



Residential Market Activity

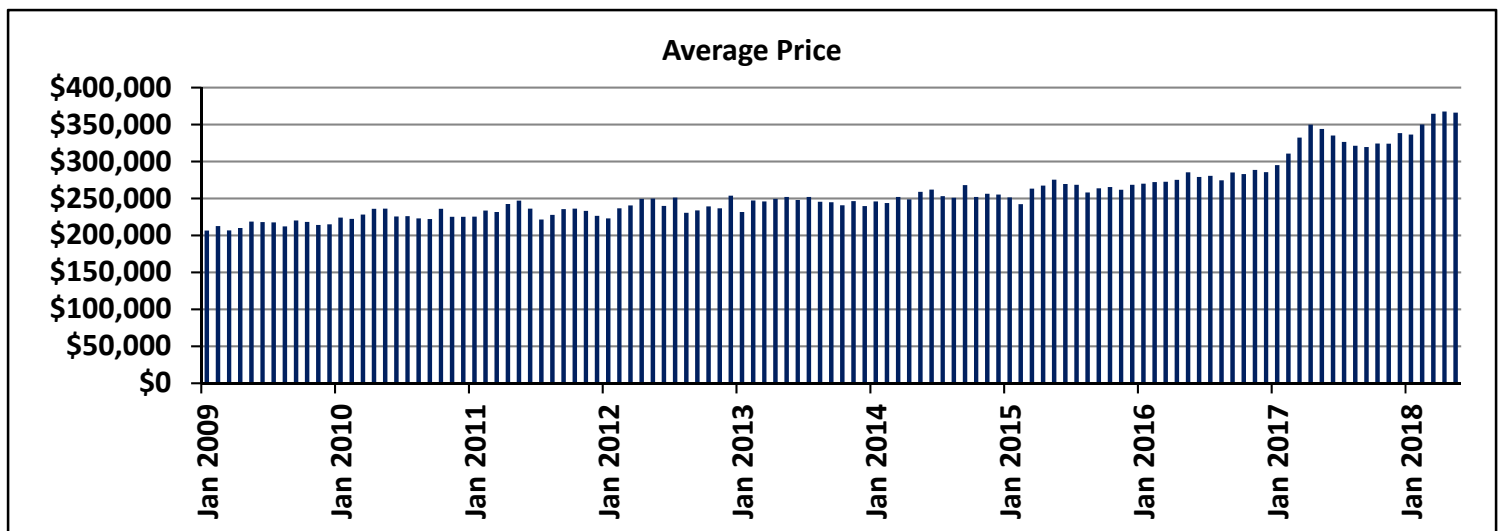
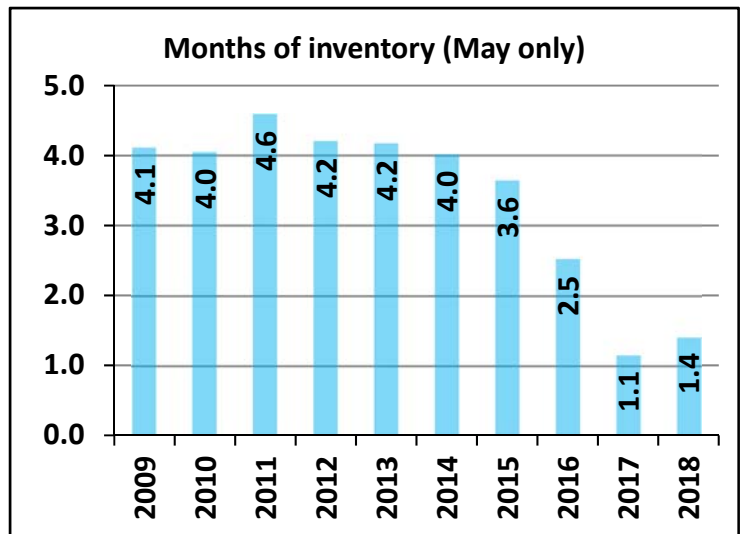
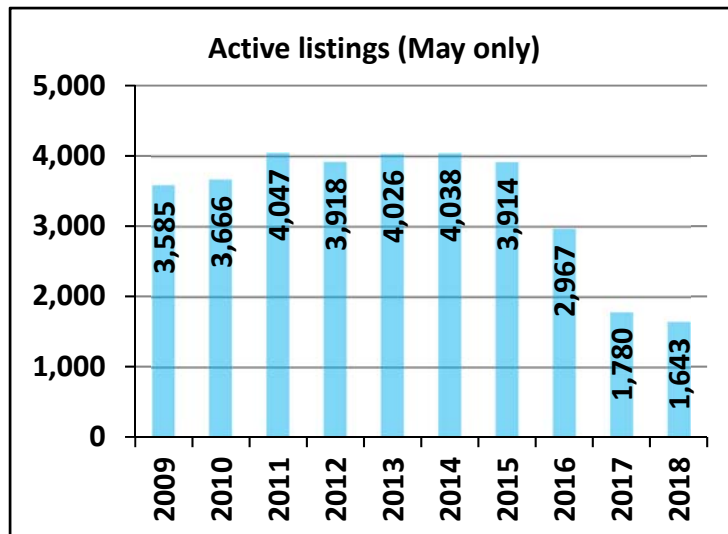
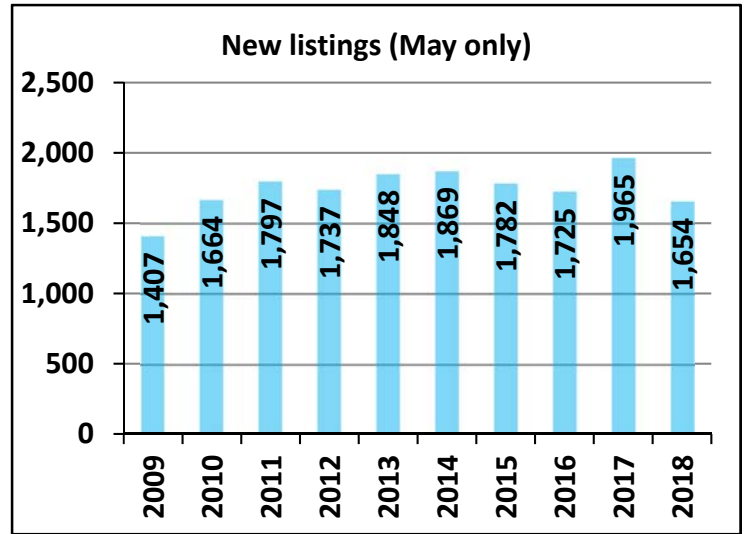
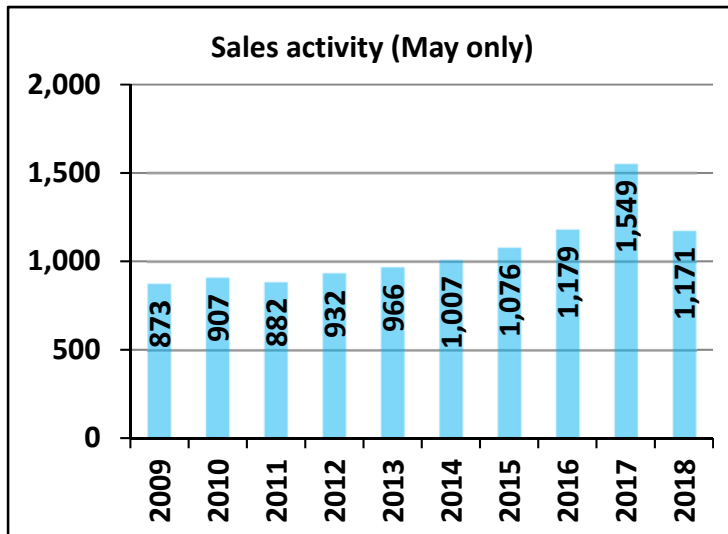
May 2018



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

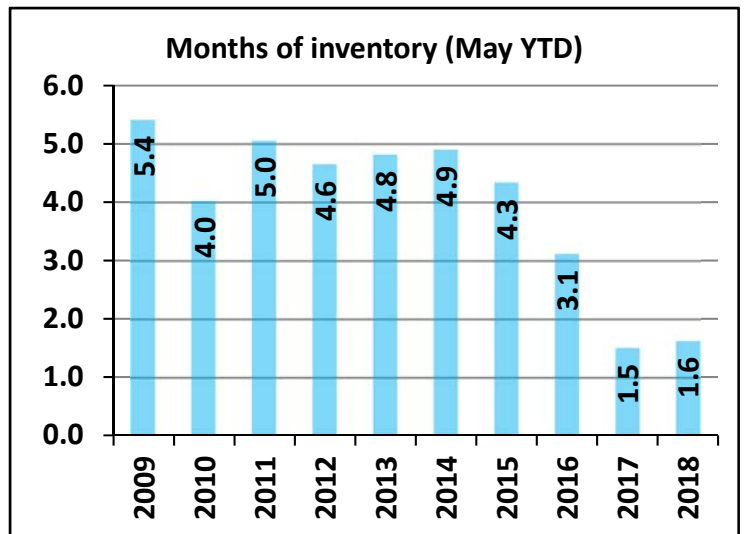
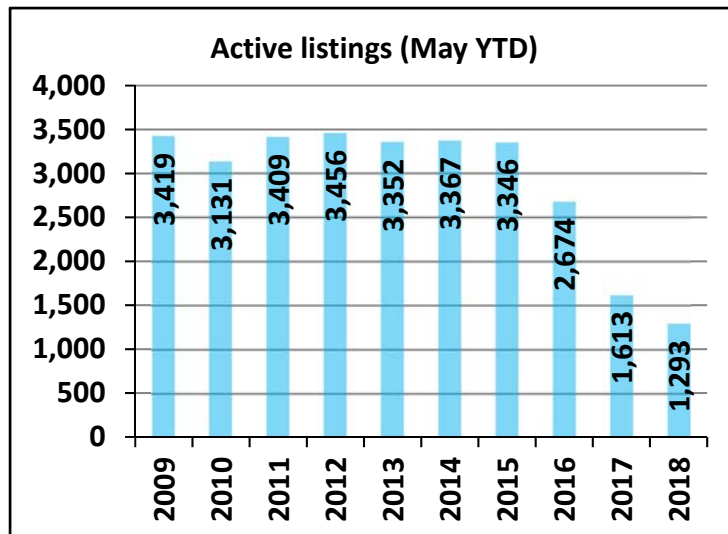
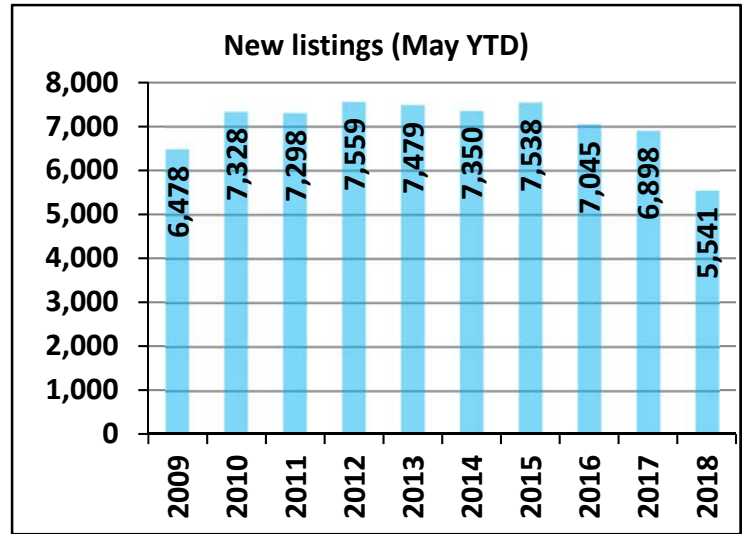
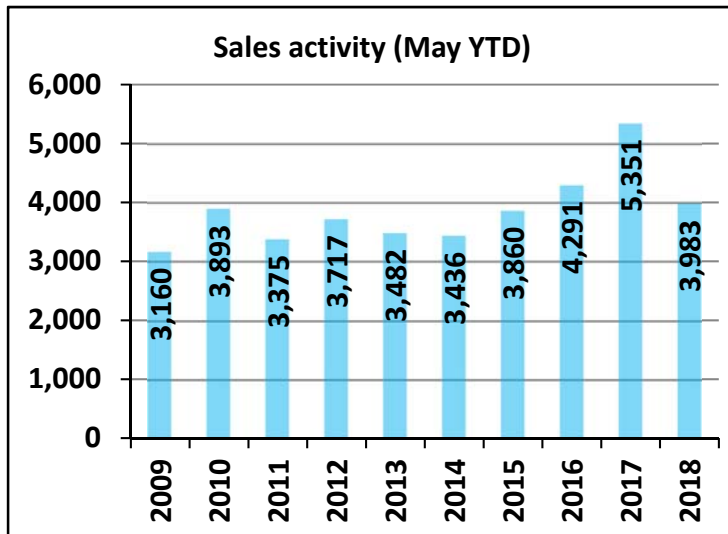
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017	May 2016	May 2015	May 2013	May 2011	May 2008
Sales Activity	1,171	-24.4	-0.7	8.8	21.2	32.8	13.8
Dollar Volume	\$428,697,901	-19.5	27.5	44.7	76.2	96.8	93.7
New Listings	1,654	-15.8	-4.1	-7.2	-10.5	-8.0	-10.4
Active Listings	1,643	-7.7	-44.6	-58.0	-59.2	-59.4	-55.6
Sales to New Listings Ratio ¹	70.8	78.8	68.3	60.4	52.3	49.1	55.8
Months of Inventory ²	1.4	1.1	2.5	3.6	4.2	4.6	3.6
Average Price	\$366,096	6.4	28.4	33.0	45.3	48.3	70.3

Year-to-date	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017 YTD	May 2016 YTD	May 2015 YTD	May 2013 YTD	May 2011 YTD	May 2008 YTD
Sales Activity	3,983	-25.6	-7.2	3.2	14.4	18.0	5.7
Dollar Volume	\$1,435,680,572	-19.3	21.1	41.3	67.0	79.2	78.7
New Listings	5,541	-19.7	-21.3	-26.5	-25.9	-24.1	-26.0
Active Listings ³	1,293	-19.8	-51.6	-61.4	-61.4	-62.1	-58.1
Sales to New Listings Ratio ⁴	71.9	77.6	60.9	51.2	46.6	46.2	50.3
Months of Inventory ⁵	1.6	1.5	3.1	4.3	4.8	5.0	4.1
Average Price	\$360,452	8.4	30.4	36.9	46.0	51.8	69.0

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

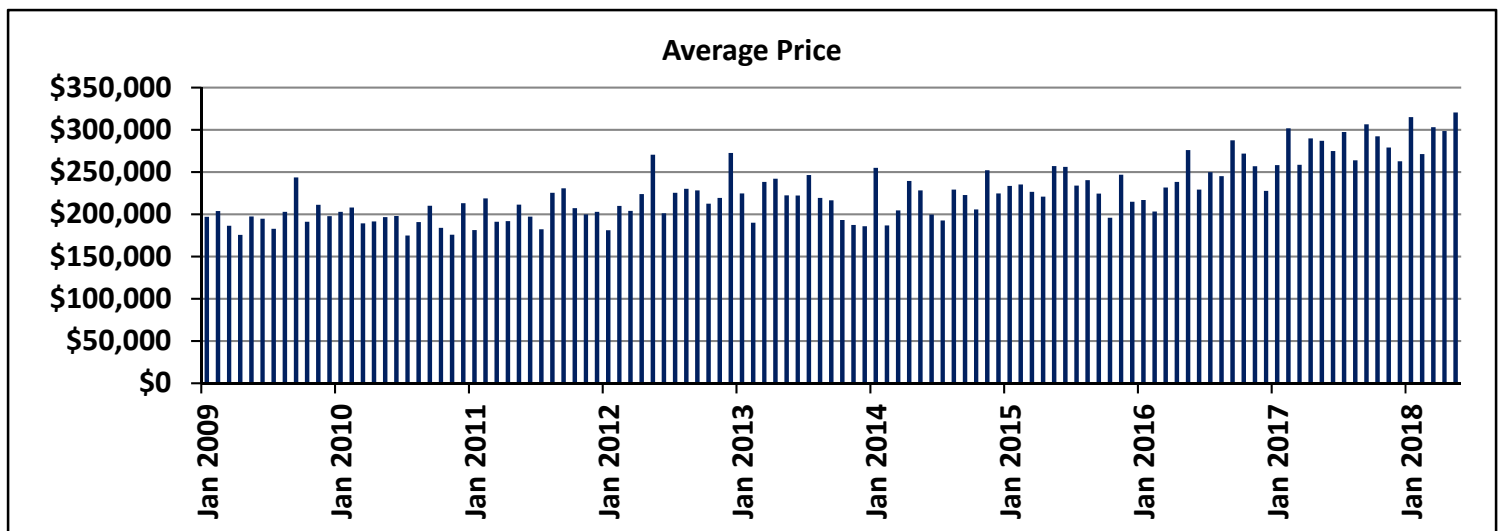
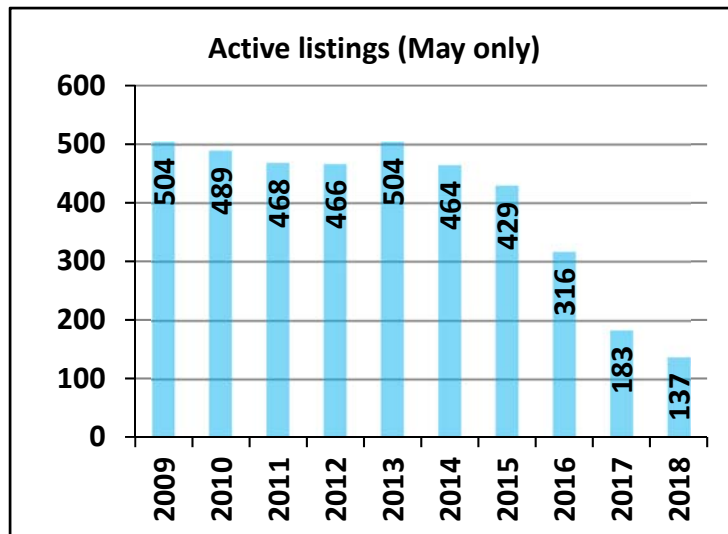
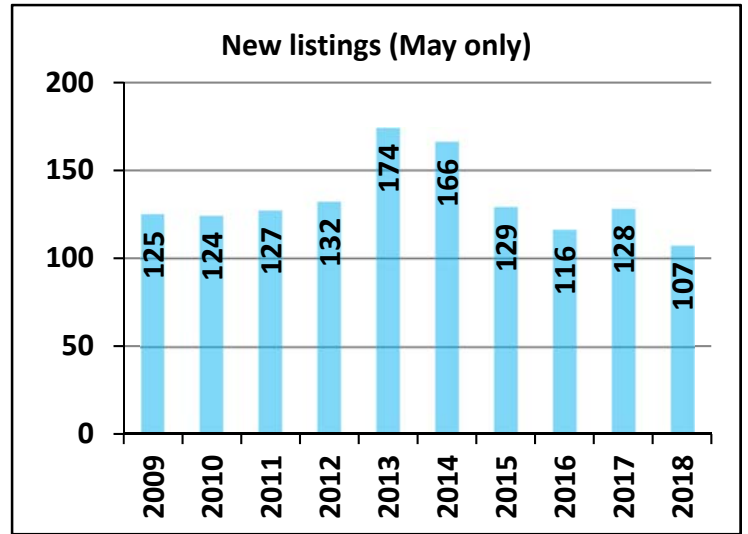
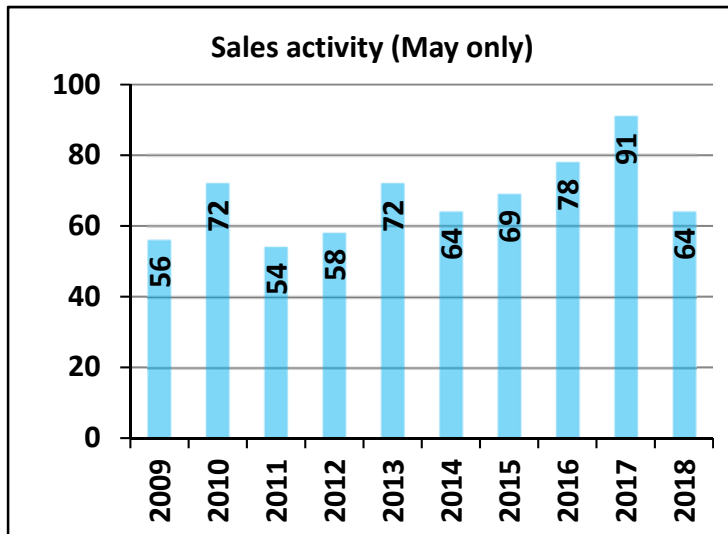
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

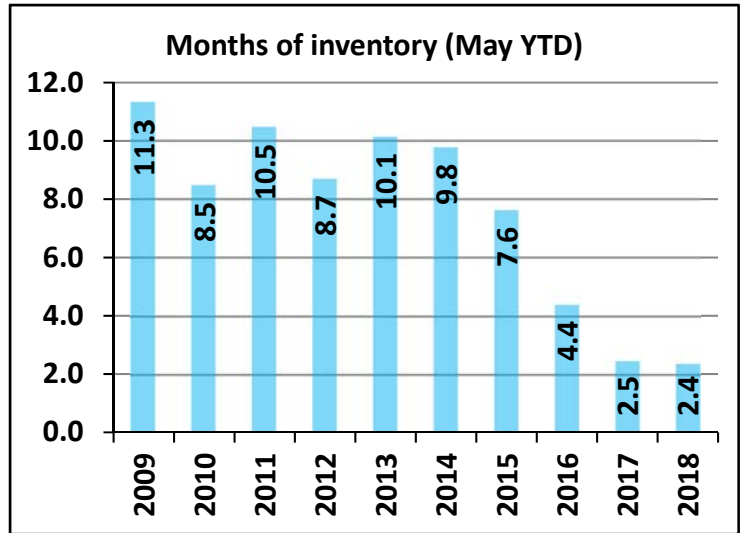
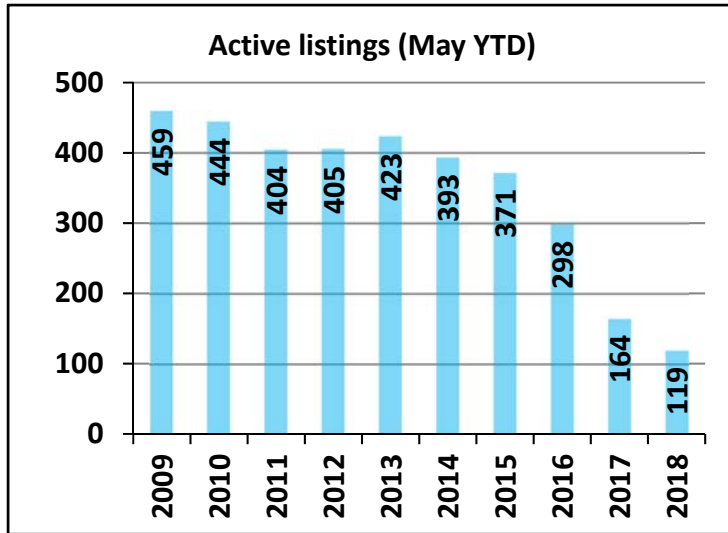
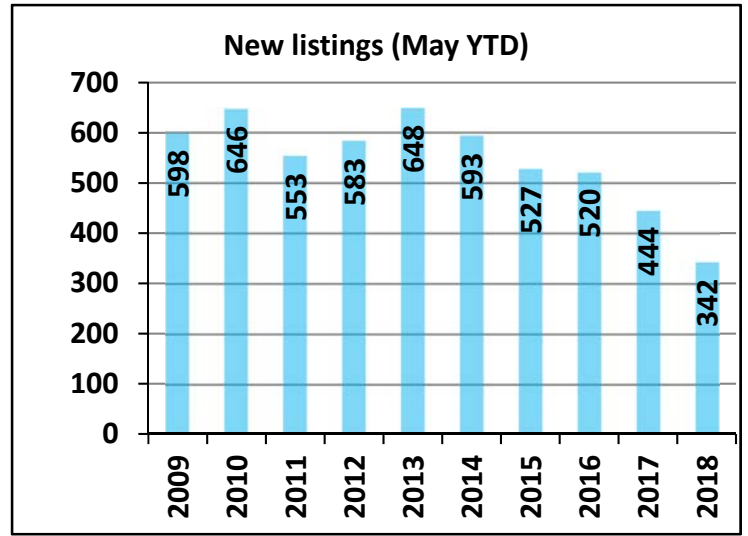
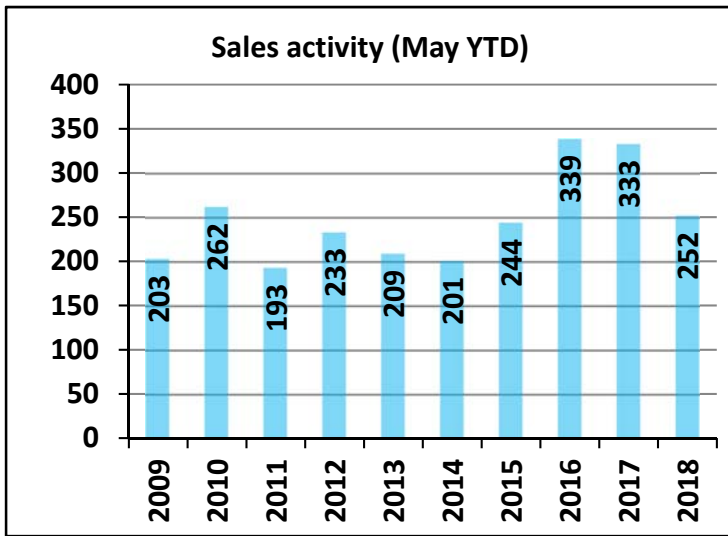
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017	May 2016	May 2015	May 2013	May 2011	May 2008
Sales Activity	64	-29.7	-17.9	-7.2	-11.1	18.5	18.5
Dollar Volume	\$20,509,168	-21.4	-4.7	15.6	28.1	79.6	117.2
New Listings	107	-16.4	-7.8	-17.1	-38.5	-15.7	-33.5
Active Listings	137	-25.1	-56.6	-68.1	-72.8	-70.7	-68.7
Sales to New Listings Ratio ¹	59.8	71.1	67.2	53.5	41.4	42.5	33.5
Months of Inventory ²	2.1	2.0	4.1	6.2	7.0	8.7	8.1
Average Price	\$320,456	11.7	16.1	24.6	44.1	51.6	83.2

Year-to-date	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017 YTD	May 2016 YTD	May 2015 YTD	May 2013 YTD	May 2011 YTD	May 2008 YTD
Sales Activity	252	-24.3	-25.7	3.3	20.6	30.6	5.9
Dollar Volume	\$76,352,776	-18.0	-5.1	32.5	62.7	96.9	77.9
New Listings	342	-23.0	-34.2	-35.1	-47.2	-38.2	-44.2
Active Listings ³	119	-27.4	-60.1	-67.9	-71.9	-70.5	-66.4
Sales to New Listings Ratio ⁴	73.7	75.0	65.2	46.3	32.3	34.9	38.8
Months of Inventory ⁵	2.4	2.5	4.4	7.6	10.1	10.5	7.4
Average Price	\$302,987	8.4	27.6	28.3	34.9	50.8	68.1

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

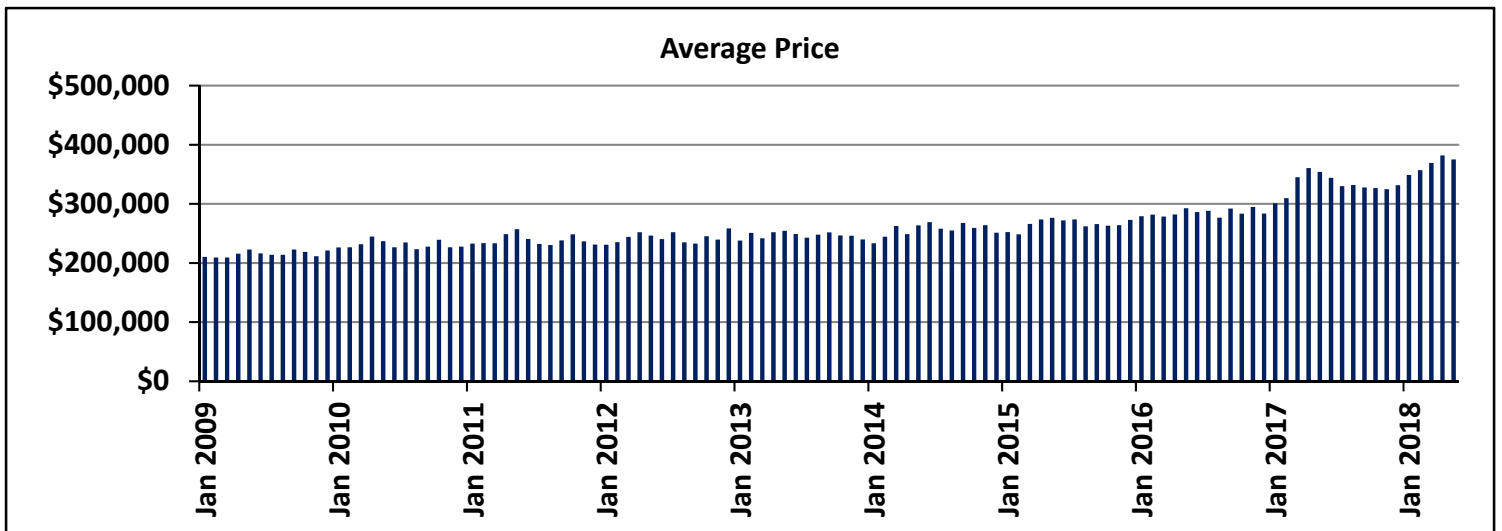
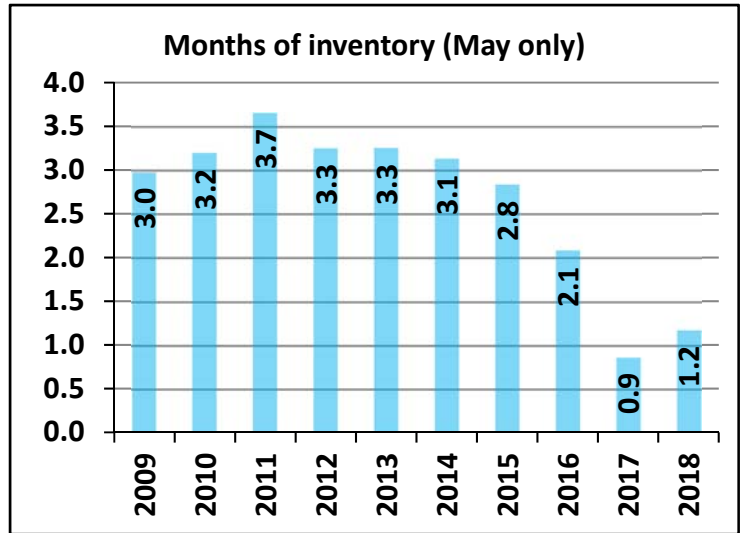
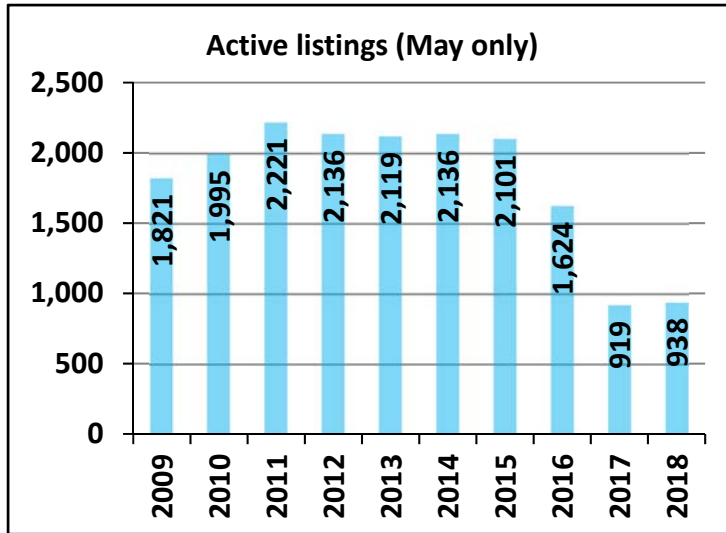
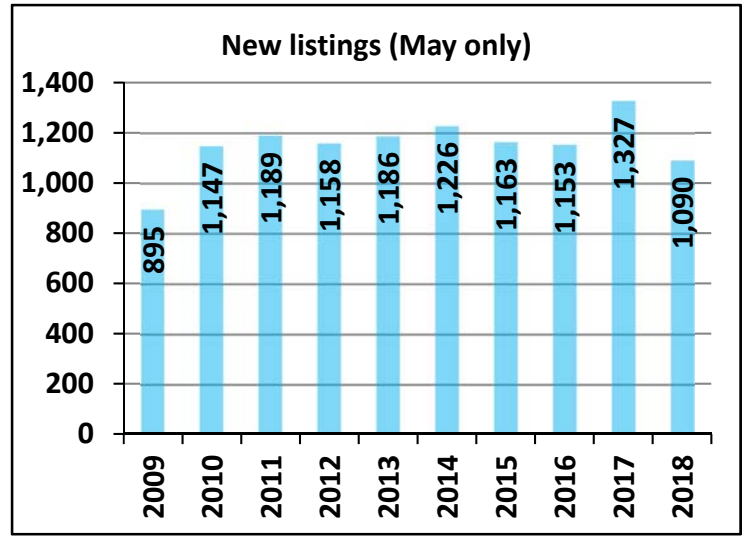
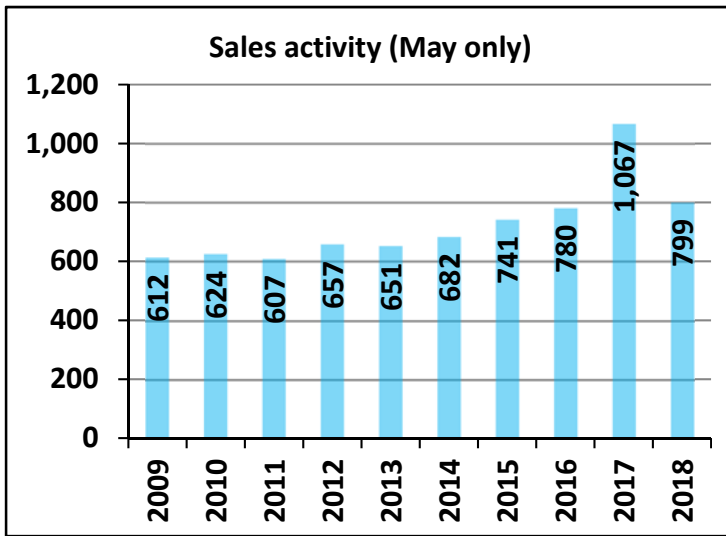
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

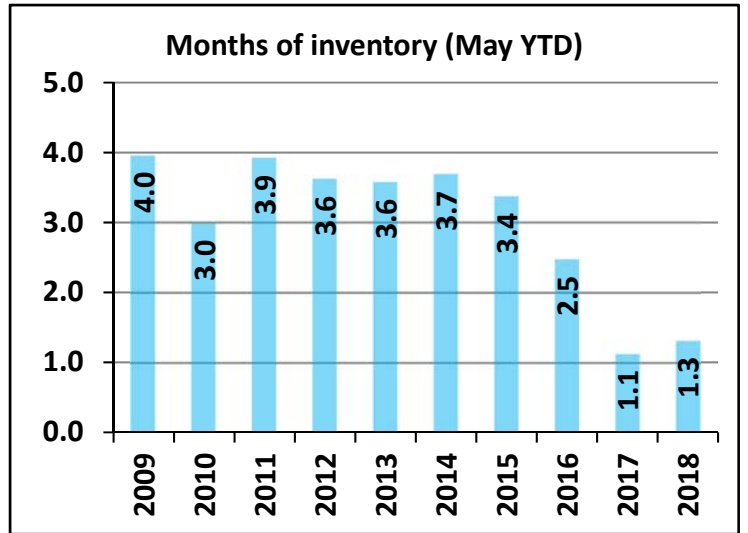
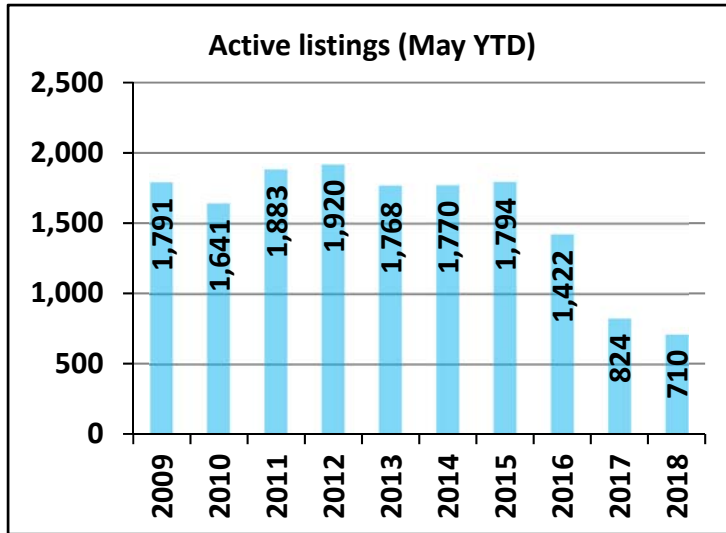
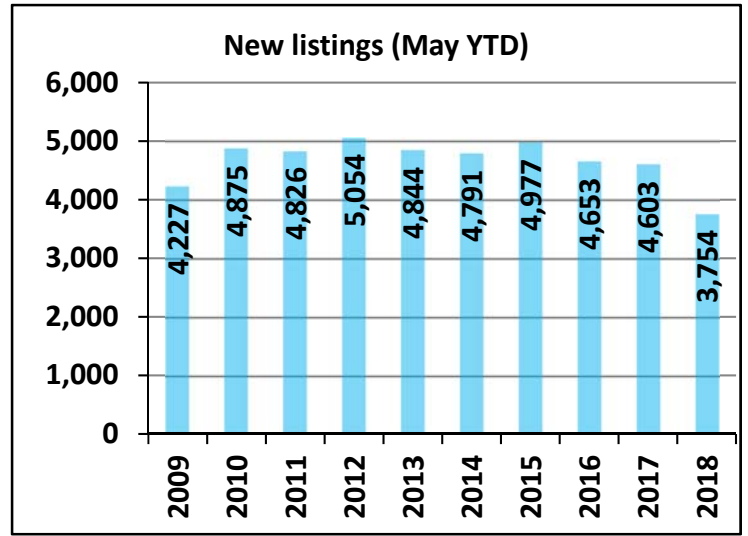
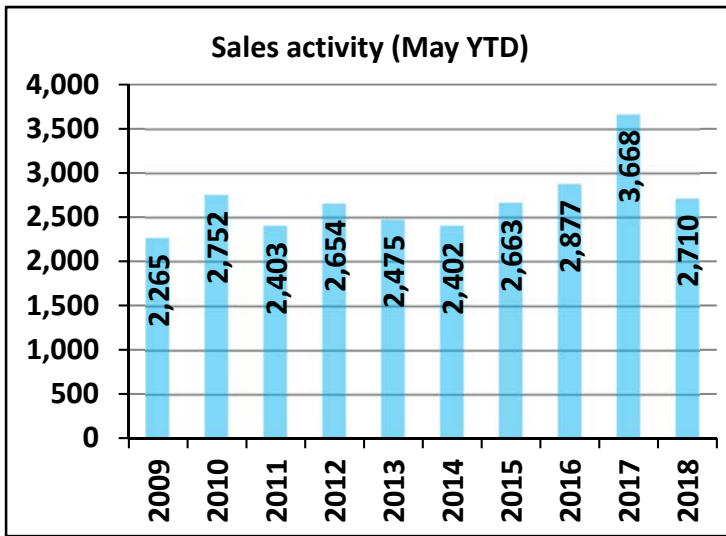
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017	May 2016	May 2015	May 2013	May 2011	May 2008
Sales Activity	799	-25.1	2.4	7.8	22.7	31.6	6.8
Dollar Volume	\$299,653,280	-20.6	31.3	46.3	81.0	92.0	82.9
New Listings	1,090	-17.9	-5.5	-6.3	-8.1	-8.3	-12.2
Active Listings	938	2.1	-42.2	-55.4	-55.7	-57.8	-55.7
Sales to New Listings Ratio ¹	73.3	80.4	67.6	63.7	54.9	51.1	60.2
Months of Inventory ²	1.2	0.9	2.1	2.8	3.3	3.7	2.8
Average Price	\$375,035	6.0	28.2	35.7	47.5	45.9	71.3

Year-to-date	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017 YTD	May 2016 YTD	May 2015 YTD	May 2013 YTD	May 2011 YTD	May 2008 YTD
Sales Activity	2,710	-26.1	-5.8	1.8	9.5	12.8	-0.4
Dollar Volume	\$1,002,890,144	-19.9	22.9	41.3	62.9	72.0	70.7
New Listings	3,754	-18.4	-19.3	-24.6	-22.5	-22.2	-26.7
Active Listings ³	710	-13.8	-50.1	-60.4	-59.8	-62.3	-60.0
Sales to New Listings Ratio ⁴	72.2	79.7	61.8	53.5	51.1	49.8	53.1
Months of Inventory ⁵	1.3	1.1	2.5	3.4	3.6	3.9	3.3
Average Price	\$370,070	8.4	30.4	38.8	48.8	52.5	71.4

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

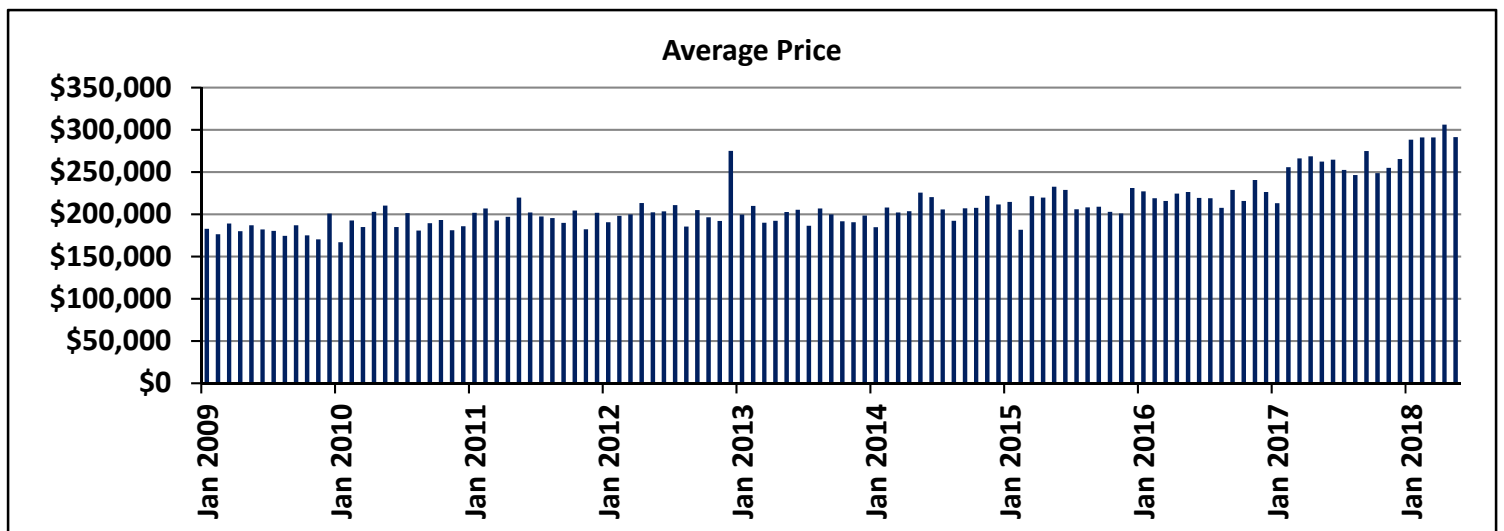
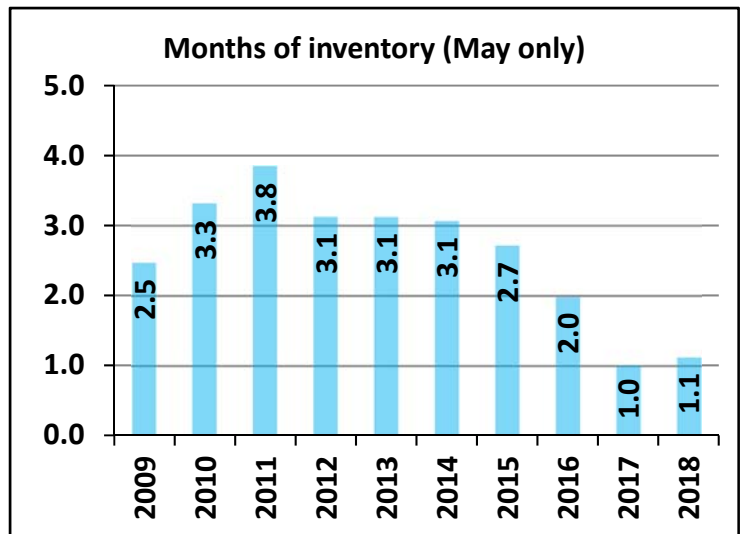
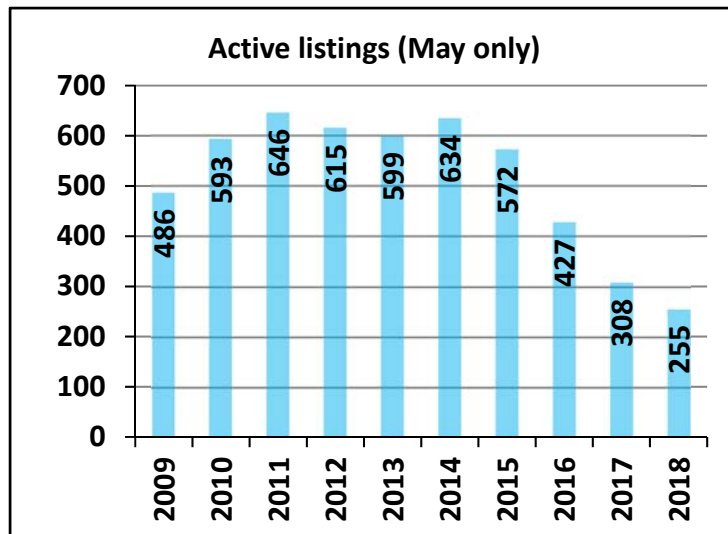
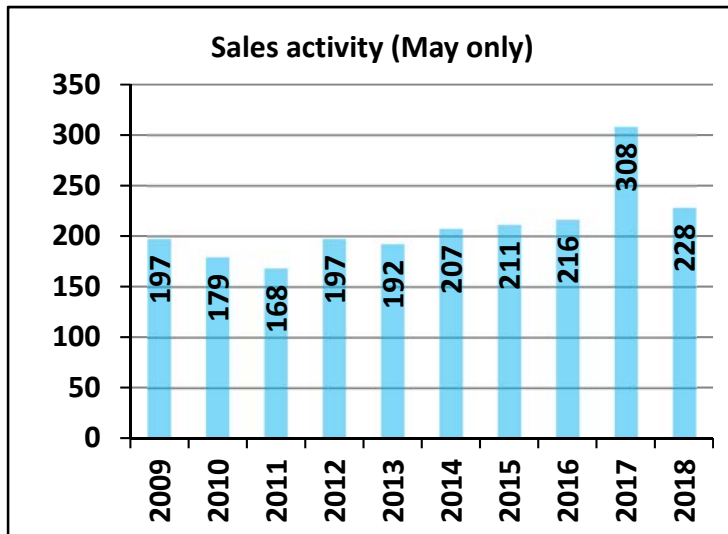
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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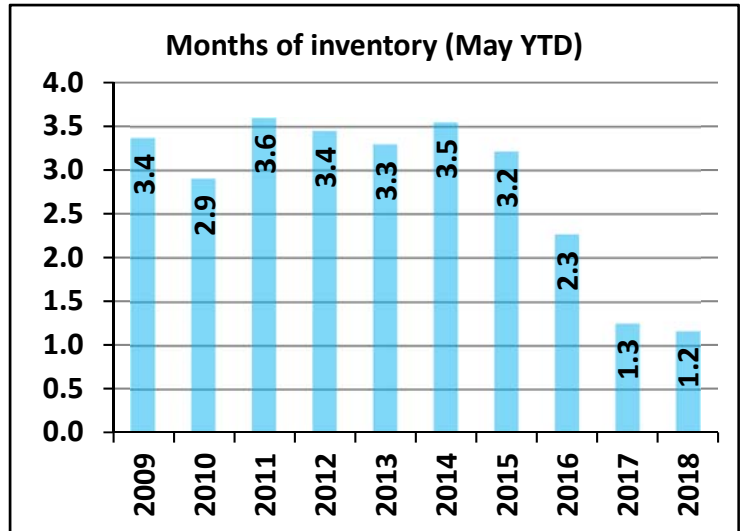
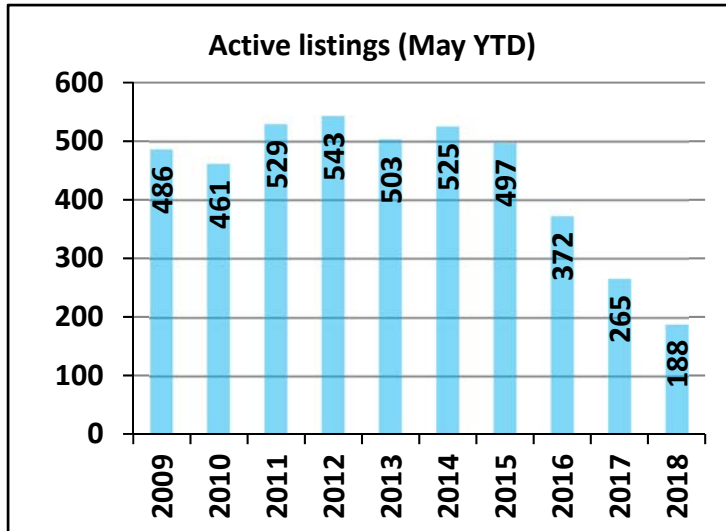
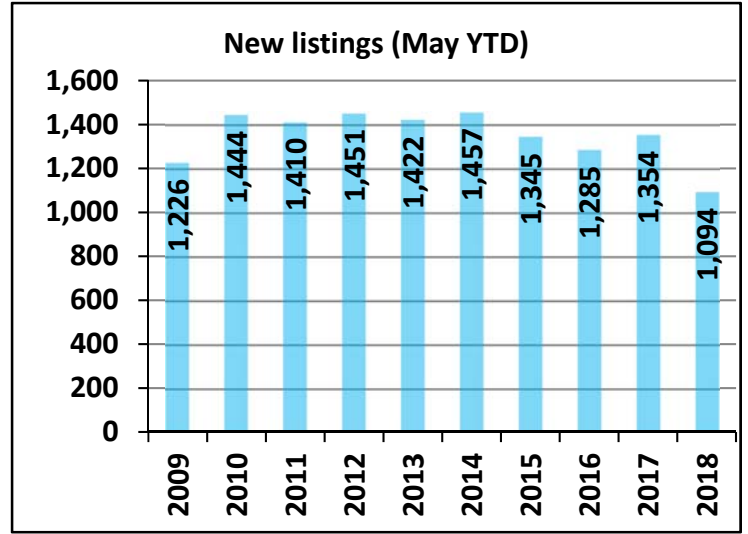
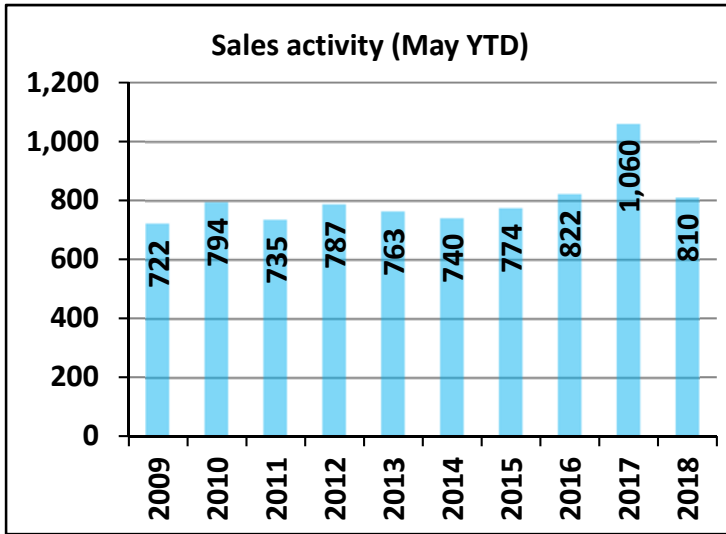
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017	May 2016	May 2015	May 2013	May 2011	May 2008
Sales Activity	228	-26.0	5.6	8.1	18.8	35.7	-5.0
Dollar Volume	\$66,429,897	-17.8	35.9	35.4	70.7	80.1	52.0
New Listings	316	-20.6	0.0	1.0	-10.2	-8.9	-20.6
Active Listings	255	-17.2	-40.3	-55.4	-57.4	-60.5	-59.5
Sales to New Listings Ratio ¹	72.2	77.4	68.4	67.4	54.5	48.4	60.3
Months of Inventory ²	1.1	1.0	2.0	2.7	3.1	3.8	2.6
Average Price	\$291,359	11.1	28.8	25.3	43.8	32.7	60.0

Year-to-date	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017 YTD	May 2016 YTD	May 2015 YTD	May 2013 YTD	May 2011 YTD	May 2008 YTD
Sales Activity	810	-23.6	-1.5	4.7	6.2	10.2	-8.2
Dollar Volume	\$238,334,450	-12.9	30.4	41.7	57.4	59.4	50.2
New Listings	1,094	-19.2	-14.9	-18.7	-23.1	-22.4	-31.0
Active Listings ³	188	-29.1	-49.5	-62.2	-62.6	-64.5	-64.3
Sales to New Listings Ratio ⁴	74.0	78.3	64.0	57.5	53.7	52.1	55.6
Months of Inventory ⁵	1.2	1.3	2.3	3.2	3.3	3.6	3.0
Average Price	\$294,240	14.0	32.3	35.4	48.3	44.6	63.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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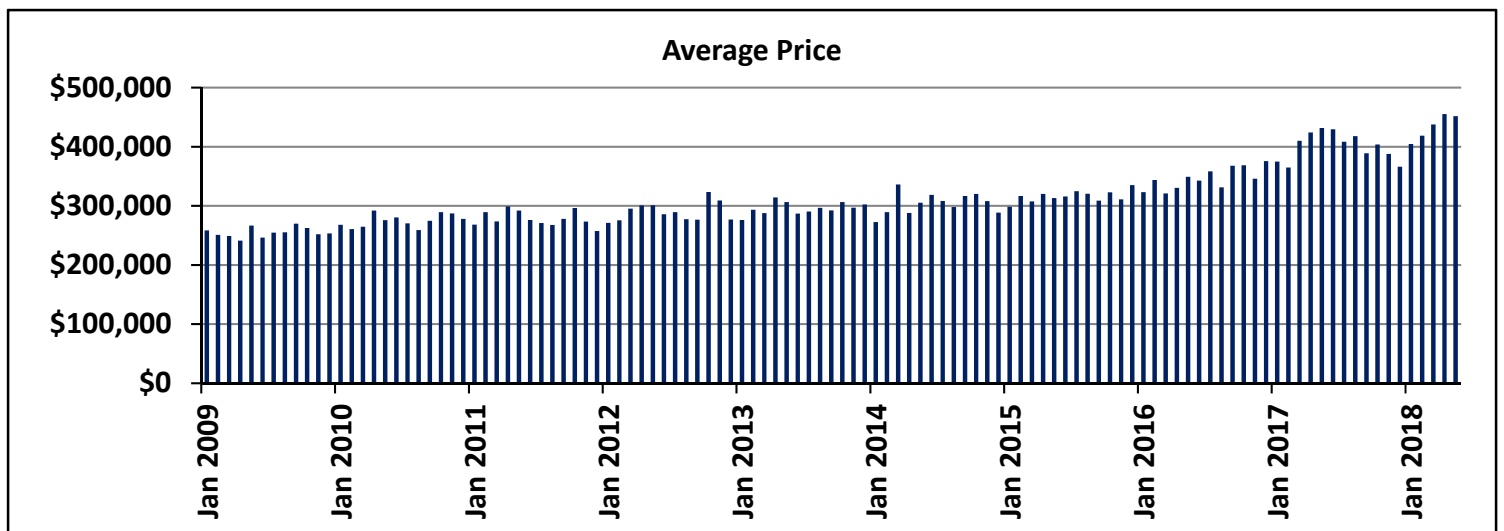
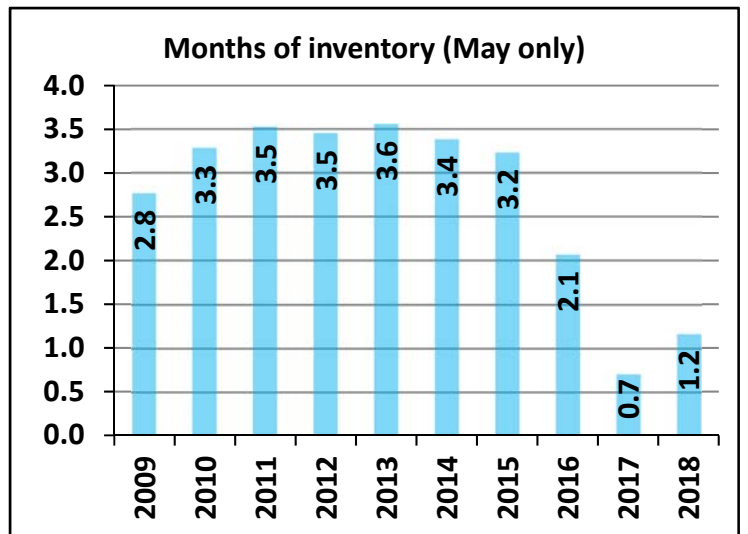
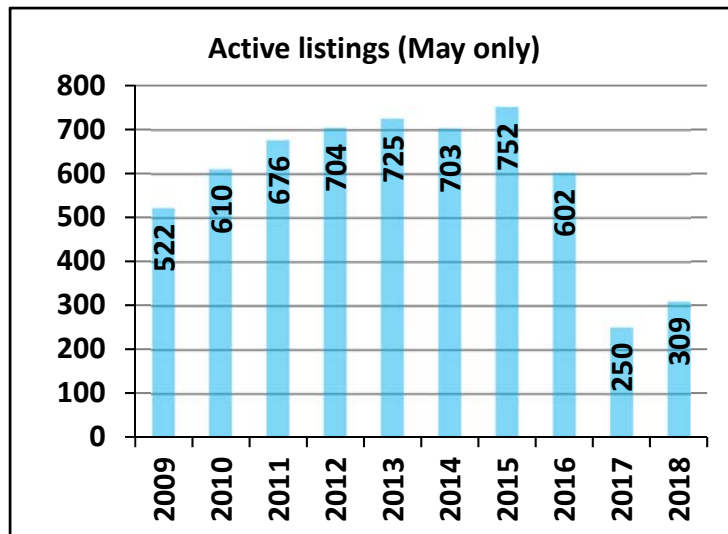
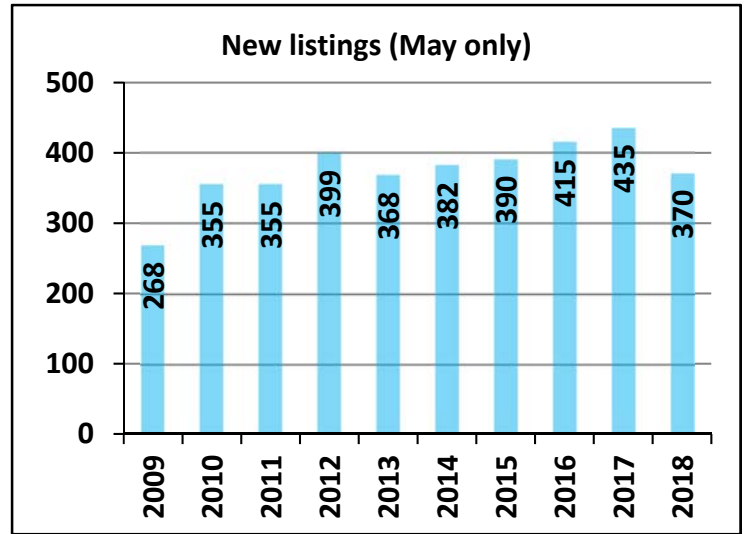
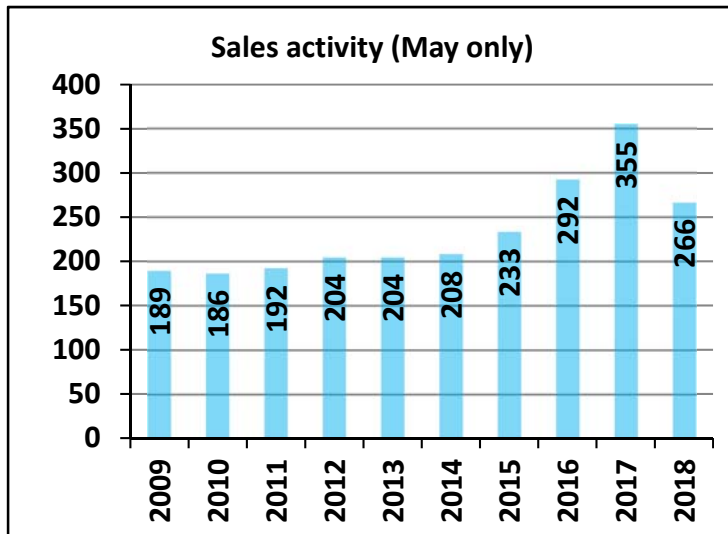
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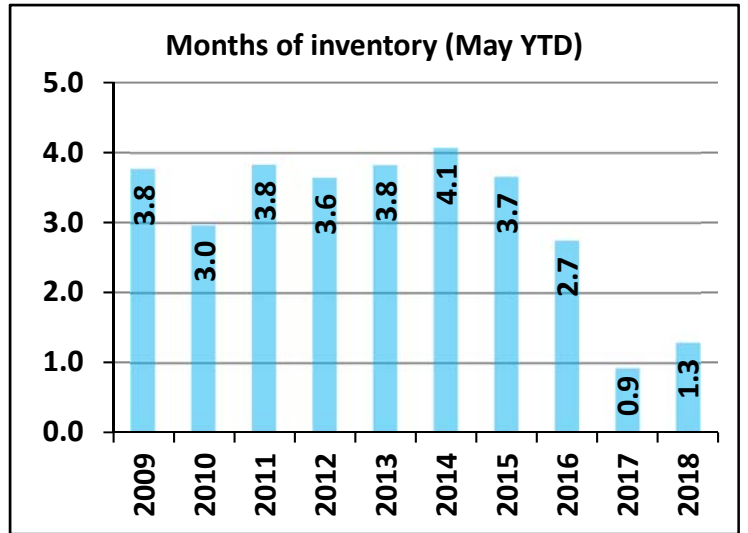
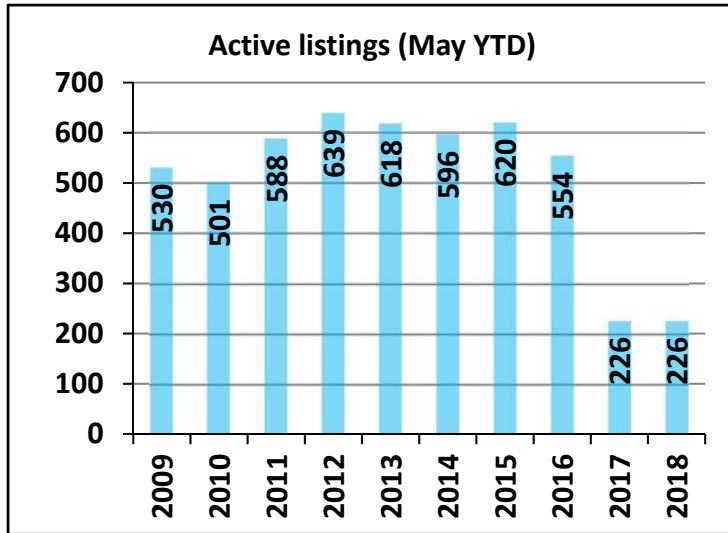
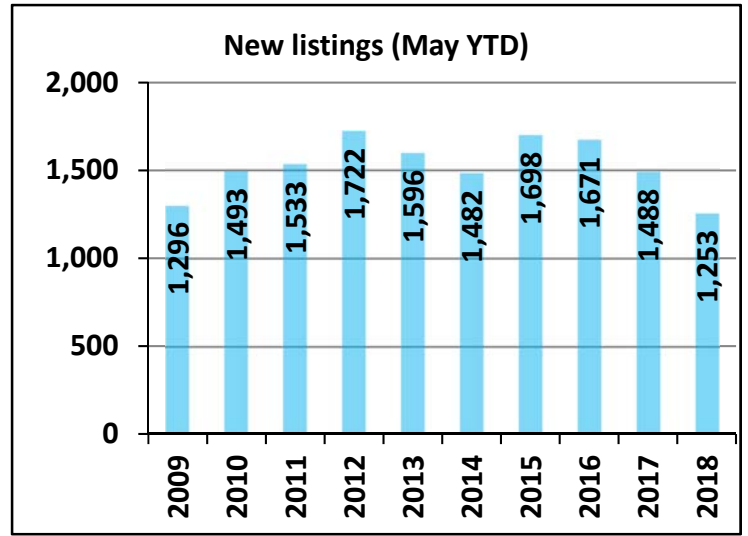
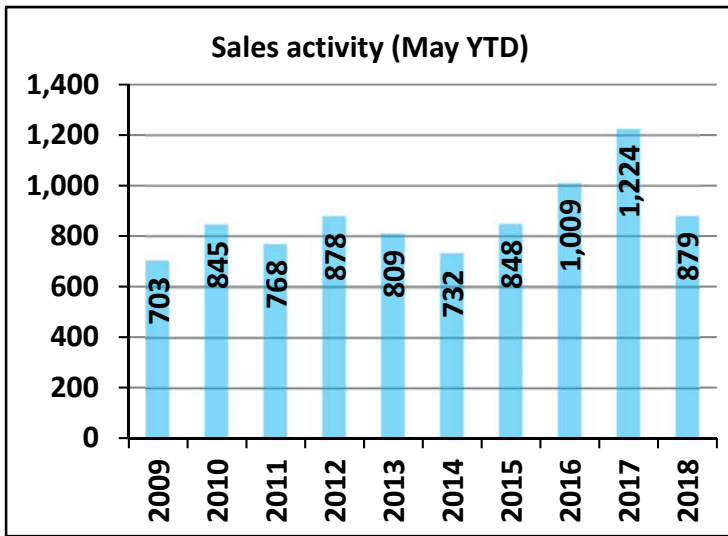
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017	May 2016	May 2015	May 2013	May 2011	May 2008
Sales Activity	266	-25.1	-8.9	14.2	30.4	38.5	15.2
Dollar Volume	\$120,113,846	-21.6	17.8	64.6	92.3	114.4	93.4
New Listings	370	-14.9	-10.8	-5.1	0.5	4.2	5.1
Active Listings	309	23.6	-48.7	-58.9	-57.4	-54.3	-50.1
Sales to New Listings Ratio ¹	71.9	81.6	70.4	59.7	55.4	54.1	65.6
Months of Inventory ²	1.2	0.7	2.1	3.2	3.6	3.5	2.7
Average Price	\$451,556	4.7	29.3	44.2	47.5	54.7	68.0

Year-to-date	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017 YTD	May 2016 YTD	May 2015 YTD	May 2013 YTD	May 2011 YTD	May 2008 YTD
Sales Activity	879	-28.2	-12.9	3.7	8.7	14.5	8.0
Dollar Volume	\$387,174,190	-22.8	14.5	46.1	60.3	76.7	86.0
New Listings	1,253	-15.8	-25.0	-26.2	-21.5	-18.3	-19.4
Active Listings ³	226	0.0	-59.2	-63.5	-63.4	-61.6	-57.9
Sales to New Listings Ratio ⁴	70.2	82.3	60.4	49.9	50.7	50.1	52.3
Months of Inventory ⁵	1.3	0.9	2.7	3.7	3.8	3.8	3.3
Average Price	\$440,471	7.5	31.4	40.9	47.5	54.4	72.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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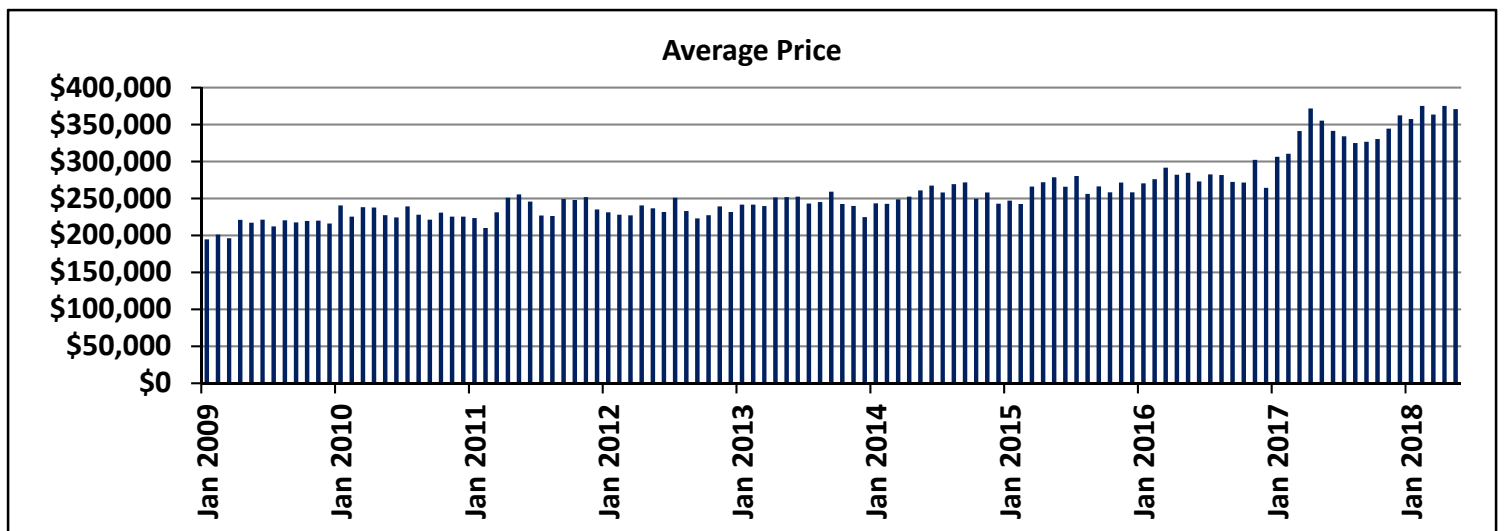
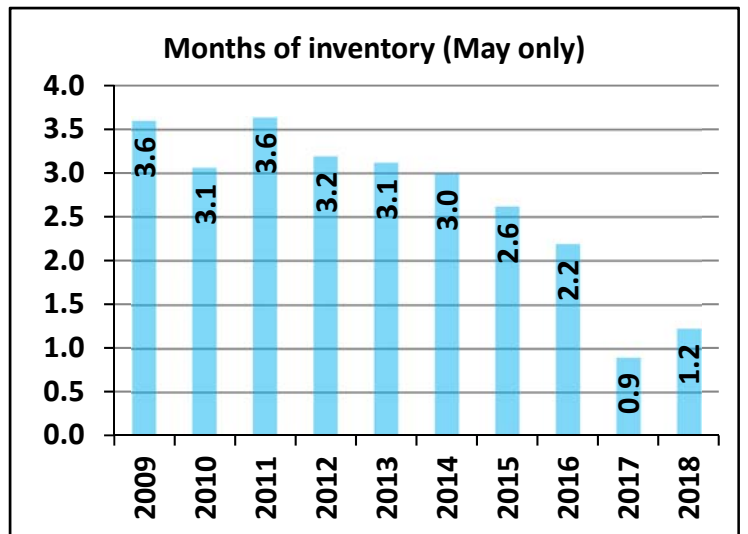
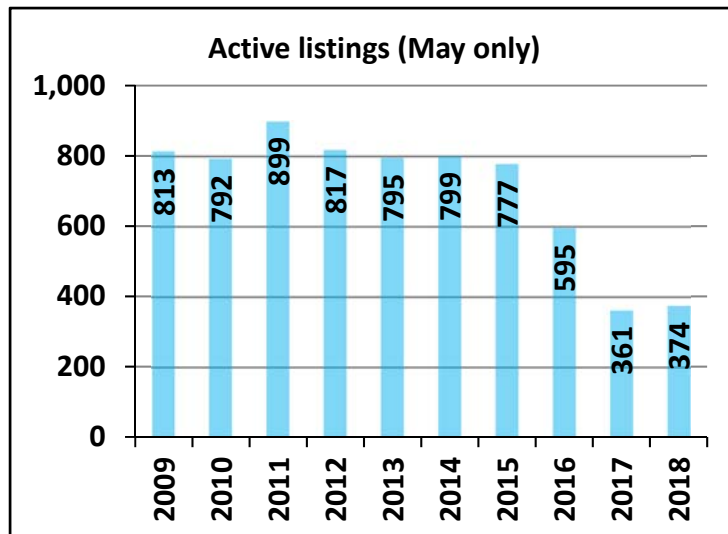
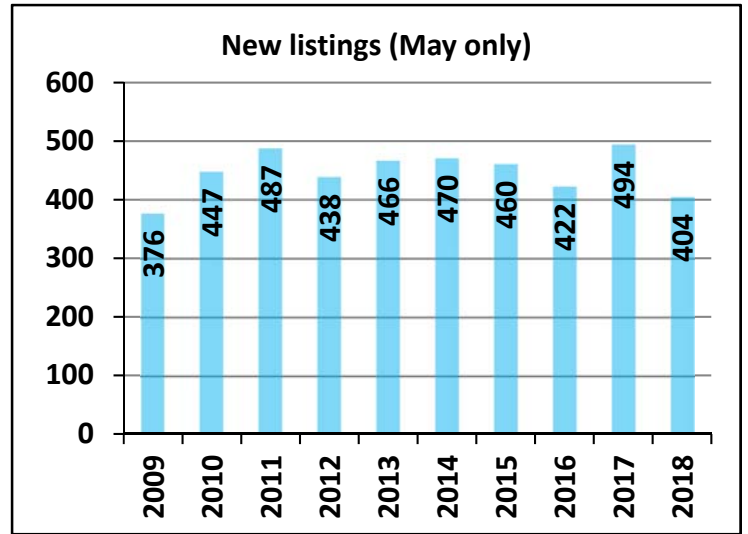
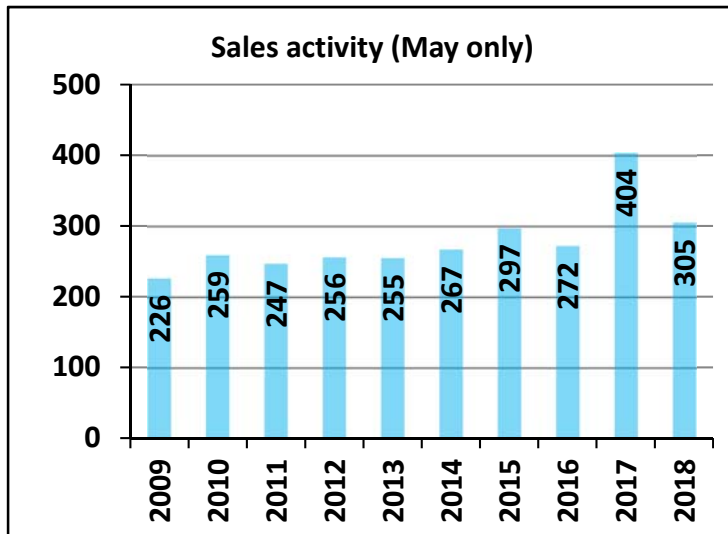
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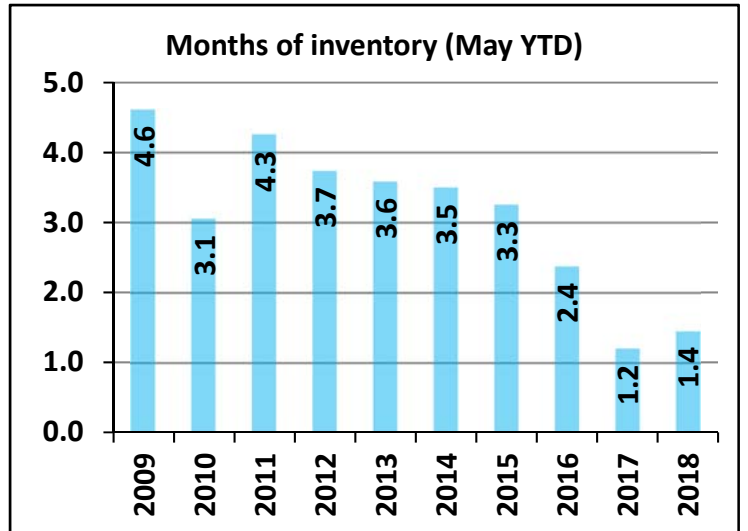
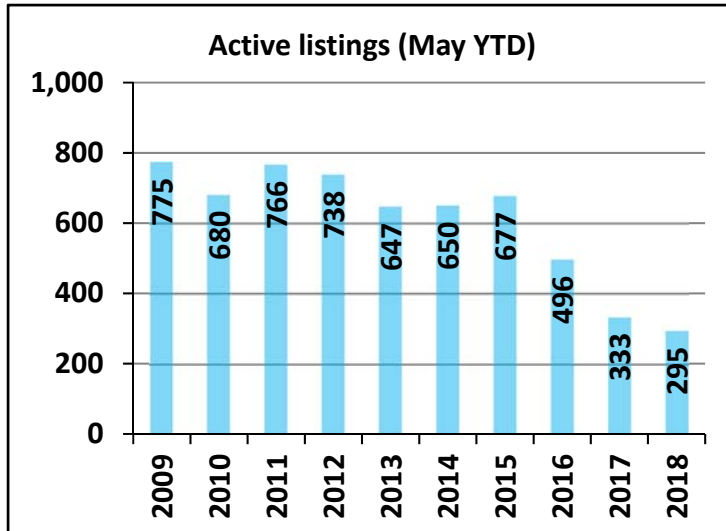
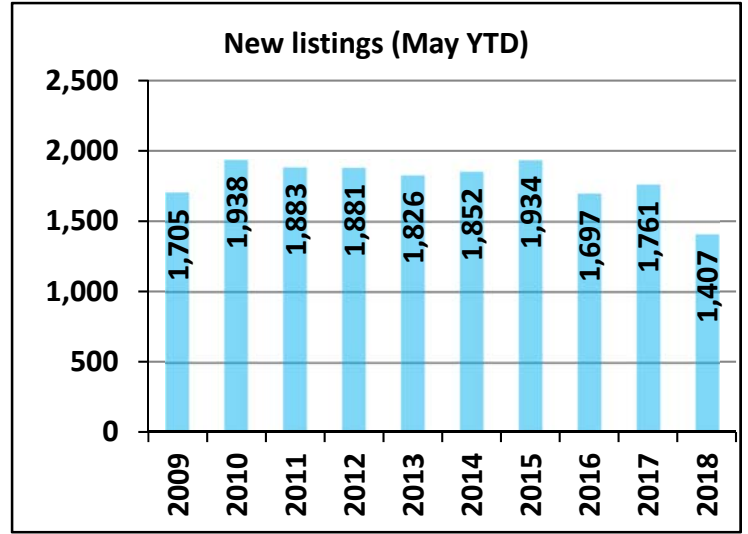
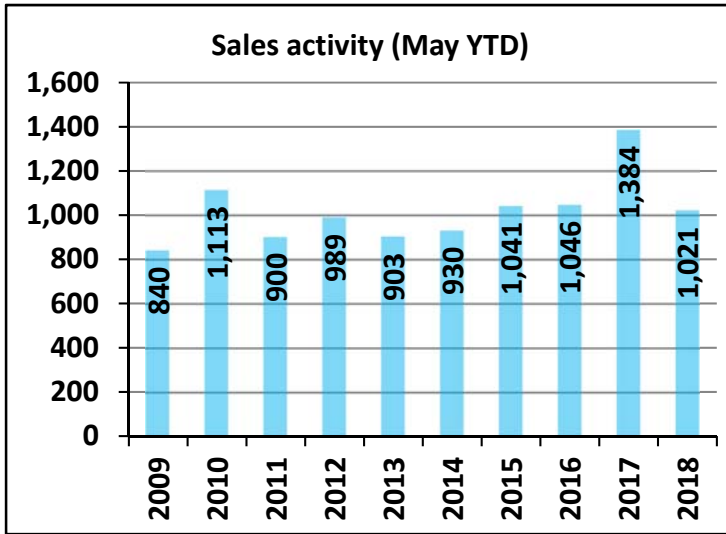
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017	May 2016	May 2015	May 2013	May 2011	May 2008
Sales Activity	305	-24.5	12.1	2.7	19.6	23.5	10.1
Dollar Volume	\$113,109,538	-21.2	46.1	36.7	76.2	79.2	95.1
New Listings	404	-18.2	-4.3	-12.2	-13.3	-17.0	-17.9
Active Listings	374	3.6	-37.1	-51.9	-53.0	-58.4	-57.0
Sales to New Listings Ratio ¹	75.5	81.8	64.5	64.6	54.7	50.7	56.3
Months of Inventory ²	1.2	0.9	2.2	2.6	3.1	3.6	3.1
Average Price	\$370,851	4.4	30.3	33.1	47.3	45.1	77.2

Year-to-date	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017 YTD	May 2016 YTD	May 2015 YTD	May 2013 YTD	May 2011 YTD	May 2008 YTD
Sales Activity	1,021	-26.2	-2.4	-1.9	13.1	13.4	-0.4
Dollar Volume	\$377,381,504	-21.0	27.8	36.4	69.5	76.0	71.0
New Listings	1,407	-20.1	-17.1	-27.2	-22.9	-25.3	-28.9
Active Listings ³	295	-11.4	-40.5	-56.4	-54.4	-61.5	-58.5
Sales to New Listings Ratio ⁴	72.6	78.6	61.6	53.8	49.5	47.8	51.8
Months of Inventory ⁵	1.4	1.2	2.4	3.3	3.6	4.3	3.5
Average Price	\$369,619	7.1	30.9	39.1	49.9	55.2	71.7

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

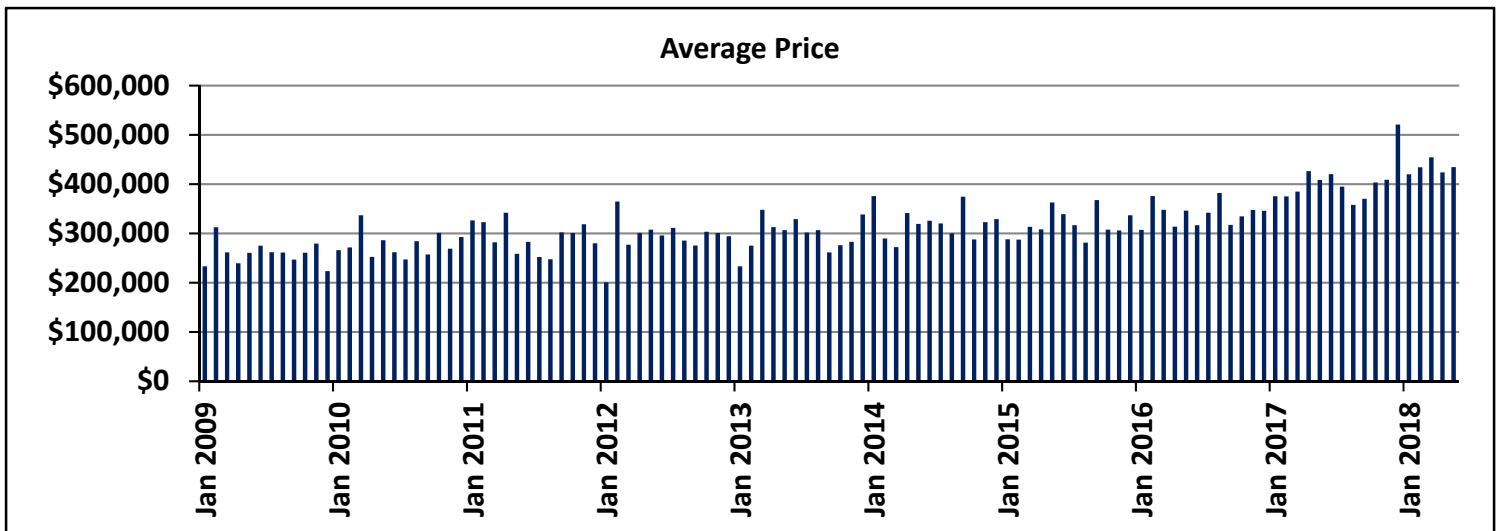
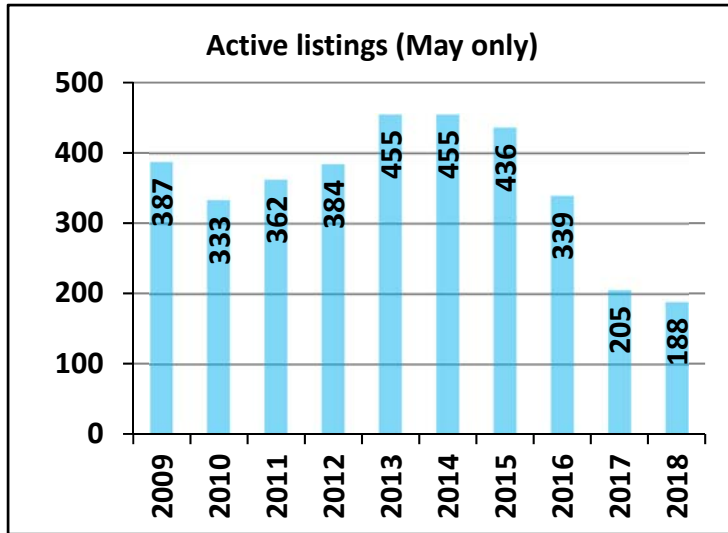
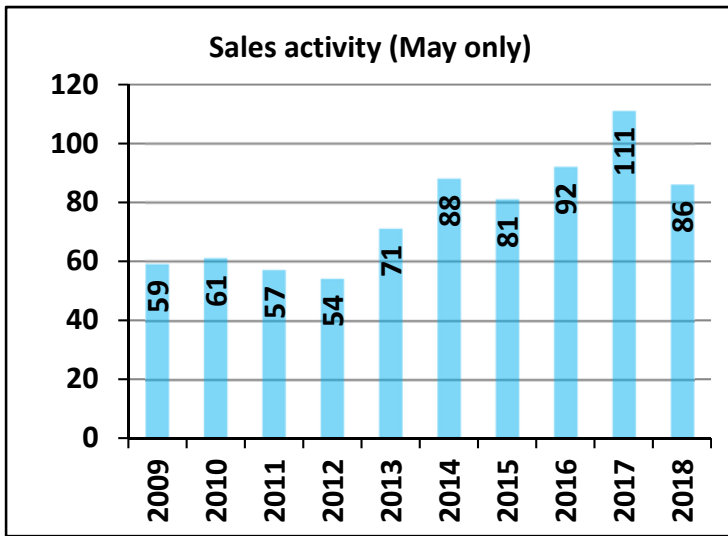
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

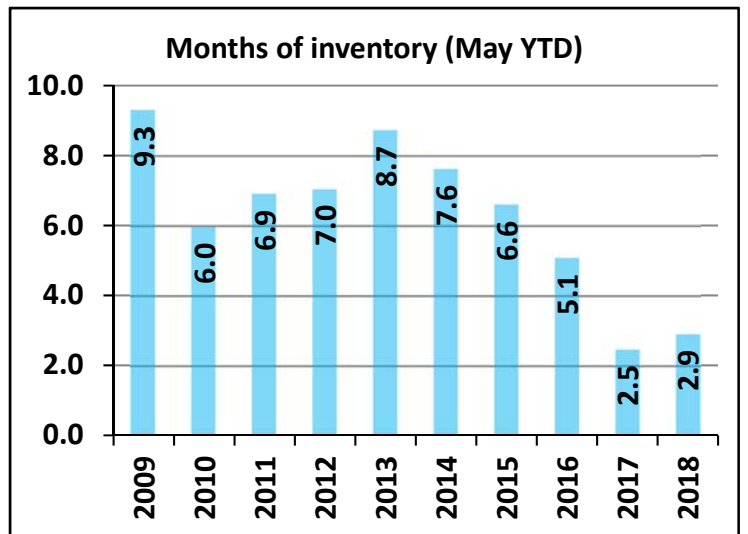
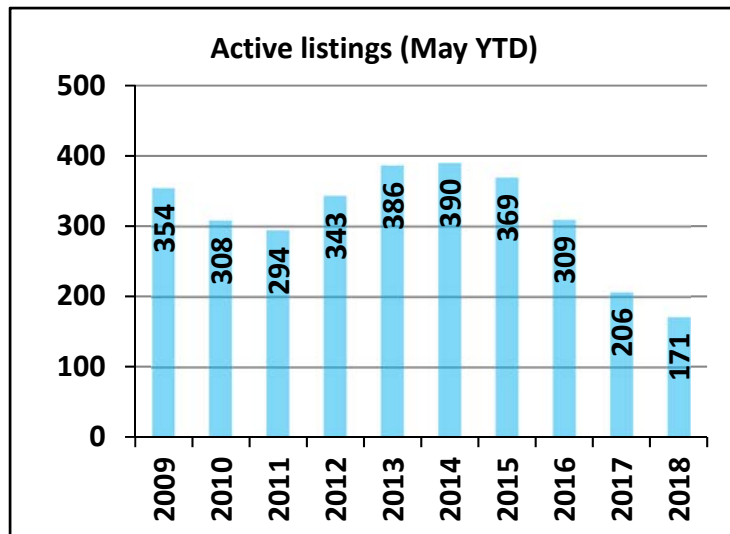
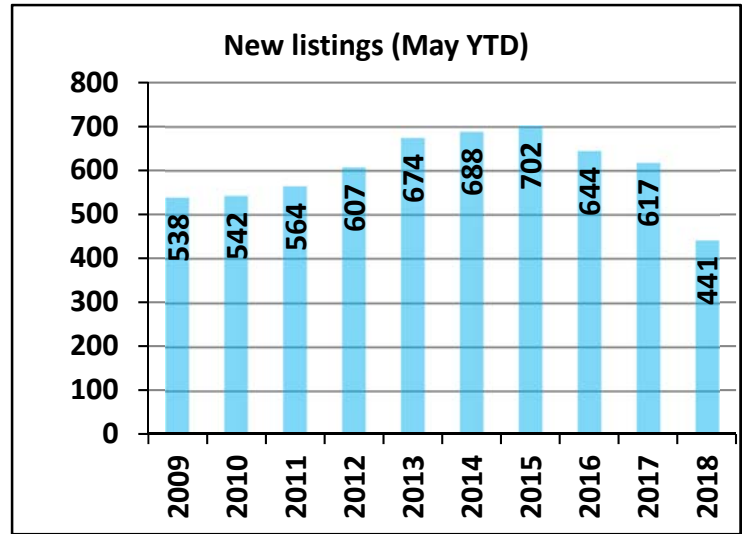
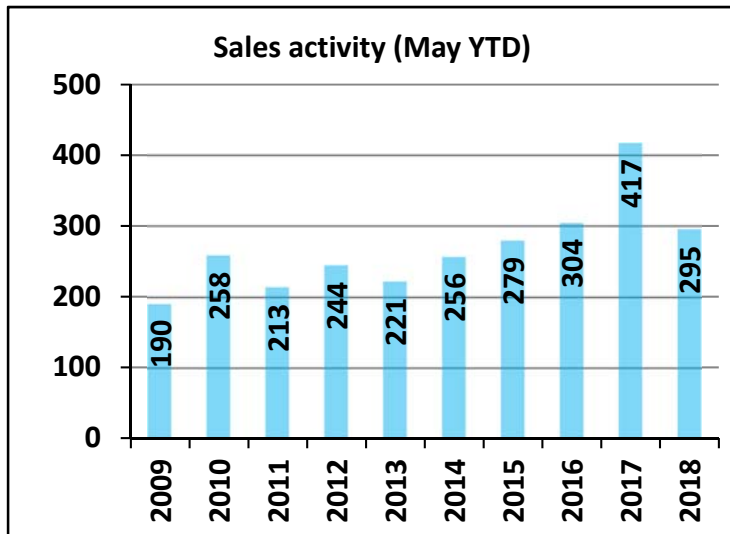
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017	May 2016	May 2015	May 2013	May 2011	May 2008
Sales Activity	86	-22.5	-6.5	6.2	21.1	50.9	41.0
Dollar Volume	\$37,361,920	-17.6	17.4	27.1	71.7	153.7	148.8
New Listings	122	-21.8	-17.0	-32.2	-29.1	-8.3	-19.7
Active Listings	188	-8.3	-44.5	-56.9	-58.7	-48.1	-49.1
Sales to New Listings Ratio ¹	70.5	71.2	62.6	45.0	41.3	42.9	40.1
Months of Inventory ²	2.2	1.8	3.7	5.4	6.4	6.4	6.0
Average Price	\$434,441	6.3	25.6	19.7	41.8	68.1	76.5

Year-to-date	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017 YTD	May 2016 YTD	May 2015 YTD	May 2013 YTD	May 2011 YTD	May 2008 YTD
Sales Activity	295	-29.3	-3.0	5.7	33.5	38.5	23.4
Dollar Volume	\$127,905,820	-23.0	24.8	43.0	92.5	100.1	105.9
New Listings	441	-28.5	-31.5	-37.2	-34.6	-21.8	-25.4
Active Listings ³	171	-17.0	-44.7	-53.7	-55.7	-41.8	-41.6
Sales to New Listings Ratio ⁴	66.9	67.6	47.2	39.7	32.8	37.8	40.4
Months of Inventory ⁵	2.9	2.5	5.1	6.6	8.7	6.9	6.1
Average Price	\$433,579	8.8	28.6	35.3	44.2	44.5	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

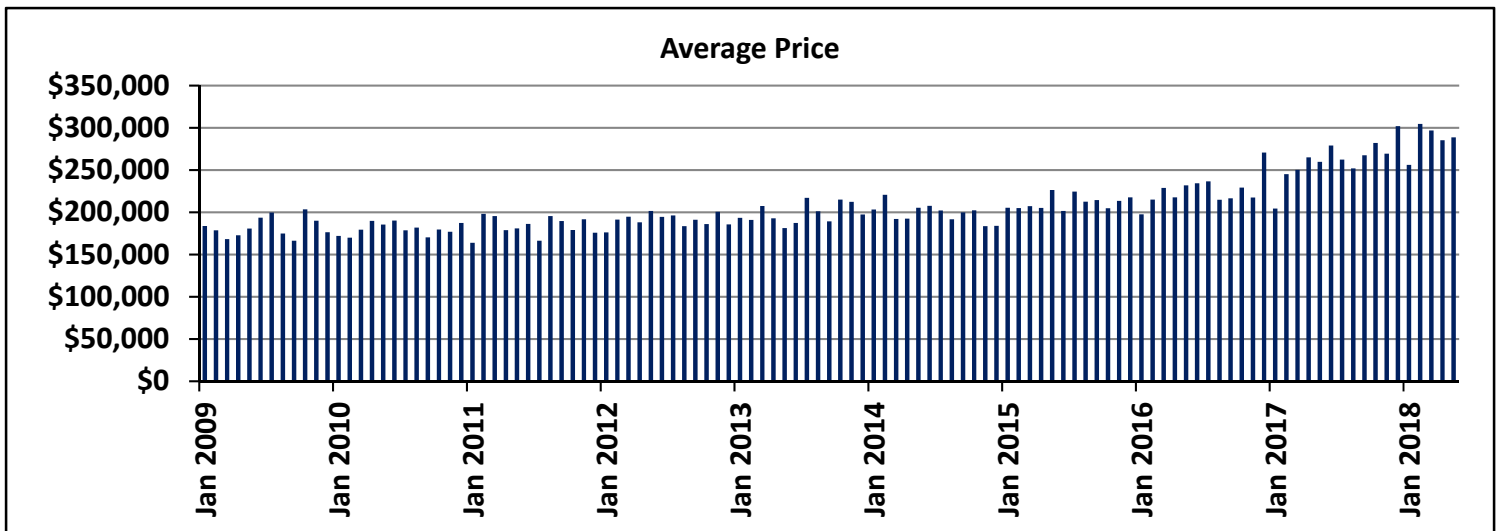
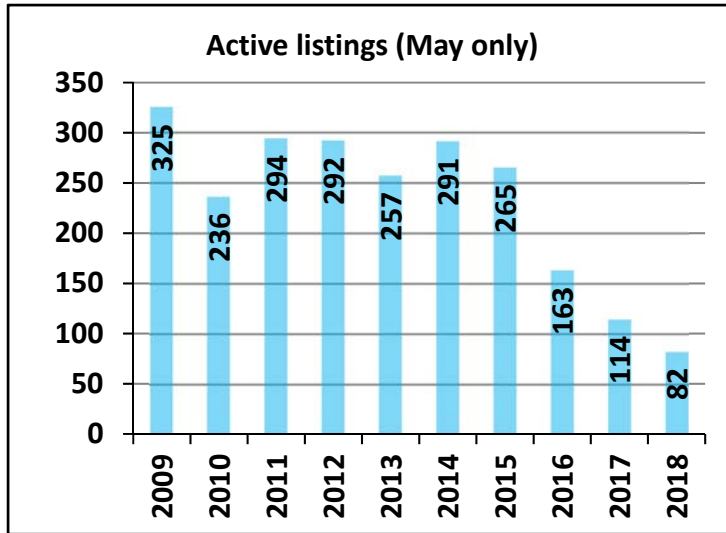
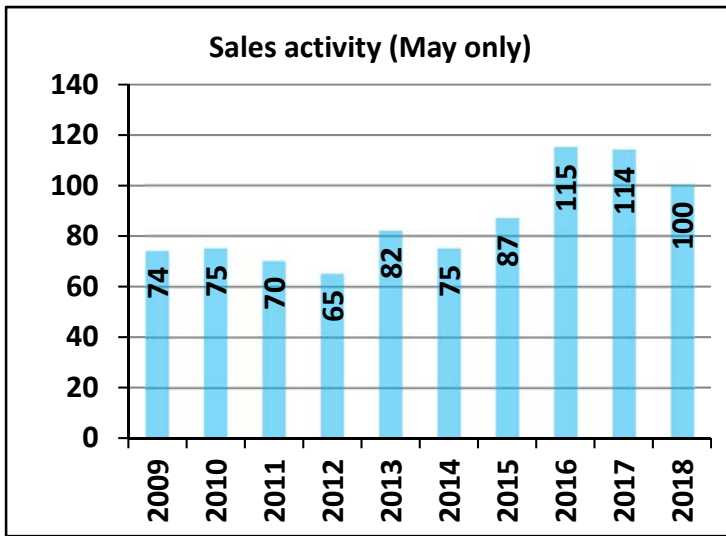
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

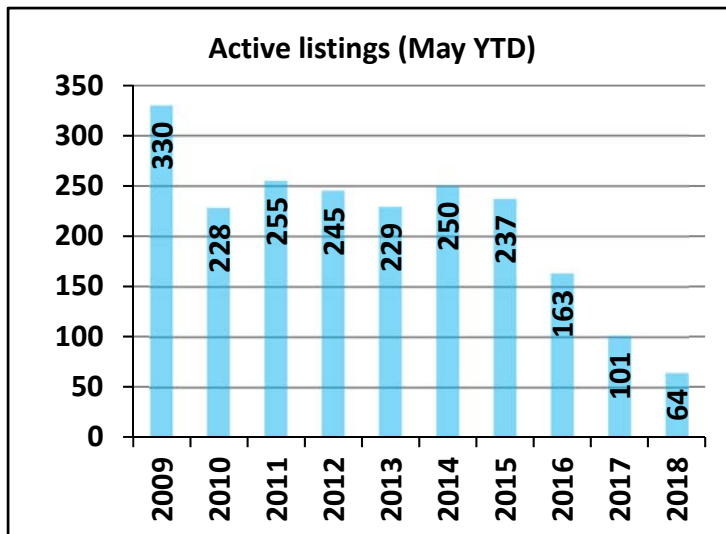
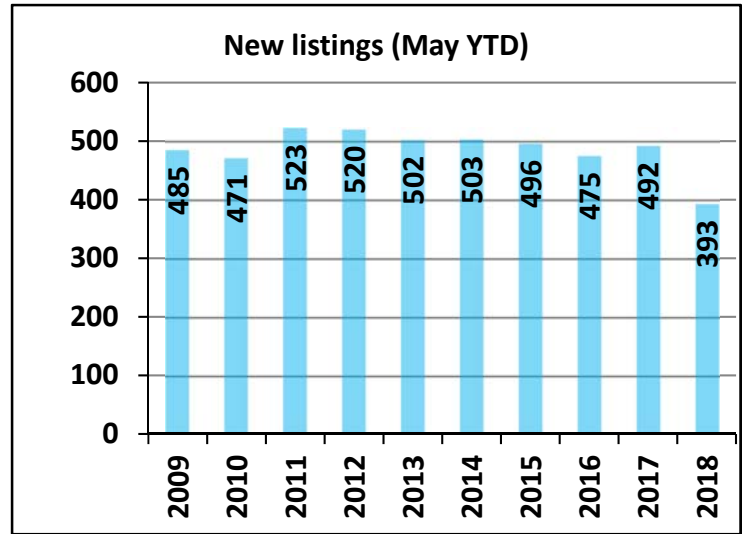
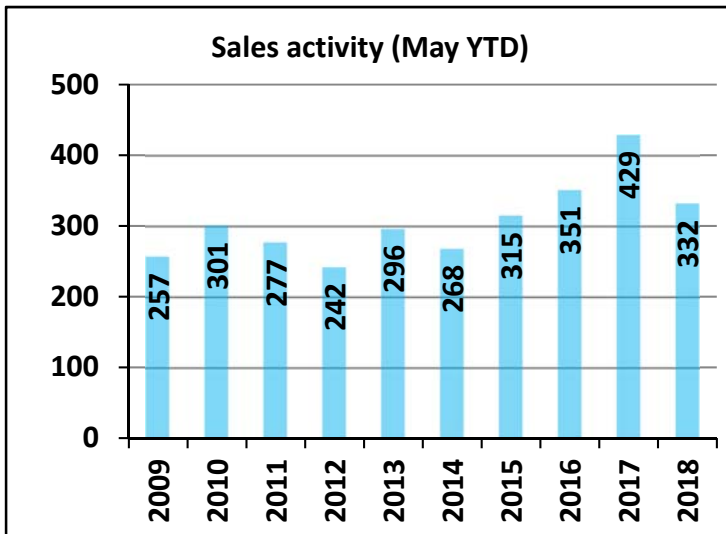
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017	May 2016	May 2015	May 2013	May 2011	May 2008
Sales Activity	100	-12.3	-13.0	14.9	22.0	42.9	17.6
Dollar Volume	\$28,872,271	-2.4	8.3	46.6	94.3	128.0	83.3
New Listings	132	-9.0	14.8	2.3	15.8	0.0	15.8
Active Listings	82	-28.1	-49.7	-69.1	-68.1	-72.1	-68.7
Sales to New Listings Ratio ¹	75.8	78.6	100.0	67.4	71.9	53.0	74.6
Months of Inventory ²	0.8	1.0	1.4	3.0	3.1	4.2	3.1
Average Price	\$288,723	11.2	24.6	27.6	59.3	59.6	55.8

Year-to-date	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017 YTD	May 2016 YTD	May 2015 YTD	May 2013 YTD	May 2011 YTD	May 2008 YTD
Sales Activity	332	-22.6	-5.4	5.4	12.2	19.9	13.7
Dollar Volume	\$95,915,476	-10.5	22.7	44.1	68.9	88.6	81.4
New Listings	393	-20.1	-17.3	-20.8	-21.7	-24.9	-20.3
Active Listings ³	64	-36.6	-60.7	-73.0	-72.1	-74.9	-72.4
Sales to New Listings Ratio ⁴	84.5	87.2	73.9	63.5	59.0	53.0	59.2
Months of Inventory ⁵	1.0	1.2	2.3	3.8	3.9	4.6	4.0
Average Price	\$288,902	15.7	29.7	36.7	50.6	57.4	59.5

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

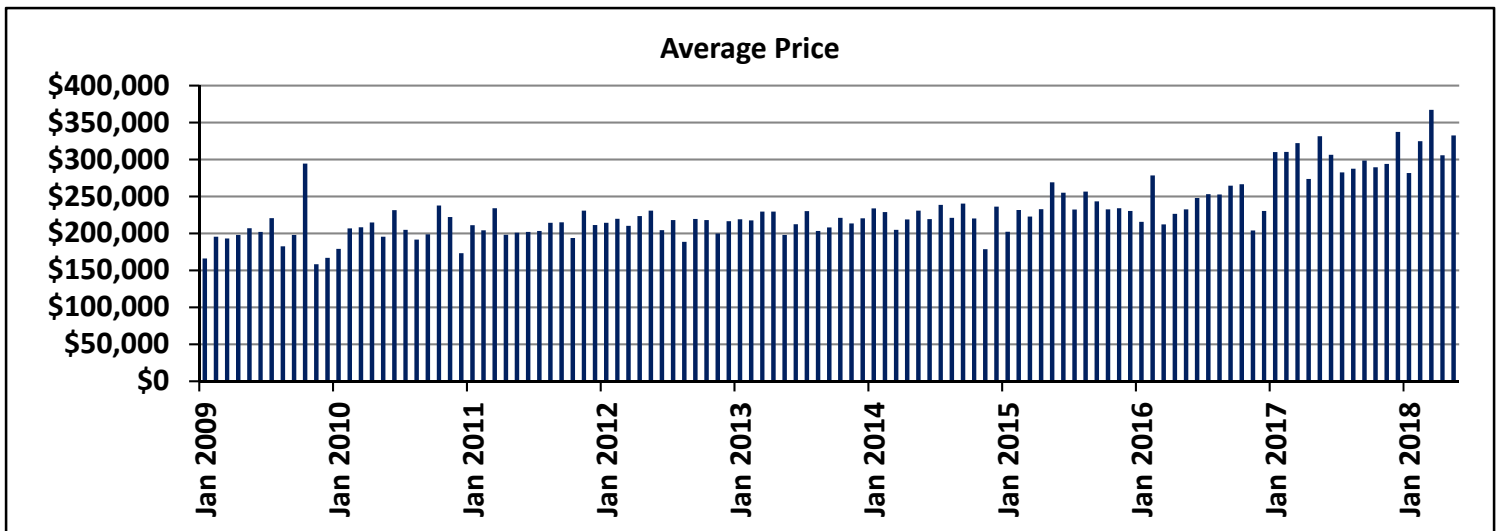
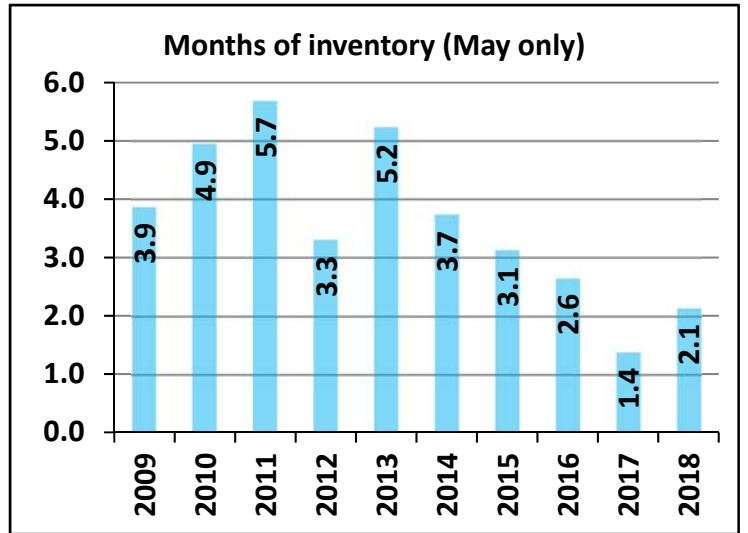
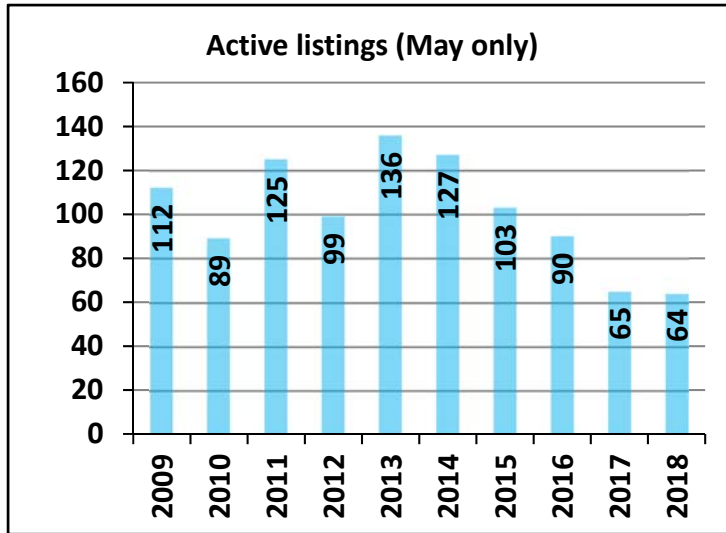
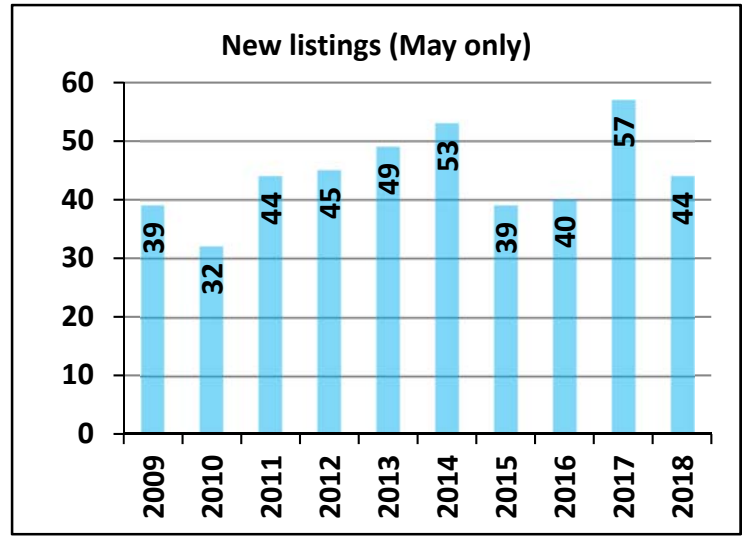
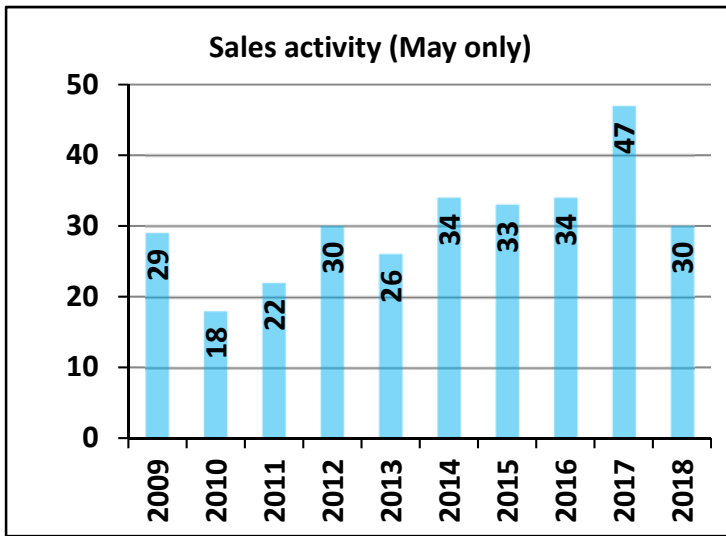
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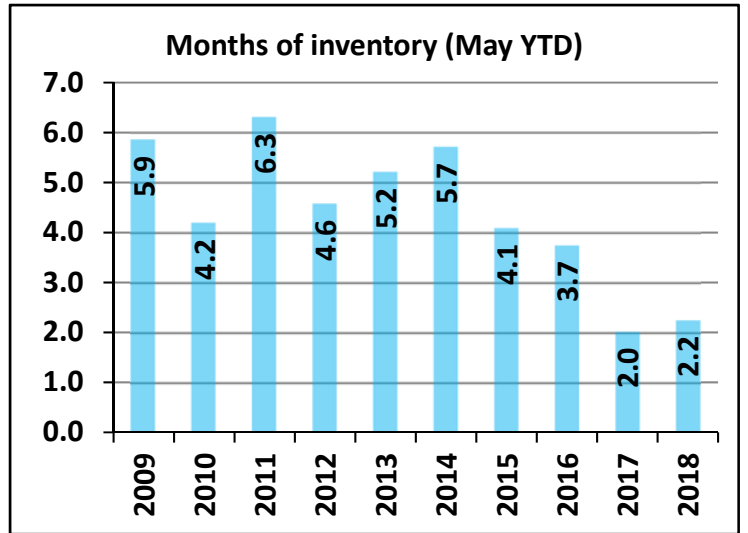
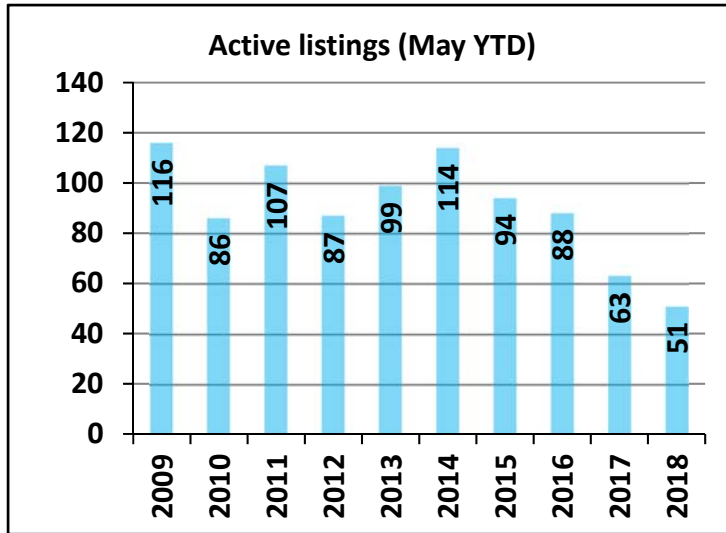
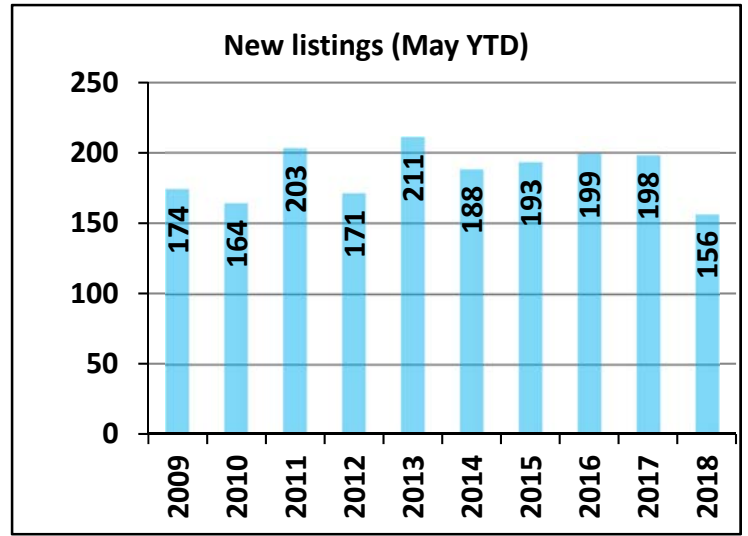
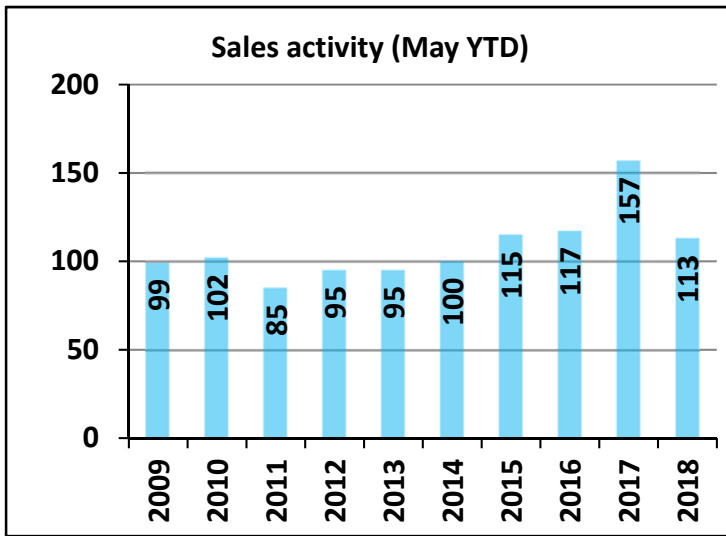
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017	May 2016	May 2015	May 2013	May 2011	May 2008
Sales Activity	30	-36.2	-11.8	-9.1	15.4	36.4	-14.3
Dollar Volume	\$9,976,901	-36.0	26.2	12.4	93.9	125.7	37.7
New Listings	44	-22.8	10.0	12.8	-10.2	0.0	-20.0
Active Listings	64	-1.5	-28.9	-37.9	-52.9	-48.8	-47.1
Sales to New Listings Ratio ¹	68.2	82.5	85.0	84.6	53.1	50.0	63.6
Months of Inventory ²	2.1	1.4	2.6	3.1	5.2	5.7	3.5
Average Price	\$332,563	0.3	43.0	23.7	68.0	65.5	60.7

Year-to-date	May 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2017 YTD	May 2016 YTD	May 2015 YTD	May 2013 YTD	May 2011 YTD	May 2008 YTD
Sales Activity	113	-28.0	-3.4	-1.7	18.9	32.9	0.0
Dollar Volume	\$36,460,256	-25.7	35.0	32.5	75.8	105.1	67.1
New Listings	156	-21.2	-21.6	-19.2	-26.1	-23.2	-26.1
Active Listings ³	51	-19.0	-42.0	-45.7	-48.5	-52.3	-49.5
Sales to New Listings Ratio ⁴	72.4	79.3	58.8	59.6	45.0	41.9	53.6
Months of Inventory ⁵	2.2	2.0	3.7	4.1	5.2	6.3	4.5
Average Price	\$322,657	3.2	39.7	34.9	47.8	54.3	67.1

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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