



Residential Market Activity

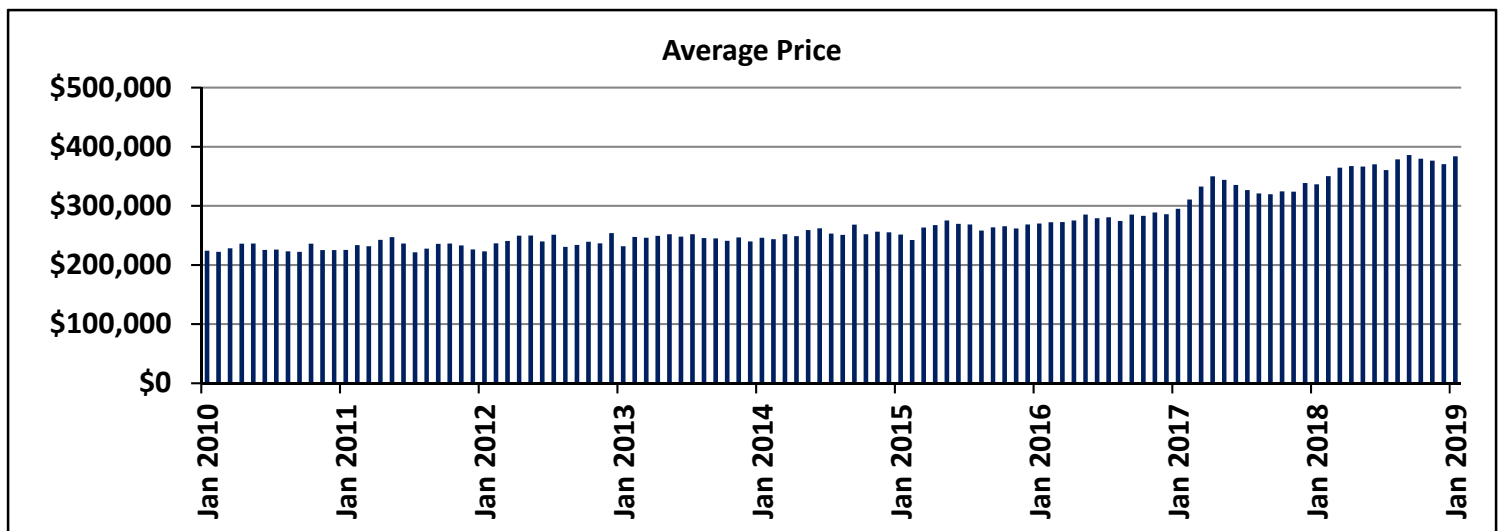
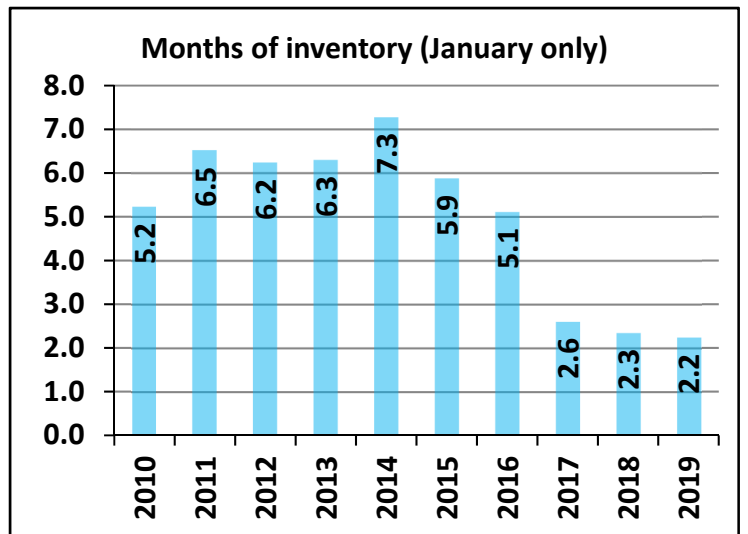
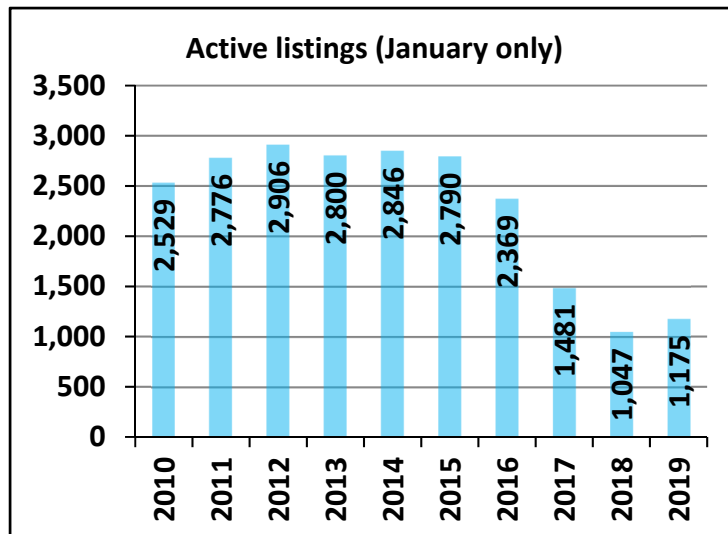
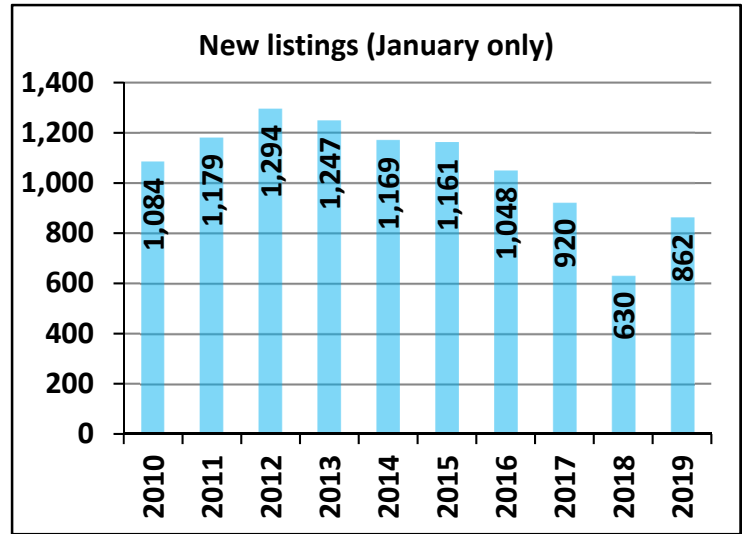
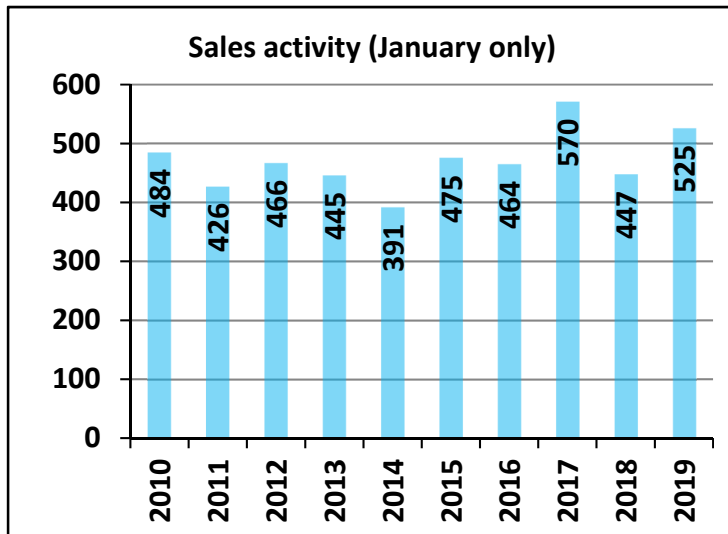
January 2019



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

London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	January 2019	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2018	January 2017	January 2016	January 2014	January 2012	January 2009
Sales Activity	525	17.4	-7.9	13.1	34.3	12.7	70.5
Dollar Volume	\$201,490,108	34.0	19.8	60.9	109.5	93.9	216.7
New Listings	862	36.8	-6.3	-17.7	-26.3	-33.4	-21.8
Active Listings	1,175	12.2	-20.7	-50.4	-58.7	-59.6	-62.6
Sales to New Listings Ratio¹	60.9	71.0	62.0	44.3	33.4	36.0	27.9
Months of Inventory²	2.2	2.3	2.6	5.1	7.3	6.2	10.2
Average Price	\$383,791	14.1	30.1	42.2	56.0	72.1	85.8

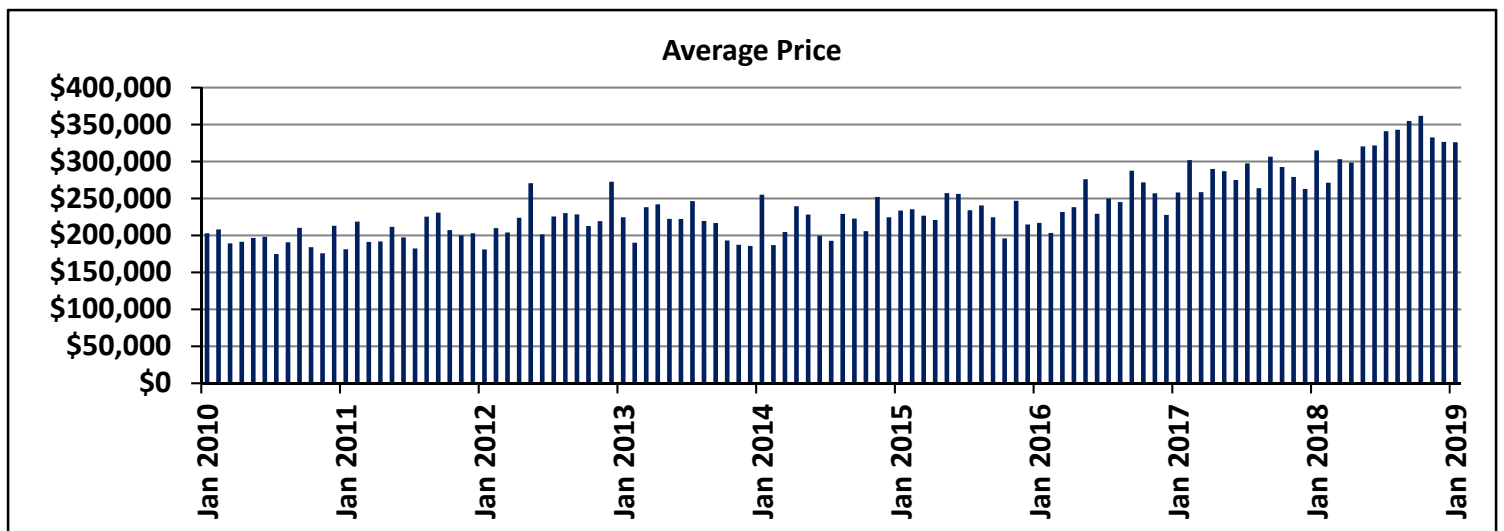
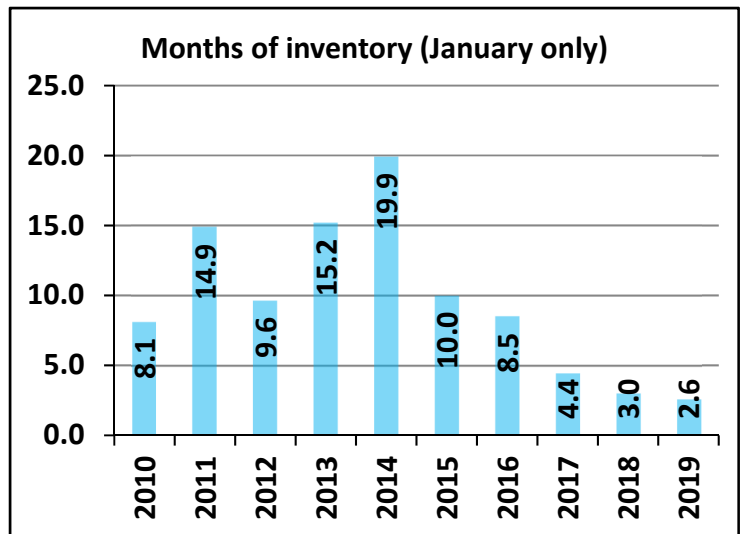
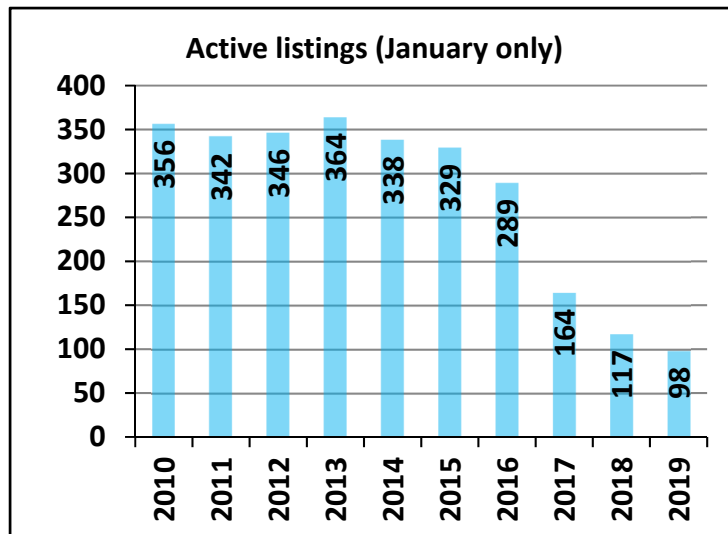
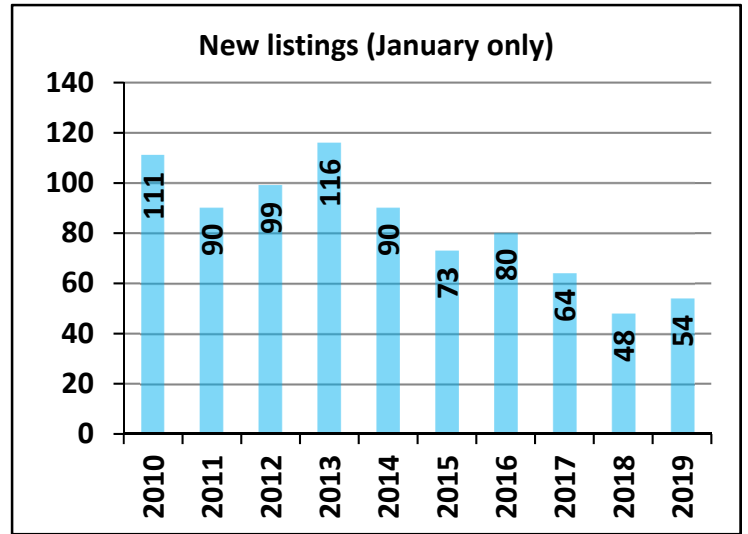
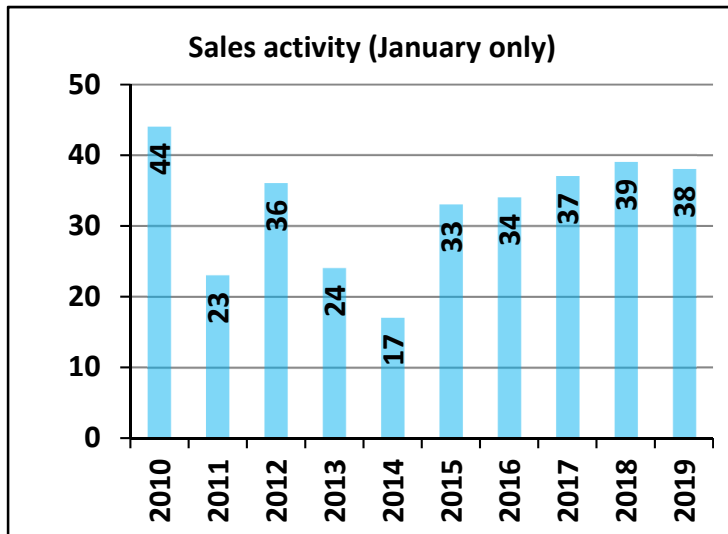
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2019	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2018	January 2017	January 2016	January 2014	January 2012	January 2009
Sales Activity	38	-2.6	2.7	11.8	123.5	5.6	123.5
Dollar Volume	\$12,389,844	0.9	29.7	68.1	185.9	90.1	269.8
New Listings	54	12.5	-15.6	-32.5	-40.0	-45.5	-44.3
Active Listings	98	-16.2	-40.2	-66.1	-71.0	-71.7	-75.9
Sales to New Listings Ratio¹	70.4	81.3	57.8	42.5	18.9	36.4	17.5
Months of Inventory²	2.6	3.0	4.4	8.5	19.9	9.6	23.9
Average Price	\$326,049	3.5	26.3	50.4	27.9	80.1	65.5

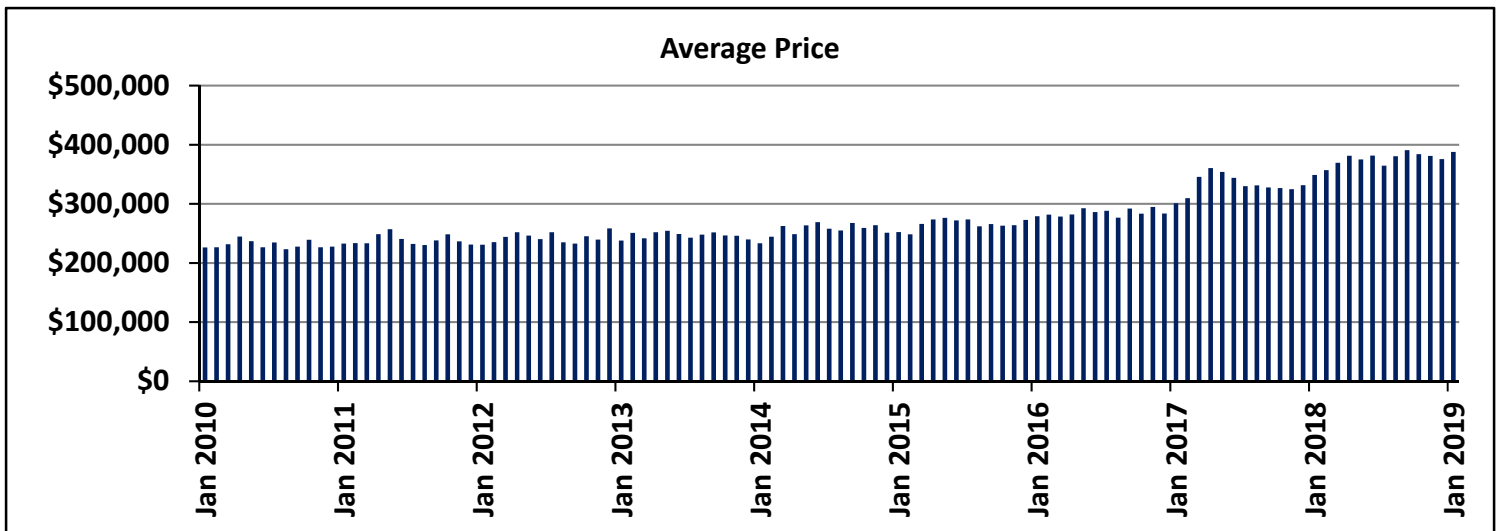
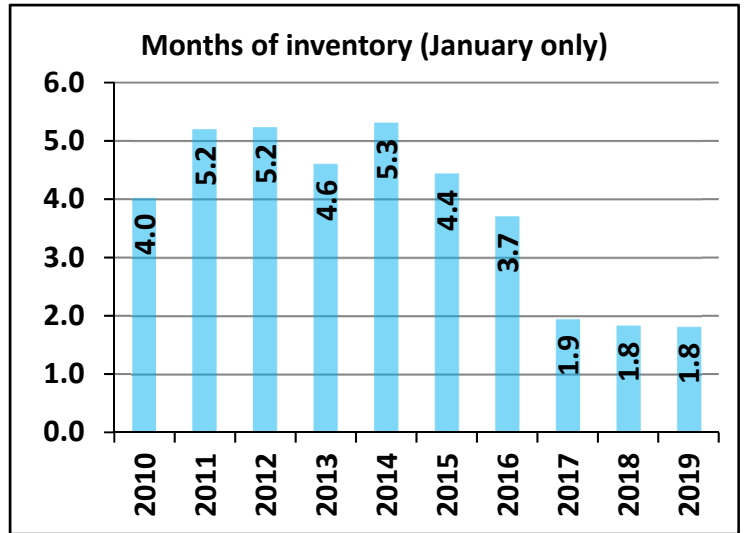
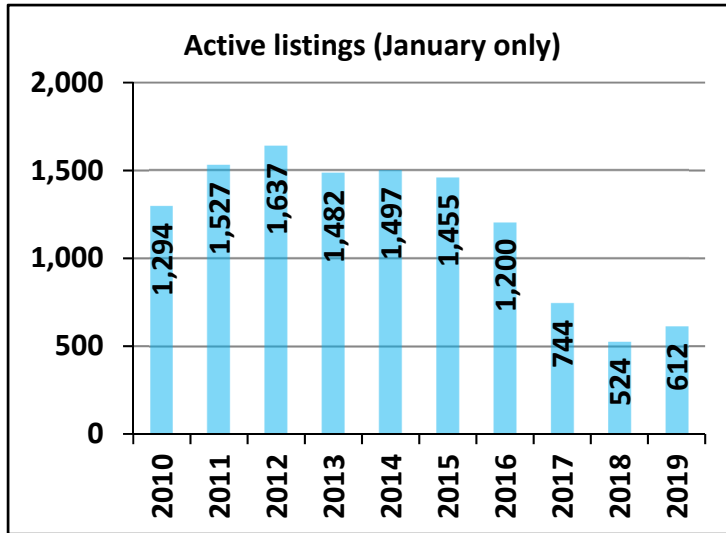
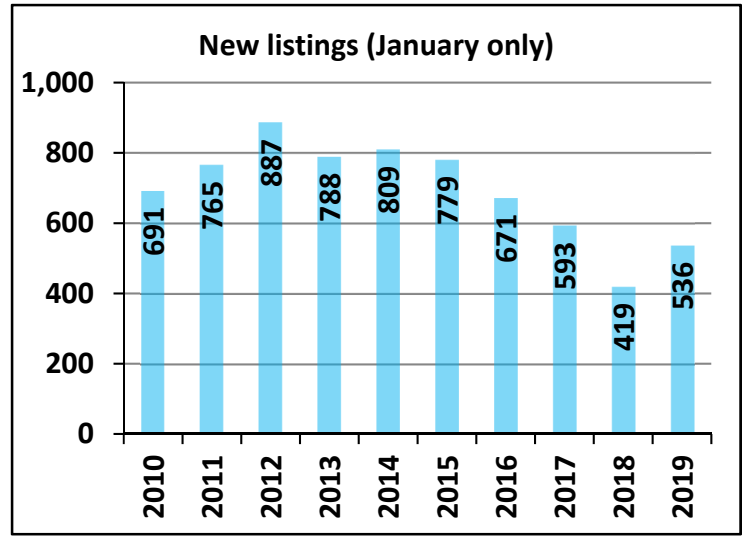
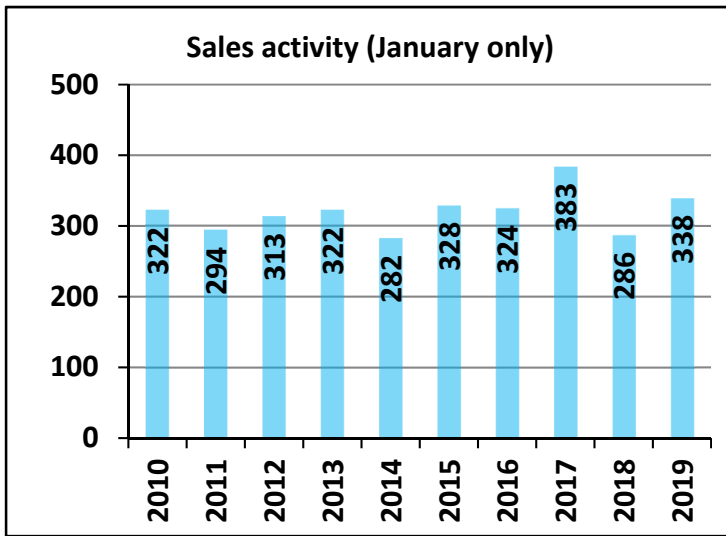
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2019	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2018	January 2017	January 2016	January 2014	January 2012	January 2009
Sales Activity	338	18.2	-11.7	4.3	19.9	8.0	52.9
Dollar Volume	\$131,096,388	31.5	13.7	45.0	99.4	81.5	182.3
New Listings	536	27.9	-9.6	-20.1	-33.7	-39.6	-25.3
Active Listings	612	16.8	-17.7	-49.0	-59.1	-62.6	-63.0
Sales to New Listings Ratio¹	63.1	68.3	64.6	48.3	34.9	35.3	30.8
Months of Inventory²	1.8	1.8	1.9	3.7	5.3	5.2	7.5
Average Price	\$387,859	11.2	28.9	39.0	66.3	68.0	84.6

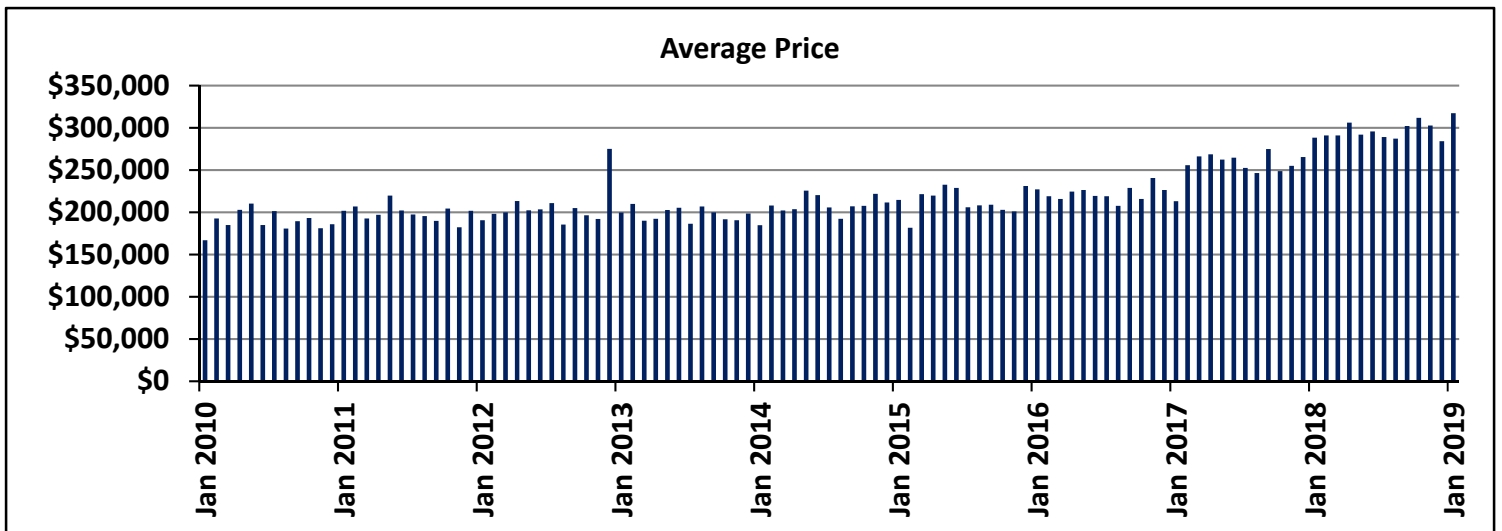
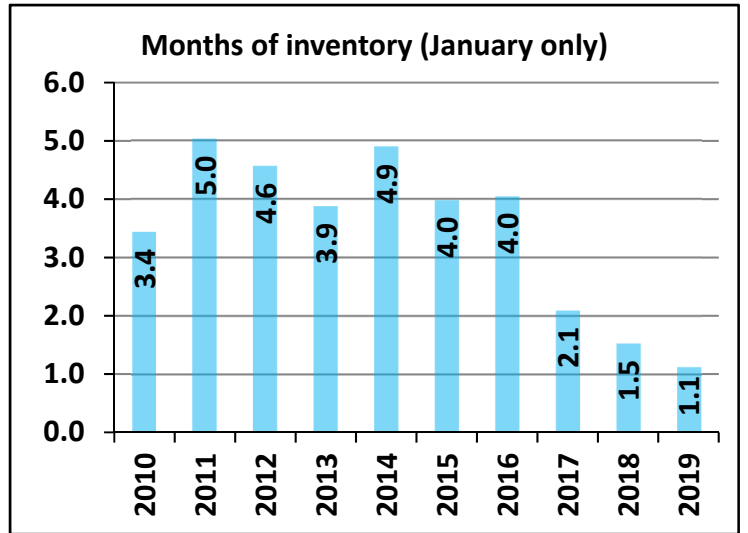
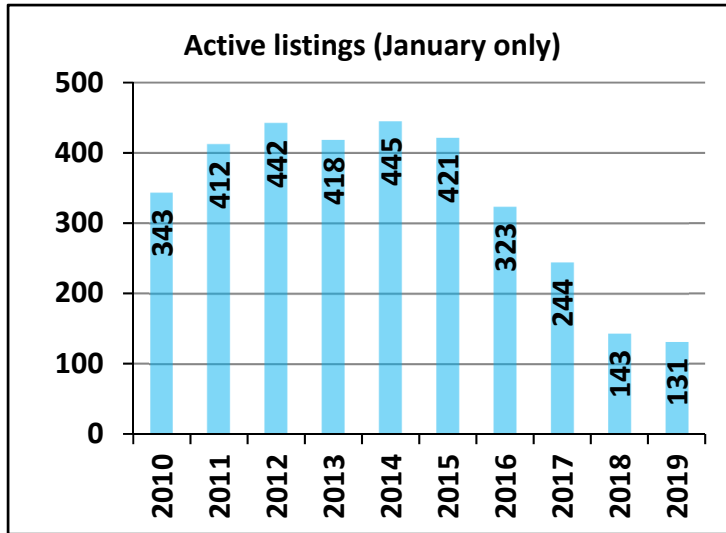
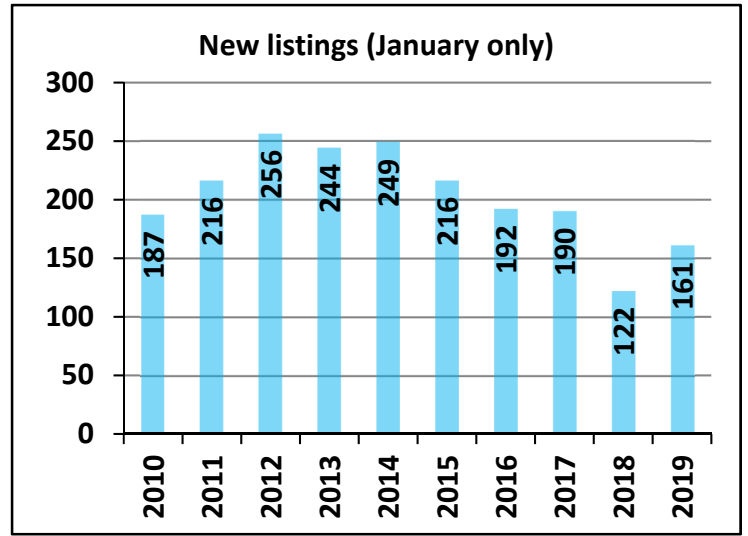
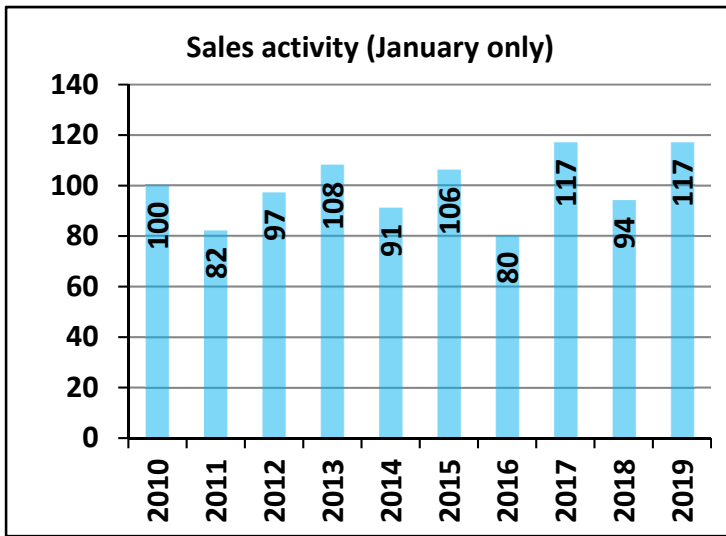
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2019	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2018	January 2017	January 2016	January 2014	January 2012	January 2009
Sales Activity	117	24.5	0.0	46.3	28.6	20.6	64.8
Dollar Volume	\$37,122,899	37.0	48.8	104.4	120.9	100.8	186.1
New Listings	161	32.0	-15.3	-16.1	-35.3	-37.1	-14.8
Active Listings	131	-8.4	-46.3	-59.4	-70.6	-70.4	-69.0
Sales to New Listings Ratio¹	72.7	77.0	61.6	41.7	36.5	37.9	37.6
Months of Inventory²	1.1	1.5	2.1	4.0	4.9	4.6	5.9
Average Price	\$317,290	10.1	48.8	39.8	71.8	66.5	73.6

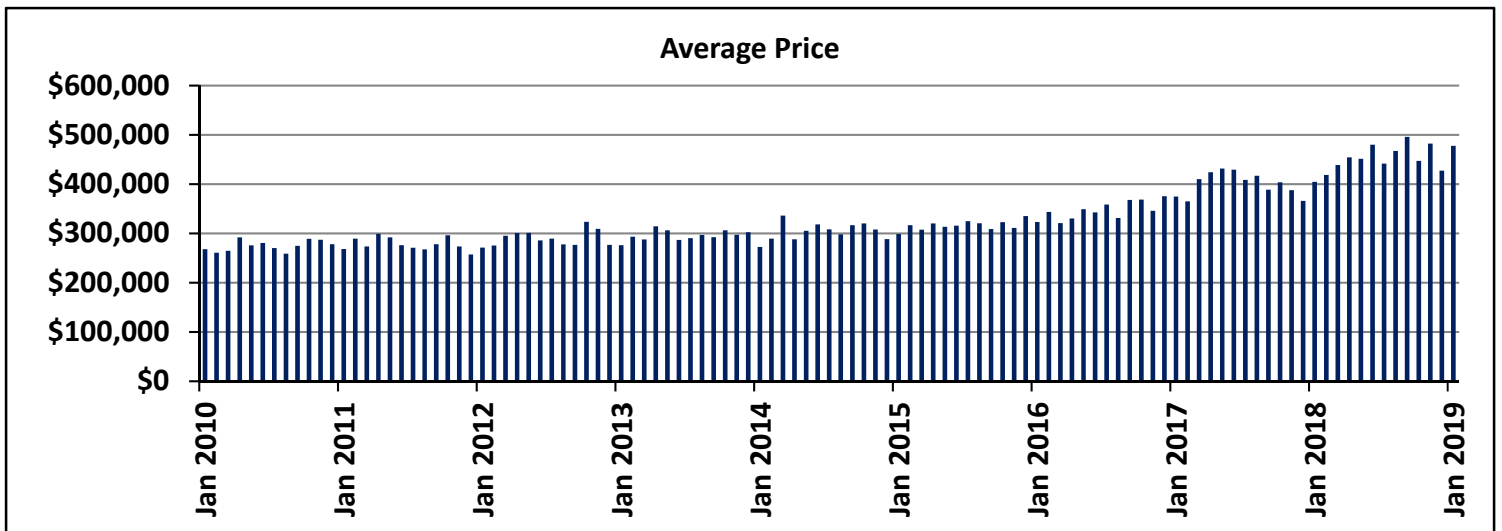
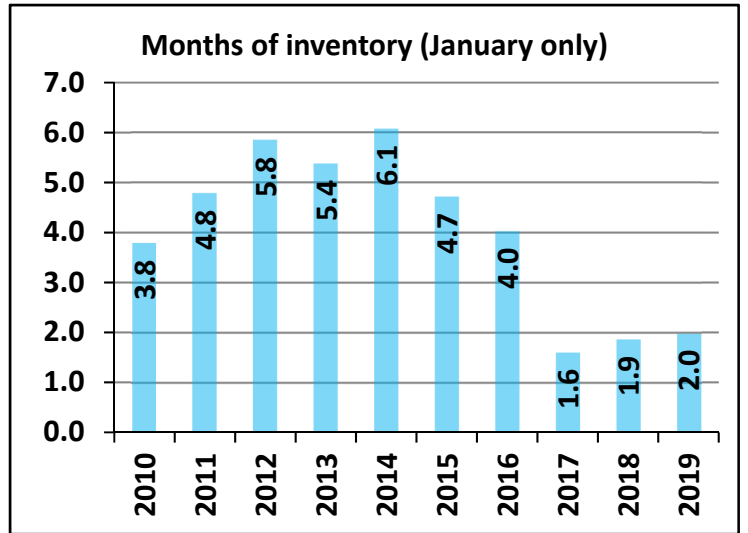
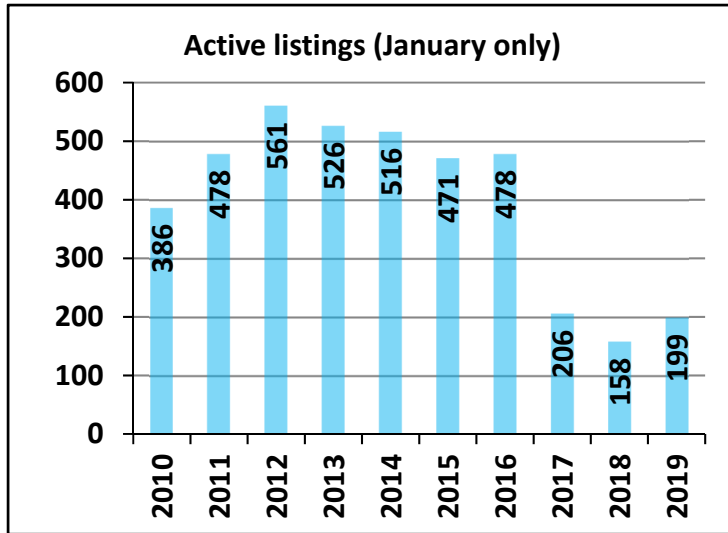
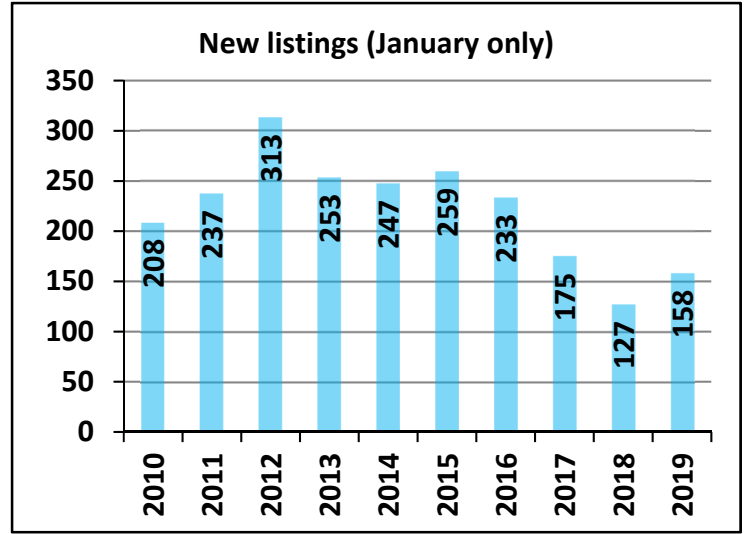
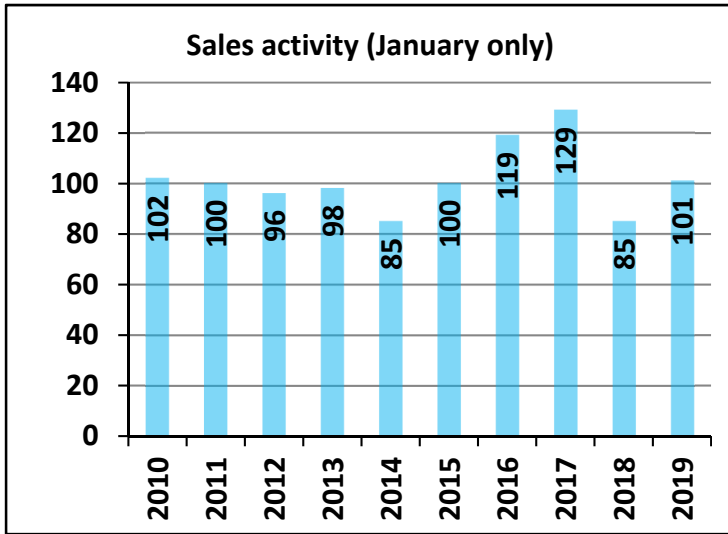
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2019	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2018	January 2017	January 2016	January 2014	January 2012	January 2009
Sales Activity	101	18.8	-21.7	-15.1	18.8	5.2	50.7
Dollar Volume	\$48,239,100	40.3	-0.2	25.5	108.3	85.4	178.6
New Listings	158	24.4	-9.7	-32.2	-36.0	-49.5	-29.1
Active Listings	199	25.9	-3.4	-58.4	-61.4	-64.5	-59.2
Sales to New Listings Ratio¹	63.9	66.9	73.7	51.1	34.4	30.7	30.0
Months of Inventory²	2.0	1.9	1.6	4.0	6.1	5.8	7.3
Average Price	\$477,615	18.1	27.4	47.9	75.3	76.2	84.8

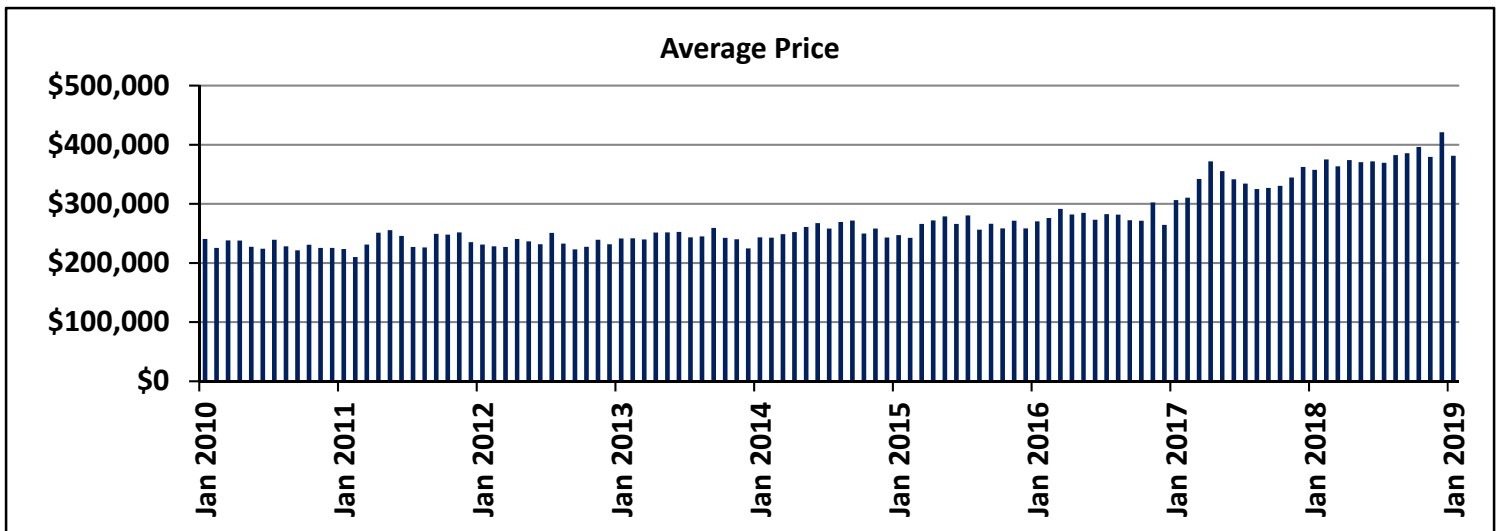
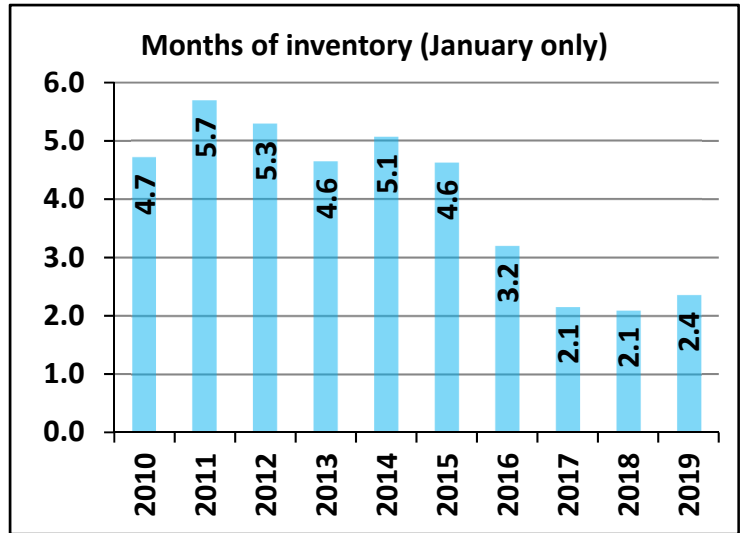
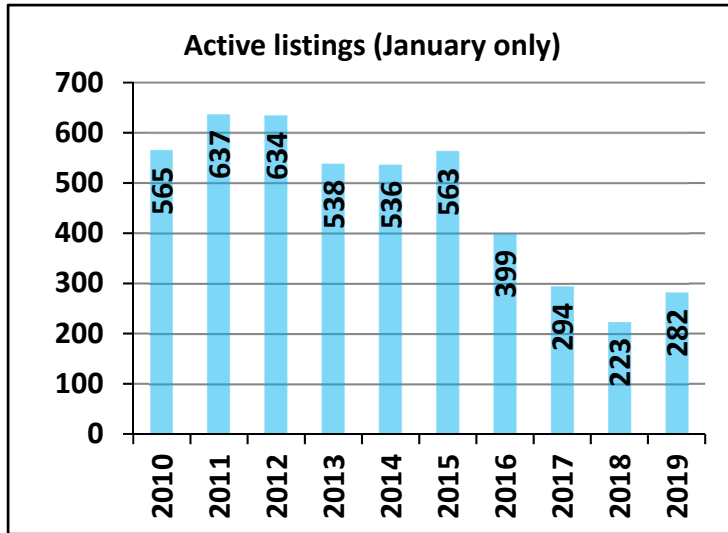
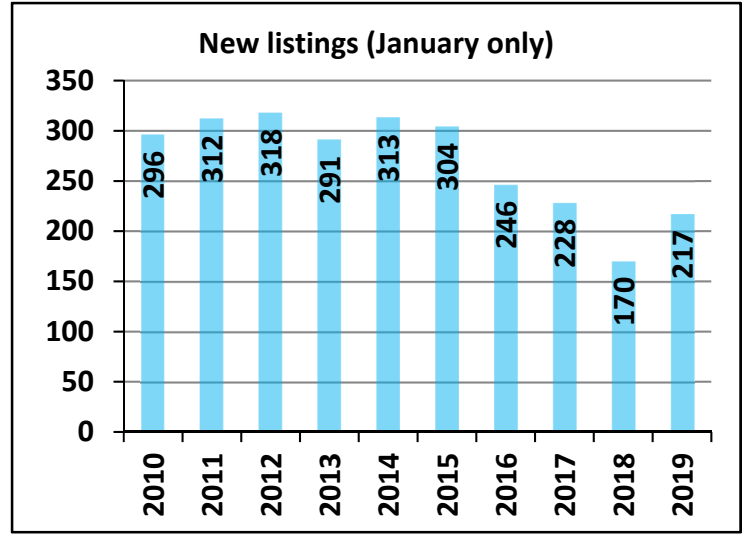
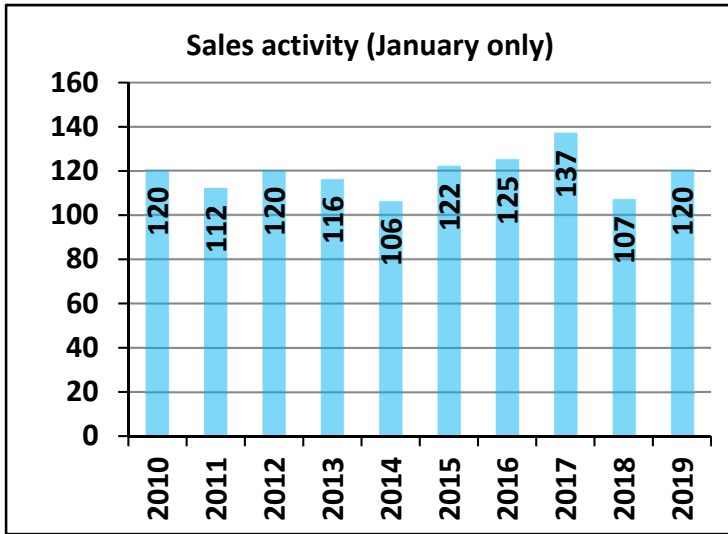
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2019	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2018	January 2017	January 2016	January 2014	January 2012	January 2009
Sales Activity	120	12.1	-12.4	-4.0	13.2	0.0	44.6
Dollar Volume	\$45,734,389	19.6	9.0	35.4	77.4	64.9	183.2
New Listings	217	27.6	-4.8	-11.8	-30.7	-31.8	-29.1
Active Listings	282	26.5	-4.1	-29.3	-47.4	-55.5	-62.1
Sales to New Listings Ratio¹	55.3	62.9	60.1	50.8	33.9	37.7	27.1
Months of Inventory²	2.4	2.1	2.1	3.2	5.1	5.3	9.0
Average Price	\$381,120	6.6	24.4	41.0	56.7	64.9	95.8

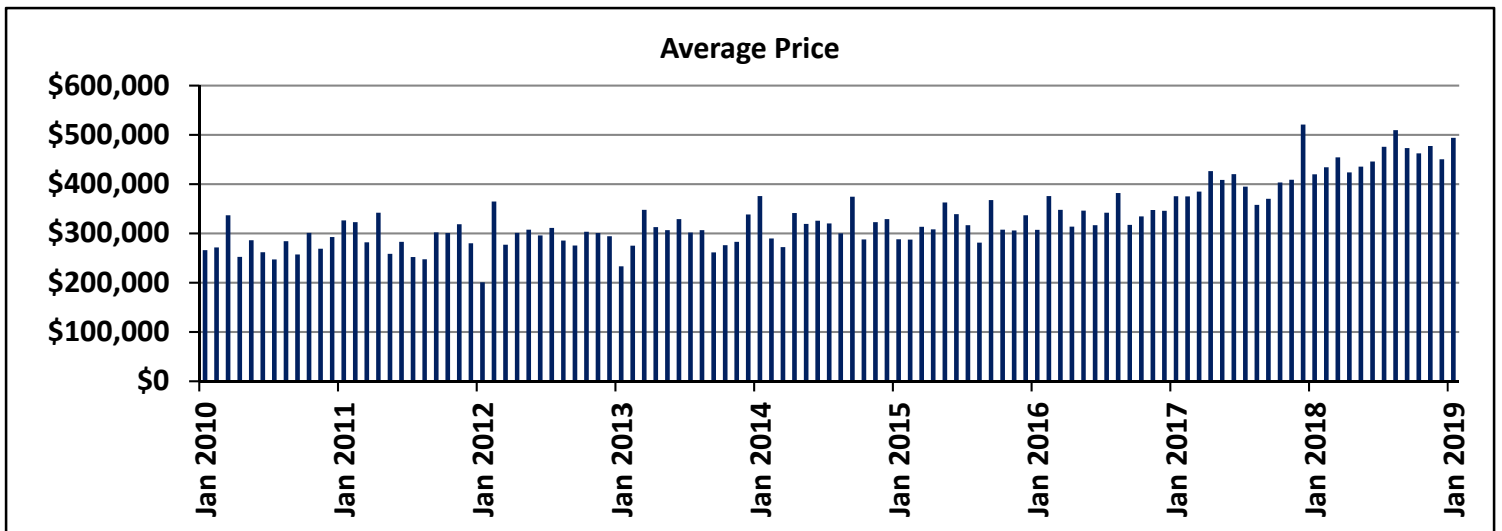
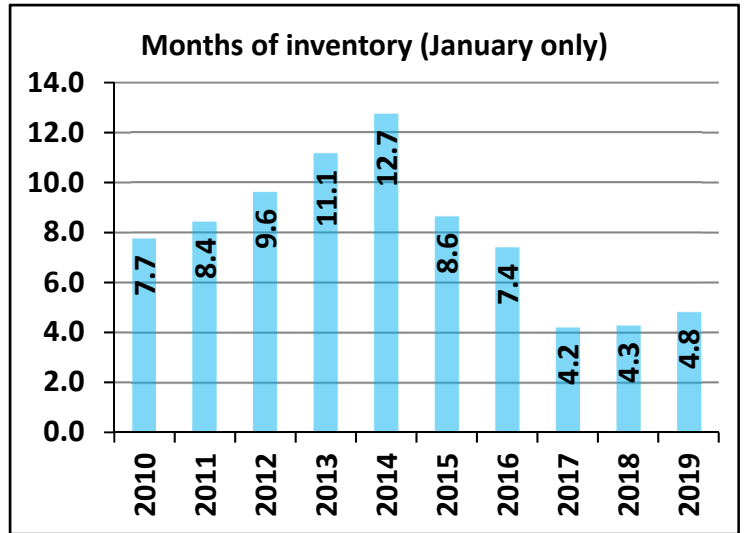
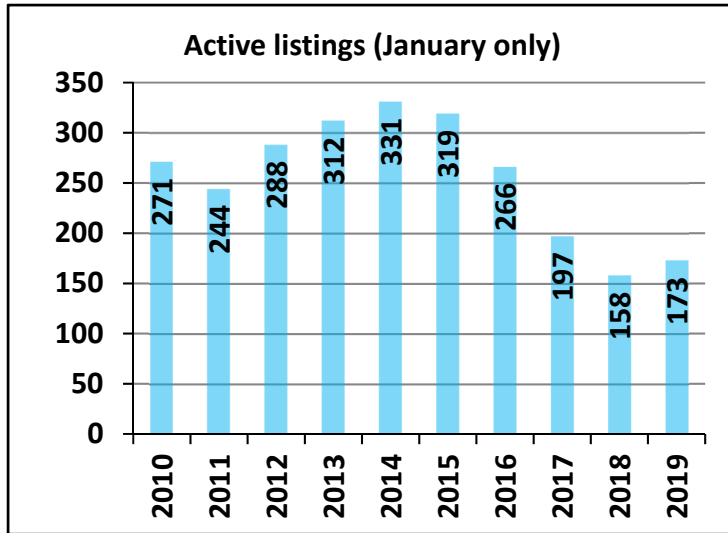
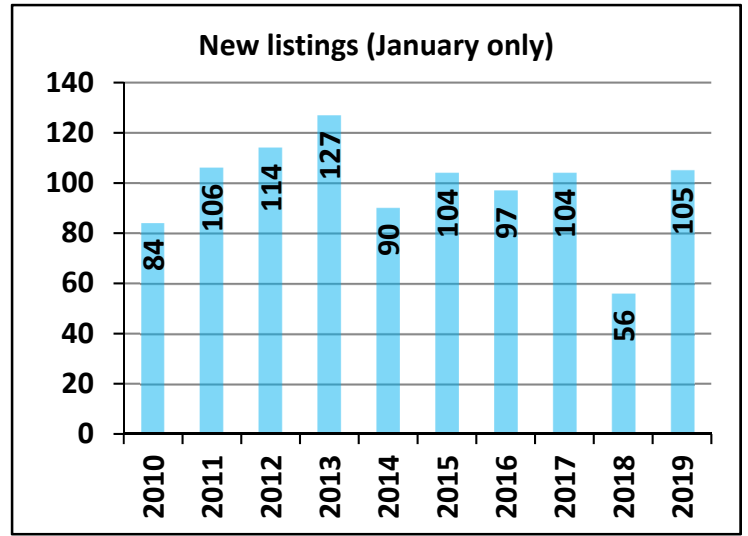
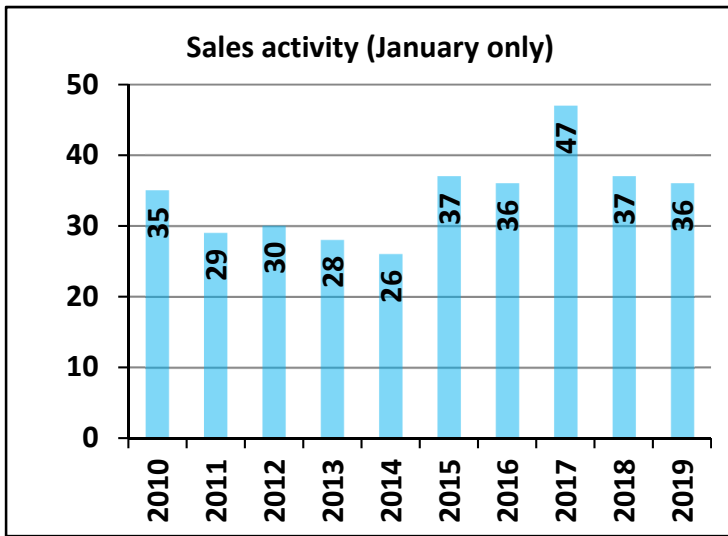
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2019	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2018	January 2017	January 2016	January 2014	January 2012	January 2009
Sales Activity	36	-2.7	-23.4	0.0	38.5	20.0	111.8
Dollar Volume	\$17,776,069	14.4	0.8	60.8	82.0	195.1	348.7
New Listings	105	87.5	1.0	8.2	16.7	-7.9	1.0
Active Listings	173	9.5	-12.2	-35.0	-47.7	-39.9	-44.9
Sales to New Listings Ratio¹	34.3	66.1	45.2	37.1	28.9	26.3	16.3
Months of Inventory²	4.8	4.3	4.2	7.4	12.7	9.6	18.5
Average Price	\$493,780	17.6	31.6	60.8	31.4	145.9	111.9

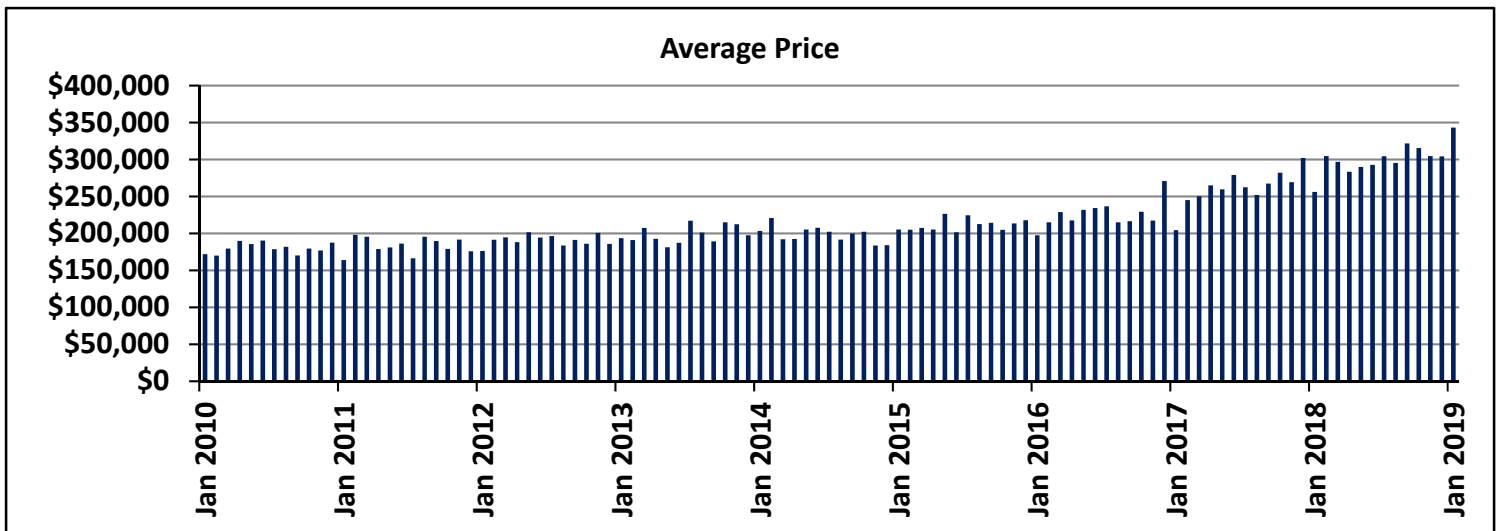
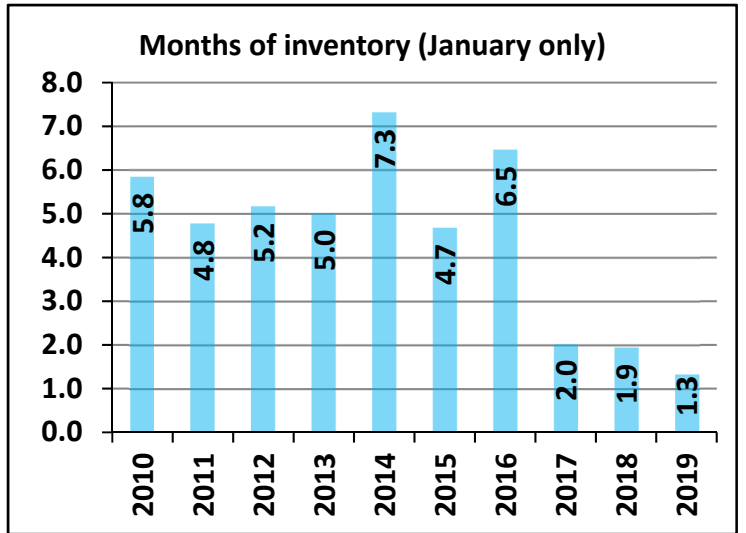
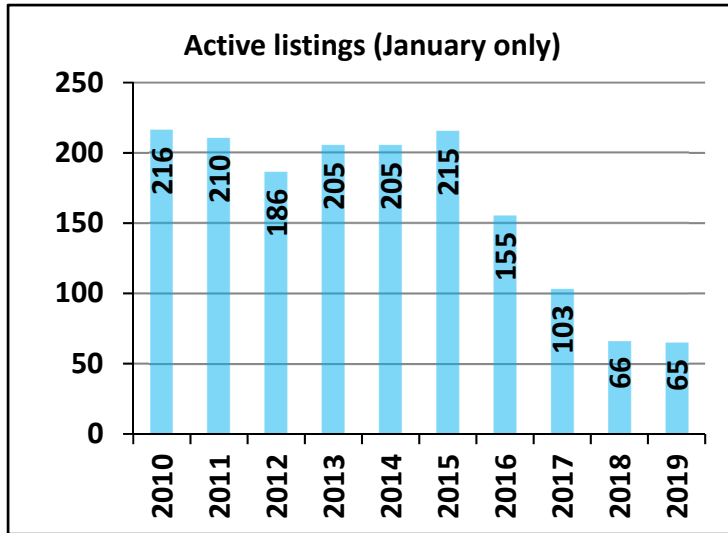
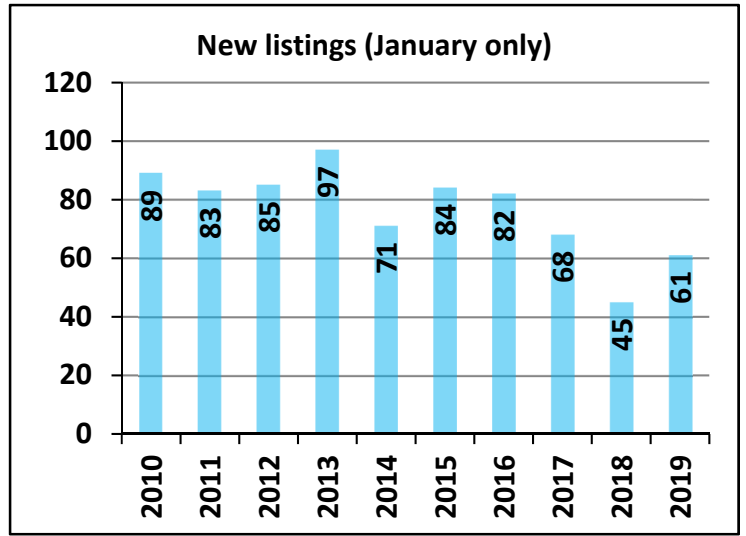
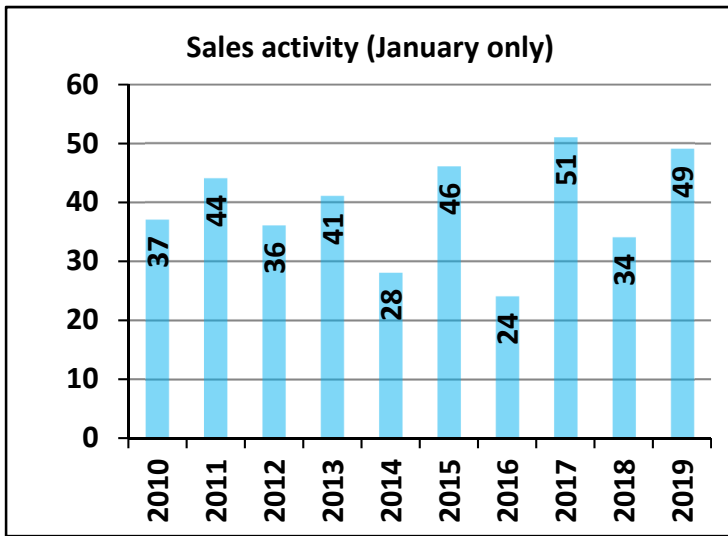
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2019	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2018	January 2017	January 2016	January 2014	January 2012	January 2009
Sales Activity	49	44.1	-3.9	104.2	75.0	36.1	113.0
Dollar Volume	\$16,815,700	93.1	61.4	254.8	195.6	165.2	297.8
New Listings	61	35.6	-10.3	-25.6	-14.1	-28.2	-22.8
Active Listings	65	-1.5	-36.9	-58.1	-68.3	-65.1	-80.9
Sales to New Listings Ratio¹	80.3	75.6	75.0	29.3	39.4	42.4	29.1
Months of Inventory²	1.3	1.9	2.0	6.5	7.3	5.2	14.8
Average Price	\$343,178	34.0	68.0	73.8	68.9	94.8	86.7

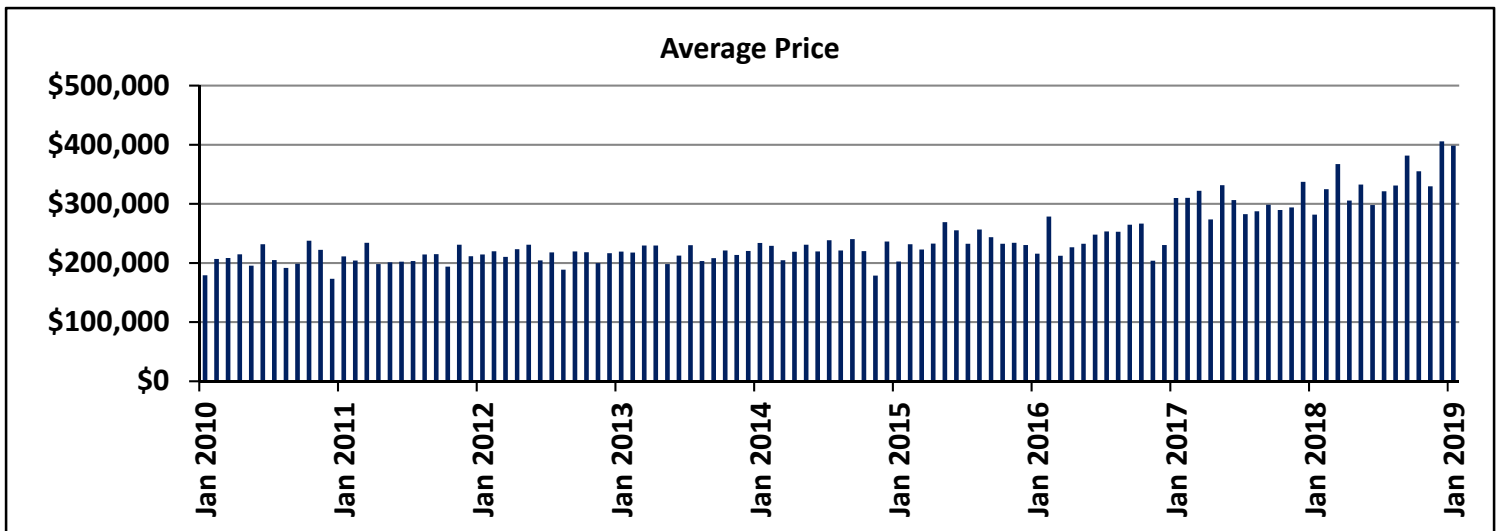
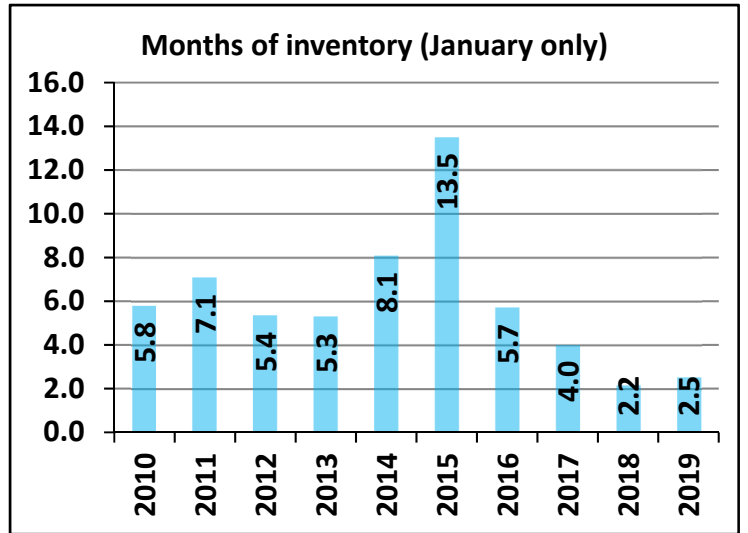
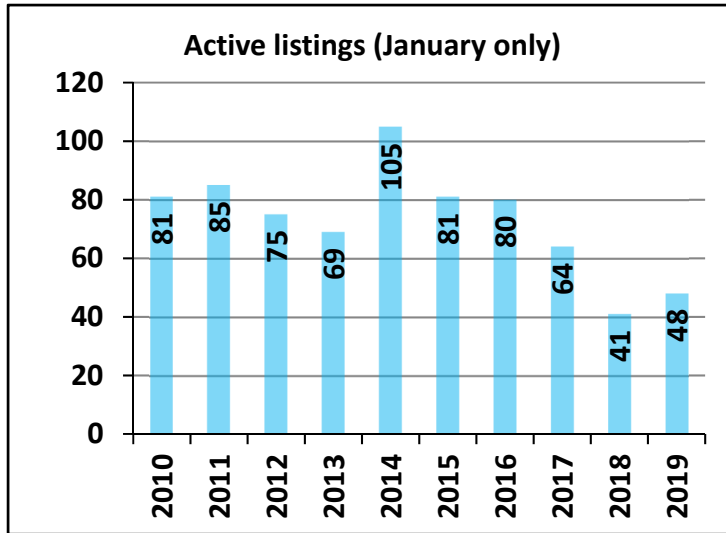
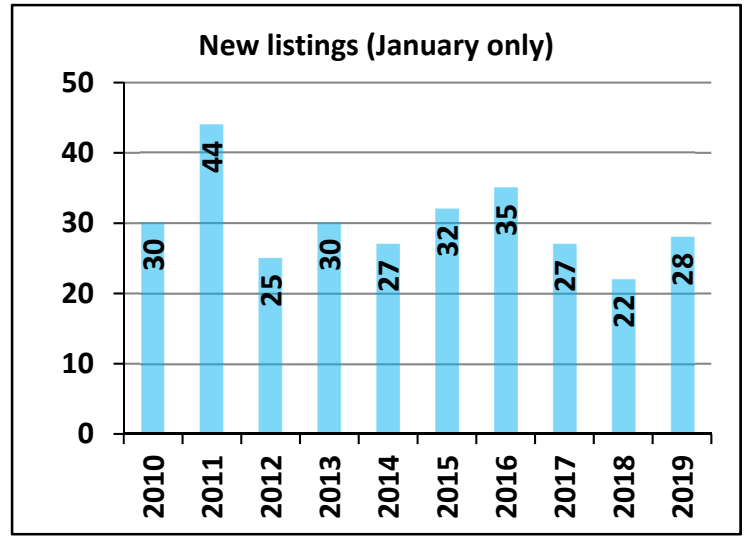
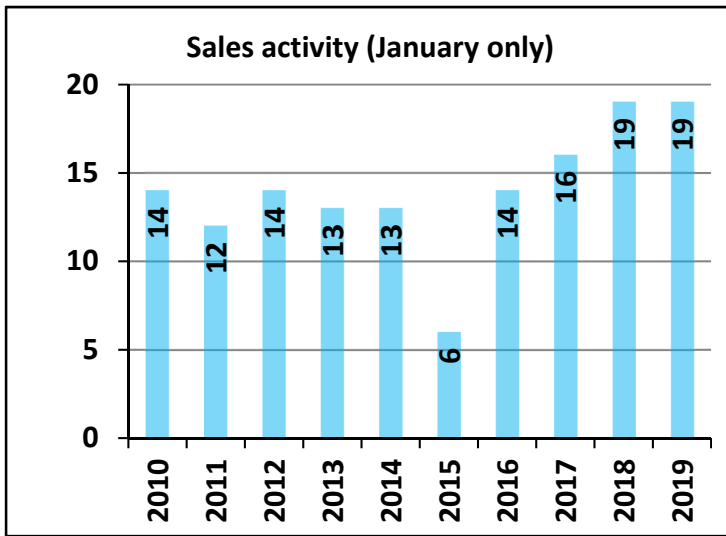
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2019	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2018	January 2017	January 2016	January 2014	January 2012	January 2009
Sales Activity	19	0.0	18.8	35.7	46.2	35.7	171.4
Dollar Volume	\$7,564,850	41.4	52.6	150.7	149.0	152.3	550.7
New Listings	28	27.3	3.7	-20.0	3.7	12.0	-24.3
Active Listings	48	17.1	-25.0	-40.0	-54.3	-36.0	-59.3
Sales to New Listings Ratio¹	67.9	86.4	59.3	40.0	48.1	56.0	18.9
Months of Inventory²	2.5	2.2	4.0	5.7	8.1	5.4	16.9
Average Price	\$398,150	41.4	28.5	84.7	70.4	85.9	139.7

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes