



Residential Market Activity

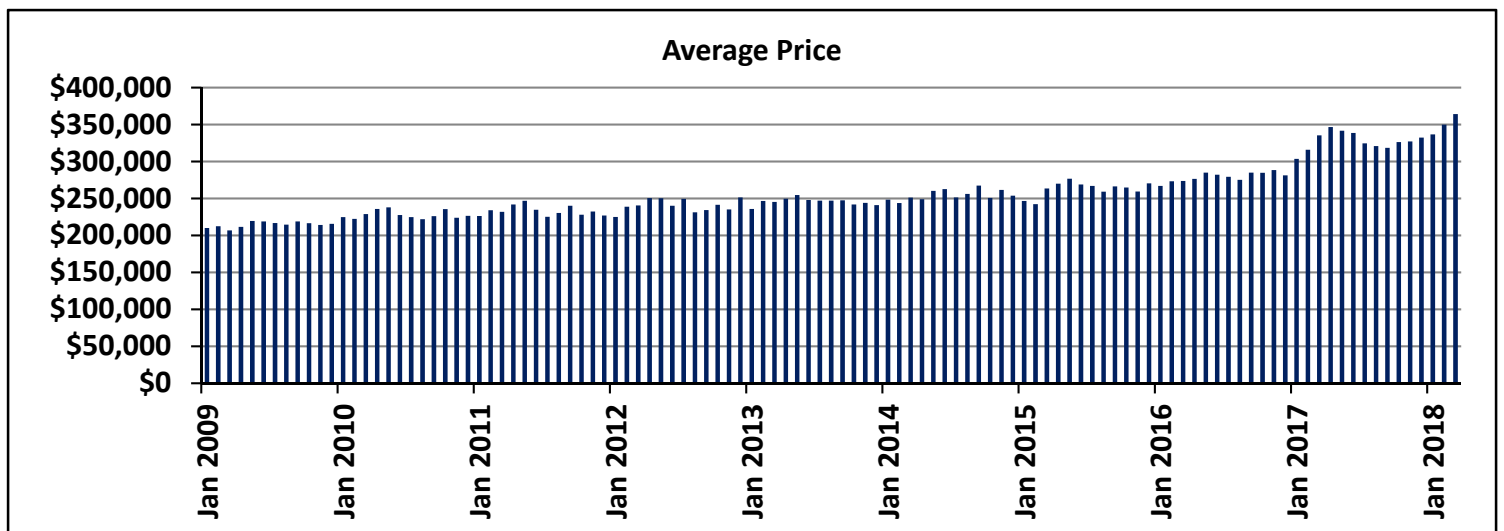
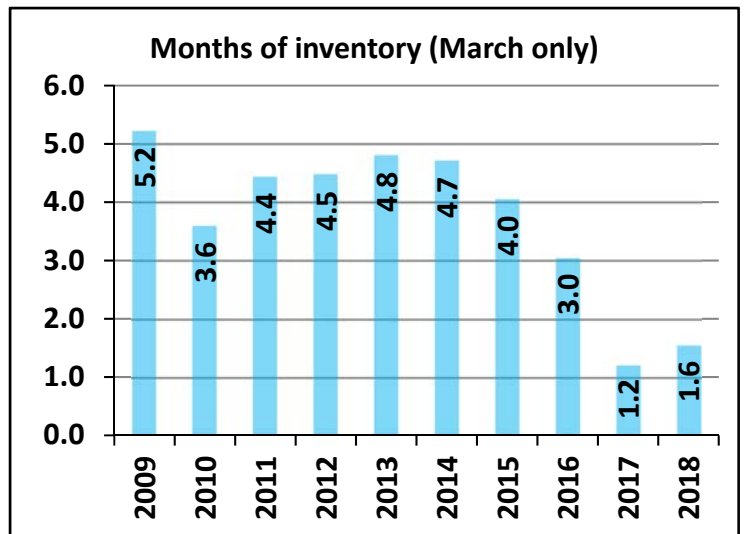
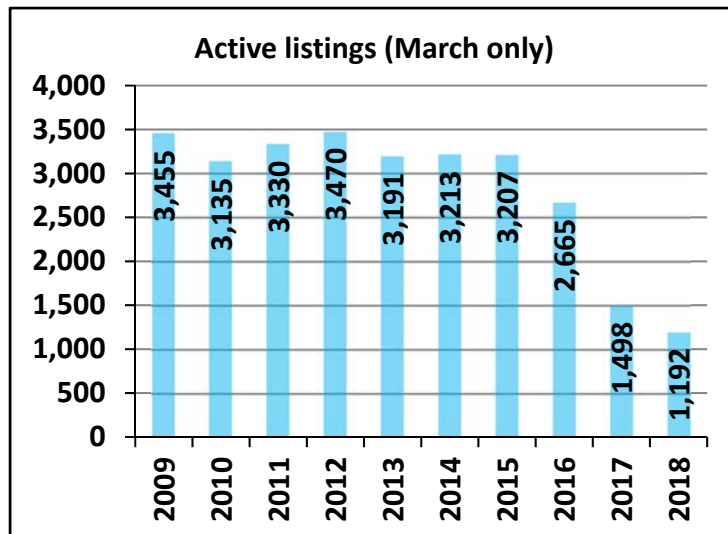
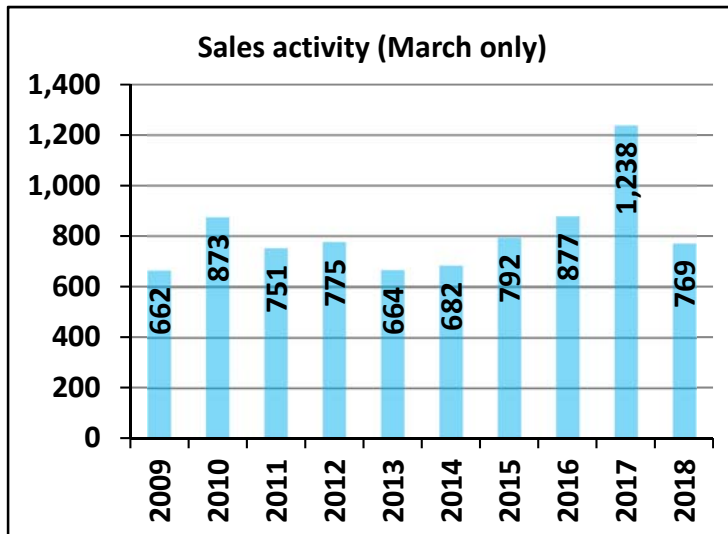
March 2018



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

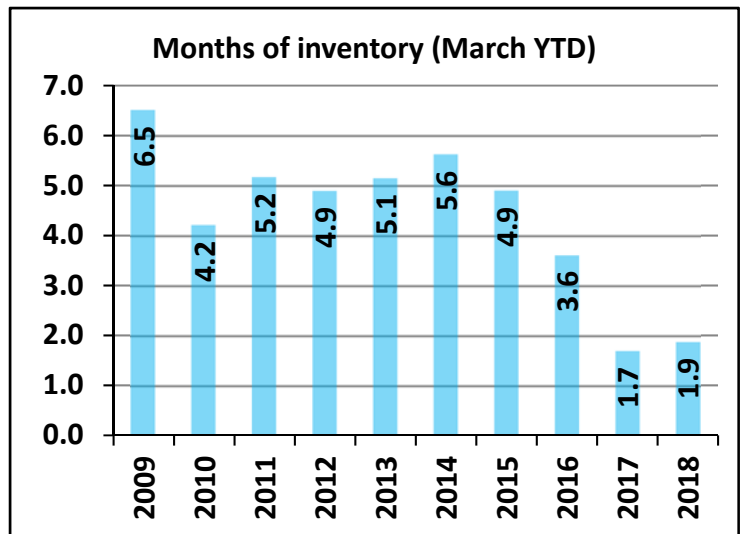
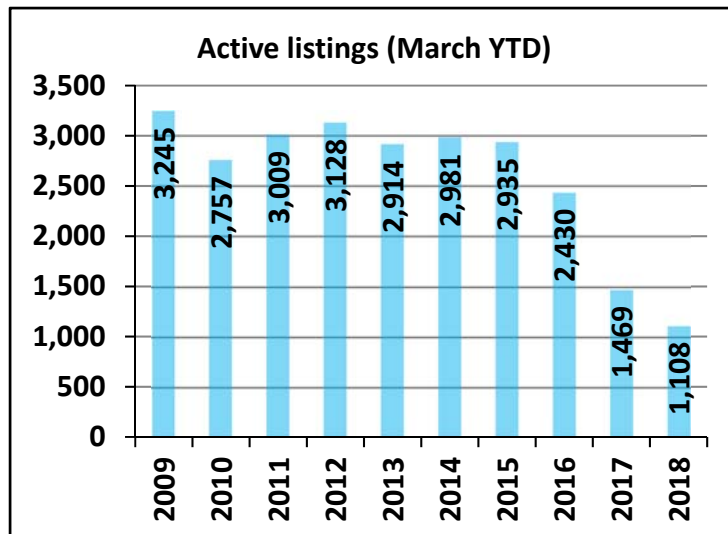
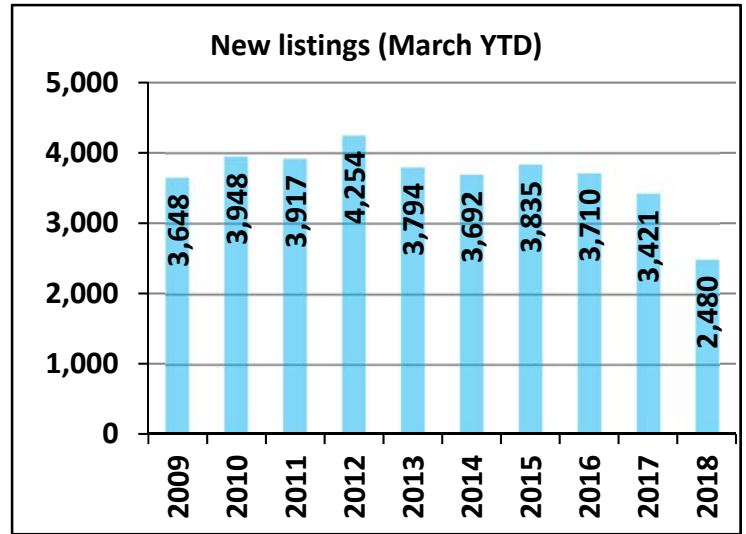
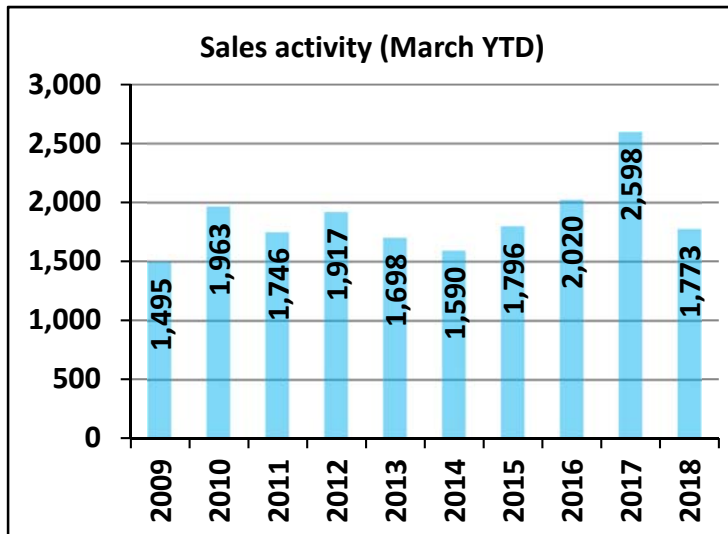
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	769	-37.9	-12.3	-2.9	15.8	2.4	1.2
Dollar Volume	\$280,002,115	-32.5	16.7	34.2	72.0	60.8	76.8
New Listings	1,024	-30.2	-34.3	-34.6	-29.9	-33.9	-21.8
Active Listings	1,192	-20.4	-55.3	-62.8	-62.6	-64.2	-58.9
Sales to New Listings Ratio¹	75.1	84.4	56.3	50.6	45.5	48.5	58.0
Months of Inventory²	1.6	1.2	3.0	4.0	4.8	4.4	3.8
Average Price	\$364,112	8.6	33.1	38.2	48.5	57.0	74.7

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	1,773	-31.8	-12.2	-1.3	4.4	1.5	-8.8
Dollar Volume	\$625,399,671	-25.3	13.9	37.8	51.5	55.0	50.6
New Listings	2,480	-27.5	-33.2	-35.3	-34.6	-36.7	-36.2
Active Listings³	1,108	-24.6	-54.4	-62.2	-62.0	-63.2	-59.3
Sales to New Listings Ratio⁴	71.5	75.9	54.4	46.8	44.8	44.6	50.0
Months of Inventory⁵	1.9	1.7	3.6	4.9	5.1	5.2	4.2
Average Price	\$352,735	9.4	29.7	39.6	45.1	52.6	65.1

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

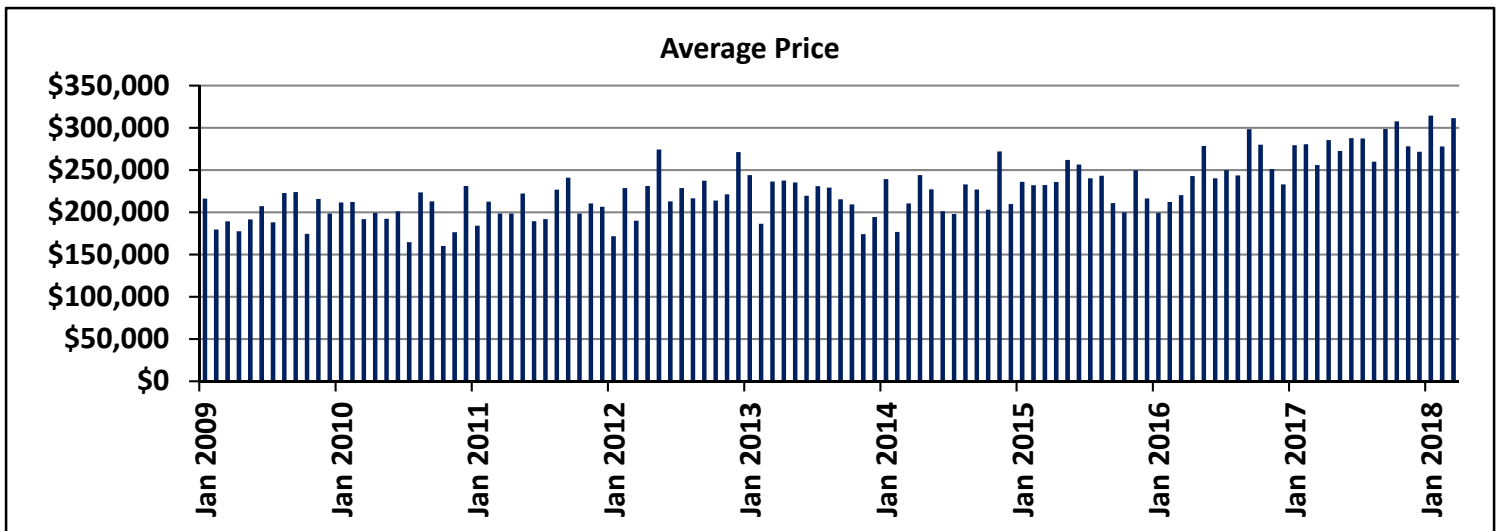
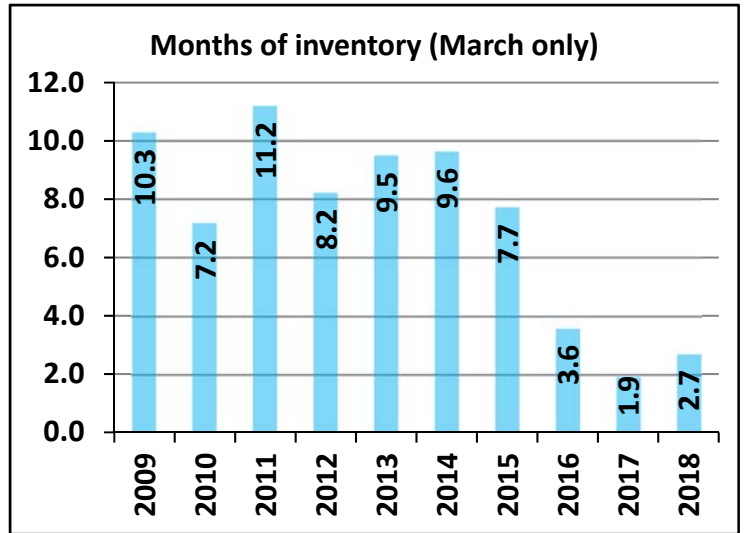
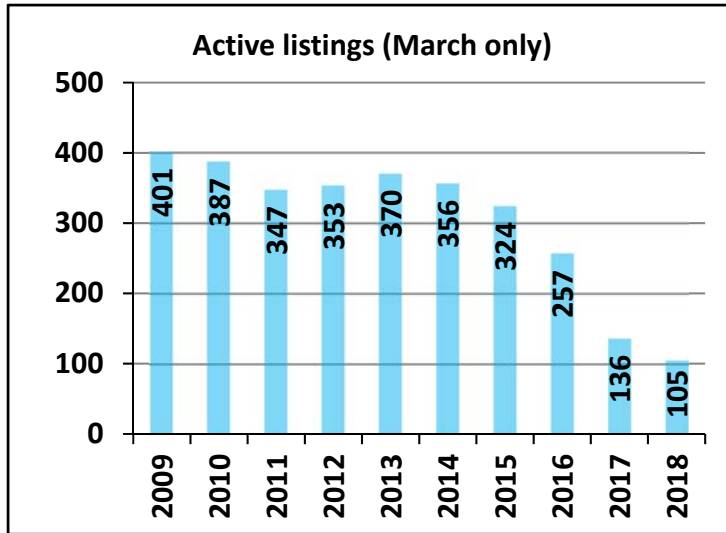
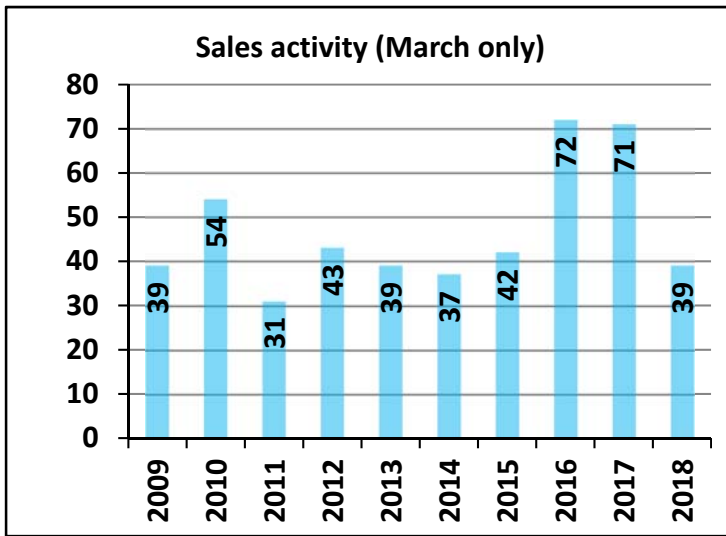
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

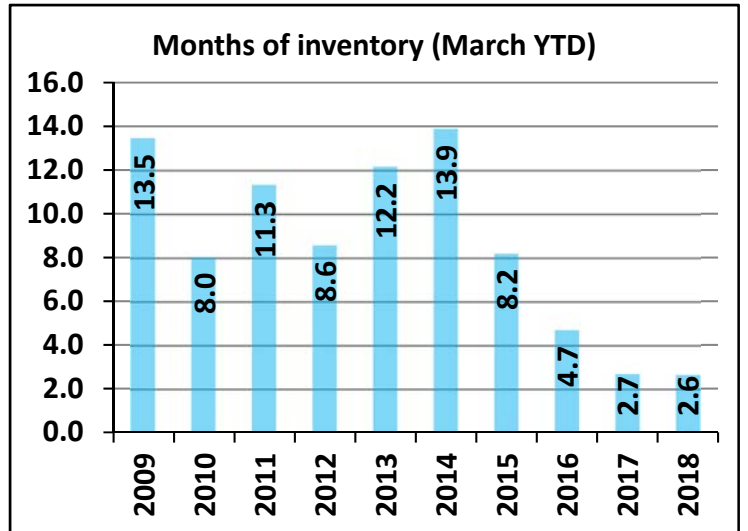
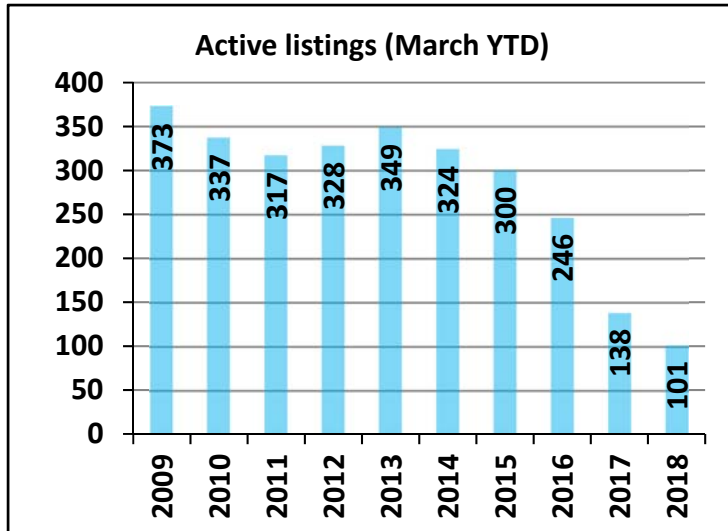
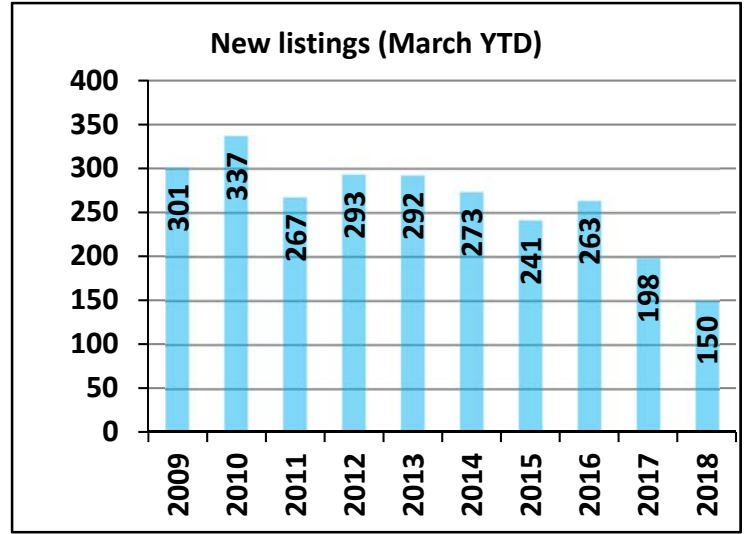
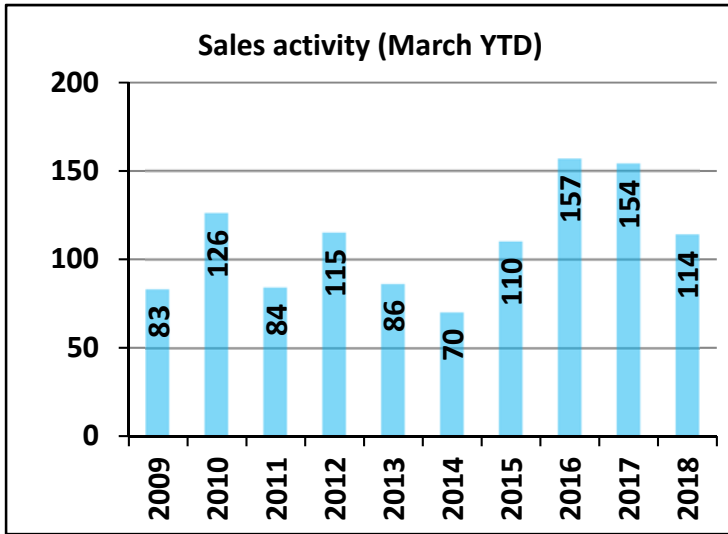
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	39	-45.1	-45.8	-7.1	0.0	25.8	-22.0
Dollar Volume	\$12,143,700	-33.2	-23.4	24.5	31.7	97.3	26.4
New Listings	66	-21.4	-41.6	-38.9	-40.5	-38.3	-43.1
Active Listings	105	-22.8	-59.1	-67.6	-71.6	-69.7	-65.5
Sales to New Listings Ratio¹	59.1	84.5	63.7	38.9	35.1	29.0	43.1
Months of Inventory²	2.7	1.9	3.6	7.7	9.5	11.2	6.1
Average Price	\$311,377	21.7	41.3	34.1	31.7	56.9	62.1

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	114	-26.0	-27.4	3.6	32.6	35.7	-2.6
Dollar Volume	\$34,303,011	-17.2	2.6	33.8	79.3	104.3	54.1
New Listings	150	-24.2	-43.0	-37.8	-48.6	-43.8	-49.5
Active Listings³	101	-26.8	-58.9	-66.3	-71.1	-68.1	-63.1
Sales to New Listings Ratio⁴	76.0	77.8	59.7	45.6	29.5	31.5	39.4
Months of Inventory⁵	2.6	2.7	4.7	8.2	12.2	11.3	7.0
Average Price	\$300,904	11.9	41.3	29.1	35.3	50.5	58.2

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

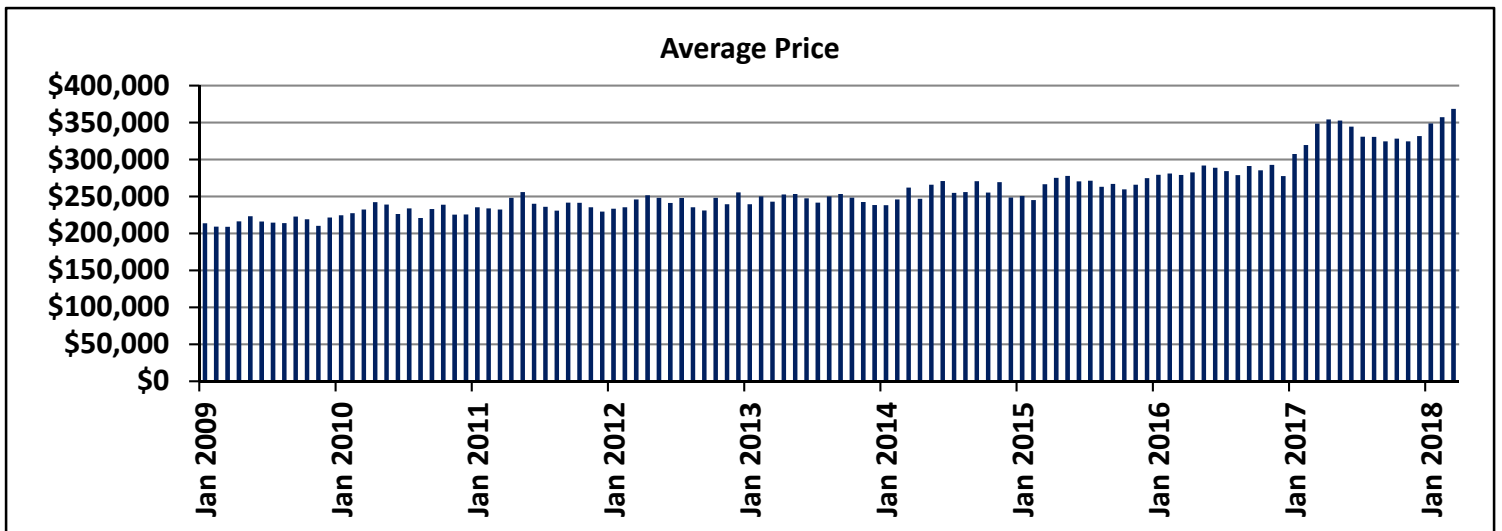
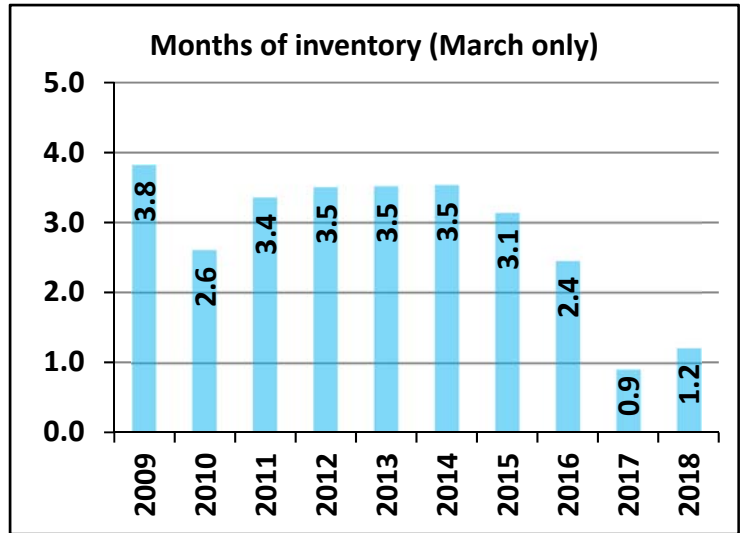
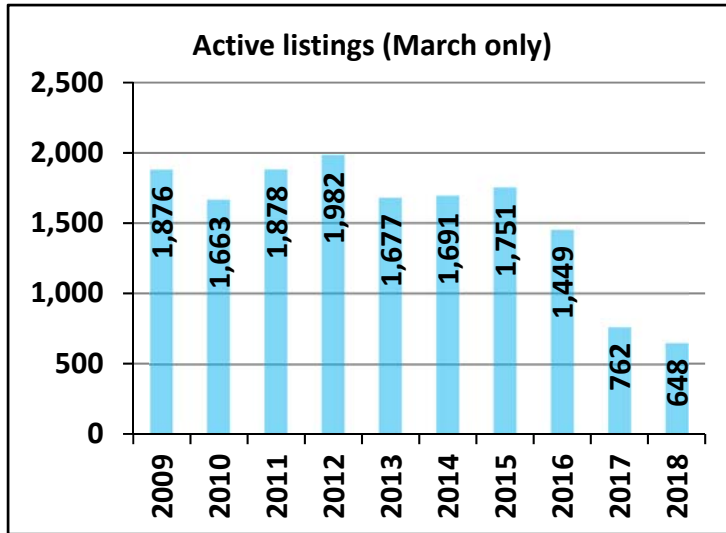
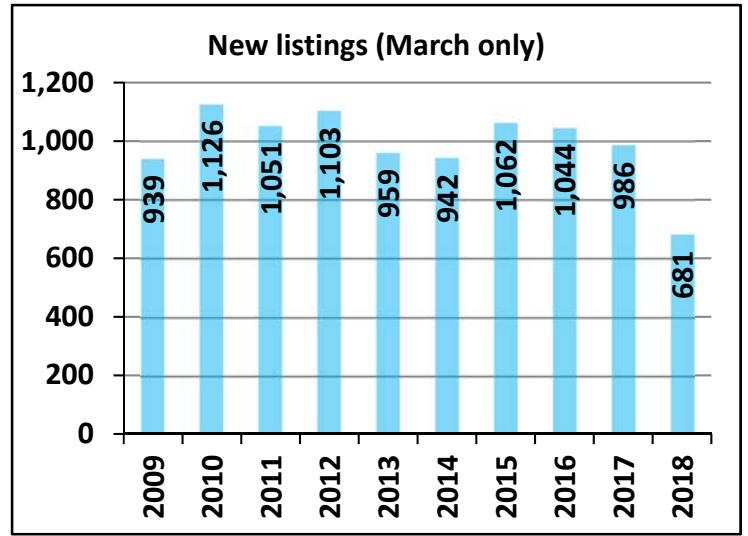
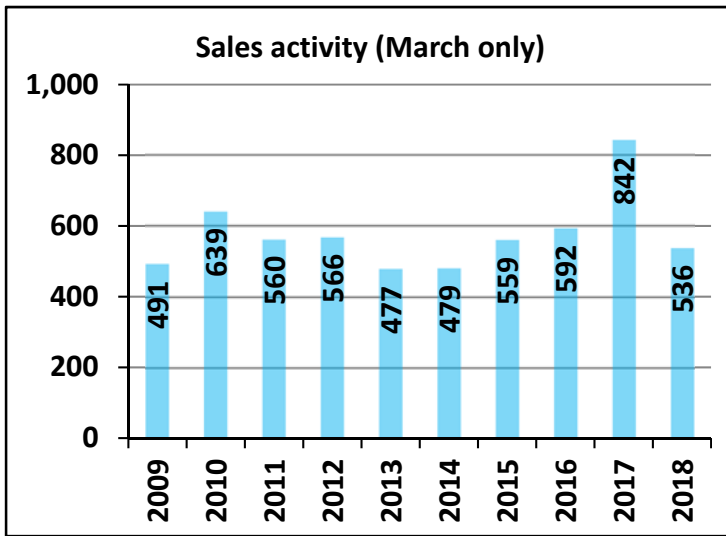
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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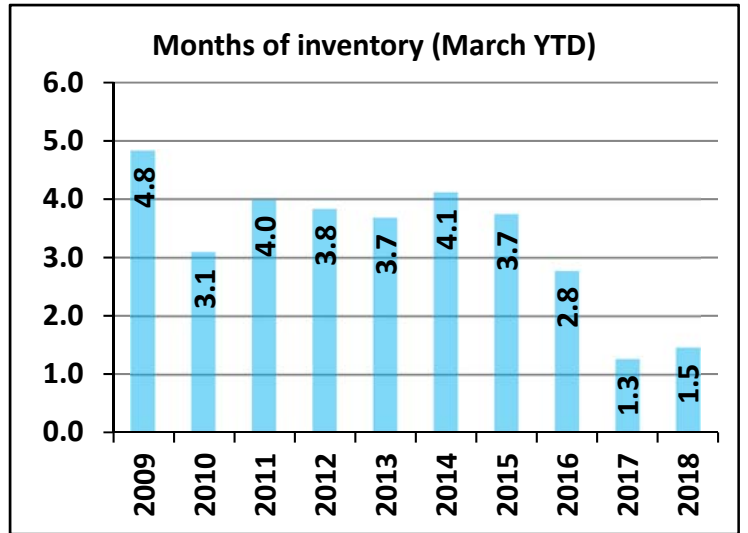
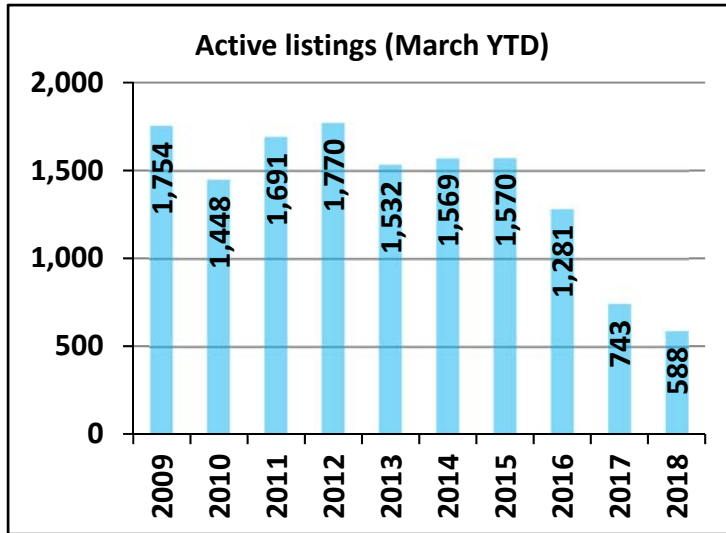
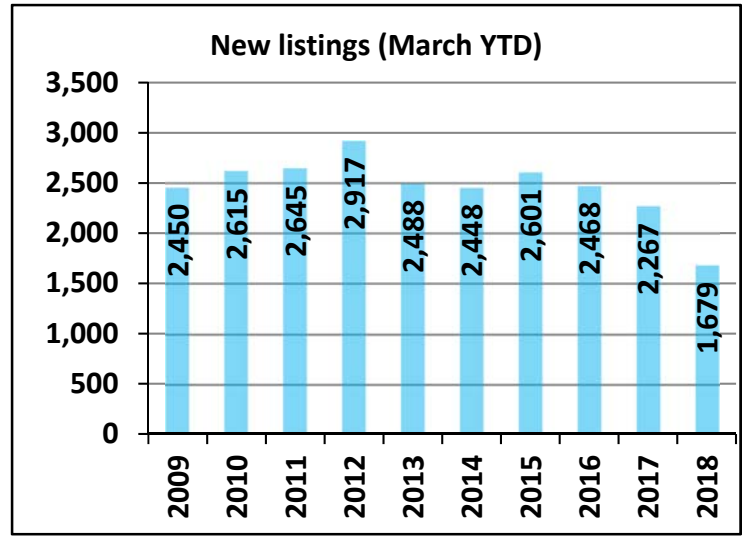
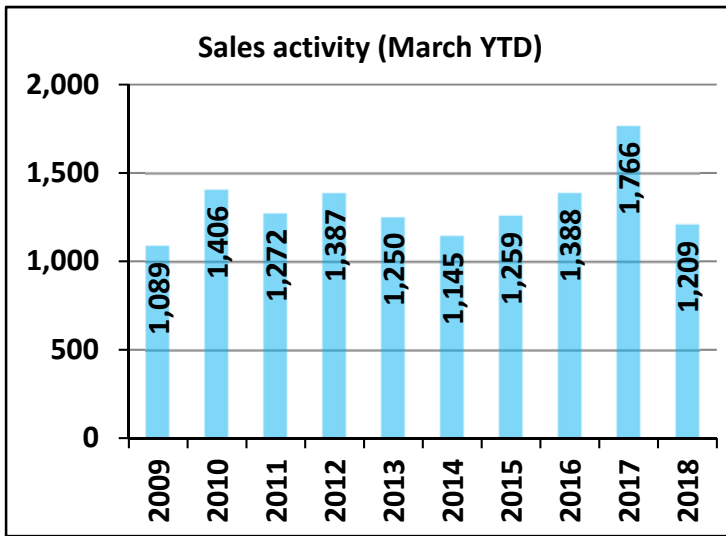
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	536	-36.3	-9.5	-4.1	12.4	-4.3	-4.6
Dollar Volume	\$197,518,203	-32.7	19.6	32.7	70.5	51.9	68.2
New Listings	681	-30.9	-34.8	-35.9	-29.0	-35.2	-23.1
Active Listings	648	-15.0	-55.3	-63.0	-61.4	-65.5	-61.5
Sales to New Listings Ratio ¹	78.7	85.4	56.7	52.6	49.7	53.3	63.5
Months of Inventory ²	1.2	0.9	2.4	3.1	3.5	3.4	3.0
Average Price	\$368,504	5.8	32.1	38.3	51.7	58.7	76.4

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	1,209	-31.5	-12.9	-4.0	-3.3	-5.0	-14.9
Dollar Volume	\$435,520,797	-25.4	12.2	35.2	42.5	46.7	43.6
New Listings	1,679	-25.9	-32.0	-35.4	-32.5	-36.5	-38.0
Active Listings ³	588	-20.9	-54.1	-62.5	-61.6	-65.2	-63.0
Sales to New Listings Ratio ⁴	72.0	77.9	56.2	48.4	50.2	48.1	52.4
Months of Inventory ⁵	1.5	1.3	2.8	3.7	3.7	4.0	3.4
Average Price	\$360,232	8.9	28.8	40.8	47.3	54.3	68.7

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

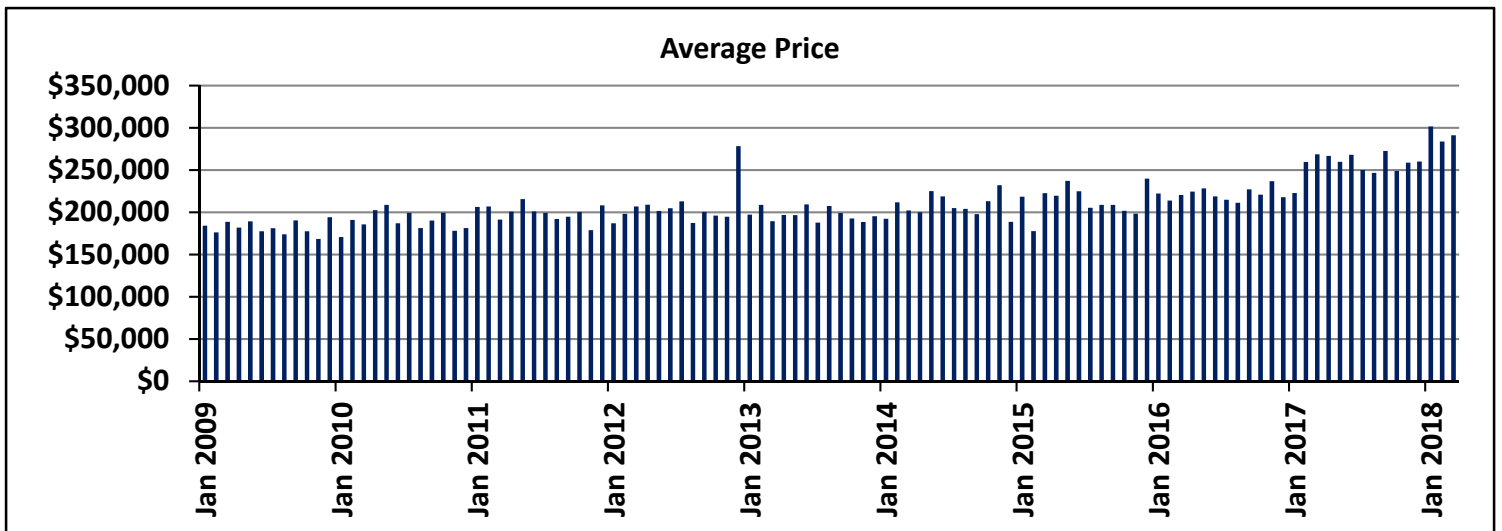
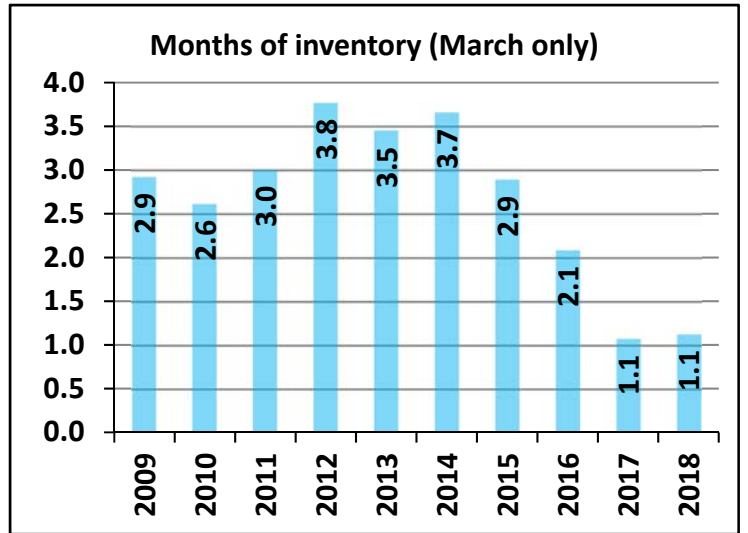
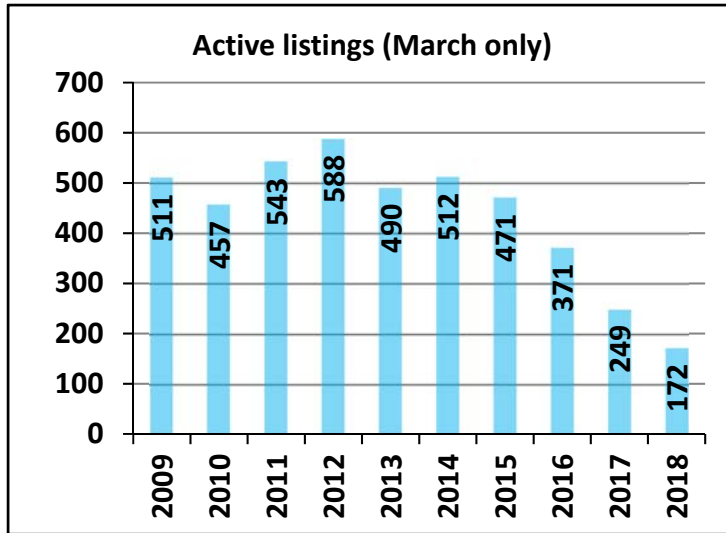
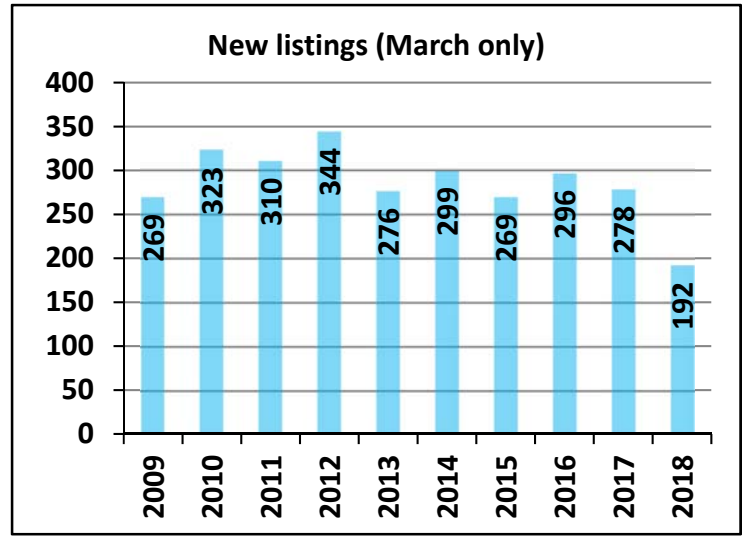
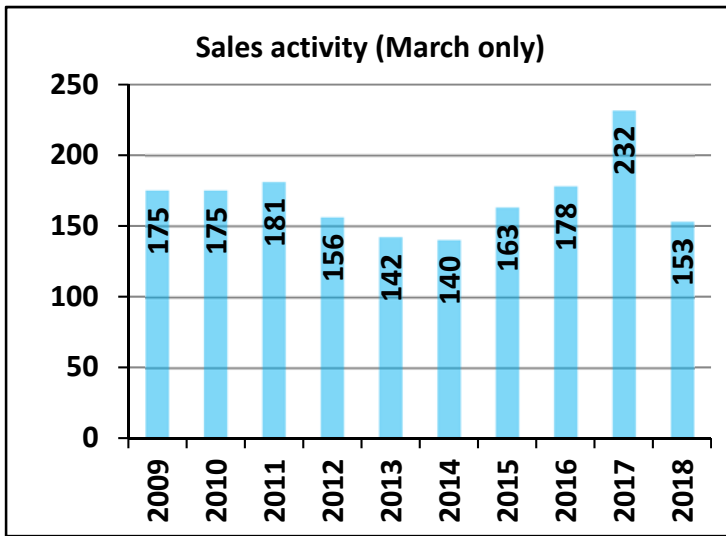
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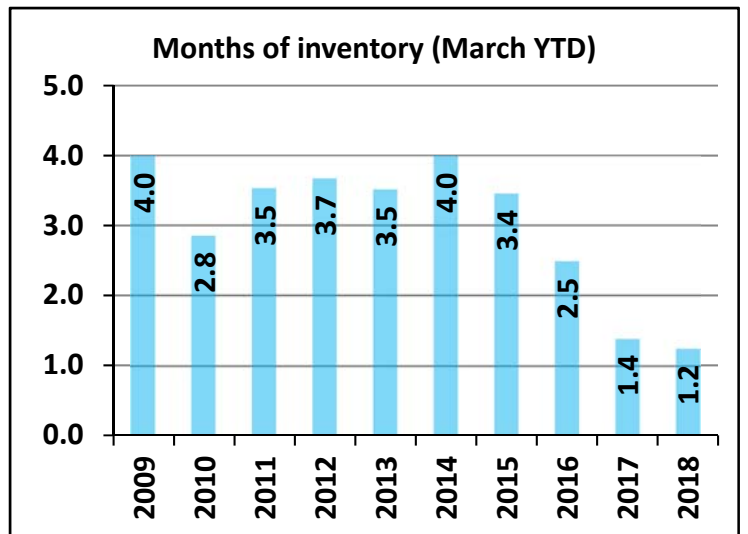
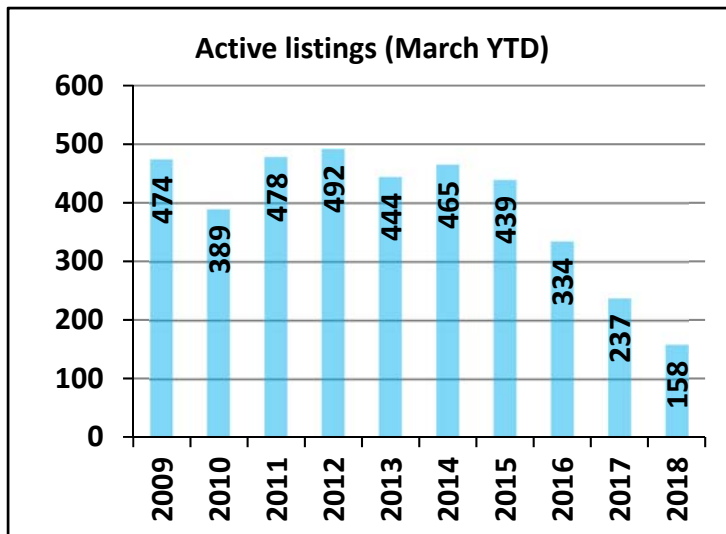
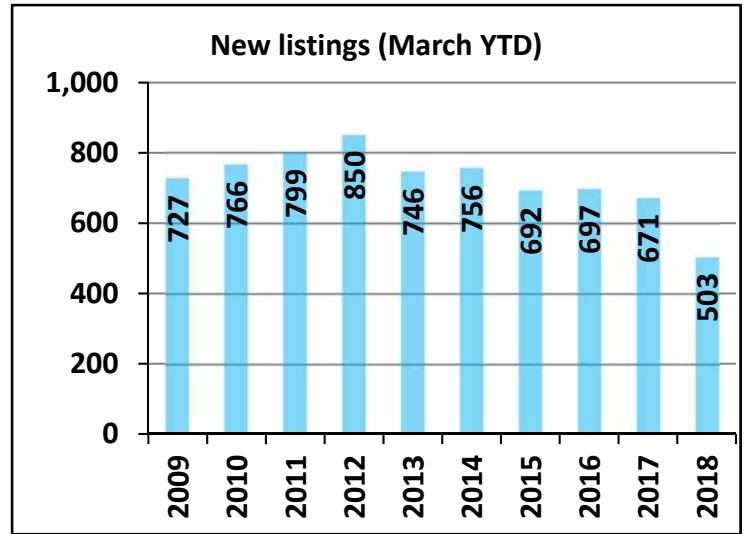
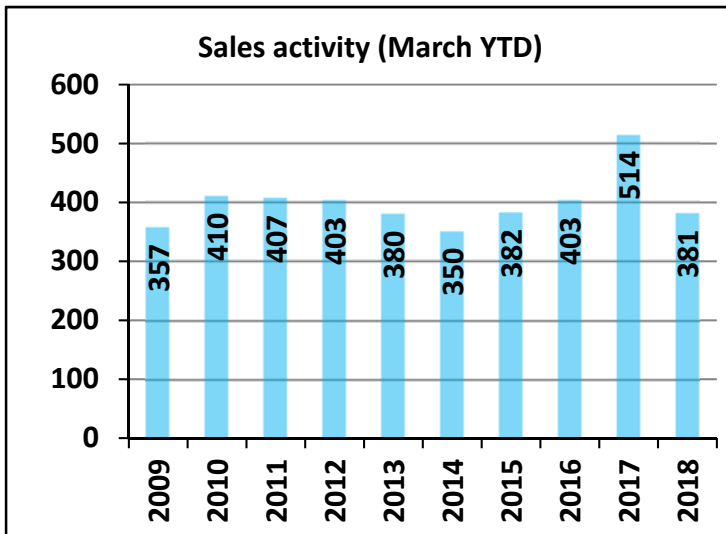
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	153	-34.1	-14.0	-6.1	7.7	-15.5	-17.3
Dollar Volume	\$44,547,653	-28.5	13.6	22.8	65.6	28.7	39.5
New Listings	192	-30.9	-35.1	-28.6	-30.4	-38.1	-25.0
Active Listings	172	-30.9	-53.6	-63.5	-64.9	-68.3	-65.5
Sales to New Listings Ratio¹	79.7	83.5	60.1	60.6	51.4	58.4	72.3
Months of Inventory²	1.1	1.1	2.1	2.9	3.5	3.0	2.7
Average Price	\$291,161	8.4	32.1	30.9	53.7	52.2	68.7

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	381	-25.9	-5.5	-0.3	0.3	-6.4	-14.8
Dollar Volume	\$110,793,407	-15.6	25.9	39.6	47.1	36.3	38.9
New Listings	503	-25.0	-27.8	-27.3	-32.6	-37.0	-39.1
Active Listings³	158	-33.3	-52.7	-64.0	-64.4	-66.9	-66.8
Sales to New Listings Ratio⁴	75.7	76.6	57.8	55.2	50.9	50.9	54.1
Months of Inventory⁵	1.2	1.4	2.5	3.4	3.5	3.5	3.2
Average Price	\$290,796	13.8	33.2	40.0	46.7	45.6	63.0

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

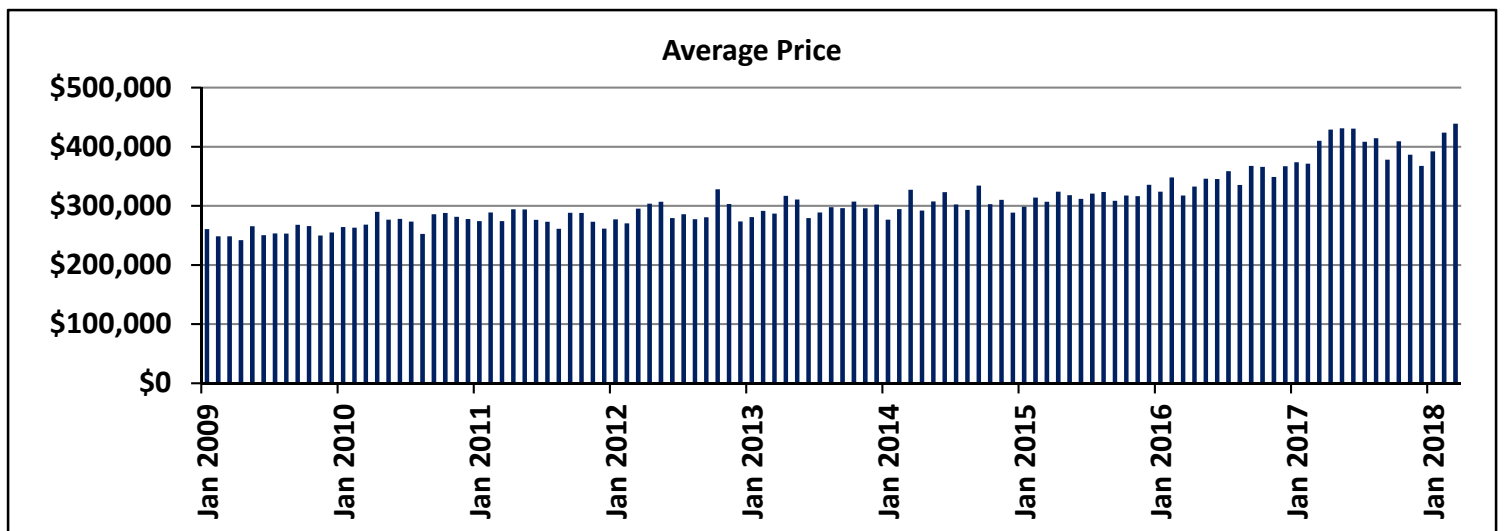
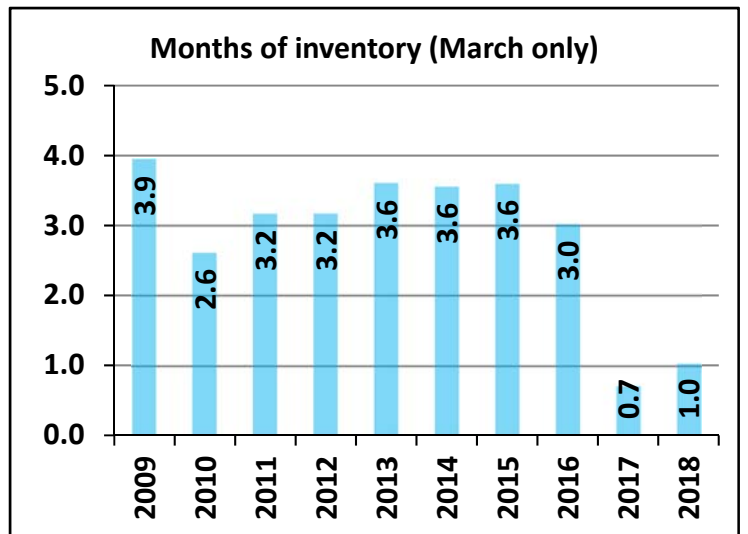
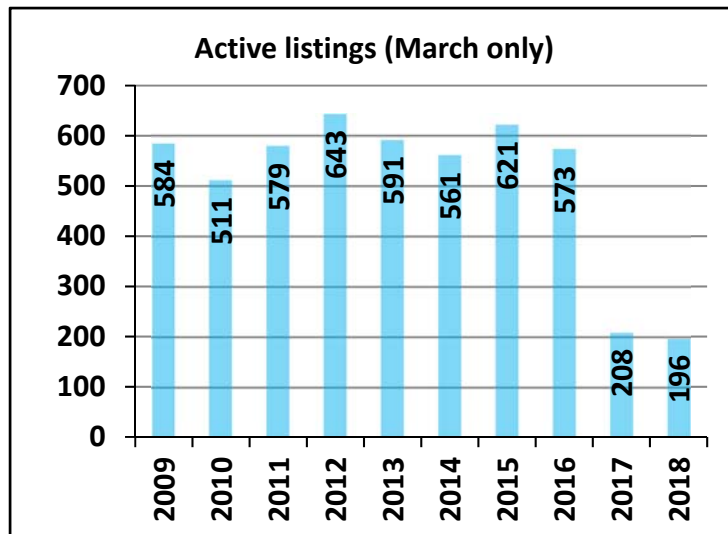
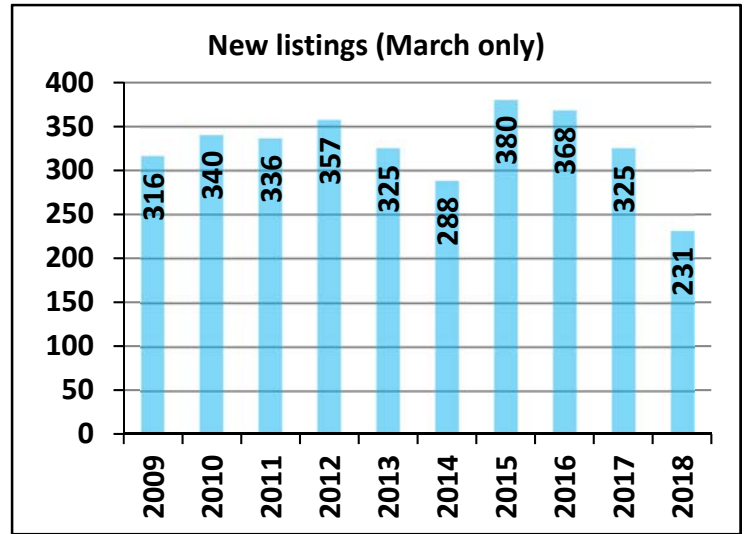
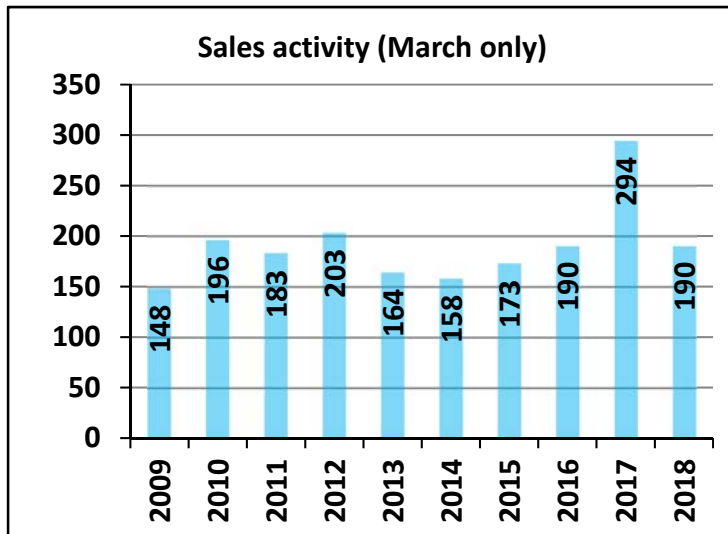
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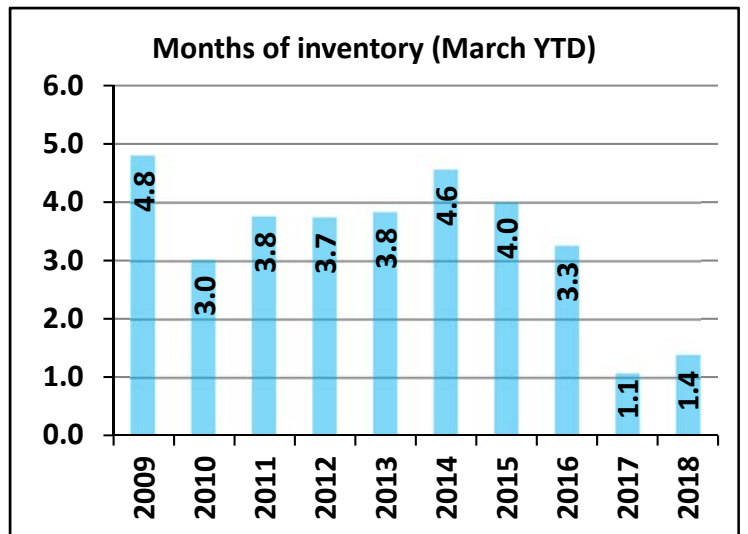
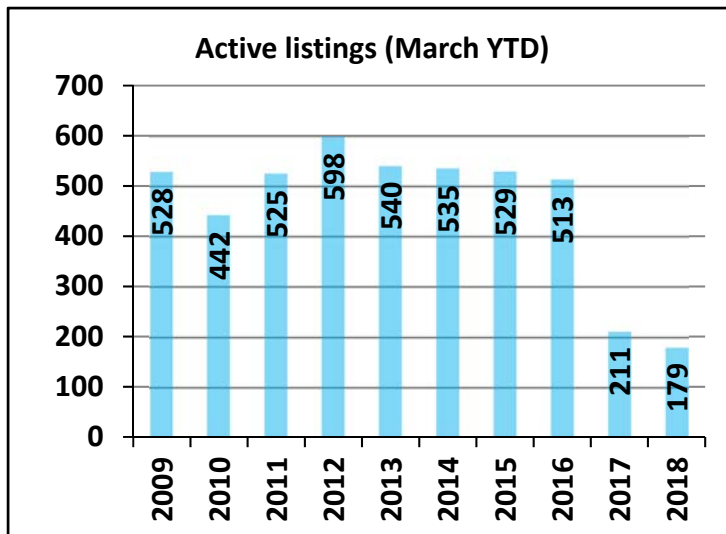
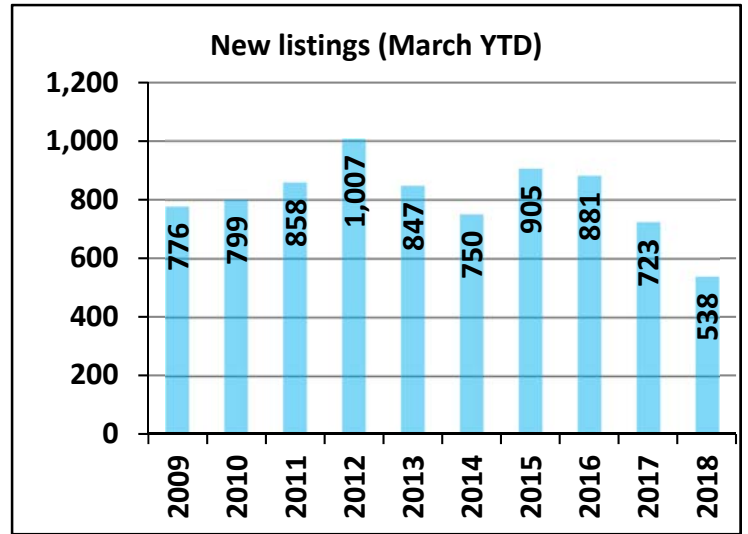
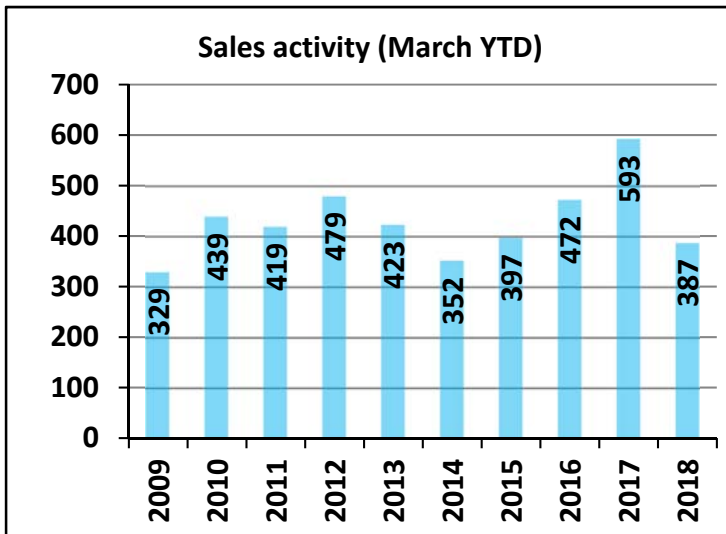
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	190	-35.4	0.0	9.8	15.9	3.8	3.3
Dollar Volume	\$83,377,196	-30.8	38.3	57.1	77.3	66.2	88.5
New Listings	231	-28.9	-37.2	-39.2	-28.9	-31.3	-19.2
Active Listings	196	-5.8	-65.8	-68.4	-66.8	-66.1	-60.7
Sales to New Listings Ratio¹	82.3	90.5	51.6	45.5	50.5	54.5	64.3
Months of Inventory²	1.0	0.7	3.0	3.6	3.6	3.2	2.7
Average Price	\$438,827	7.1	38.3	43.1	53.0	60.1	82.5

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	387	-34.7	-18.0	-2.5	-8.5	-7.6	-10.4
Dollar Volume	\$164,192,823	-29.2	5.5	34.8	35.3	40.7	54.7
New Listings	538	-25.6	-38.9	-40.6	-36.5	-37.3	-36.0
Active Listings³	179	-15.2	-65.1	-66.2	-66.9	-65.9	-63.2
Sales to New Listings Ratio⁴	71.9	82.0	53.6	43.9	49.9	48.8	51.4
Months of Inventory⁵	1.4	1.1	3.3	4.0	3.8	3.8	3.4
Average Price	\$424,271	8.5	28.7	38.3	47.9	52.4	72.7

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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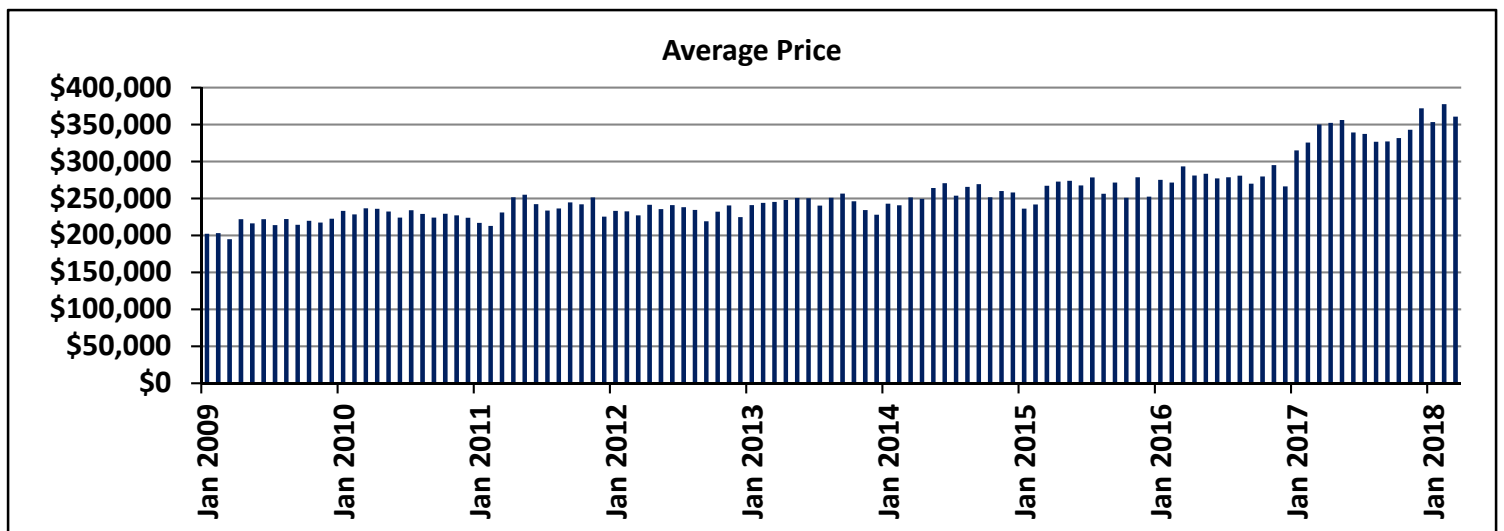
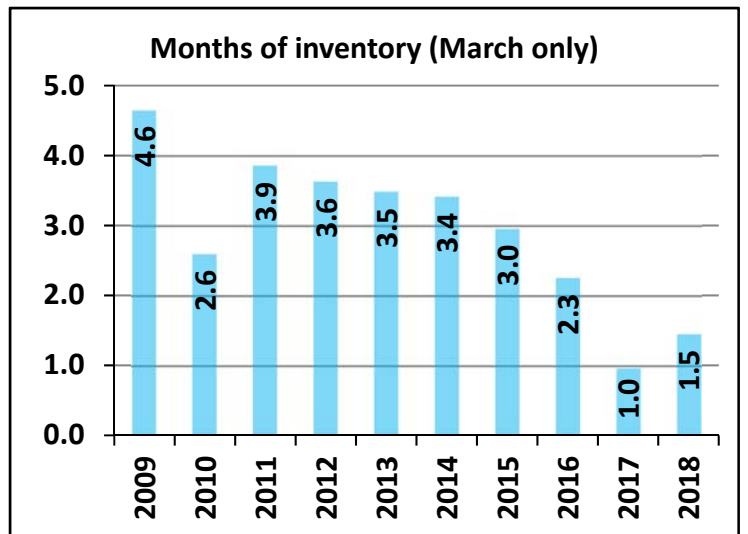
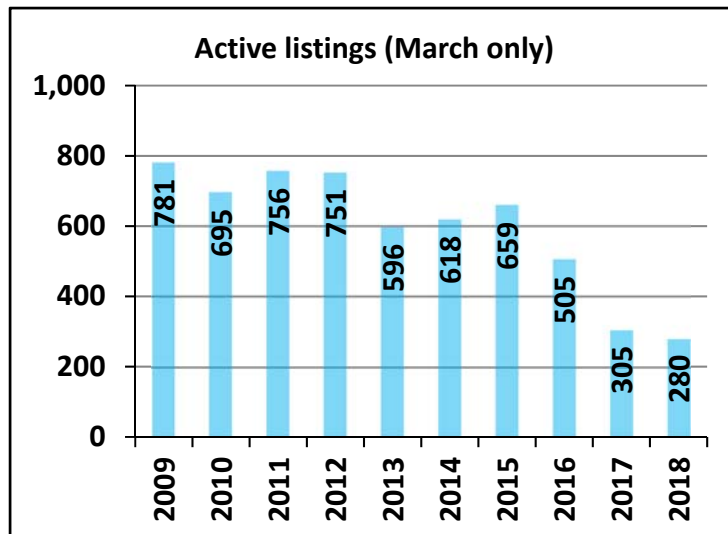
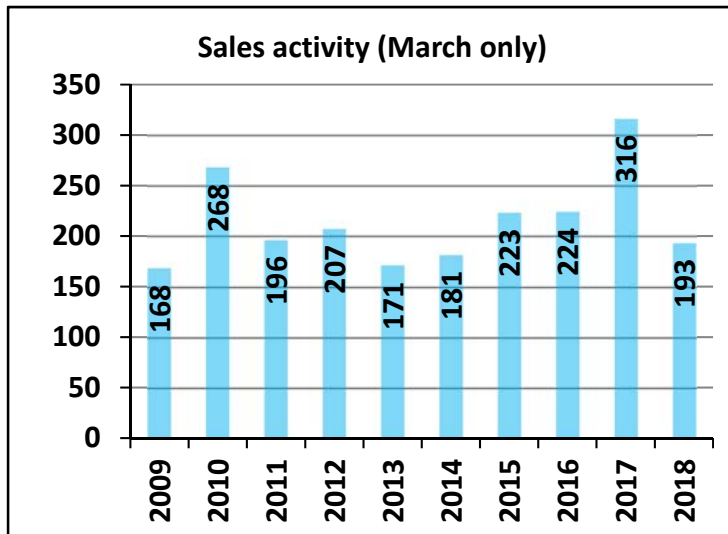
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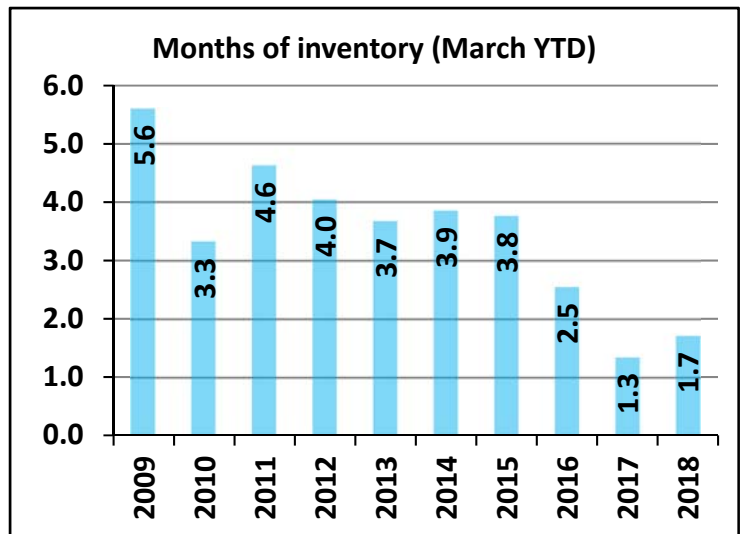
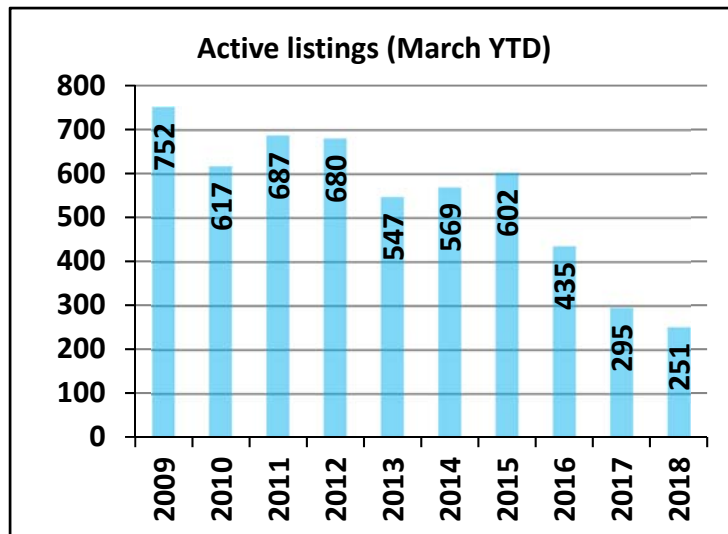
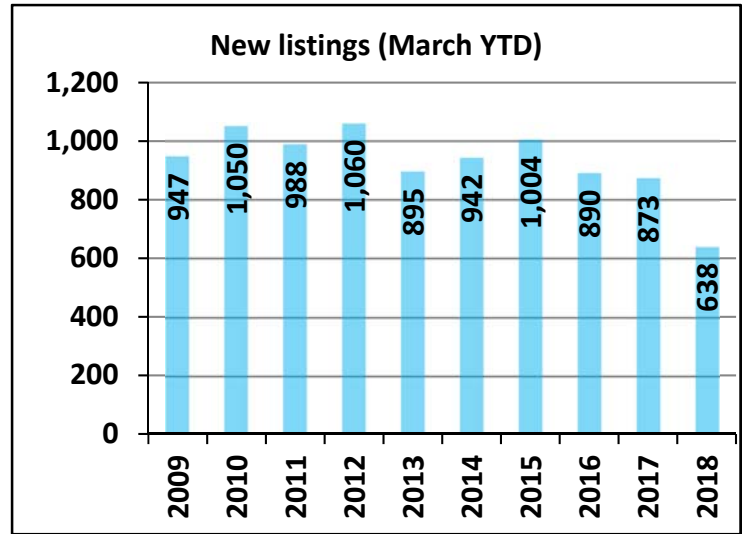
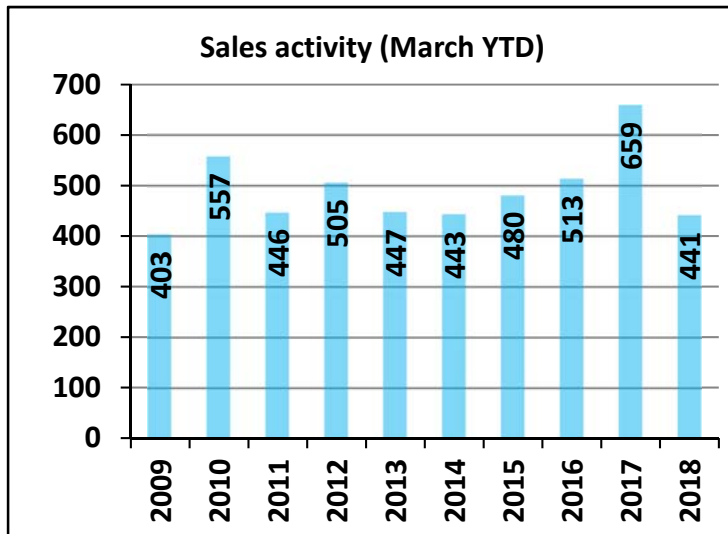
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	193	-38.9	-13.8	-13.5	12.9	-1.5	0.0
Dollar Volume	\$69,593,354	-37.1	6.0	16.8	66.0	53.7	68.7
New Listings	258	-32.6	-32.1	-37.5	-27.9	-36.3	-24.8
Active Listings	280	-8.2	-44.6	-57.5	-53.0	-63.0	-59.2
Sales to New Listings Ratio ¹	74.8	82.5	58.9	54.0	47.8	48.4	56.3
Months of Inventory ²	1.5	1.0	2.3	3.0	3.5	3.9	3.6
Average Price	\$360,587	3.1	23.0	35.0	47.0	56.1	68.7

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	441	-33.1	-14.0	-8.1	-1.3	-1.1	-18.5
Dollar Volume	\$160,534,567	-27.3	11.0	32.6	47.4	62.3	36.8
New Listings	638	-26.9	-28.3	-36.5	-28.7	-35.4	-38.9
Active Listings ³	251	-14.9	-42.3	-58.3	-54.1	-63.5	-60.0
Sales to New Listings Ratio ⁴	69.1	75.5	57.6	47.8	49.9	45.1	51.8
Months of Inventory ⁵	1.7	1.3	2.5	3.8	3.7	4.6	3.5
Average Price	\$364,024	8.6	29.1	44.3	49.4	64.1	67.8

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

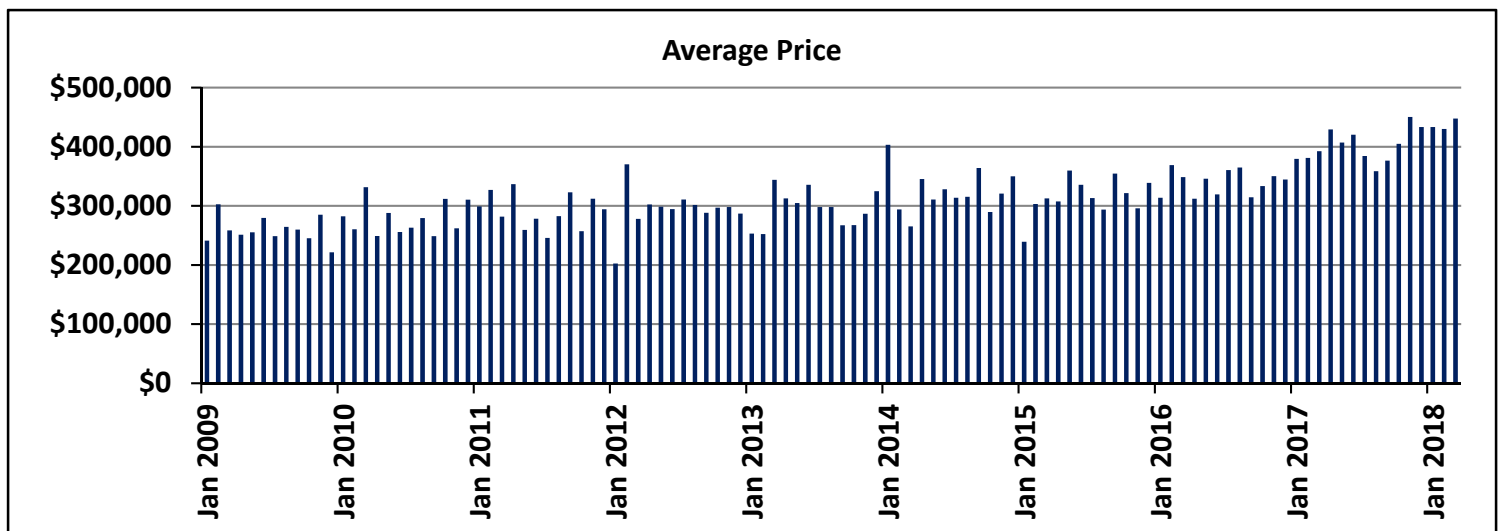
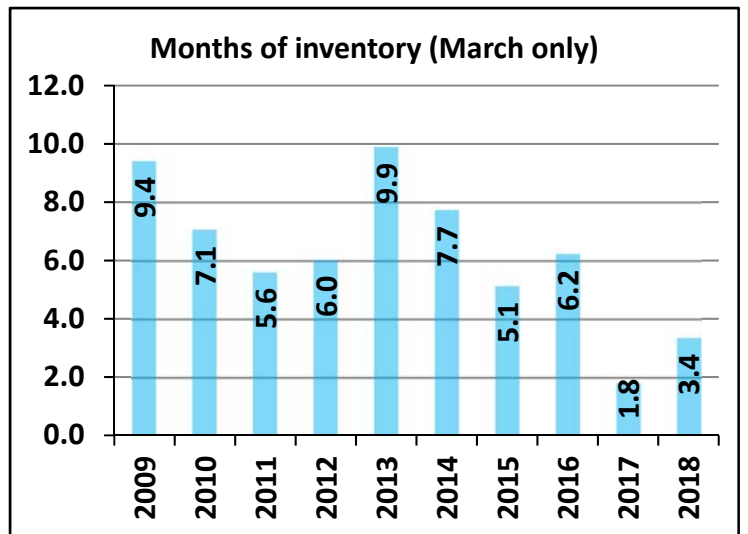
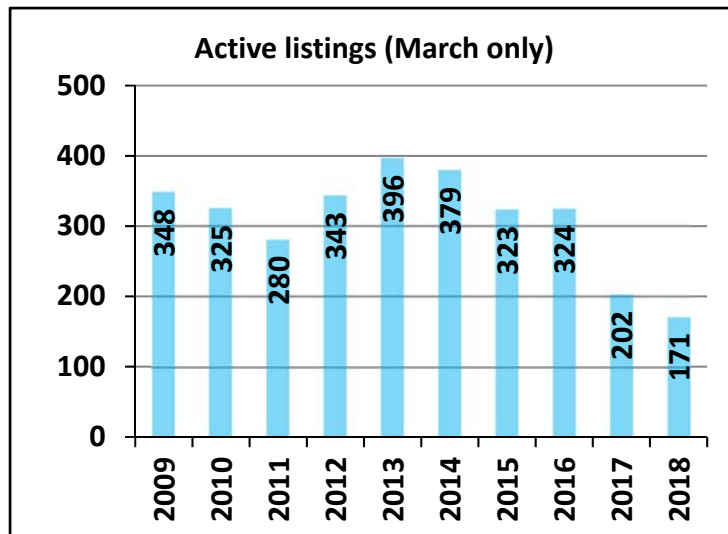
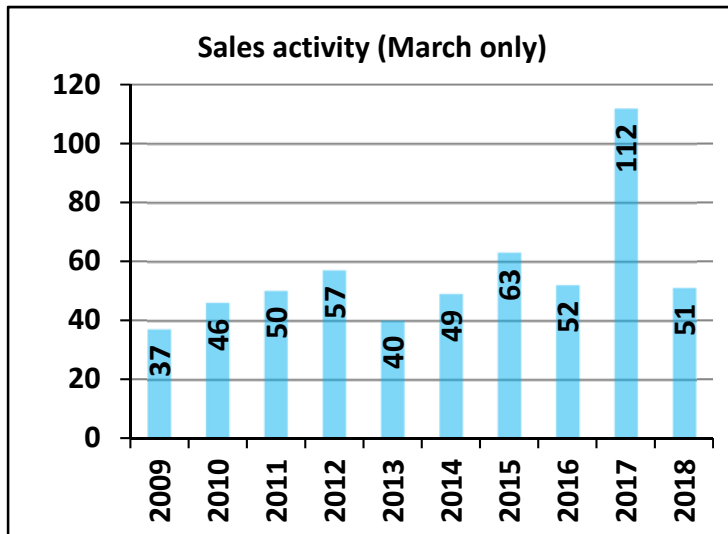
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

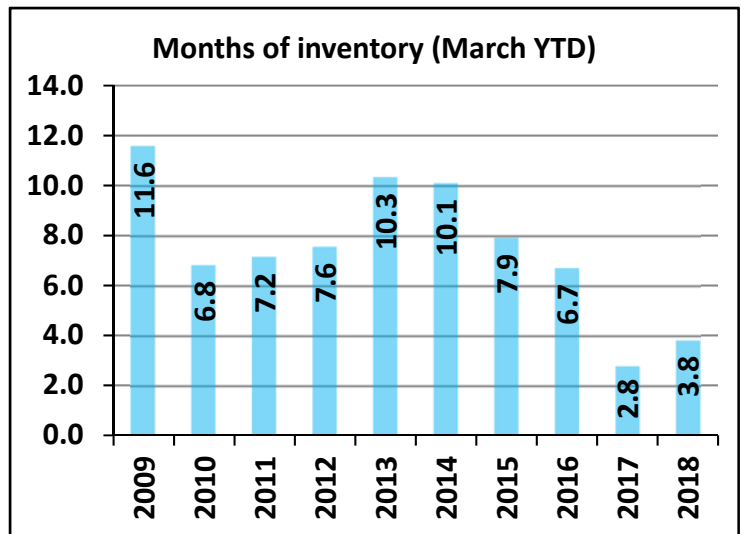
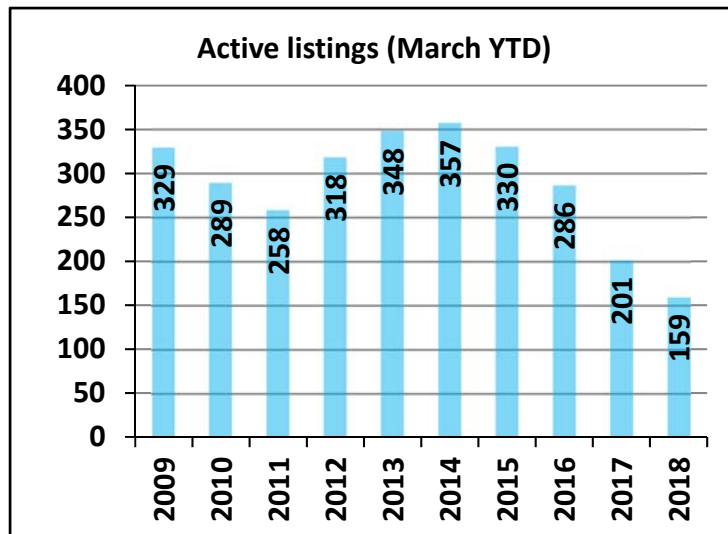
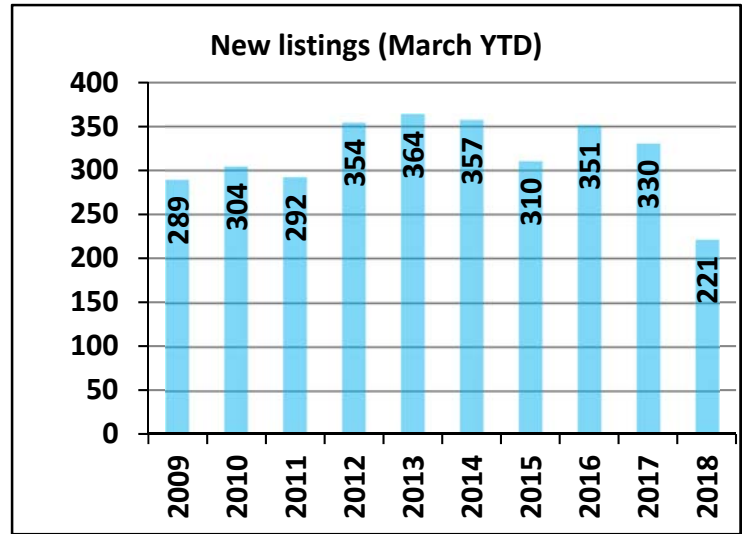
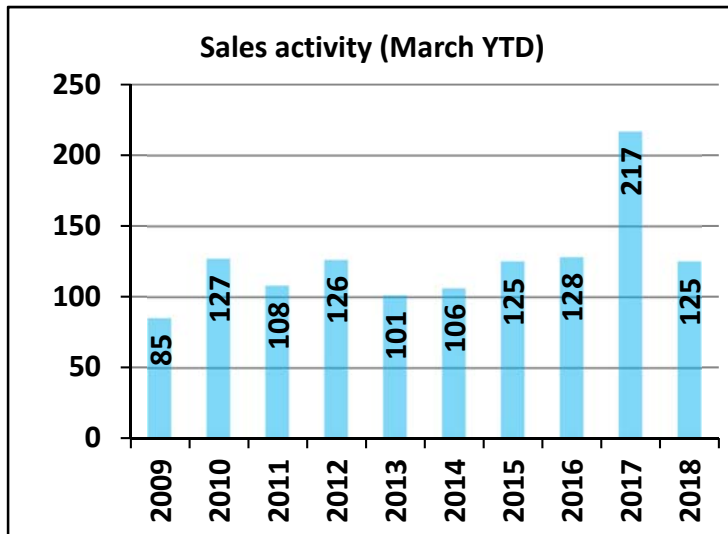
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	51	-54.5	-1.9	-19.0	27.5	2.0	-7.3
Dollar Volume	\$22,830,631	-48.0	26.0	15.9	65.9	62.1	70.5
New Listings	98	-29.5	-34.2	-7.5	-22.2	-9.3	-5.8
Active Listings	171	-15.3	-47.2	-47.1	-56.8	-38.9	-36.7
Sales to New Listings Ratio ¹	52.0	80.6	34.9	59.4	31.7	46.3	52.9
Months of Inventory ²	3.4	1.8	6.2	5.1	9.9	5.6	4.9
Average Price	\$447,659	14.1	28.4	43.2	30.2	58.9	83.9

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	125	-42.4	-2.3	0.0	23.8	15.7	-7.4
Dollar Volume	\$54,761,499	-34.7	23.4	50.3	87.8	69.9	53.2
New Listings	221	-33.0	-37.0	-28.7	-39.3	-24.3	-25.6
Active Listings ³	159	-20.9	-44.4	-51.8	-54.3	-38.4	-38.4
Sales to New Listings Ratio ⁴	56.6	65.8	36.5	40.3	27.7	37.0	45.5
Months of Inventory ⁵	3.8	2.8	6.7	7.9	10.3	7.2	5.7
Average Price	\$438,092	13.4	26.4	50.3	51.7	46.8	65.4

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

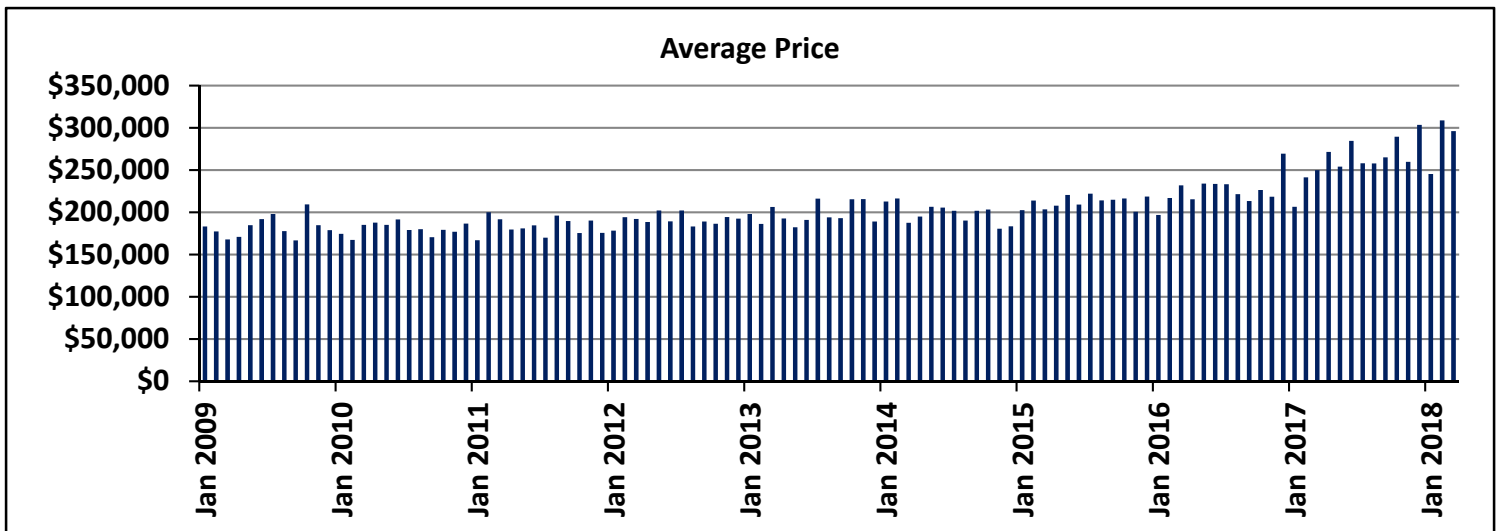
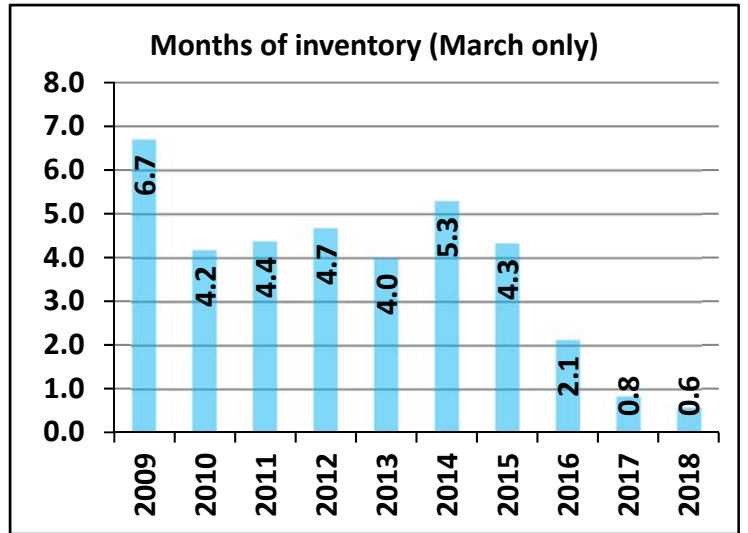
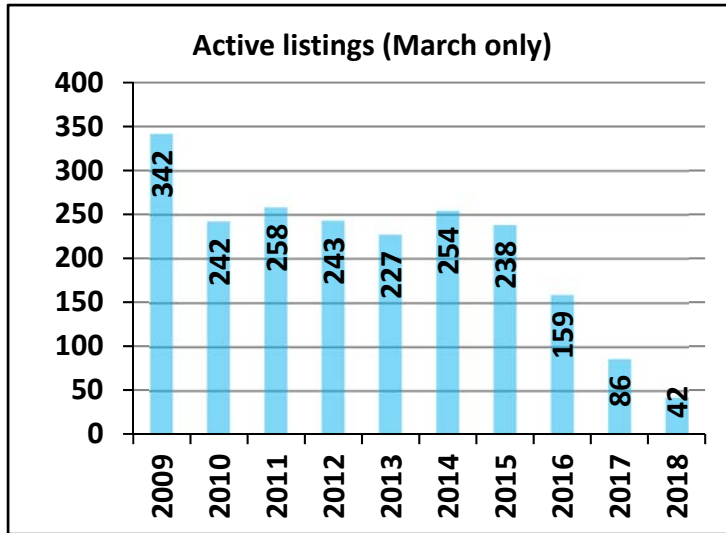
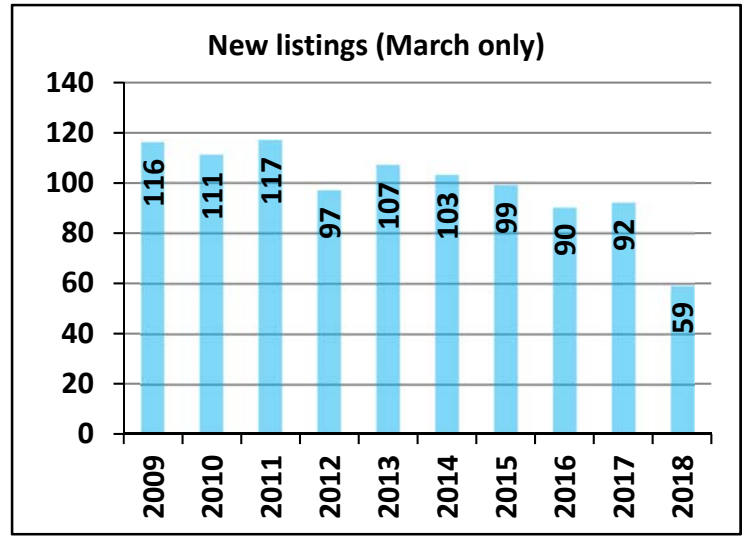
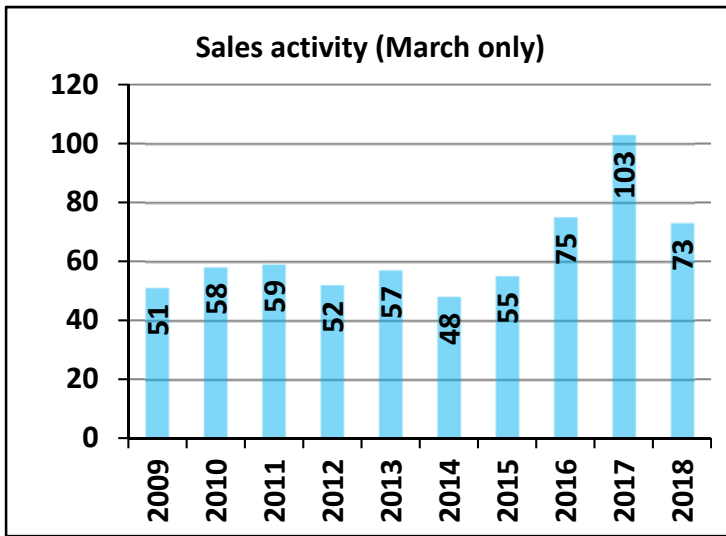
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

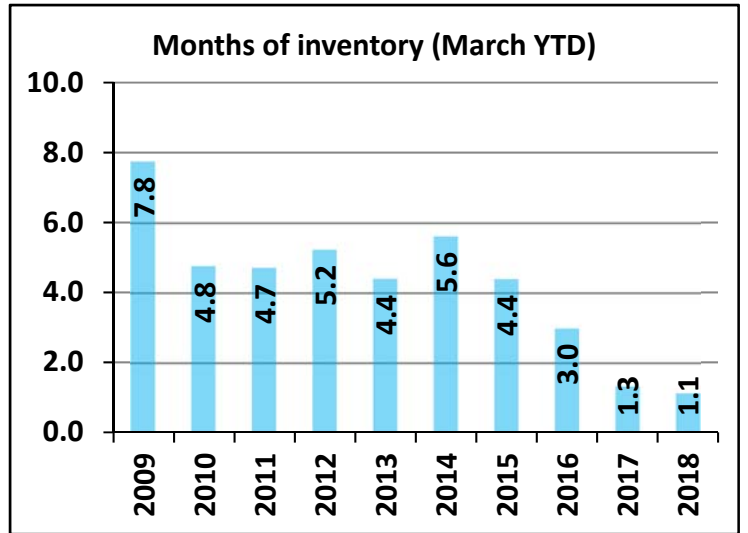
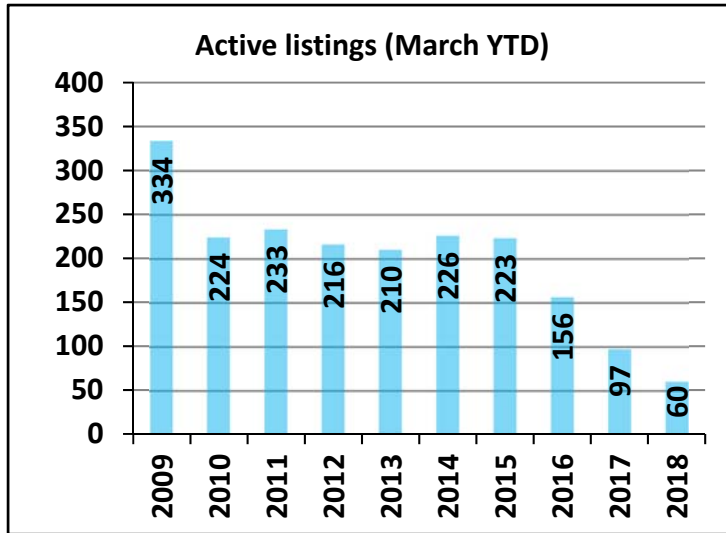
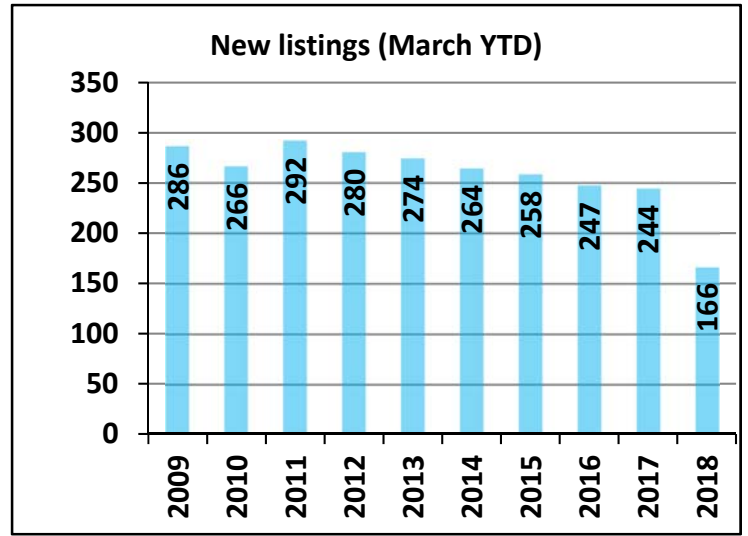
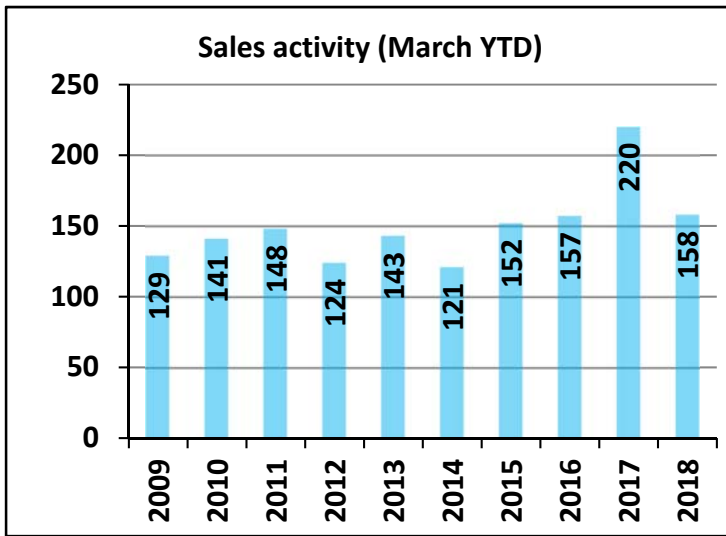
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	73	-29.1	-2.7	32.7	28.1	23.7	65.9
Dollar Volume	\$21,606,550	-16.0	24.3	93.2	83.7	91.0	161.4
New Listings	59	-35.9	-34.4	-40.4	-44.9	-49.6	-37.2
Active Listings	42	-51.2	-73.6	-82.4	-81.5	-83.7	-81.6
Sales to New Listings Ratio¹	123.7	112.0	83.3	55.6	53.3	50.4	46.8
Months of Inventory²	0.6	0.8	2.1	4.3	4.0	4.4	5.2
Average Price	\$295,980	18.5	27.7	45.6	43.5	54.4	57.5

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	158	-28.2	0.6	3.9	10.5	6.8	16.2
Dollar Volume	\$45,878,070	-12.3	32.8	46.2	62.3	65.7	84.5
New Listings	166	-32.0	-32.8	-35.7	-39.4	-43.2	-33.3
Active Listings³	60	-38.1	-61.5	-73.1	-71.4	-74.2	-71.6
Sales to New Listings Ratio⁴	95.2	90.2	63.6	58.9	52.2	50.7	54.6
Months of Inventory⁵	1.1	1.3	3.0	4.4	4.4	4.7	4.7
Average Price	\$290,368	22.1	31.9	40.6	46.9	55.2	58.8

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

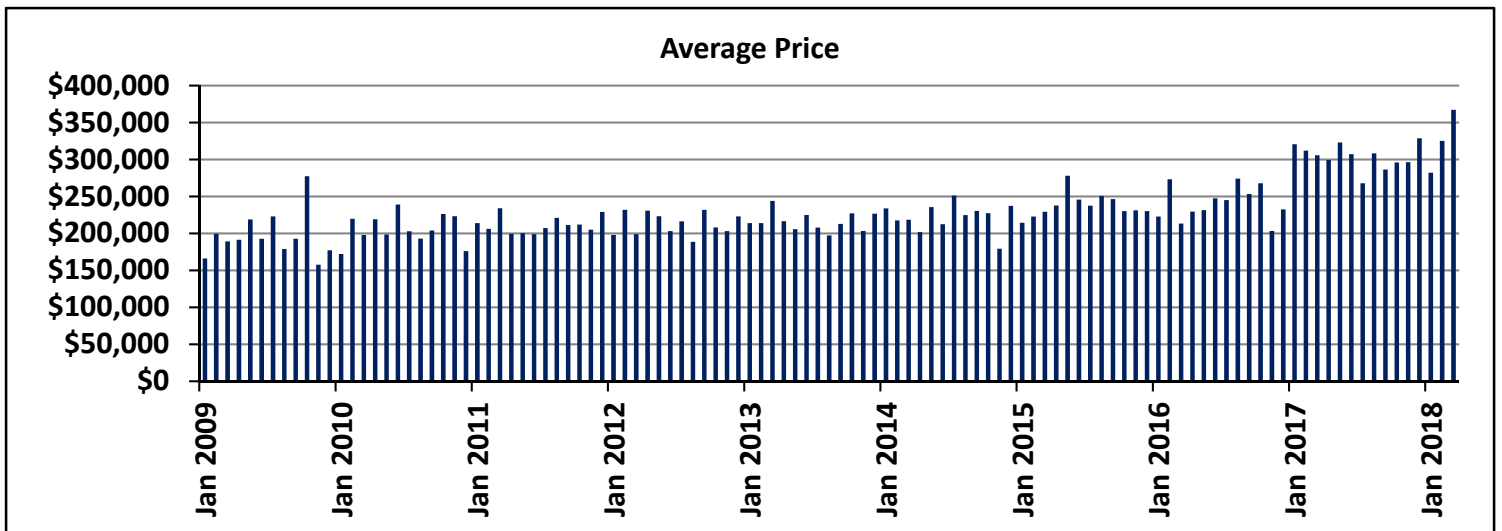
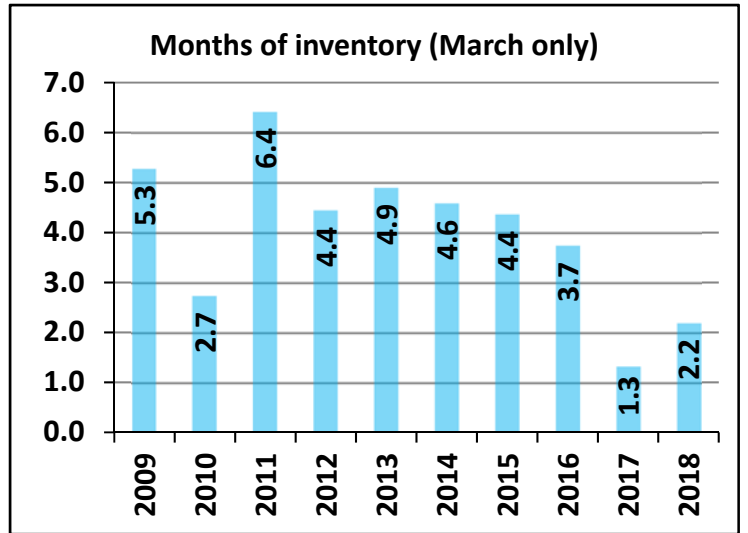
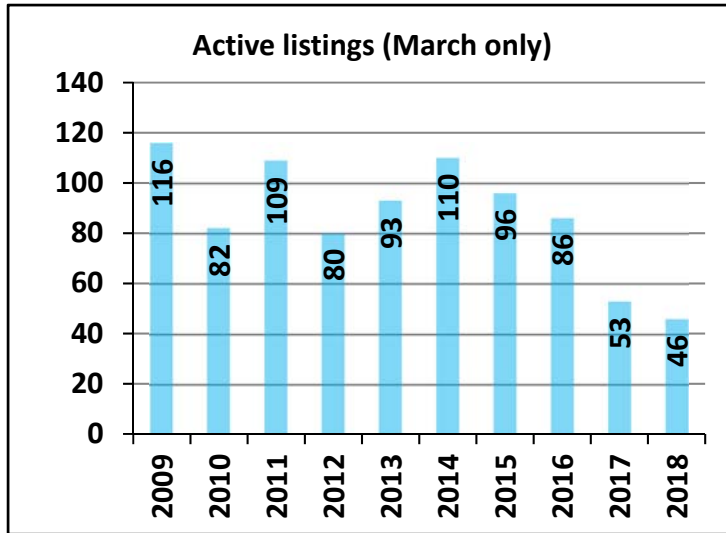
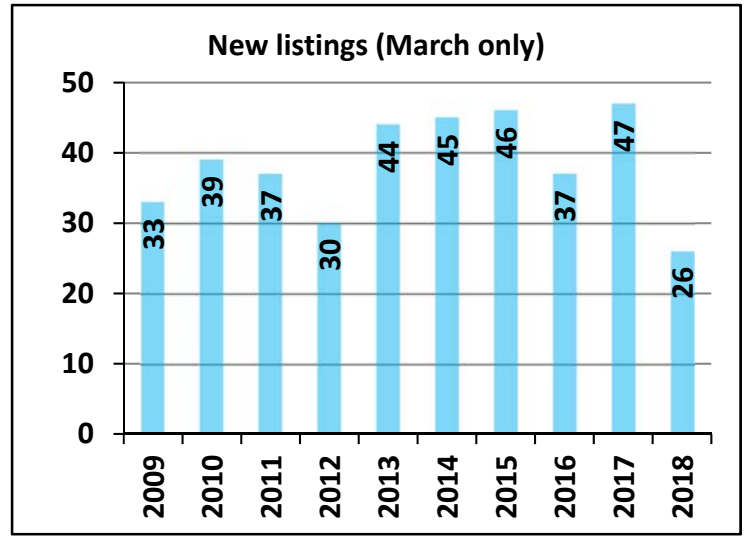
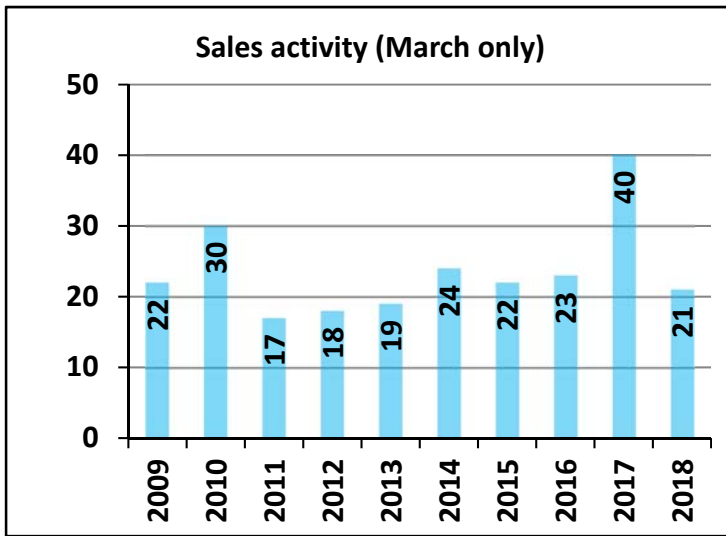
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

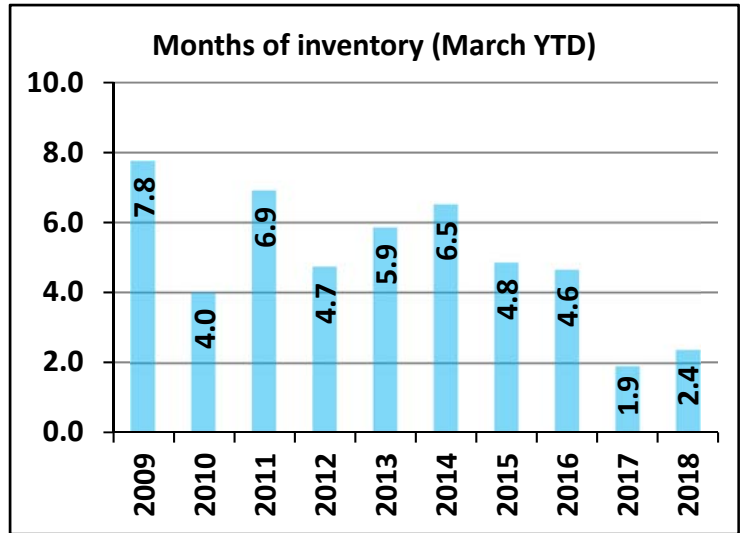
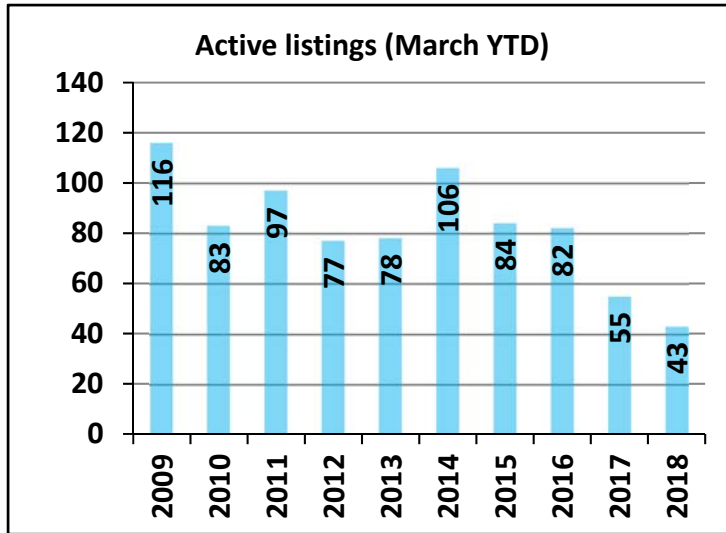
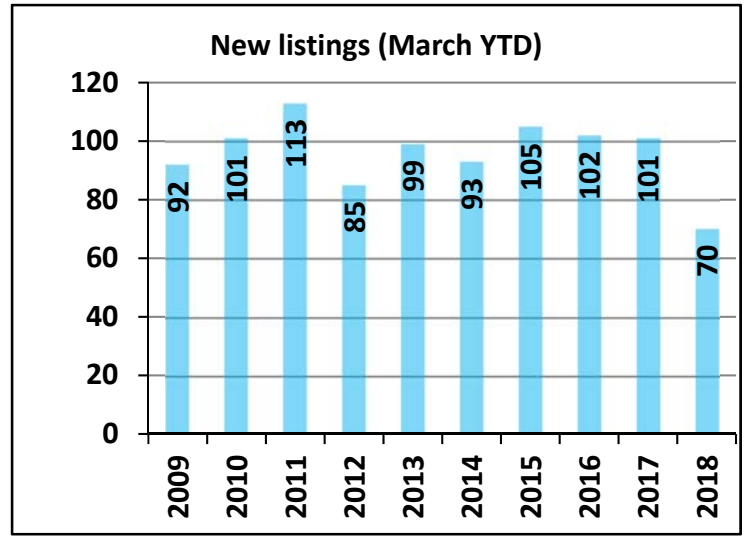
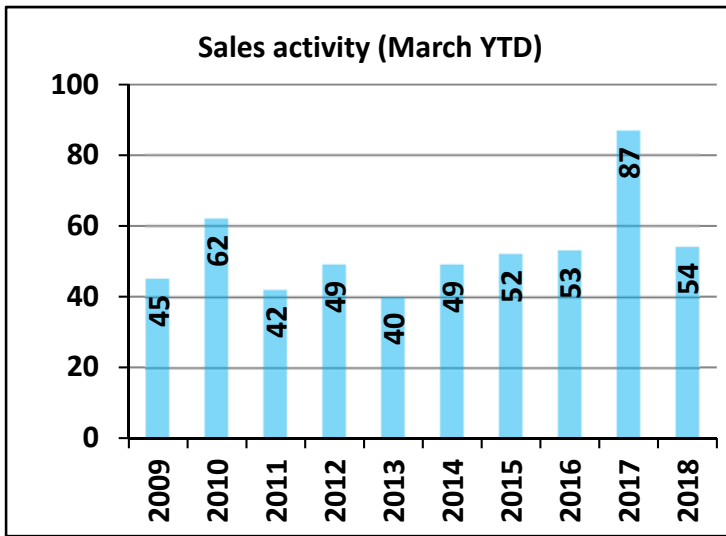
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	21	-47.5	-8.7	-4.5	10.5	23.5	-16.0
Dollar Volume	\$7,708,600	-37.0	57.1	52.8	66.3	93.8	66.6
New Listings	26	-44.7	-29.7	-43.5	-40.9	-29.7	-18.8
Active Listings	46	-13.2	-46.5	-52.1	-50.5	-57.8	-50.5
Sales to New Listings Ratio¹	80.8	85.1	62.2	47.8	43.2	45.9	78.1
Months of Inventory²	2.2	1.3	3.7	4.4	4.9	6.4	3.7
Average Price	\$367,076	20.1	72.1	60.1	50.4	56.9	98.3

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	54	-37.9	1.9	3.8	35.0	28.6	-1.8
Dollar Volume	\$17,617,063	-34.9	42.1	51.3	93.0	91.2	70.8
New Listings	70	-30.7	-31.4	-33.3	-29.3	-38.1	-32.7
Active Listings³	43	-21.8	-47.6	-48.8	-44.9	-55.7	-52.2
Sales to New Listings Ratio⁴	77.1	86.1	52.0	49.5	40.4	37.2	52.9
Months of Inventory⁵	2.4	1.9	4.6	4.8	5.9	6.9	4.9
Average Price	\$326,242	4.9	39.5	45.7	43.0	48.7	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

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