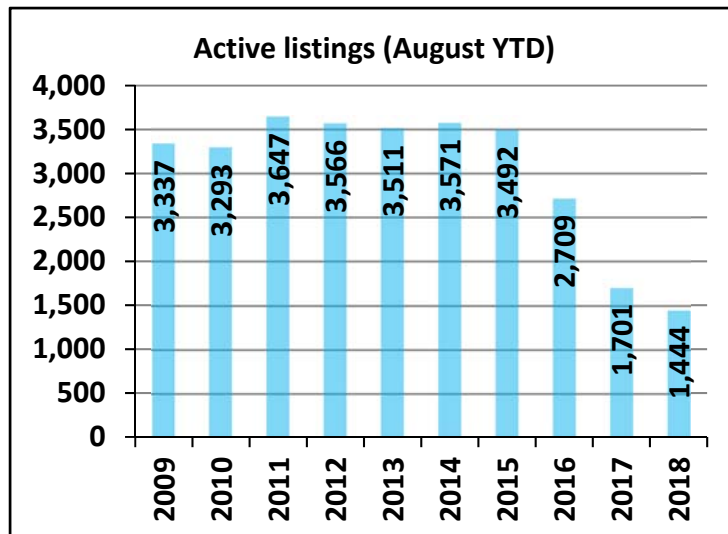
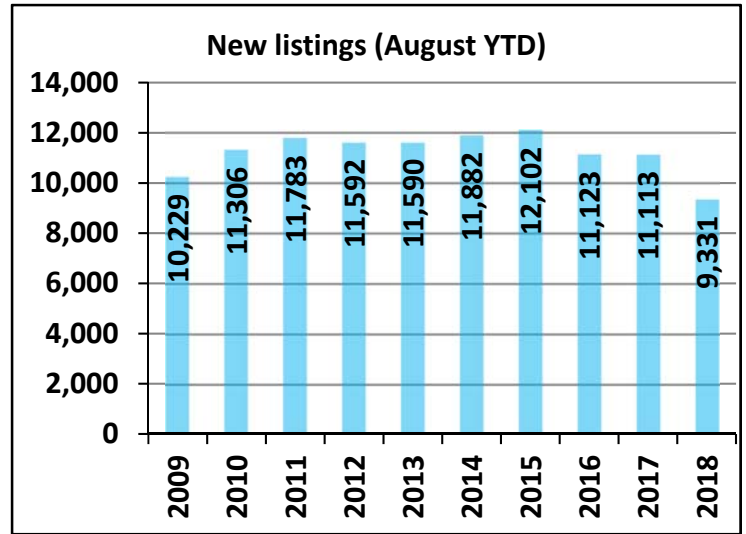
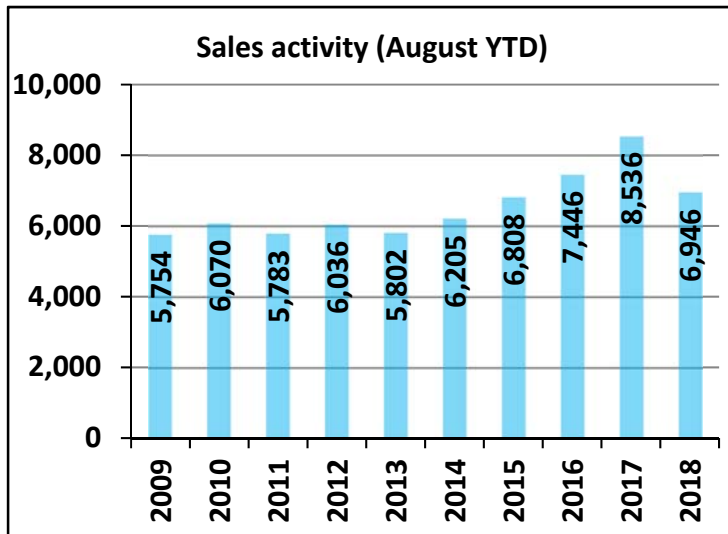
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017	August 2016	August 2015	August 2013	August 2011	August 2008
Sales Activity	923	2.2	-7.8	5.2	29.1	21.3	18.9
Dollar Volume	\$349,365,603	20.6	27.2	54.4	99.0	101.7	115.2
New Listings	1,084	-2.9	-14.1	-13.5	-17.4	-25.3	-14.2
Active Listings	1,535	-12.6	-40.0	-56.7	-57.6	-61.2	-56.6
Sales to New Listings Ratio¹	85.1	80.9	79.3	70.0	54.5	52.4	61.4
Months of Inventory²	1.7	1.9	2.6	4.0	5.1	5.2	4.6
Average Price	\$378,511	18.0	38.0	46.7	54.2	66.3	80.9

Year-to-date	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017 YTD	August 2016 YTD	August 2015 YTD	August 2013 YTD	August 2011 YTD	August 2008 YTD
Sales Activity	6,946	-18.6	-6.7	2.0	19.7	20.1	8.2
Dollar Volume	\$2,531,241,573	-10.4	22.7	40.7	76.3	87.1	85.0
New Listings	9,331	-16.0	-16.1	-22.9	-19.5	-20.8	-21.3
Active Listings³	1,444	-15.1	-46.7	-58.6	-58.9	-60.4	-56.2
Sales to New Listings Ratio⁴	74.4	76.8	66.9	56.3	50.1	49.1	54.2
Months of Inventory⁵	1.7	1.6	2.9	4.1	4.8	5.0	4.1
Average Price	\$364,417	10.1	31.5	37.9	47.2	55.8	70.9

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

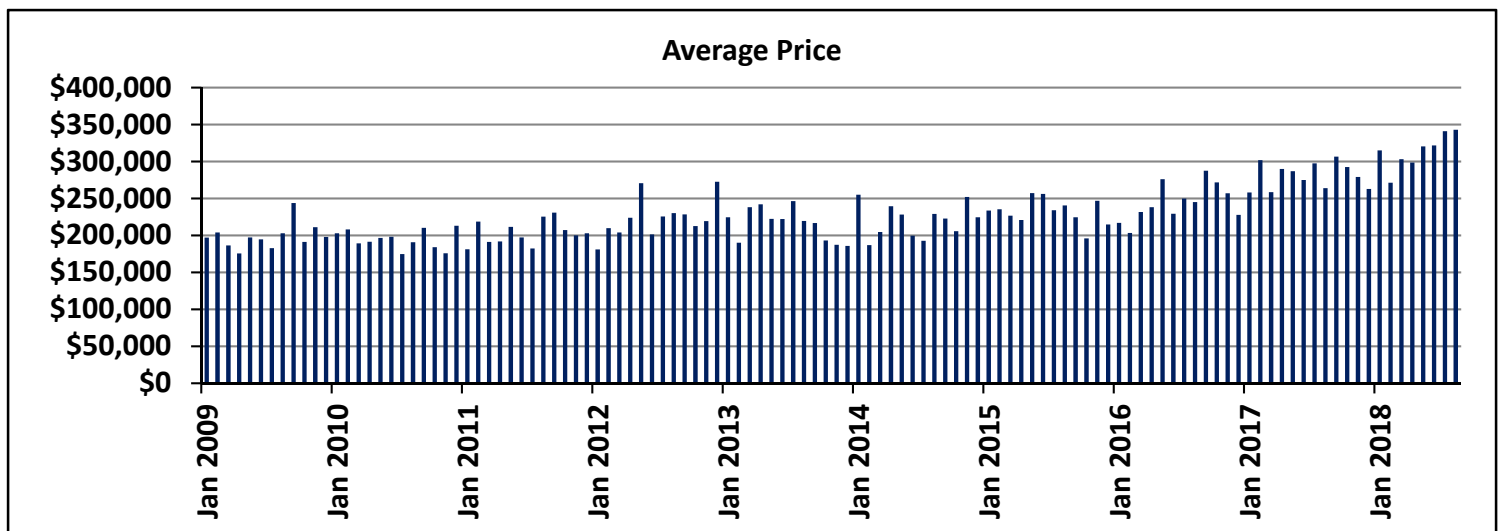
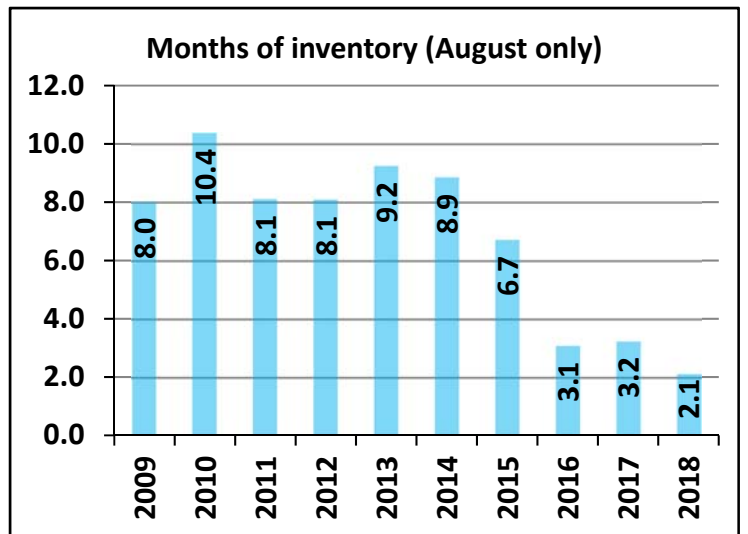
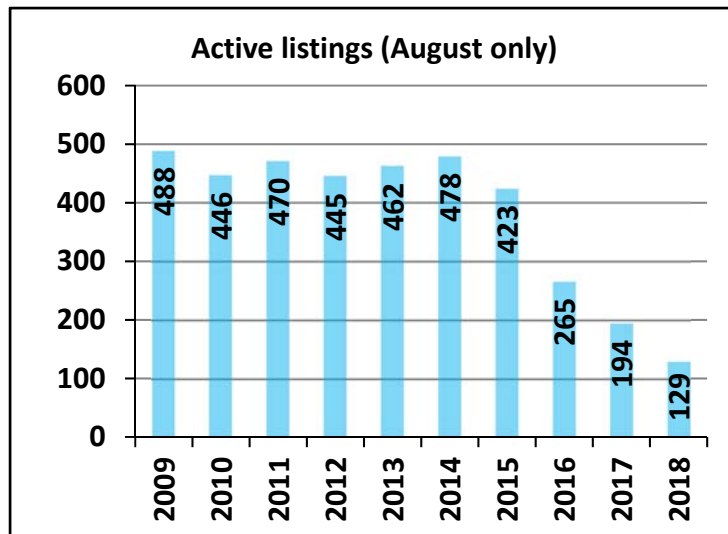
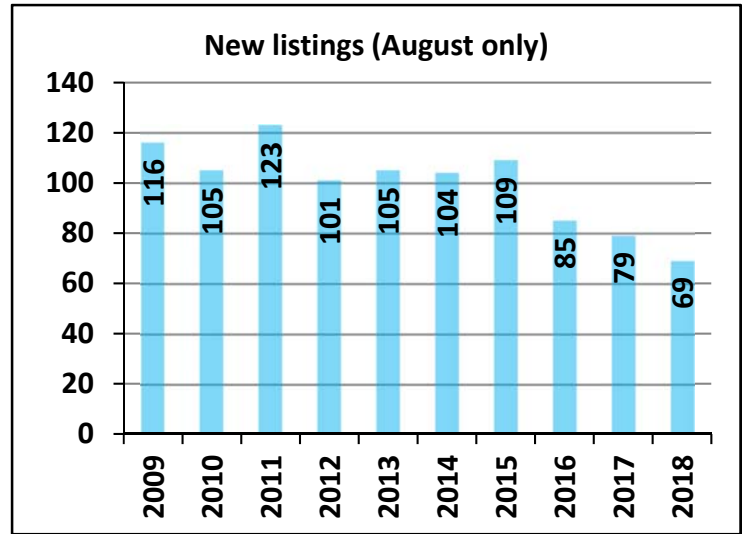
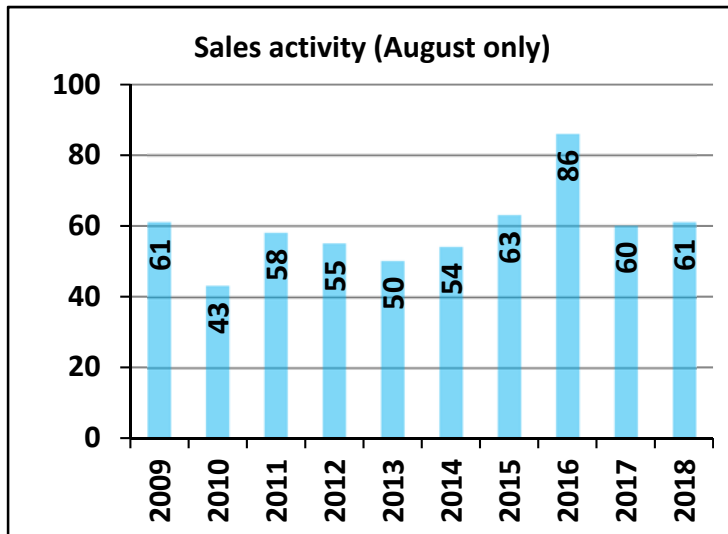
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

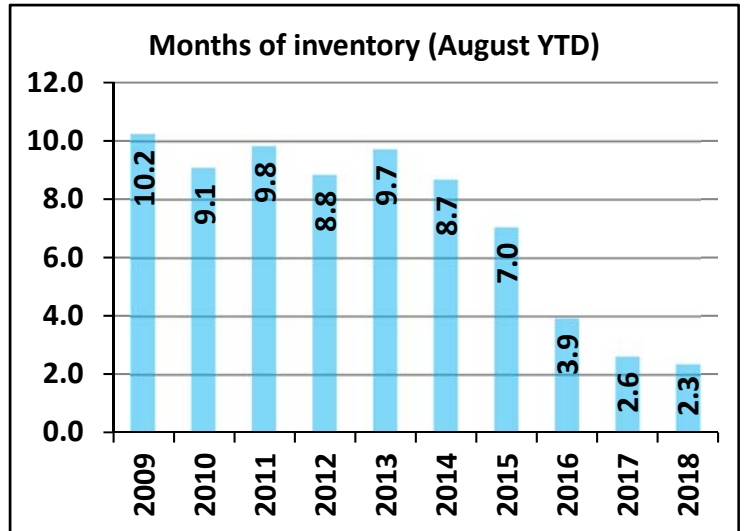
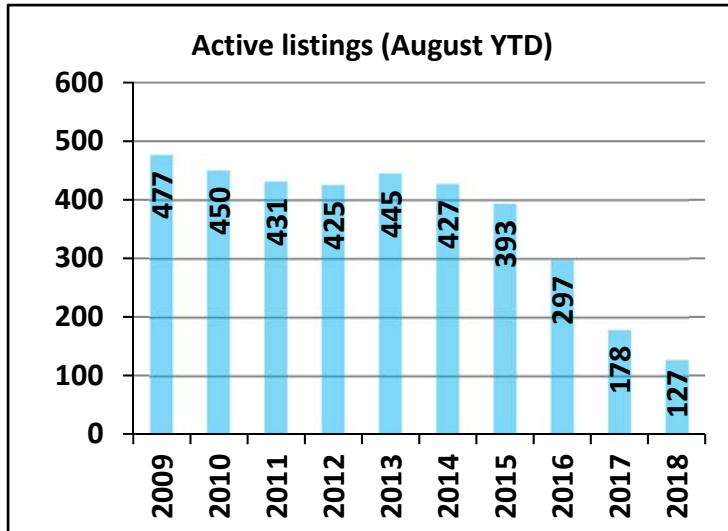
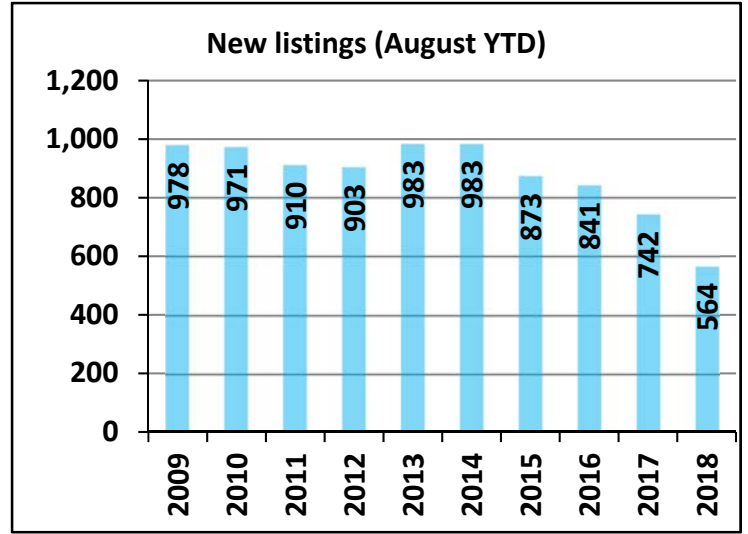
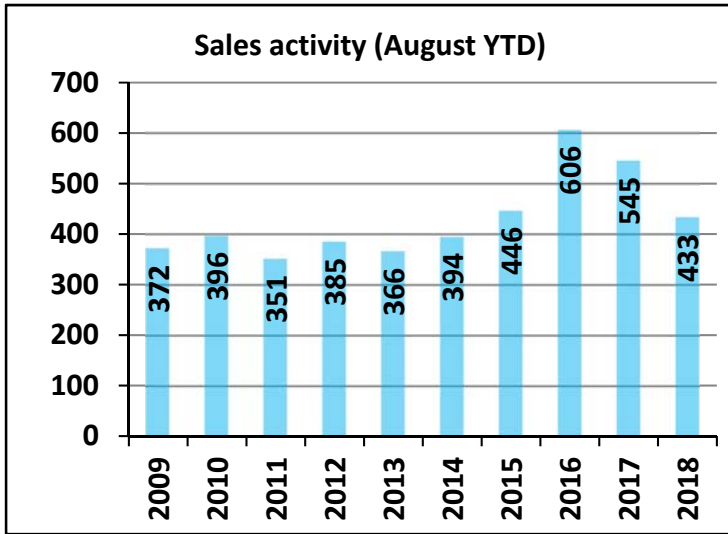
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017	August 2016	August 2015	August 2013	August 2011	August 2008
Sales Activity	61	1.7	-29.1	-3.2	22.0	5.2	29.8
Dollar Volume	\$20,917,250	32.1	-0.7	38.1	90.7	60.0	157.8
New Listings	69	-12.7	-18.8	-36.7	-34.3	-43.9	-36.1
Active Listings	129	-33.5	-51.3	-69.5	-72.1	-72.6	-73.0
Sales to New Listings Ratio ¹	88.4	75.9	101.2	57.8	47.6	47.2	43.5
Months of Inventory ²	2.1	3.2	3.1	6.7	9.2	8.1	10.2
Average Price	\$342,906	29.9	40.0	42.6	56.3	52.1	98.7

Year-to-date	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017 YTD	August 2016 YTD	August 2015 YTD	August 2013 YTD	August 2011 YTD	August 2008 YTD
Sales Activity	433	-20.6	-28.5	-2.9	18.3	23.4	6.7
Dollar Volume	\$136,927,831	-10.1	-5.5	28.1	65.6	93.3	82.0
New Listings	564	-24.0	-32.9	-35.4	-42.6	-38.0	-44.5
Active Listings ³	127	-28.7	-57.2	-67.7	-71.5	-70.5	-68.3
Sales to New Listings Ratio ⁴	76.8	73.5	72.1	51.1	37.2	38.6	39.9
Months of Inventory ⁵	2.3	2.6	3.9	7.0	9.7	9.8	7.9
Average Price	\$316,231	13.1	32.2	32.0	40.0	56.7	70.7

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

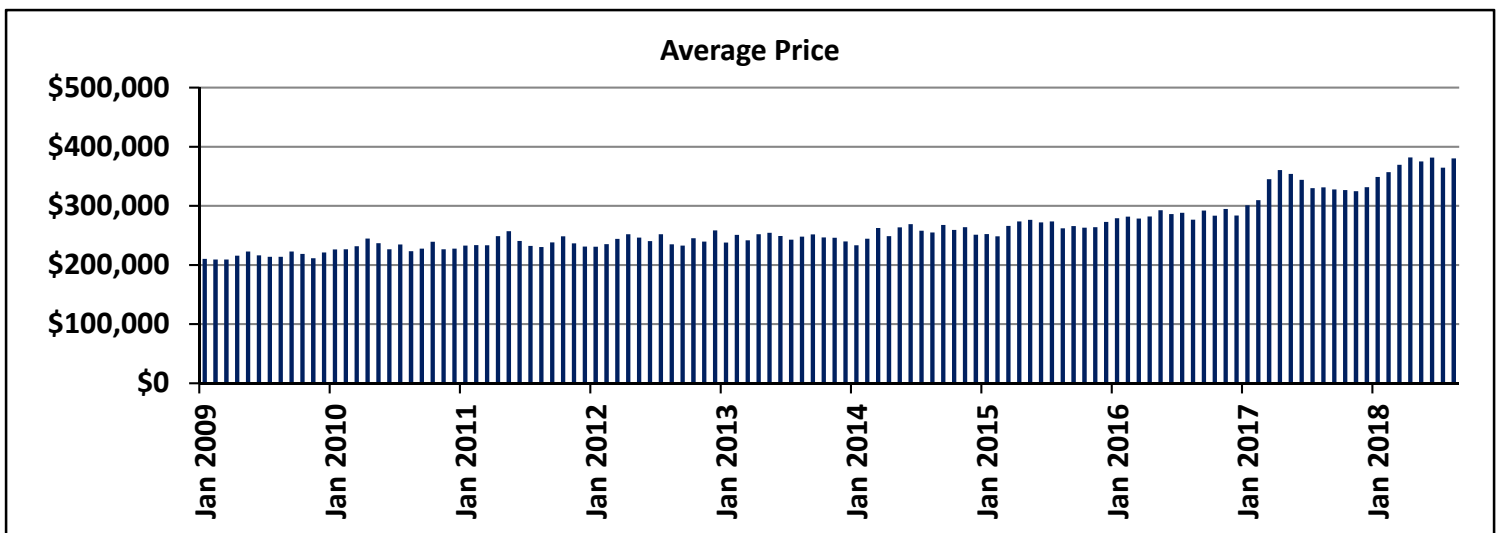
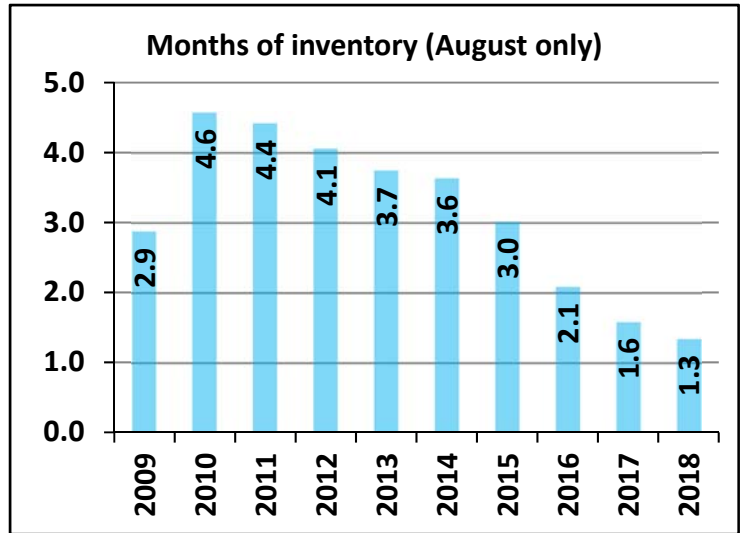
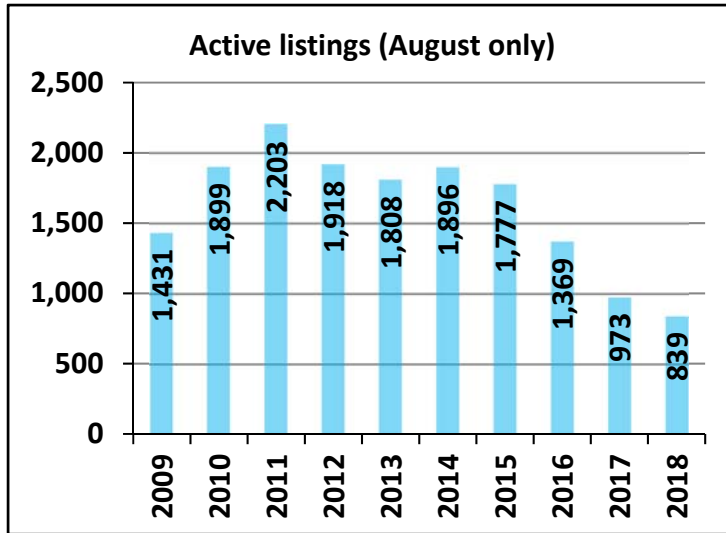
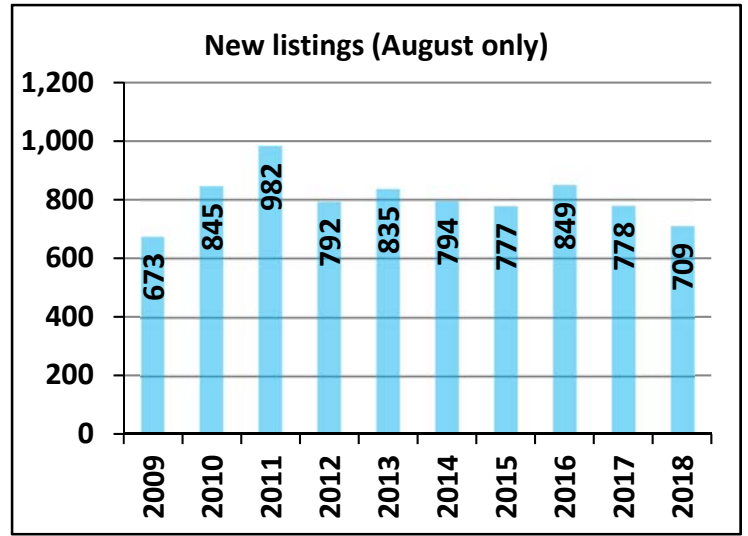
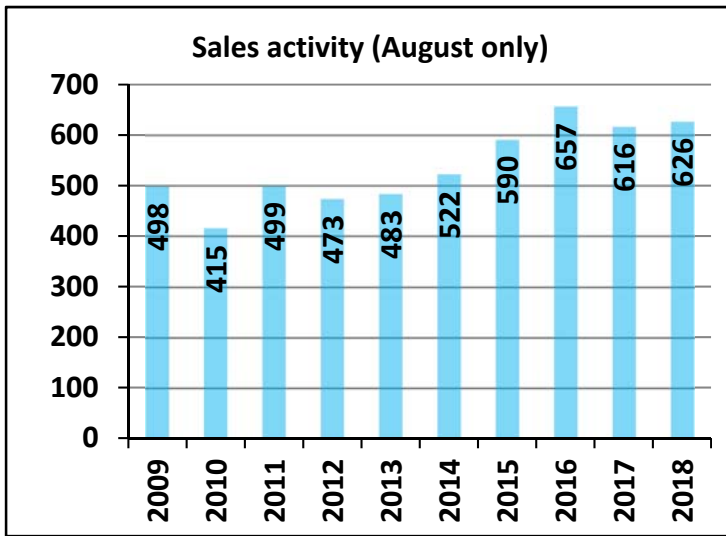
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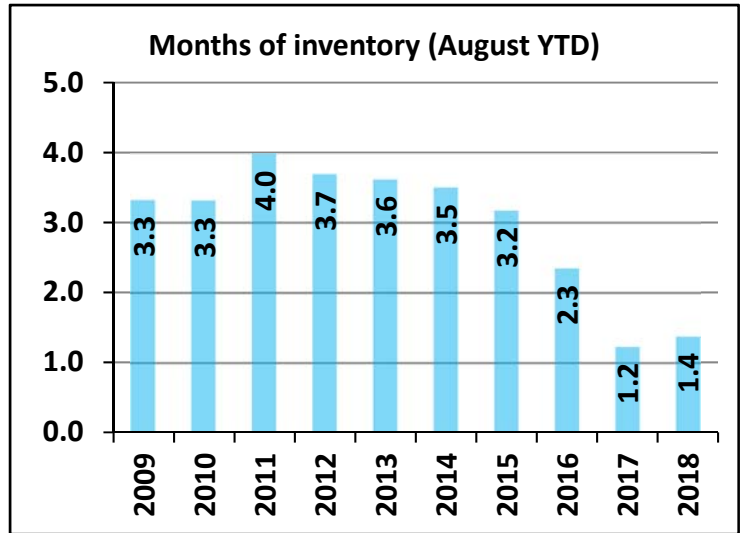
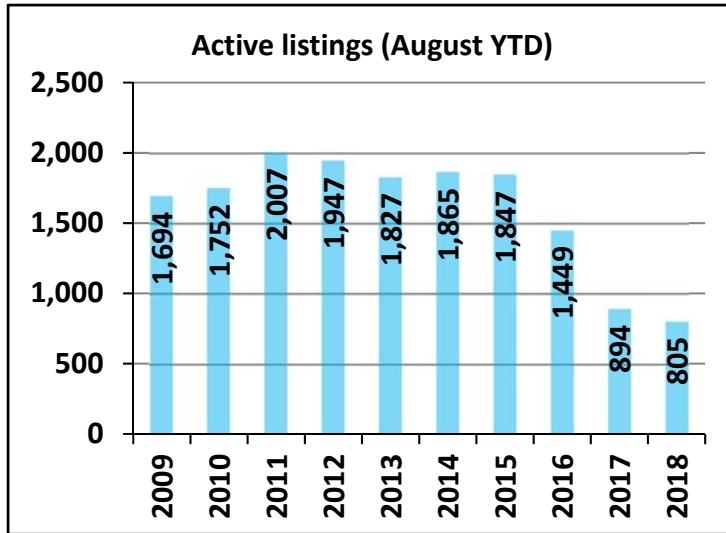
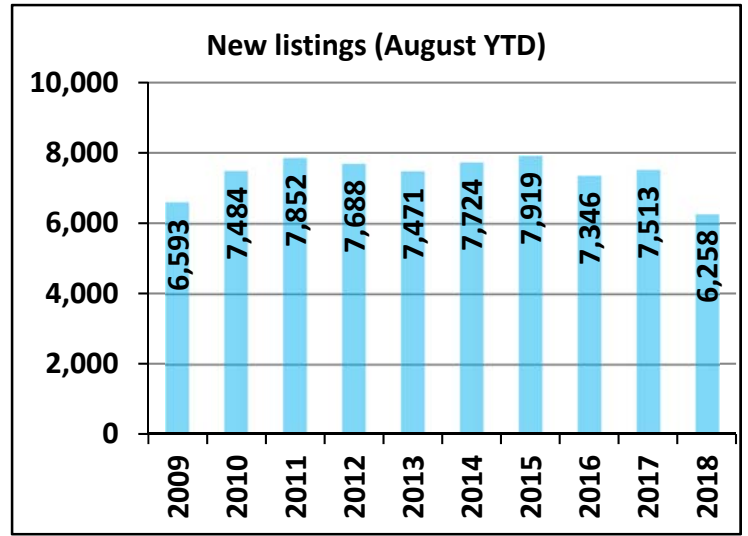
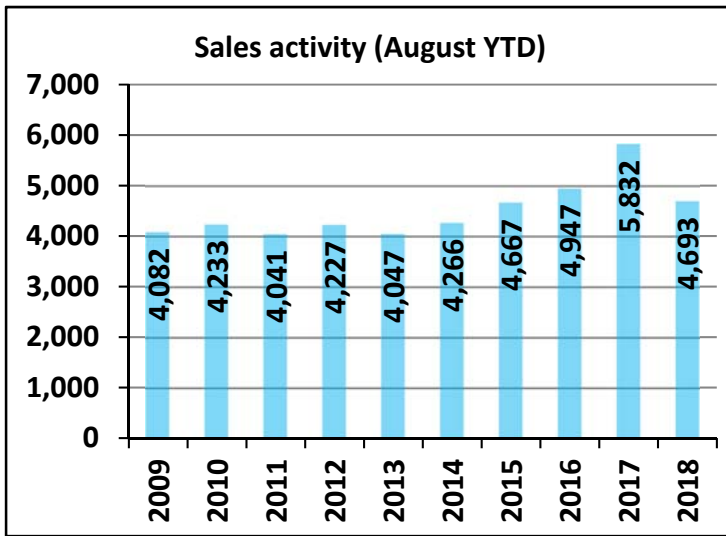
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017	August 2016	August 2015	August 2013	August 2011	August 2008
Sales Activity	626	1.6	-4.7	6.1	29.6	25.5	11.2
Dollar Volume	\$237,967,021	16.6	31.0	53.9	98.7	107.1	101.1
New Listings	709	-8.9	-16.5	-8.8	-15.1	-27.8	-12.7
Active Listings	839	-13.8	-38.7	-52.8	-53.6	-61.9	-54.7
Sales to New Listings Ratio ¹	88.3	79.2	77.4	75.9	57.8	50.8	69.3
Months of Inventory ²	1.3	1.6	2.1	3.0	3.7	4.4	3.3
Average Price	\$380,139	14.8	37.4	45.1	53.3	65.1	80.9

Year-to-date	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017 YTD	August 2016 YTD	August 2015 YTD	August 2013 YTD	August 2011 YTD	August 2008 YTD
Sales Activity	4,693	-19.5	-5.1	0.6	16.0	16.1	1.3
Dollar Volume	\$1,747,635,399	-11.7	24.5	39.8	74.2	80.6	75.8
New Listings	6,258	-16.7	-14.8	-21.0	-16.2	-20.3	-21.3
Active Listings ³	805	-10.0	-44.4	-56.4	-55.9	-59.9	-56.5
Sales to New Listings Ratio ⁴	75.0	77.6	67.3	58.9	54.2	51.5	58.2
Months of Inventory ⁵	1.4	1.2	2.3	3.2	3.6	4.0	3.2
Average Price	\$372,392	9.7	31.3	39.0	50.3	55.5	73.5

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

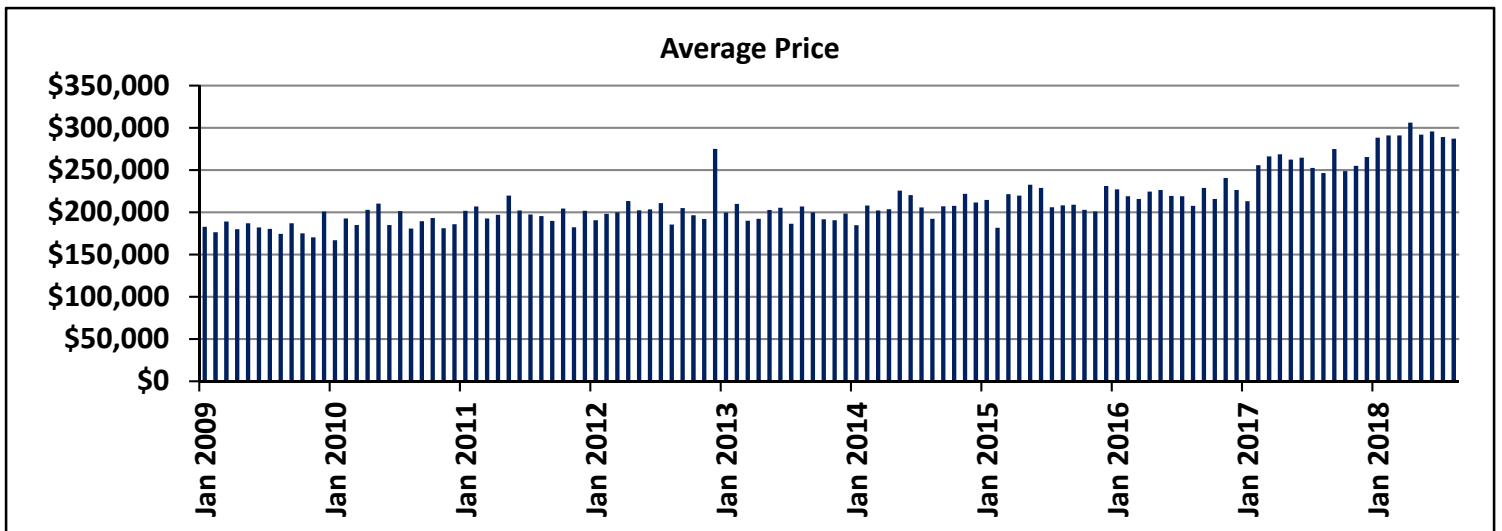
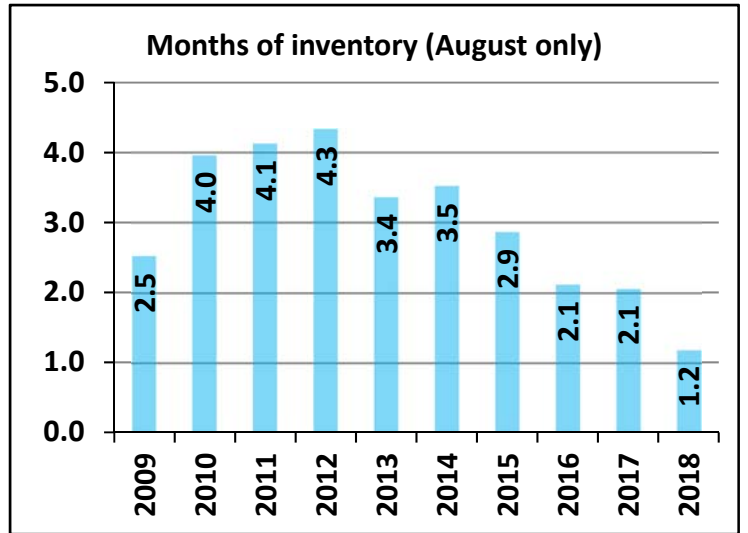
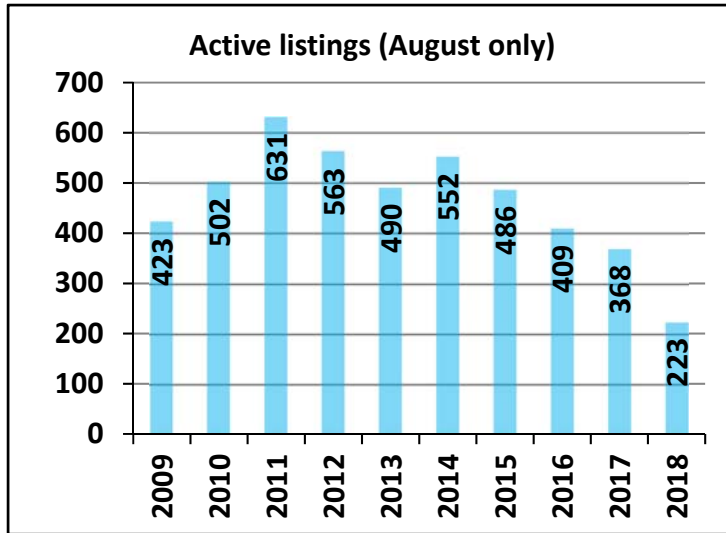
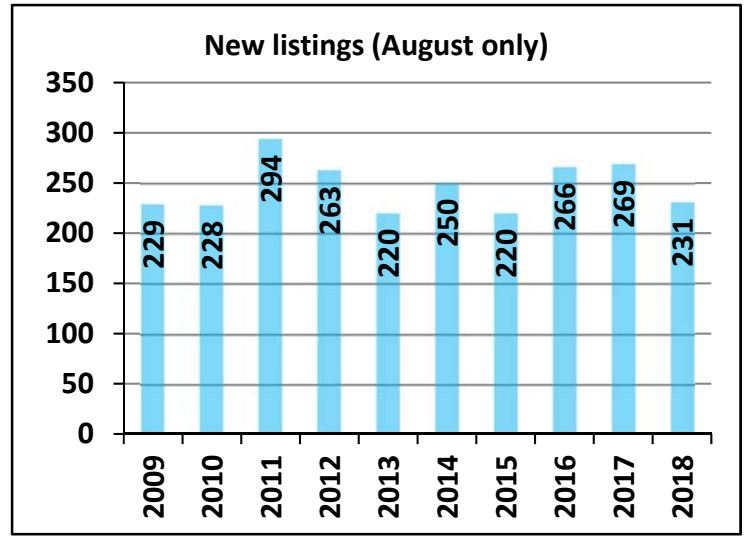
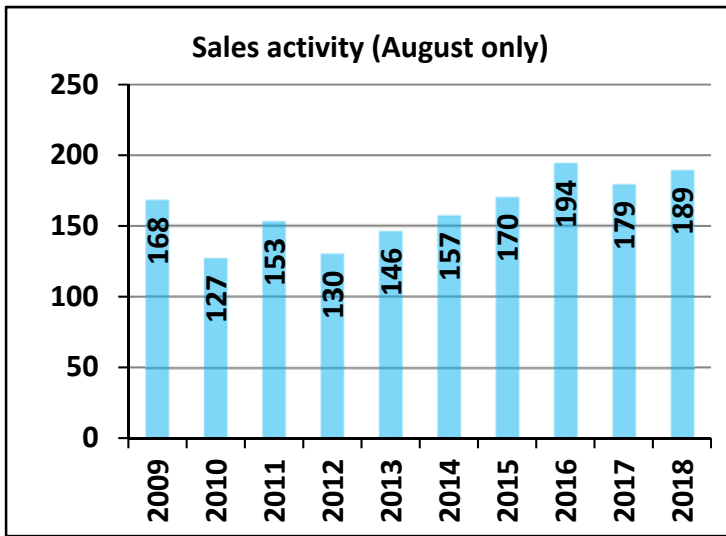
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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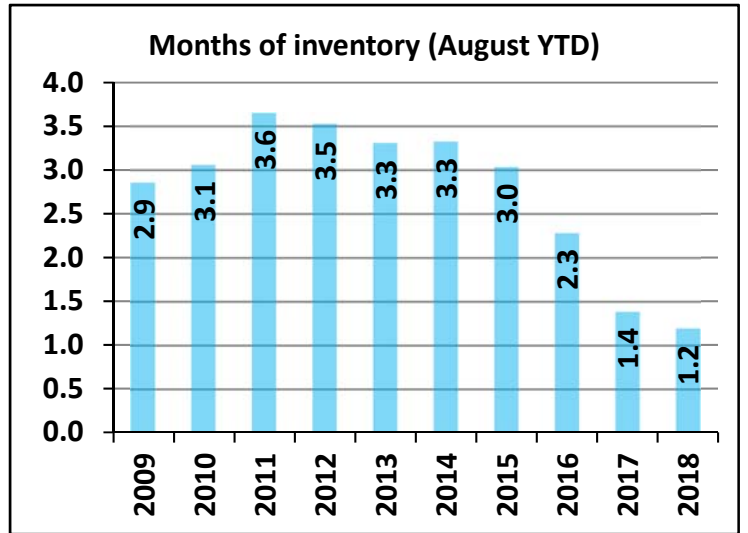
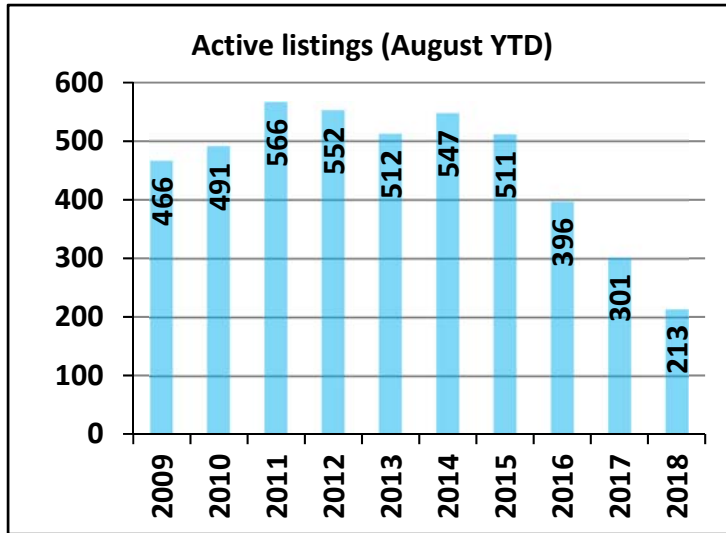
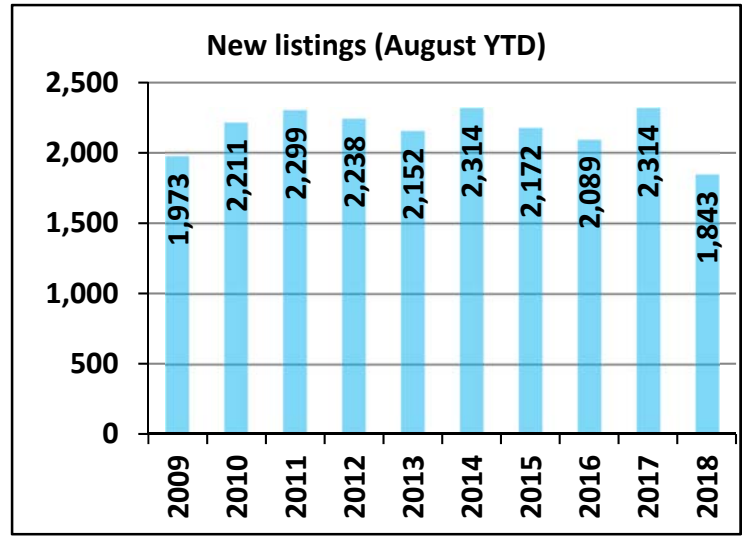
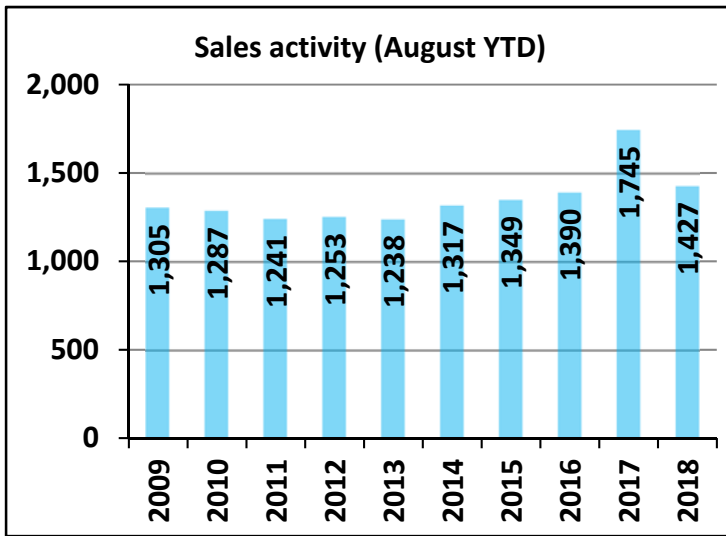
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017	August 2016	August 2015	August 2013	August 2011	August 2008
Sales Activity	189	5.6	-2.6	11.2	29.5	23.5	3.8
Dollar Volume	\$54,273,539	23.1	34.8	53.4	79.8	81.5	75.9
New Listings	231	-14.1	-13.2	5.0	5.0	-21.4	-8.3
Active Listings	223	-39.4	-45.5	-54.1	-54.5	-64.7	-58.4
Sales to New Listings Ratio ¹	81.8	66.5	72.9	77.3	66.4	52.0	72.2
Months of Inventory ²	1.2	2.1	2.1	2.9	3.4	4.1	2.9
Average Price	\$287,162	16.6	38.3	38.0	38.9	46.9	69.4

Year-to-date	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017 YTD	August 2016 YTD	August 2015 YTD	August 2013 YTD	August 2011 YTD	August 2008 YTD
Sales Activity	1,427	-18.2	2.7	5.8	15.3	15.0	-4.4
Dollar Volume	\$417,846,557	-6.9	37.0	43.1	69.7	67.1	56.0
New Listings	1,843	-20.4	-11.8	-15.1	-14.4	-19.8	-24.3
Active Listings ³	213	-29.2	-46.2	-58.3	-58.4	-62.4	-61.3
Sales to New Listings Ratio ⁴	77.4	75.4	66.5	62.1	57.5	54.0	61.3
Months of Inventory ⁵	1.2	1.4	2.3	3.0	3.3	3.6	2.9
Average Price	\$292,815	13.9	33.5	35.3	47.3	45.3	63.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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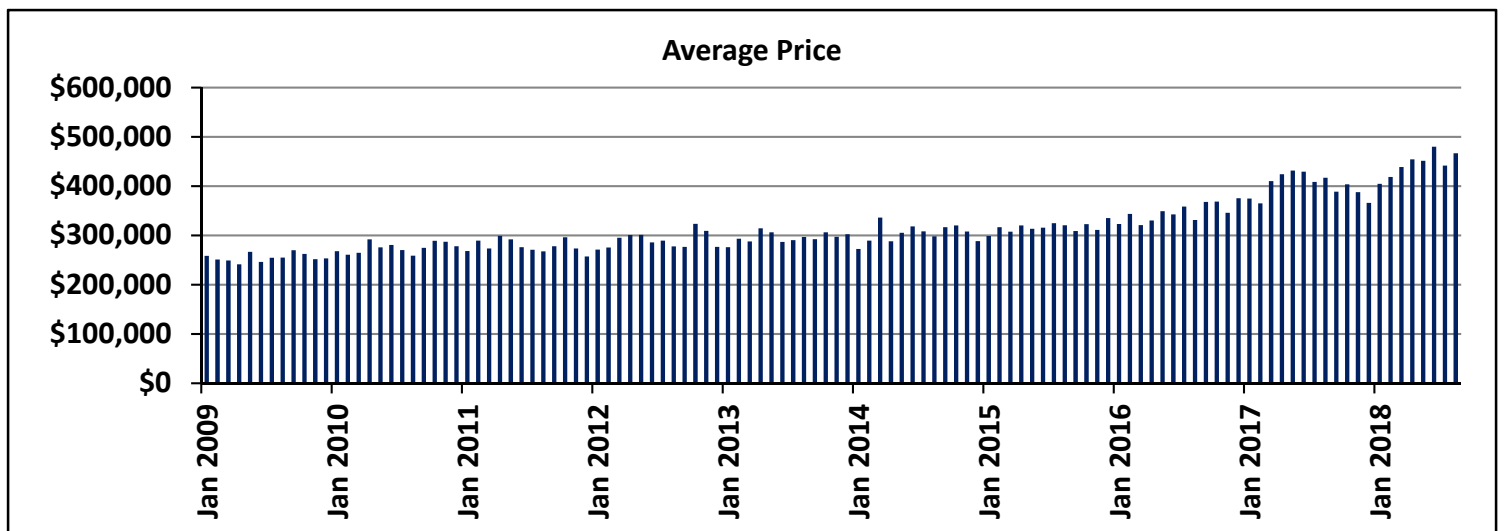
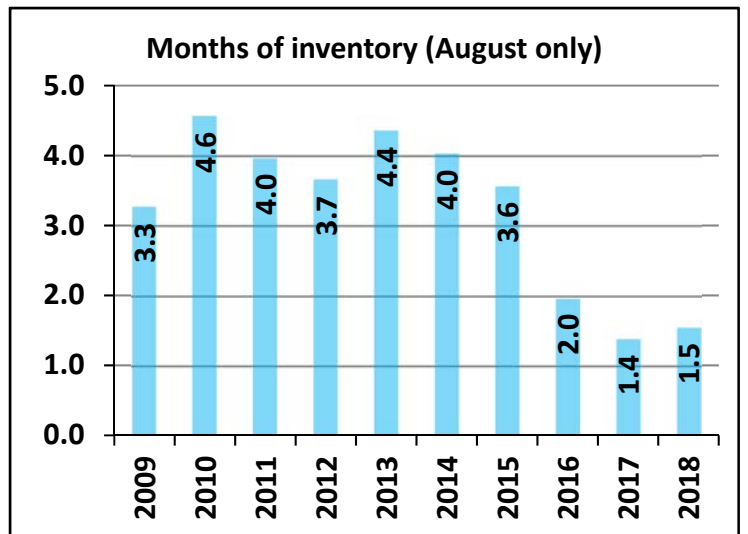
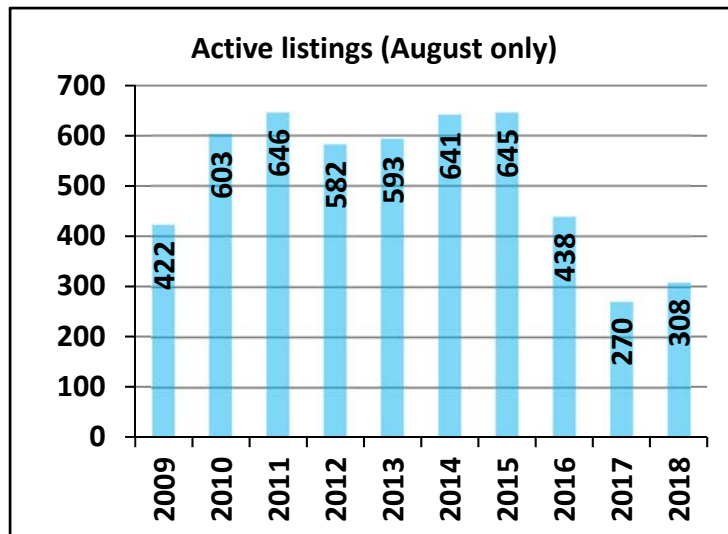
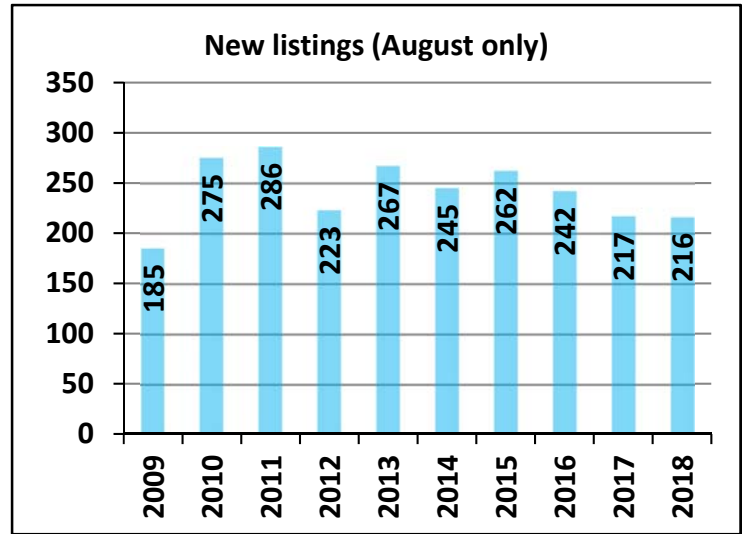
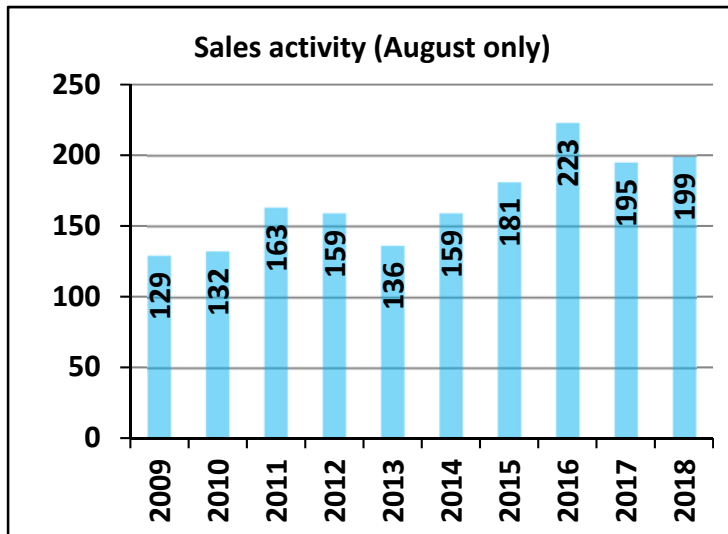
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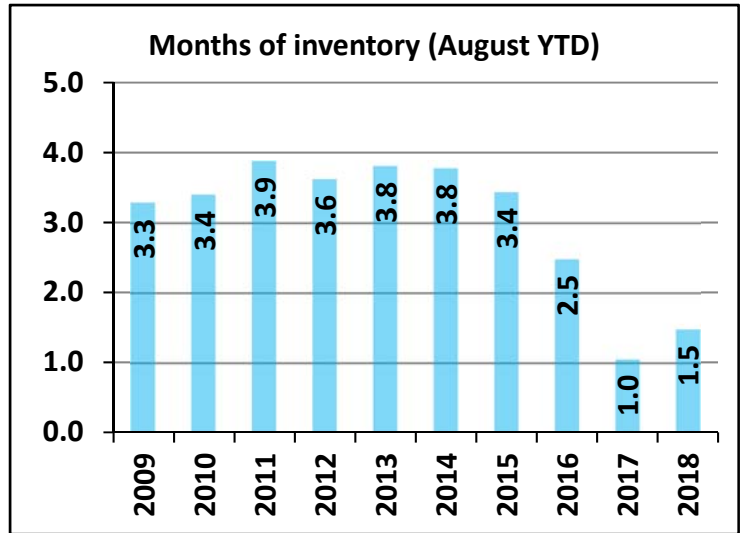
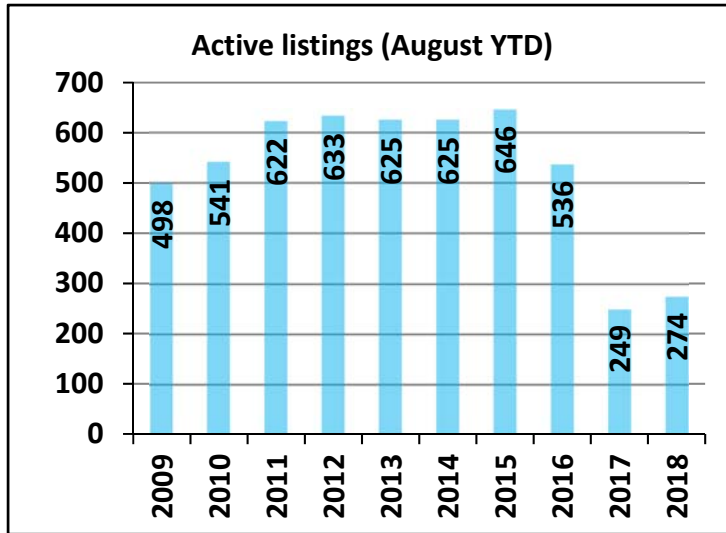
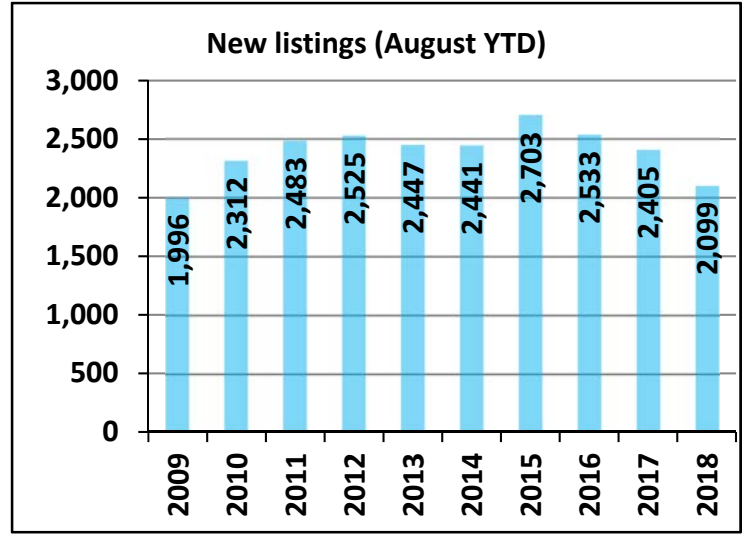
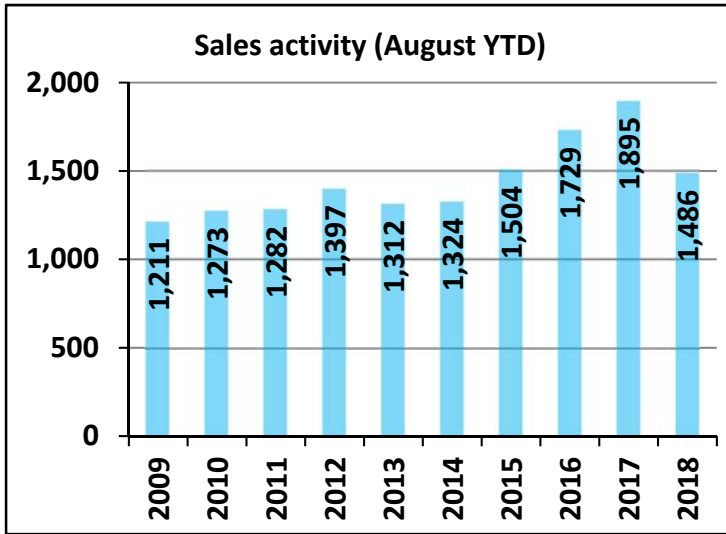
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017	August 2016	August 2015	August 2013	August 2011	August 2008
Sales Activity	199	2.1	-10.8	9.9	46.3	22.1	23.6
Dollar Volume	\$92,864,206	14.2	25.7	60.1	130.2	113.0	130.6
New Listings	216	-0.5	-10.7	-17.6	-19.1	-24.5	-1.4
Active Listings	308	14.1	-29.7	-52.2	-48.1	-52.3	-39.4
Sales to New Listings Ratio¹	92.1	89.9	92.1	69.1	50.9	57.0	73.5
Months of Inventory²	1.5	1.4	2.0	3.6	4.4	4.0	3.2
Average Price	\$466,654	11.9	40.9	45.6	57.3	74.5	86.5

Year-to-date	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017 YTD	August 2016 YTD	August 2015 YTD	August 2013 YTD	August 2011 YTD	August 2008 YTD
Sales Activity	1,486	-21.6	-14.1	-1.2	13.3	15.9	9.6
Dollar Volume	\$668,529,770	-14.6	14.2	40.8	72.4	86.3	93.4
New Listings	2,099	-12.7	-17.1	-22.3	-14.2	-15.5	-10.2
Active Listings³	274	10.0	-48.9	-57.6	-56.2	-55.9	-49.4
Sales to New Listings Ratio⁴	70.8	78.8	68.3	55.6	53.6	51.6	58.0
Months of Inventory⁵	1.5	1.0	2.5	3.4	3.8	3.9	3.2
Average Price	\$449,885	8.9	32.8	42.5	52.2	60.8	76.5

¹ Sales / new listings * 100

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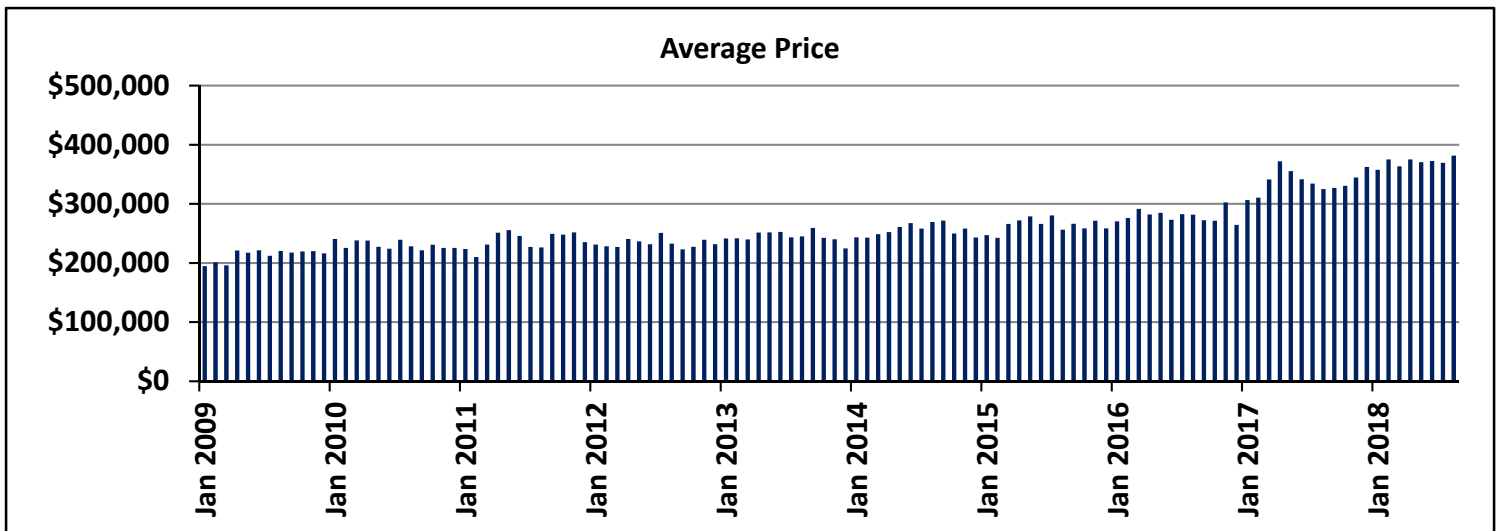
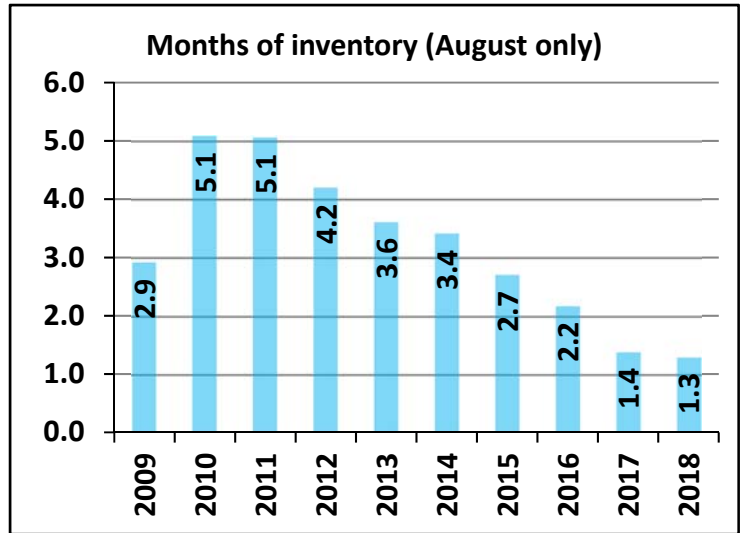
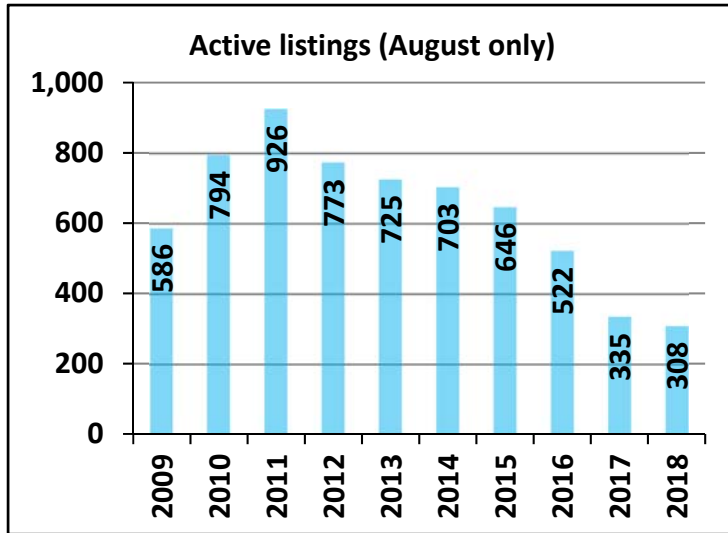
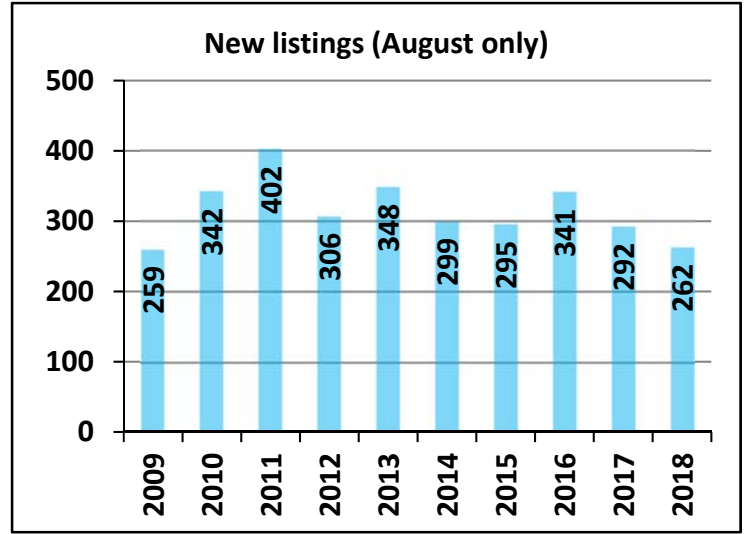
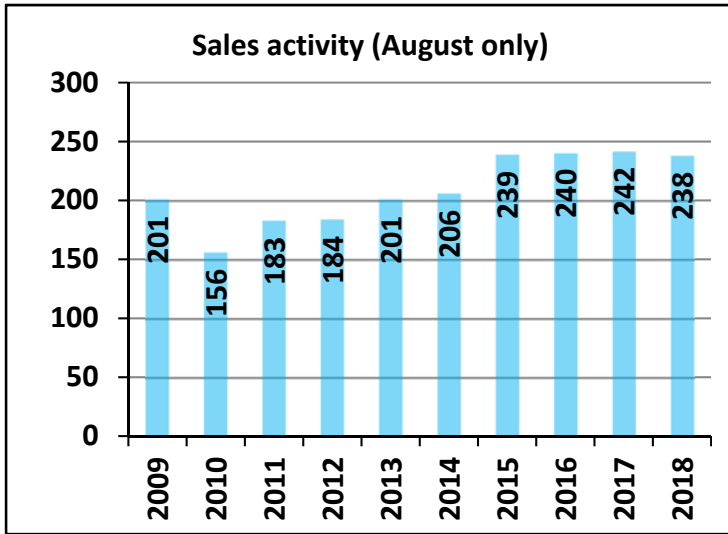
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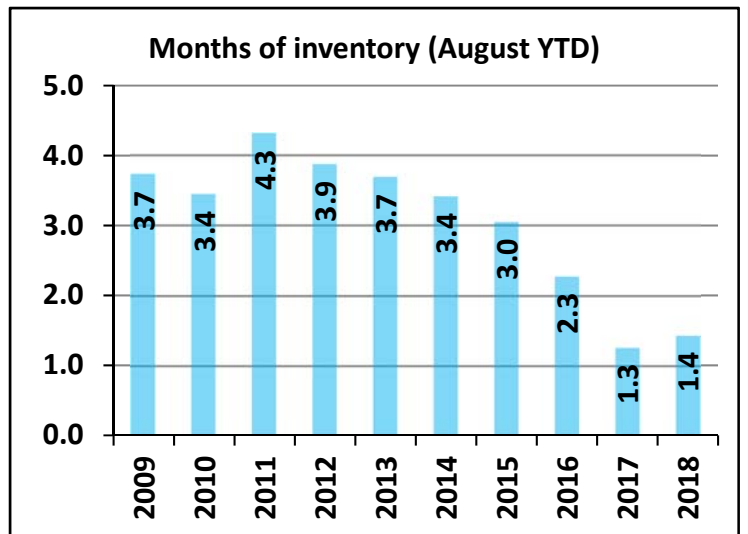
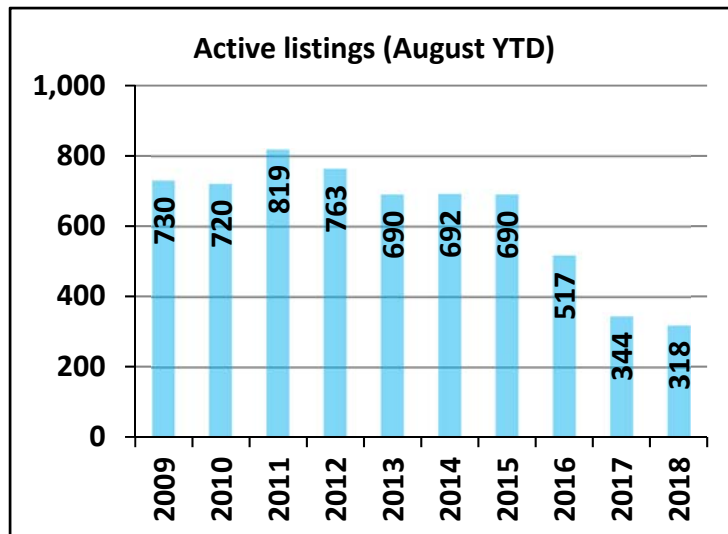
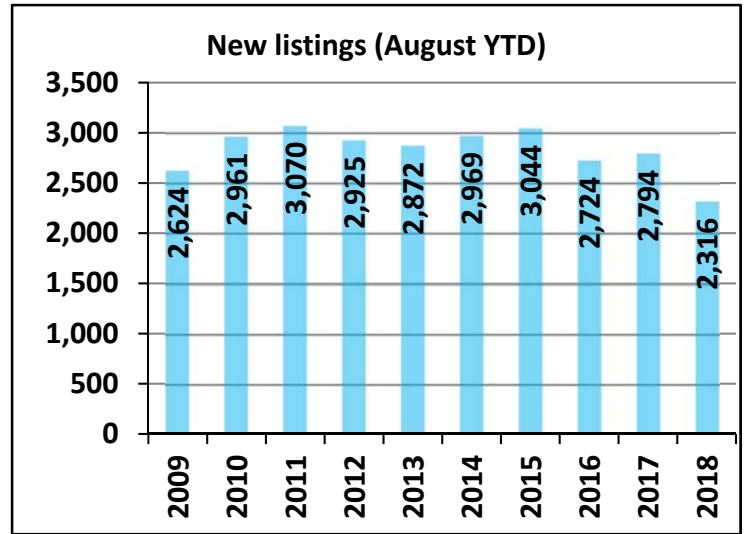
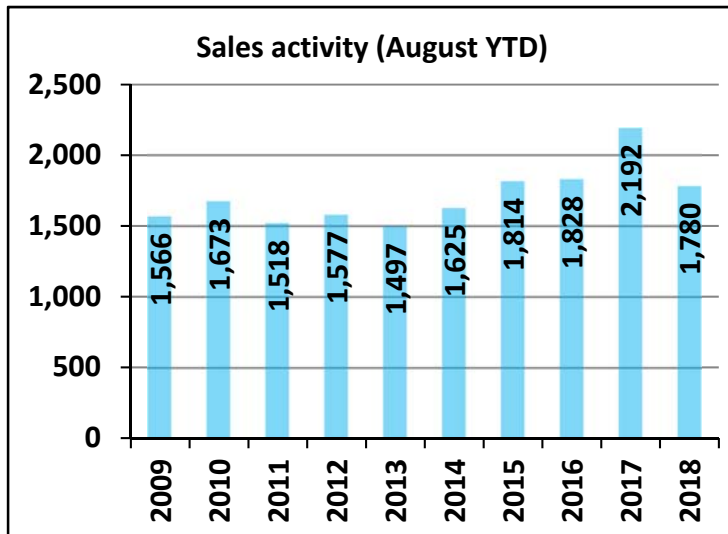
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017	August 2016	August 2015	August 2013	August 2011	August 2008
Sales Activity	238	-1.7	-0.8	-0.4	18.4	30.1	8.2
Dollar Volume	\$90,829,276	15.5	34.4	48.4	84.5	119.5	92.4
New Listings	262	-10.3	-23.2	-11.2	-24.7	-34.8	-23.2
Active Listings	308	-8.1	-41.0	-52.3	-57.5	-66.7	-61.9
Sales to New Listings Ratio¹	90.8	82.9	70.4	81.0	57.8	45.5	64.5
Months of Inventory²	1.3	1.4	2.2	2.7	3.6	5.1	3.7
Average Price	\$381,636	17.5	35.5	49.0	55.8	68.7	77.9

Year-to-date	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017 YTD	August 2016 YTD	August 2015 YTD	August 2013 YTD	August 2011 YTD	August 2008 YTD
Sales Activity	1,780	-18.8	-2.6	-1.9	18.9	17.3	-0.1
Dollar Volume	\$661,259,072	-11.6	28.9	36.8	79.2	84.3	73.8
New Listings	2,316	-17.1	-15.0	-23.9	-19.4	-24.6	-27.2
Active Listings³	318	-7.6	-38.5	-53.9	-53.9	-61.2	-58.0
Sales to New Listings Ratio⁴	76.9	78.5	67.1	59.6	52.1	49.4	56.0
Months of Inventory⁵	1.4	1.3	2.3	3.0	3.7	4.3	3.4
Average Price	\$371,494	8.9	32.4	39.5	50.7	57.2	74.0

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

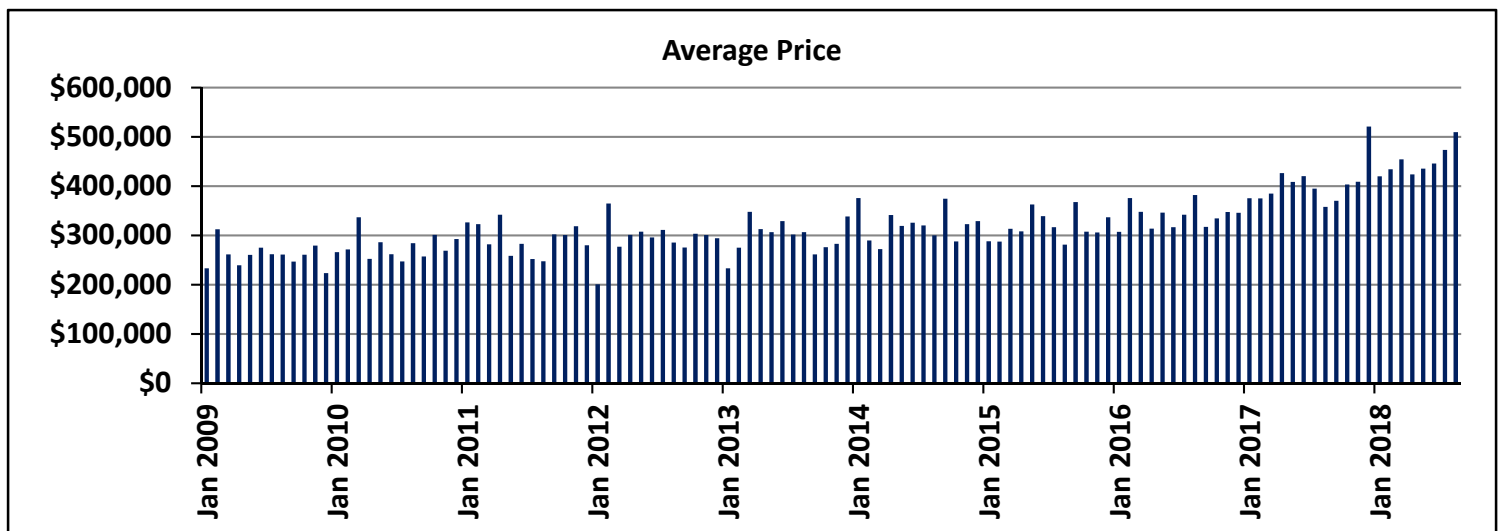
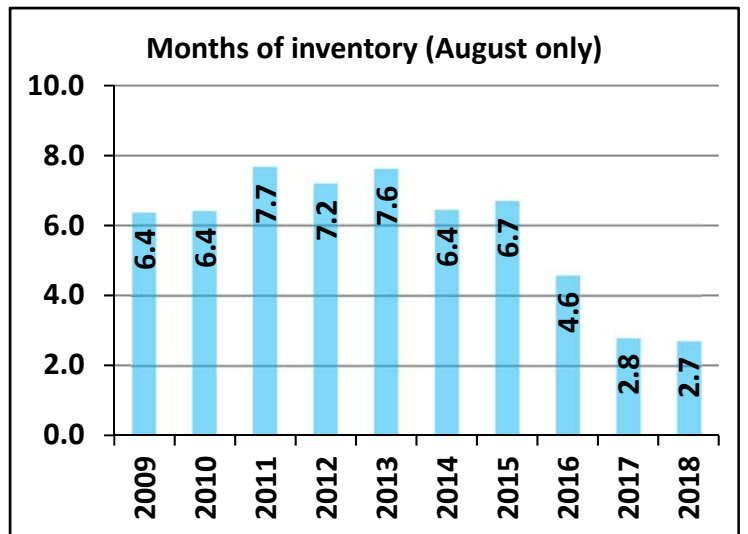
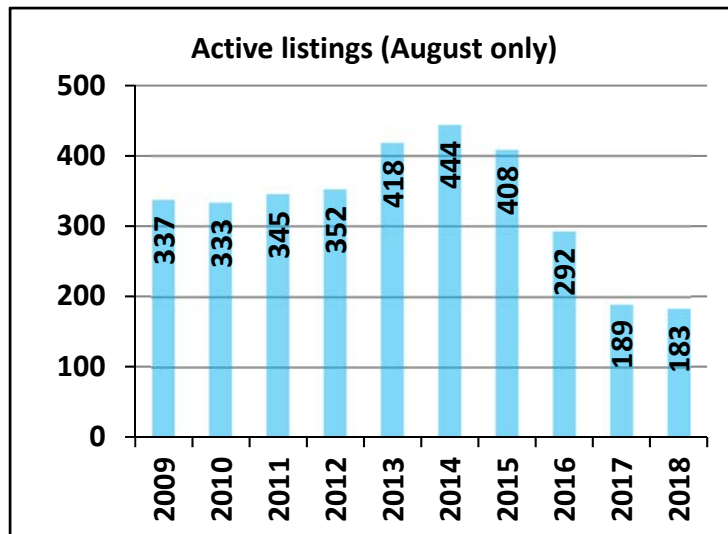
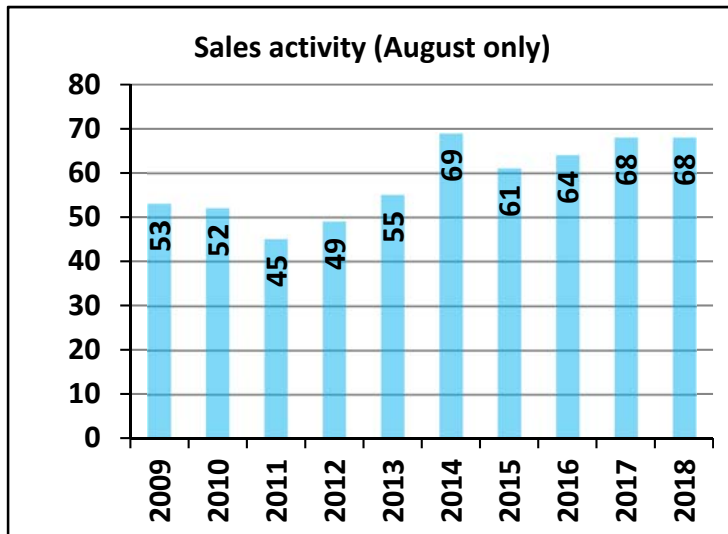
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

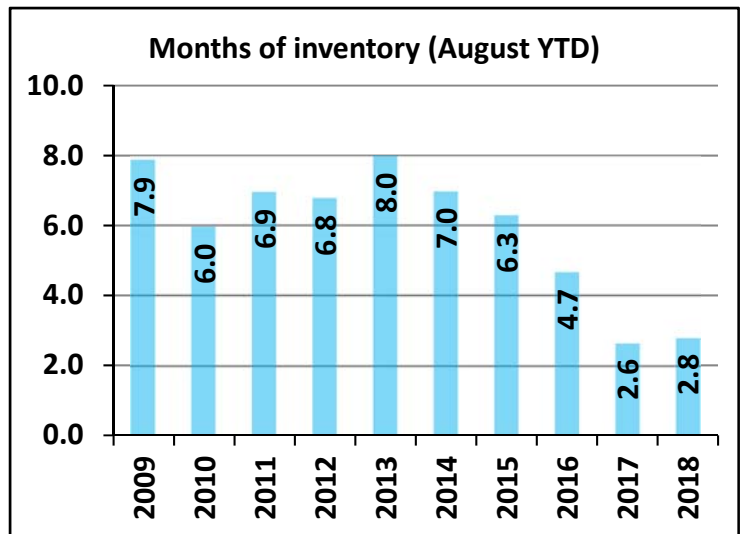
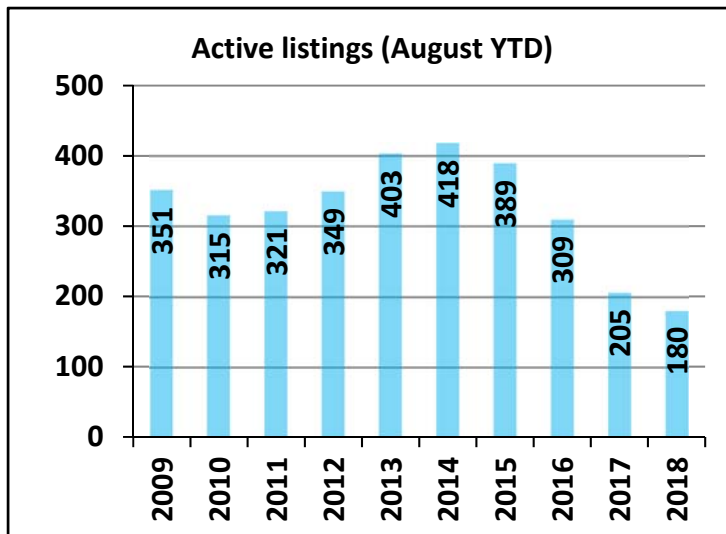
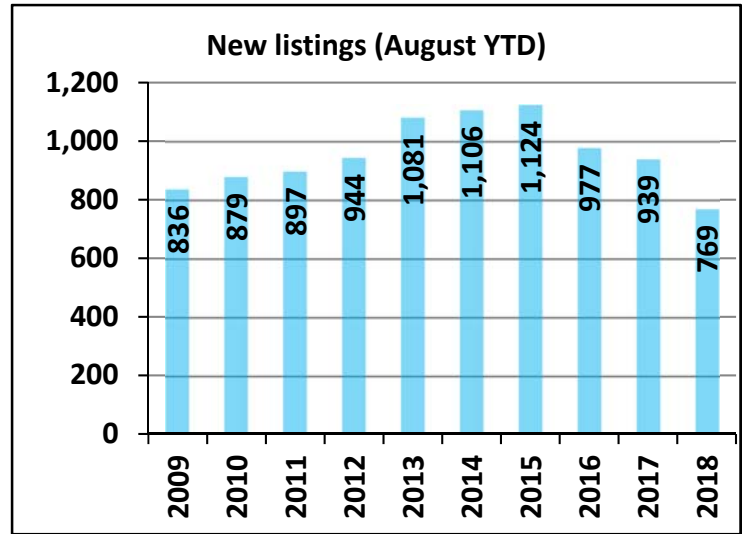
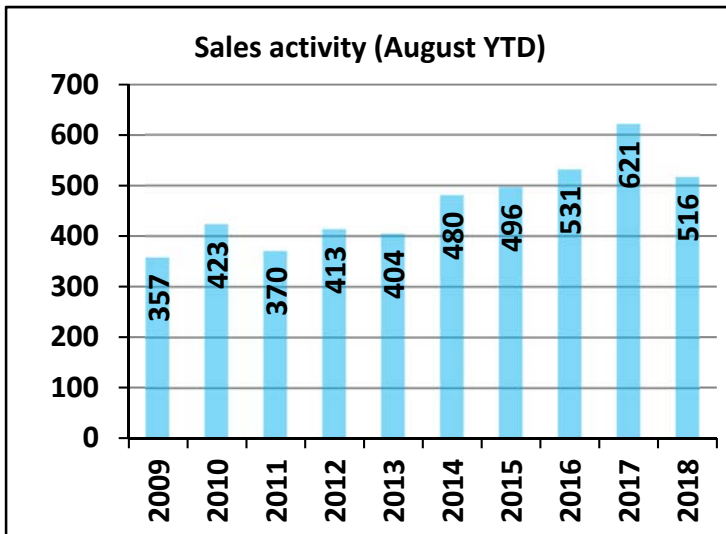
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017	August 2016	August 2015	August 2013	August 2011	August 2008
Sales Activity	68	0.0	6.3	11.5	23.6	51.1	61.9
Dollar Volume	\$34,639,639	42.4	41.7	102.0	105.5	211.1	233.9
New Listings	89	-5.3	-16.0	-23.3	-31.0	-9.2	4.7
Active Listings	183	-3.2	-37.3	-55.1	-56.2	-47.0	-51.3
Sales to New Listings Ratio¹	76.4	72.3	60.4	52.6	42.6	45.9	49.4
Months of Inventory²	2.7	2.8	4.6	6.7	7.6	7.7	9.0
Average Price	\$509,406	42.4	33.4	81.2	66.2	105.9	106.3

Year-to-date	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017 YTD	August 2016 YTD	August 2015 YTD	August 2013 YTD	August 2011 YTD	August 2008 YTD
Sales Activity	516	-16.9	-2.8	4.0	27.7	39.5	27.7
Dollar Volume	\$232,756,105	-5.4	29.0	47.4	88.1	120.7	123.9
New Listings	769	-18.1	-21.3	-31.6	-28.9	-14.3	-18.0
Active Listings³	180	-12.2	-41.7	-53.7	-55.3	-43.9	-45.1
Sales to New Listings Ratio⁴	67.1	66.1	54.4	44.1	37.4	41.2	43.1
Months of Inventory⁵	2.8	2.6	4.7	6.3	8.0	6.9	6.5
Average Price	\$451,078	13.8	32.8	41.7	47.3	58.3	75.3

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

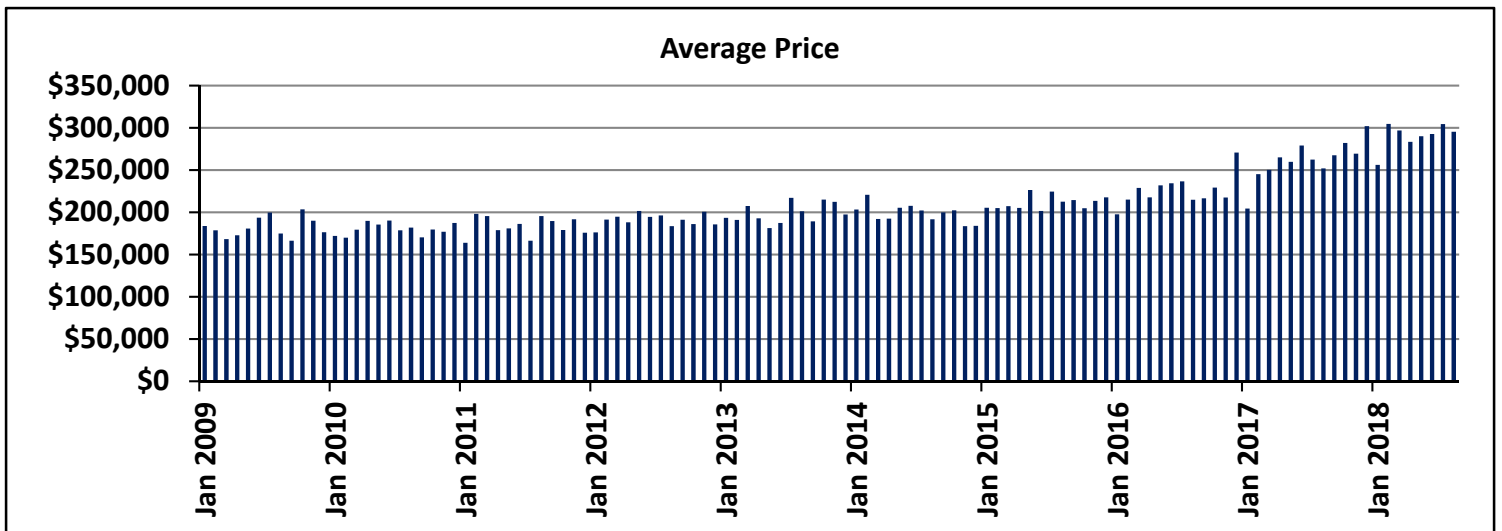
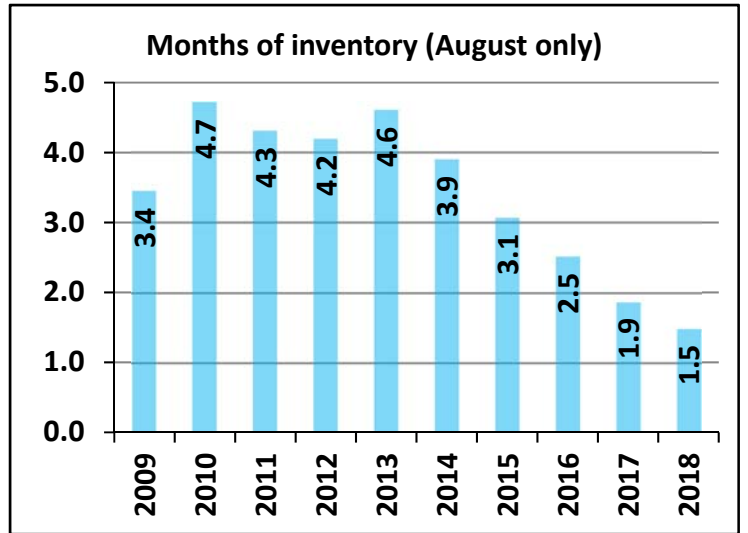
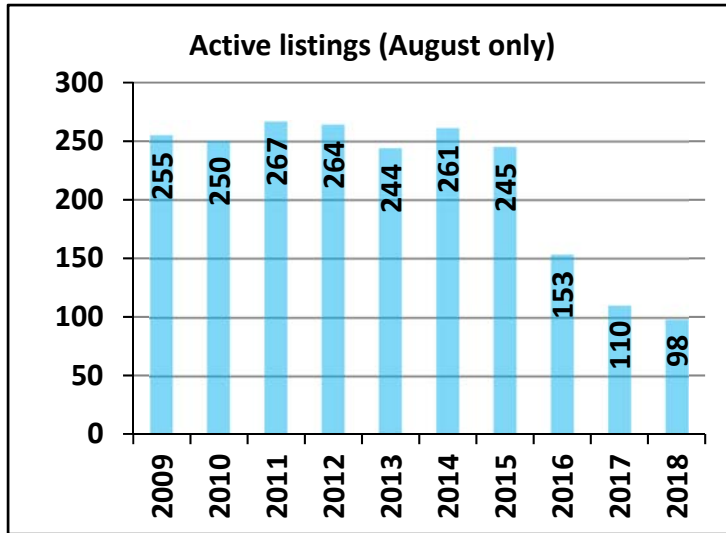
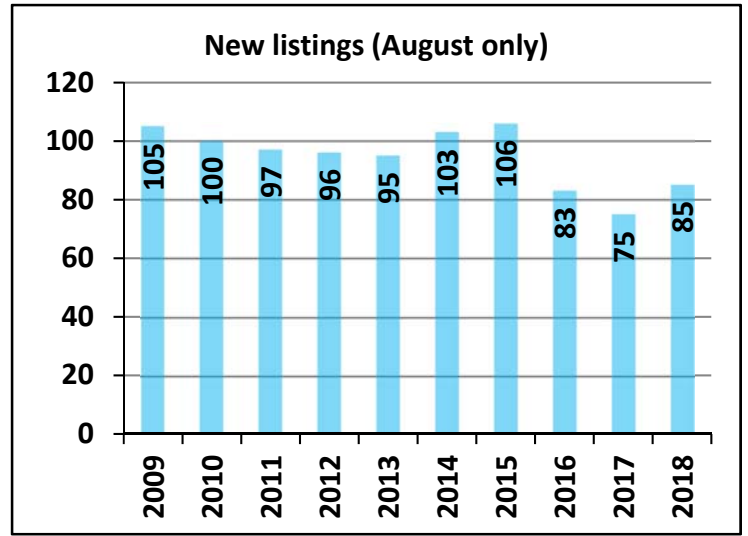
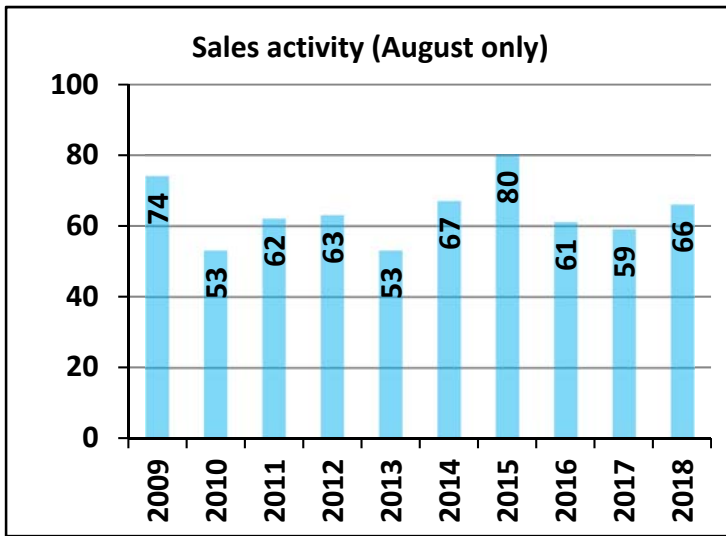
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

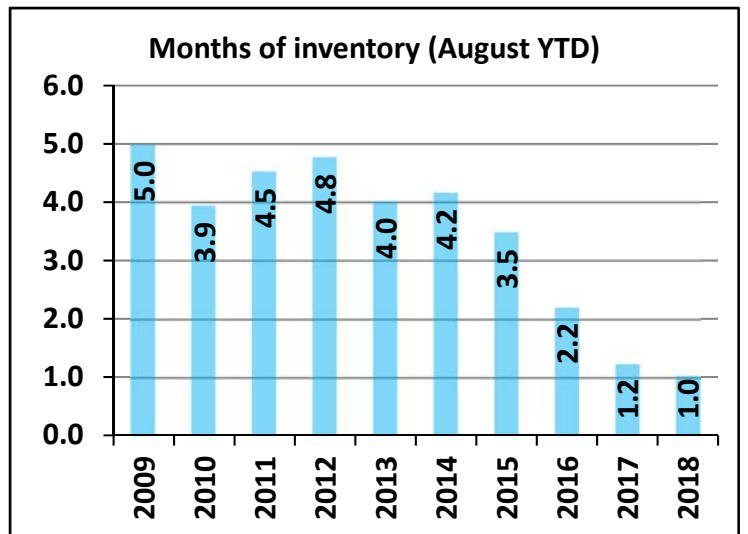
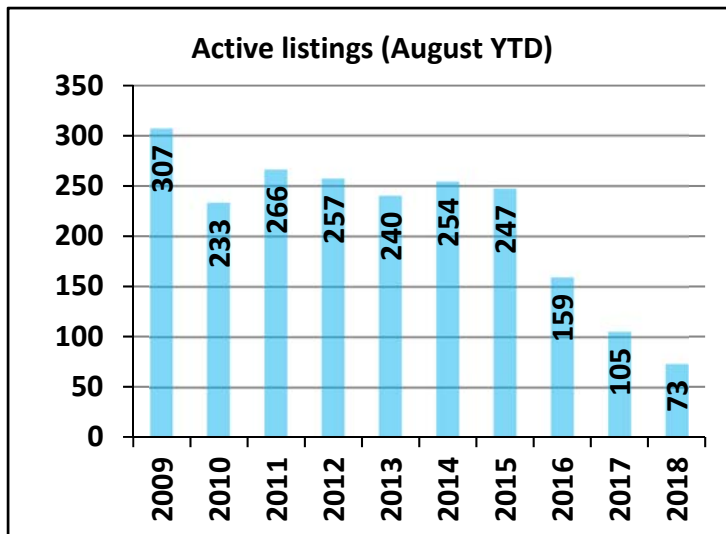
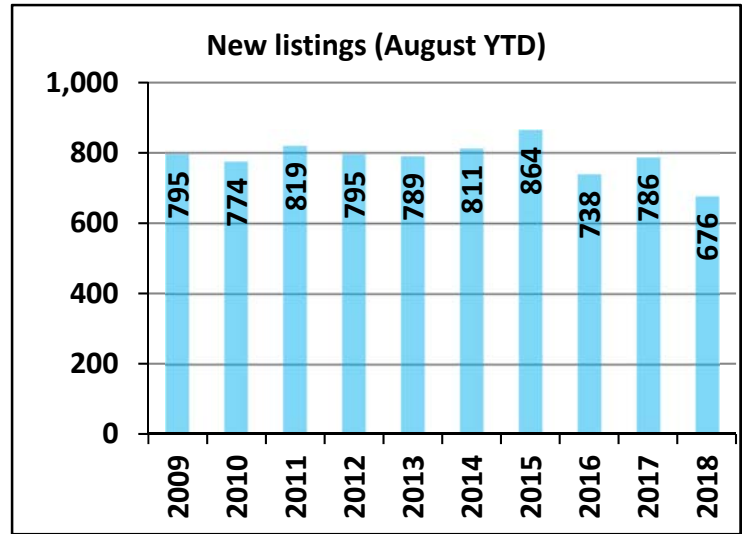
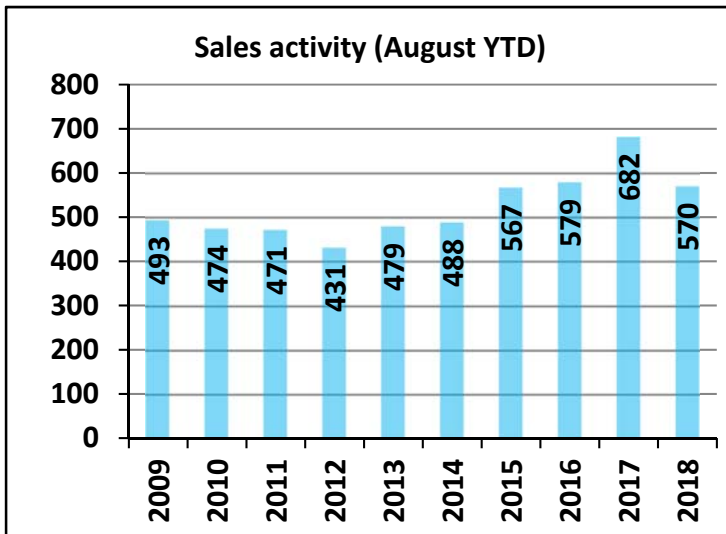
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017	August 2016	August 2015	August 2013	August 2011	August 2008
Sales Activity	66	11.9	8.2	-17.5	24.5	6.5	34.7
Dollar Volume	\$19,487,300	31.1	48.7	14.6	82.9	60.9	115.2
New Listings	85	13.3	2.4	-19.8	-10.5	-12.4	-32.5
Active Listings	98	-10.9	-35.9	-60.0	-59.8	-63.3	-67.9
Sales to New Listings Ratio ¹	77.6	78.7	73.5	75.5	55.8	63.9	38.9
Months of Inventory ²	1.5	1.9	2.5	3.1	4.6	4.3	6.2
Average Price	\$295,262	17.2	37.4	39.0	46.9	51.1	59.8

Year-to-date	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017 YTD	August 2016 YTD	August 2015 YTD	August 2013 YTD	August 2011 YTD	August 2008 YTD
Sales Activity	570	-16.4	-1.6	0.5	19.0	21.0	19.0
Dollar Volume	\$166,652,976	-4.6	27.6	38.5	77.1	93.0	87.4
New Listings	676	-14.0	-8.4	-21.8	-14.3	-17.5	-20.5
Active Listings ³	73	-30.5	-54.1	-70.4	-69.6	-72.6	-71.0
Sales to New Listings Ratio ⁴	84.3	86.8	78.5	65.6	60.7	57.5	56.4
Months of Inventory ⁵	1.0	1.2	2.2	3.5	4.0	4.5	4.2
Average Price	\$292,374	14.1	29.6	37.7	48.8	59.4	57.5

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

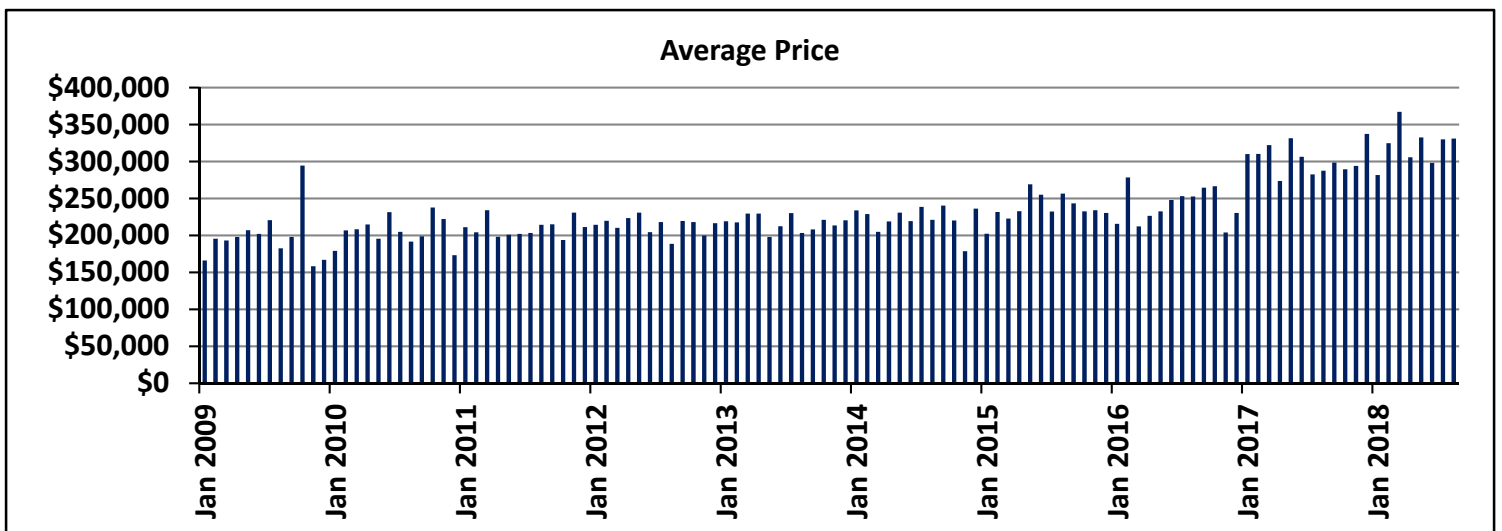
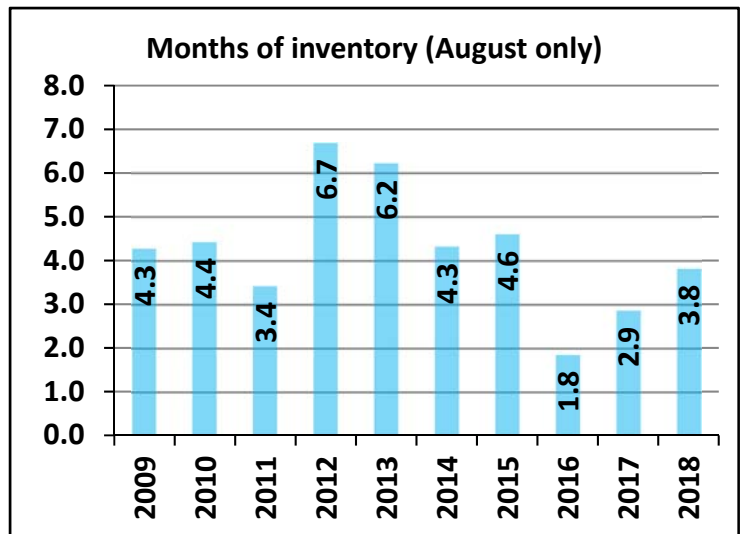
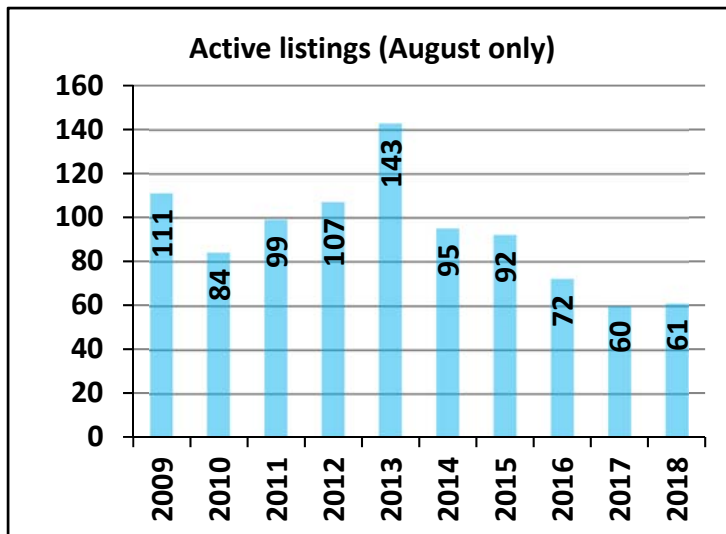
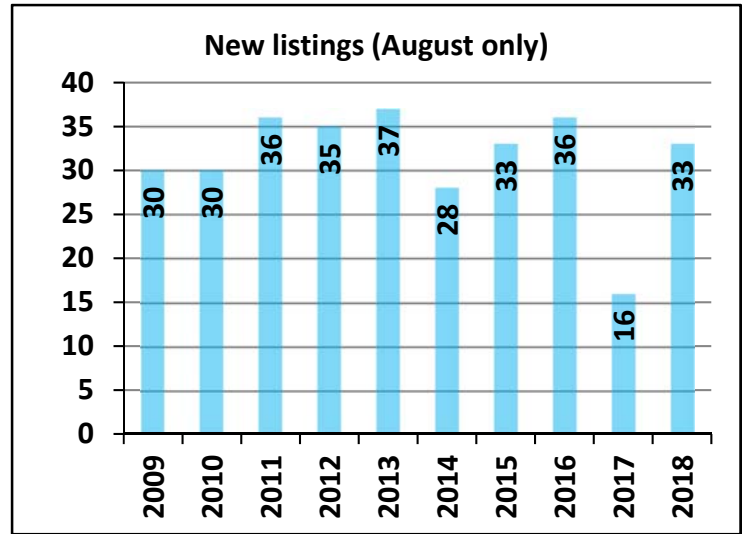
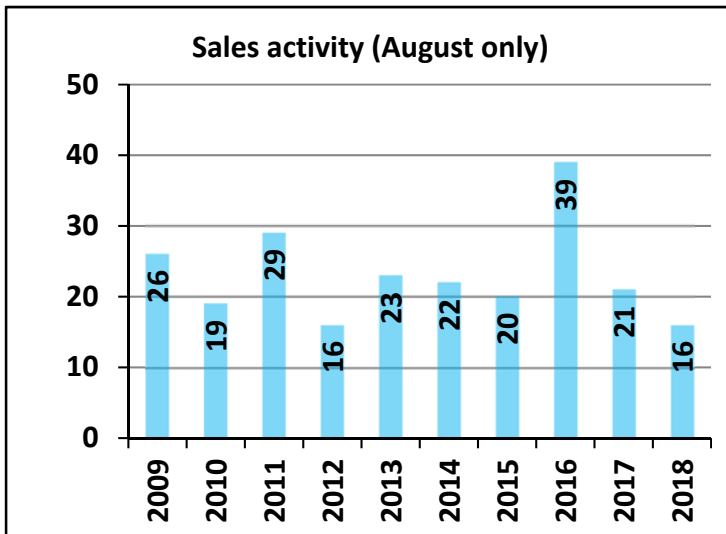
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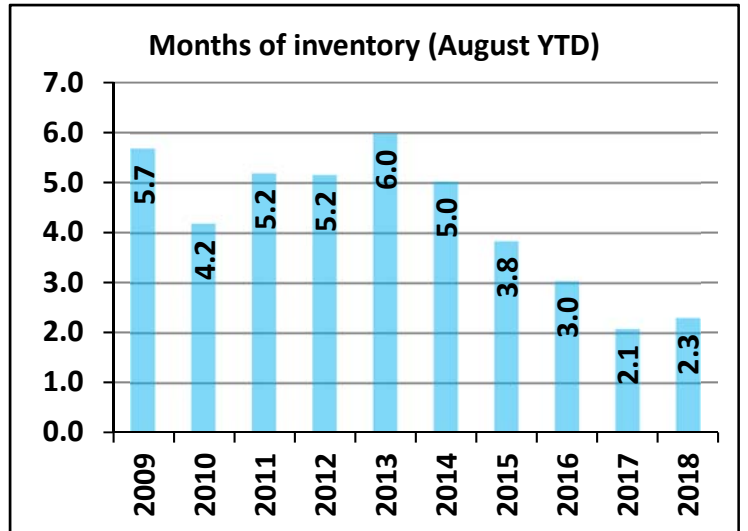
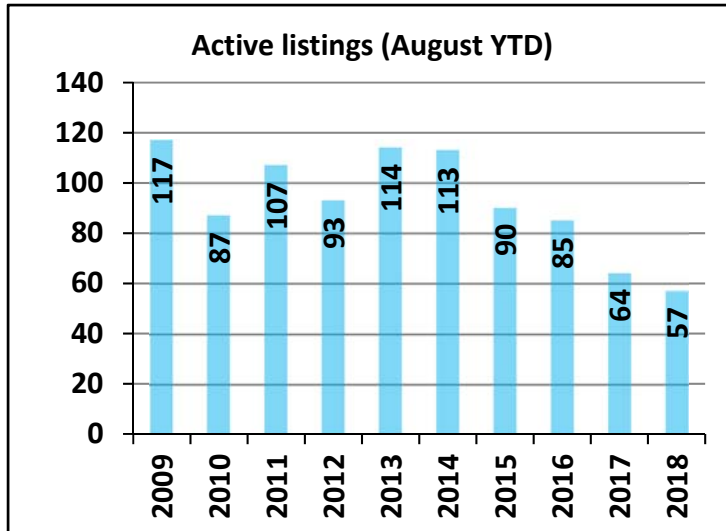
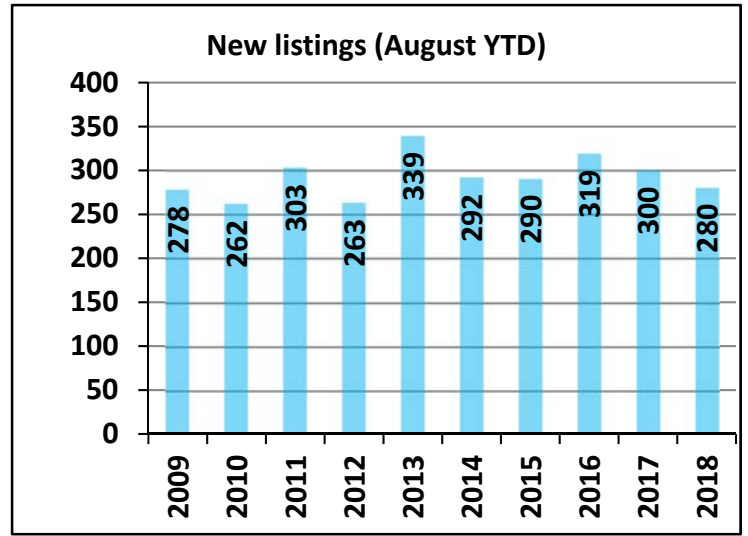
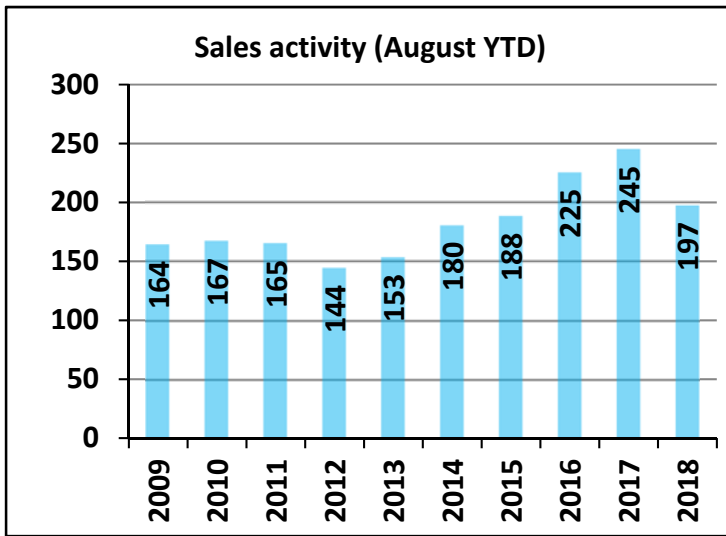
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017	August 2016	August 2015	August 2013	August 2011	August 2008
Sales Activity	16	-23.8	-59.0	-20.0	-30.4	-44.8	-30.4
Dollar Volume	\$5,293,923	-12.3	-46.3	3.2	13.3	-14.8	21.8
New Listings	33	106.3	-8.3	0.0	-10.8	-8.3	-29.8
Active Listings	61	1.7	-15.3	-33.7	-57.3	-38.4	-50.8
Sales to New Listings Ratio ¹	48.5	131.3	108.3	60.6	62.2	80.6	48.9
Months of Inventory ²	3.8	2.9	1.8	4.6	6.2	3.4	5.4
Average Price	\$330,870	15.1	30.9	29.0	62.9	54.4	75.1

Year-to-date	August 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2017 YTD	August 2016 YTD	August 2015 YTD	August 2013 YTD	August 2011 YTD	August 2008 YTD
Sales Activity	197	-19.6	-12.4	4.8	28.8	19.4	3.7
Dollar Volume	\$63,199,013	-15.6	16.8	38.3	91.0	84.1	76.8
New Listings	280	-6.7	-12.2	-3.4	-17.4	-7.6	-15.4
Active Listings ³	57	-10.9	-32.9	-36.7	-50.0	-46.7	-46.7
Sales to New Listings Ratio ⁴	70.4	81.7	70.5	64.8	45.1	54.5	57.4
Months of Inventory ⁵	2.3	2.1	3.0	3.8	6.0	5.2	4.5
Average Price	\$320,807	4.9	33.3	32.0	48.3	54.2	70.5

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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