



Residential Market Activity

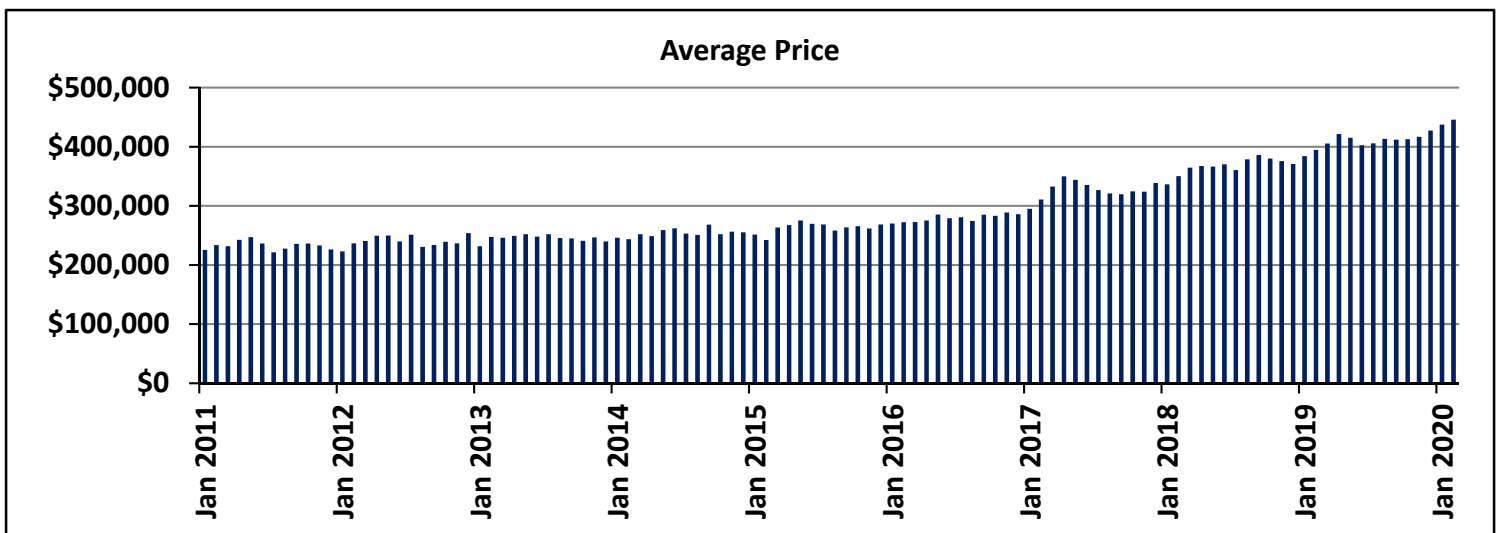
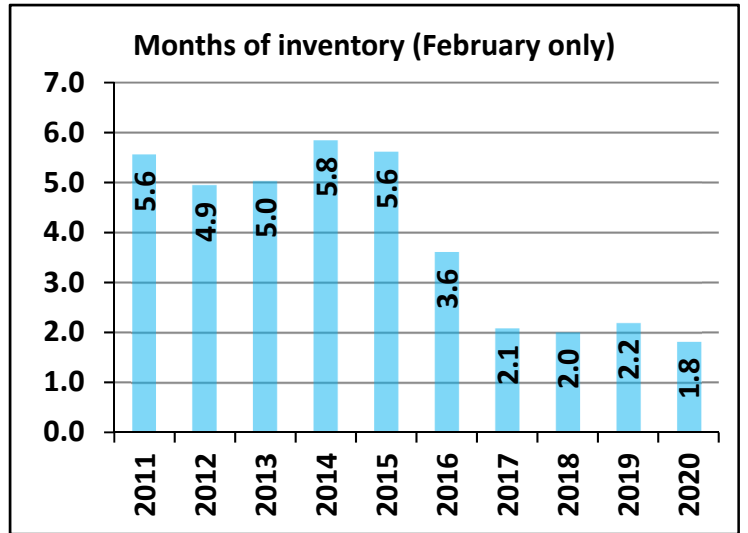
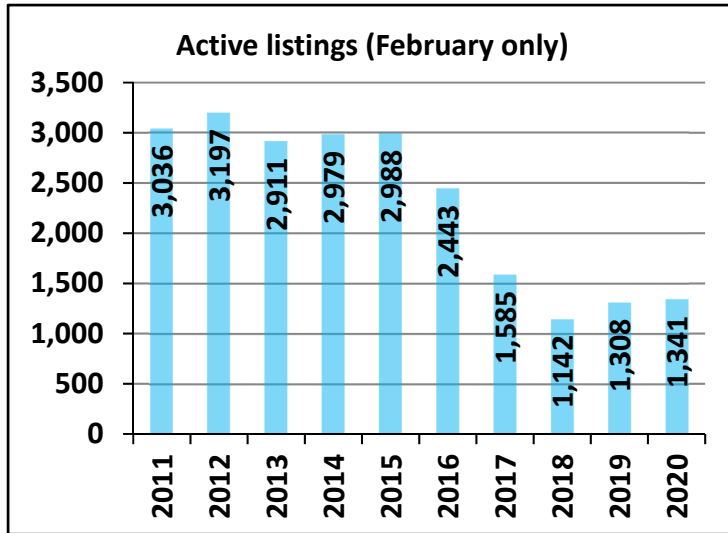
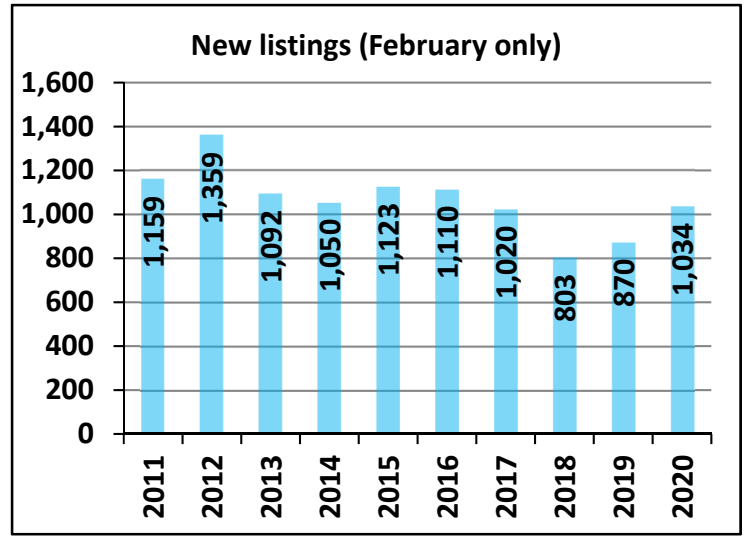
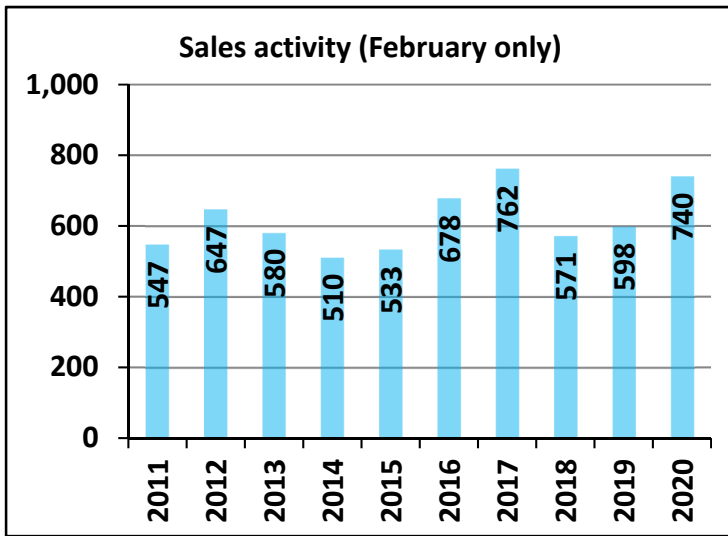
February 2020



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

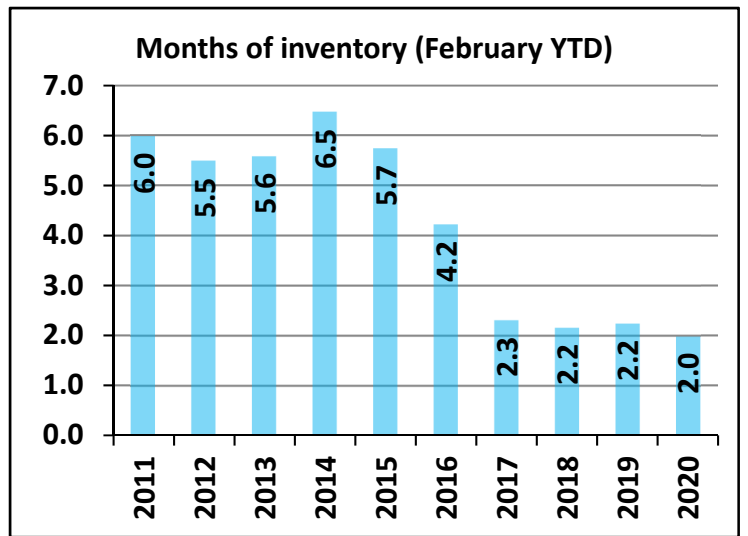
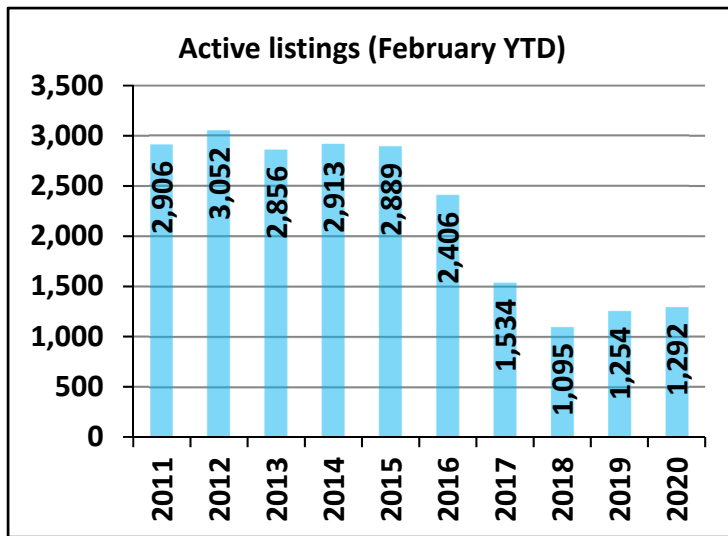
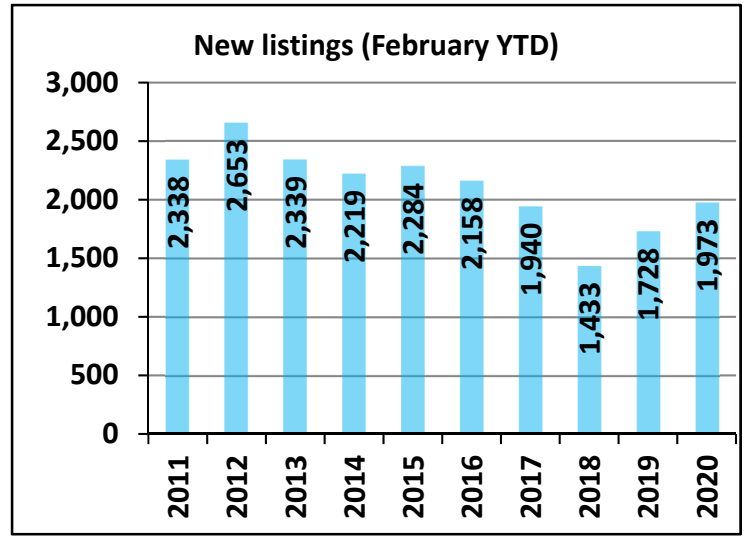
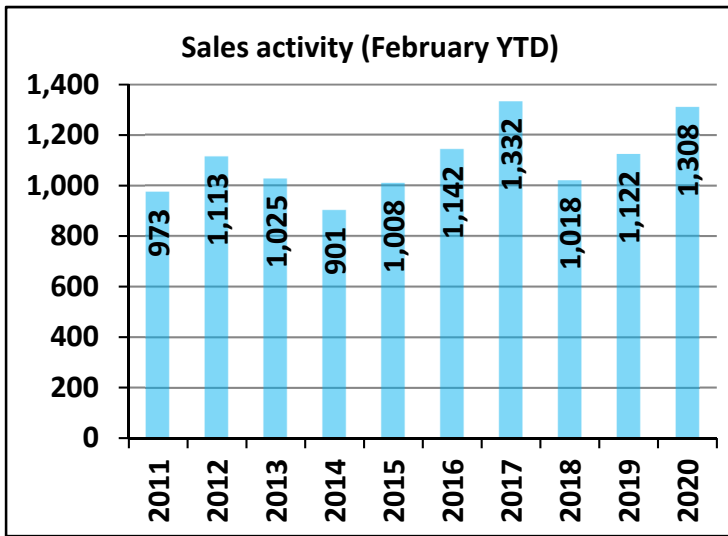
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	740	23.7	29.6	-2.9	38.8	27.6	22.3
Dollar Volume	\$329,696,213	39.8	64.9	39.3	155.4	129.9	145.3
New Listings	1,034	18.9	28.8	1.4	-7.9	-5.3	-9.3
Active Listings	1,341	2.5	17.4	-15.4	-55.1	-53.9	-51.2
Sales to New Listings Ratio¹	71.6	68.7	71.1	74.7	47.5	53.1	53.1
Months of Inventory²	1.8	2.2	2.0	2.1	5.6	5.0	4.5
Average Price	\$445,535	13.0	27.3	43.4	83.9	80.2	100.5

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	1,308	16.6	28.5	-1.8	29.8	27.6	20.1
Dollar Volume	\$578,024,388	32.3	65.0	42.8	132.6	134.5	138.0
New Listings	1,973	14.2	37.7	1.7	-13.6	-15.6	-11.3
Active Listings³	1,292	3.0	18.0	-15.8	-55.3	-54.8	-51.0
Sales to New Listings Ratio⁴	66.3	64.9	71.0	68.7	44.1	43.8	49.0
Months of Inventory⁵	2.0	2.2	2.2	2.3	5.7	5.6	4.8
Average Price	\$441,915	13.5	28.4	45.4	79.2	83.8	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

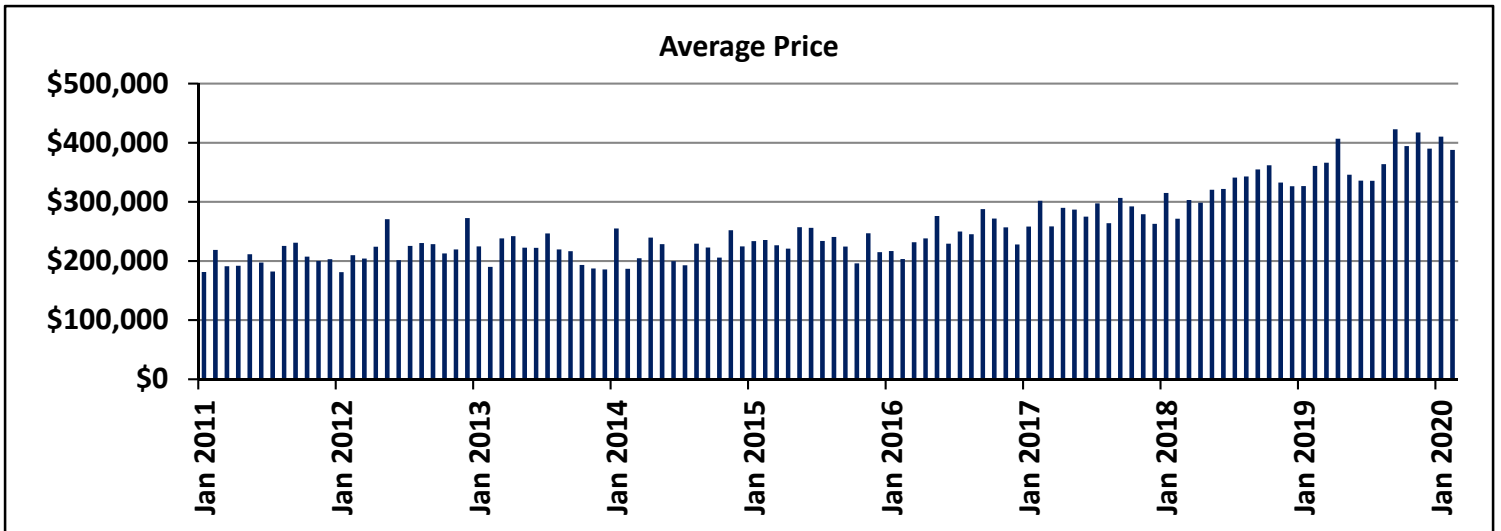
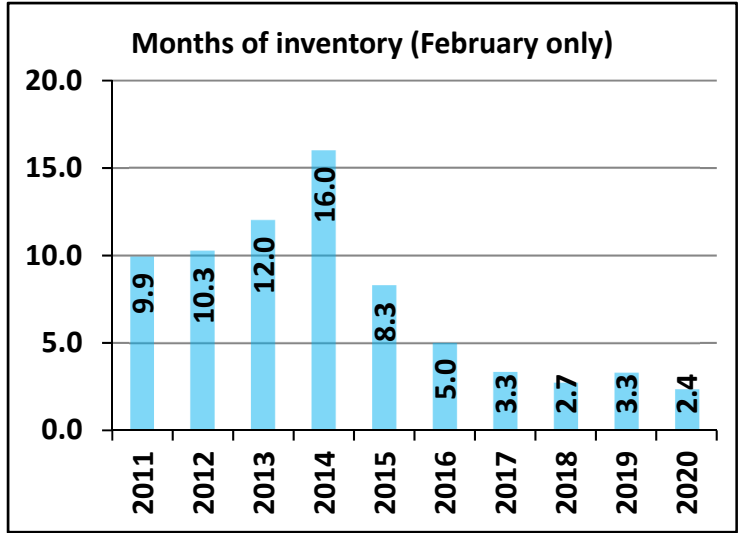
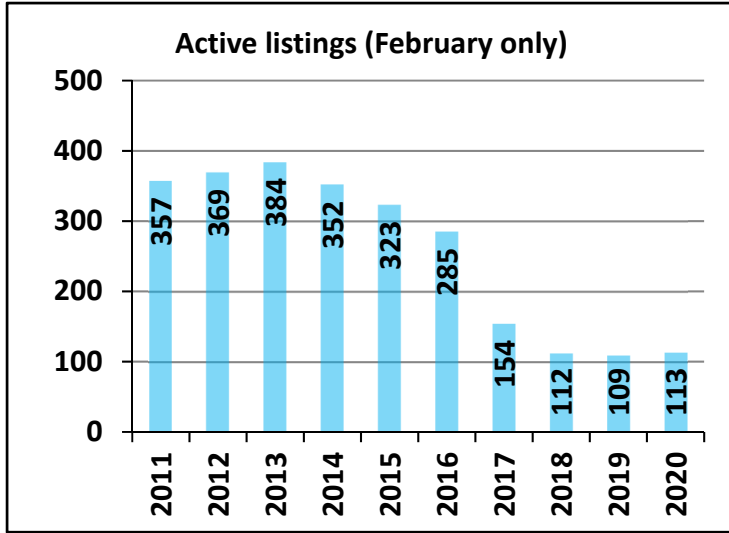
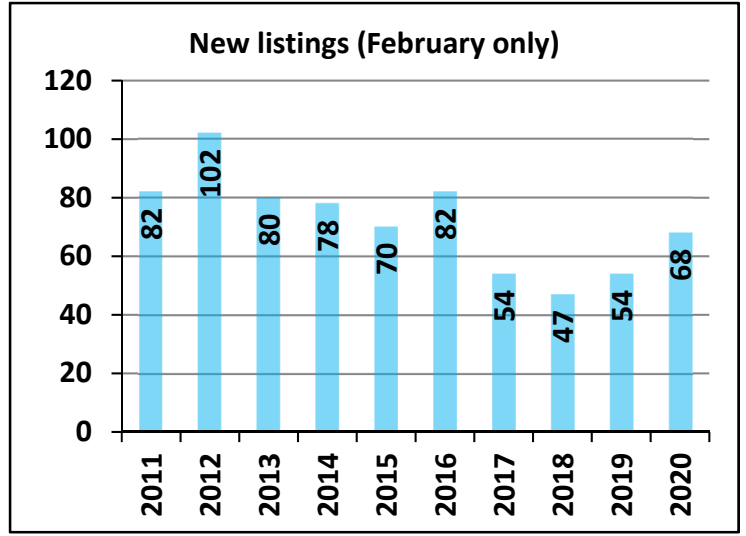
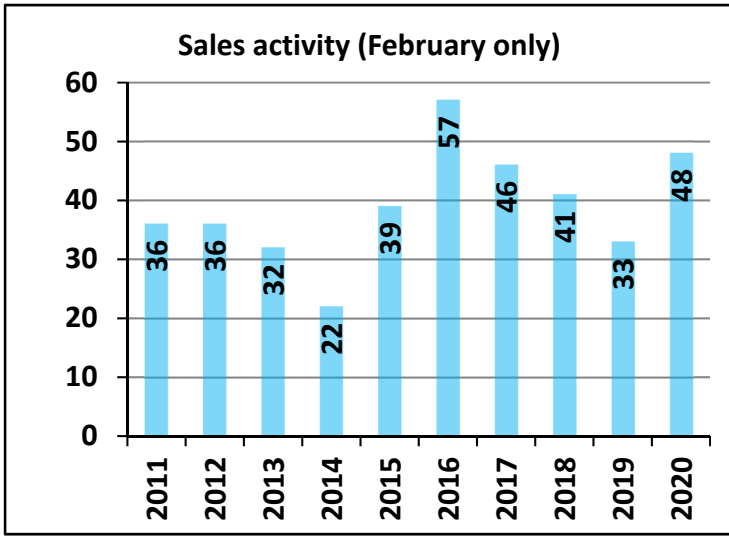
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

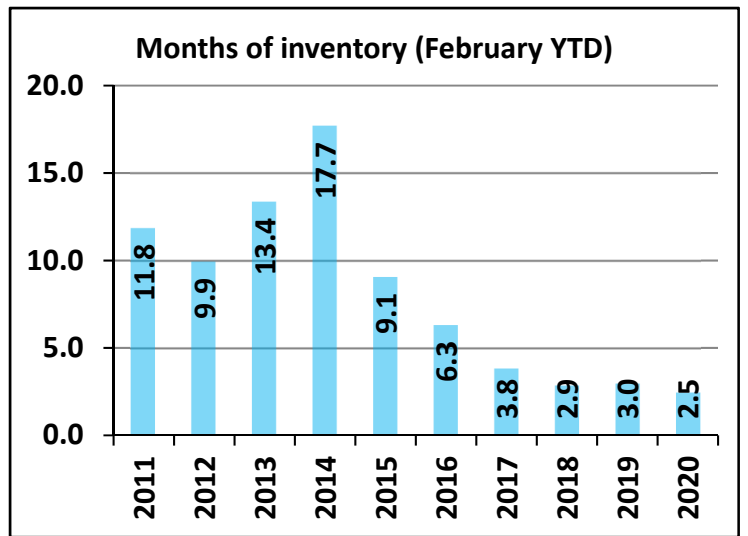
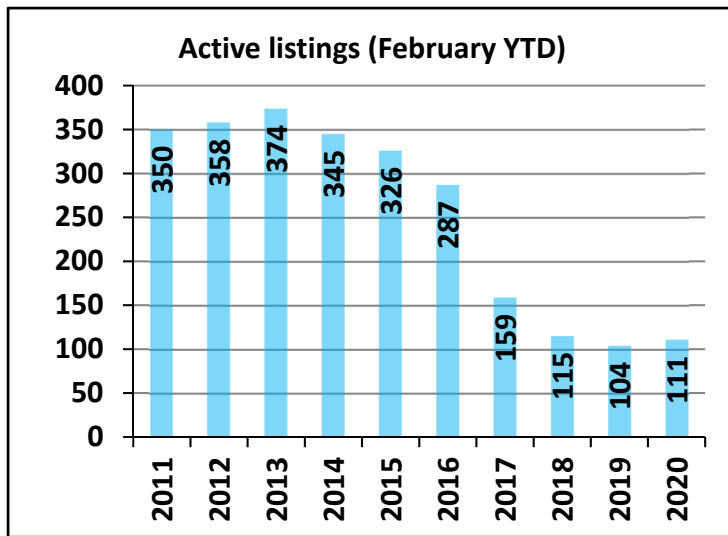
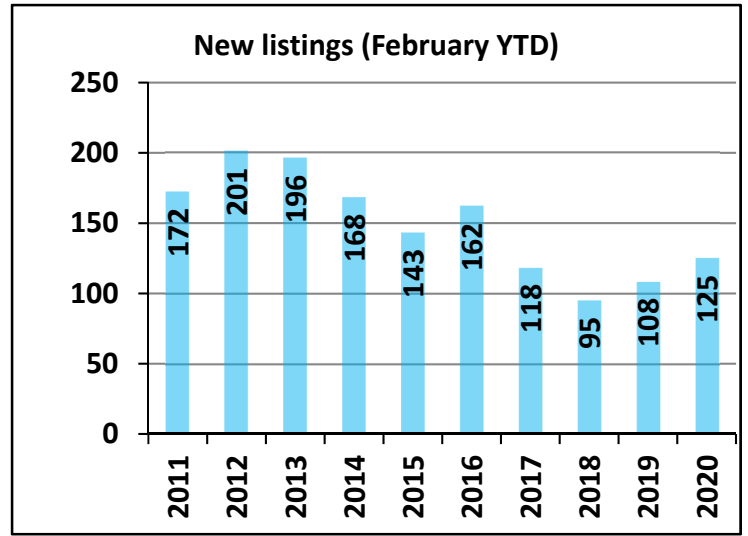
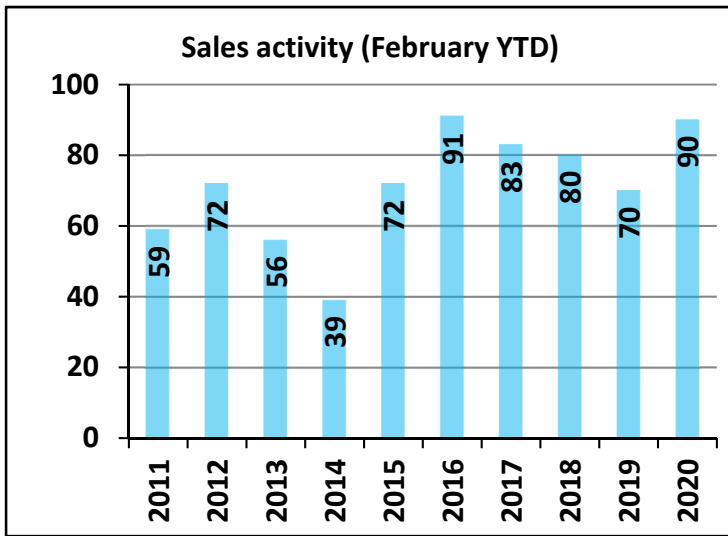
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	48	45.5	17.1	4.3	23.1	50.0	45.5
Dollar Volume	\$18,614,409	56.3	67.4	34.1	102.8	206.1	171.3
New Listings	68	25.9	44.7	25.9	-2.9	-15.0	-40.4
Active Listings	113	3.7	0.9	-26.6	-65.0	-70.6	-72.0
Sales to New Listings Ratio¹	70.6	61.1	87.2	85.2	55.7	40.0	28.9
Months of Inventory²	2.4	3.3	2.7	3.3	8.3	12.0	12.2
Average Price	\$387,800	7.5	42.9	28.5	64.8	104.1	86.5

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	90	28.6	12.5	8.4	25.0	60.7	16.9
Dollar Volume	\$35,847,609	49.4	53.1	53.0	112.3	212.5	127.1
New Listings	125	15.7	31.6	5.9	-12.6	-36.2	-44.4
Active Listings³	111	6.7	-3.5	-30.2	-66.0	-70.3	-70.8
Sales to New Listings Ratio⁴	72.0	64.8	84.2	70.3	50.3	28.6	34.2
Months of Inventory⁵	2.5	3.0	2.9	3.8	9.1	13.4	9.9
Average Price	\$398,307	16.2	36.1	41.1	69.9	94.5	94.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

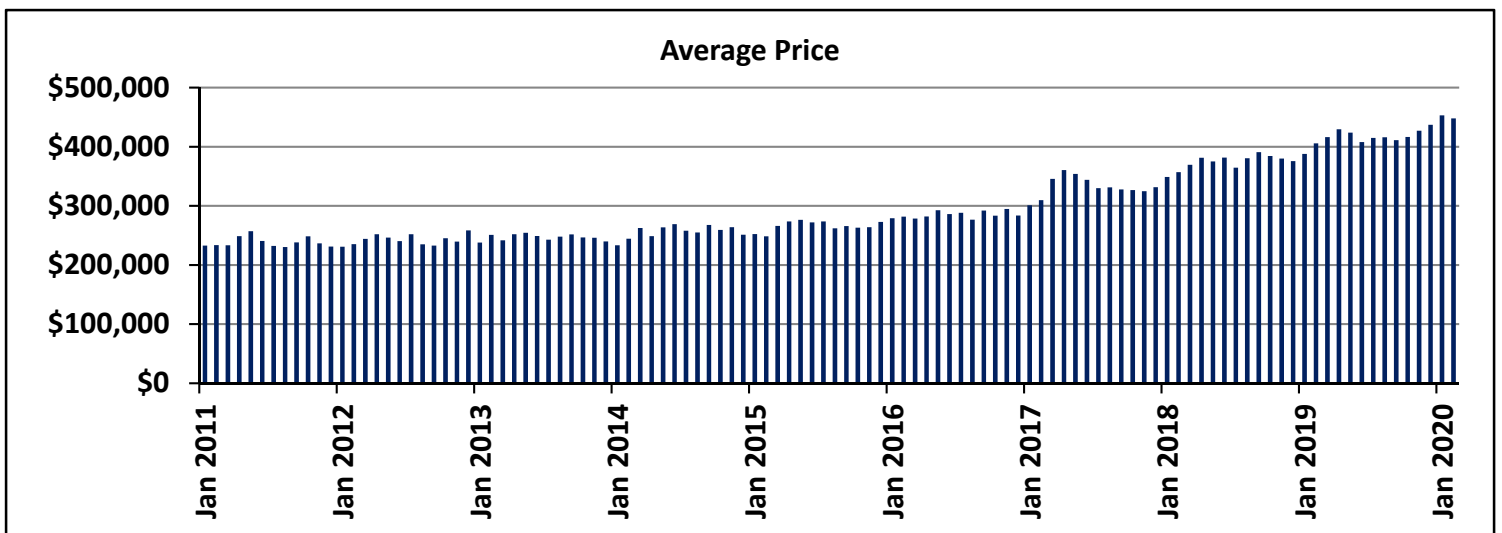
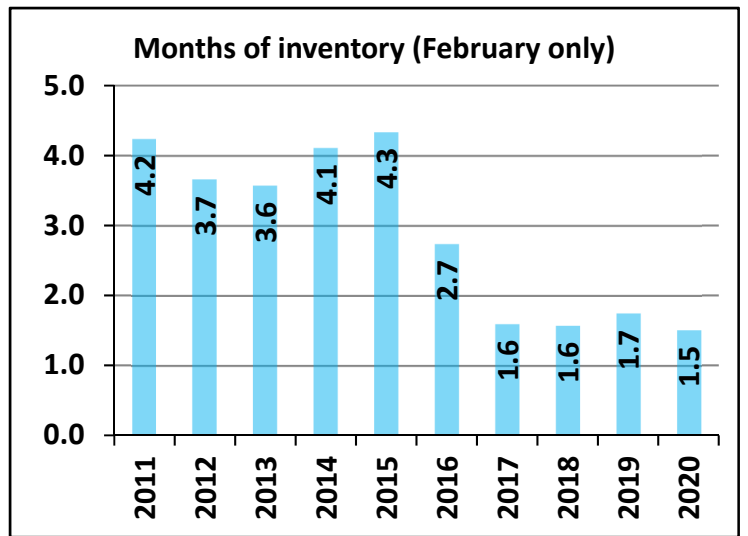
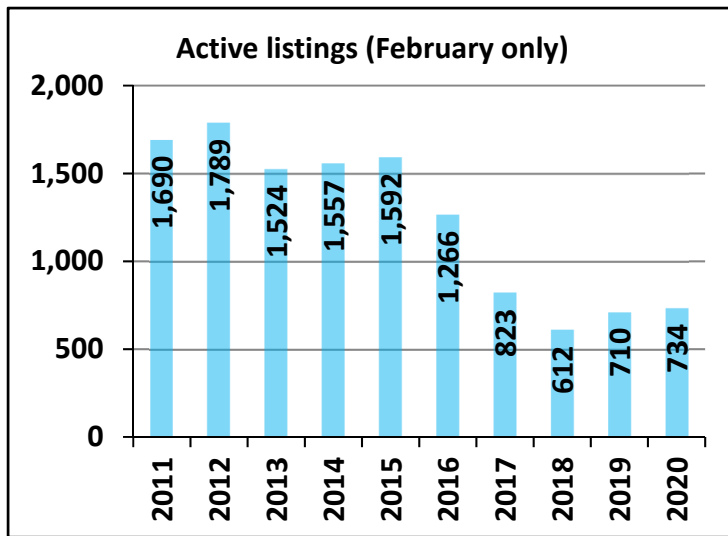
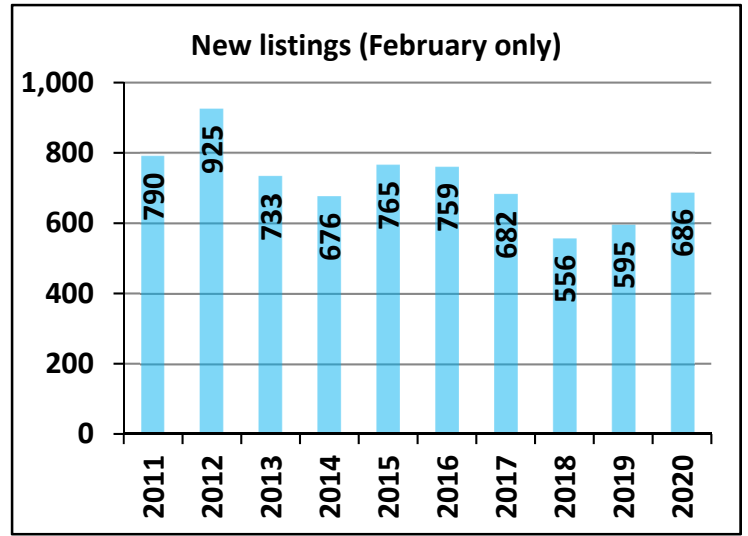
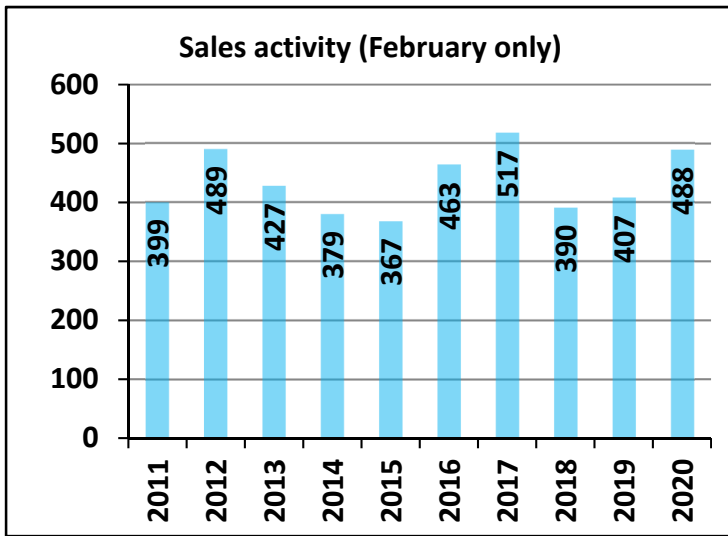
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

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

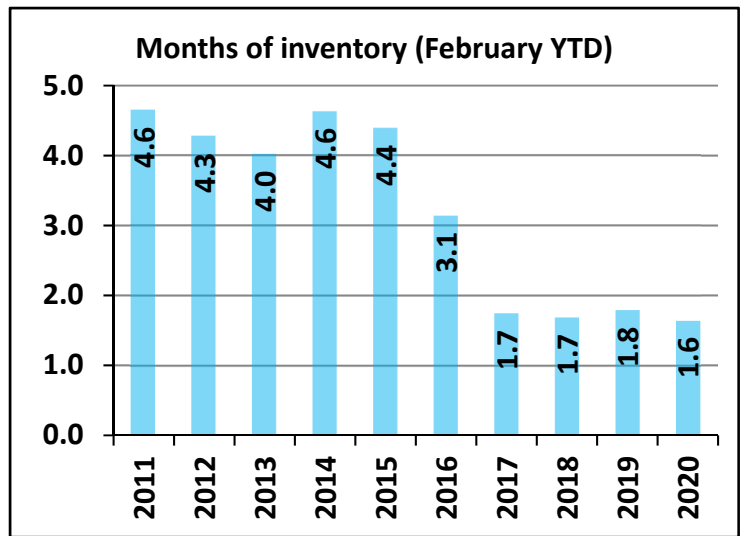
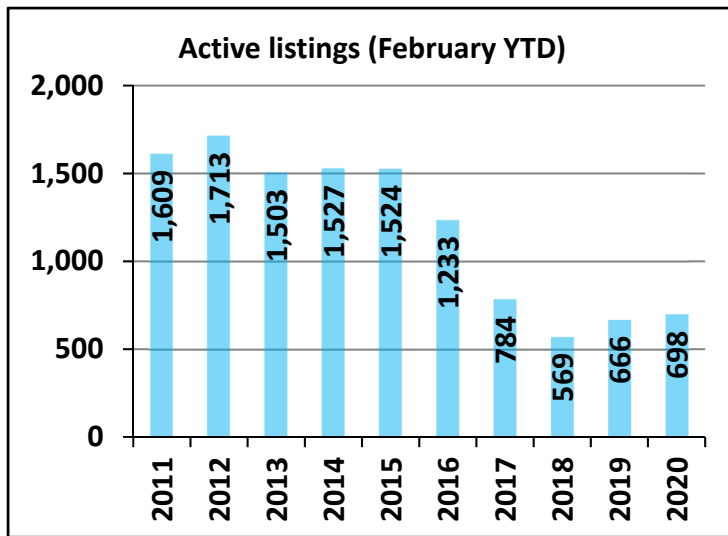
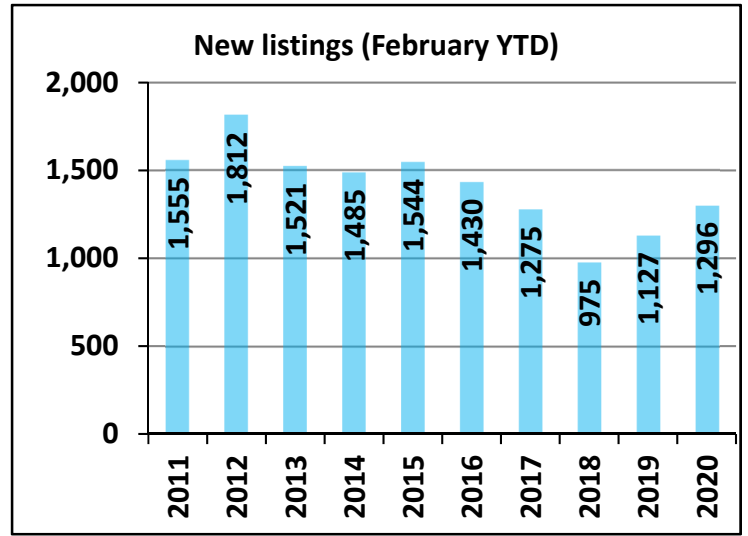
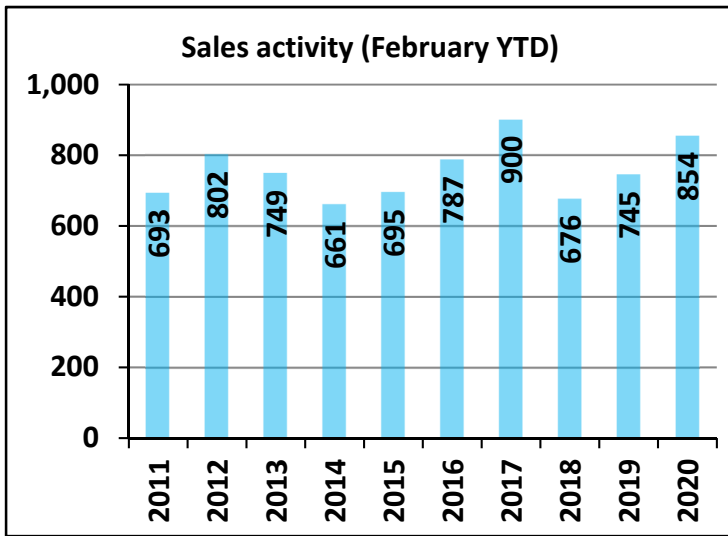
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	488	19.9	25.1	-5.6	33.0	14.3	11.4
Dollar Volume	\$218,555,726	32.4	57.0	36.6	139.9	104.0	120.5
New Listings	686	15.3	23.4	0.6	-10.3	-6.4	-9.0
Active Listings	734	3.4	19.9	-10.8	-53.9	-51.8	-47.7
Sales to New Listings Ratio¹	71.1	68.4	70.1	75.8	48.0	58.3	58.1
Months of Inventory²	1.5	1.7	1.6	1.6	4.3	3.6	3.2
Average Price	\$447,860	10.4	25.5	44.7	80.4	78.5	97.9

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	854	14.6	26.3	-5.1	22.9	14.0	12.4
Dollar Volume	\$384,326,050	29.8	60.8	39.6	121.1	109.2	123.4
New Listings	1,296	15.0	32.9	1.6	-16.1	-14.8	-10.3
Active Listings³	698	4.8	22.7	-11.0	-54.2	-53.6	-48.3
Sales to New Listings Ratio⁴	65.9	66.1	69.3	70.6	45.0	49.2	52.6
Months of Inventory⁵	1.6	1.8	1.7	1.7	4.4	4.0	3.6
Average Price	\$450,031	13.2	27.3	47.1	79.9	83.5	98.8

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

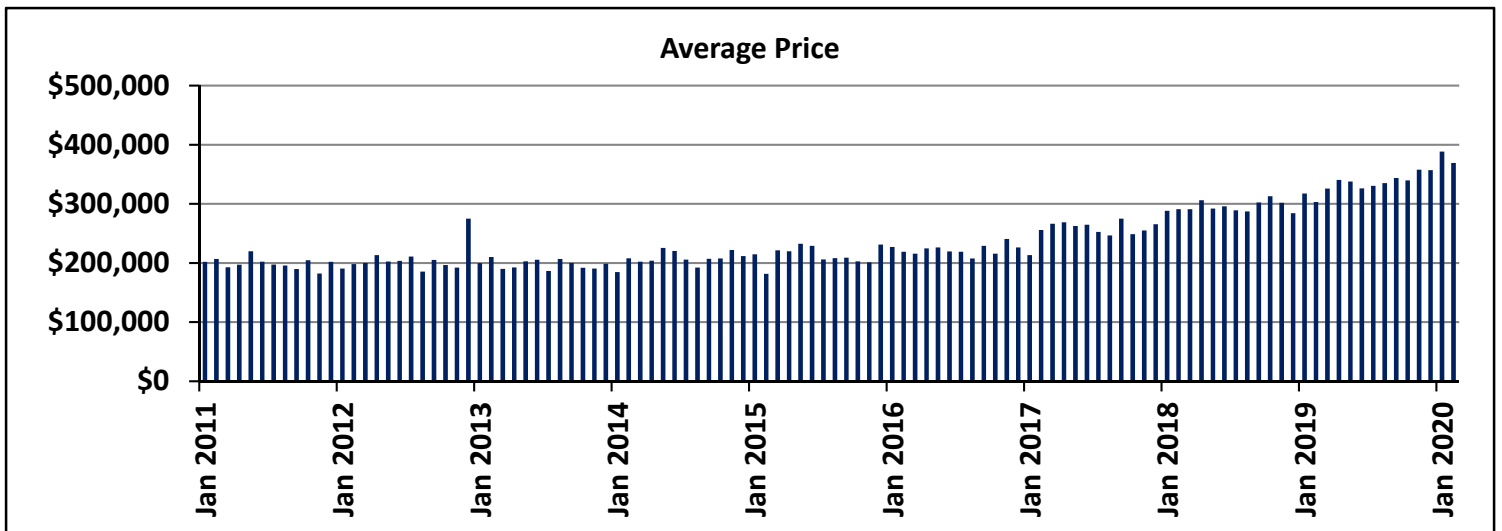
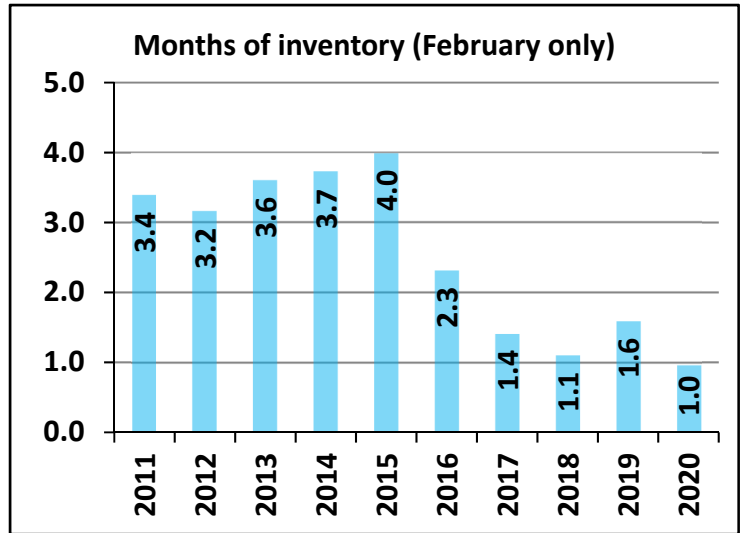
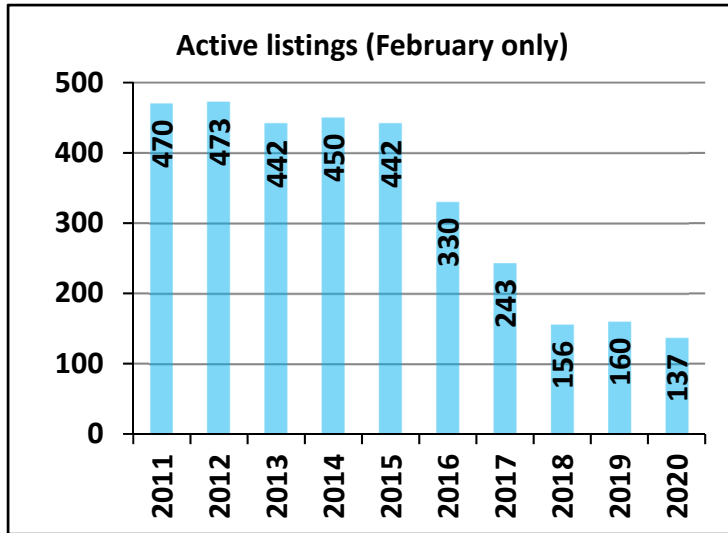
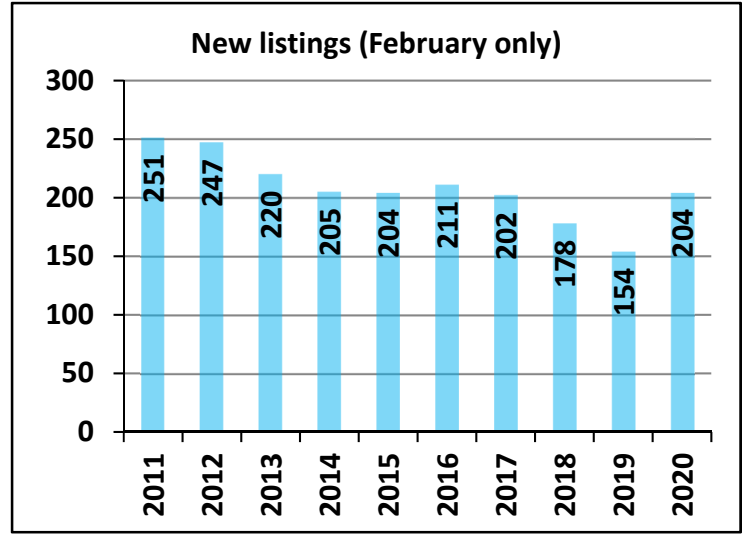
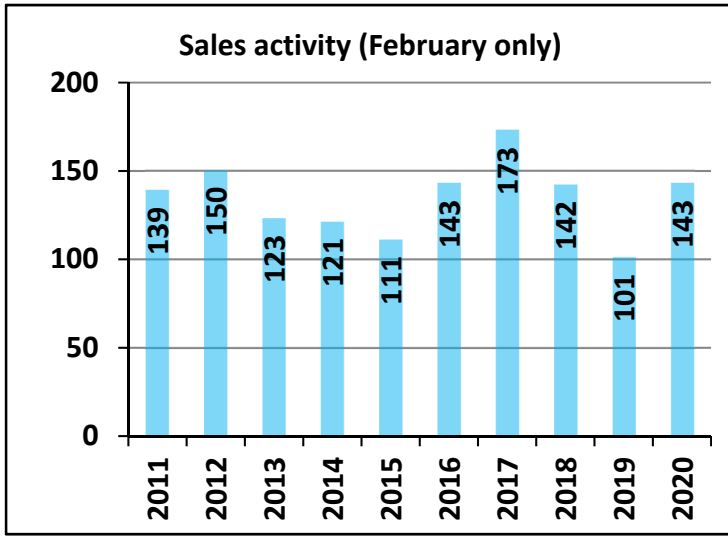
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

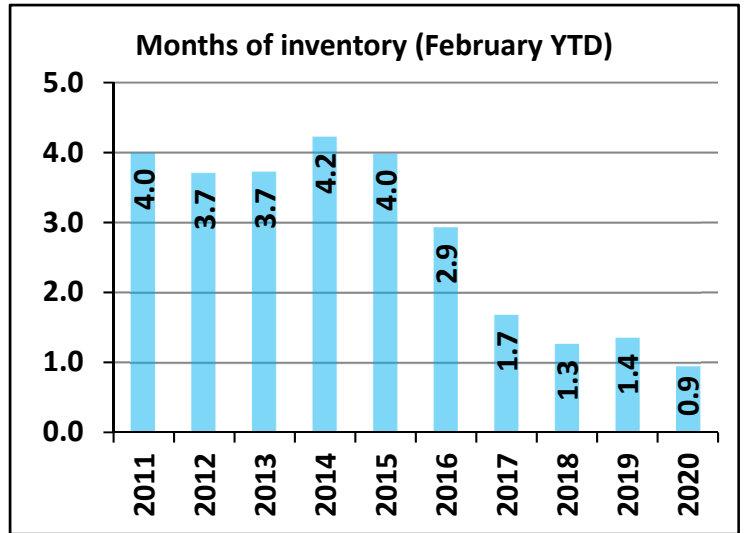
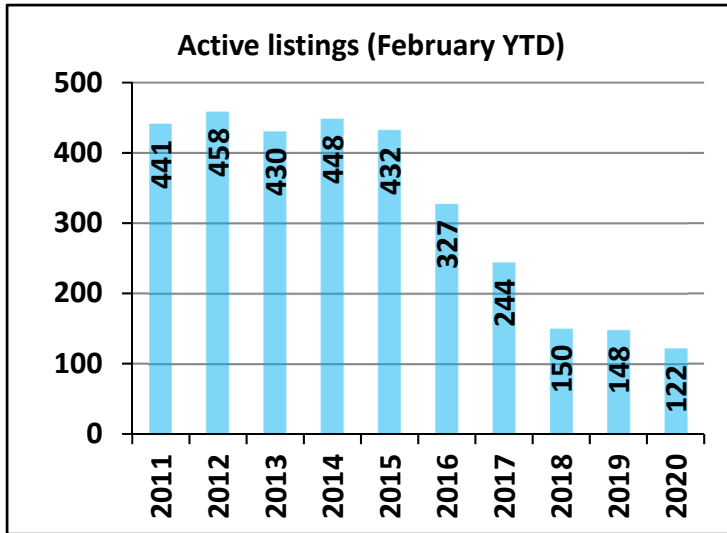
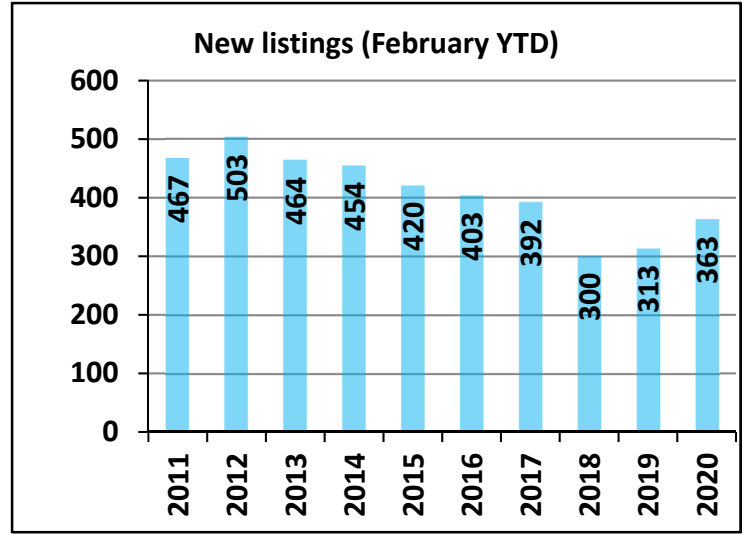
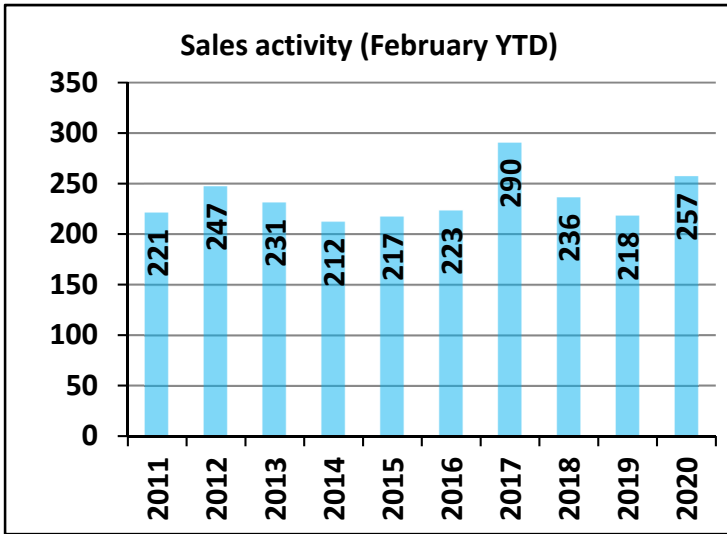
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	143	41.6	0.7	-17.3	28.8	16.3	7.5
Dollar Volume	\$52,780,479	72.5	27.7	19.3	161.9	104.4	106.0
New Listings	204	32.5	14.6	1.0	0.0	-7.3	-15.4
Active Listings	137	-14.4	-12.2	-43.6	-69.0	-69.0	-63.6
Sales to New Listings Ratio¹	70.1	65.6	79.8	85.6	54.4	55.9	55.2
Months of Inventory²	1.0	1.6	1.1	1.4	4.0	3.6	2.8
Average Price	\$369,094	21.8	26.9	44.3	103.3	75.8	91.6

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	257	17.9	8.9	-11.4	18.4	11.3	10.3
Dollar Volume	\$97,030,864	43.3	41.8	40.3	126.2	104.8	129.3
New Listings	363	16.0	21.0	-7.4	-13.6	-21.8	-15.2
Active Listings³	122	-17.6	-18.7	-50.0	-71.8	-71.6	-66.1
Sales to New Listings Ratio⁴	70.8	69.6	78.7	74.0	51.7	49.8	54.4
Months of Inventory⁵	0.9	1.4	1.3	1.7	4.0	3.7	3.1
Average Price	\$377,552	21.5	30.2	58.3	91.0	84.1	107.9

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

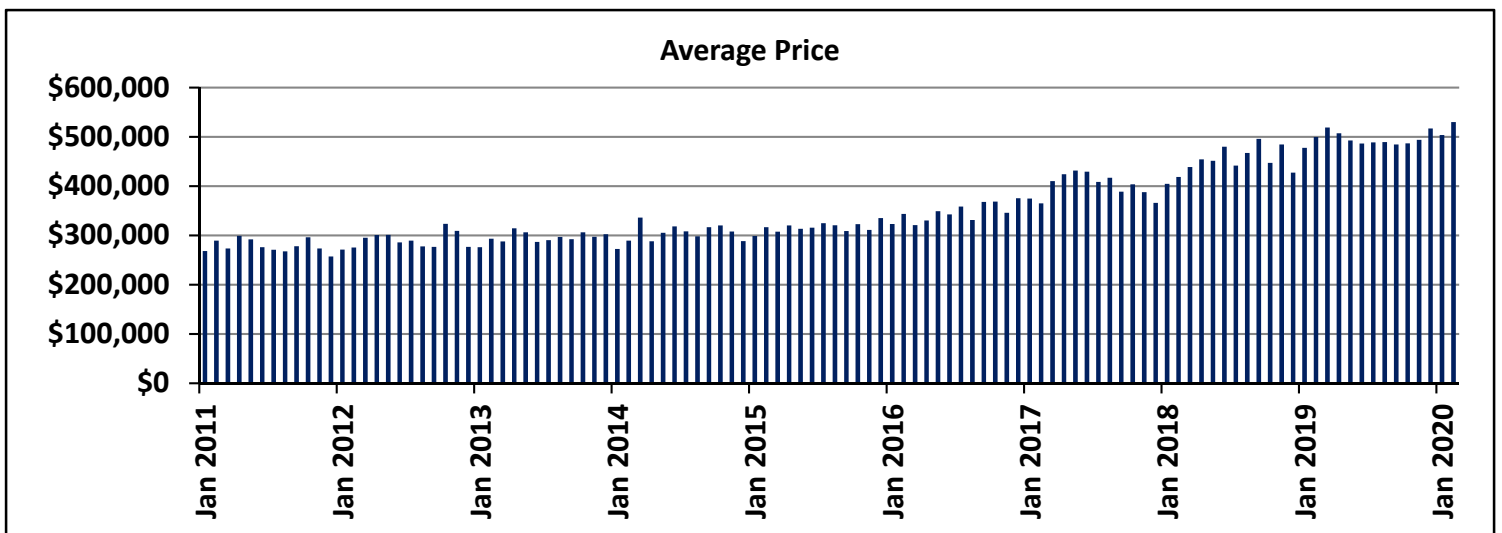
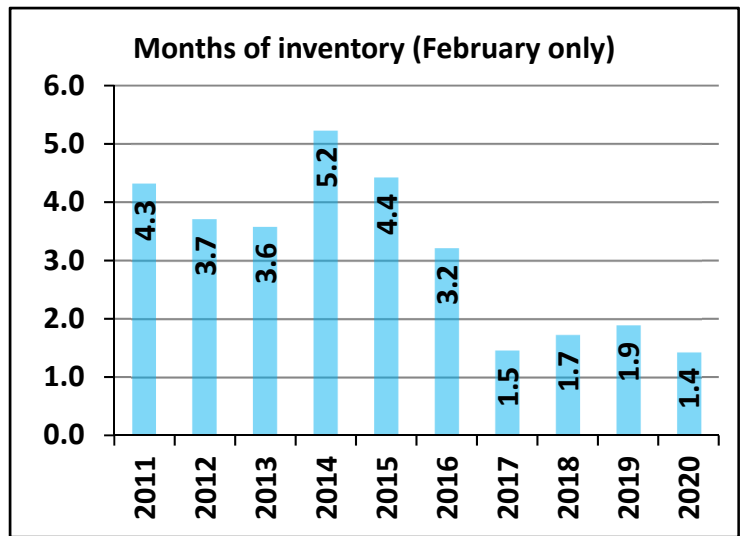
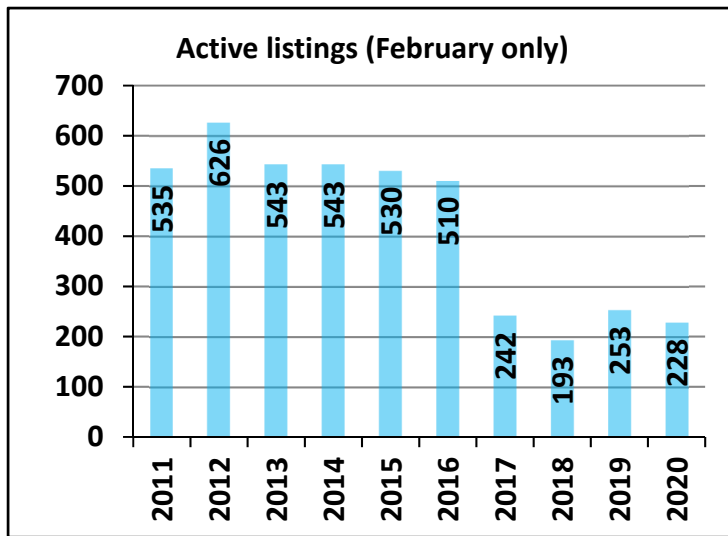
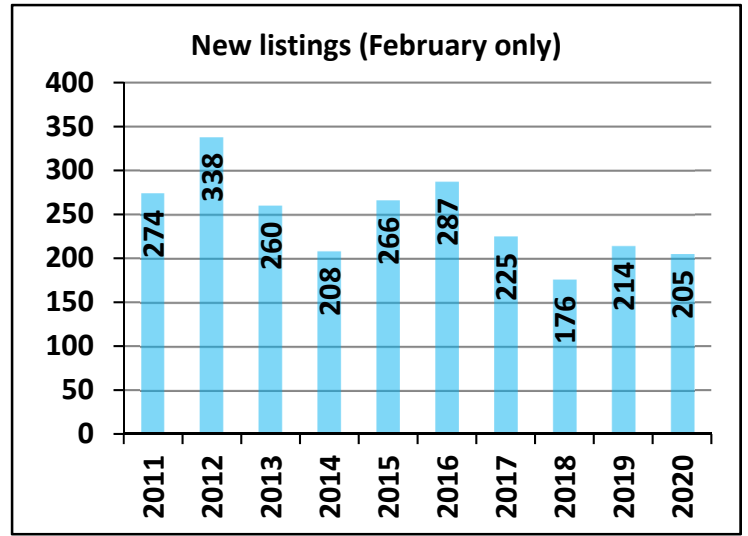
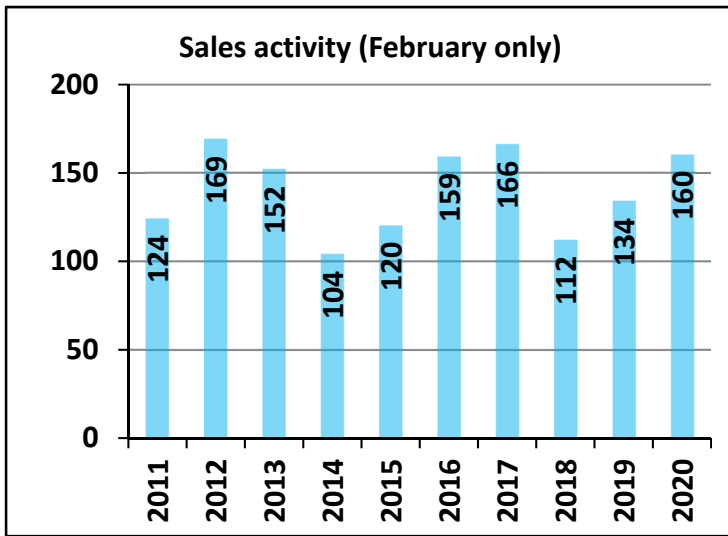
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

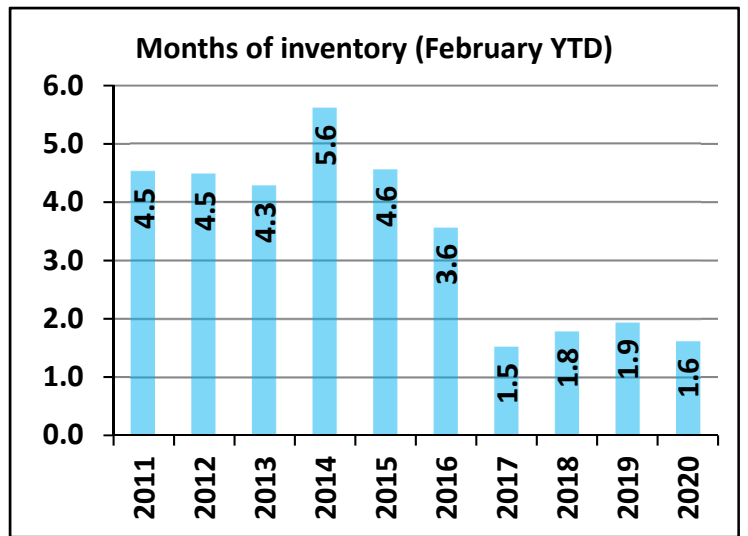
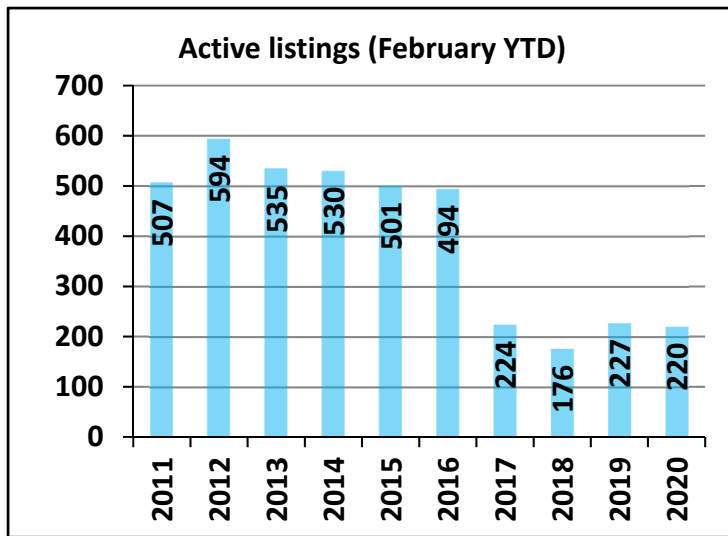
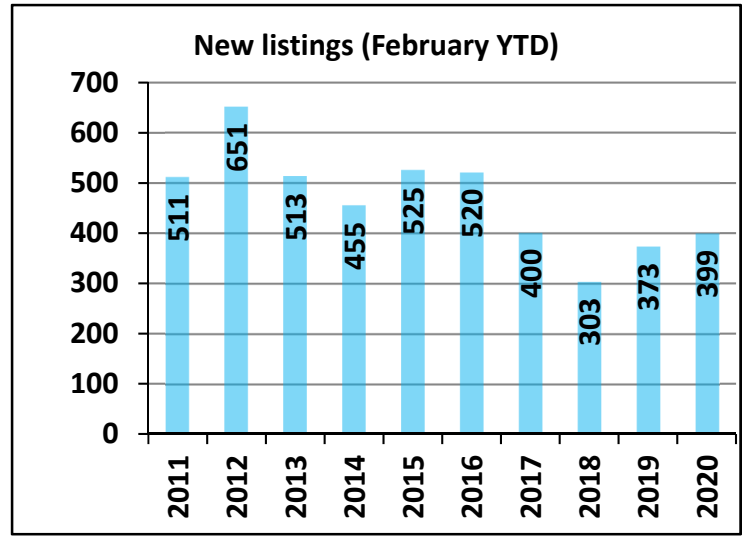
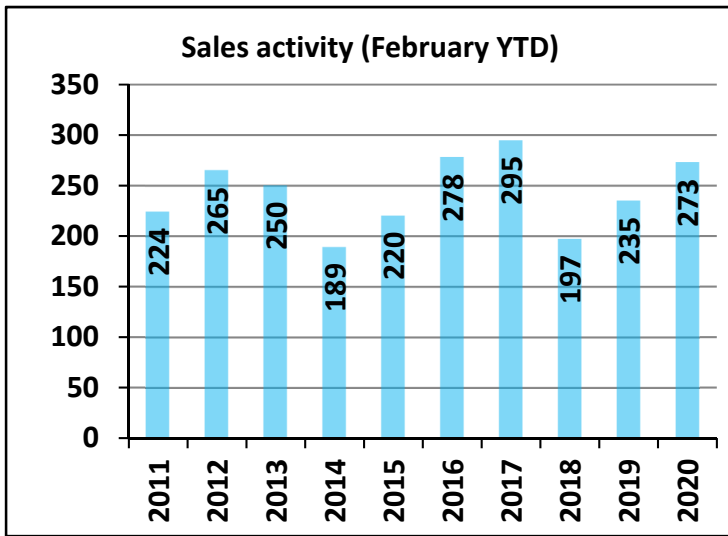
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	160	19.4	42.9	-3.6	33.3	5.3	17.6
Dollar Volume	\$84,806,782	26.6	80.9	40.0	123.2	90.3	139.3
New Listings	205	-4.2	16.5	-8.9	-22.9	-21.2	-16.0
Active Listings	228	-9.9	18.1	-5.8	-57.0	-58.0	-48.2
Sales to New Listings Ratio¹	78.0	62.6	63.6	73.8	45.1	58.5	55.7
Months of Inventory²	1.4	1.9	1.7	1.5	4.4	3.6	3.2
Average Price	\$530,042	6.1	26.6	45.3	67.4	80.8	103.4

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	273	16.2	38.6	-7.5	24.1	9.2	14.7
Dollar Volume	\$141,710,845	23.0	74.4	30.1	108.9	97.9	125.8
New Listings	399	7.0	31.7	-0.3	-24.0	-22.2	-11.7
Active Listings³	220	-3.1	25.0	-1.8	-56.1	-58.9	-46.7
Sales to New Listings Ratio⁴	68.4	63.0	65.0	73.8	41.9	48.7	52.7
Months of Inventory⁵	1.6	1.9	1.8	1.5	4.6	4.3	3.5
Average Price	\$519,087	5.9	25.8	40.6	68.3	81.2	96.9

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

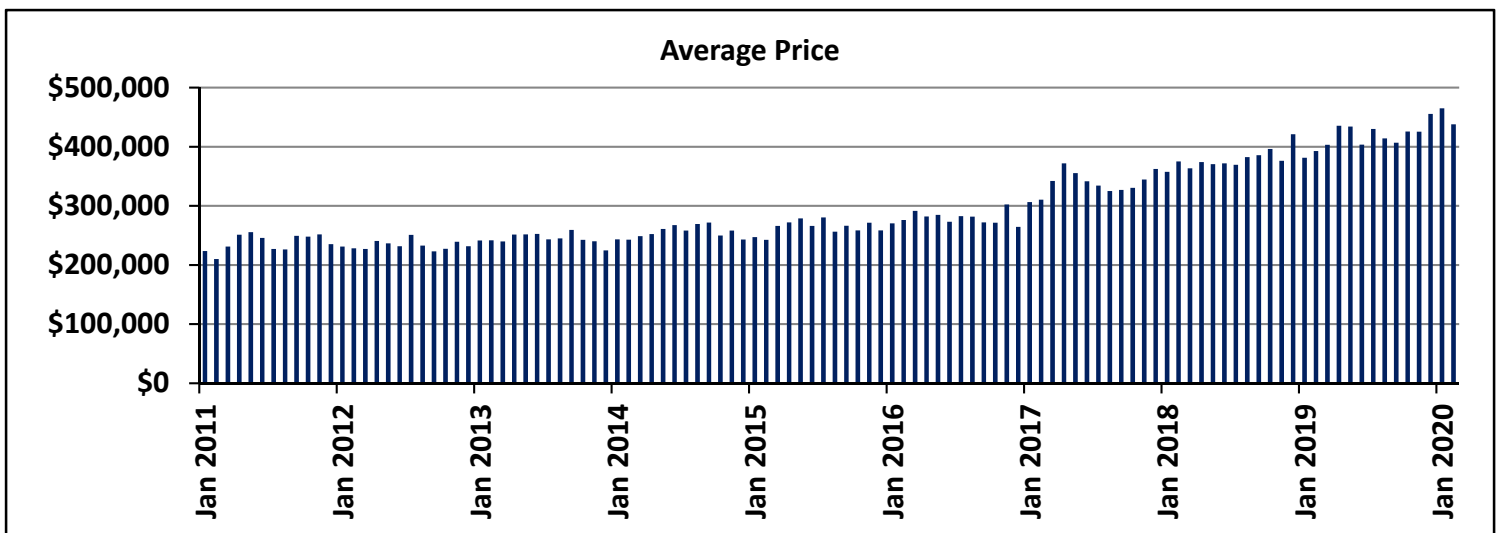
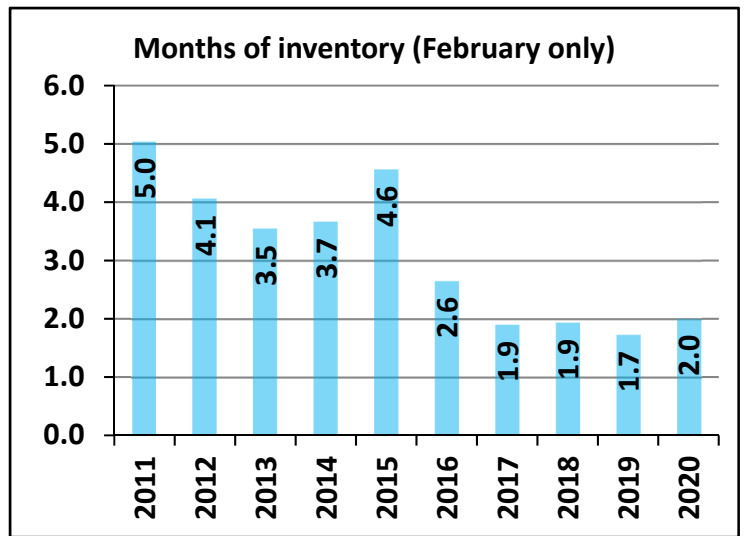
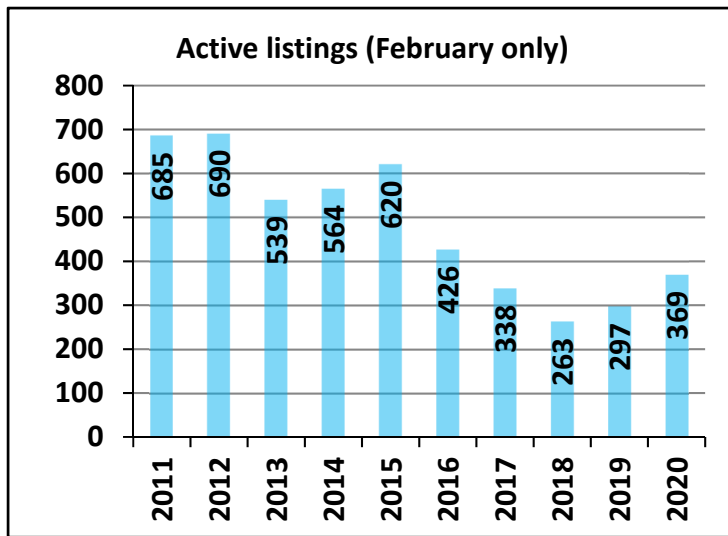
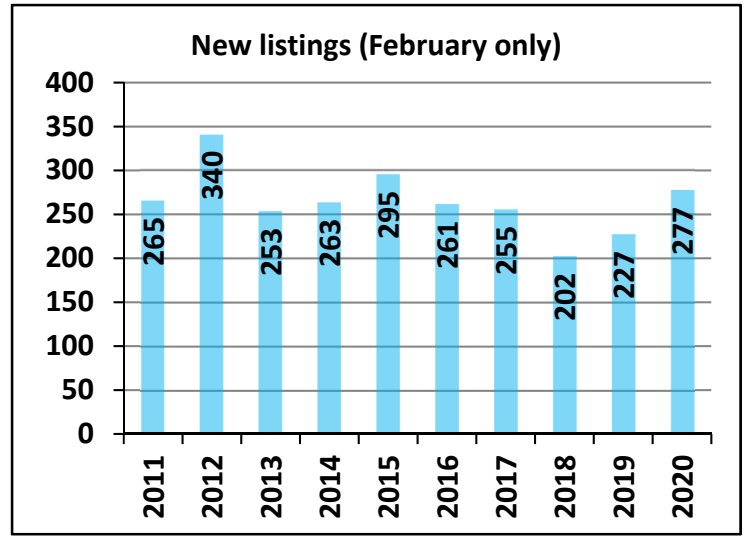
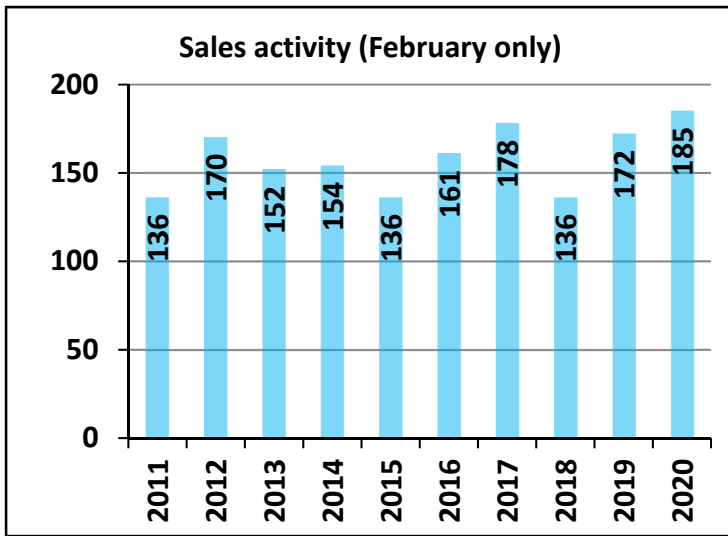
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

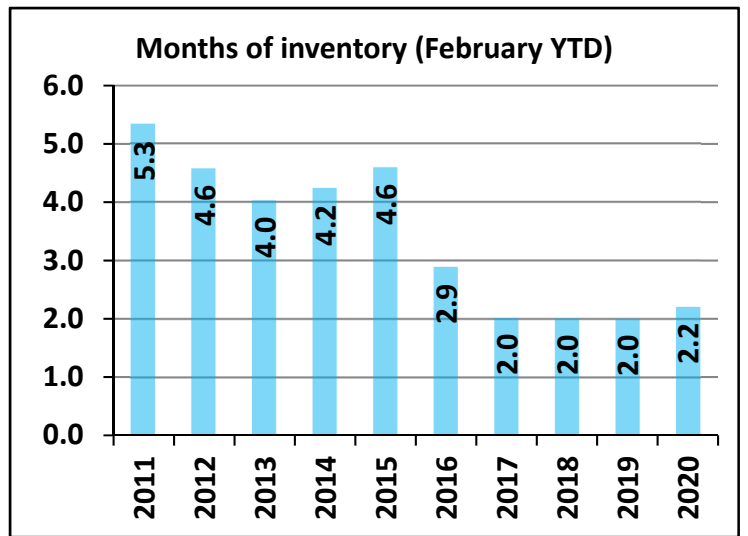
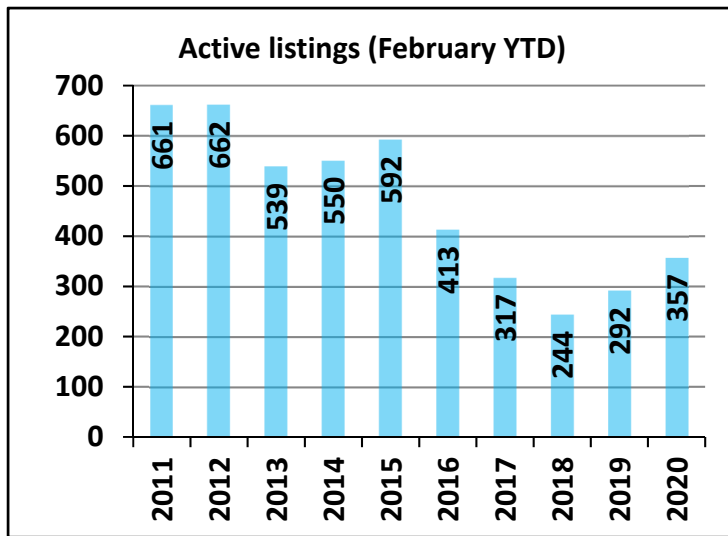
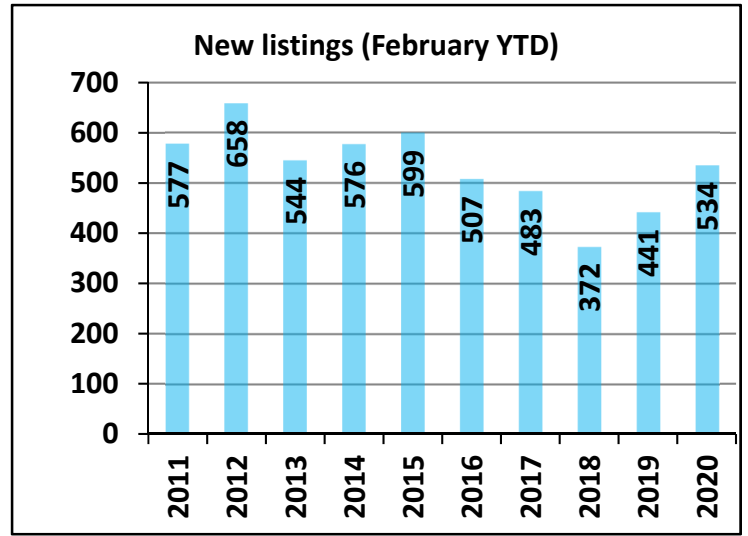
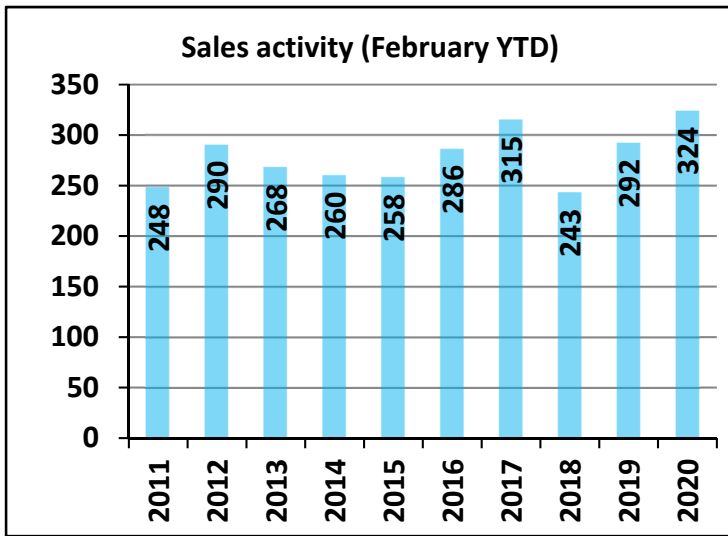
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	185	7.6	36.0	3.9	36.0	21.7	9.5
Dollar Volume	\$80,968,465	19.9	58.7	46.5	145.6	120.5	112.6
New Listings	277	22.0	37.1	8.6	-6.1	9.5	3.0
Active Listings	369	24.2	40.3	9.2	-40.5	-31.5	-37.2
Sales to New Listings Ratio¹	66.8	75.8	67.3	69.8	46.1	60.1	62.8
Months of Inventory²	2.0	1.7	1.9	1.9	4.6	3.5	3.5
Average Price	\$437,667	11.5	16.7	41.0	80.5	81.2	94.2

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	324	11.0	33.3	2.9	25.6	20.9	12.1
Dollar Volume	\$145,584,341	28.6	63.1	49.8	130.7	124.9	117.5
New Listings	534	21.1	43.5	10.6	-10.9	-1.8	-5.5
Active Listings³	357	22.3	46.3	12.6	-39.7	-33.8	-38.1
Sales to New Listings Ratio⁴	60.7	66.2	65.3	65.2	43.1	49.3	51.2
Months of Inventory⁵	2.2	2.0	2.0	2.0	4.6	4.0	4.0
Average Price	\$449,334	15.9	22.3	45.6	83.7	86.0	94.0

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

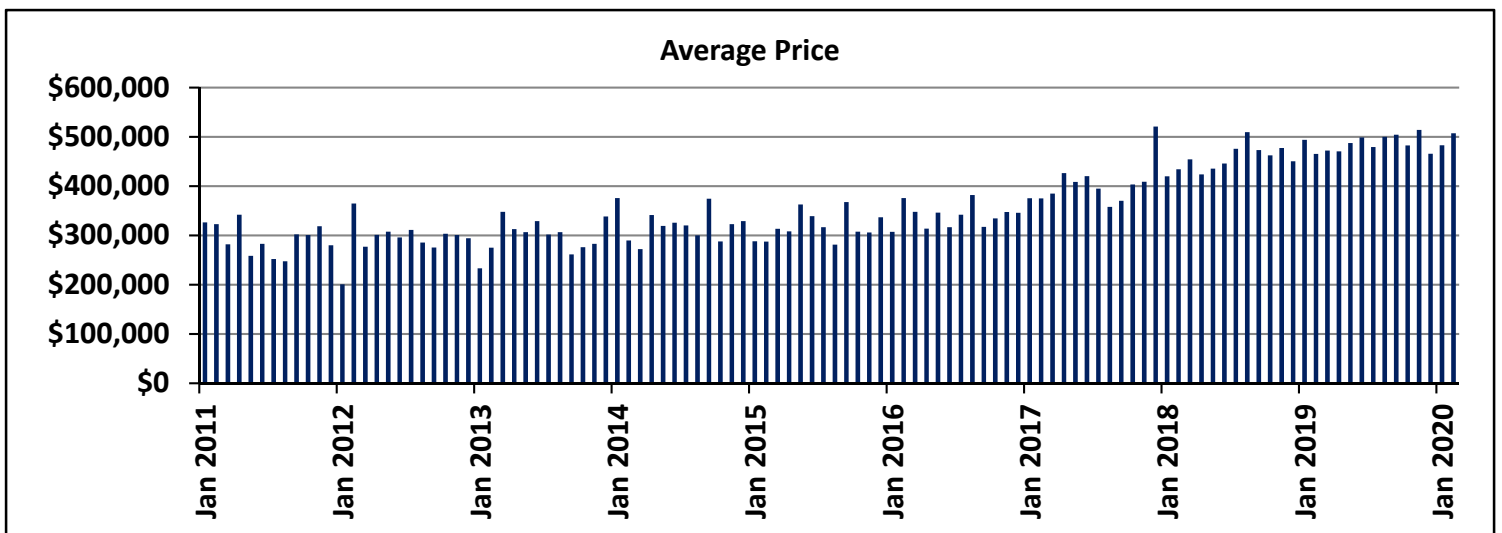
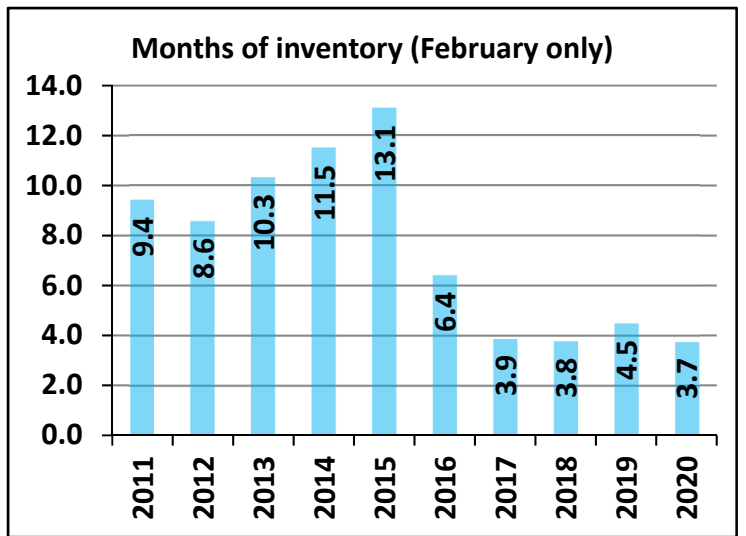
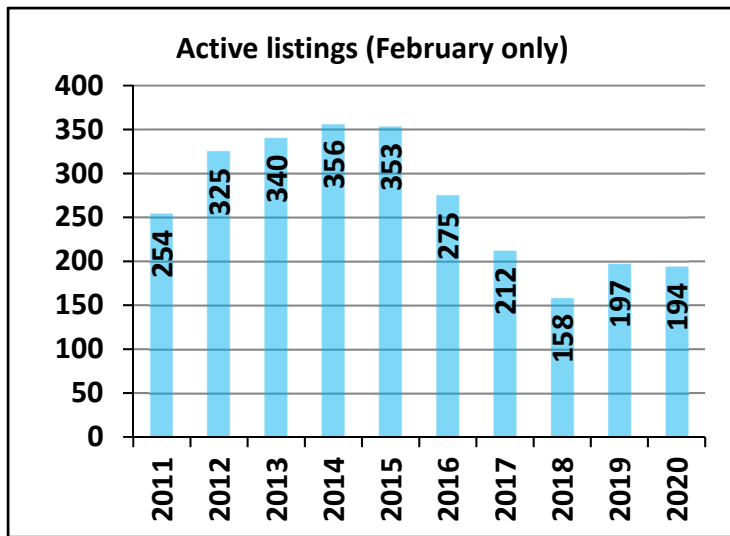
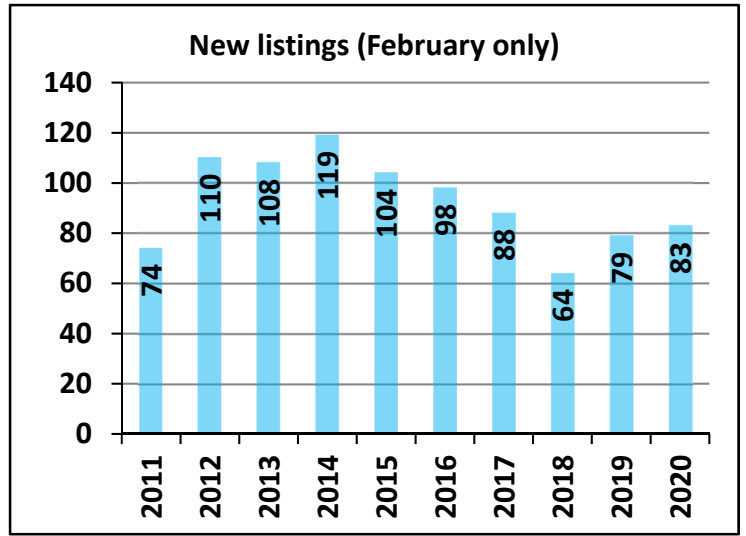
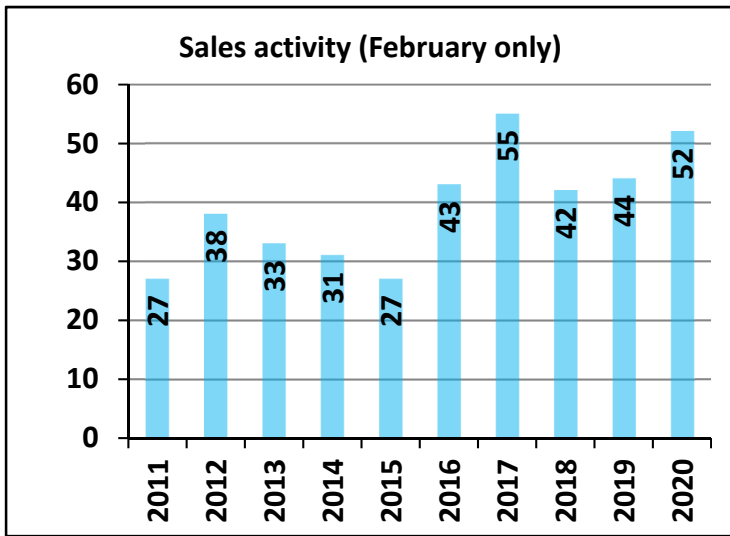
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

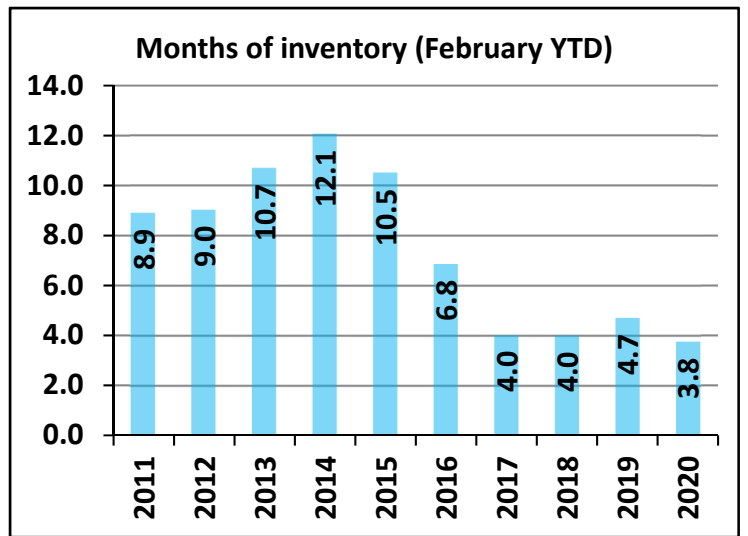
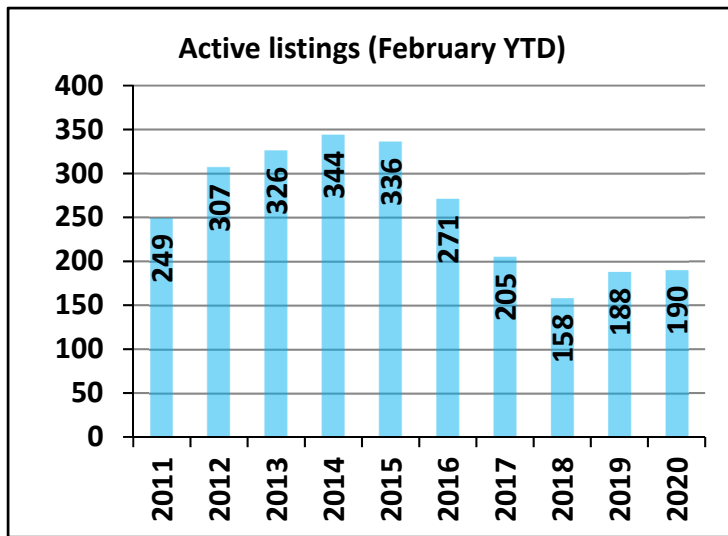
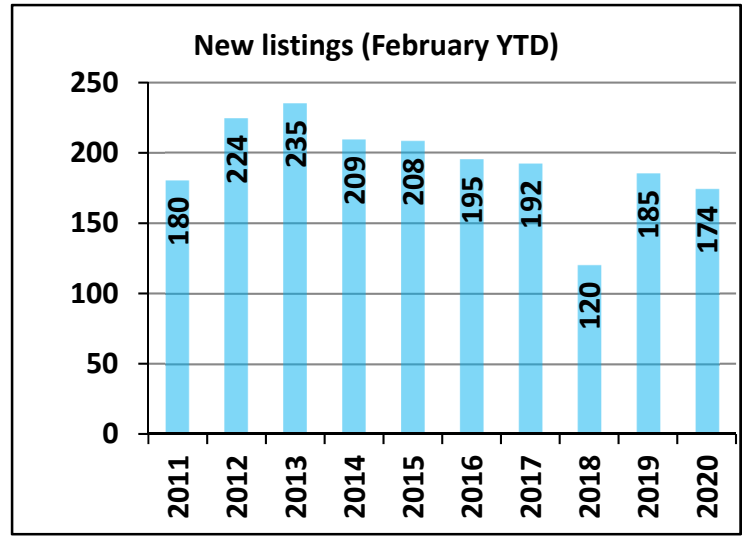
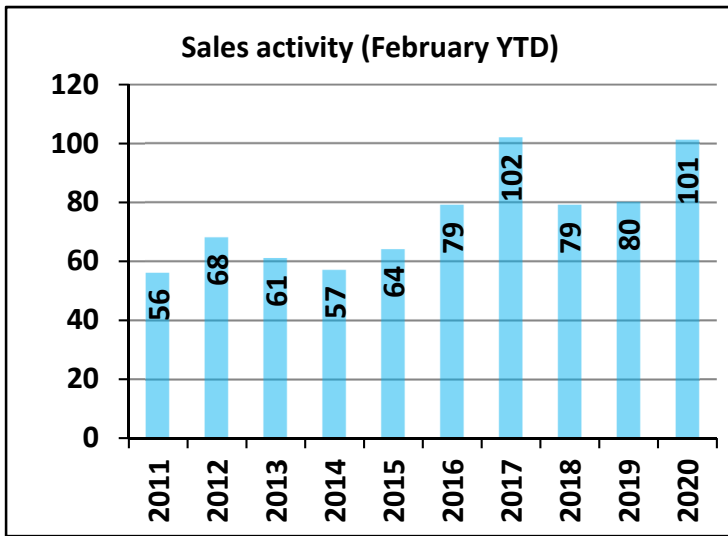
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	52	18.2	23.8	-5.5	92.6	57.6	4.0
Dollar Volume	\$26,378,749	28.9	44.7	27.9	240.1	190.6	94.5
New Listings	83	5.1	29.7	-5.7	-20.2	-23.1	-4.6
Active Listings	194	-1.5	22.8	-8.5	-45.0	-42.9	-28.9
Sales to New Listings Ratio¹	62.7	55.7	65.6	62.5	26.0	30.6	57.5
Months of Inventory²	3.7	4.5	3.8	3.9	13.1	10.3	5.5
Average Price	\$507,284	9.1	16.9	35.3	76.6	84.4	87.0

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	101	26.3	27.8	-1.0	57.8	65.6	18.8
Dollar Volume	\$50,029,506	30.8	48.2	30.7	171.8	220.6	118.8
New Listings	174	-5.9	45.0	-9.4	-16.3	-26.0	1.8
Active Listings³	190	1.1	20.3	-7.3	-43.5	-41.7	-30.1
Sales to New Listings Ratio⁴	58.0	43.2	65.8	53.1	30.8	26.0	49.7
Months of Inventory⁵	3.8	4.7	4.0	4.0	10.5	10.7	6.4
Average Price	\$495,342	3.6	15.9	32.0	72.2	93.6	84.1

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

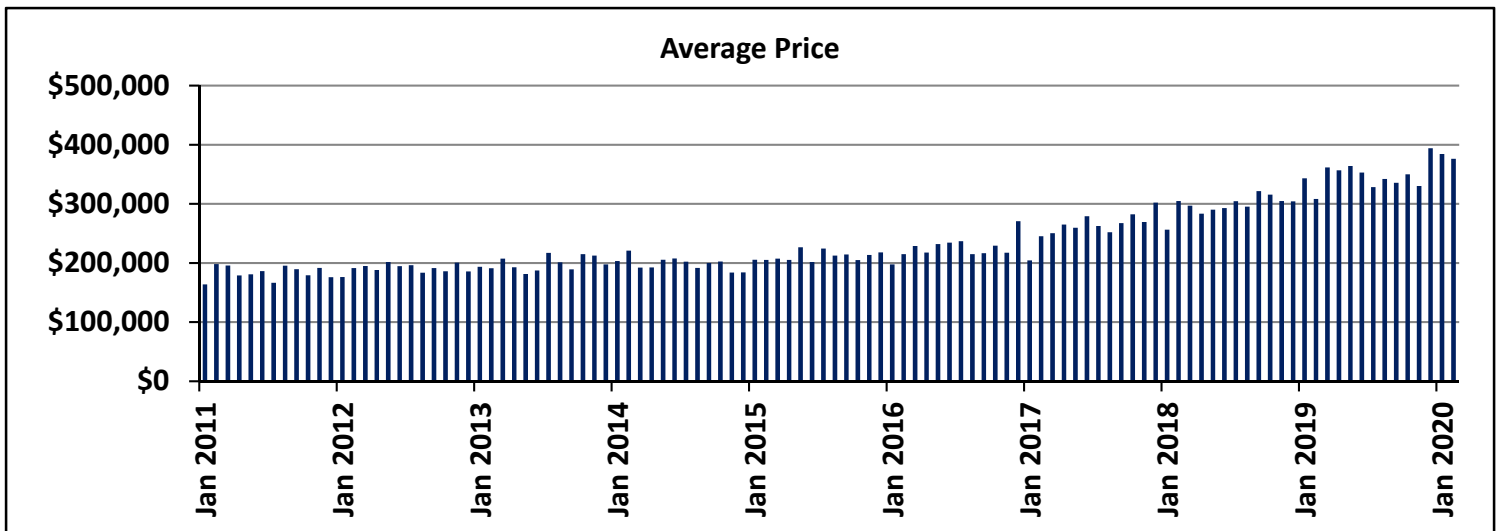
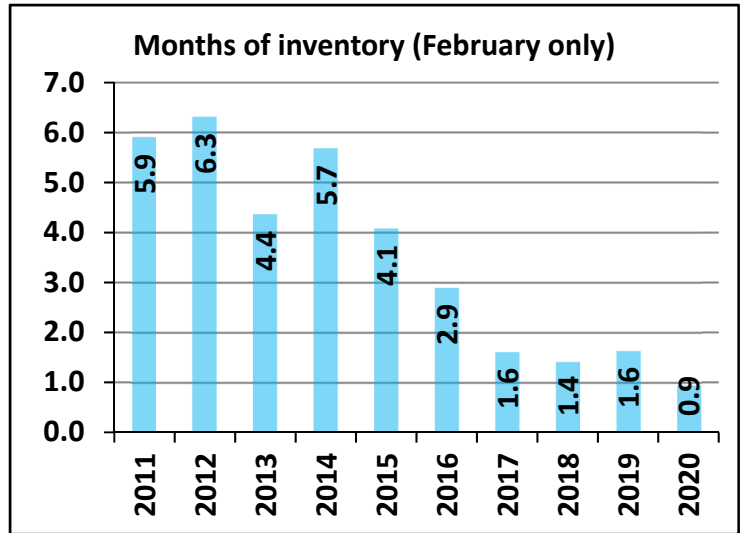
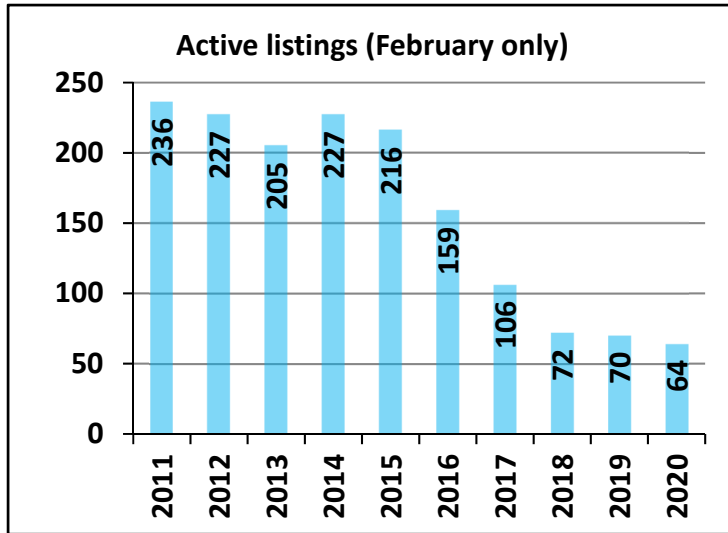
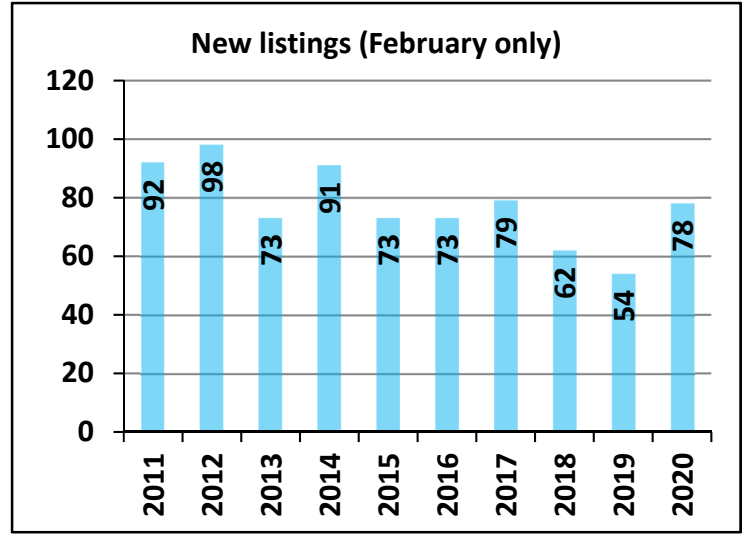
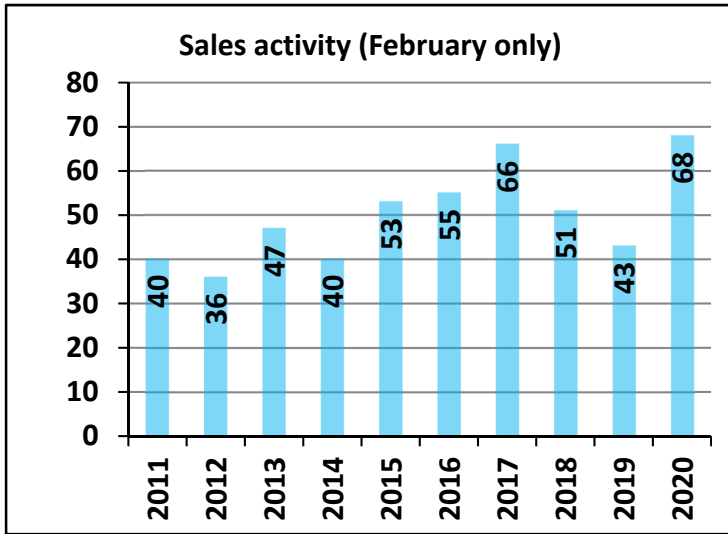
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

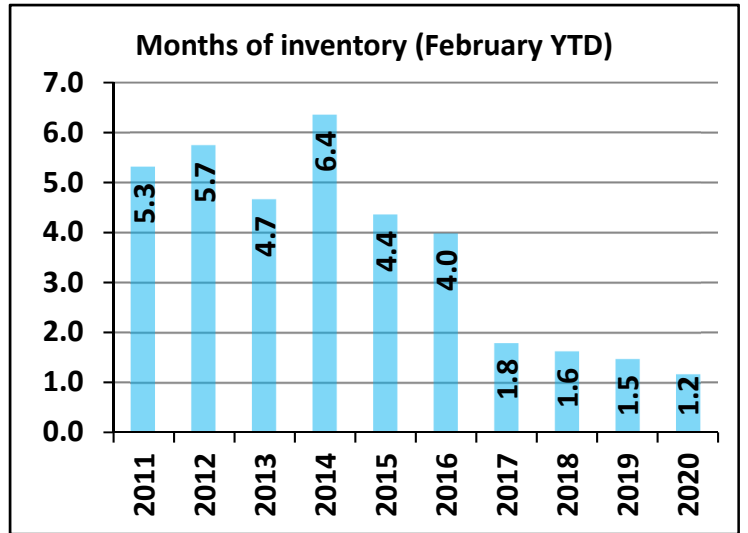
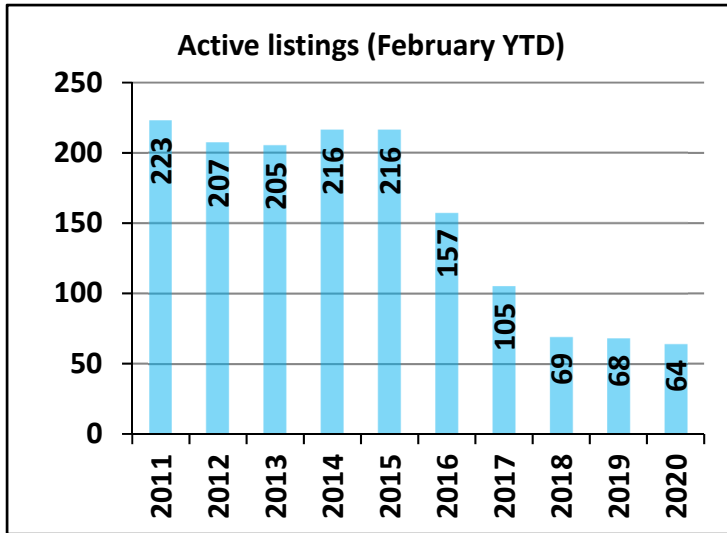
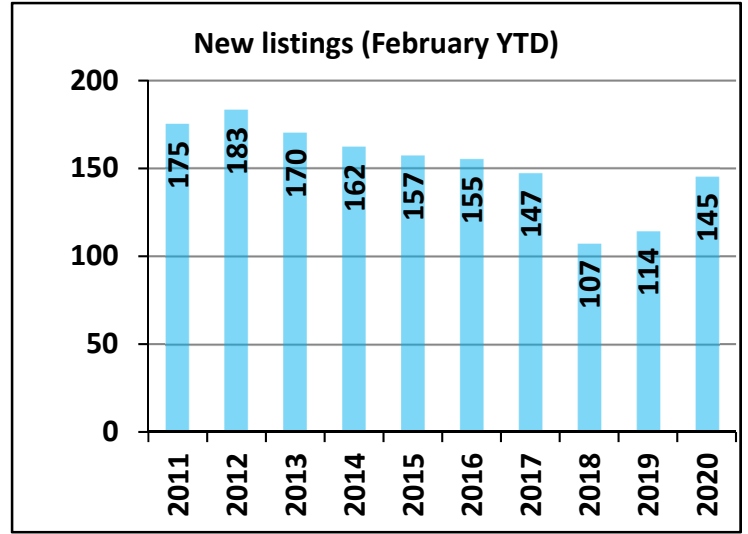
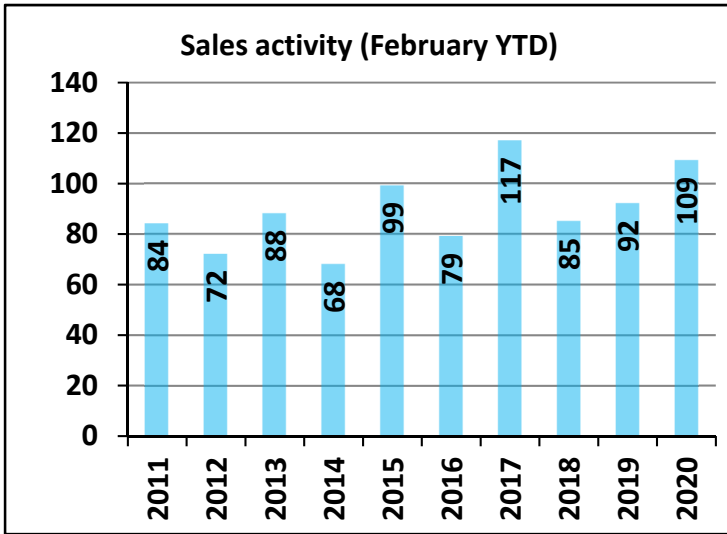
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	68	58.1	33.3	3.0	28.3	44.7	61.9
Dollar Volume	\$25,577,134	92.9	64.6	58.1	135.5	185.0	258.6
New Listings	78	44.4	25.8	-1.3	6.8	6.8	25.8
Active Listings	64	-8.6	-11.1	-39.6	-70.4	-68.8	-70.2
Sales to New Listings Ratio¹	87.2	79.6	82.3	83.5	72.6	64.4	67.7
Months of Inventory²	0.9	1.6	1.4	1.6	4.1	4.4	5.1
Average Price	\$376,134	22.0	23.5	53.5	83.5	97.0	121.5

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	109	18.5	28.2	-6.8	10.1	23.9	38.0
Dollar Volume	\$41,333,067	37.4	70.5	55.4	103.6	144.5	206.3
New Listings	145	27.2	35.5	-1.4	-7.6	-14.7	-4.0
Active Listings³	64	-5.9	-7.2	-39.0	-70.4	-68.8	-70.4
Sales to New Listings Ratio⁴	75.2	80.7	79.4	79.6	63.1	51.8	52.3
Months of Inventory⁵	1.2	1.5	1.6	1.8	4.4	4.7	5.5
Average Price	\$379,202	16.0	32.9	66.8	84.9	97.4	122.0

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

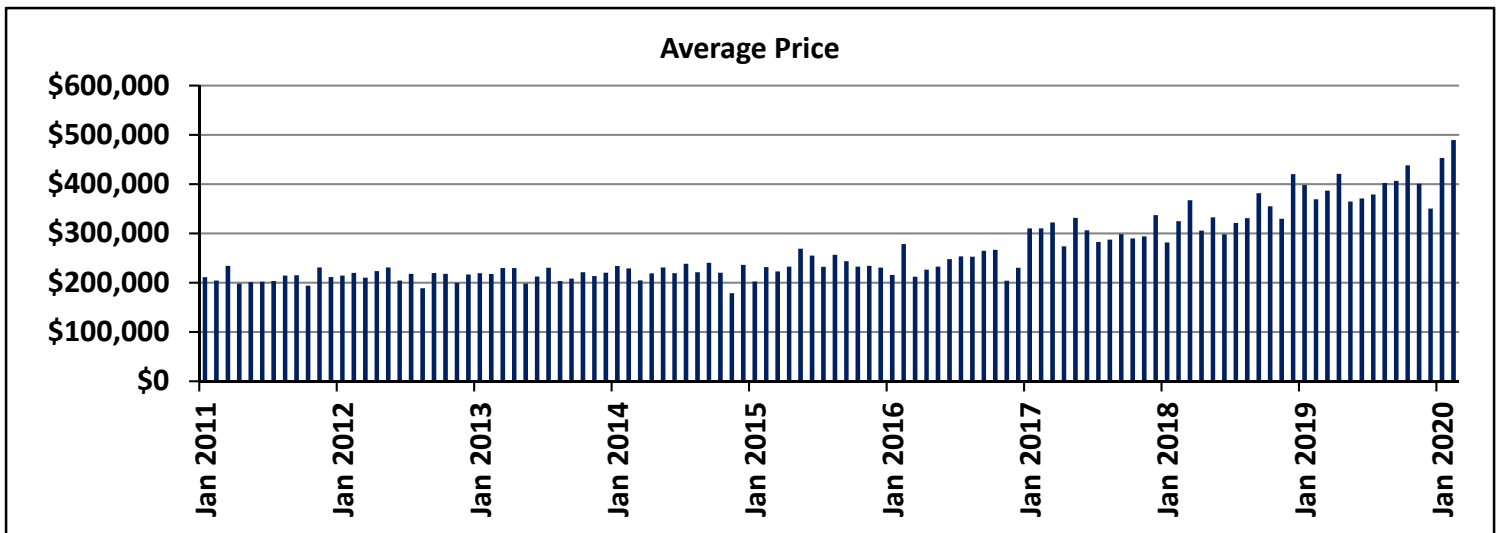
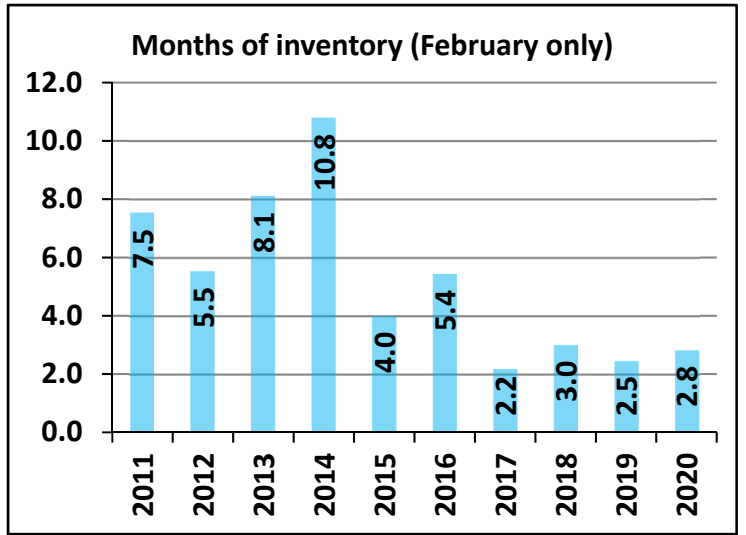
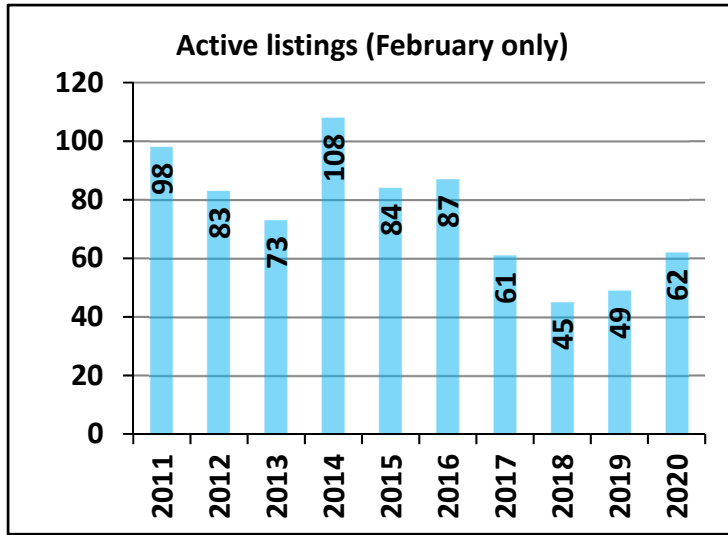
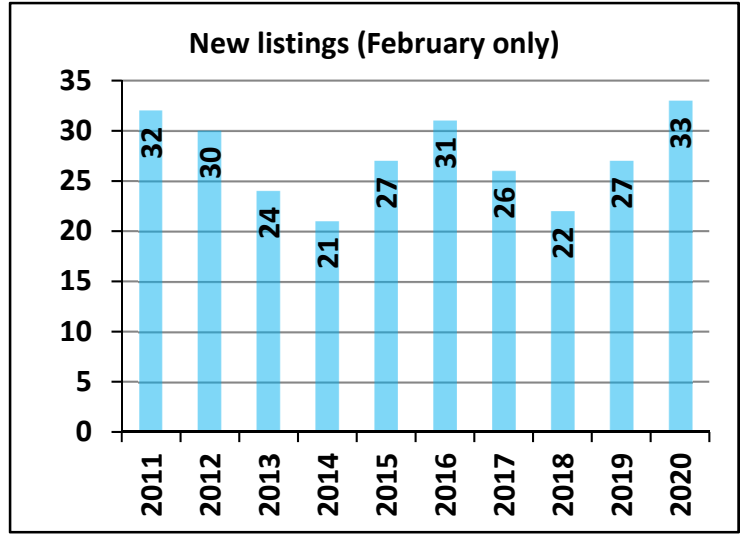
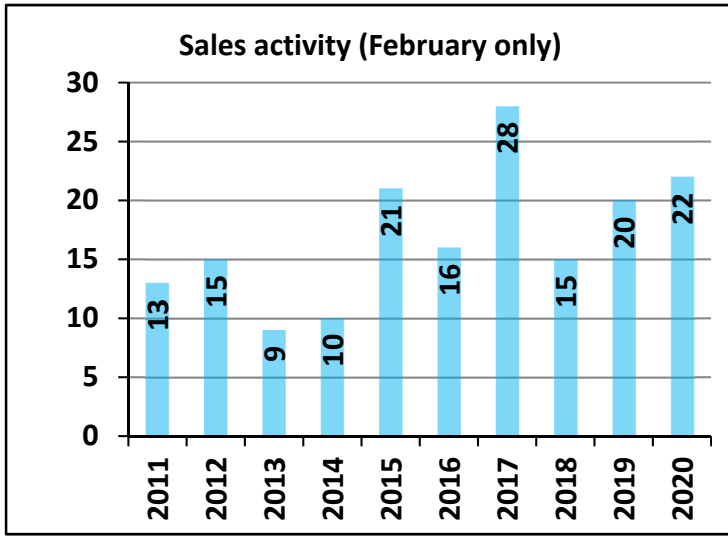
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

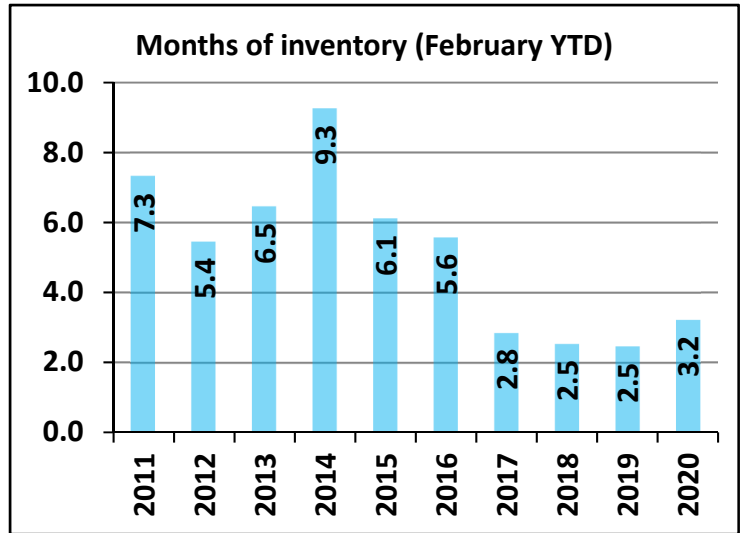
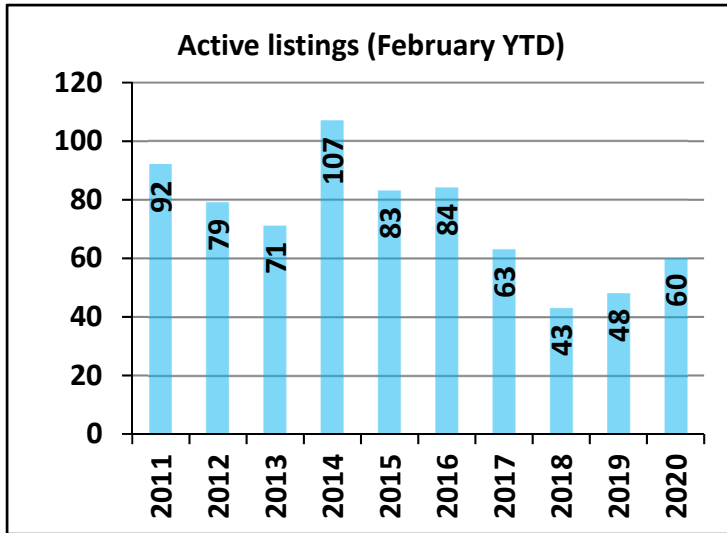
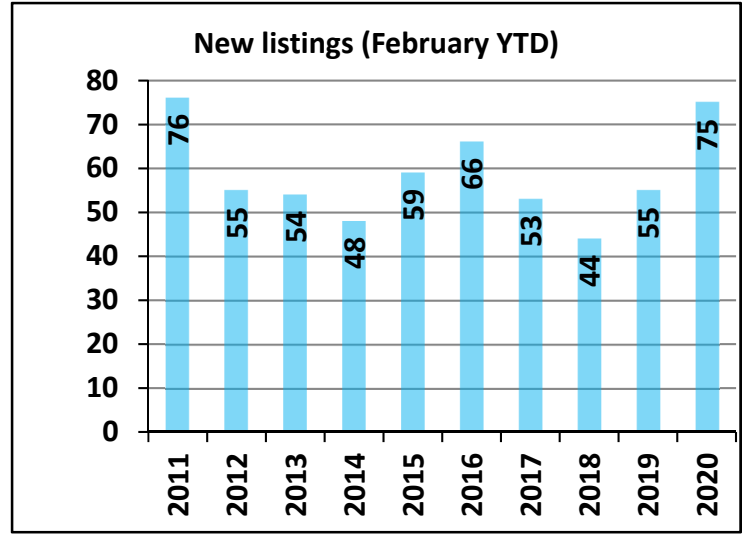
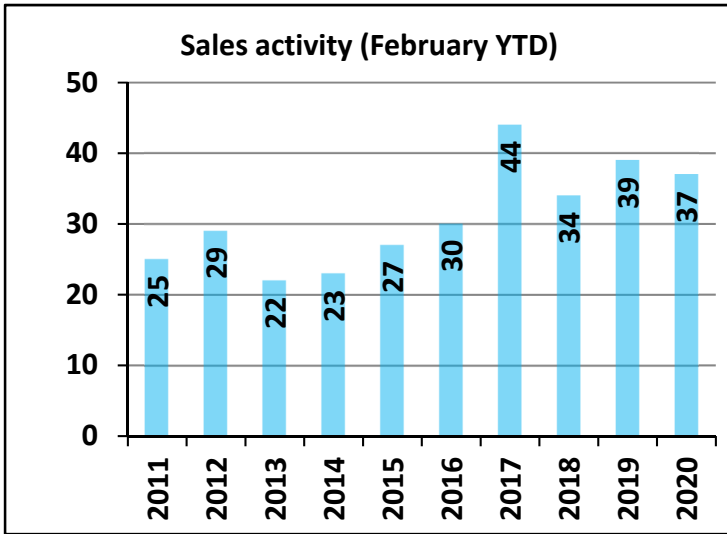
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	22	10.0	46.7	-21.4	4.8	144.4	29.4
Dollar Volume	\$10,766,378	45.9	121.1	24.0	121.5	449.9	206.3
New Listings	33	22.2	50.0	26.9	22.2	37.5	13.8
Active Listings	62	26.5	37.8	1.6	-26.2	-15.1	-26.2
Sales to New Listings Ratio¹	66.7	74.1	68.2	107.7	77.8	37.5	58.6
Months of Inventory²	2.8	2.5	3.0	2.2	4.0	8.1	4.9
Average Price	\$489,381	32.6	50.7	57.8	111.4	125.0	136.7

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	37	-5.1	8.8	-15.9	37.0	68.2	19.4
Dollar Volume	\$17,560,778	17.5	71.8	28.7	189.1	265.4	191.6
New Listings	75	36.4	70.5	41.5	27.1	38.9	27.1
Active Listings³	60	25.0	39.5	-4.8	-27.7	-15.5	-27.7
Sales to New Listings Ratio⁴	49.3	70.9	77.3	83.0	45.8	40.7	52.5
Months of Inventory⁵	3.2	2.5	2.5	2.8	6.1	6.5	5.3
Average Price	\$474,616	23.8	57.9	53.1	110.9	117.3	144.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

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

⁵ Average active listings from January to current month / average sales from January to current month

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