



Residential Market Activity

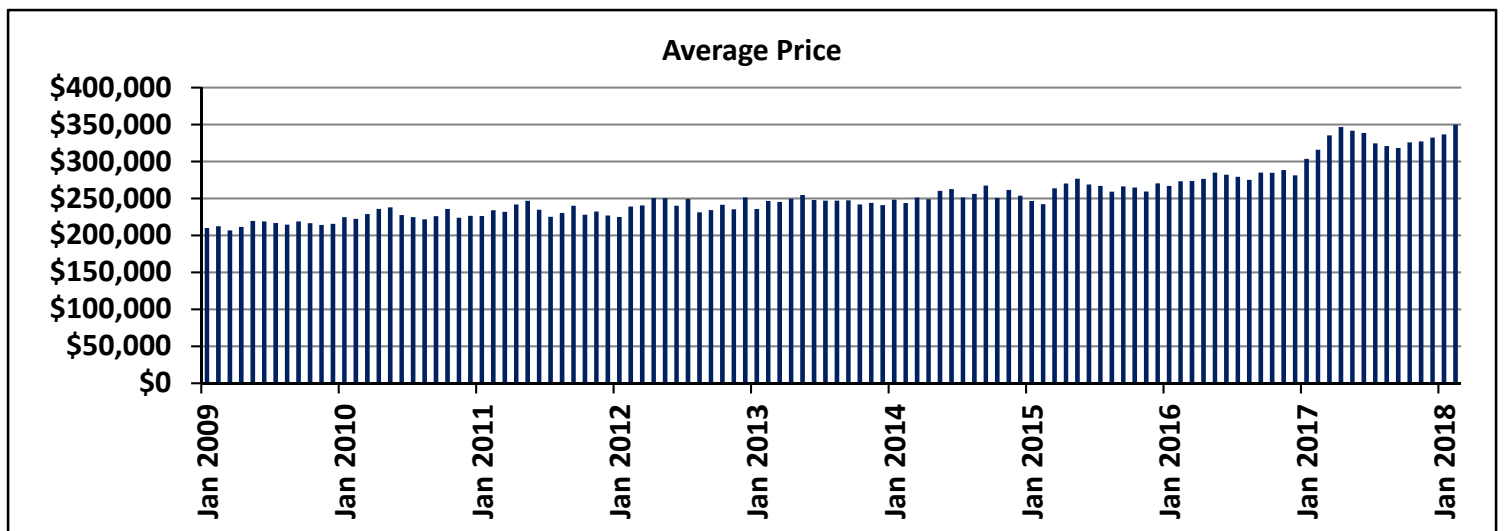
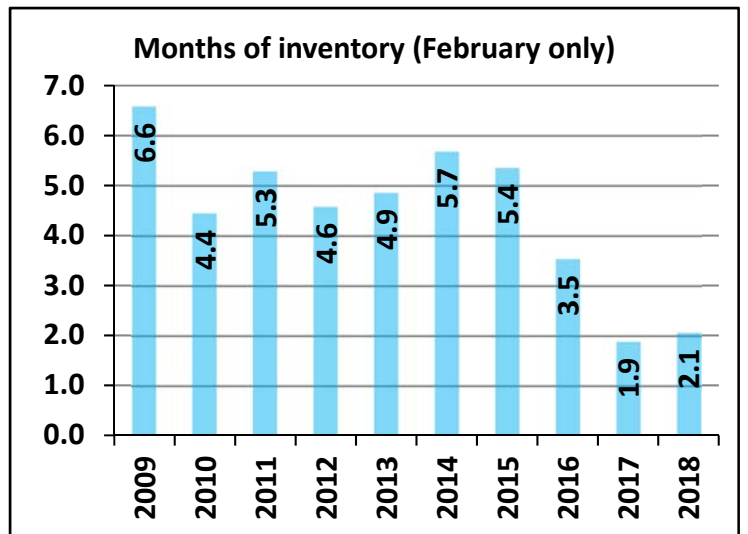
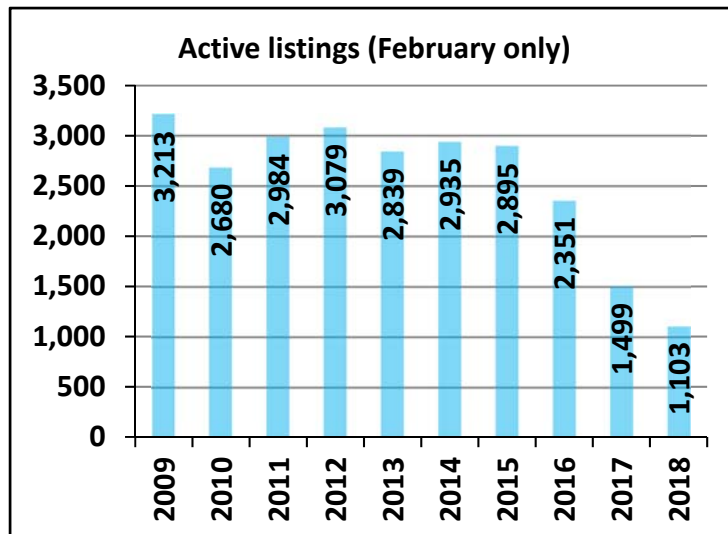
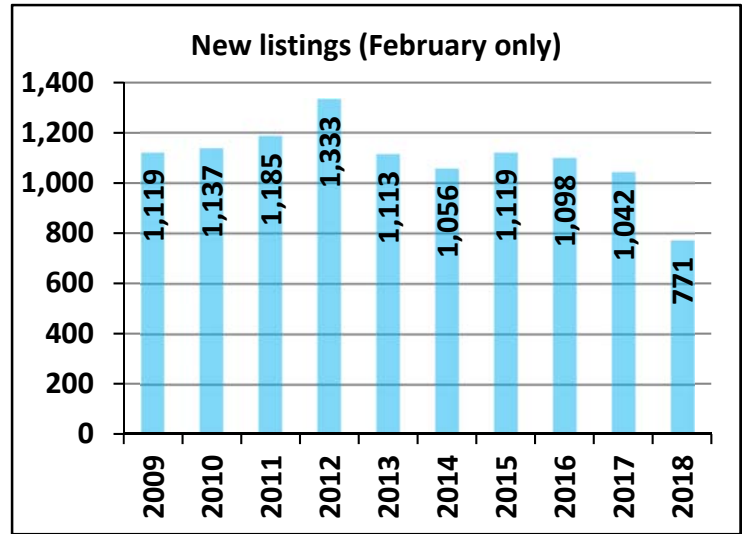
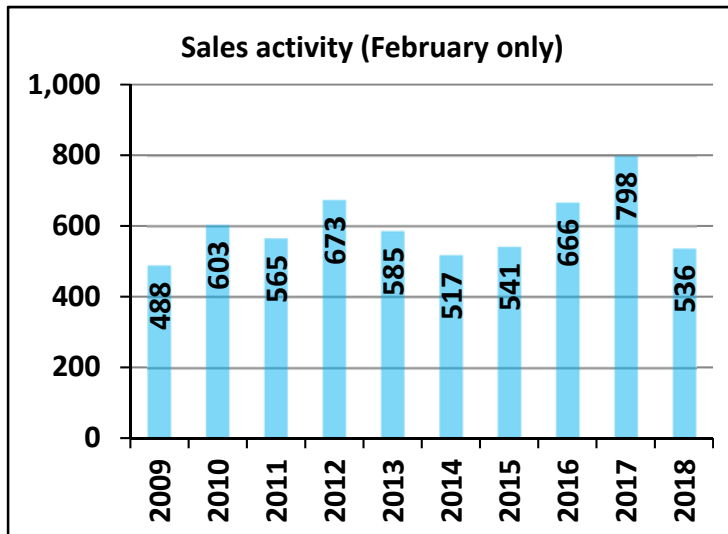
February 2018



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

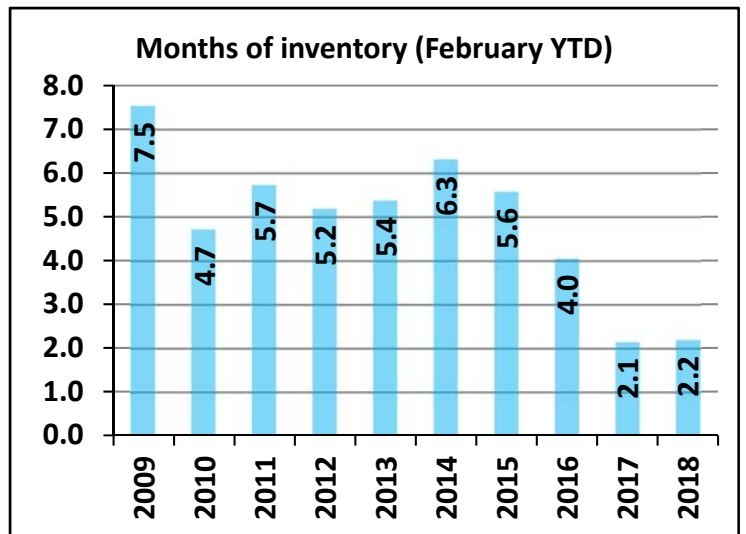
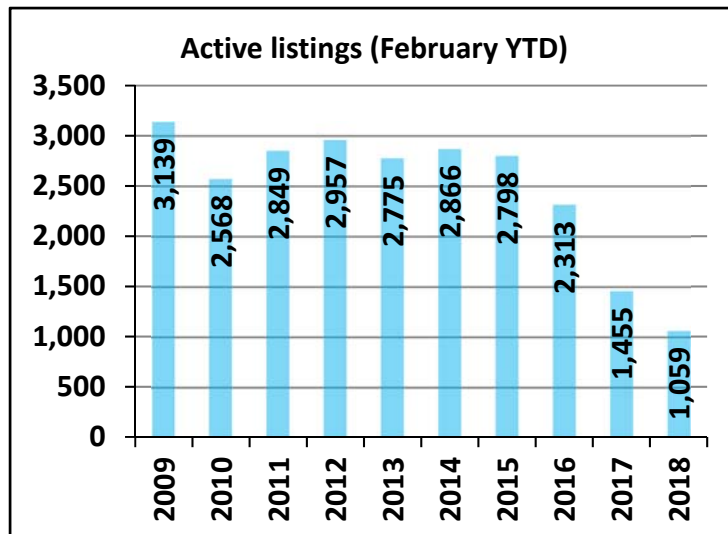
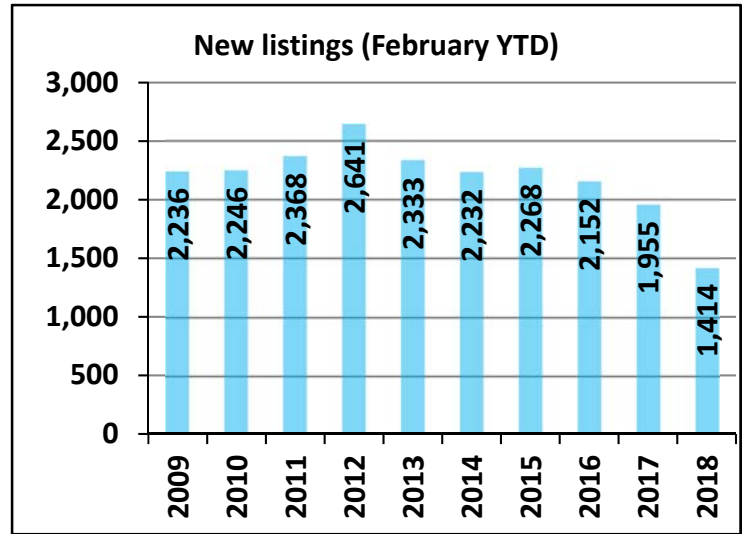
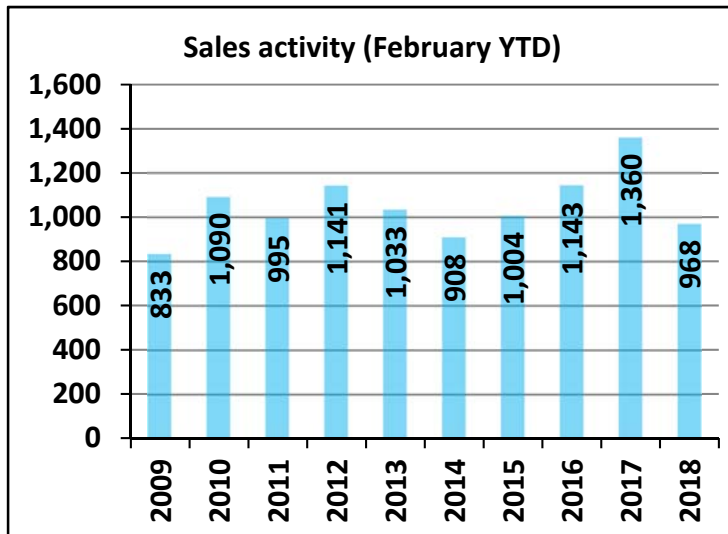
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017	February 2016	February 2015	February 2013	February 2011	February 2008
Sales Activity	536	-32.8	-19.5	-0.9	-8.4	-5.1	-23.4
Dollar Volume	\$187,518,613	-25.6	3.1	43.1	30.0	41.8	24.1
New Listings	771	-26.0	-29.8	-31.1	-30.7	-34.9	-35.5
Active Listings	1,103	-26.4	-53.1	-61.9	-61.1	-63.0	-59.6
Sales to New Listings Ratio ¹	69.5	76.6	60.7	48.3	52.6	47.7	58.5
Months of Inventory ²	2.1	1.9	3.5	5.4	4.9	5.3	3.9
Average Price	\$349,848	10.8	28.1	44.5	41.9	49.5	62.1

Year-to-date	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017 YTD	February 2016 YTD	February 2015 YTD	February 2013 YTD	February 2011 YTD	February 2008 YTD
Sales Activity	968	-28.8	-15.3	-3.6	-6.3	-2.7	-18.2
Dollar Volume	\$332,933,314	-21.2	7.7	35.8	33.3	45.1	29.6
New Listings	1,414	-27.7	-34.3	-37.7	-39.4	-40.3	-45.2
Active Listings ³	1,059	-27.2	-54.2	-62.2	-61.8	-62.8	-59.8
Sales to New Listings Ratio ⁴	68.5	69.6	53.1	44.3	44.3	42.0	45.9
Months of Inventory ⁵	2.2	2.1	4.0	5.6	5.4	5.7	4.5
Average Price	\$343,939	10.7	27.1	40.9	42.3	49.1	58.5

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

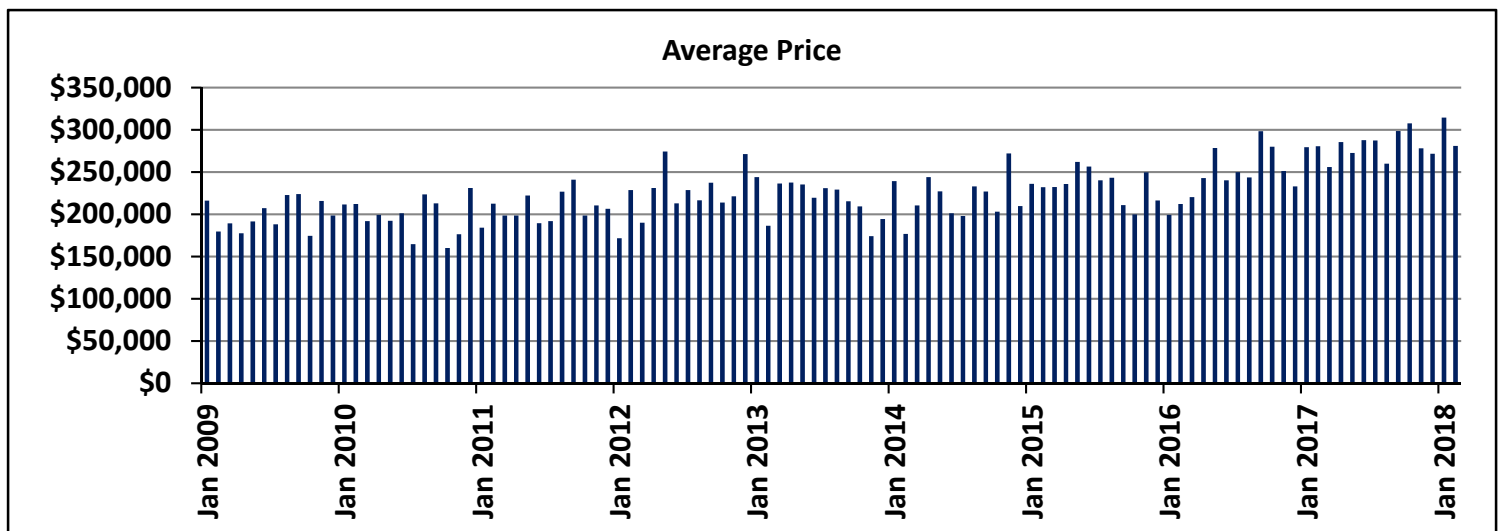
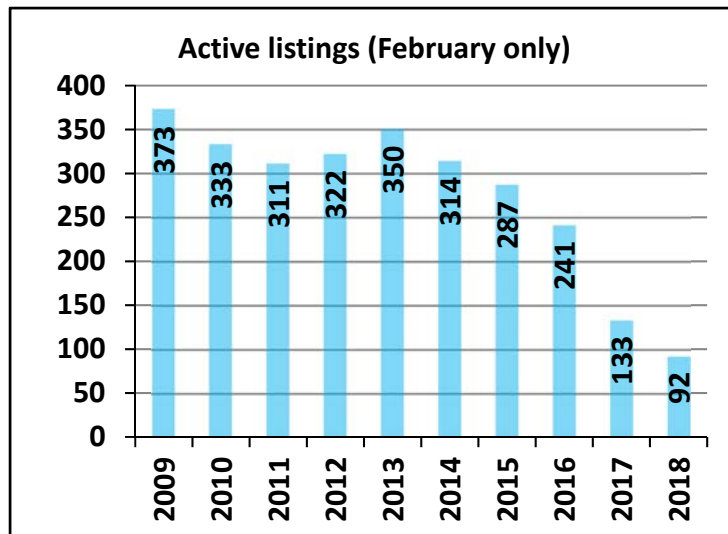
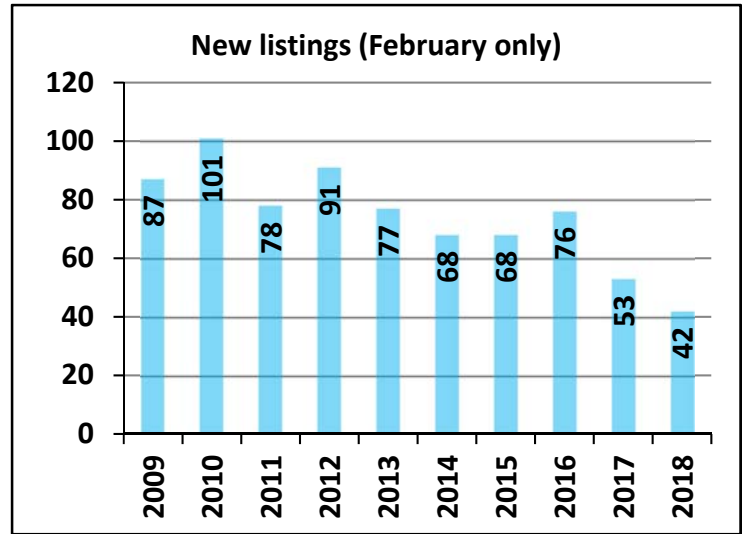
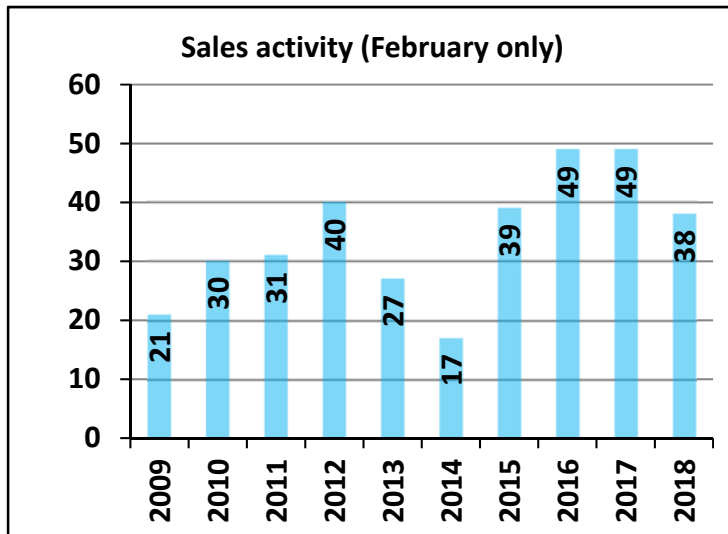
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

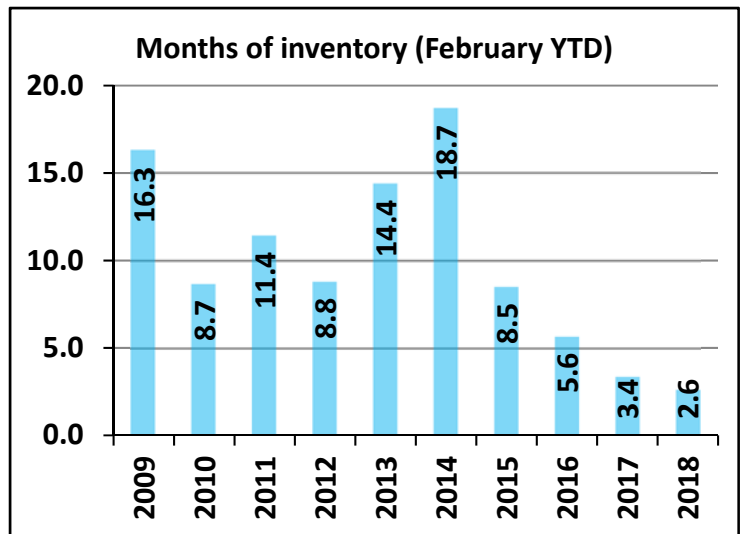
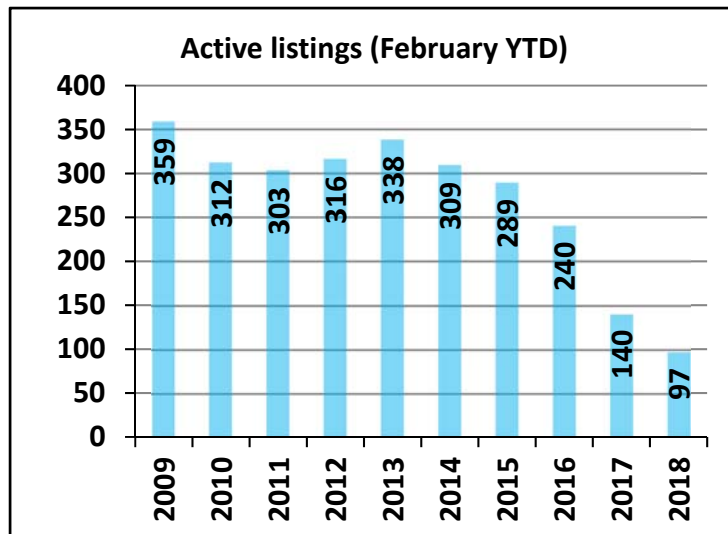
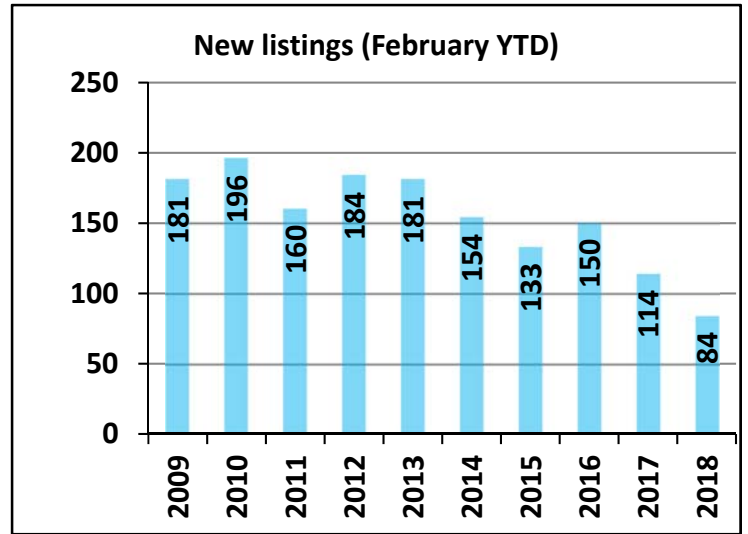
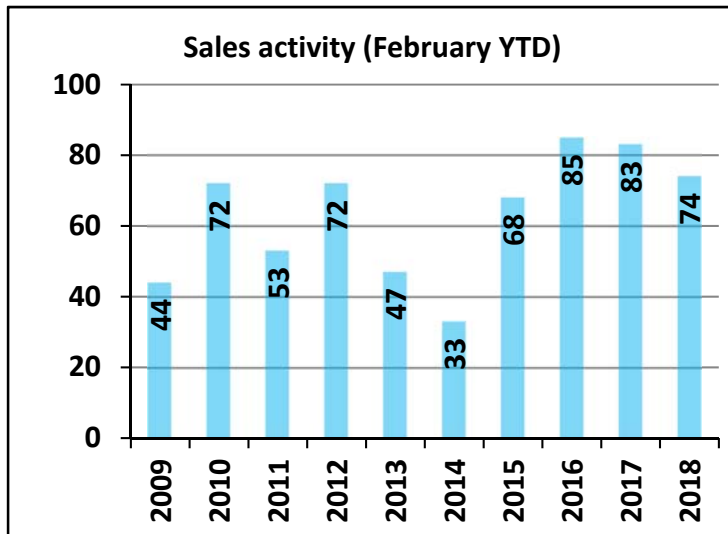
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017	February 2016	February 2015	February 2013	February 2011	February 2008
Sales Activity	38	-22.4	-22.4	-2.6	40.7	22.6	5.6
Dollar Volume	\$10,676,011	-22.3	2.7	18.0	112.1	62.1	64.1
New Listings	42	-20.8	-44.7	-38.2	-45.5	-46.2	-49.4
Active Listings	92	-30.8	-61.8	-67.9	-73.7	-70.4	-66.2
Sales to New Listings Ratio¹	90.5	92.5	64.5	57.4	35.1	39.7	43.4
Months of Inventory²	2.4	2.7	4.9	7.4	13.0	10.0	7.6
Average Price	\$280,948	0.1	32.5	21.1	50.7	32.2	55.5

Year-to-date	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017 YTD	February 2016 YTD	February 2015 YTD	February 2013 YTD	February 2011 YTD	February 2008 YTD
Sales Activity	74	-10.8	-12.9	8.8	57.4	39.6	10.4
Dollar Volume	\$21,997,311	-5.4	25.2	38.4	121.9	106.8	73.9
New Listings	84	-26.3	-44.0	-36.8	-53.6	-47.5	-53.6
Active Listings³	97	-30.7	-59.6	-66.4	-71.3	-68.0	-62.5
Sales to New Listings Ratio⁴	88.1	72.8	56.7	51.1	26.0	33.1	37.0
Months of Inventory⁵	2.6	3.4	5.6	8.5	14.4	11.4	7.7
Average Price	\$297,261	6.1	43.8	27.2	40.9	48.1	57.4

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

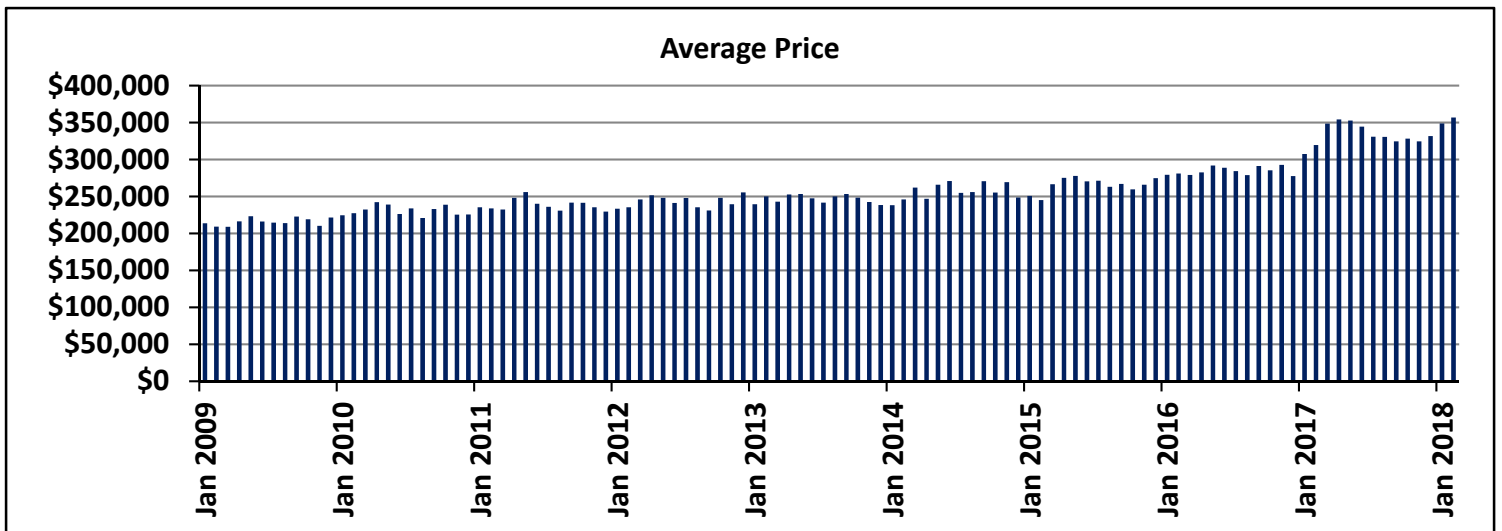
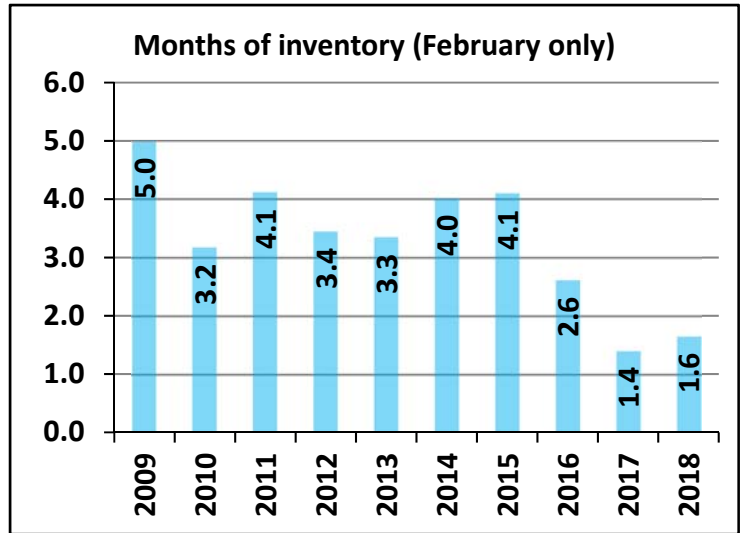
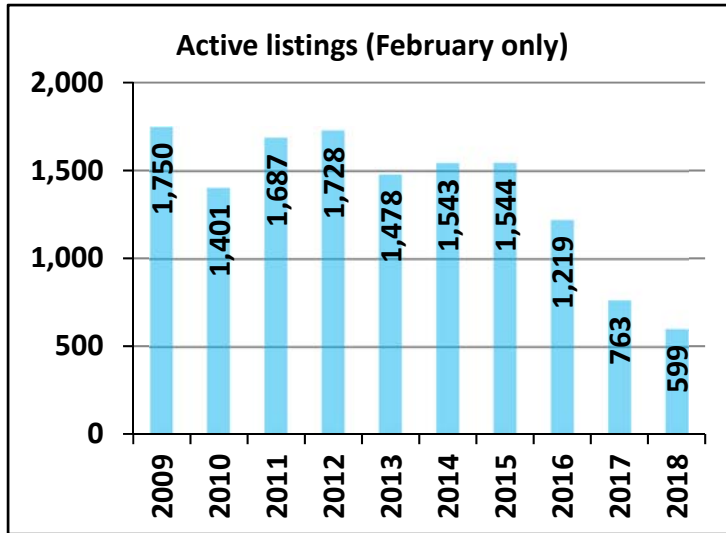
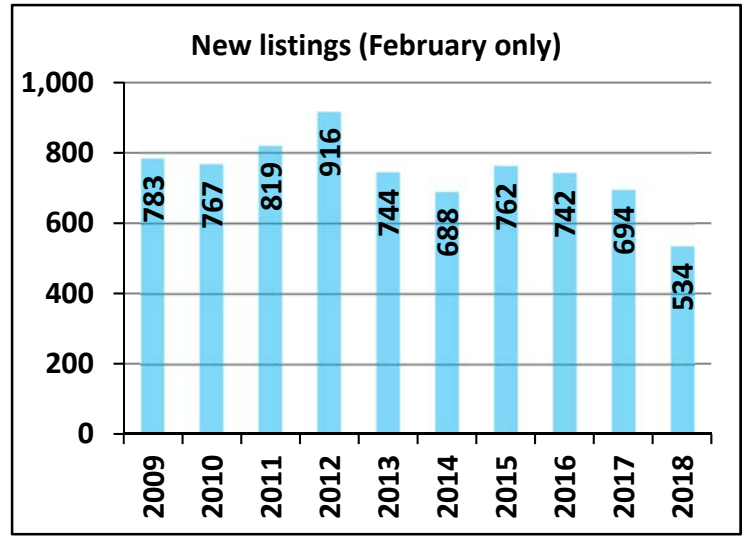
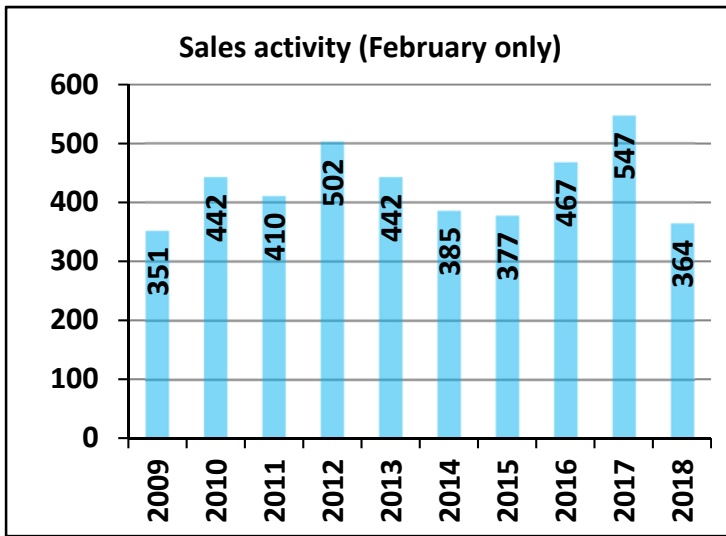
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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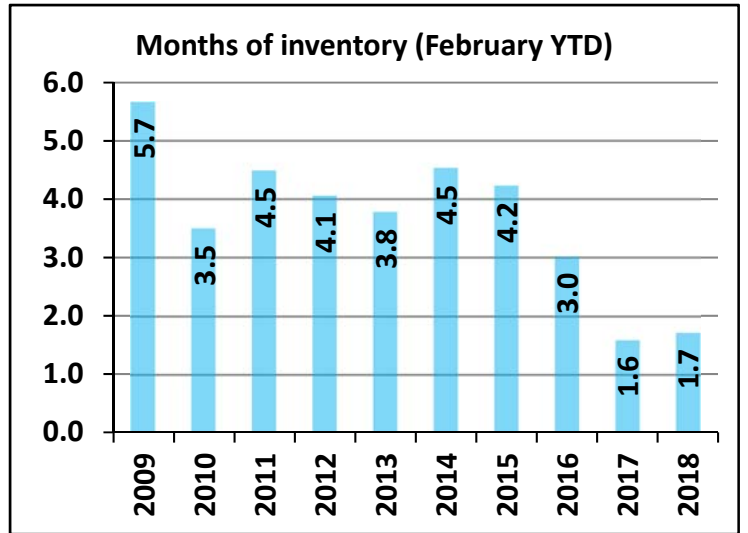
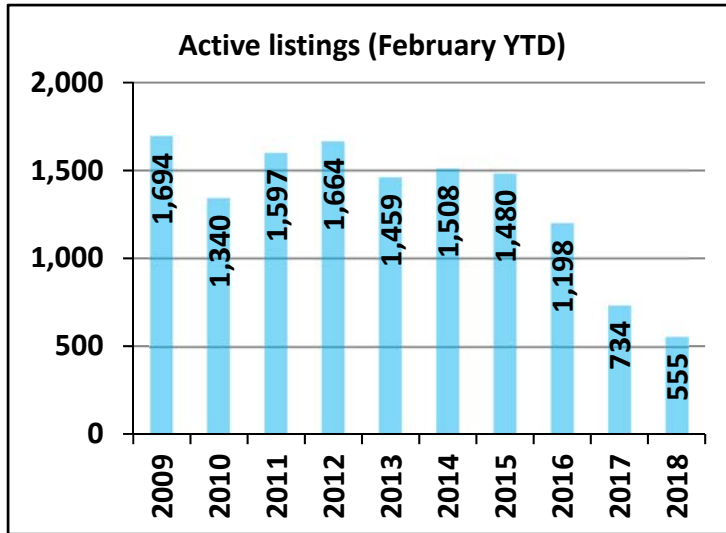
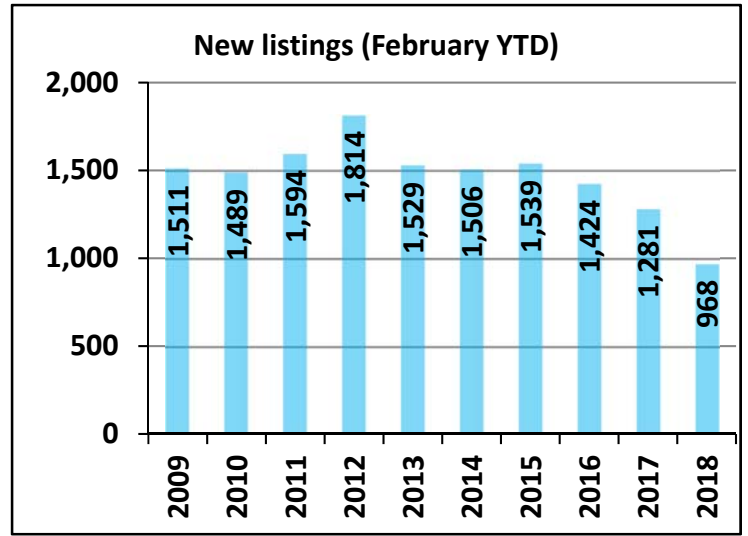
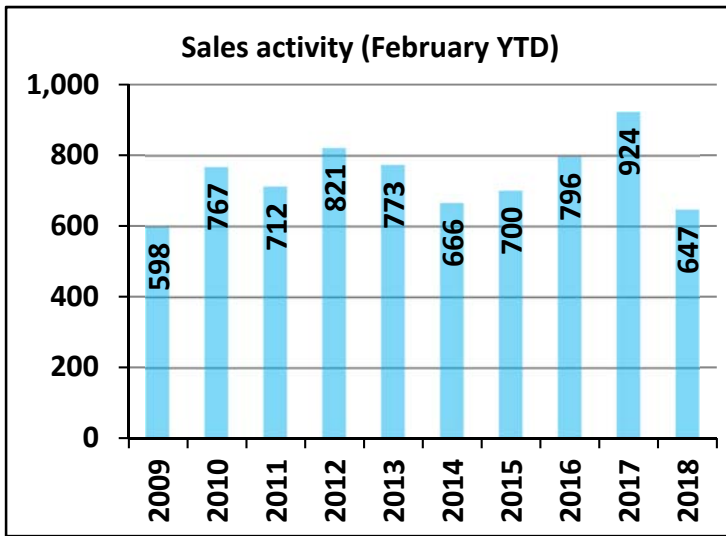
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017	February 2016	February 2015	February 2013	February 2011	February 2008
Sales Activity	364	-33.5	-22.1	-3.4	-17.6	-11.2	-28.8
Dollar Volume	\$129,825,825	-25.7	-1.0	40.6	17.5	35.5	16.0
New Listings	534	-23.1	-28.0	-29.9	-28.2	-34.8	-38.3
Active Listings	599	-21.5	-50.9	-61.2	-59.5	-64.5	-62.9
Sales to New Listings Ratio ¹	68.2	78.8	62.9	49.5	59.4	50.1	59.0
Months of Inventory ²	1.6	1.4	2.6	4.1	3.3	4.1	3.2
Average Price	\$356,664	11.7	27.0	45.6	42.6	52.6	62.8

Year-to-date	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017 YTD	February 2016 YTD	February 2015 YTD	February 2013 YTD	February 2011 YTD	February 2008 YTD
Sales Activity	647	-30.0	-18.7	-7.6	-16.3	-9.1	-24.6
Dollar Volume	\$228,507,405	-21.4	2.4	31.9	20.4	37.0	23.0
New Listings	968	-24.4	-32.0	-37.1	-36.7	-39.3	-47.0
Active Listings ³	555	-24.4	-53.7	-62.5	-62.0	-65.2	-64.0
Sales to New Listings Ratio ⁴	66.8	72.1	55.9	45.5	50.6	44.7	47.0
Months of Inventory ⁵	1.7	1.6	3.0	4.2	3.8	4.5	3.6
Average Price	\$353,180	12.3	26.0	42.7	43.9	50.7	63.1

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

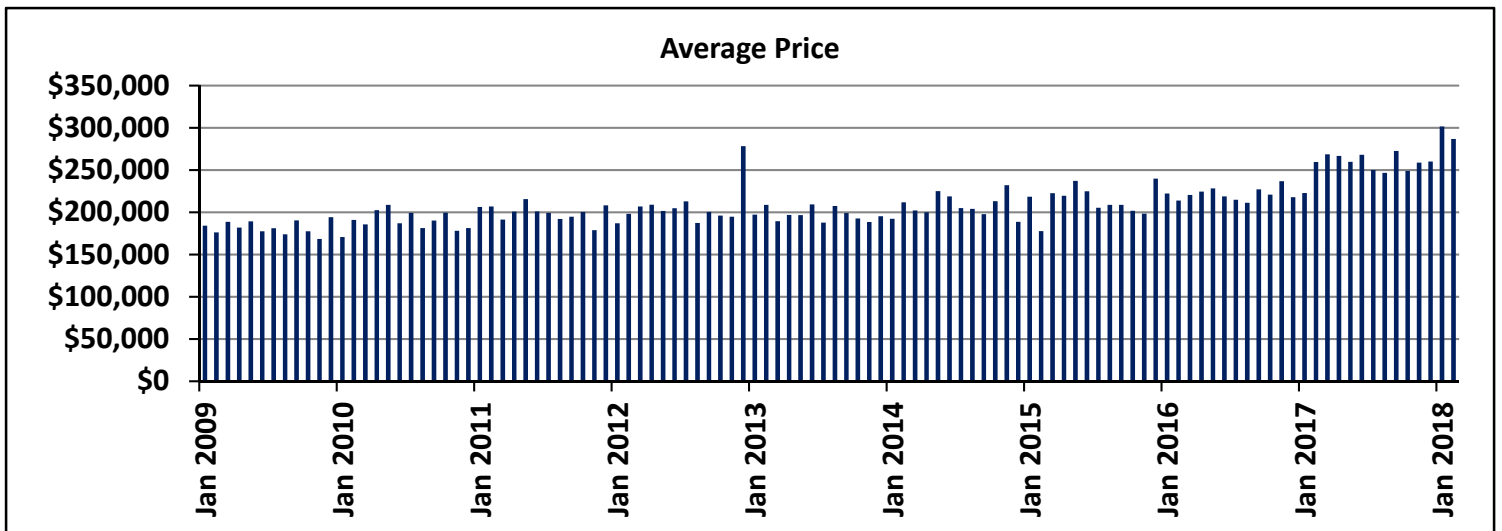
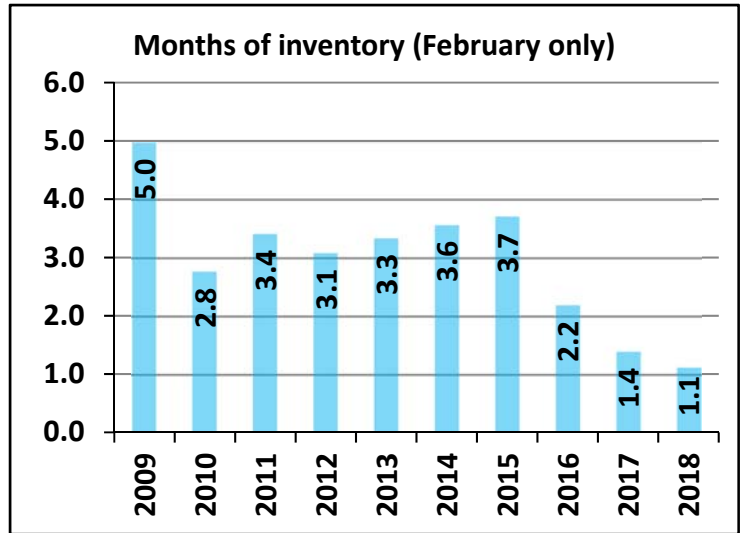
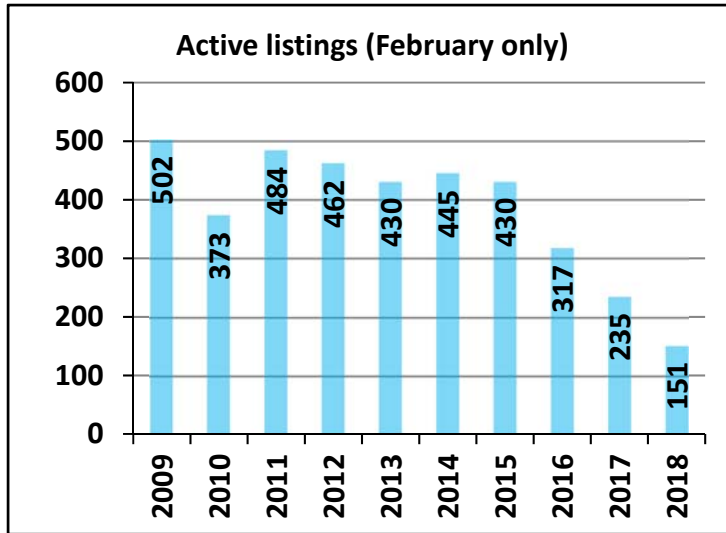
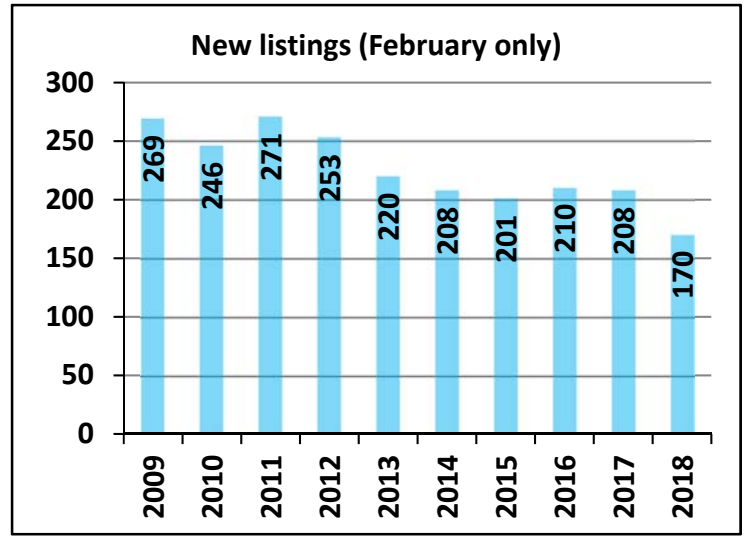
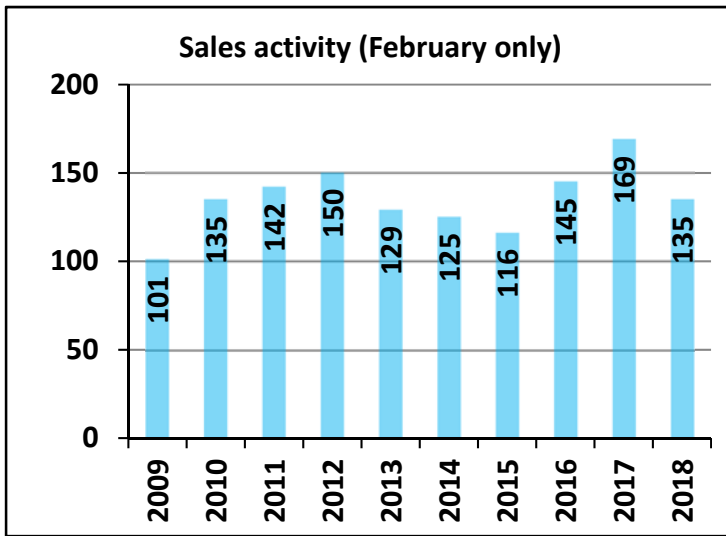
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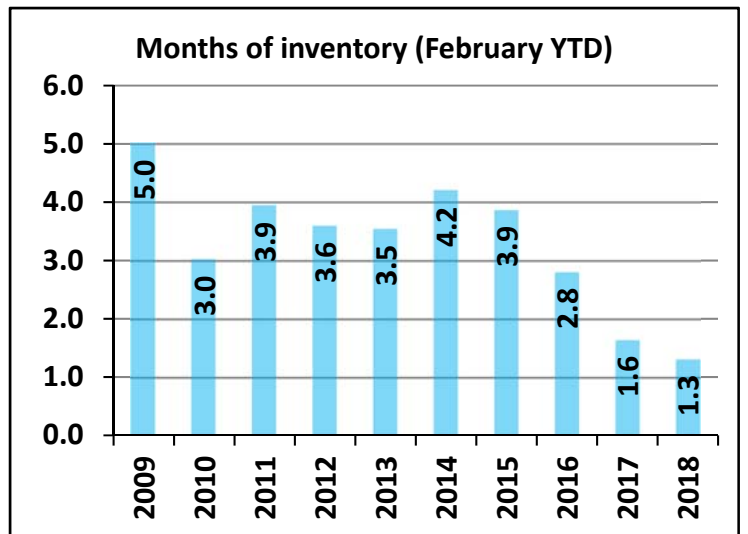
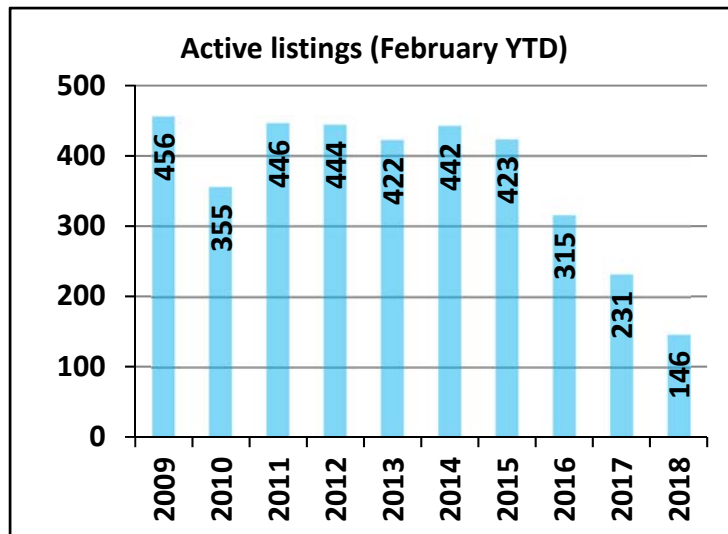
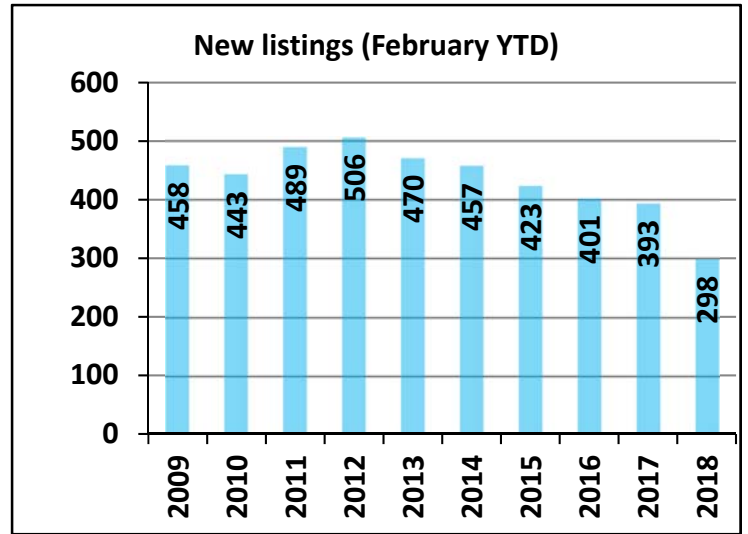
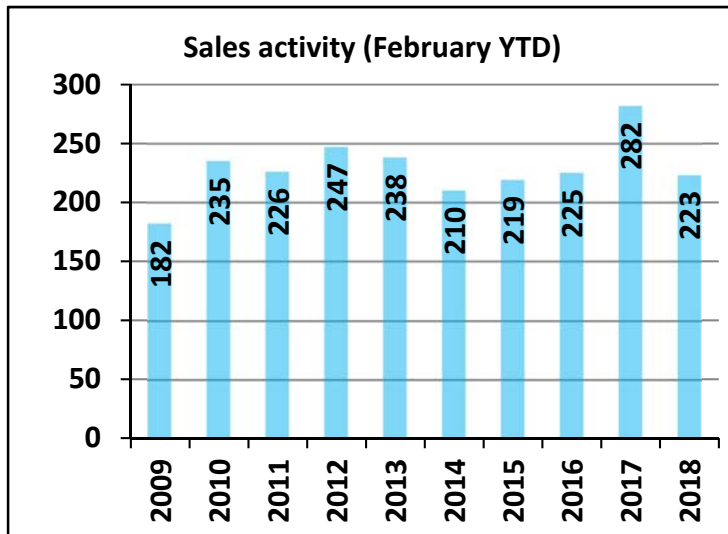
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017	February 2016	February 2015	February 2013	February 2011	February 2008
Sales Activity	135	-20.1	-6.9	16.4	4.7	-4.9	-9.4
Dollar Volume	\$38,714,004	-11.7	24.9	87.9	43.7	31.8	44.1
New Listings	170	-18.3	-19.0	-15.4	-22.7	-37.3	-39.1
Active Listings	151	-35.7	-52.4	-64.9	-64.9	-68.8	-69.7
Sales to New Listings Ratio ¹	79.4	81.3	69.0	57.7	58.6	52.4	53.4
Months of Inventory ²	1.1	1.4	2.2	3.7	3.3	3.4	3.3
Average Price	\$286,770	10.5	34.1	61.4	37.3	38.7	59.1

Year-to-date	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017 YTD	February 2016 YTD	February 2015 YTD	February 2013 YTD	February 2011 YTD	February 2008 YTD
Sales Activity	223	-20.9	-0.9	1.8	-6.3	-1.3	-14.9
Dollar Volume	\$65,241,104	-5.5	33.8	51.4	34.7	39.7	36.4
New Listings	298	-24.2	-25.7	-29.6	-36.6	-39.1	-47.7
Active Listings ³	146	-36.8	-53.7	-65.5	-65.4	-67.3	-68.6
Sales to New Listings Ratio ⁴	74.8	71.8	56.1	51.8	50.6	46.2	46.0
Months of Inventory ⁵	1.3	1.6	2.8	3.9	3.5	3.9	3.5
Average Price	\$292,561	19.5	35.0	48.7	43.8	41.6	60.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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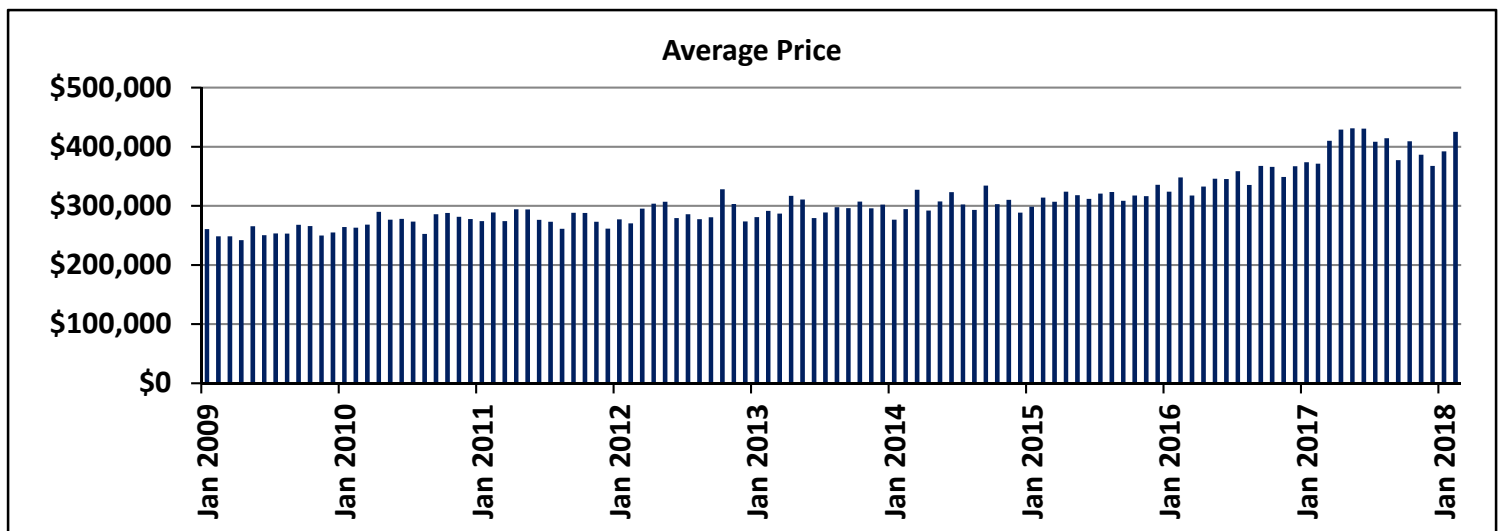
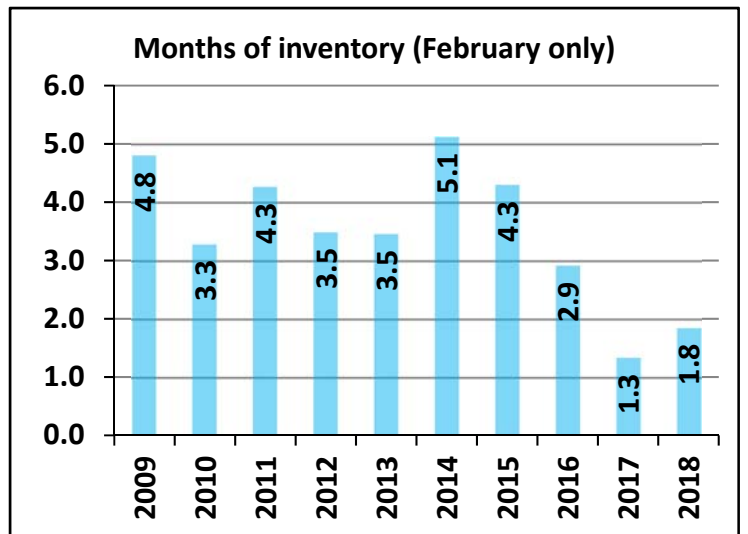
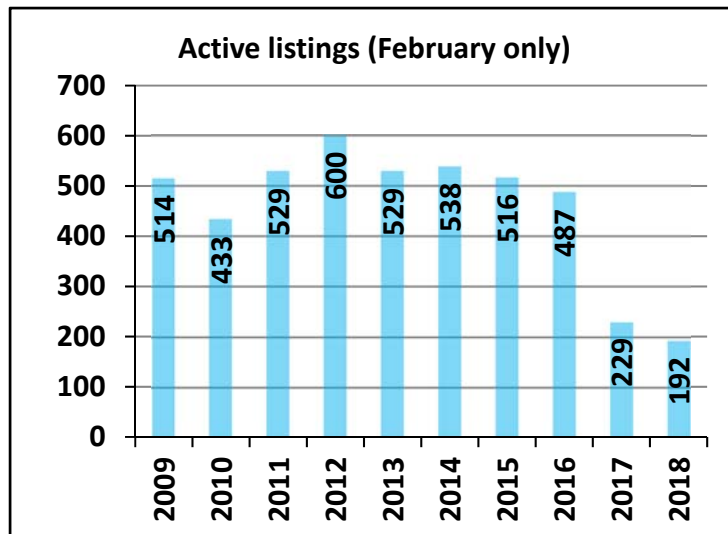
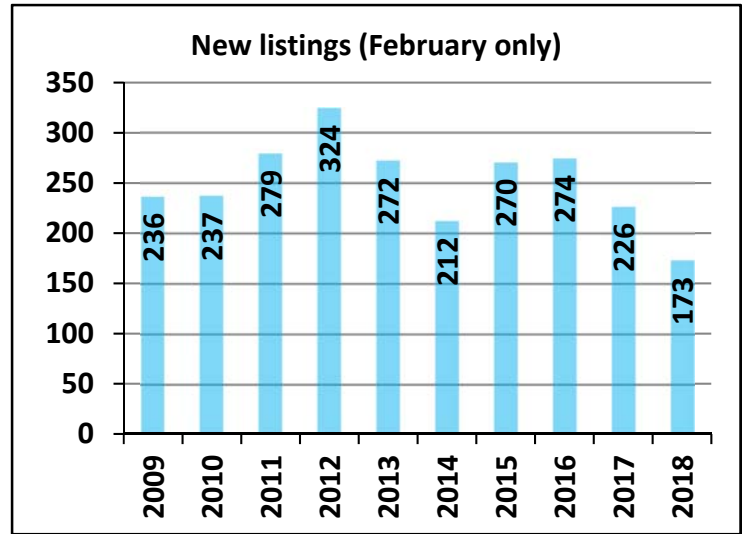
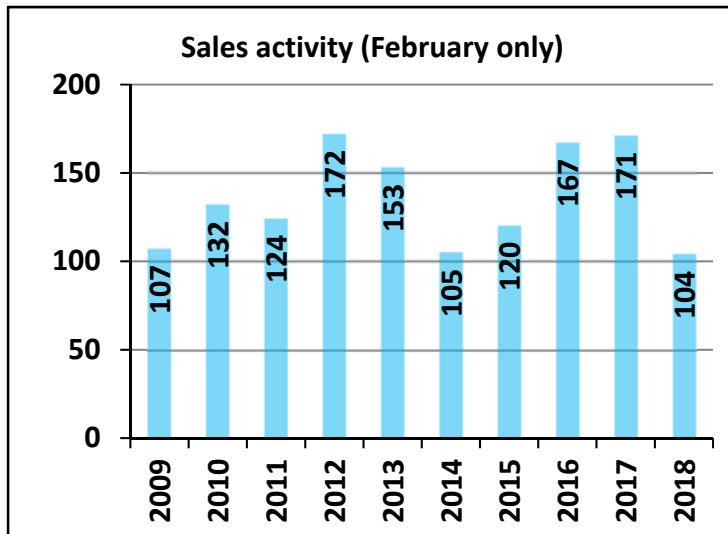
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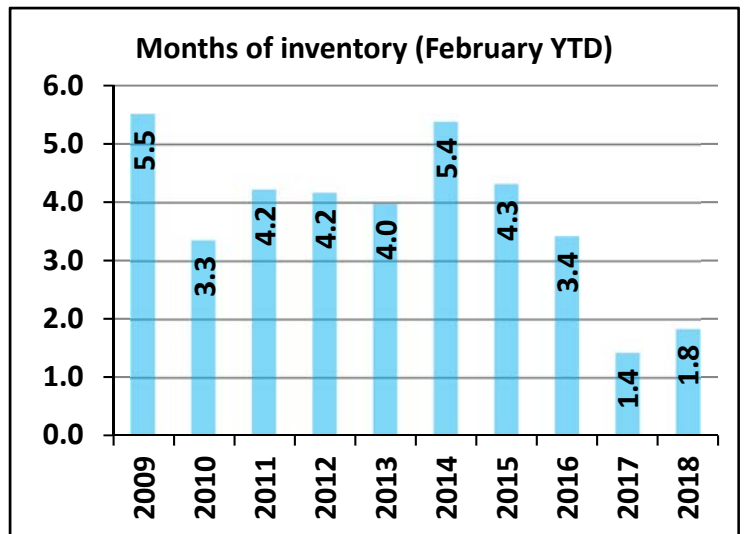
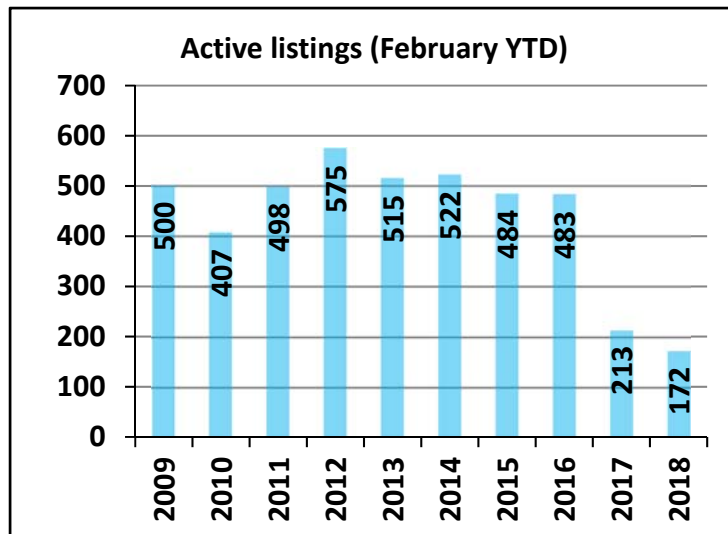
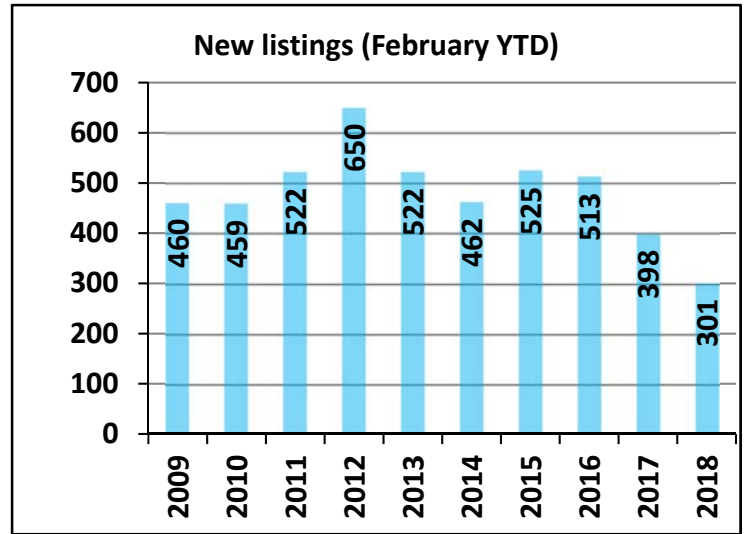
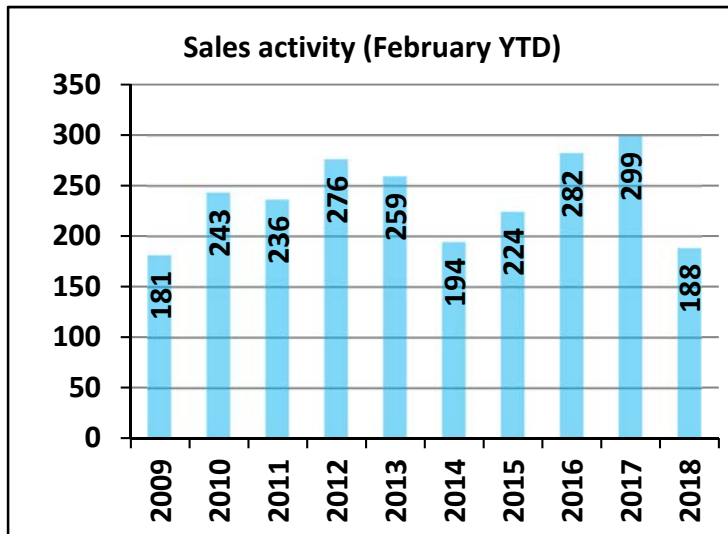
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

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		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017	February 2016	February 2015	February 2013	February 2011	February 2008
Sales Activity	104	-39.2	-37.7	-13.3	-32.0	-16.1	-36.2
Dollar Volume	\$44,195,717	-30.4	-23.9	17.4	-0.8	23.5	9.6
New Listings	173	-23.5	-36.9	-35.9	-36.4	-38.0	-32.2
Active Listings	192	-16.2	-60.6	-62.8	-63.7	-63.7	-61.6
Sales to New Listings Ratio ¹	60.1	75.7	60.9	44.4	56.3	44.4	63.9
Months of Inventory ²	1.8	1.3	2.9	4.3	3.5	4.3	3.1
Average Price	\$424,959	14.5	22.1	35.4	45.9	47.2	71.8

Year-to-date	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017 YTD	February 2016 YTD	February 2015 YTD	February 2013 YTD	February 2011 YTD	February 2008 YTD
Sales Activity	188	-37.1	-33.3	-16.1	-27.4	-20.3	-24.2
Dollar Volume	\$77,134,098	-30.7	-19.1	12.3	3.7	16.0	24.7
New Listings	301	-24.4	-41.3	-42.7	-42.3	-42.3	-45.7
Active Listings ³	172	-19.2	-64.4	-64.5	-66.6	-65.5	-64.2
Sales to New Listings Ratio ⁴	62.5	75.1	55.0	42.7	49.6	45.2	44.8
Months of Inventory ⁵	1.8	1.4	3.4	4.3	4.0	4.2	3.9
Average Price	\$410,288	10.2	21.4	33.8	42.9	45.6	64.5

¹ Sales / new listings * 100

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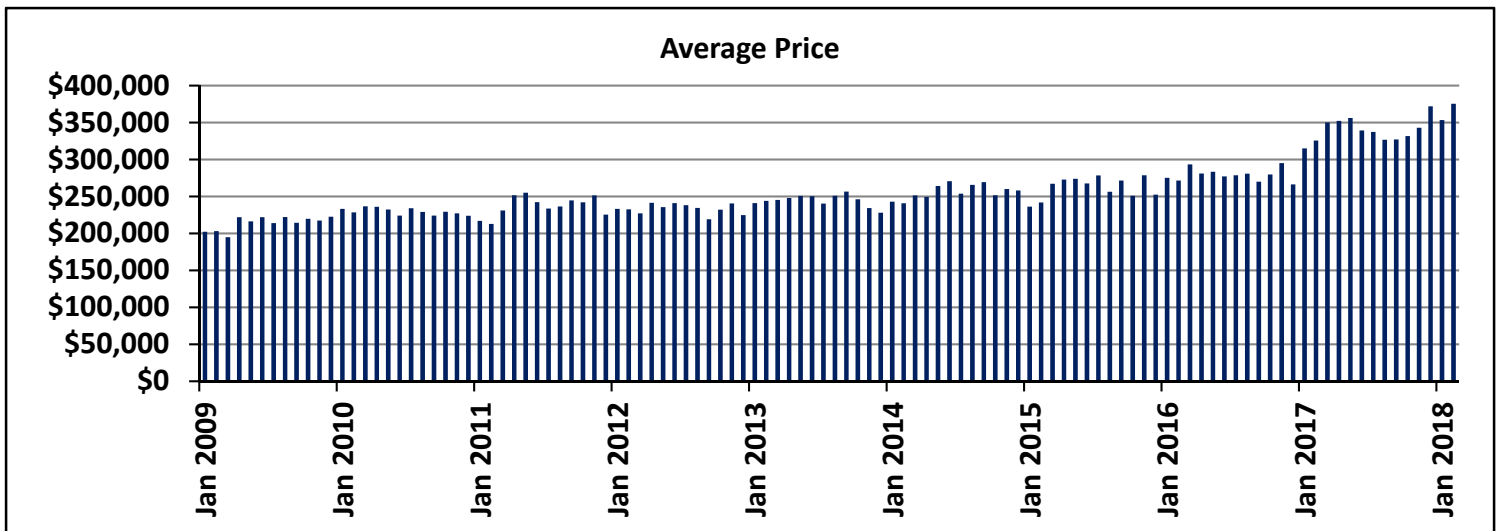
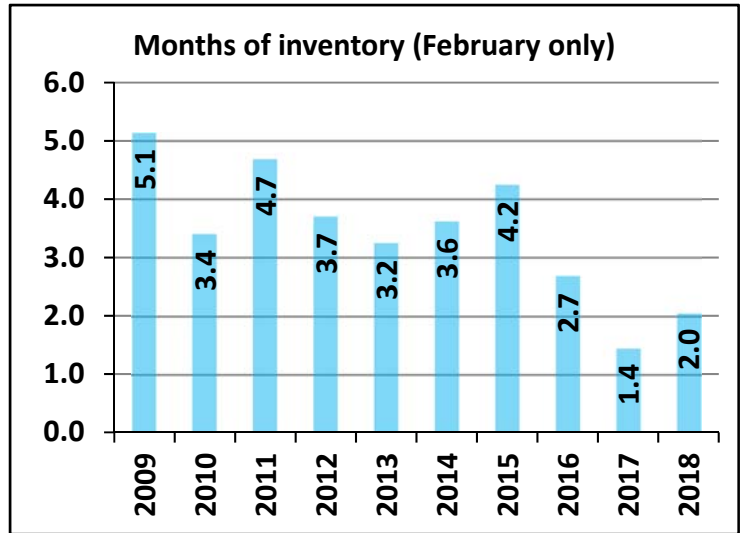
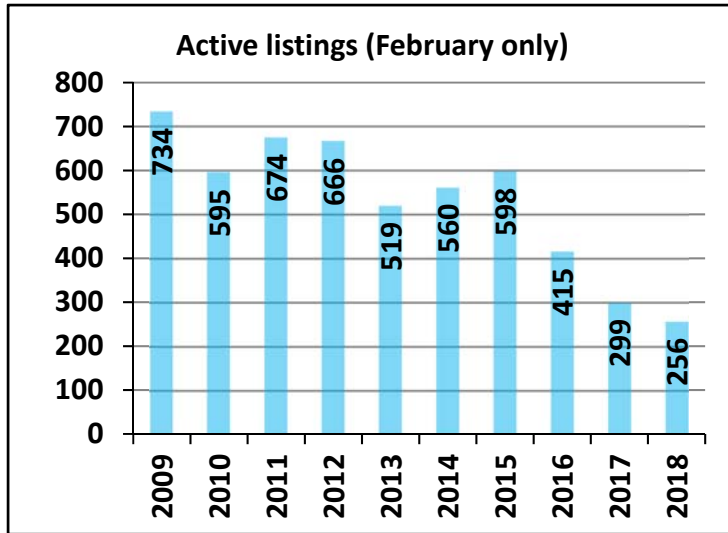
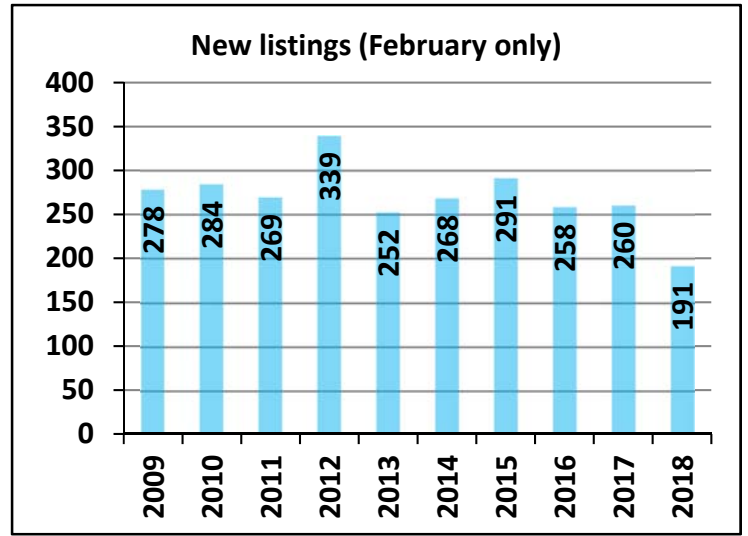
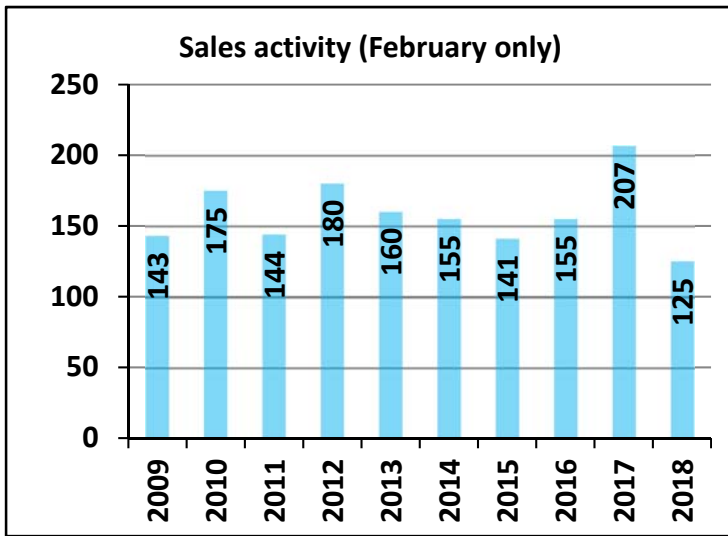
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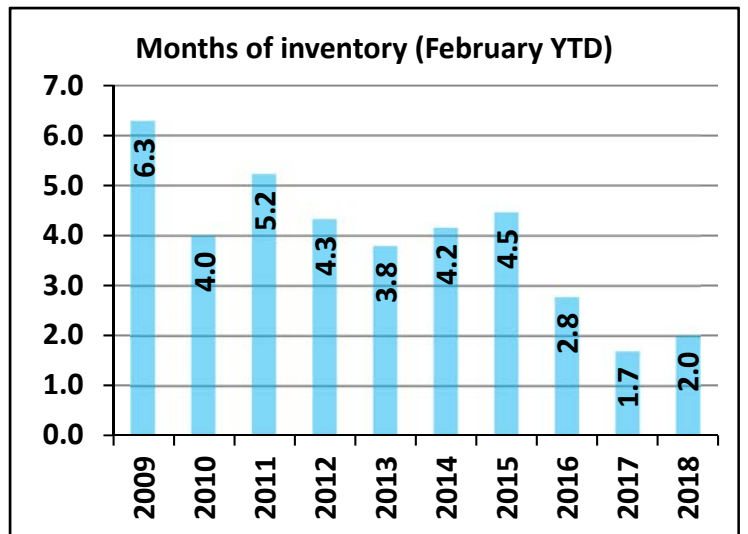
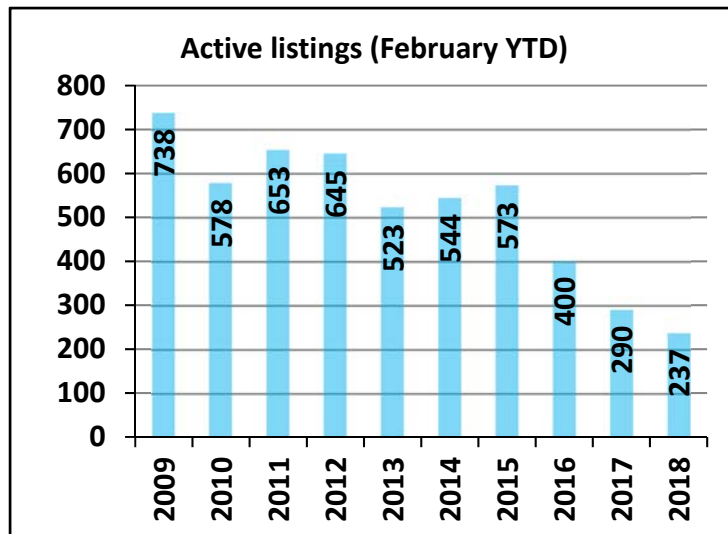
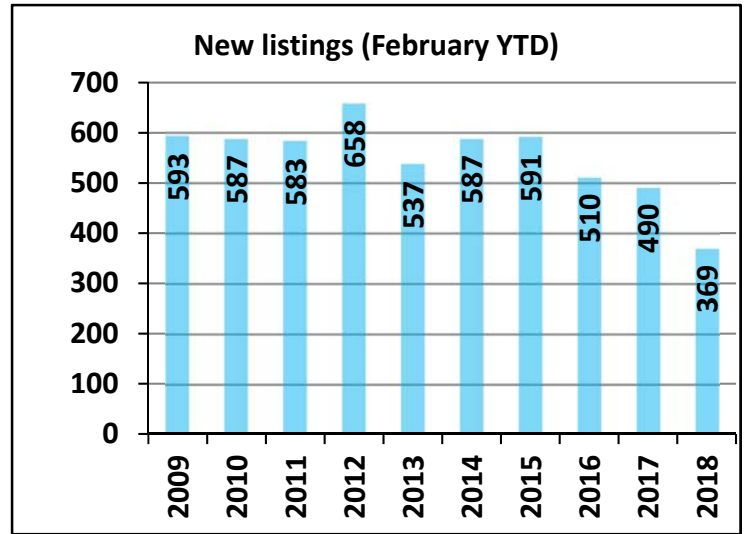
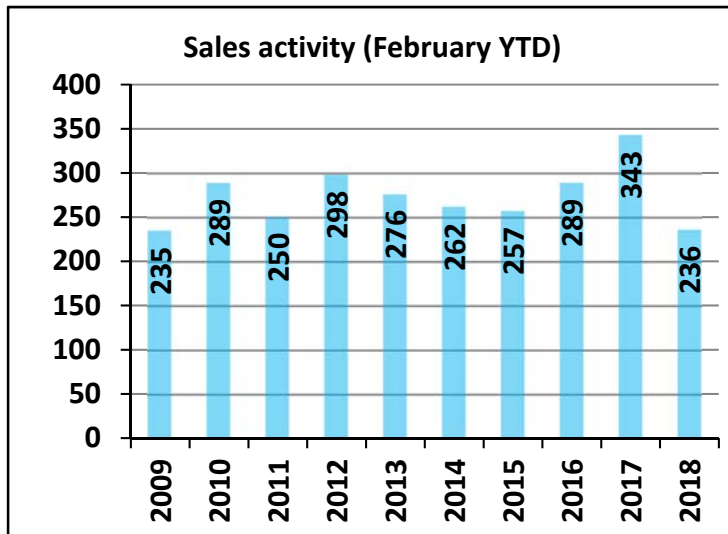
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017	February 2016	February 2015	February 2013	February 2011	February 2008
Sales Activity	125	-39.6	-19.4	-11.3	-21.9	-13.2	-37.2
Dollar Volume	\$46,916,104	-30.4	11.5	37.6	20.2	53.1	4.8
New Listings	191	-26.5	-26.0	-34.4	-24.2	-29.0	-42.5
Active Listings	256	-14.4	-38.3	-57.2	-50.7	-62.0	-58.6
Sales to New Listings Ratio ¹	65.4	79.6	60.1	48.5	63.5	53.5	59.9
Months of Inventory ²	2.0	1.4	2.7	4.2	3.2	4.7	3.1
Average Price	\$375,329	15.3	38.2	55.2	53.9	76.3	66.9

Year-to-date	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017 YTD	February 2016 YTD	February 2015 YTD	February 2013 YTD	February 2011 YTD	February 2008 YTD
Sales Activity	236	-31.2	-18.3	-8.2	-14.5	-5.6	-32.2
Dollar Volume	\$86,132,203	-21.9	9.1	40.1	28.6	60.5	13.1
New Listings	369	-24.7	-27.6	-37.6	-31.3	-36.7	-47.4
Active Listings ³	237	-18.3	-40.8	-58.6	-54.7	-63.7	-60.3
Sales to New Listings Ratio ⁴	64.0	70.0	56.7	43.5	51.4	42.9	49.6
Months of Inventory ⁵	2.0	1.7	2.8	4.5	3.8	5.2	3.4
Average Price	\$364,967	13.6	33.6	52.5	50.4	70.1	66.8

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

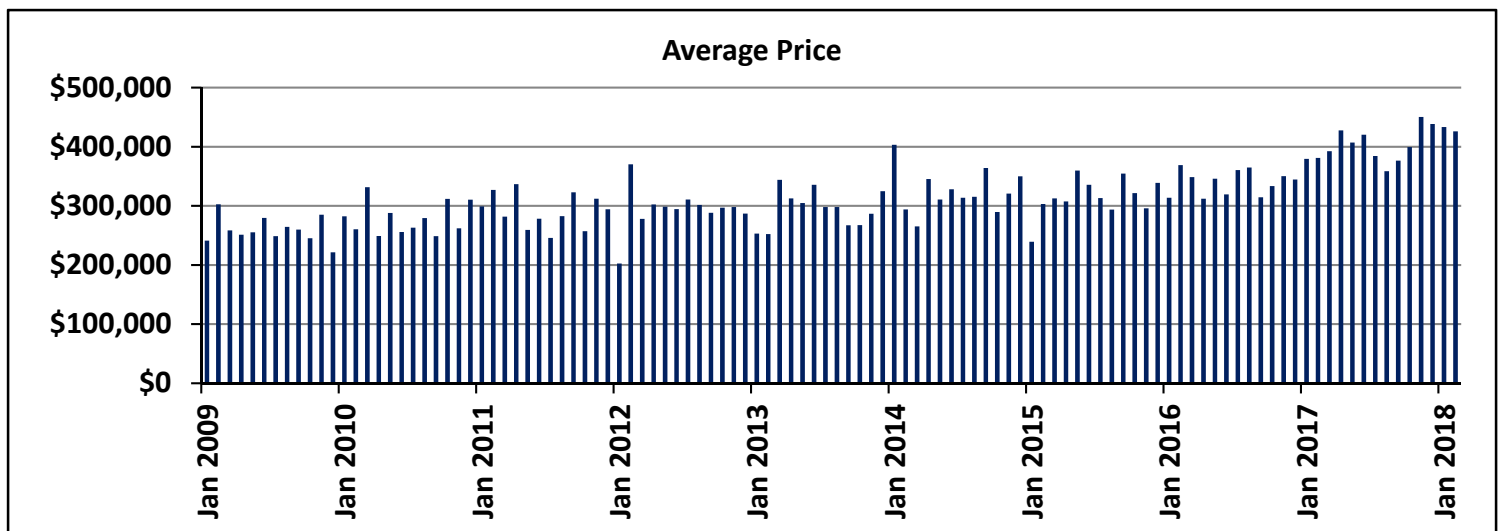
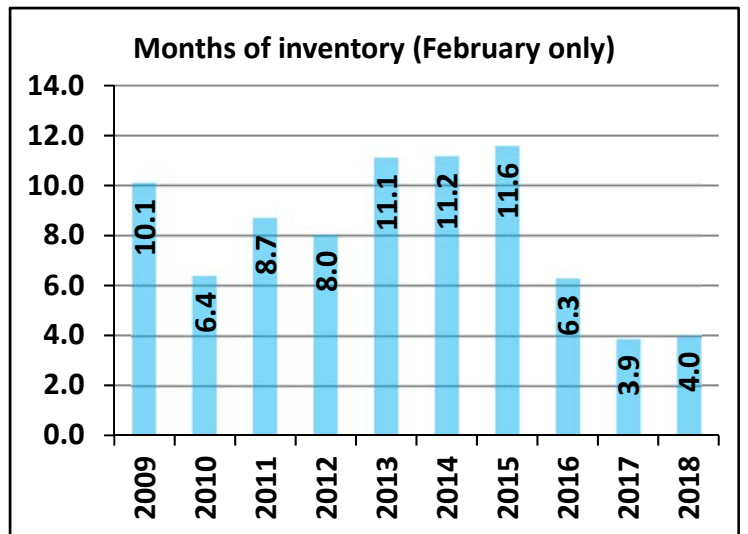
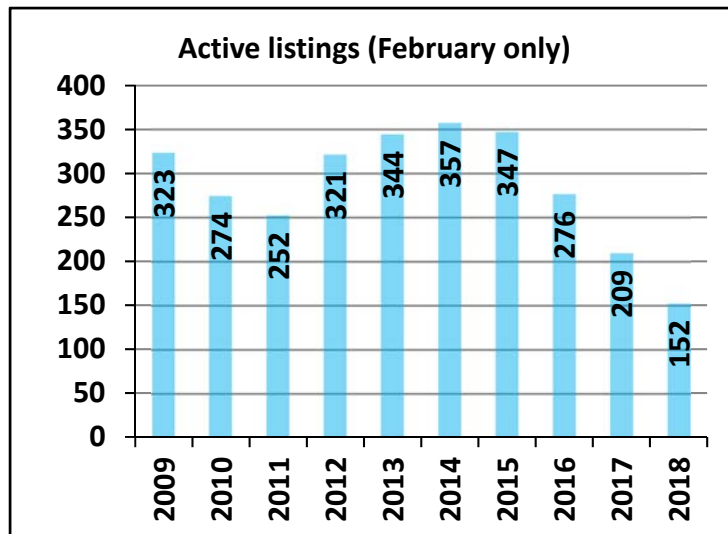
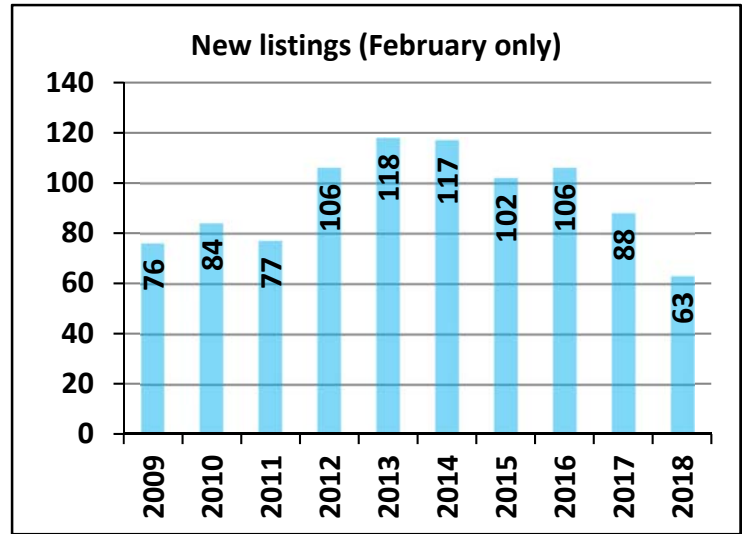
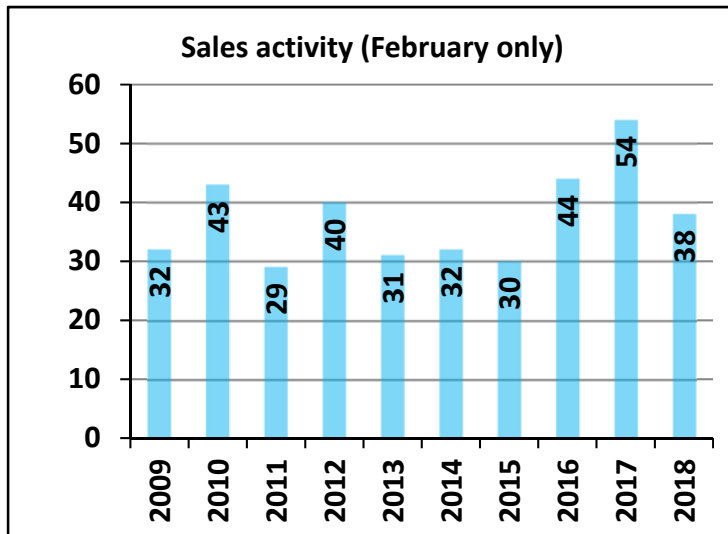
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

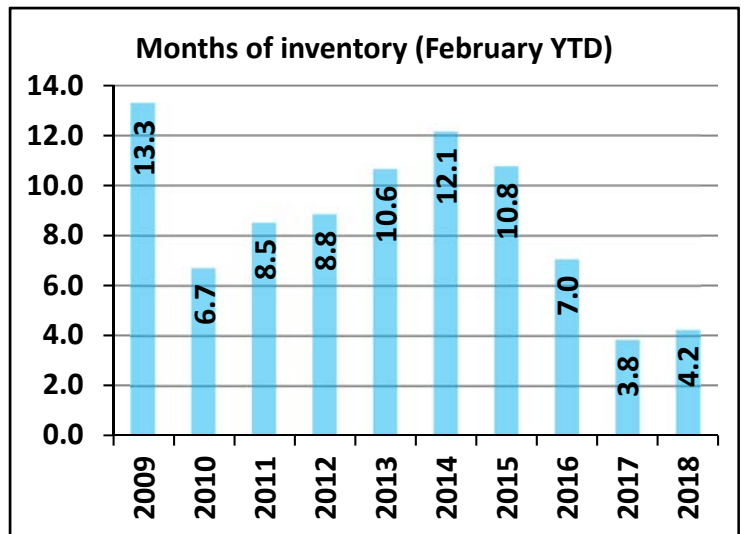
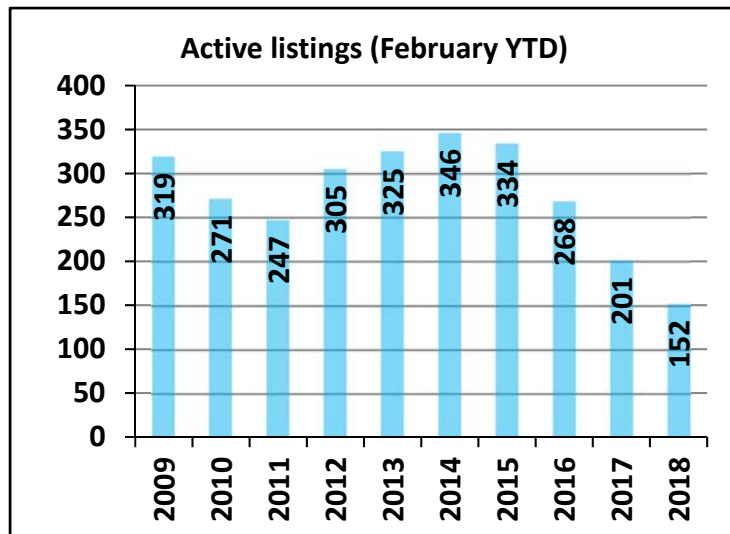
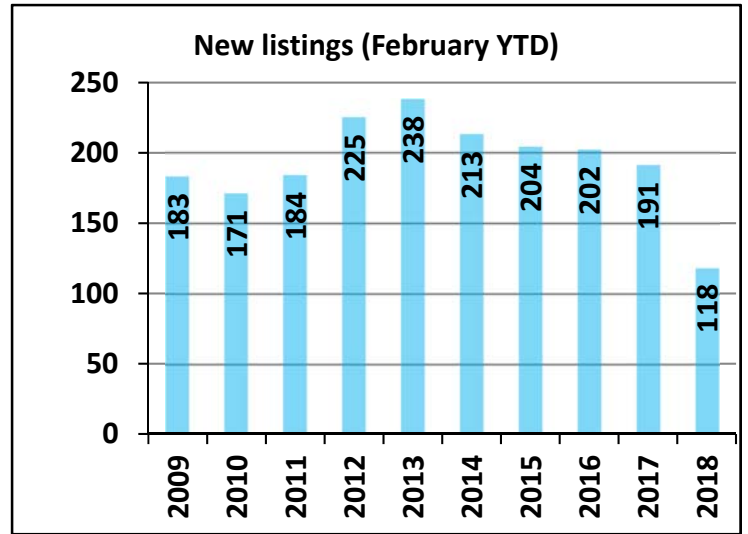
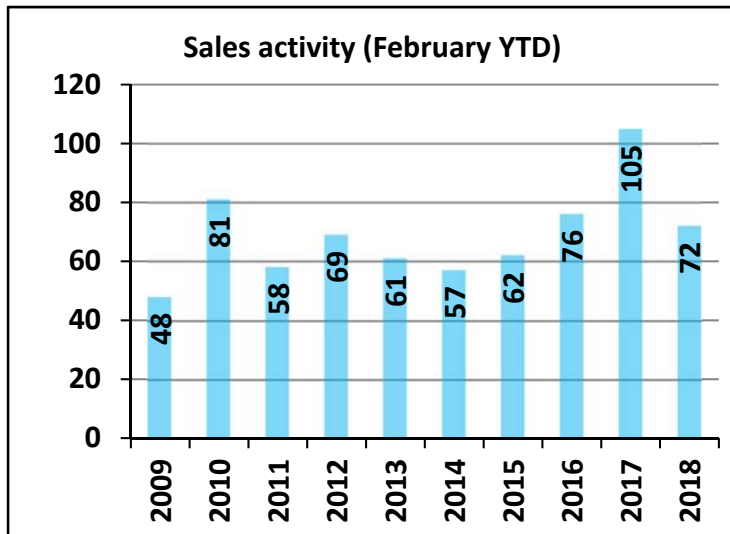
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017	February 2016	February 2015	February 2013	February 2011	February 2008
Sales Activity	38	-29.6	-13.6	26.7	22.6	31.0	-20.8
Dollar Volume	\$16,187,059	-21.3	-0.2	78.1	107.0	70.8	26.4
New Listings	63	-28.4	-40.6	-38.2	-46.6	-18.2	-23.2
Active Listings	152	-27.3	-44.9	-56.2	-55.8	-39.7	-40.4
Sales to New Listings Ratio ¹	60.3	61.4	41.5	29.4	26.3	37.7	58.5
Months of Inventory ²	4.0	3.9	6.3	11.6	11.1	8.7	5.3
Average Price	\$425,975	11.8	15.5	40.6	68.9	30.3	59.6

Year-to-date	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017 YTD	February 2016 YTD	February 2015 YTD	February 2013 YTD	February 2011 YTD	February 2008 YTD
Sales Activity	72	-31.4	-5.3	16.1	18.0	24.1	-10.0
Dollar Volume	\$30,914,369	-22.6	17.7	84.7	100.6	70.3	38.3
New Listings	118	-38.2	-41.6	-42.2	-50.4	-35.9	-38.9
Active Listings ³	152	-24.4	-43.3	-54.5	-53.2	-38.5	-39.7
Sales to New Listings Ratio ⁴	61.0	55.0	37.6	30.4	25.6	31.5	41.5
Months of Inventory ⁵	4.2	3.8	7.0	10.8	10.6	8.5	6.3
Average Price	\$429,366	12.9	24.3	59.0	70.0	37.2	53.6

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

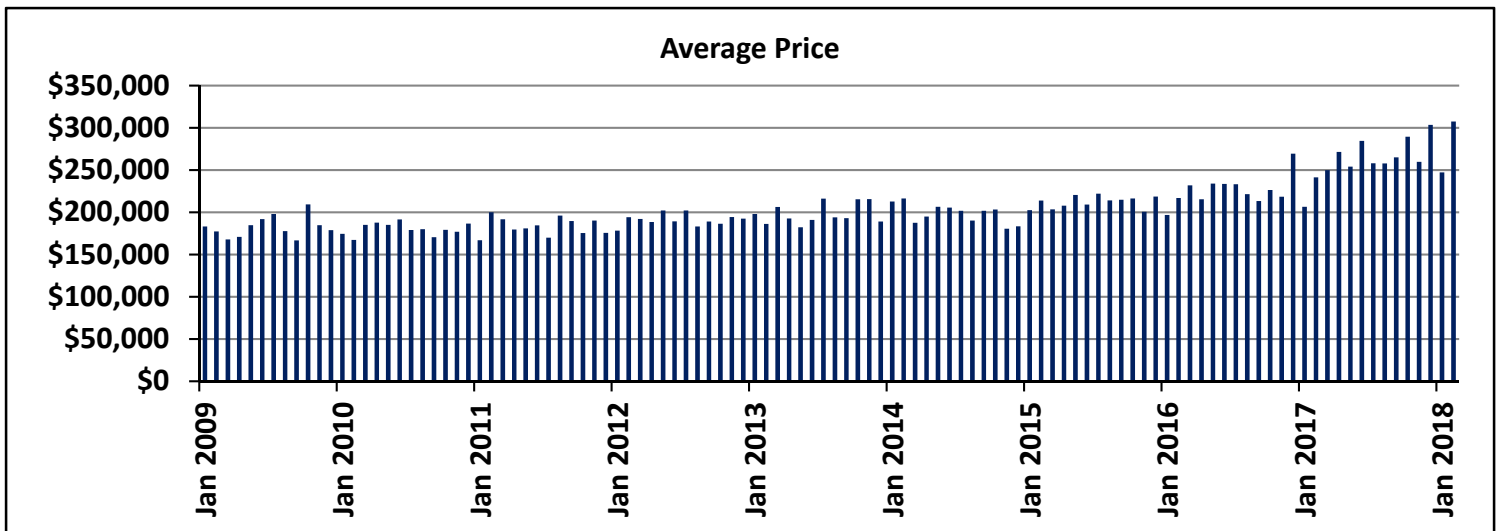
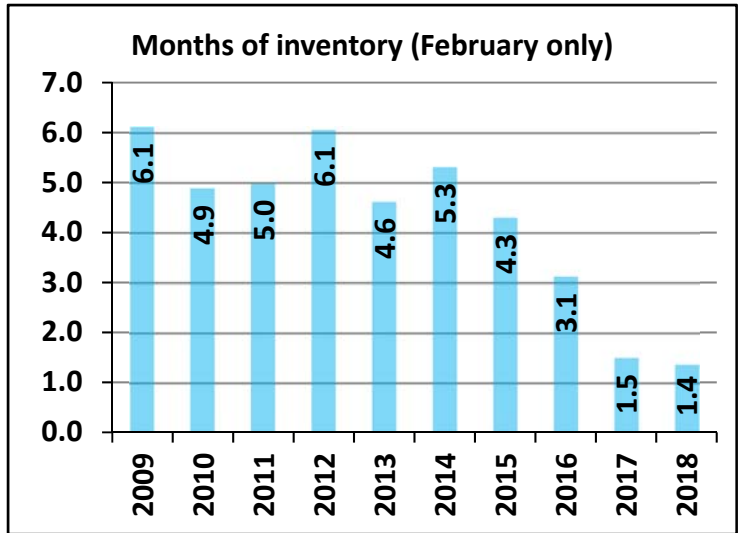
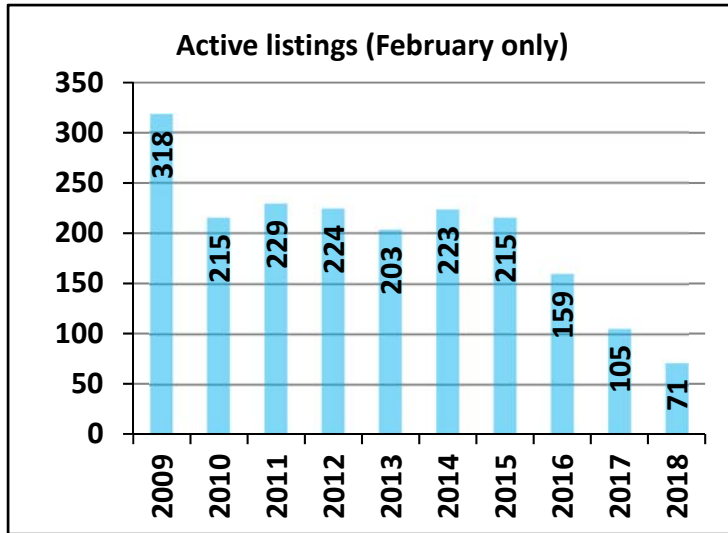
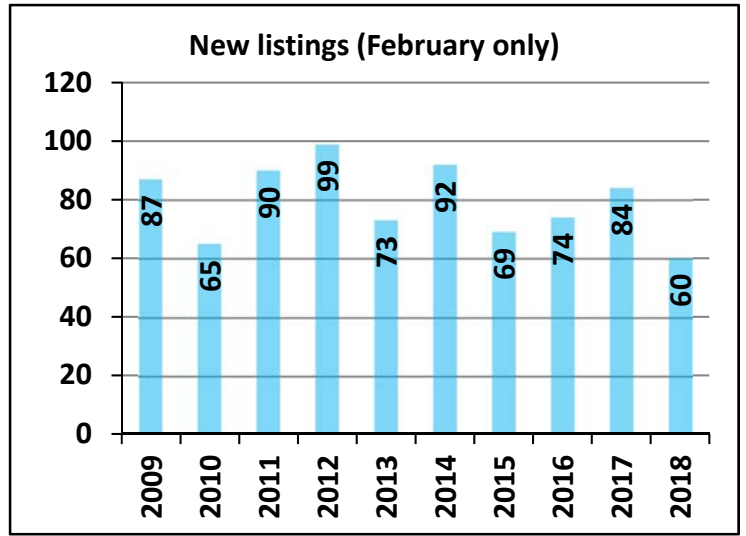
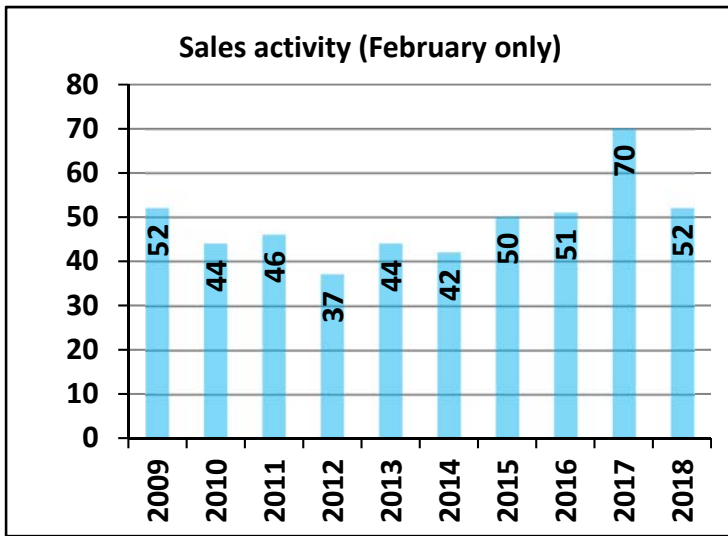
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

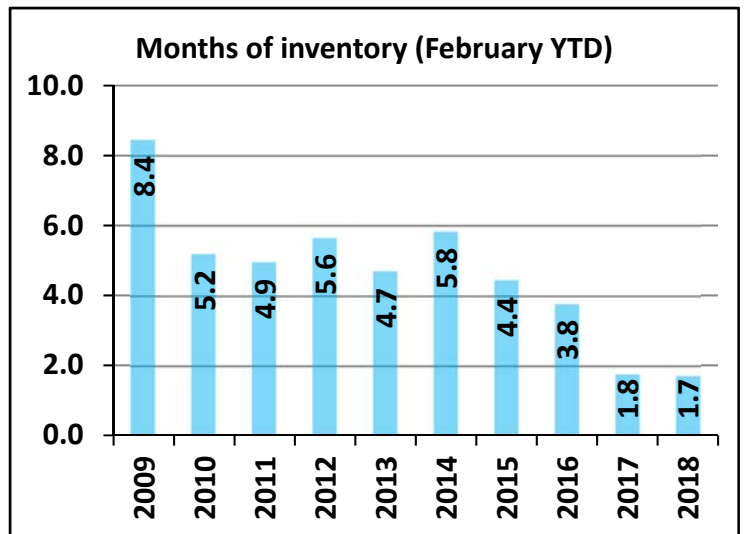
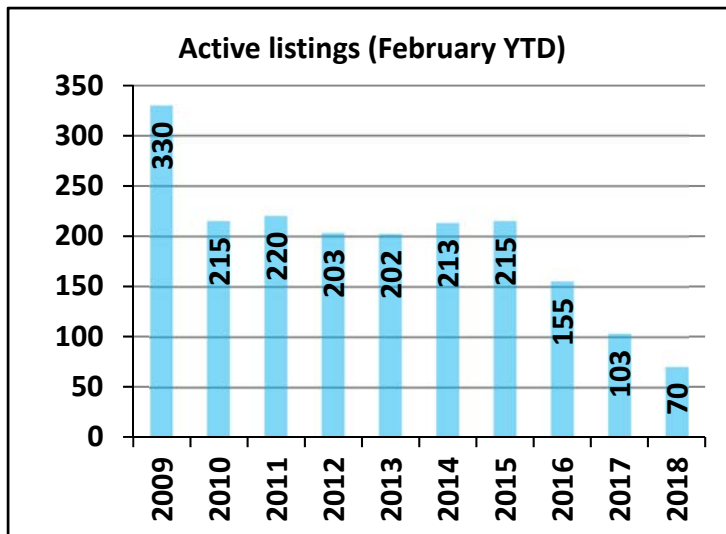
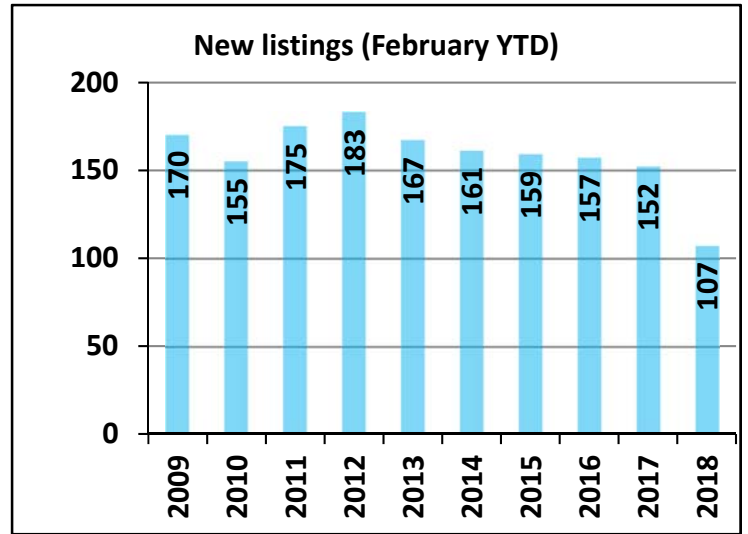
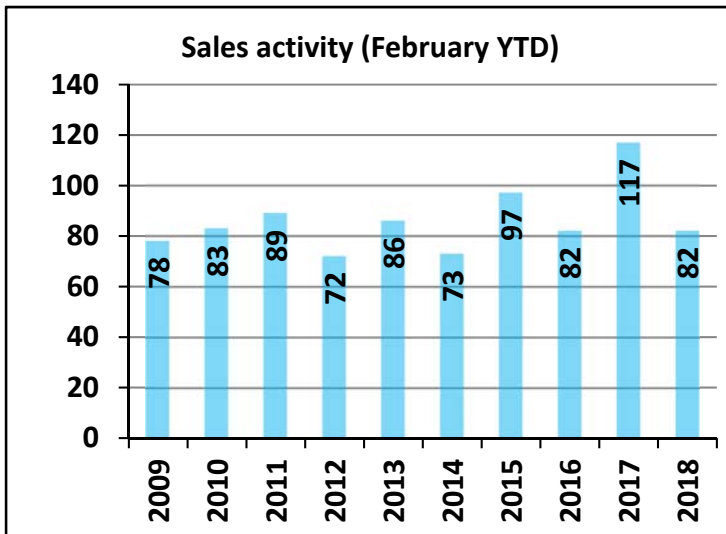
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017	February 2016	February 2015	February 2013	February 2011	February 2008
Sales Activity	52	-25.7	2.0	4.0	18.2	13.0	-7.1
Dollar Volume	\$15,983,916	-5.3	44.5	49.5	95.1	73.7	68.3
New Listings	60	-28.6	-18.9	-13.0	-17.8	-33.3	-10.4
Active Listings	71	-32.4	-55.3	-67.0	-65.0	-69.0	-64.7
Sales to New Listings Ratio ¹	86.7	83.3	68.9	72.5	60.3	51.1	83.6
Months of Inventory ²	1.4	1.5	3.1	4.3	4.6	5.0	3.6
Average Price	\$307,383	27.4	41.7	43.7	65.1	53.7	81.2

Year-to-date	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017 YTD	February 2016 YTD	February 2015 YTD	February 2013 YTD	February 2011 YTD	February 2008 YTD
Sales Activity	82	-29.9	0.0	-15.5	-4.7	-7.9	-10.9
Dollar Volume	\$23,397,966	-12.0	36.3	15.8	41.7	42.9	40.9
New Listings	107	-29.6	-31.8	-32.7	-35.9	-38.9	-31.0
Active Listings ³	70	-32.0	-54.8	-67.4	-65.3	-68.2	-65.5
Sales to New Listings Ratio ⁴	76.6	77.0	52.2	61.0	51.5	50.9	59.4
Months of Inventory ⁵	1.7	1.8	3.8	4.4	4.7	4.9	4.4
Average Price	\$285,341	25.6	36.3	37.0	48.7	55.1	58.1

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

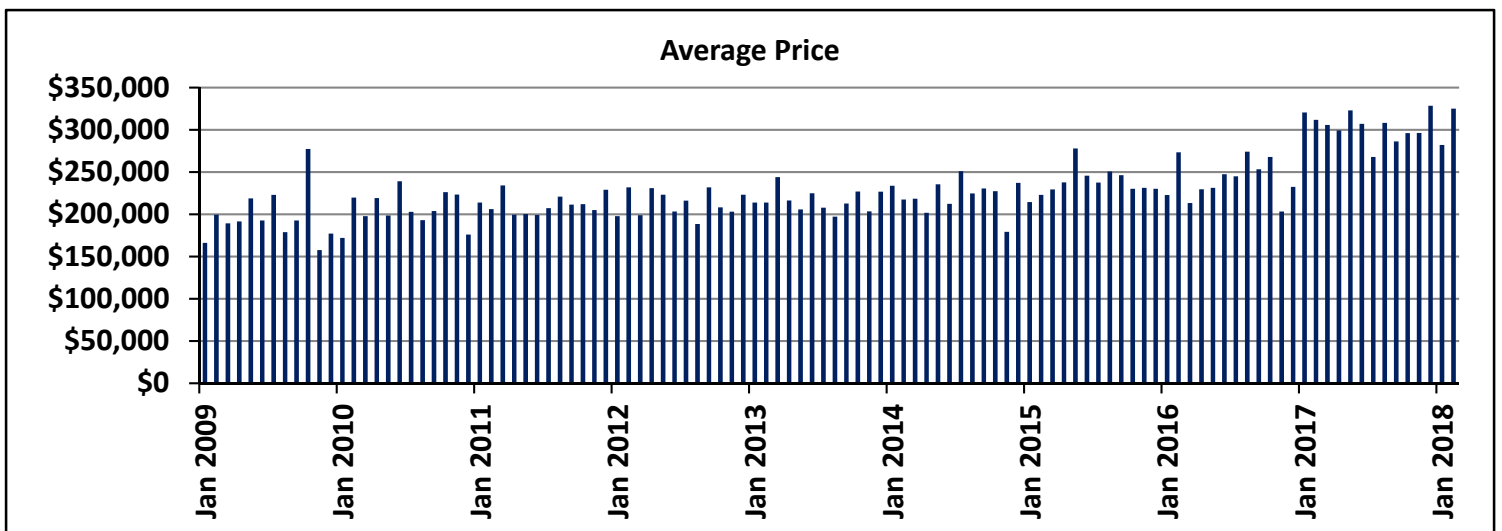
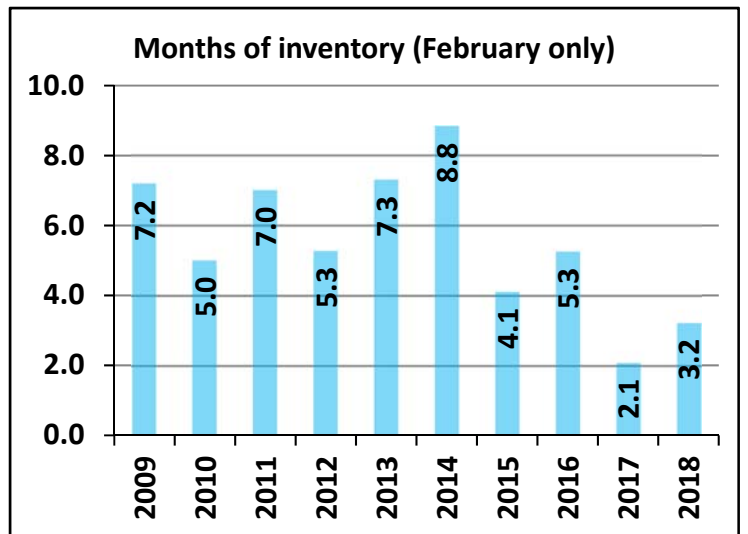
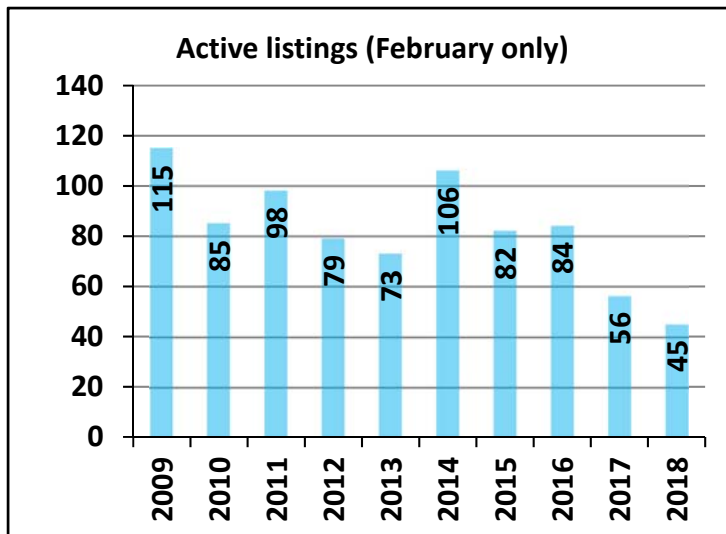
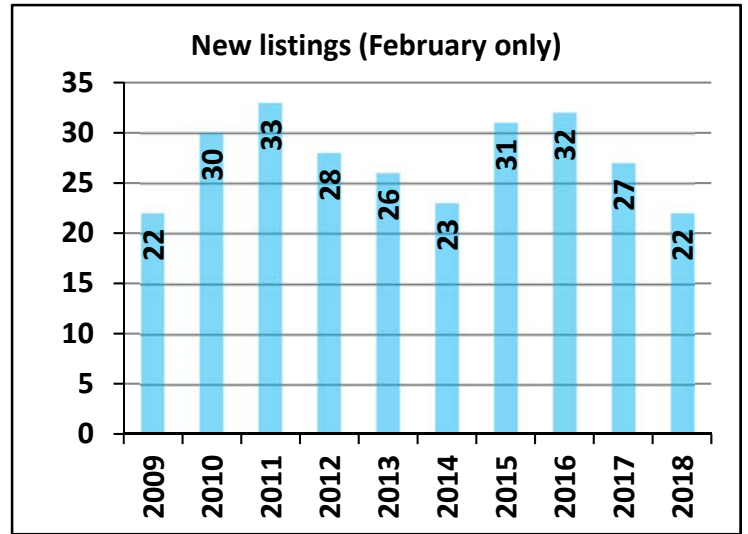
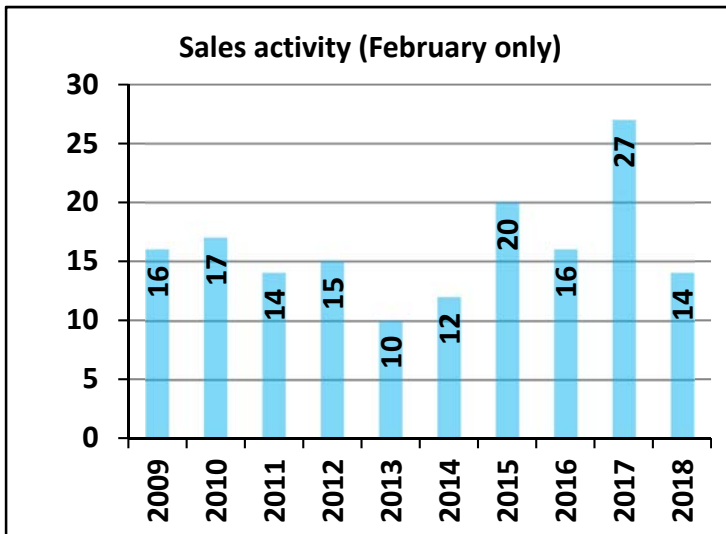
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

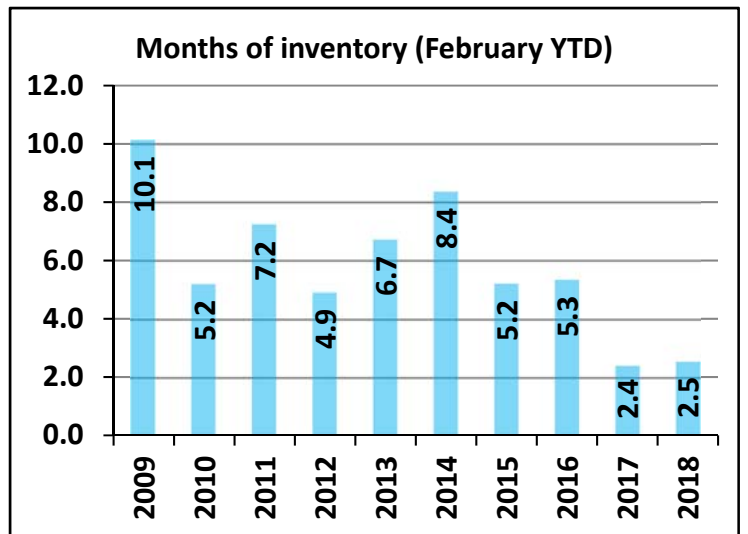
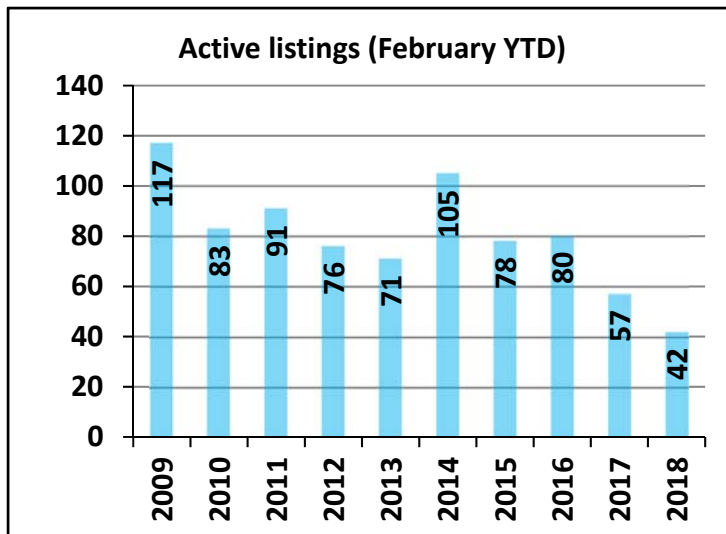
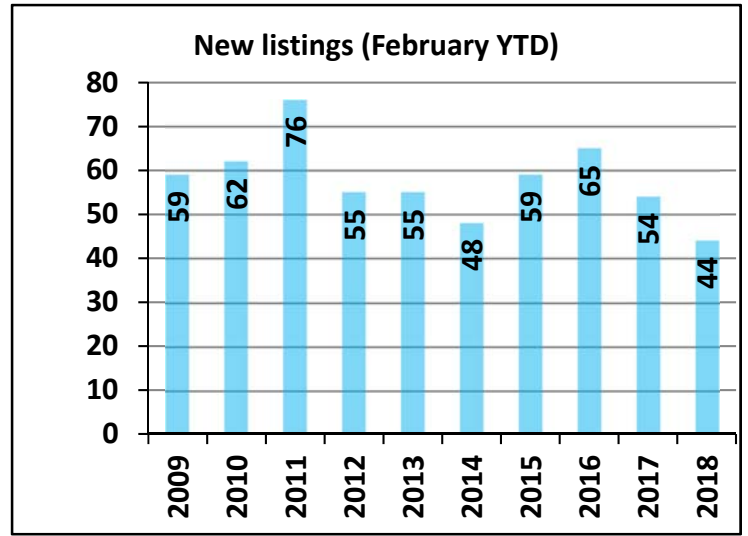
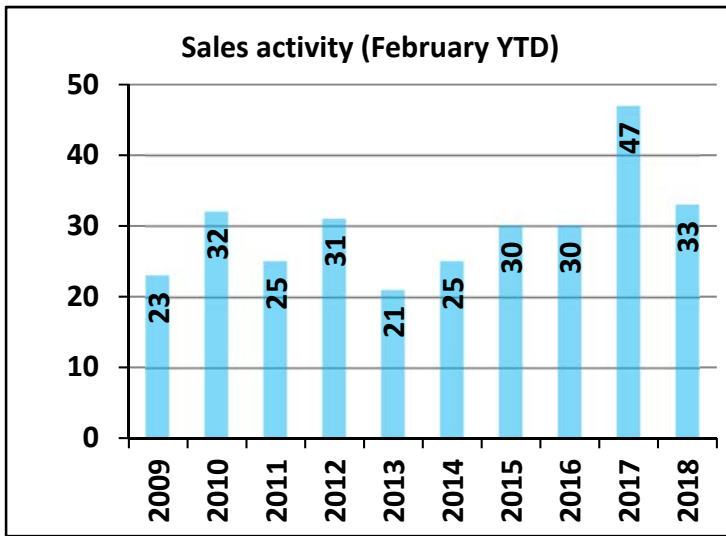
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017	February 2016	February 2015	February 2013	February 2011	February 2008
Sales Activity	14	-48.1	-12.5	-30.0	40.0	0.0	-17.6
Dollar Volume	\$4,551,003	-45.9	4.1	2.1	112.9	57.7	39.8
New Listings	22	-18.5	-31.3	-29.0	-15.4	-33.3	-33.3
Active Listings	45	-19.6	-46.4	-45.1	-38.4	-54.1	-50.0
Sales to New Listings Ratio ¹	63.6	100.0	50.0	64.5	38.5	42.4	51.5
Months of Inventory ²	3.2	2.1	5.3	4.1	7.3	7.0	5.3
Average Price	\$325,072	4.2	19.0	45.9	52.0	57.7	69.8

Year-to-date	February 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2017 YTD	February 2016 YTD	February 2015 YTD	February 2013 YTD	February 2011 YTD	February 2008 YTD
Sales Activity	33	-29.8	10.0	10.0	57.1	32.0	10.0
Dollar Volume	\$9,908,463	-33.2	32.3	50.1	120.6	89.2	74.2
New Listings	44	-18.5	-32.3	-25.4	-20.0	-42.1	-38.9
Active Listings ³	42	-26.3	-47.5	-46.2	-40.8	-53.8	-52.3
Sales to New Listings Ratio ⁴	75.0	87.0	46.2	50.8	38.2	32.9	41.7
Months of Inventory ⁵	2.5	2.4	5.3	5.2	6.7	7.2	5.9
Average Price	\$300,256	-4.8	20.3	36.5	40.4	43.3	58.4

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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