



Residential Market Activity

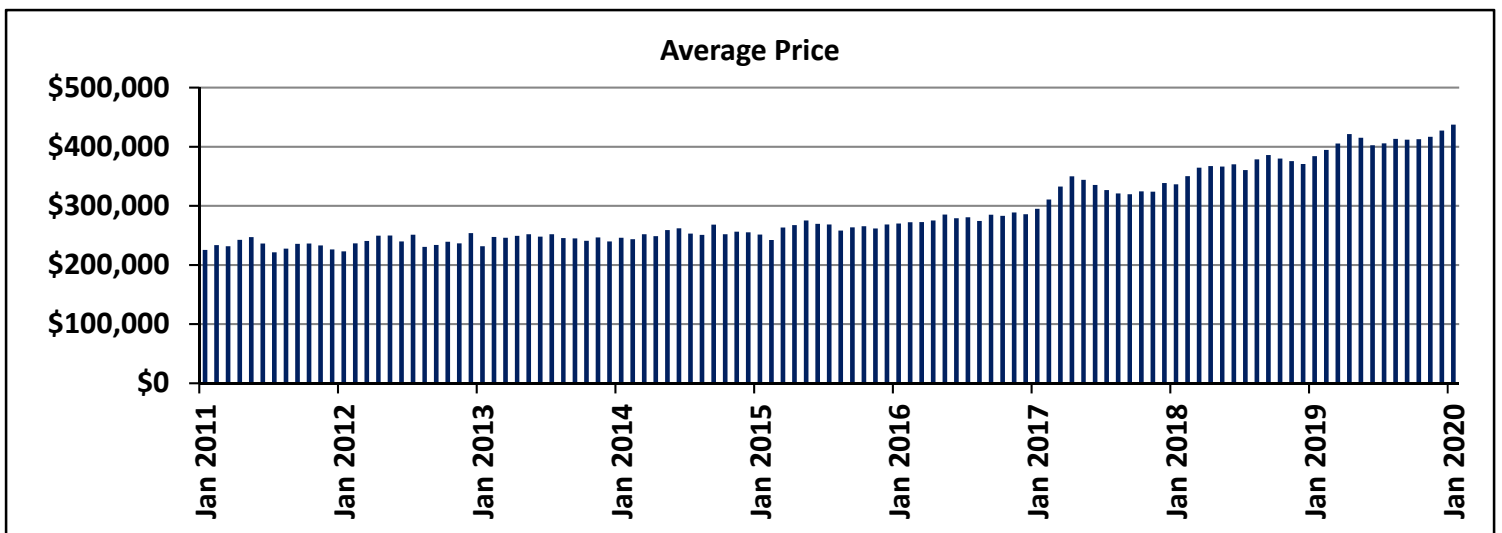
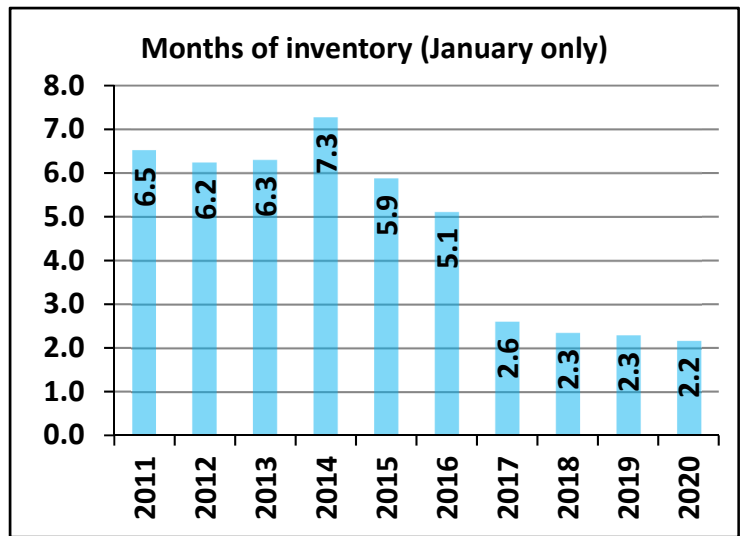
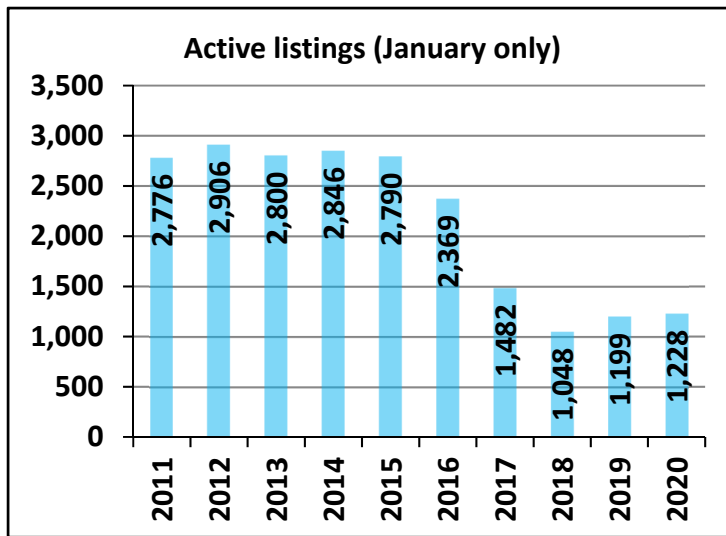
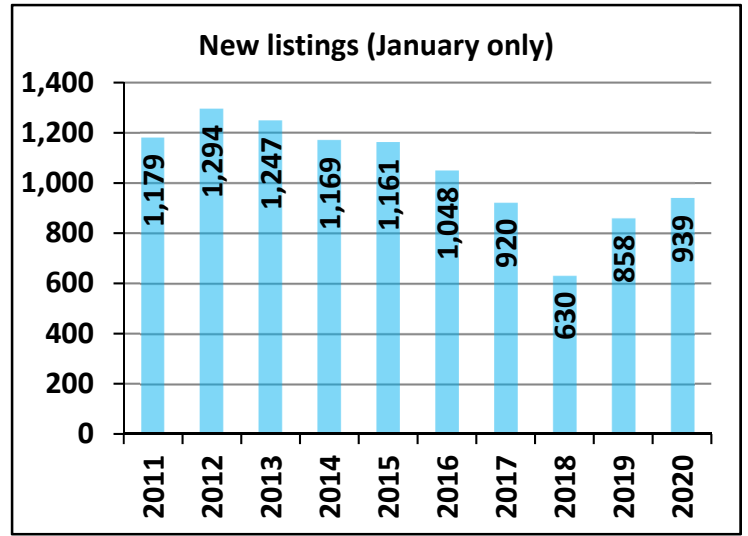
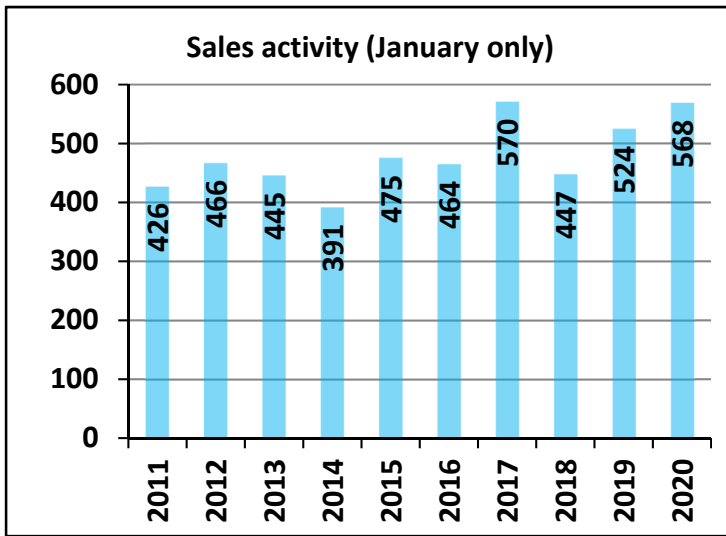
January 2020



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

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	568	8.4	27.1	-0.4	19.6	27.6	17.4
Dollar Volume	\$248,328,175	23.4	65.2	47.7	108.0	140.8	129.1
New Listings	939	9.4	49.0	2.1	-19.1	-24.7	-13.4
Active Listings	1,228	2.4	17.2	-17.1	-56.0	-56.1	-51.4
Sales to New Listings Ratio¹	60.5	61.1	71.0	62.0	40.9	35.7	44.6
Months of Inventory²	2.2	2.3	2.3	2.6	5.9	6.3	5.2
Average Price	\$437,197	13.9	30.0	48.2	73.9	88.7	95.2

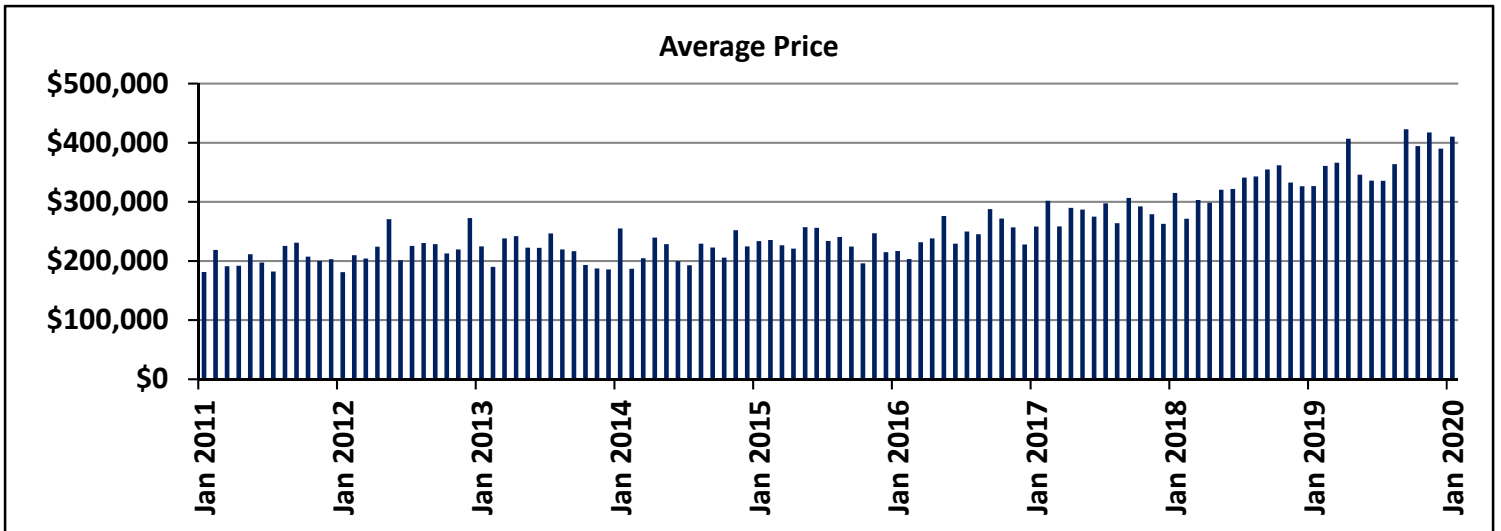
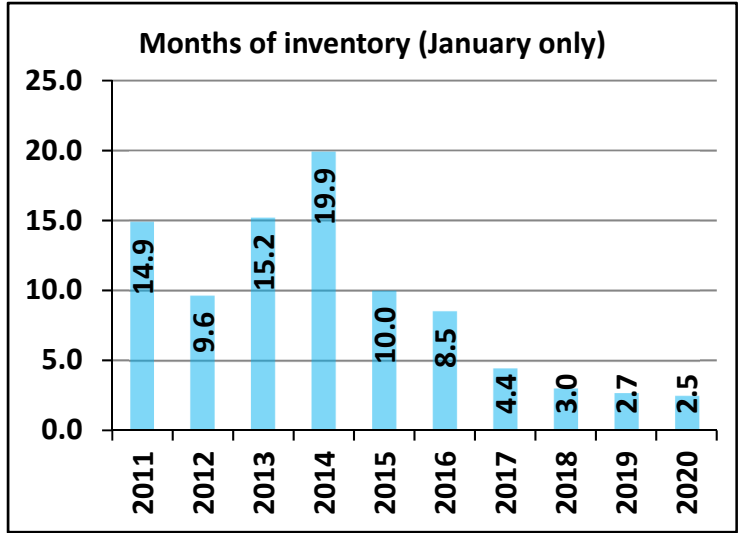
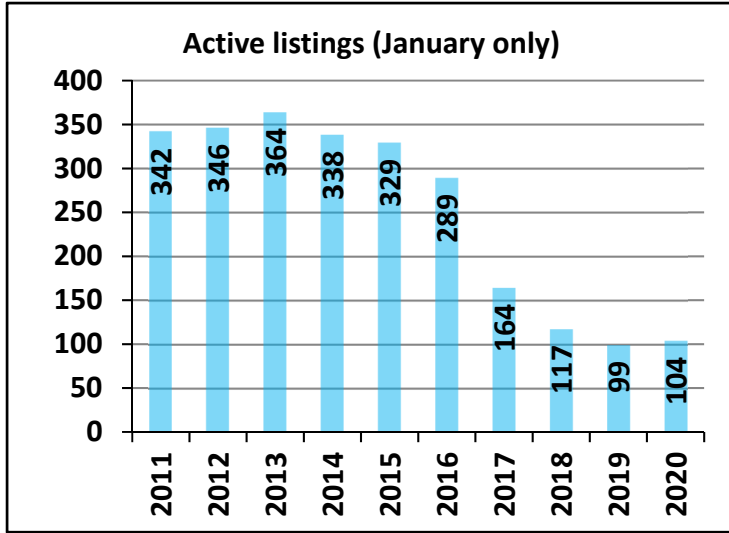
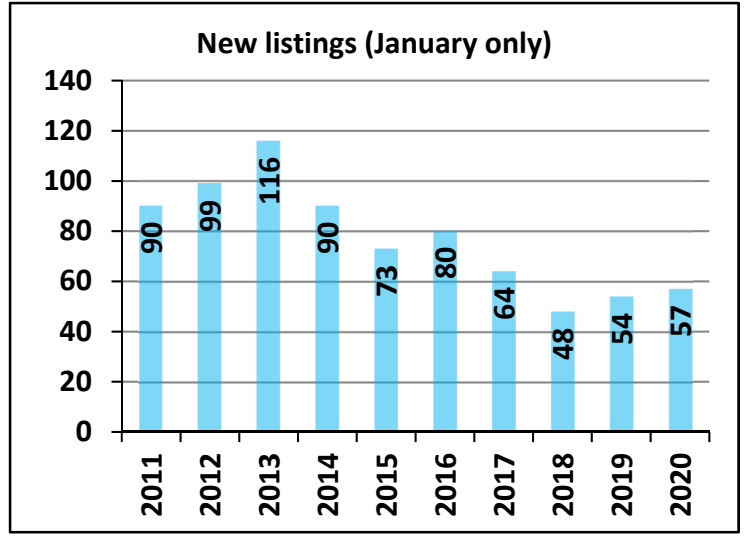
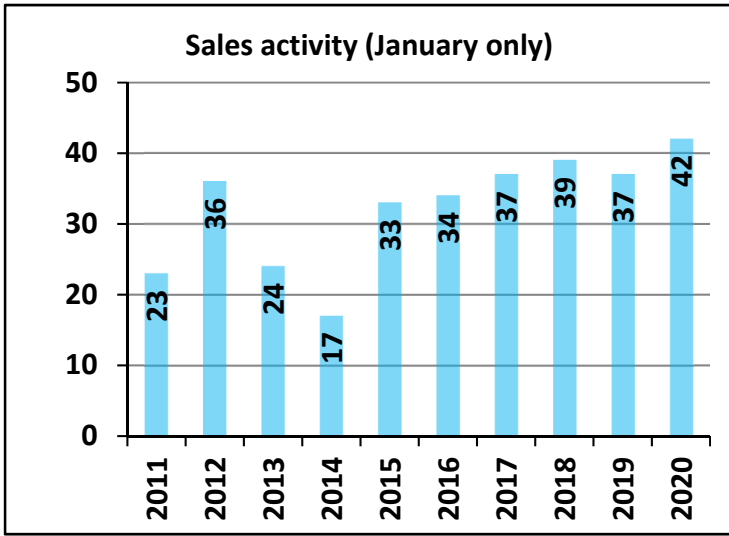
¹ Sales / new listings * 100

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 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	42	13.5	7.7	13.5	27.3	75.0	-4.5
Dollar Volume	\$17,233,200	42.6	40.3	80.5	123.6	219.8	93.1
New Listings	57	5.6	18.8	-10.9	-21.9	-50.9	-48.6
Active Listings	104	5.1	-11.1	-36.6	-68.4	-71.4	-70.8
Sales to New Listings Ratio¹	73.7	68.5	81.3	57.8	45.2	20.7	39.6
Months of Inventory²	2.5	2.7	3.0	4.4	10.0	15.2	8.1
Average Price	\$410,314	25.6	30.3	59.0	75.7	82.7	102.3

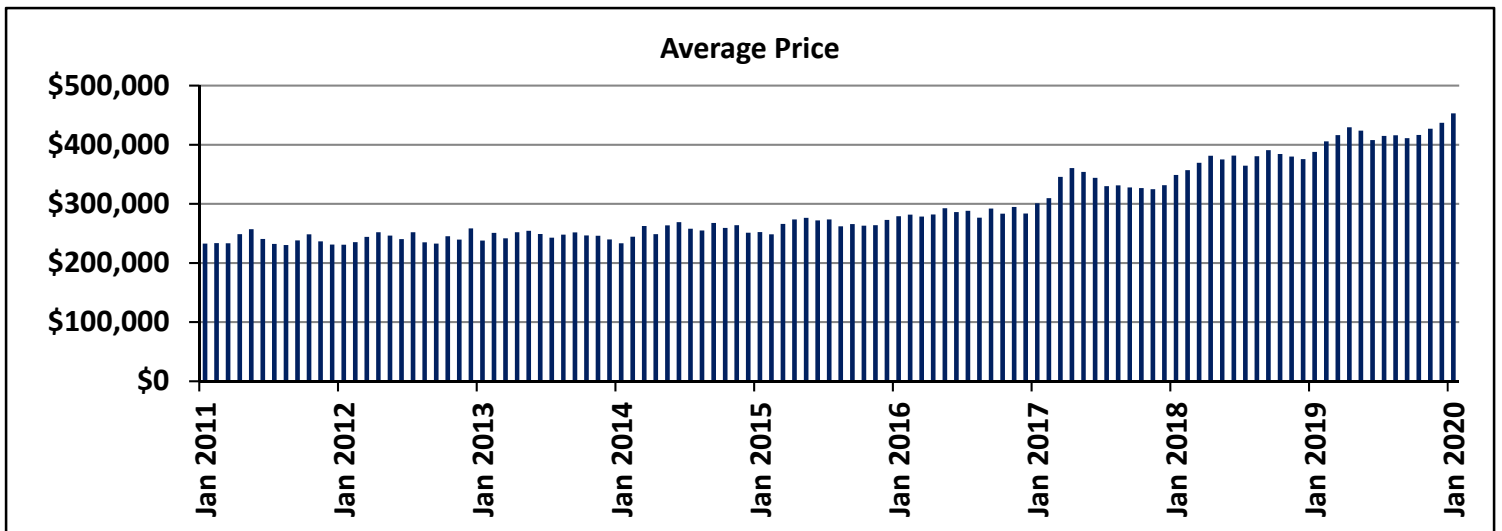
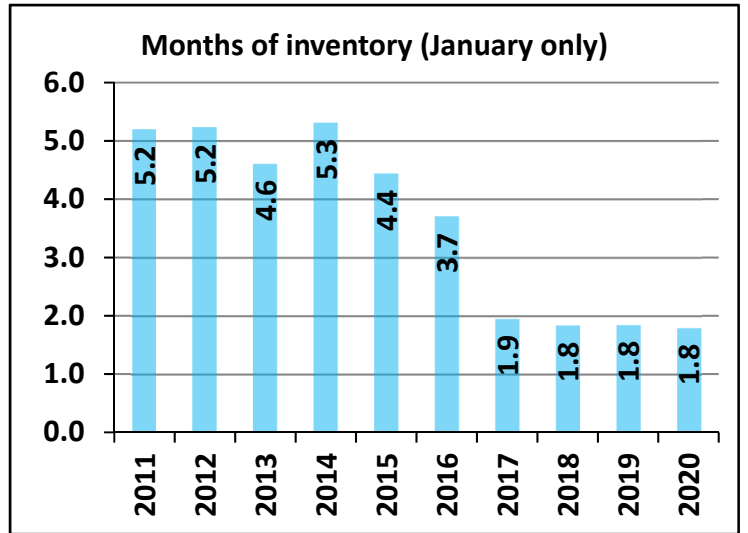
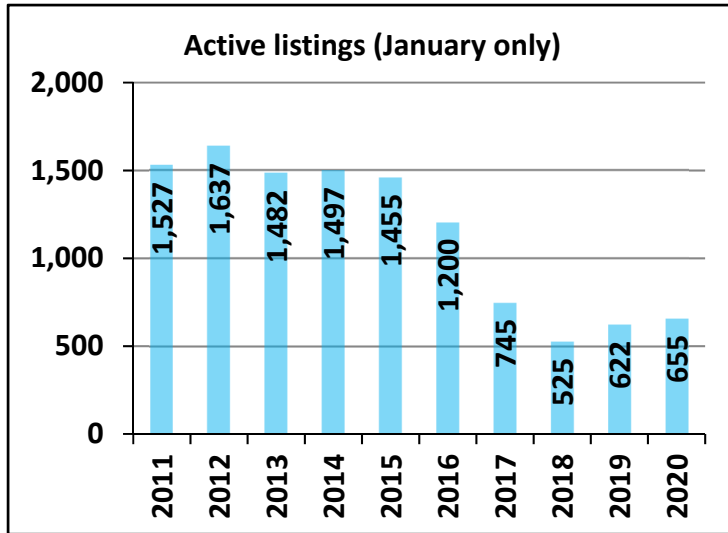
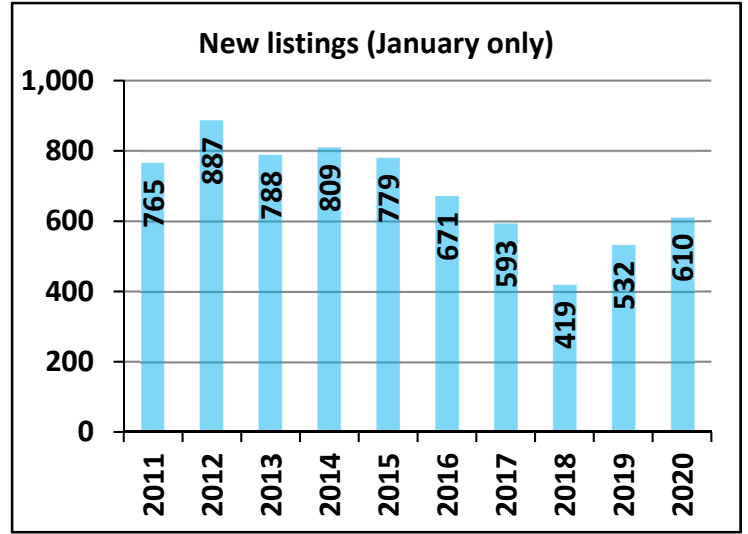
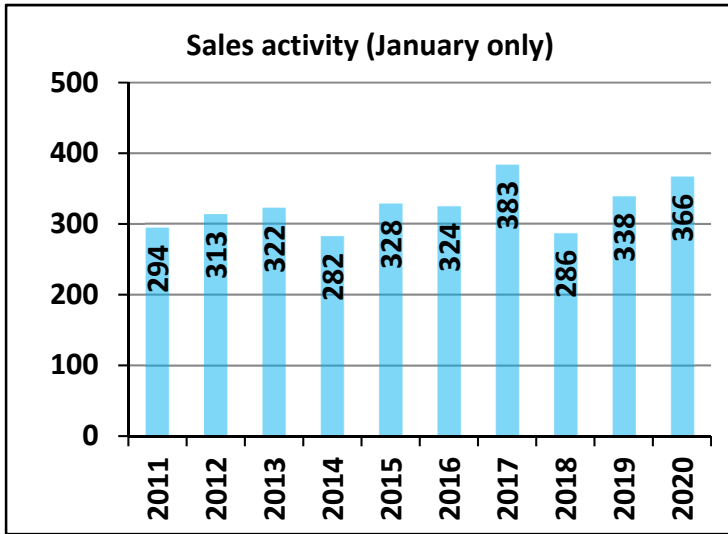
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London

Residential Market Activity



London

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	366	8.3	28.0	-4.4	11.6	13.7	13.7
Dollar Volume	\$165,770,324	26.4	66.2	43.8	100.4	116.4	127.5
New Listings	610	14.7	45.6	2.9	-21.7	-22.6	-11.7
Active Listings	655	5.3	24.8	-12.1	-55.0	-55.8	-49.4
Sales to New Listings Ratio¹	60.0	63.5	68.3	64.6	42.1	40.9	46.6
Months of Inventory²	1.8	1.8	1.8	1.9	4.4	4.6	4.0
Average Price	\$452,924	16.8	29.9	50.5	79.6	90.4	100.1

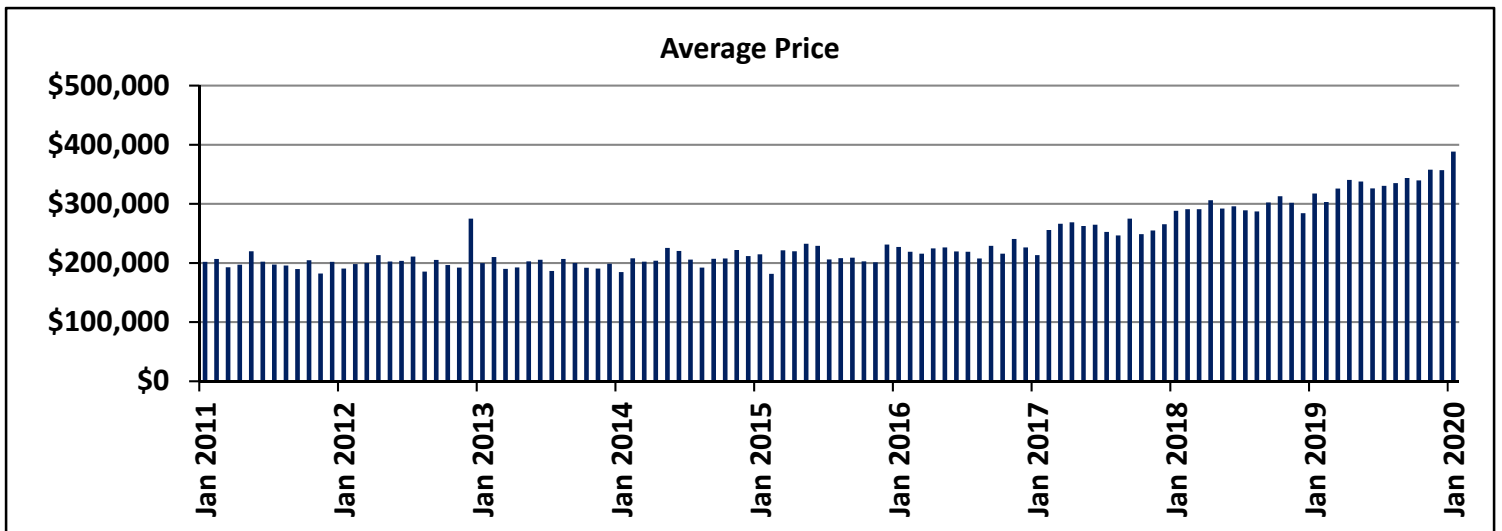
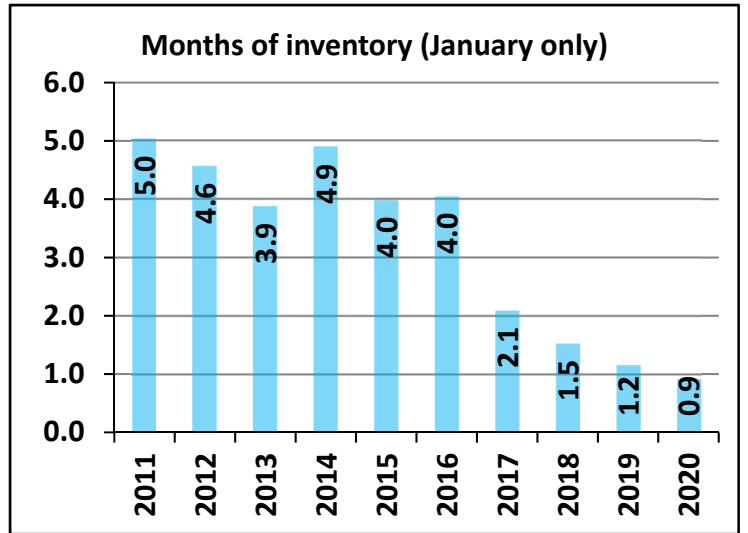
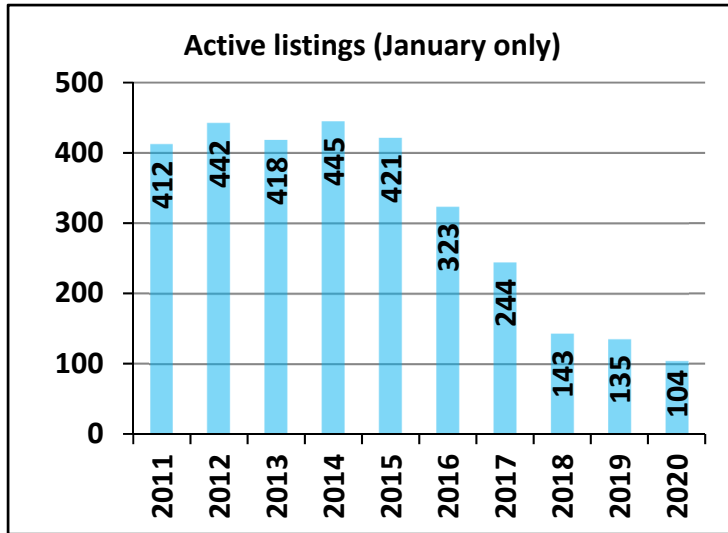
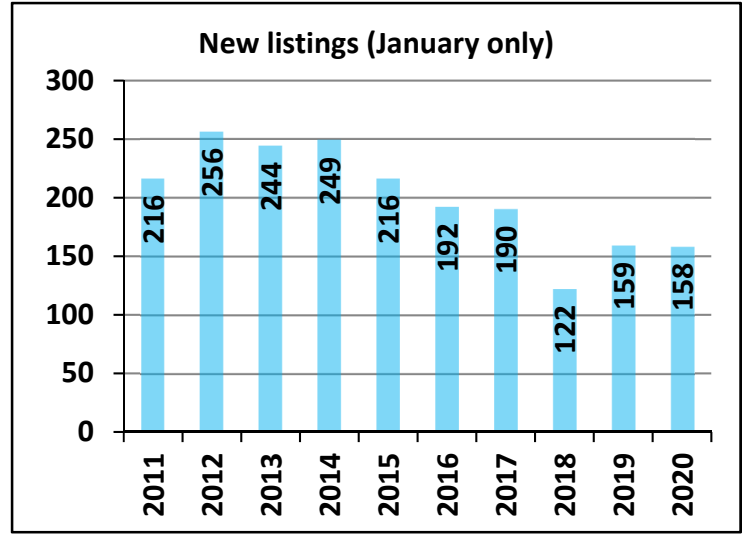
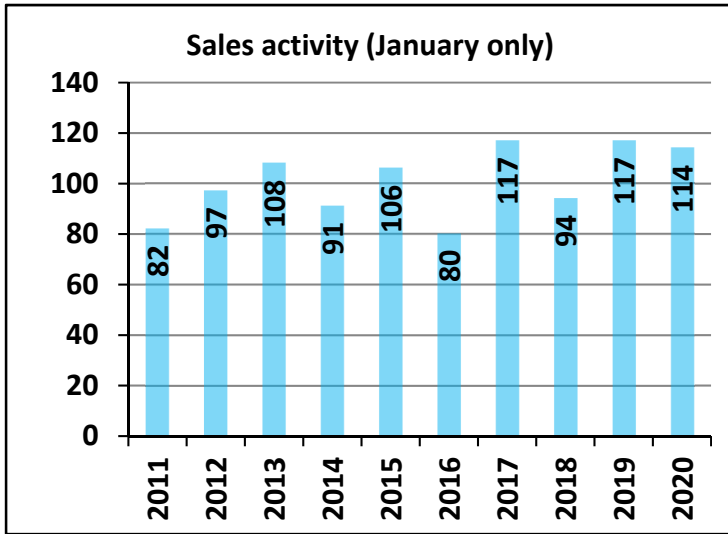
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London East

Residential Market Activity



London East

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	114	-2.6	21.3	-2.6	7.5	5.6	14.0
Dollar Volume	\$44,250,385	19.2	63.3	77.4	94.6	105.2	165.1
New Listings	158	-0.6	29.5	-16.8	-26.9	-35.2	-15.5
Active Listings	104	-23.0	-27.3	-57.4	-75.3	-75.1	-69.7
Sales to New Listings Ratio¹	72.2	73.6	77.0	61.6	49.1	44.3	53.5
Months of Inventory²	0.9	1.2	1.5	2.1	4.0	3.9	3.4
Average Price	\$388,161	22.3	34.7	82.1	80.9	94.4	132.5

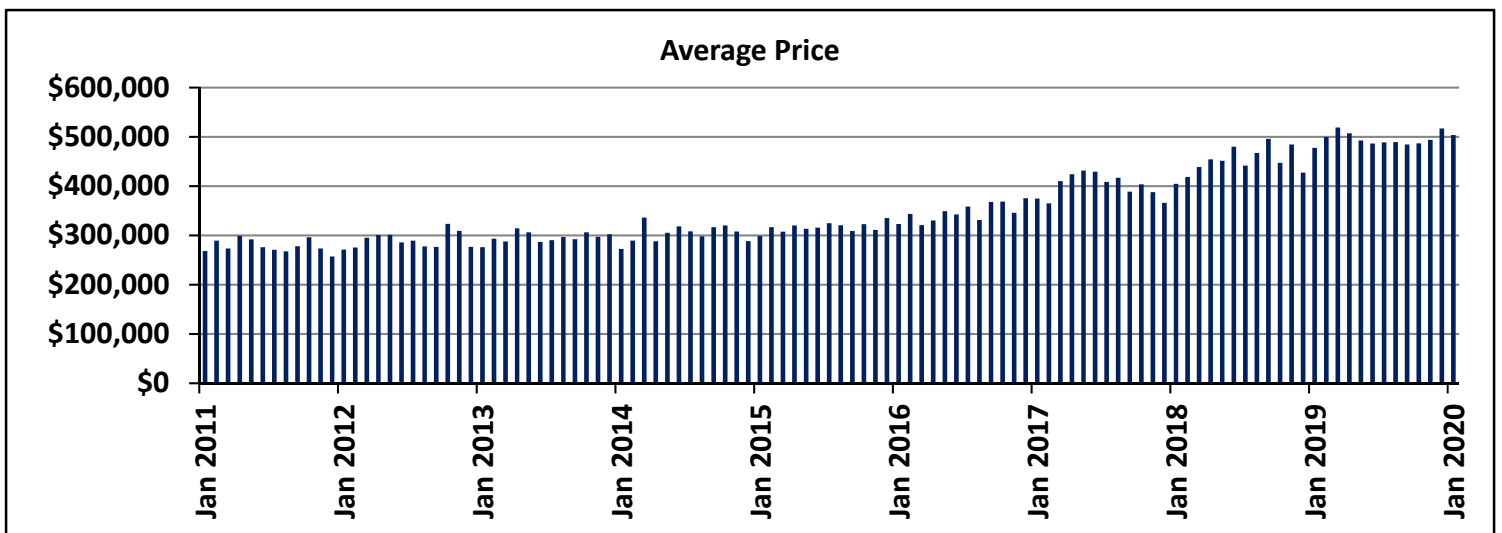
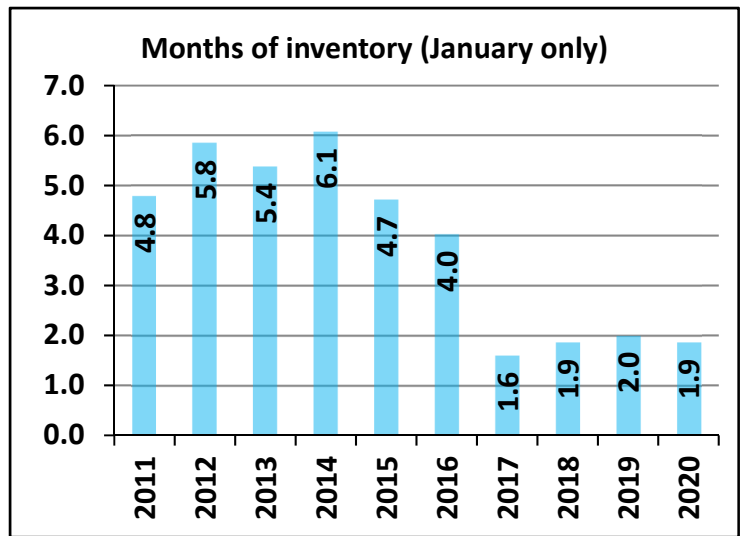
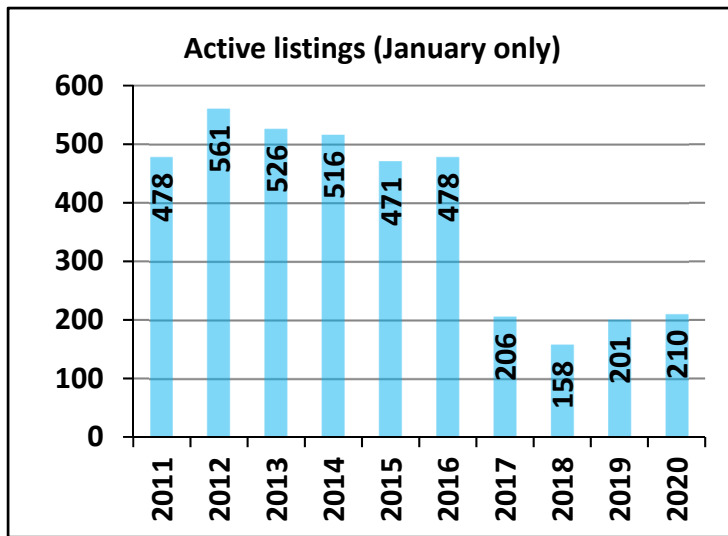
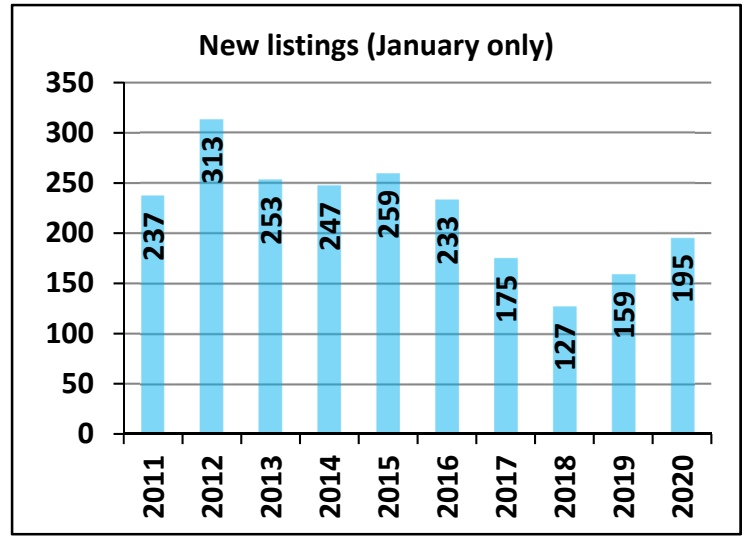
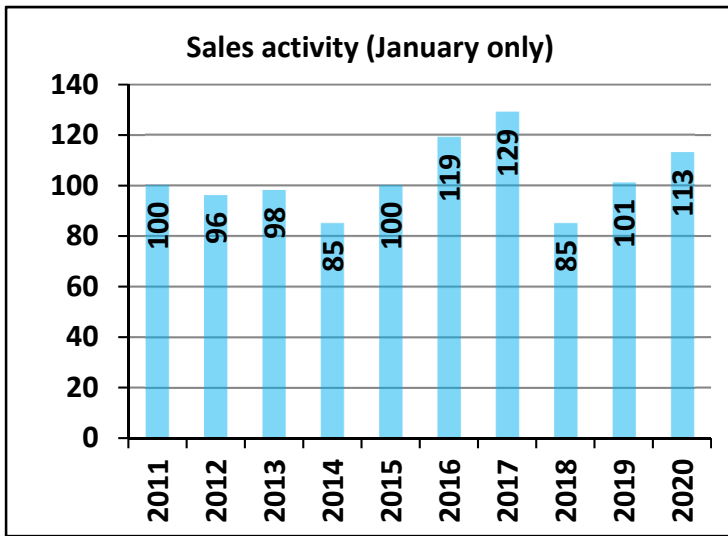
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London North

Residential Market Activity



London North

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	113	11.9	32.9	-12.4	13.0	15.3	10.8
Dollar Volume	\$56,904,063	18.0	65.5	17.7	90.6	110.5	108.4
New Listings	195	22.6	53.5	11.4	-24.7	-22.9	-6.3
Active Listings	210	4.5	32.9	1.9	-55.4	-60.1	-45.6
Sales to New Listings Ratio¹	57.9	63.5	66.9	73.7	38.6	38.7	49.0
Months of Inventory²	1.9	2.0	1.9	1.6	4.7	5.4	3.8
Average Price	\$503,576	5.4	24.5	34.4	68.7	82.5	88.1

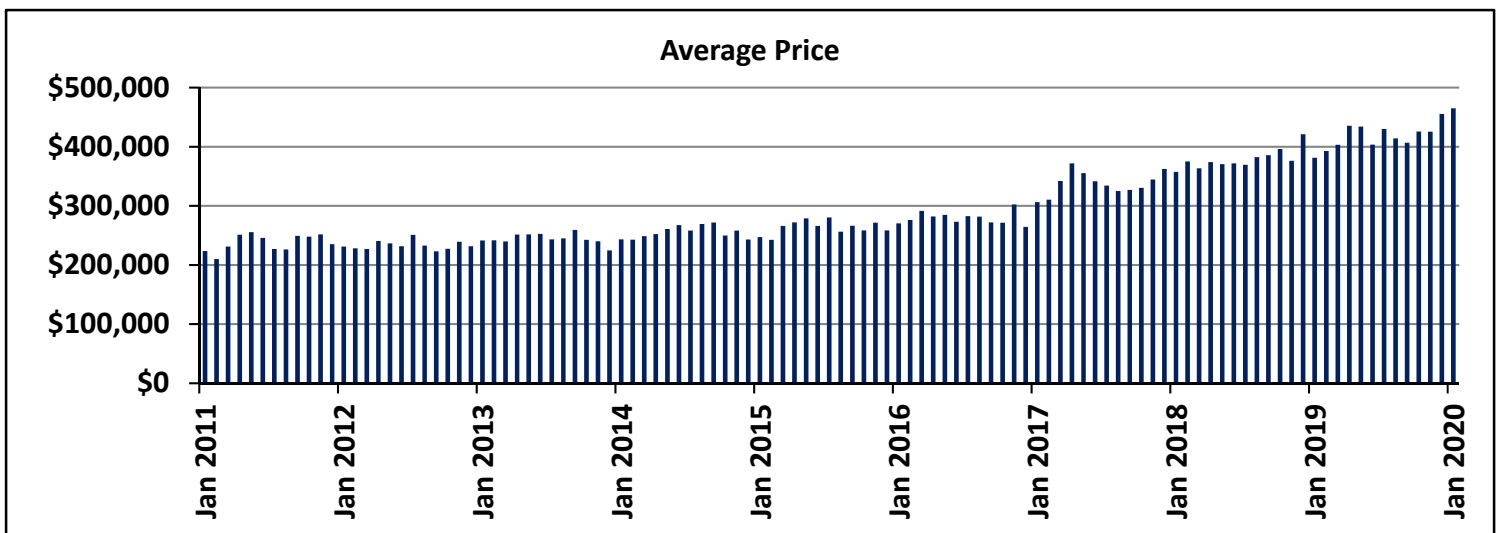
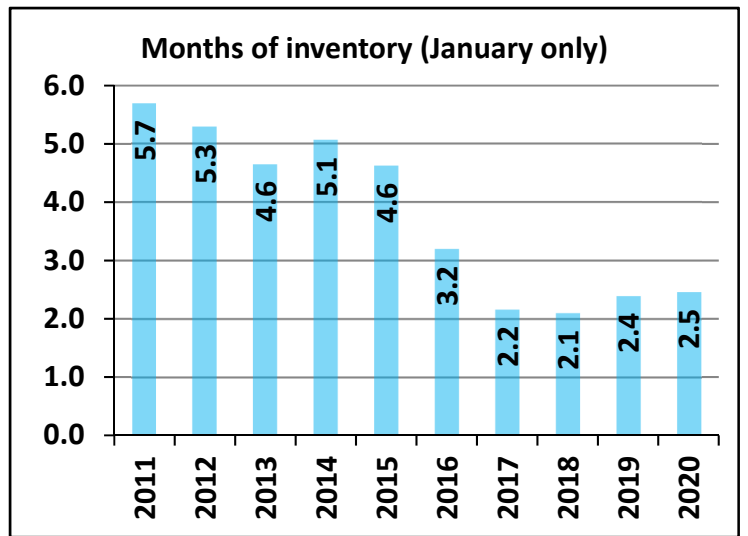
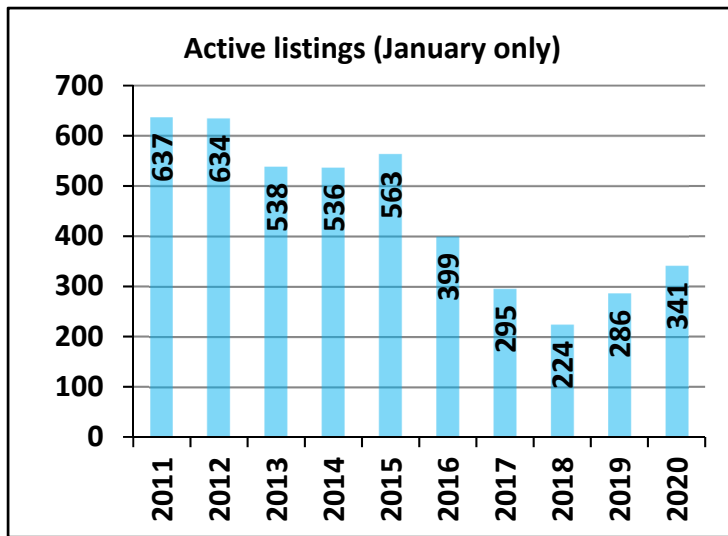
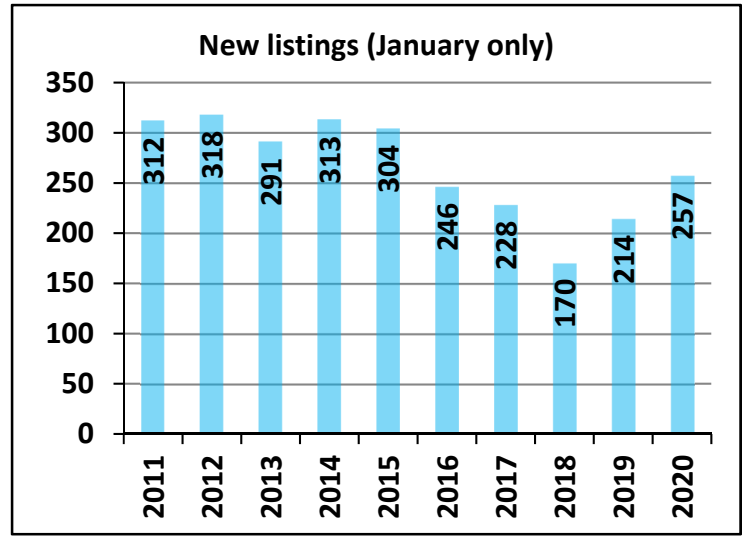
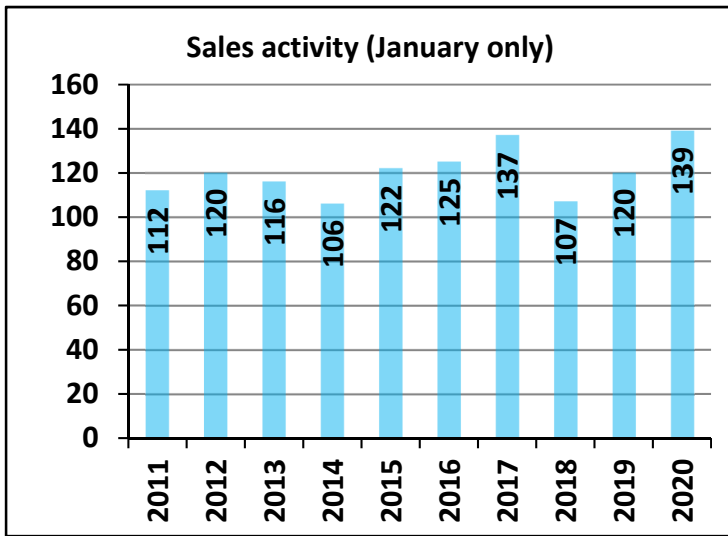
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London South

Residential Market Activity



London South

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	139	15.8	29.9	1.5	13.9	19.8	15.8
Dollar Volume	\$64,615,876	41.3	68.9	54.0	114.4	130.7	123.8
New Listings	257	20.1	51.2	12.7	-15.5	-11.7	-13.2
Active Listings	341	19.2	52.2	15.6	-39.4	-36.6	-39.6
Sales to New Listings Ratio¹	54.1	56.1	62.9	60.1	40.1	39.9	40.5
Months of Inventory²	2.5	2.4	2.1	2.2	4.6	4.6	4.7
Average Price	\$464,862	22.0	30.1	51.8	88.2	92.5	93.2

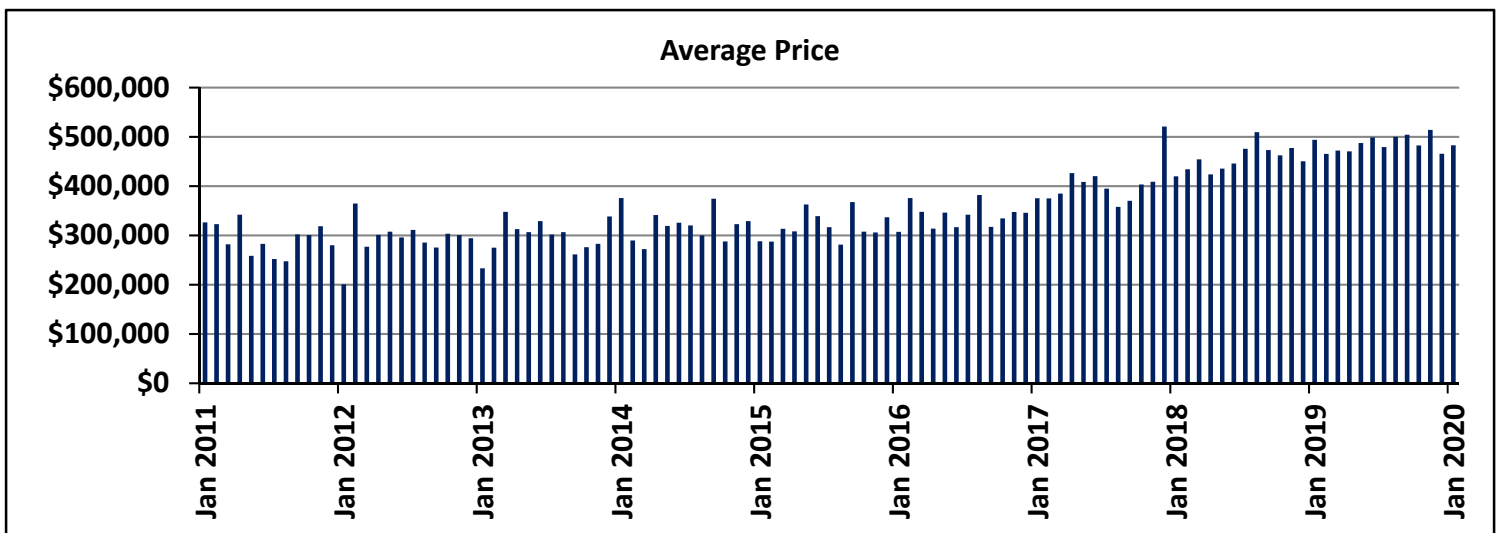
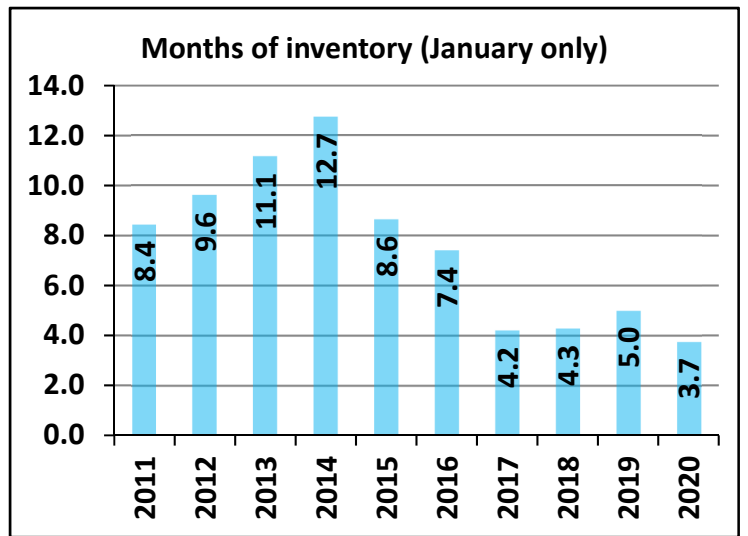
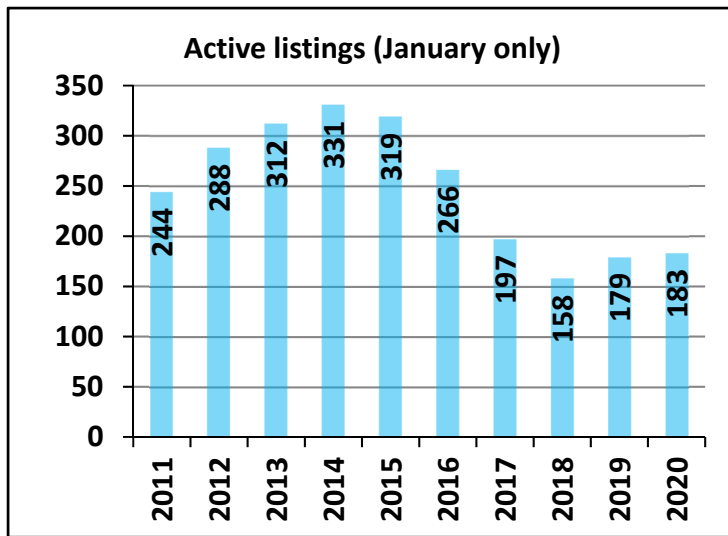
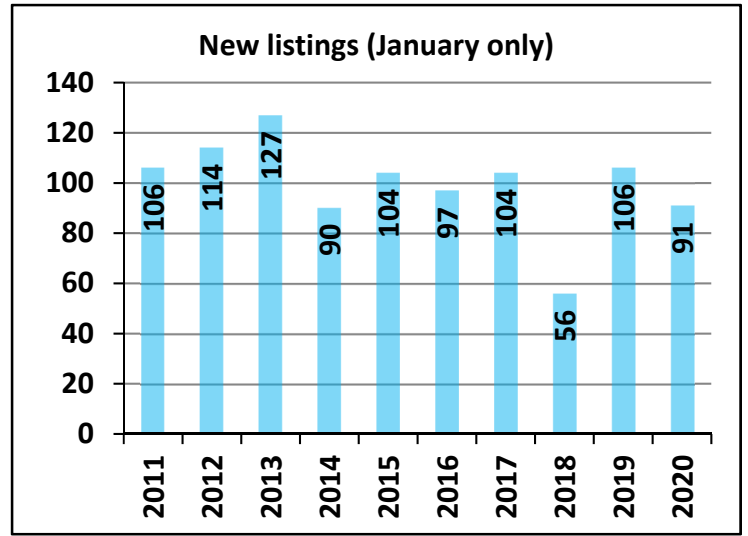
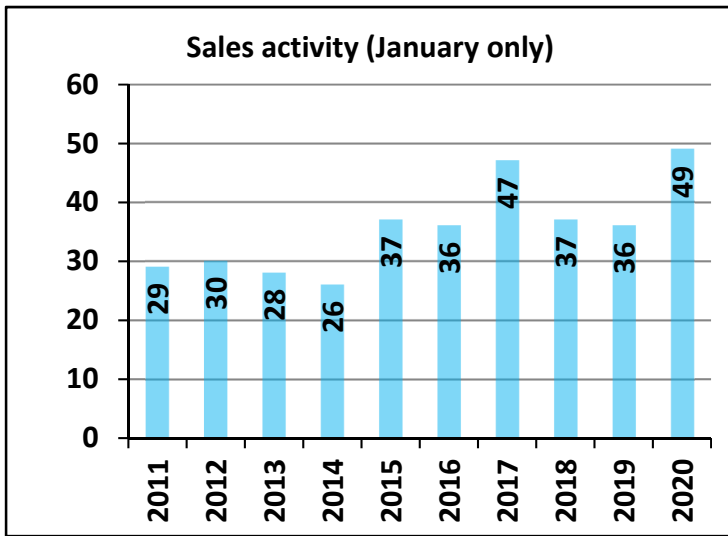
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Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	49	36.1	32.4	4.3	32.4	75.0	40.0
Dollar Volume	\$23,650,758	33.0	52.2	34.1	122.0	262.4	154.2
New Listings	91	-14.2	62.5	-12.5	-12.5	-28.3	8.3
Active Listings	183	2.2	15.8	-7.1	-42.6	-41.3	-32.5
Sales to New Listings Ratio¹	53.8	34.0	66.1	45.2	35.6	22.0	41.7
Months of Inventory²	3.7	5.0	4.3	4.2	8.6	11.1	7.7
Average Price	\$482,669	-2.3	14.9	28.6	67.6	107.1	81.5

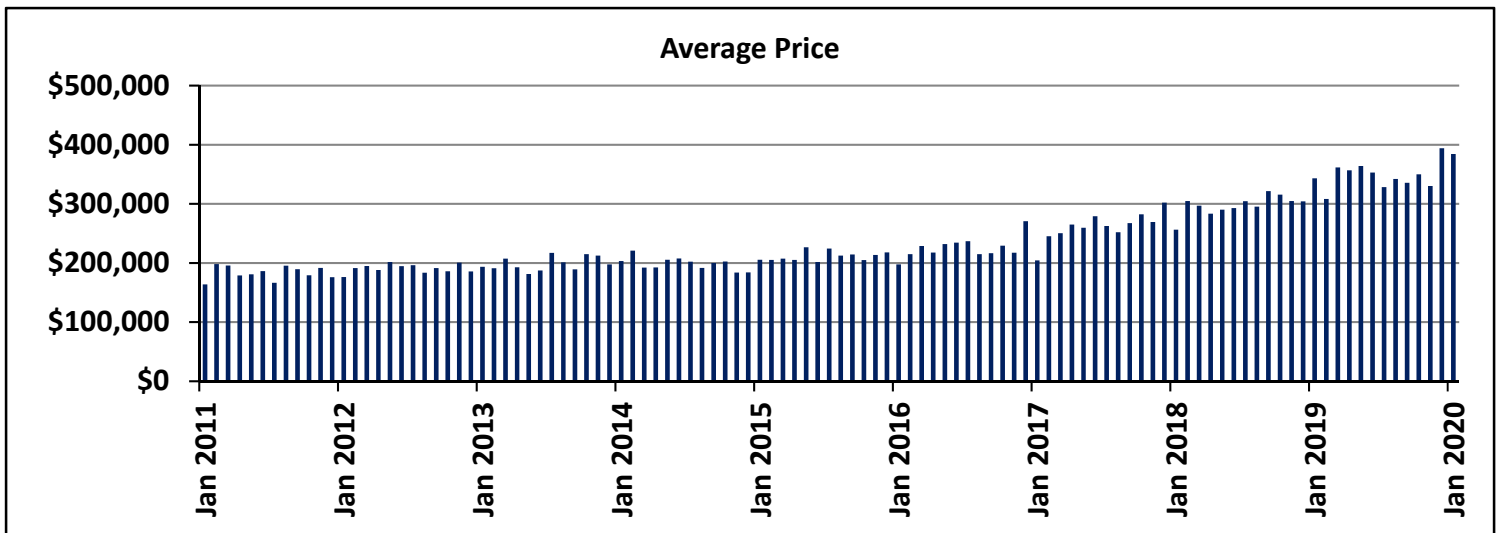
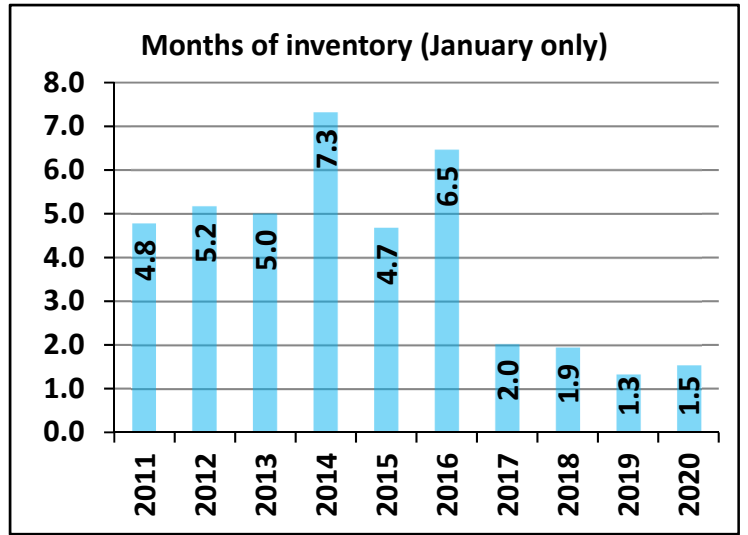
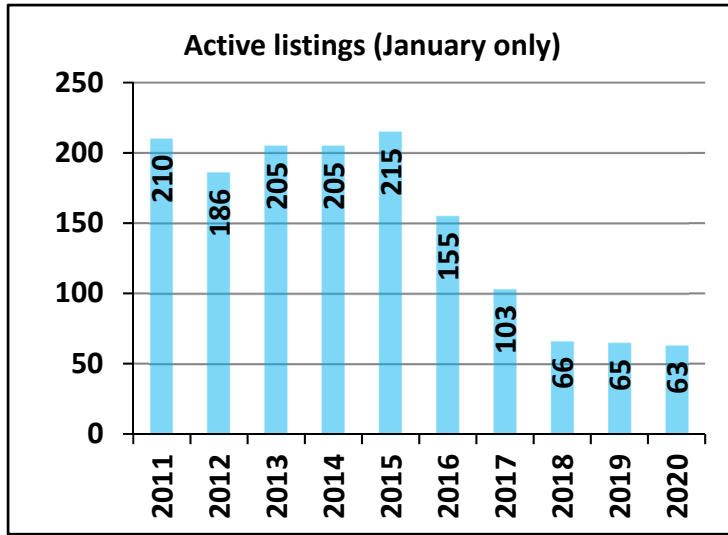
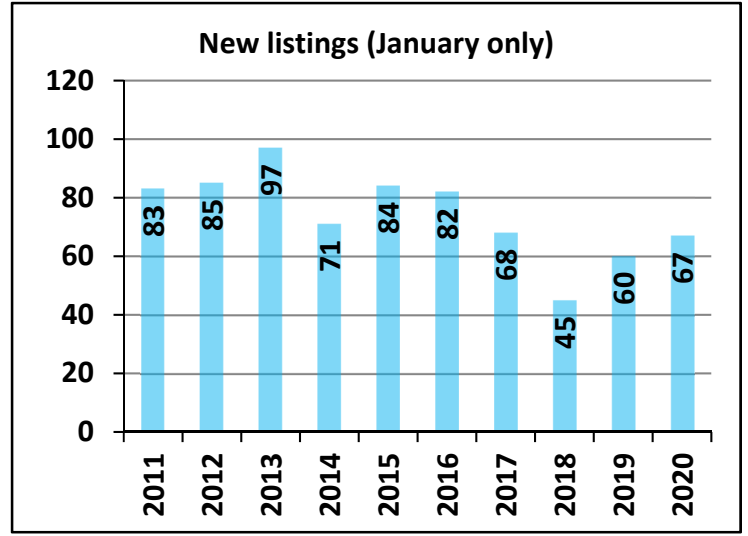
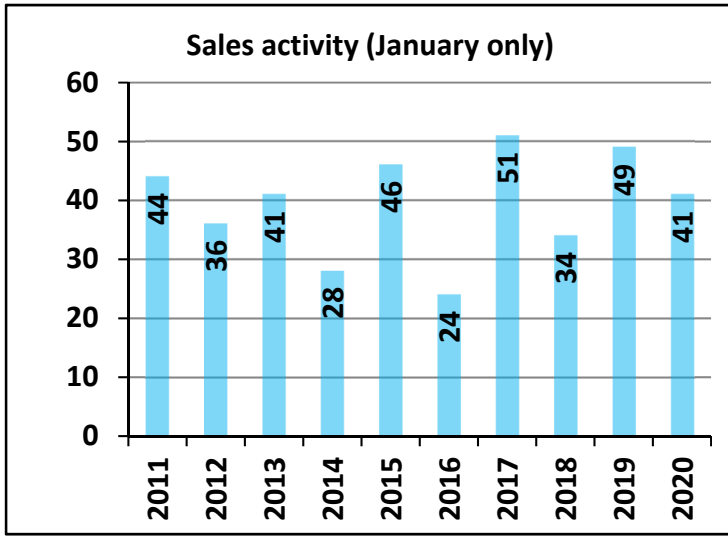
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St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	41	-16.3	20.6	-19.6	-10.9	0.0	10.8
Dollar Volume	\$15,755,933	-6.3	80.9	51.2	66.9	98.6	147.7
New Listings	67	11.7	48.9	-1.5	-20.2	-30.9	-24.7
Active Listings	63	-3.1	-4.5	-38.8	-70.7	-69.3	-70.8
Sales to New Listings Ratio¹	61.2	81.7	75.6	75.0	54.8	42.3	41.6
Months of Inventory²	1.5	1.3	1.9	2.0	4.7	5.0	5.8
Average Price	\$384,291	12.0	50.0	88.1	87.2	98.6	123.5

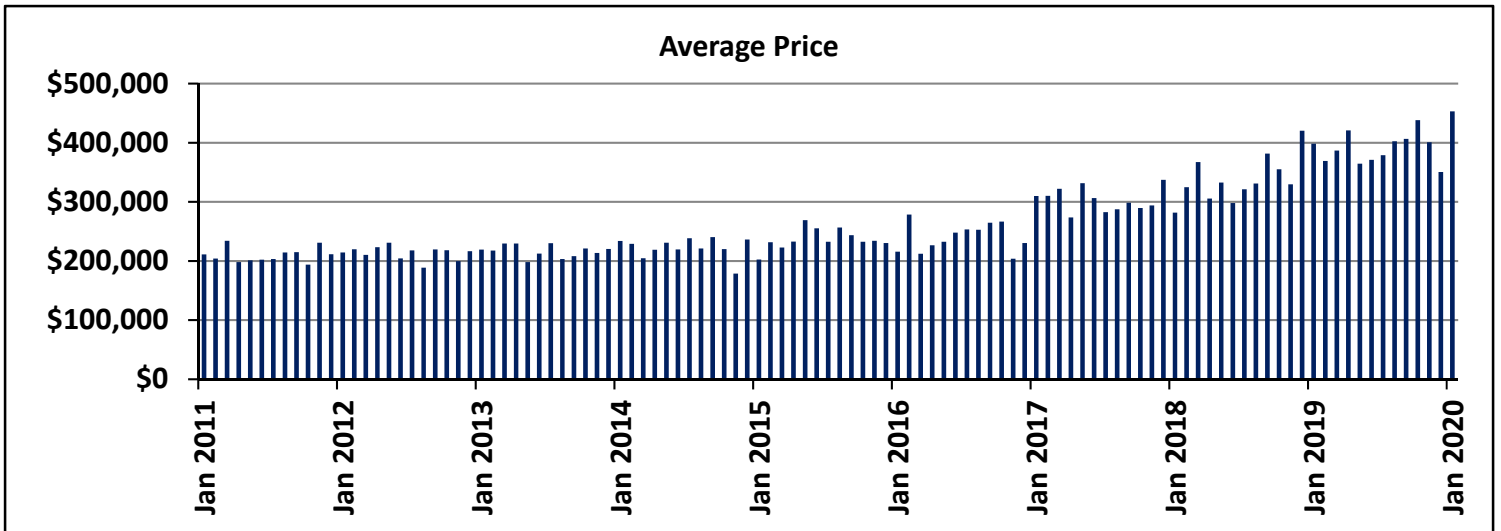
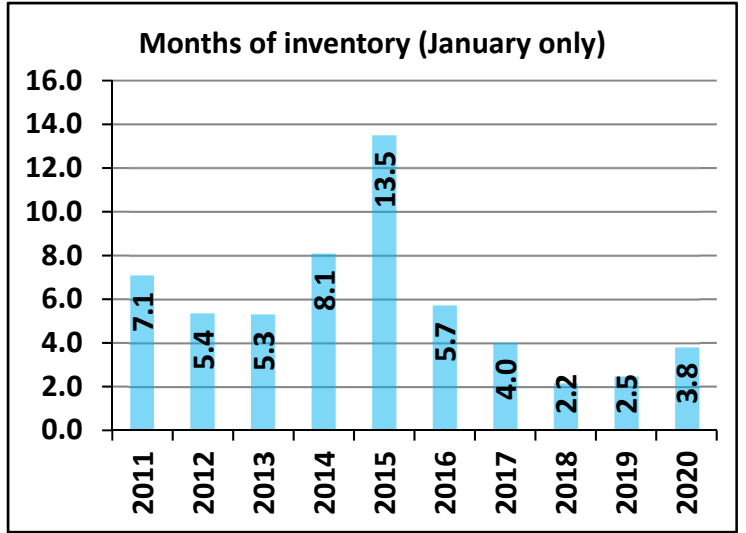
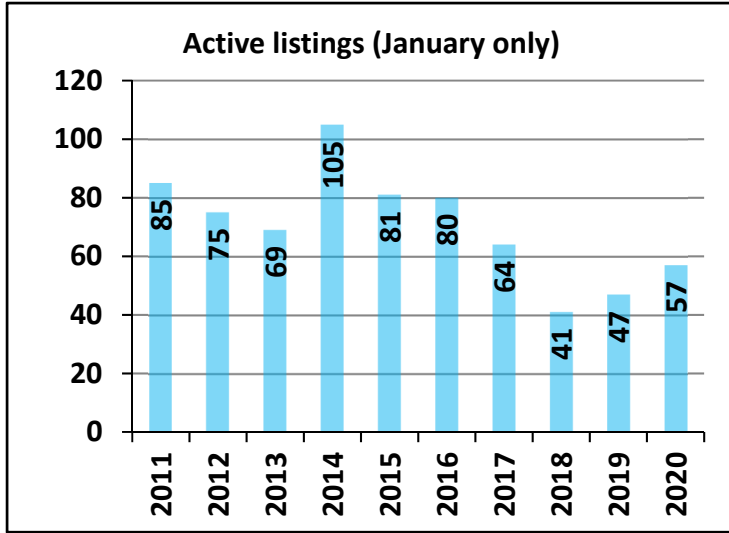
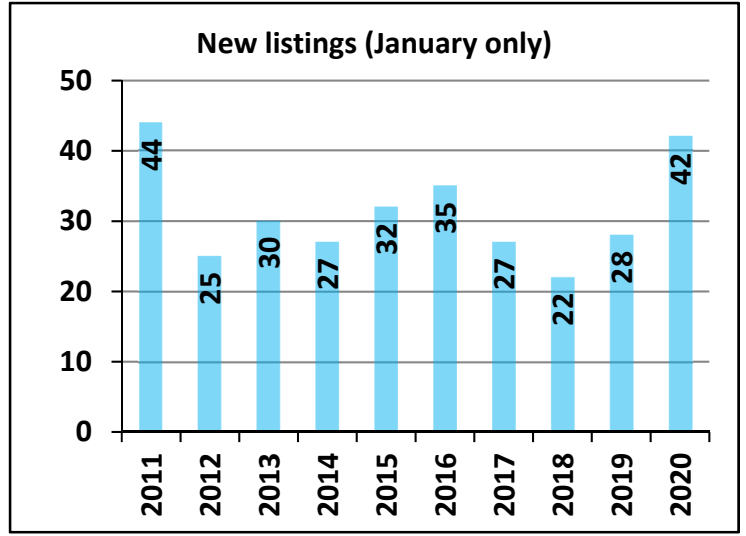
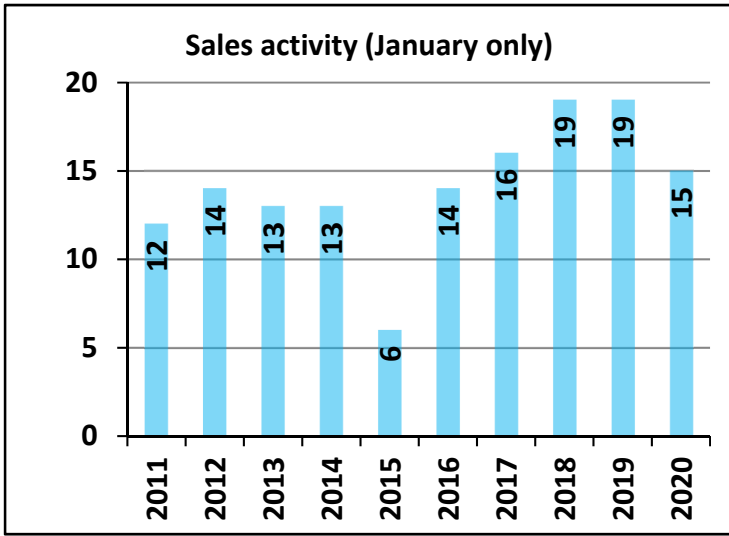
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Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	15	-21.1	-21.1	-6.3	150.0	15.4	7.1
Dollar Volume	\$6,794,400	-10.2	27.0	37.0	459.9	138.6	171.0
New Listings	42	50.0	90.9	55.6	31.3	40.0	40.0
Active Listings	57	21.3	39.0	-10.9	-29.6	-17.4	-29.6
Sales to New Listings Ratio¹	35.7	67.9	86.4	59.3	18.8	43.3	46.7
Months of Inventory²	3.8	2.5	2.2	4.0	13.5	5.3	5.8
Average Price	\$452,960	13.8	60.9	46.2	124.0	106.8	153.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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