



Residential Market Activity

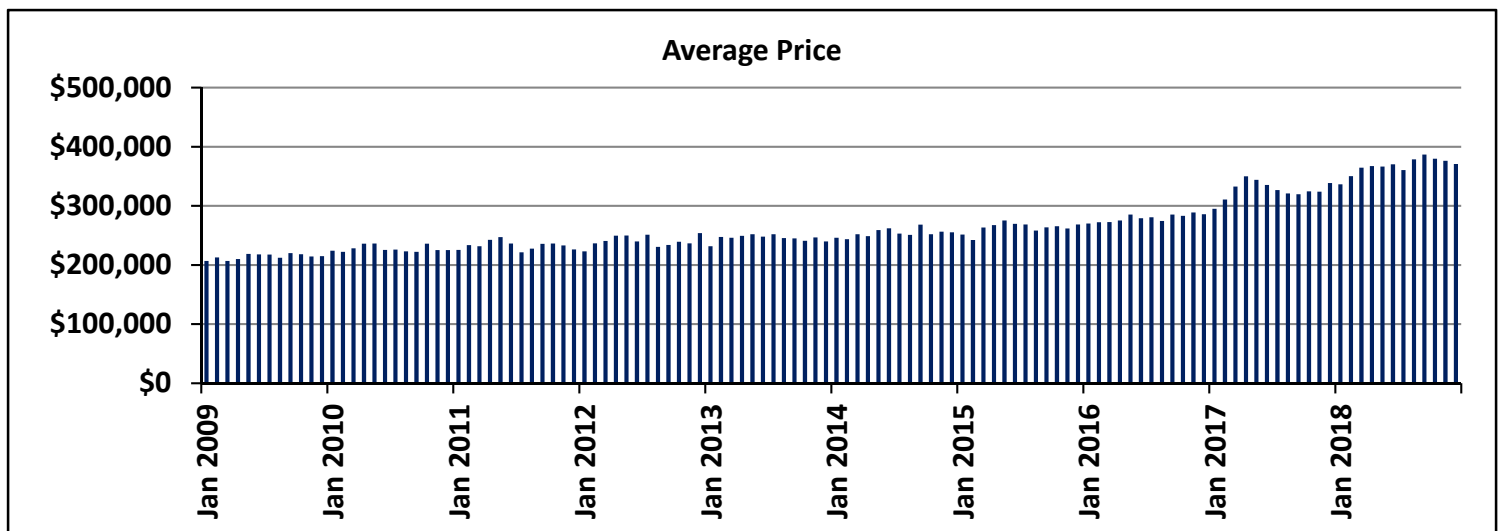
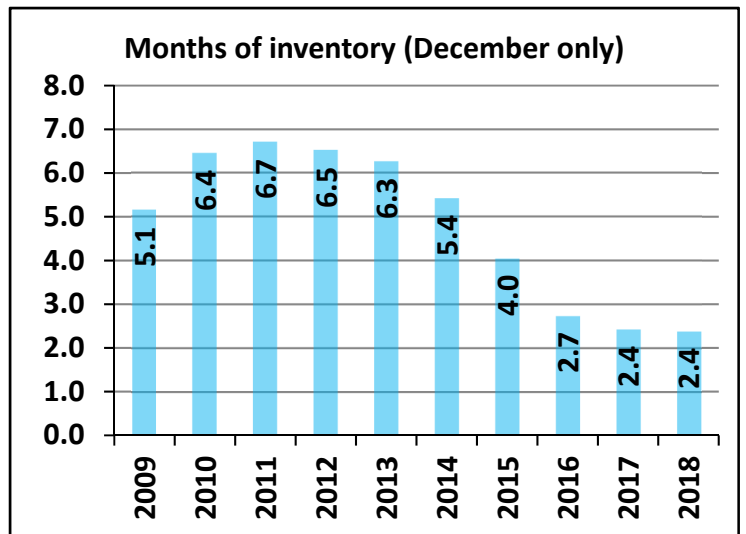
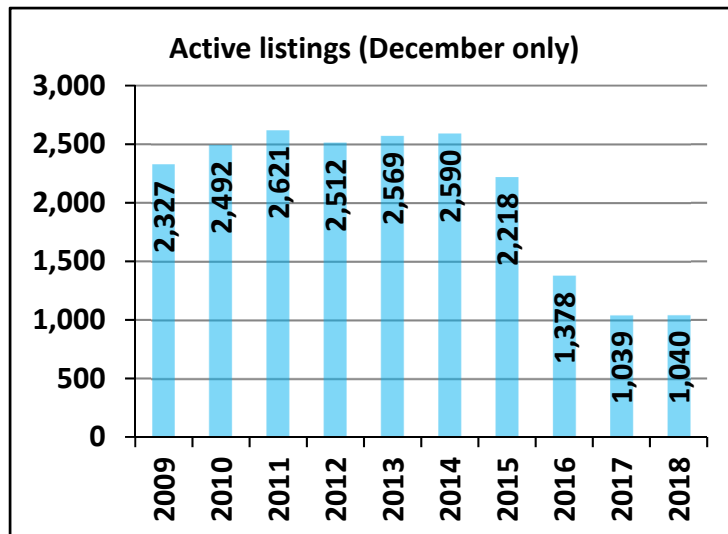
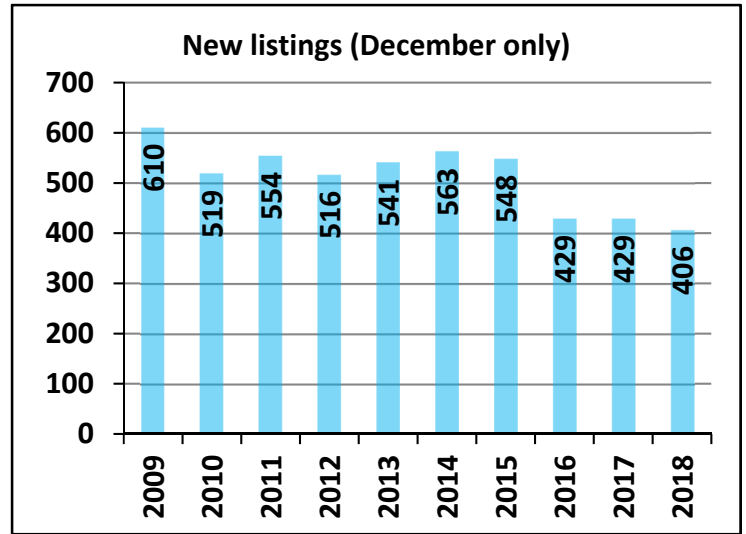
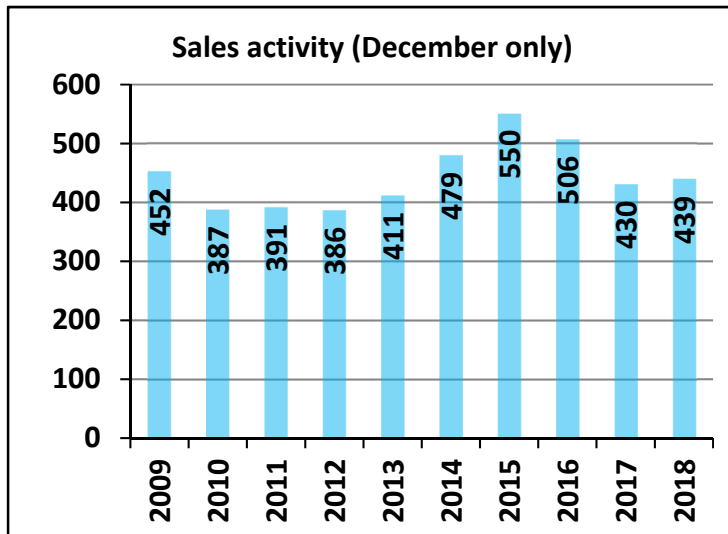
December 2018



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

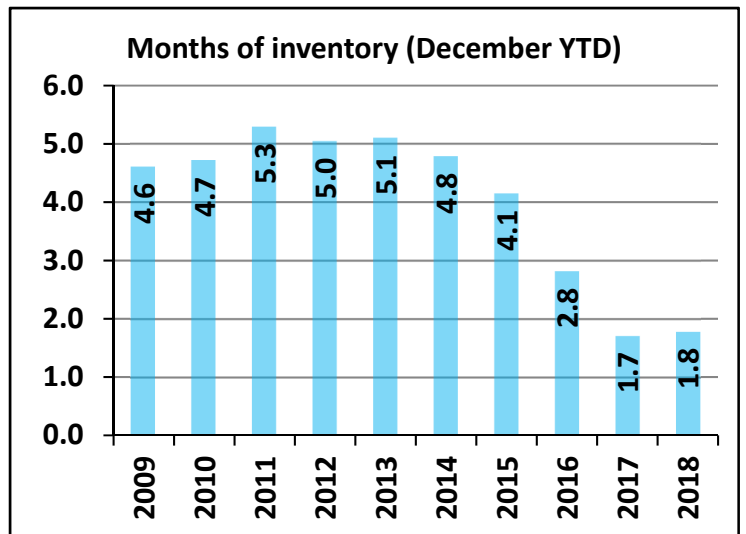
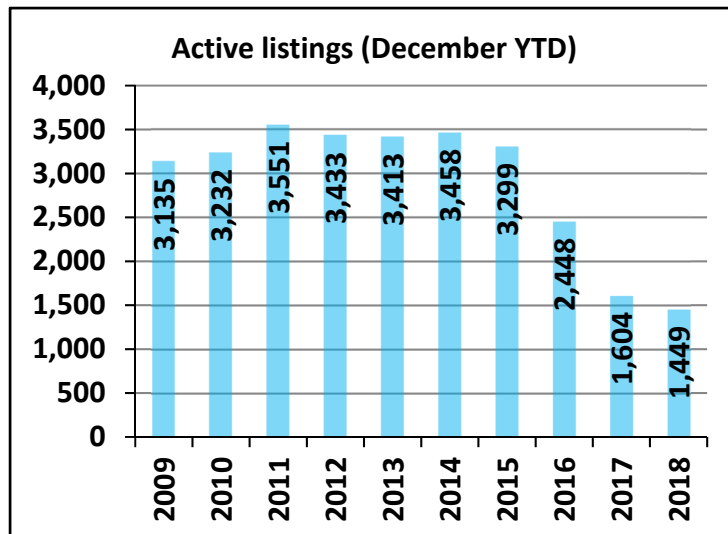
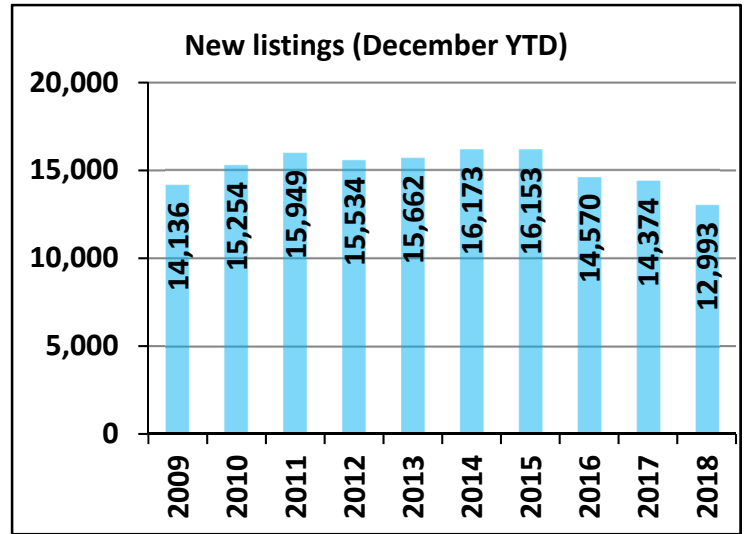
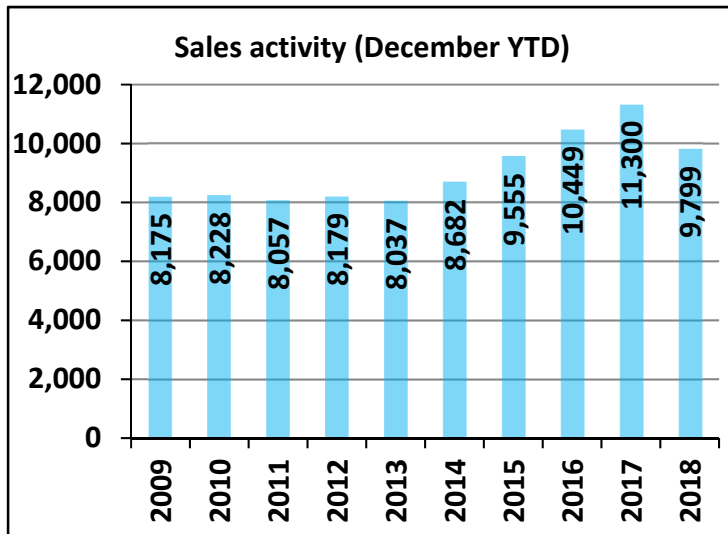
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	439	2.1	-13.2	-20.2	6.8	12.3	57.3
Dollar Volume	\$162,745,955	11.8	12.6	10.3	65.2	83.9	201.2
New Listings	406	-5.4	-5.4	-25.9	-25.0	-26.7	-28.3
Active Listings	1,040	0.1	-24.5	-53.1	-59.5	-60.3	-65.5
Sales to New Listings Ratio ¹	108.1	100.2	117.9	100.4	76.0	70.6	49.3
Months of Inventory ²	2.4	2.4	2.7	4.0	6.3	6.7	10.8
Average Price	\$370,720	9.5	29.8	38.1	54.7	63.8	91.4

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	9,799	-13.3	-6.2	2.6	21.9	21.6	15.7
Dollar Volume	\$3,612,937,456	-3.0	23.7	43.0	82.5	91.8	101.2
New Listings	12,993	-9.6	-10.8	-19.6	-17.0	-18.5	-20.1
Active Listings ³	1,449	-9.7	-40.8	-56.1	-57.5	-59.2	-56.7
Sales to New Listings Ratio ⁴	75.4	78.6	71.7	59.2	51.3	50.5	52.1
Months of Inventory ⁵	1.8	1.7	2.8	4.1	5.1	5.3	4.7
Average Price	\$368,705	11.9	31.9	39.4	49.7	57.7	73.9

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

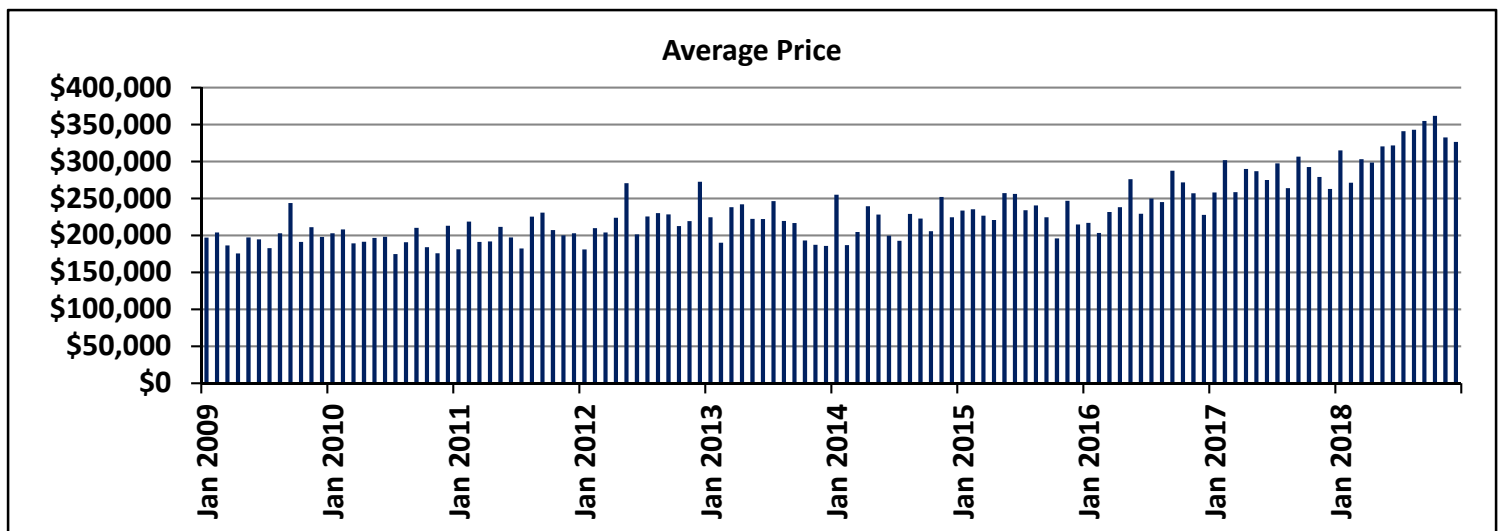
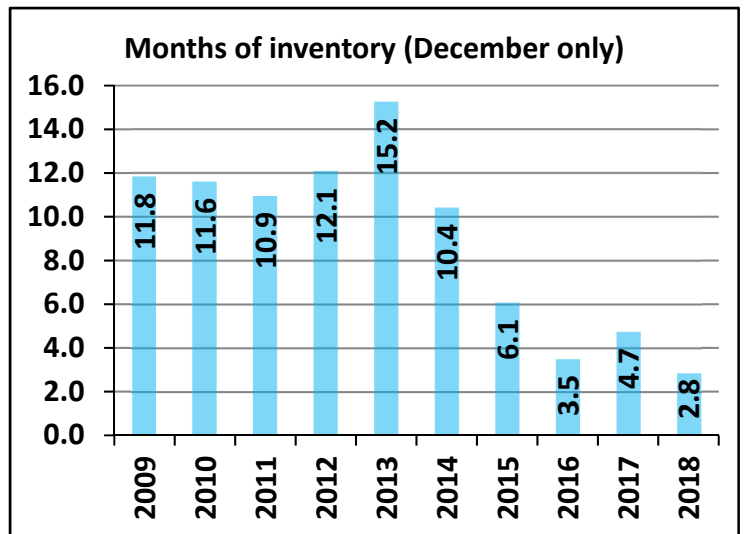
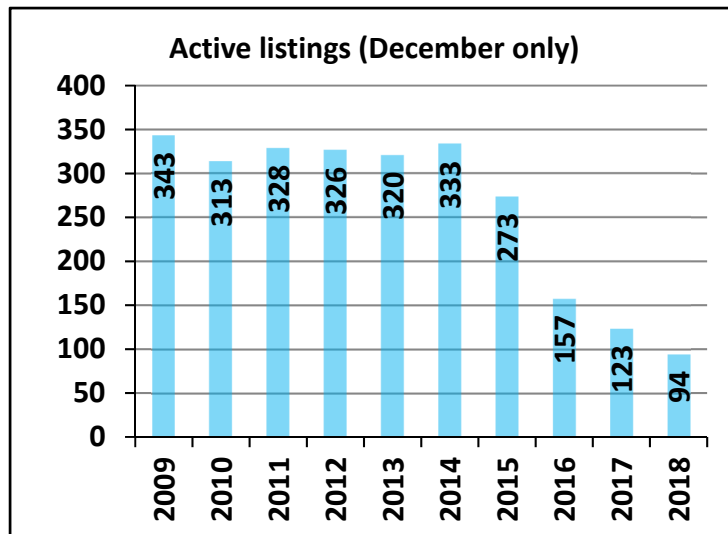
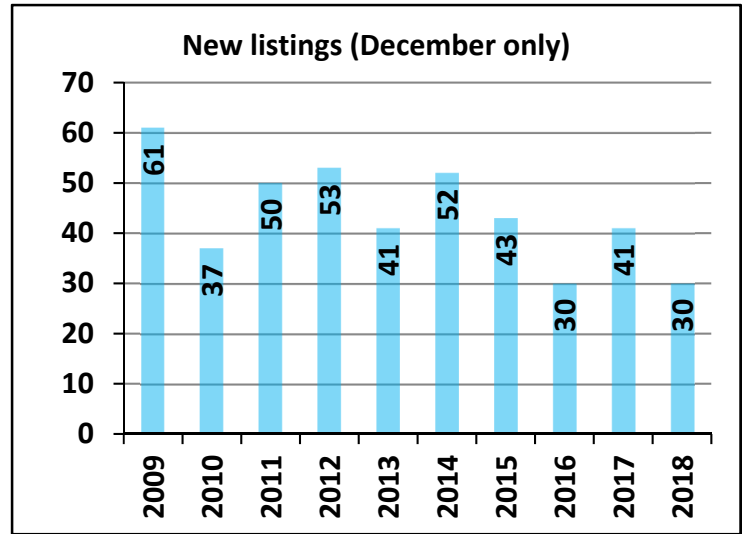
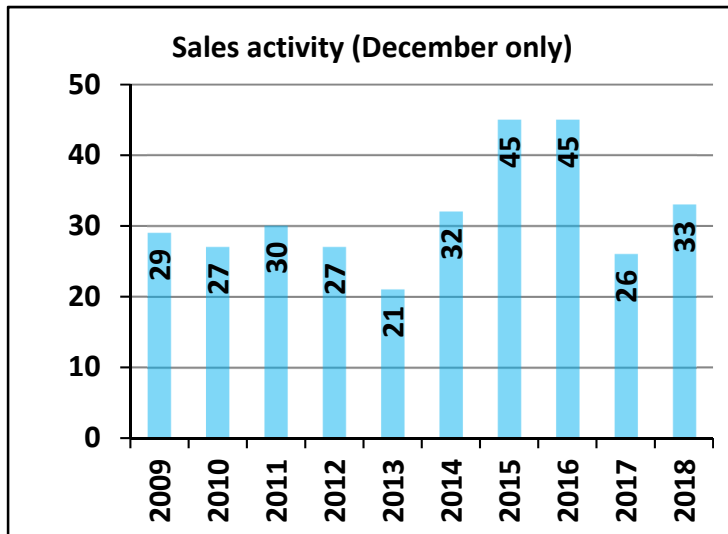
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

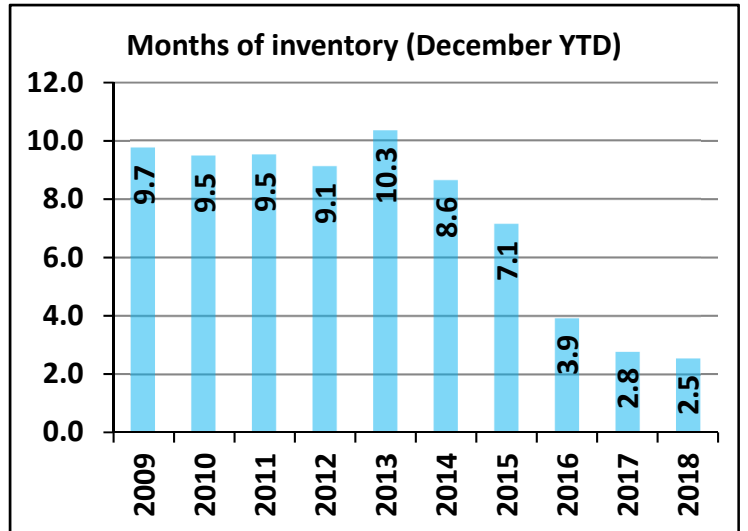
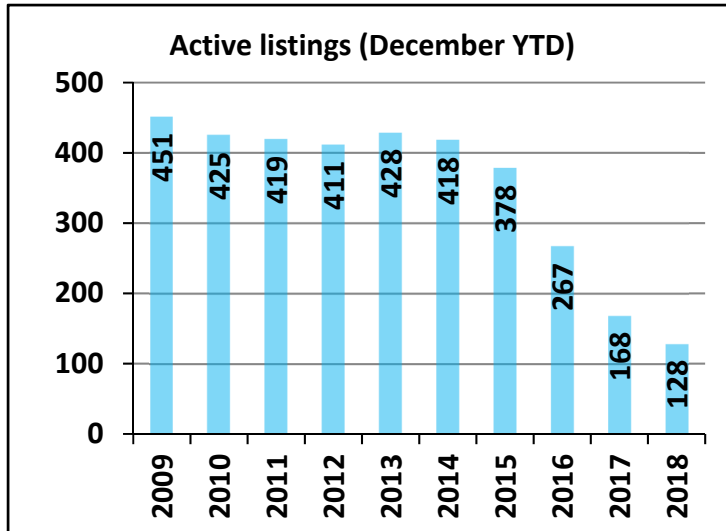
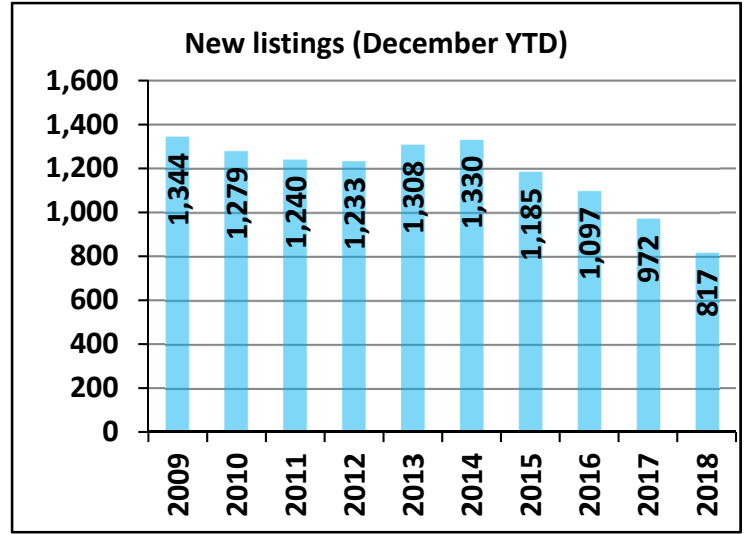
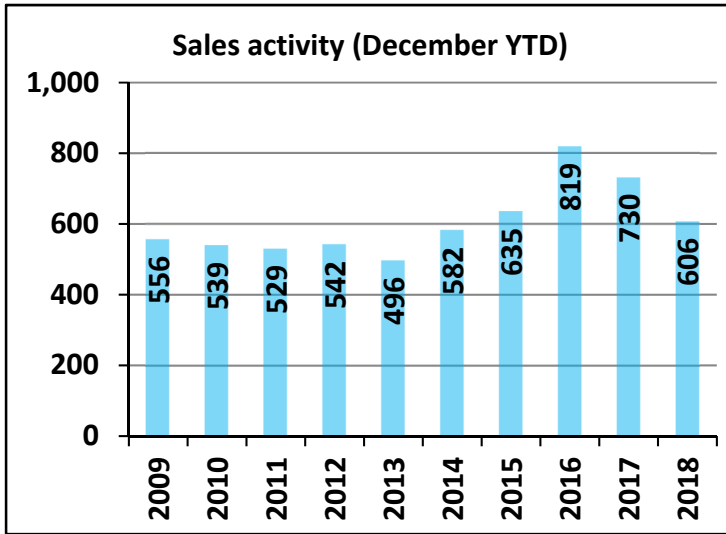
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	33	26.9	-26.7	-26.7	57.1	10.0	73.7
Dollar Volume	\$10,771,411	57.7	5.1	11.5	176.2	77.0	289.7
New Listings	30	-26.8	0.0	-30.2	-26.8	-40.0	-31.8
Active Listings	94	-23.6	-40.1	-65.6	-70.6	-71.3	-75.9
Sales to New Listings Ratio ¹	110.0	63.4	150.0	104.7	51.2	60.0	43.2
Months of Inventory ²	2.8	4.7	3.5	6.1	15.2	10.9	20.5
Average Price	\$326,406	24.2	43.3	52.0	75.8	60.9	124.4

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	606	-17.0	-26.0	-4.6	22.2	14.6	11.8
Dollar Volume	\$196,726,583	-4.4	-2.3	32.5	81.6	81.2	99.2
New Listings	817	-15.9	-25.5	-31.1	-37.5	-34.1	-41.9
Active Listings ³	128	-23.8	-52.1	-66.1	-70.1	-69.5	-69.2
Sales to New Listings Ratio ⁴	74.2	75.1	74.7	53.6	37.9	42.7	38.6
Months of Inventory ⁵	2.5	2.8	3.9	7.1	10.3	9.5	9.2
Average Price	\$324,631	15.1	32.0	38.8	48.6	58.2	78.1

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

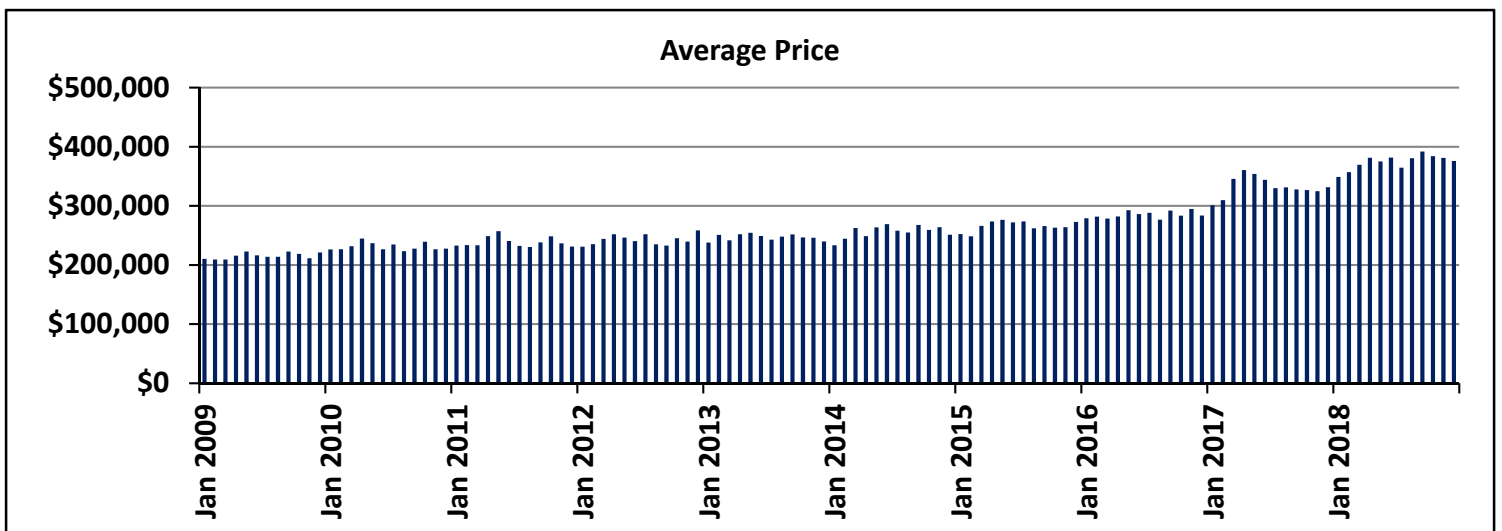
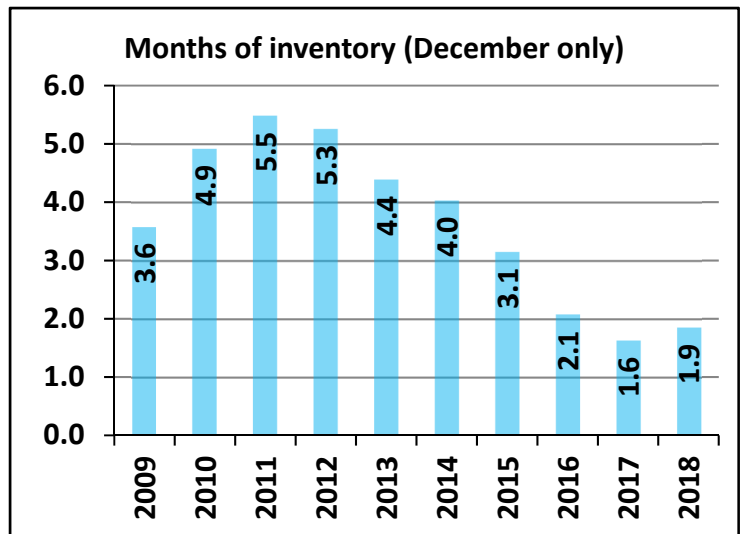
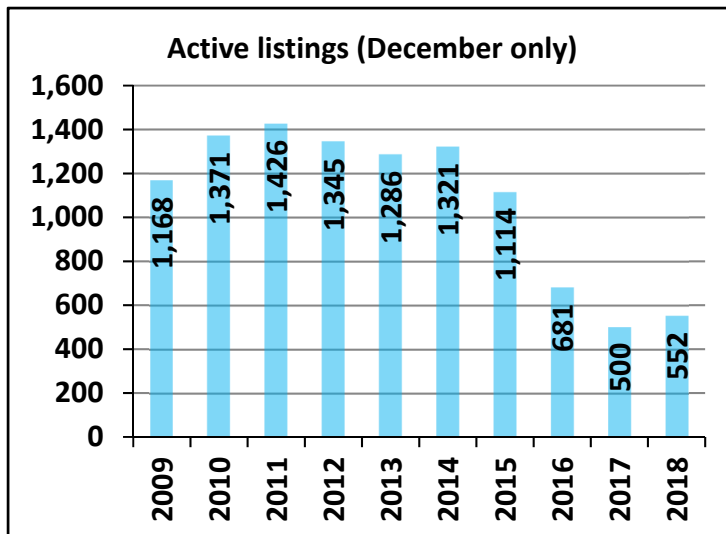
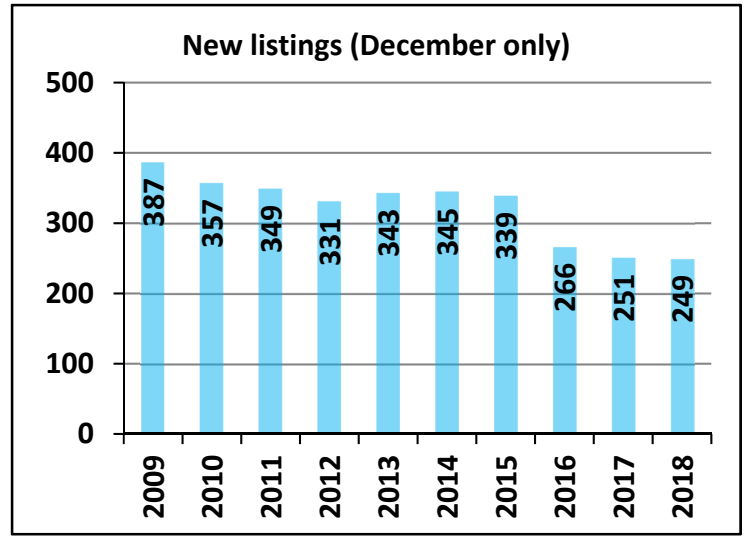
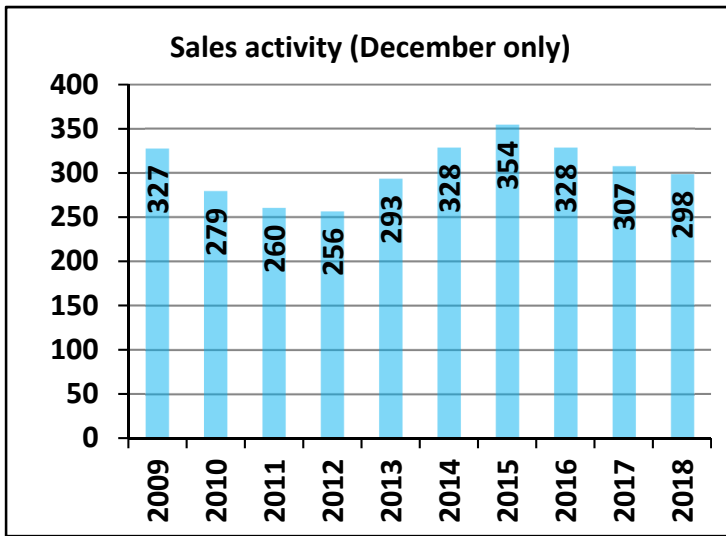
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

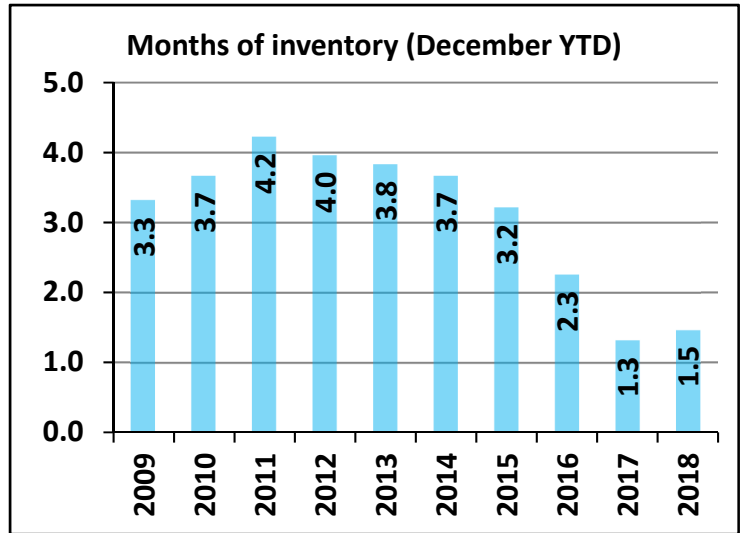
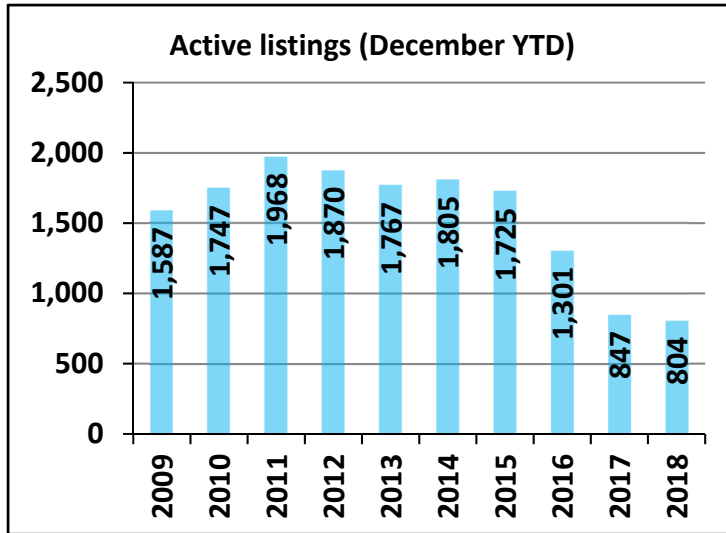
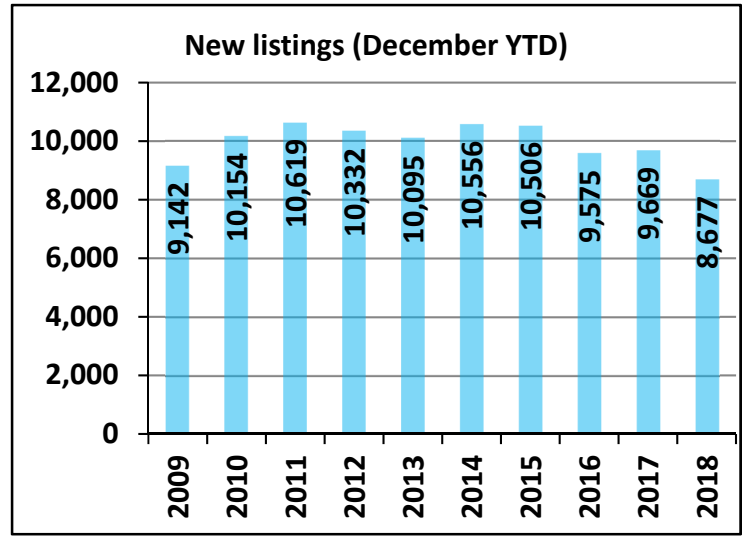
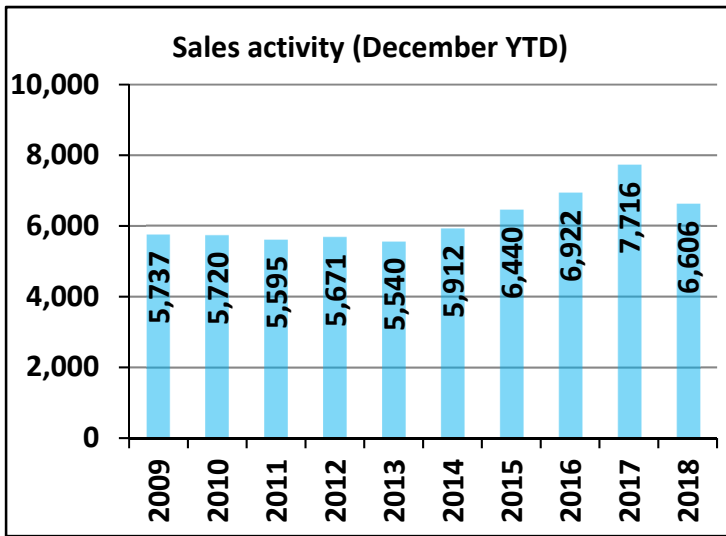
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	298	-2.9	-9.1	-15.8	1.7	14.6	54.4
Dollar Volume	\$111,983,017	10.1	20.4	16.0	59.5	86.5	191.0
New Listings	249	-0.8	-6.4	-26.5	-27.4	-28.7	-30.6
Active Listings	552	10.4	-18.9	-50.4	-57.1	-61.3	-65.0
Sales to New Listings Ratio ¹	119.7	122.3	123.3	104.4	85.4	74.5	53.8
Months of Inventory ²	1.9	1.6	2.1	3.1	4.4	5.5	8.2
Average Price	\$375,782	13.4	32.5	37.8	56.8	62.7	88.5

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	6,606	-14.4	-4.6	2.6	19.2	18.1	9.2
Dollar Volume	\$2,481,731,166	-4.4	25.7	44.1	81.0	85.3	92.8
New Listings	8,677	-10.3	-9.4	-17.4	-14.0	-18.3	-19.4
Active Listings ³	804	-5.1	-38.2	-53.4	-54.5	-59.1	-56.4
Sales to New Listings Ratio ⁴	76.1	79.8	72.3	61.3	54.9	52.7	56.2
Months of Inventory ⁵	1.5	1.3	2.3	3.2	3.8	4.2	3.7
Average Price	\$375,678	11.7	31.7	40.5	51.8	57.0	76.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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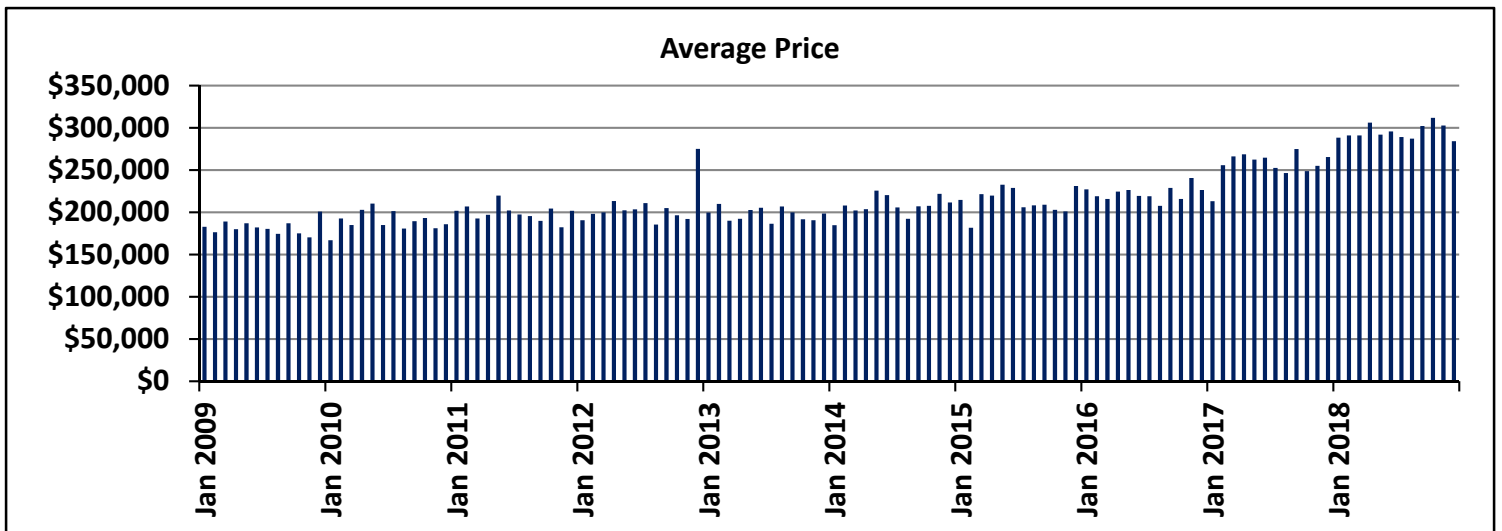
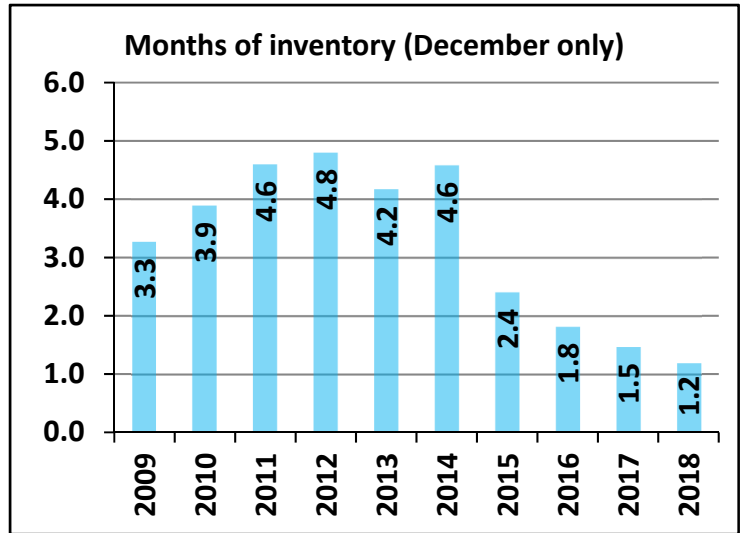
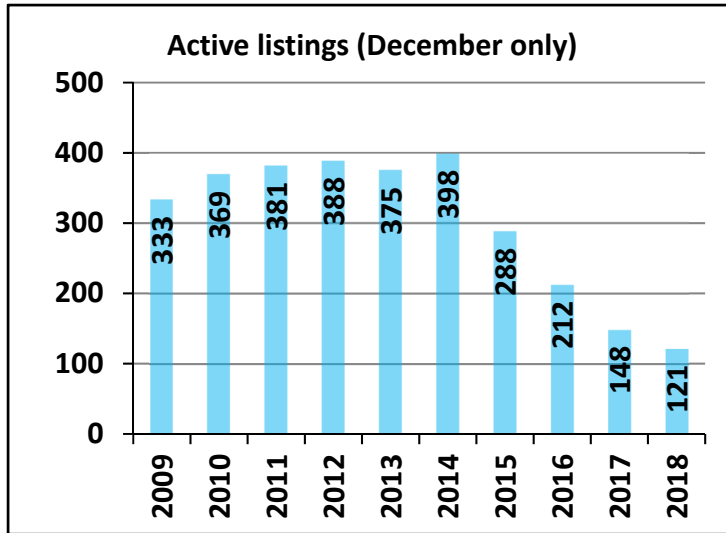
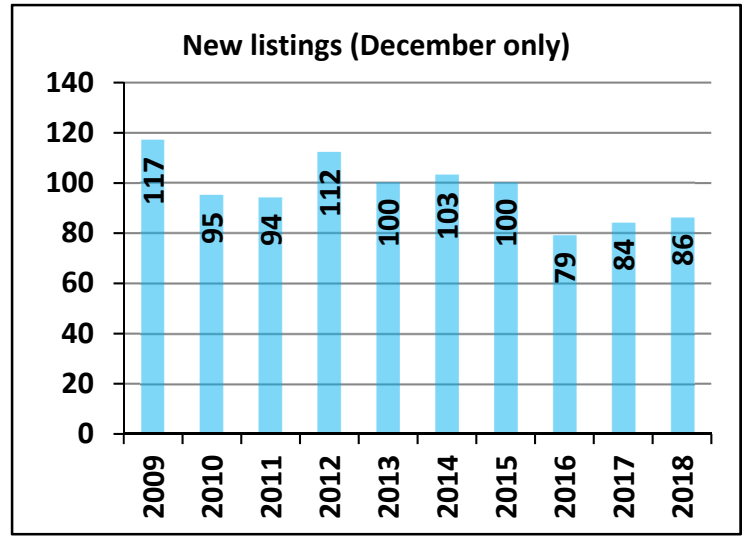
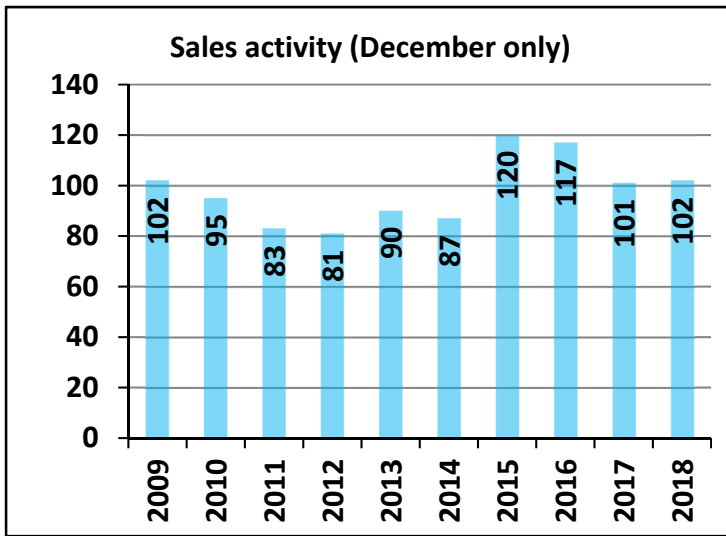
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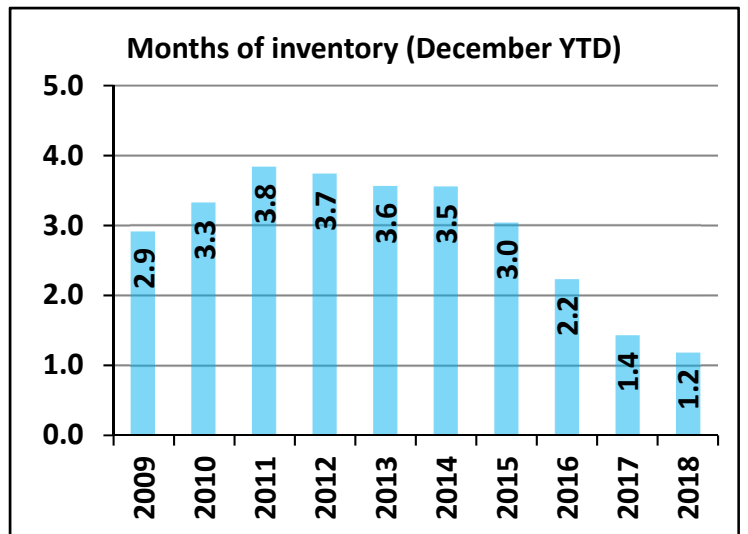
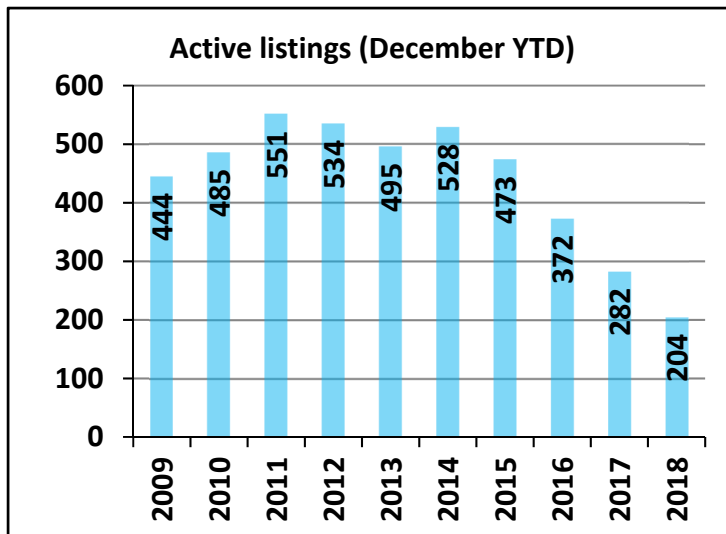
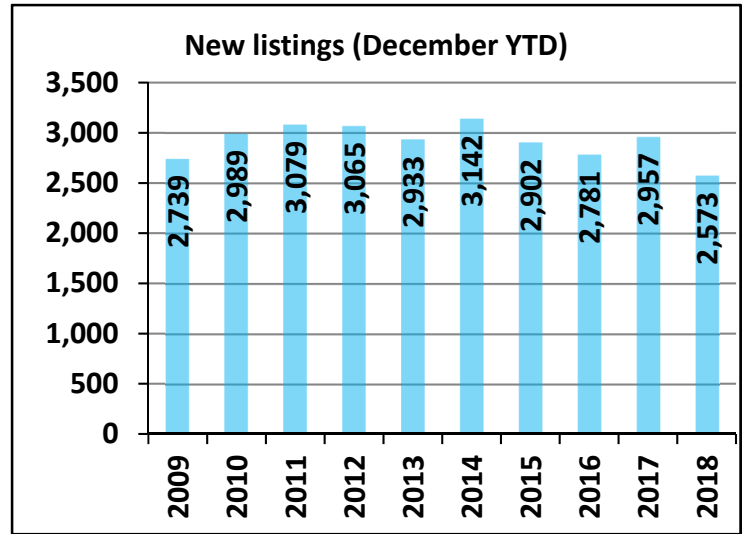
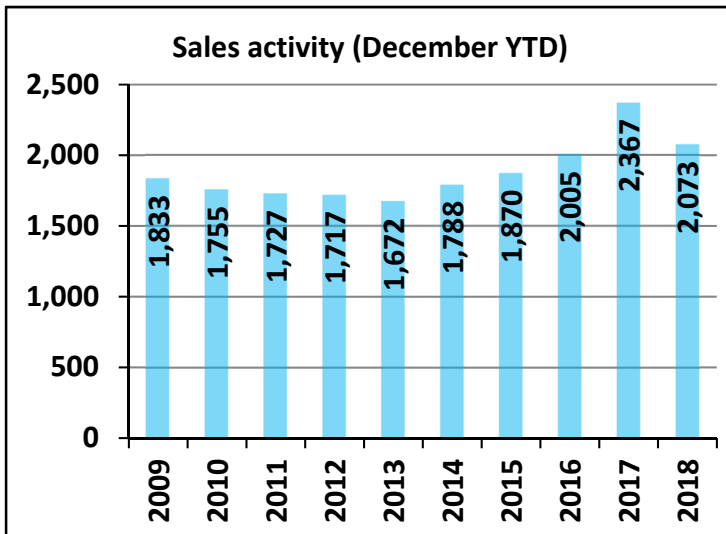
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	102	1.0	-12.8	-15.0	13.3	22.9	45.7
Dollar Volume	\$28,978,161	8.1	9.5	4.5	62.2	73.1	135.9
New Listings	86	2.4	8.9	-14.0	-14.0	-8.5	-27.1
Active Listings	121	-18.2	-42.9	-58.0	-67.7	-68.2	-71.9
Sales to New Listings Ratio ¹	118.6	120.2	148.1	120.0	90.0	88.3	59.3
Months of Inventory ²	1.2	1.5	1.8	2.4	4.2	4.6	6.1
Average Price	\$284,100	7.0	25.6	23.0	43.1	40.8	61.9

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	2,073	-12.4	3.4	10.9	24.0	20.0	4.4
Dollar Volume	\$613,174,661	0.4	37.8	52.7	85.4	78.2	72.3
New Listings	2,573	-13.0	-7.5	-11.3	-12.3	-16.4	-21.4
Active Listings ³	204	-27.7	-45.2	-56.9	-58.8	-63.0	-61.9
Sales to New Listings Ratio ⁴	80.6	80.0	72.1	64.4	57.0	56.1	60.6
Months of Inventory ⁵	1.2	1.4	2.2	3.0	3.6	3.8	3.2
Average Price	\$295,791	14.6	33.2	37.7	49.5	48.4	65.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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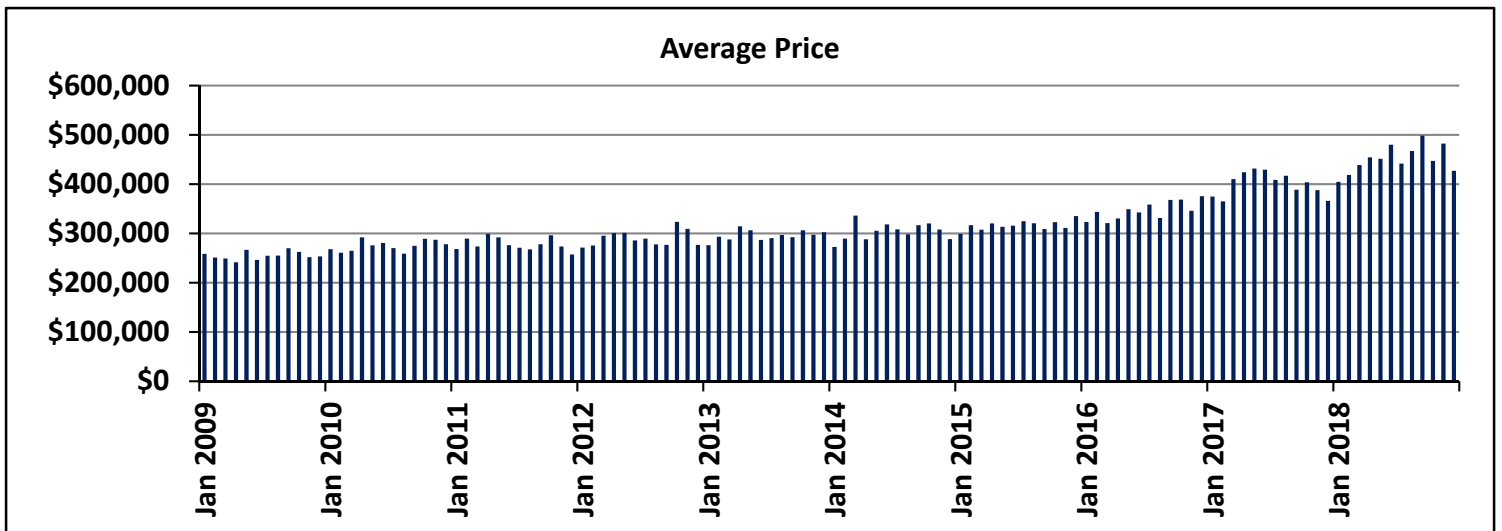
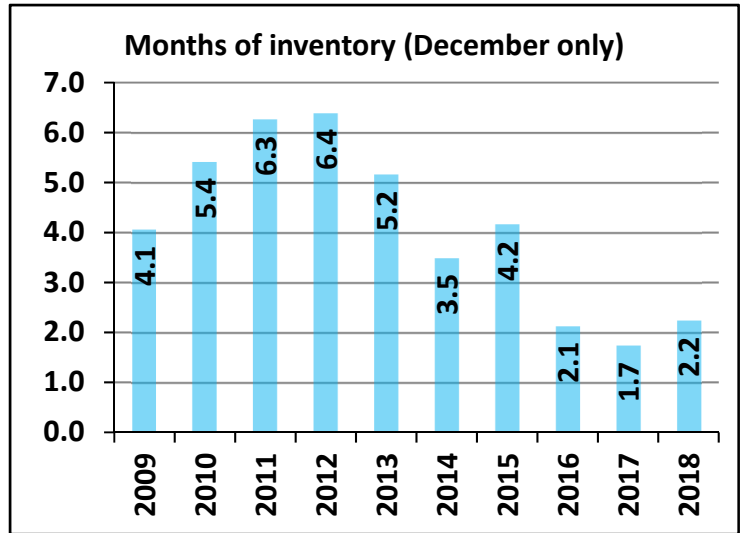
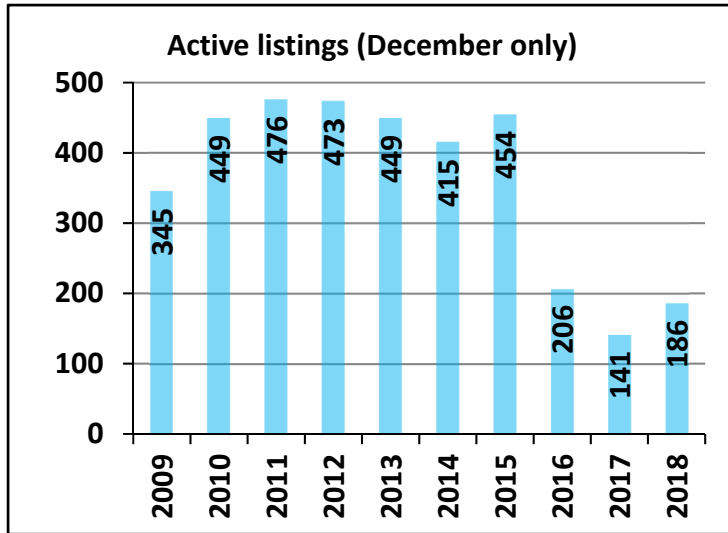
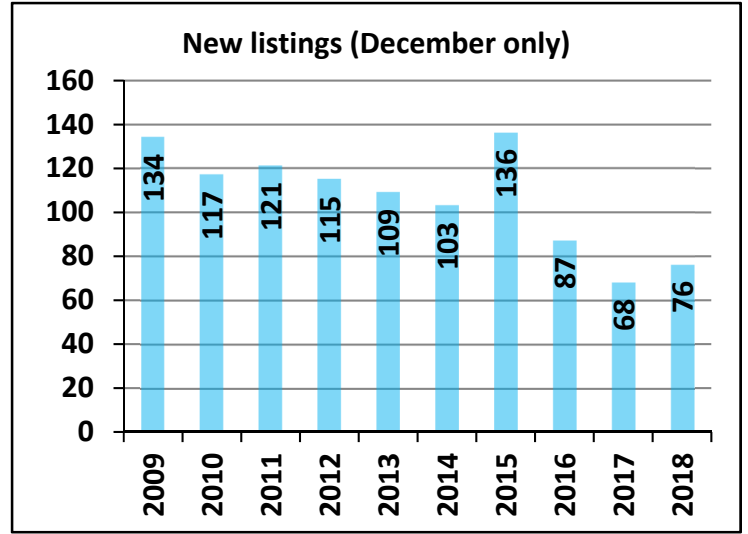
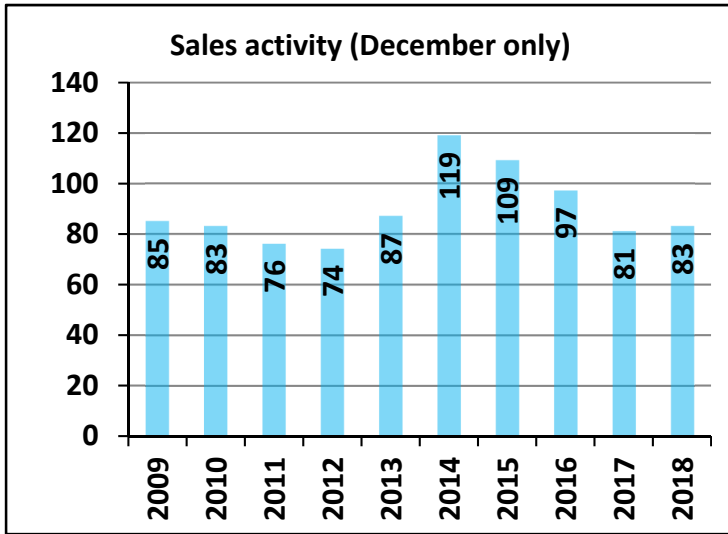
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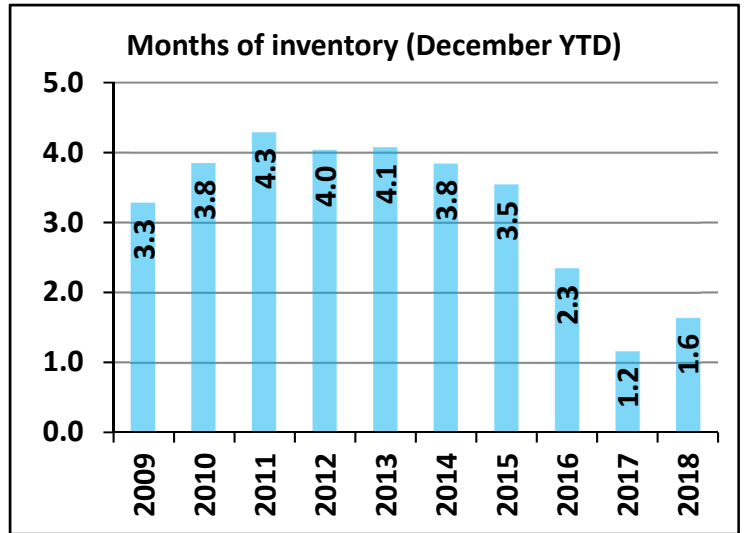
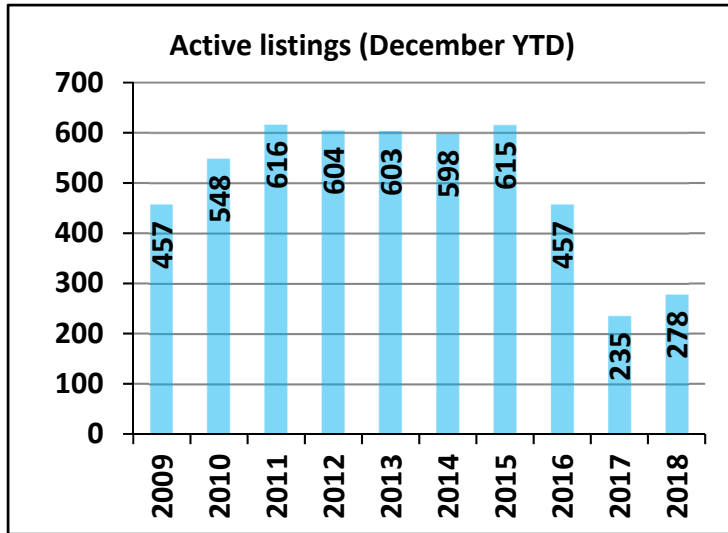
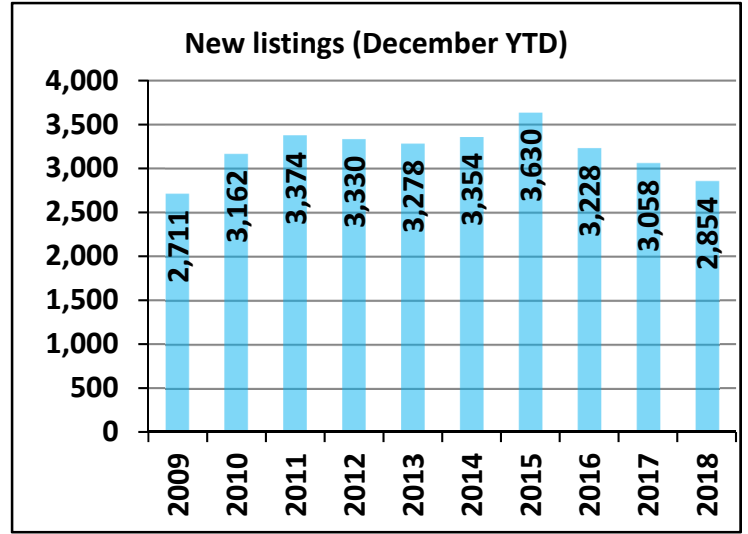
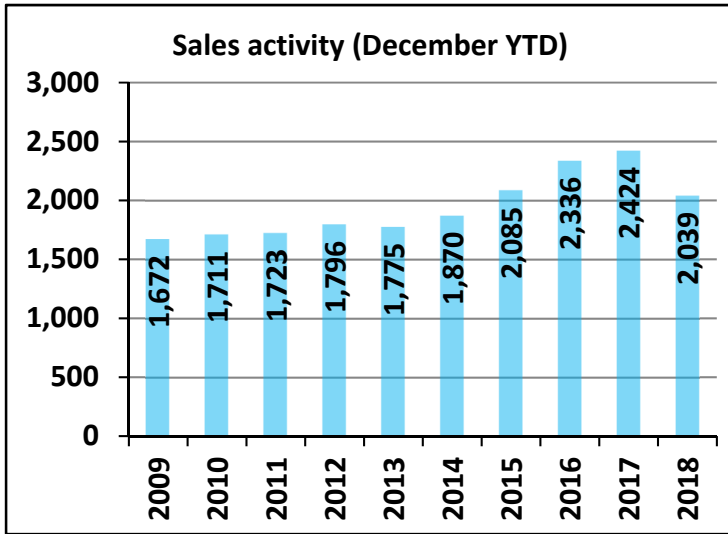
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	83	2.5	-14.4	-23.9	-4.6	9.2	50.9
Dollar Volume	\$35,426,938	19.5	-2.7	-3.0	34.7	81.3	163.5
New Listings	76	11.8	-12.6	-44.1	-30.3	-37.2	-20.8
Active Listings	186	31.9	-9.7	-59.0	-58.6	-60.9	-57.4
Sales to New Listings Ratio ¹	109.2	119.1	111.5	80.1	79.8	62.8	57.3
Months of Inventory ²	2.2	1.7	2.1	4.2	5.2	6.3	7.9
Average Price	\$426,831	16.6	13.7	27.4	41.2	66.0	74.6

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	2,039	-15.9	-12.7	-2.2	14.9	18.3	18.0
Dollar Volume	\$926,918,905	-6.3	15.0	40.5	76.1	92.6	111.8
New Listings	2,854	-6.7	-11.6	-21.4	-12.9	-15.4	-8.0
Active Listings ³	278	18.3	-39.2	-54.8	-53.9	-54.9	-47.6
Sales to New Listings Ratio ⁴	71.4	79.3	72.4	57.4	54.1	51.1	55.7
Months of Inventory ⁵	1.6	1.2	2.3	3.5	4.1	4.3	3.7
Average Price	\$454,595	11.4	31.7	43.7	53.3	62.8	79.5

¹ Sales / new listings * 100

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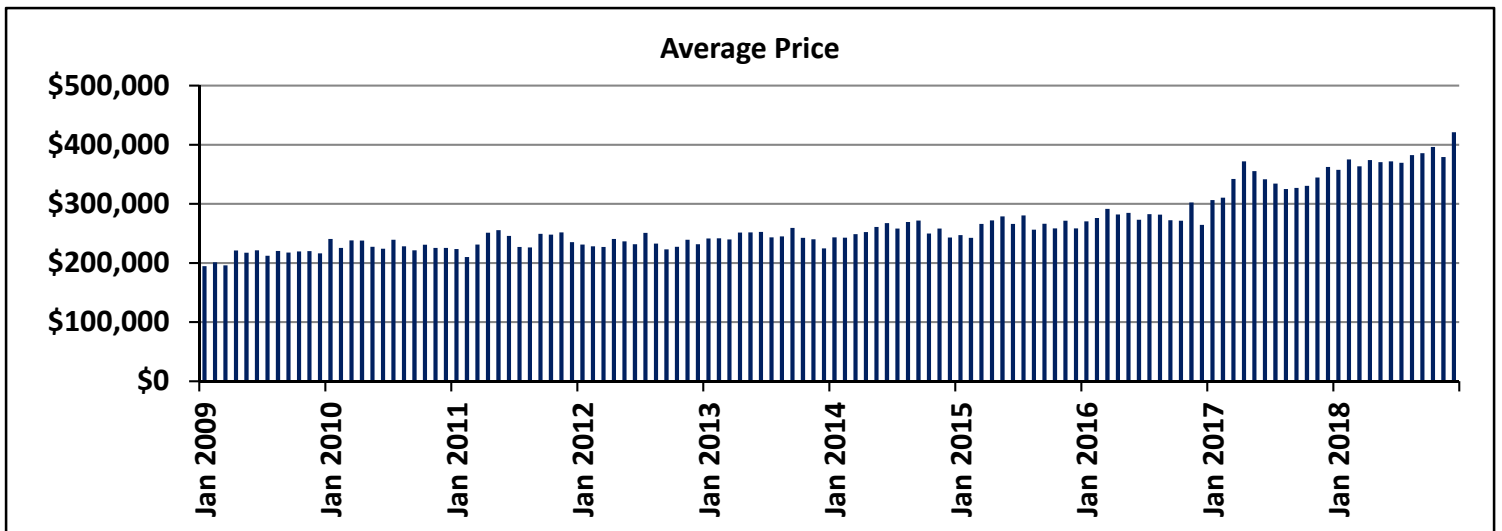
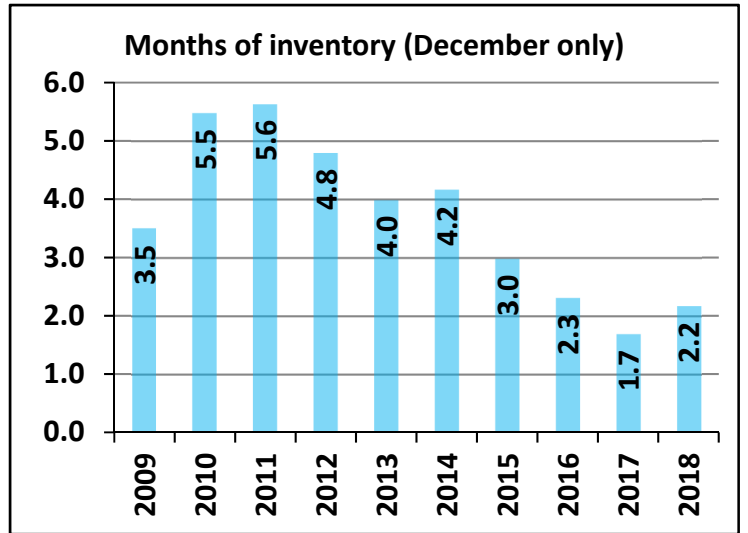
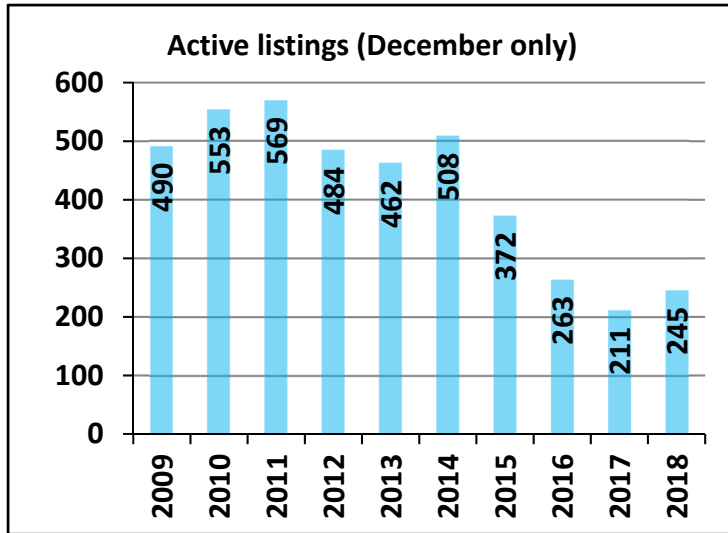
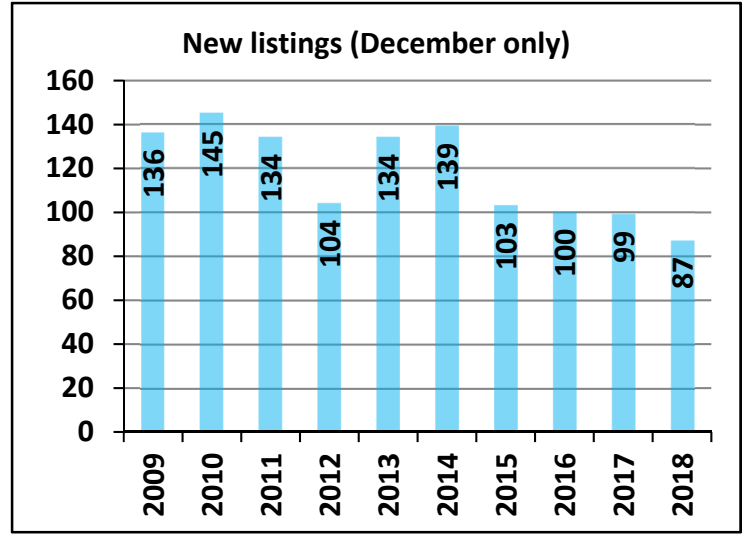
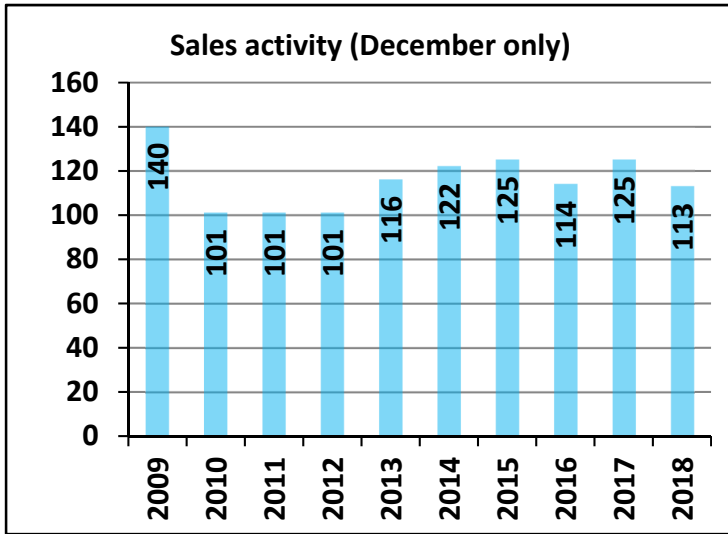
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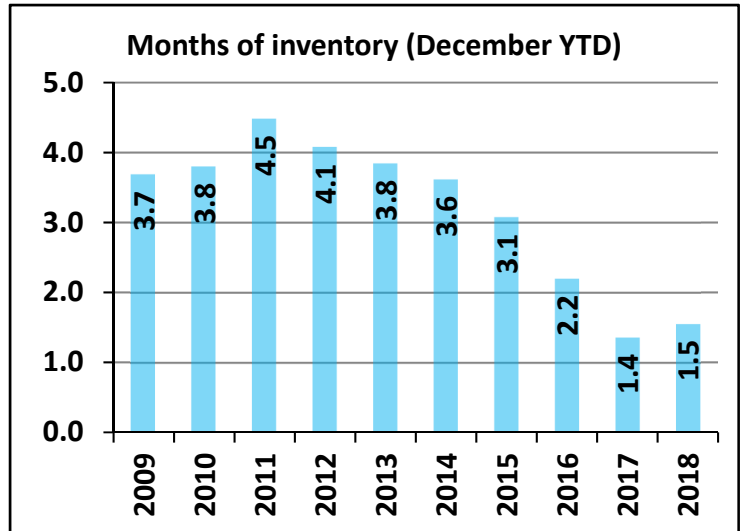
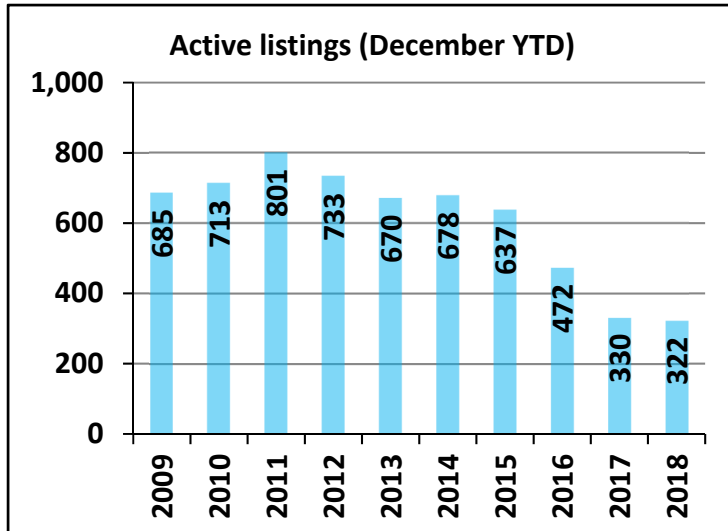
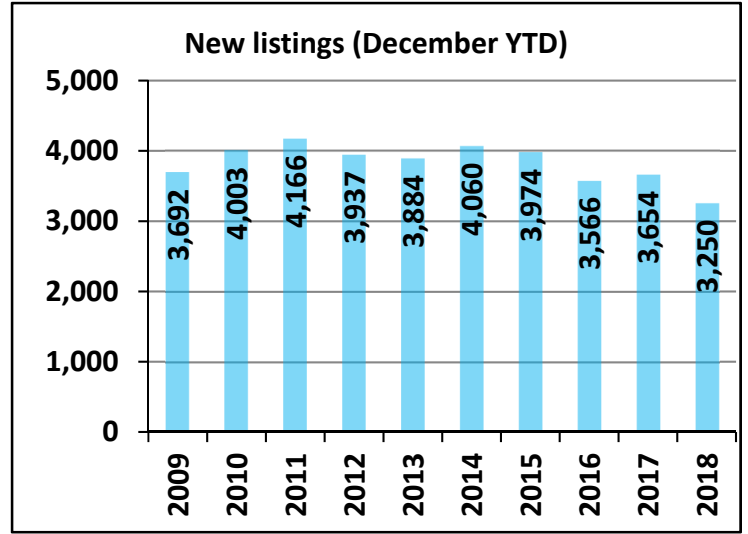
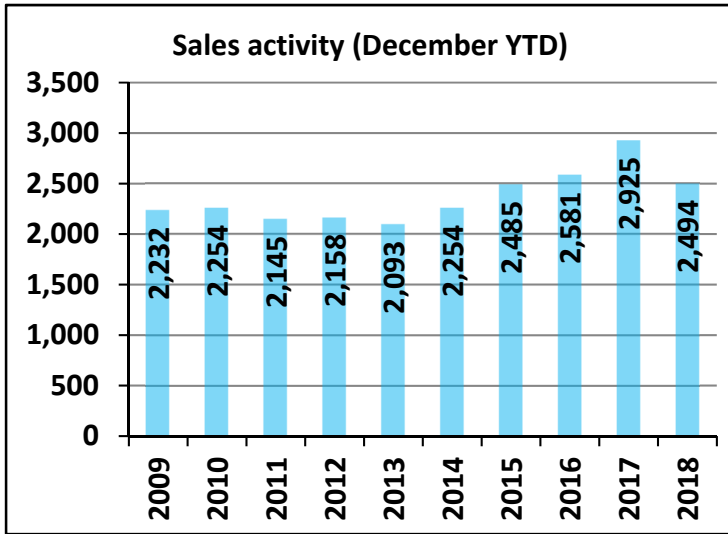
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	113	-9.6	-0.9	-9.6	-2.6	11.9	66.2
Dollar Volume	\$47,577,918	5.1	57.9	47.3	82.6	100.3	273.2
New Listings	87	-12.1	-13.0	-15.5	-35.1	-35.1	-40.0
Active Listings	245	16.1	-6.8	-34.1	-47.0	-56.9	-65.5
Sales to New Listings Ratio ¹	129.9	126.3	114.0	121.4	86.6	75.4	46.9
Months of Inventory ²	2.2	1.7	2.3	3.0	4.0	5.6	10.5
Average Price	\$421,044	16.2	59.3	63.0	87.4	79.1	124.6

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	2,494	-14.7	-3.4	0.4	19.2	16.3	6.8
Dollar Volume	\$941,637,600	-5.5	30.3	42.6	83.3	83.3	90.8
New Listings	3,250	-11.1	-8.9	-18.2	-16.3	-22.0	-26.0
Active Listings ³	322	-2.4	-31.8	-49.5	-51.9	-59.8	-58.7
Sales to New Listings Ratio ⁴	76.7	80.0	72.4	62.5	53.9	51.5	53.2
Months of Inventory ⁵	1.5	1.4	2.2	3.1	3.8	4.5	4.0
Average Price	\$377,561	10.9	34.9	42.1	53.8	57.6	78.6

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

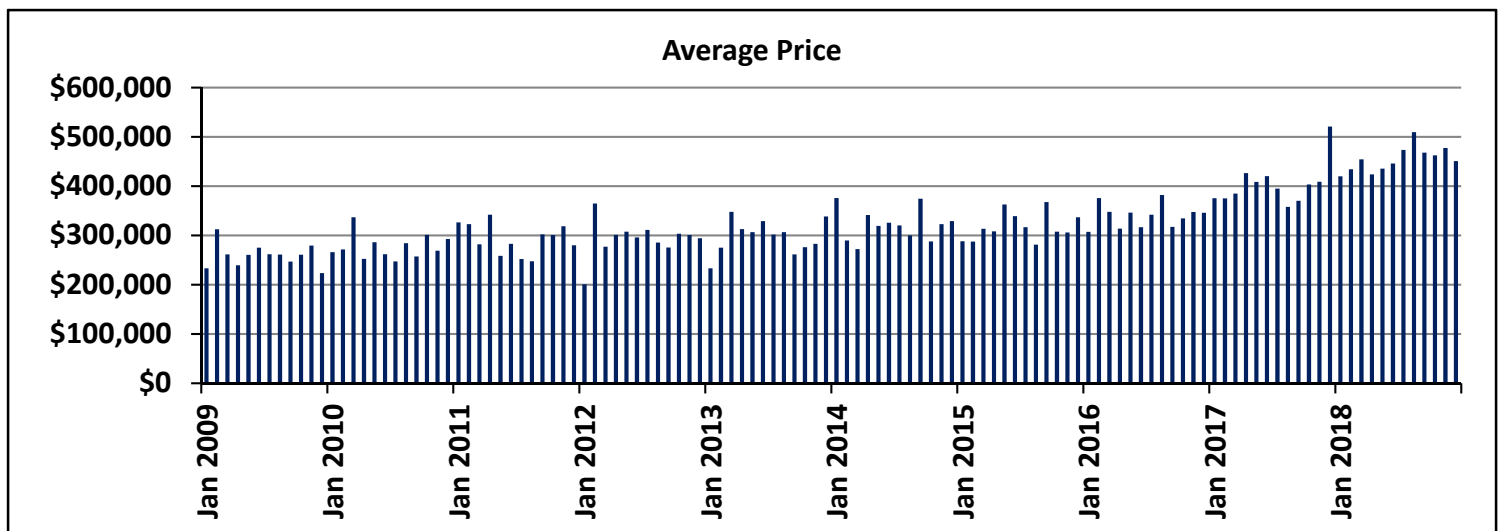
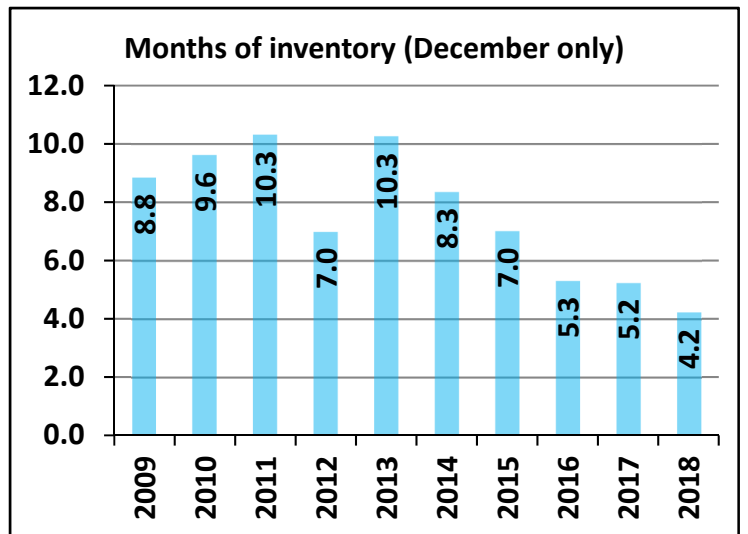
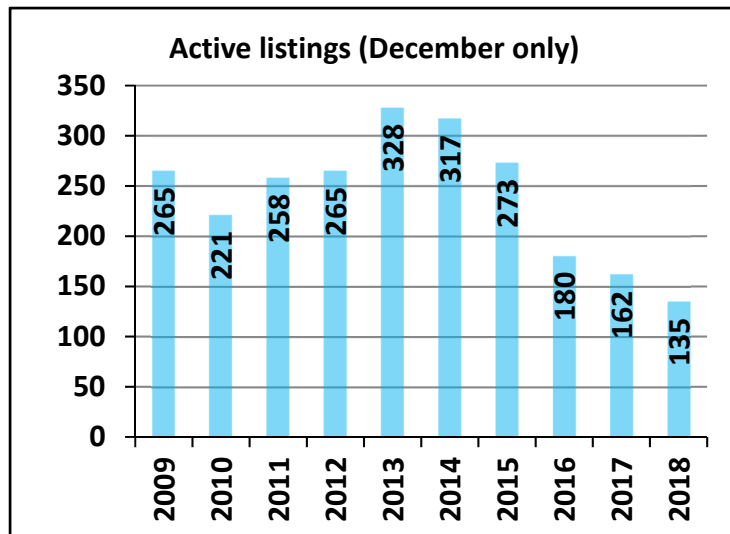
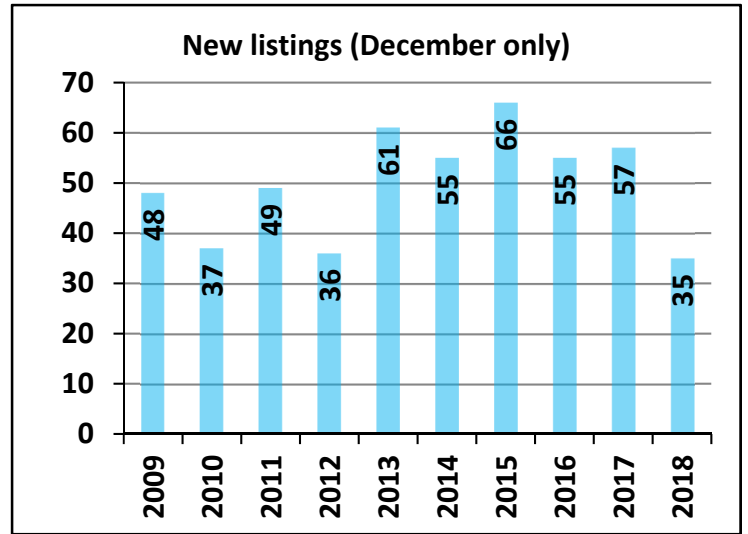
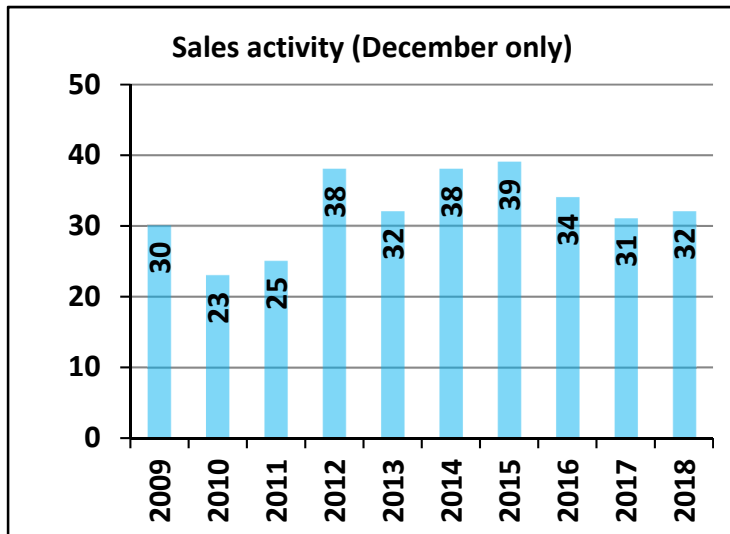
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

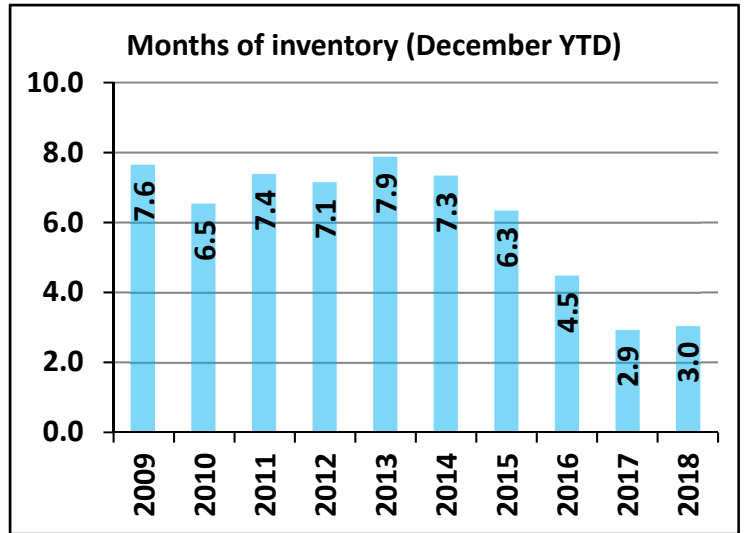
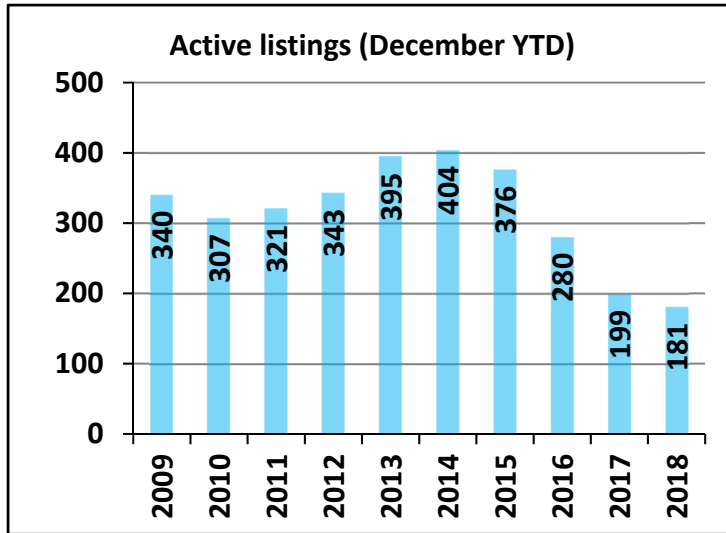
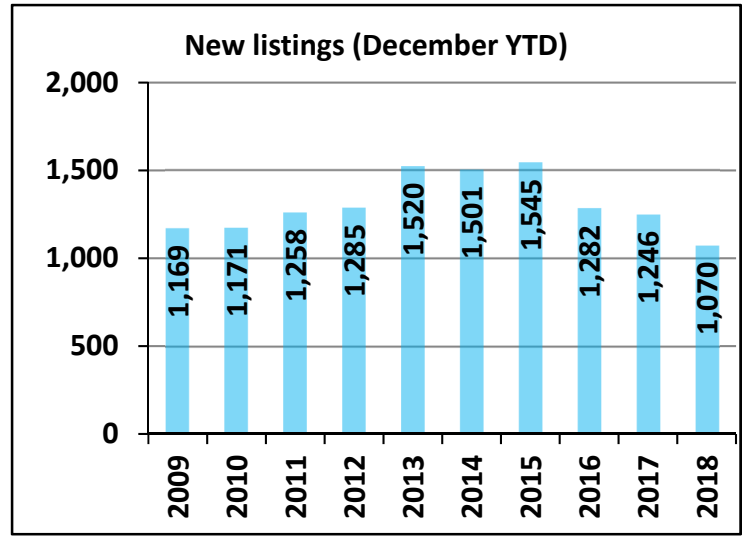
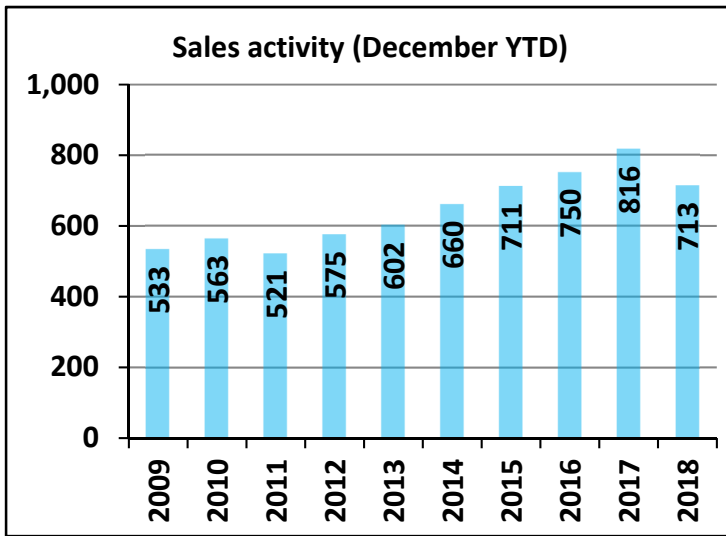
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	32	3.2	-5.9	-17.9	0.0	28.0	113.3
Dollar Volume	\$14,417,727	-10.7	22.7	9.8	33.2	106.0	268.7
New Listings	35	-38.6	-36.4	-47.0	-42.6	-28.6	-27.1
Active Listings	135	-16.7	-25.0	-50.5	-58.8	-47.7	-54.5
Sales to New Listings Ratio ¹	91.4	54.4	61.8	59.1	52.5	51.0	31.3
Months of Inventory ²	4.2	5.2	5.3	7.0	10.3	10.3	19.8
Average Price	\$450,554	-13.5	30.3	33.9	33.2	61.0	72.9

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	713	-12.6	-4.9	0.3	18.4	36.9	26.0
Dollar Volume	\$324,465,882	-0.8	28.0	41.7	80.3	114.8	119.3
New Listings	1,070	-14.1	-16.5	-30.7	-29.6	-14.9	-19.2
Active Listings ³	181	-9.0	-35.4	-51.9	-54.2	-43.6	-45.2
Sales to New Listings Ratio ⁴	66.6	65.5	58.5	46.0	39.6	41.4	42.7
Months of Inventory ⁵	3.0	2.9	4.5	6.3	7.9	7.4	7.0
Average Price	\$455,071	13.5	34.6	41.3	52.2	57.0	74.1

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

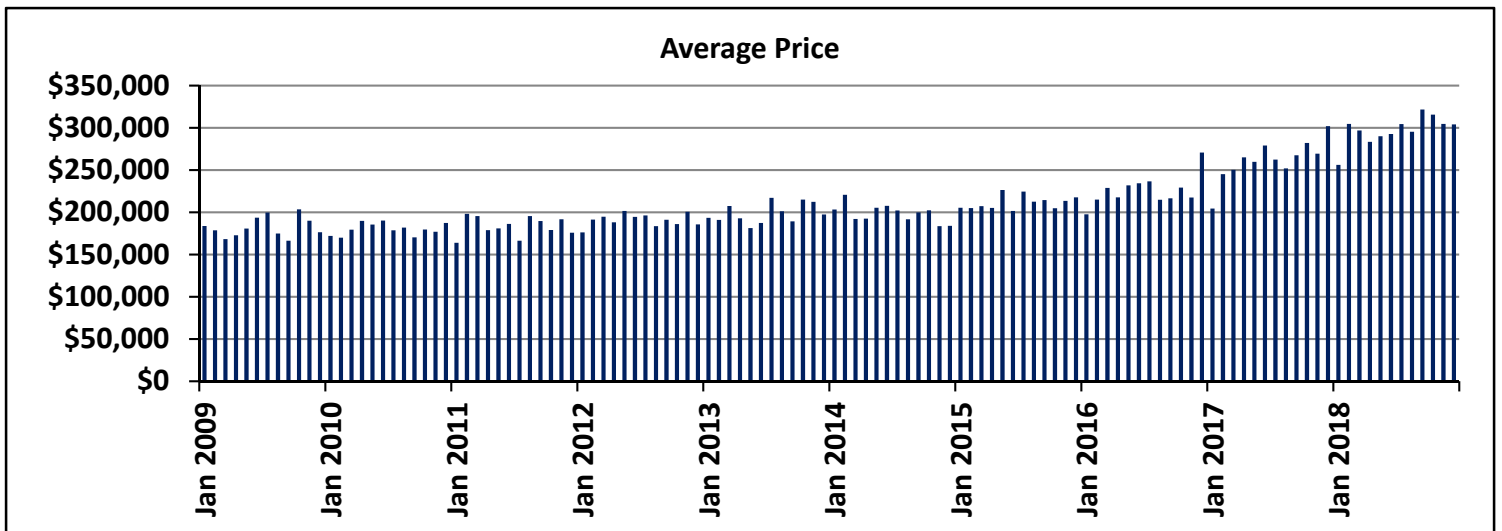
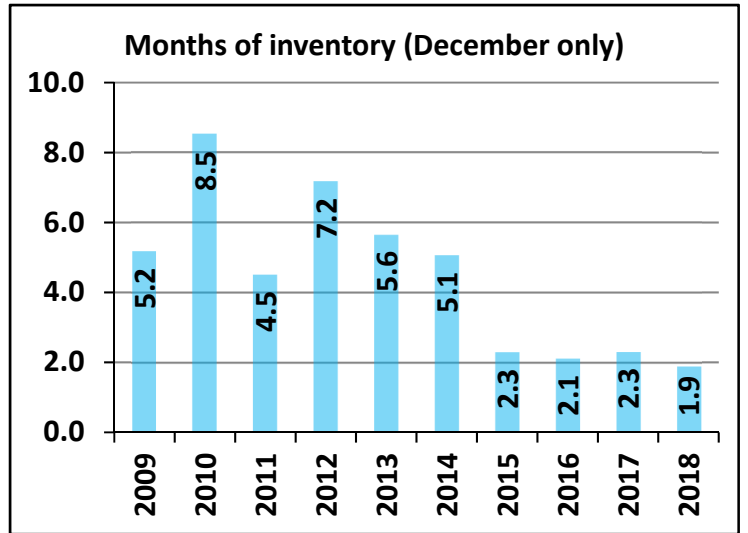
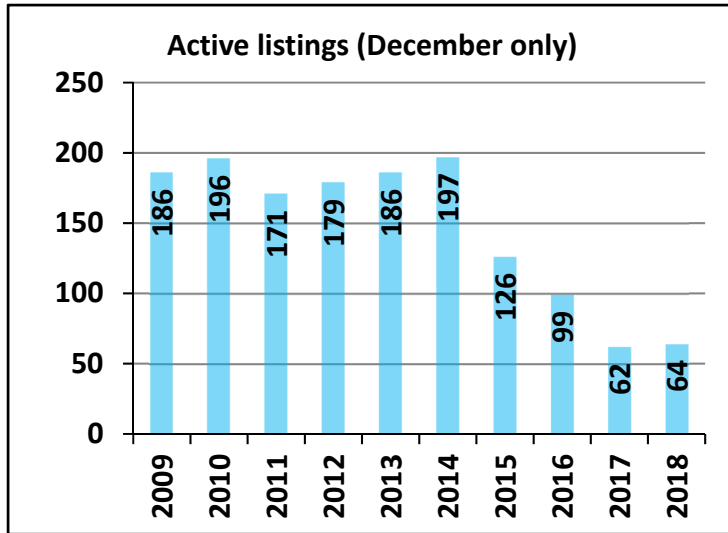
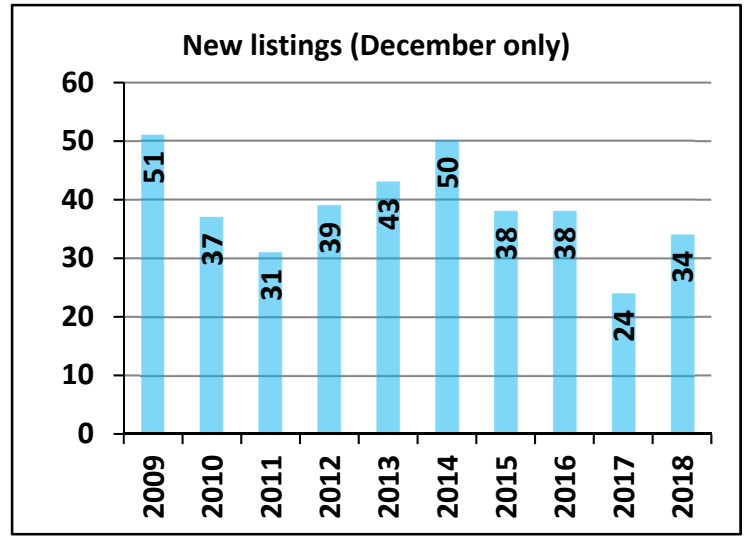
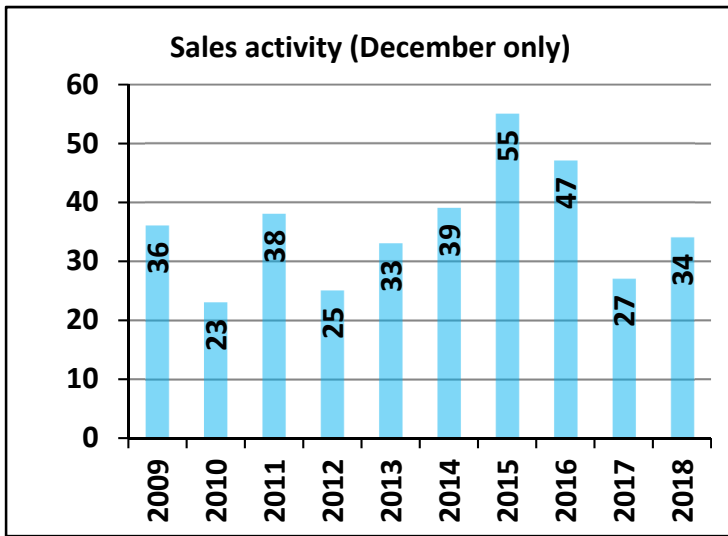
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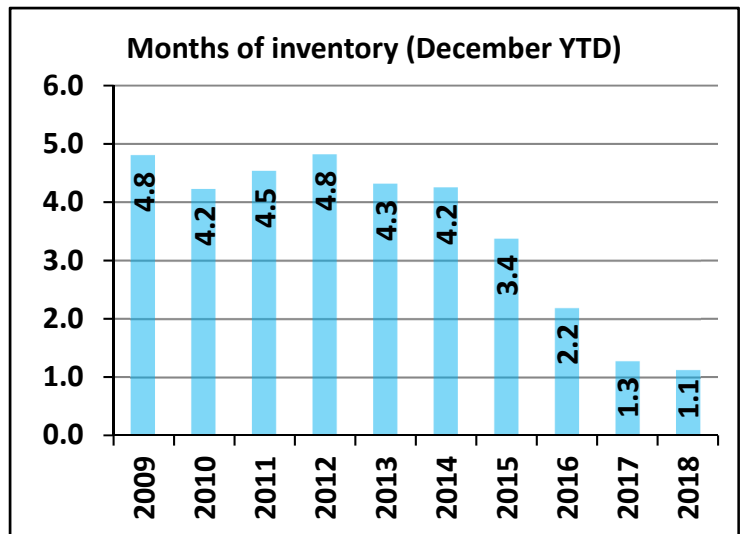
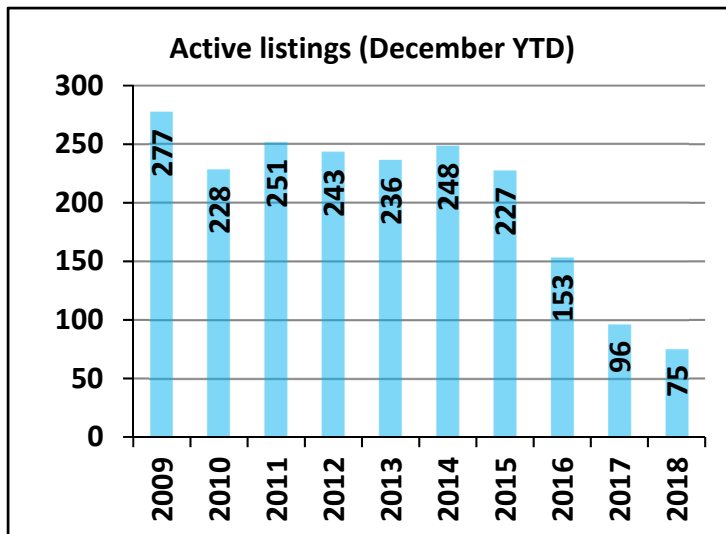
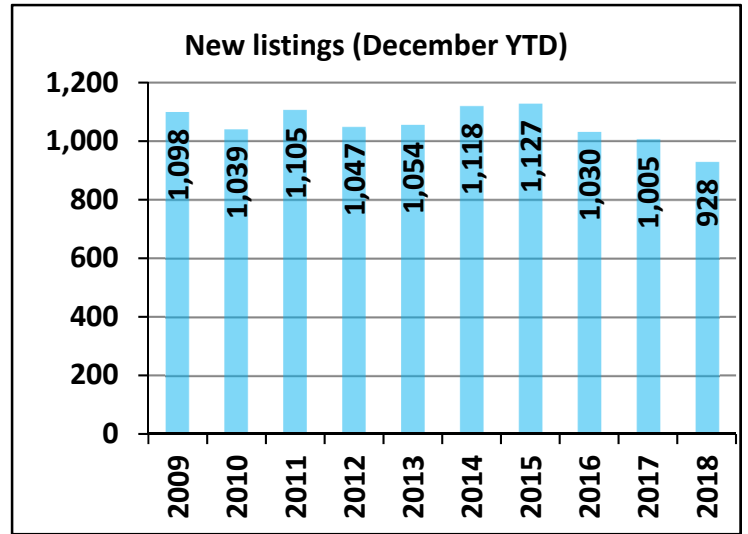
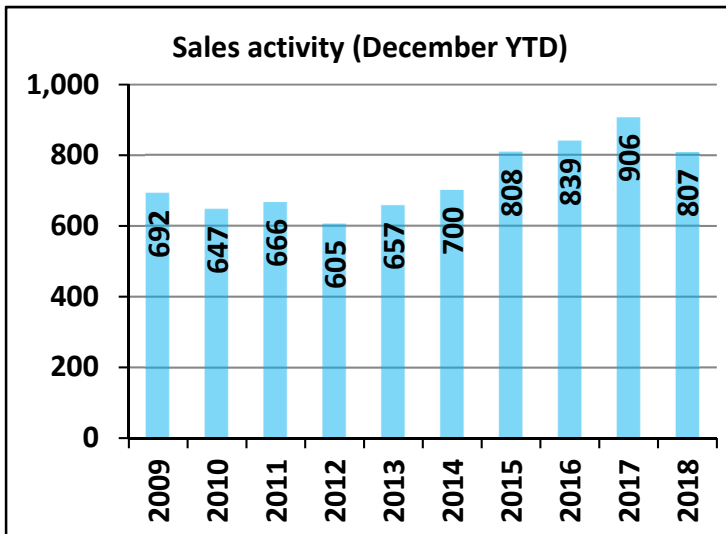
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	34	25.9	-27.7	-38.2	3.0	-10.5	54.5
Dollar Volume	\$10,338,700	26.8	-18.7	-13.6	58.7	54.8	170.2
New Listings	34	41.7	-10.5	-10.5	-20.9	9.7	-42.4
Active Listings	64	3.2	-35.4	-49.2	-65.6	-62.6	-81.1
Sales to New Listings Ratio ¹	100.0	112.5	123.7	144.7	76.7	122.6	37.3
Months of Inventory ²	1.9	2.3	2.1	2.3	5.6	4.5	15.4
Average Price	\$304,079	0.7	12.3	39.7	54.0	73.0	74.8

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	807	-10.9	-3.8	-0.1	22.8	21.2	30.6
Dollar Volume	\$240,771,012	1.7	26.3	40.3	84.9	96.7	109.4
New Listings	928	-7.7	-9.9	-17.7	-12.0	-16.0	-25.2
Active Listings ³	75	-21.9	-51.0	-67.0	-68.2	-70.1	-73.8
Sales to New Listings Ratio ⁴	87.0	90.1	81.5	71.7	62.3	60.3	49.8
Months of Inventory ⁵	1.1	1.3	2.2	3.4	4.3	4.5	5.5
Average Price	\$298,353	14.2	31.4	40.4	50.5	62.3	60.3

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

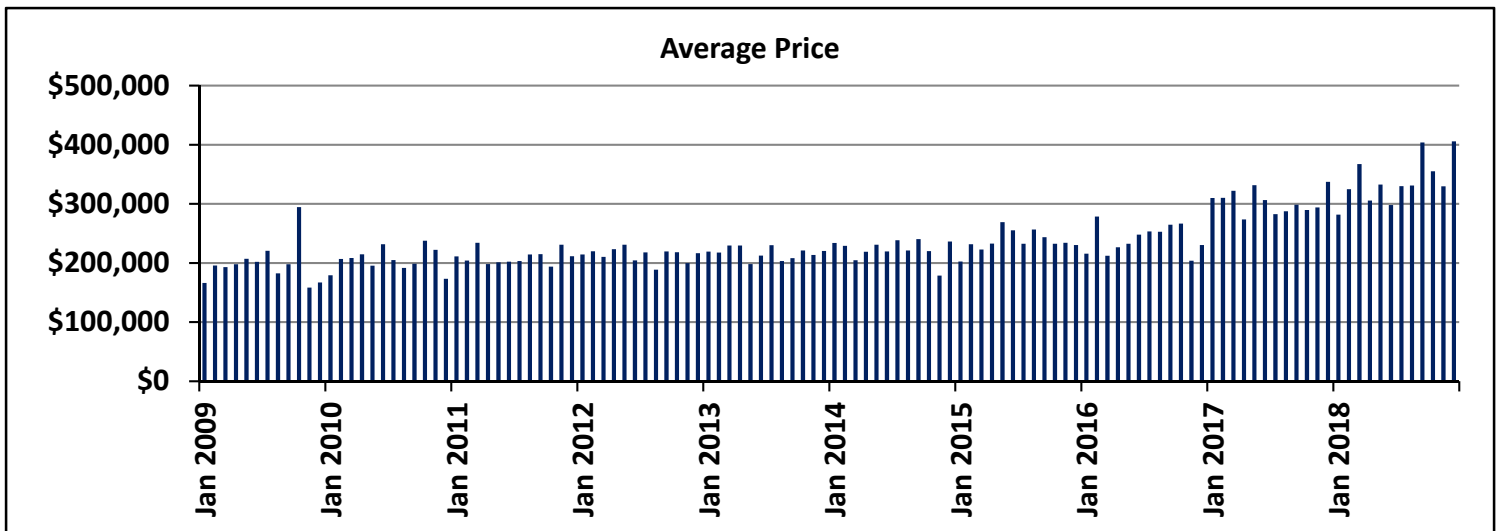
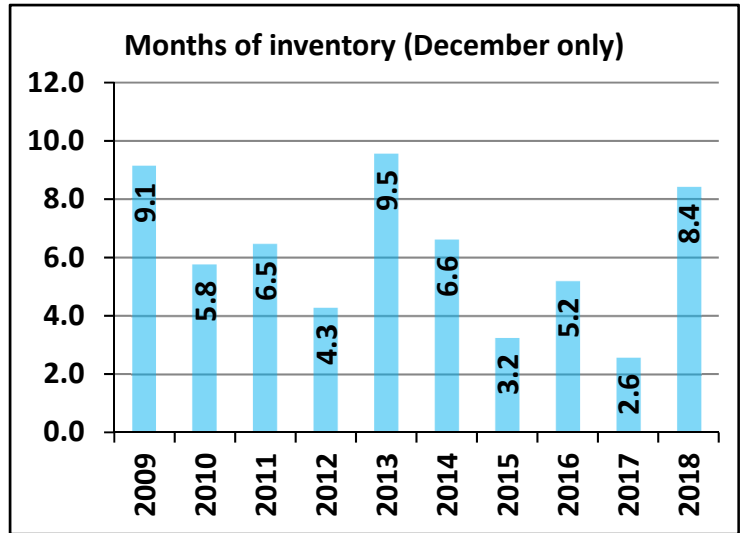
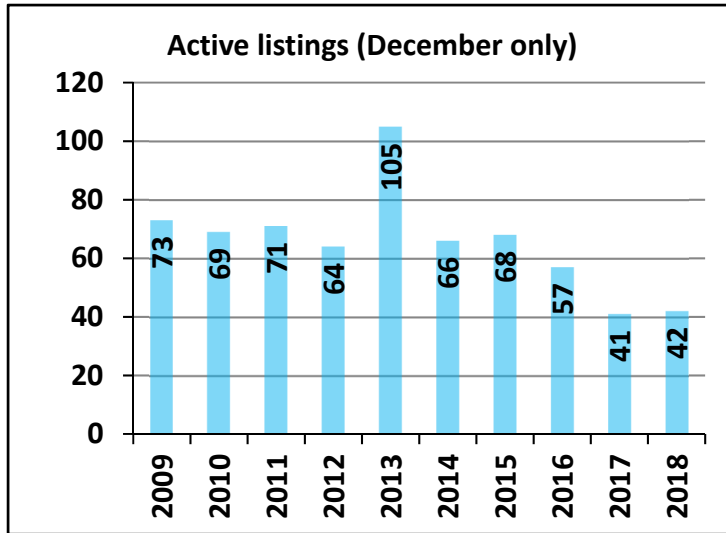
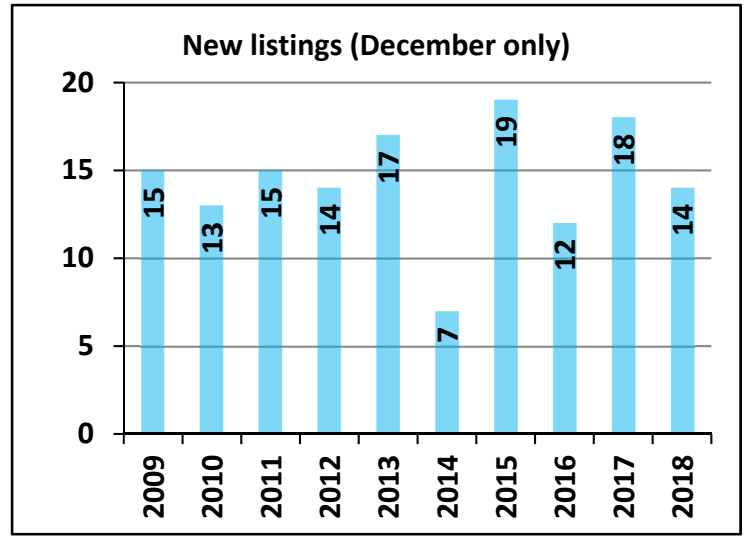
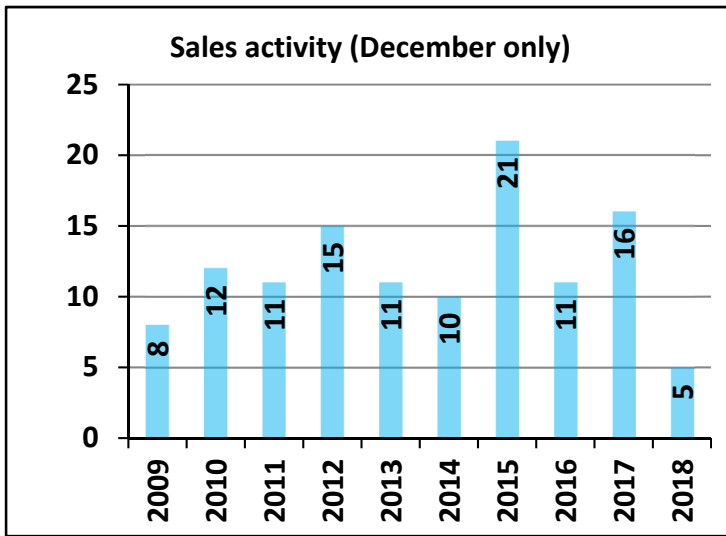
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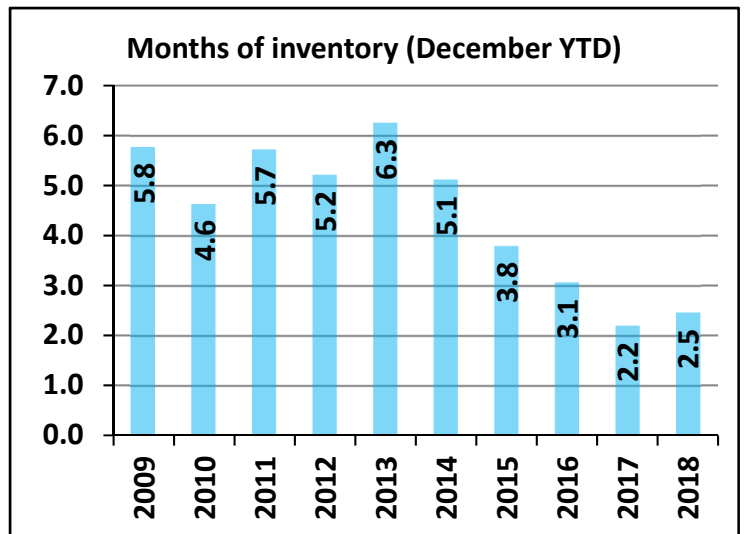
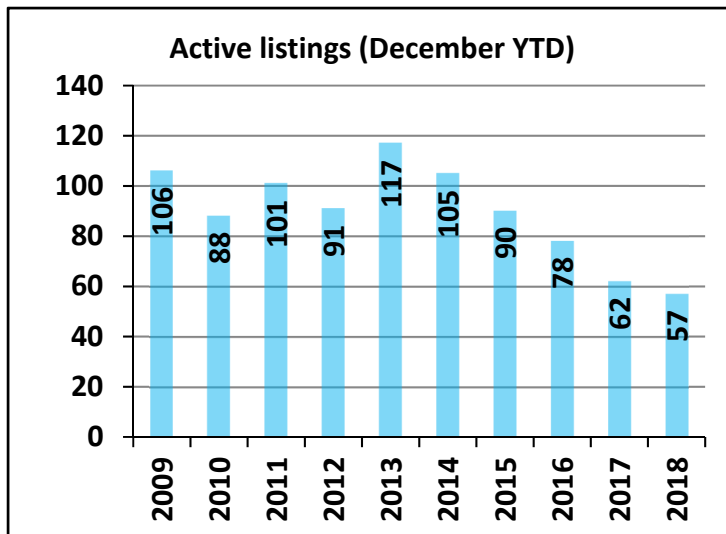
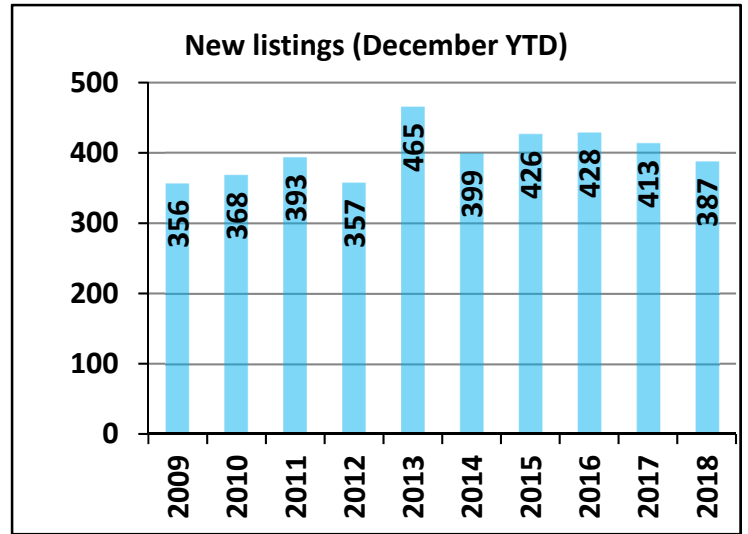
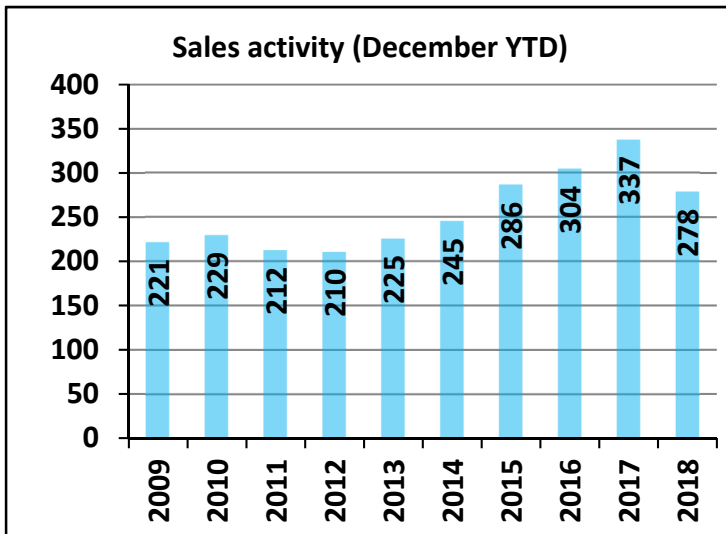
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	5	-68.8	-54.5	-76.2	-54.5	-54.5	-37.5
Dollar Volume	\$2,027,900	-62.4	-20.0	-58.1	-16.3	-12.8	66.6
New Listings	14	-22.2	16.7	-26.3	-17.6	-6.7	-6.7
Active Listings	42	2.4	-26.3	-38.2	-60.0	-40.8	-59.2
Sales to New Listings Ratio ¹	35.7	88.9	91.7	110.5	64.7	73.3	53.3
Months of Inventory ²	8.4	2.6	5.2	3.2	9.5	6.5	12.9
Average Price	\$405,580	20.3	76.1	76.0	84.1	91.9	166.6

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	278	-17.5	-8.6	-2.8	23.6	31.1	11.6
Dollar Volume	\$92,442,357	-9.9	25.2	34.3	90.3	108.8	99.2
New Listings	387	-6.3	-9.6	-9.2	-16.8	-1.5	-14.9
Active Listings ³	57	-8.1	-26.9	-36.7	-51.3	-43.6	-48.6
Sales to New Listings Ratio ⁴	71.8	81.6	71.0	67.1	48.4	53.9	54.7
Months of Inventory ⁵	2.5	2.2	3.1	3.8	6.3	5.7	5.4
Average Price	\$332,526	9.2	36.9	38.2	54.0	59.2	78.4

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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