



Residential Market Activity

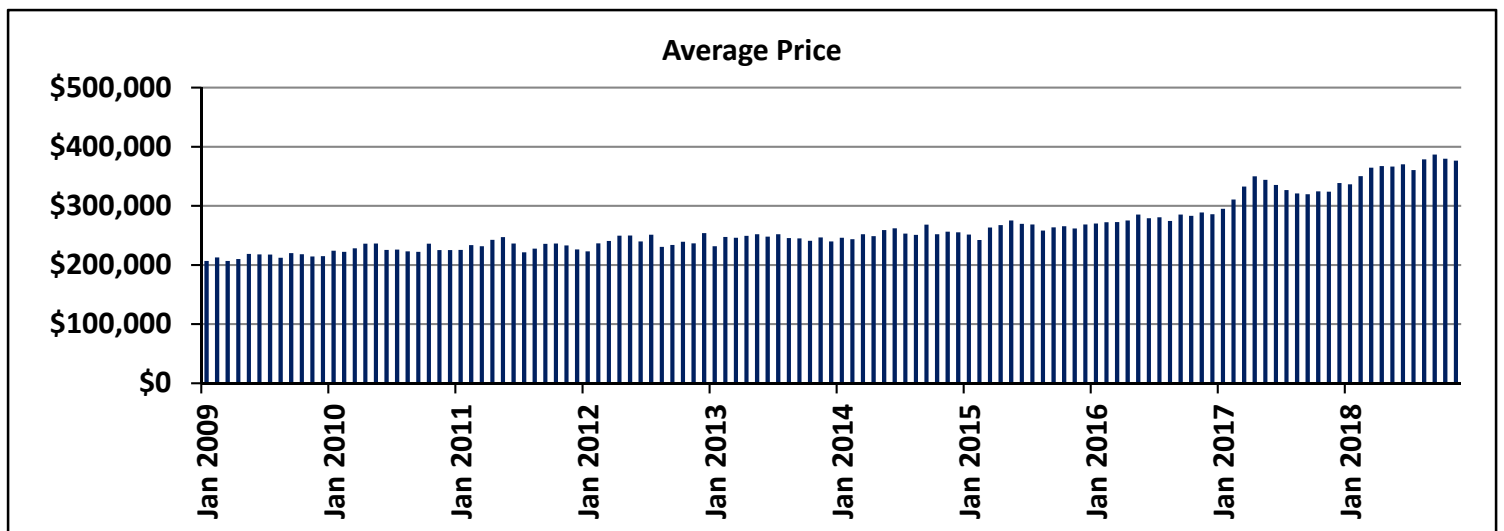
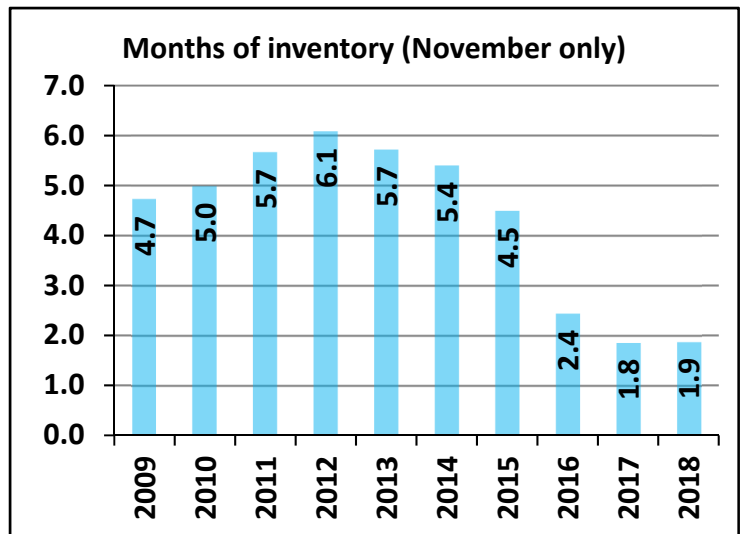
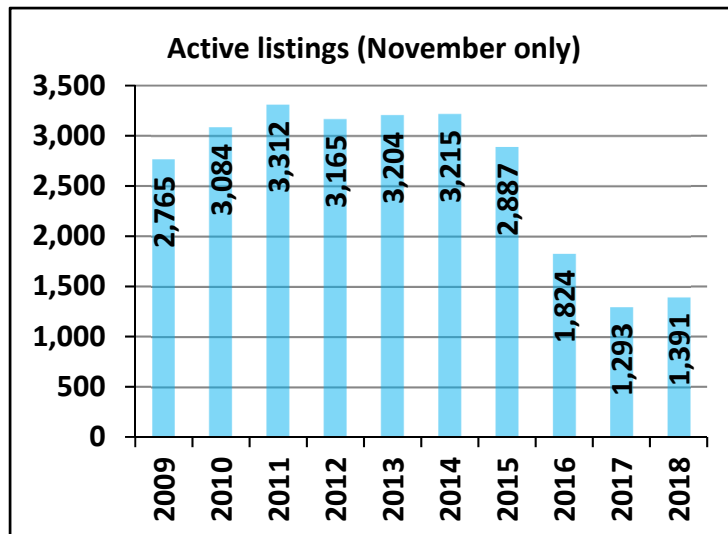
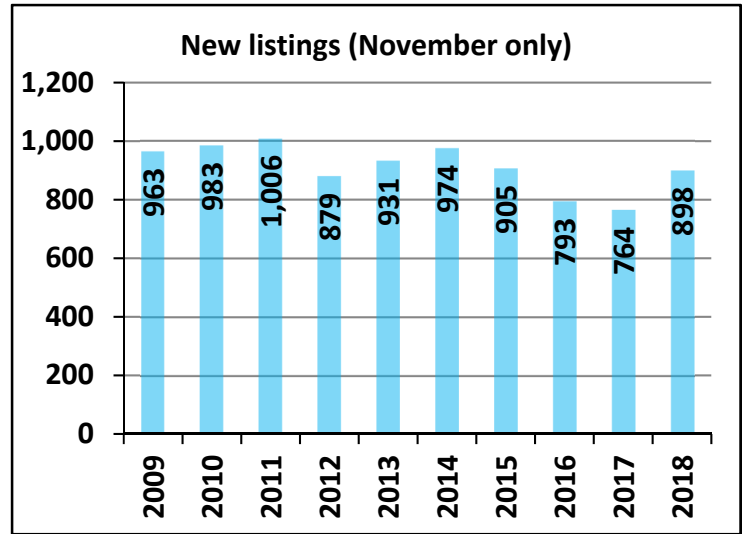
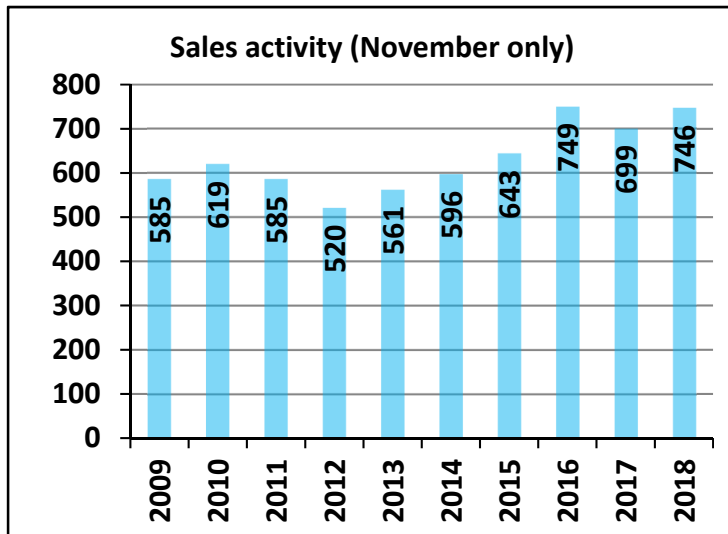
November 2018



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

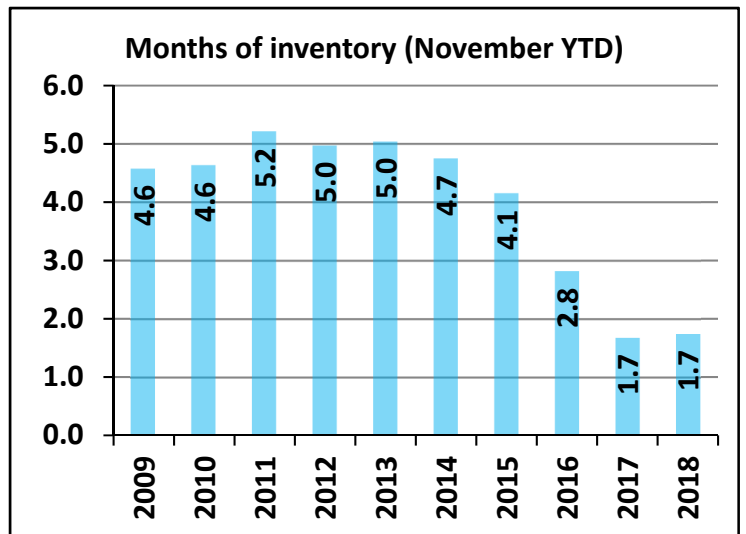
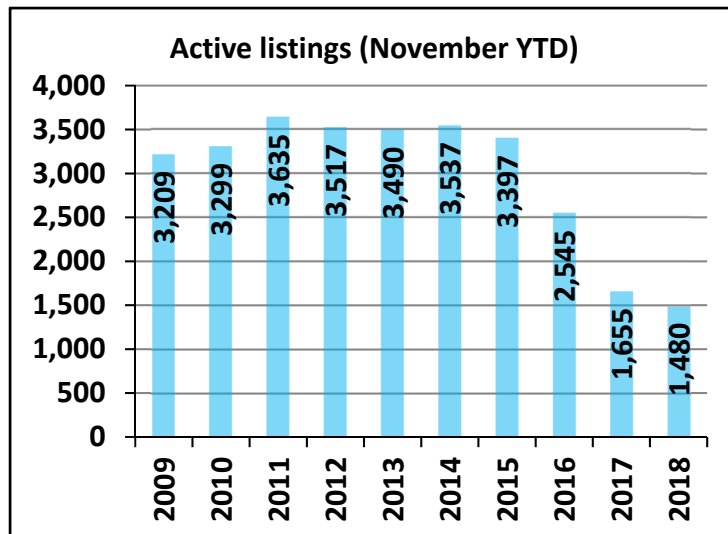
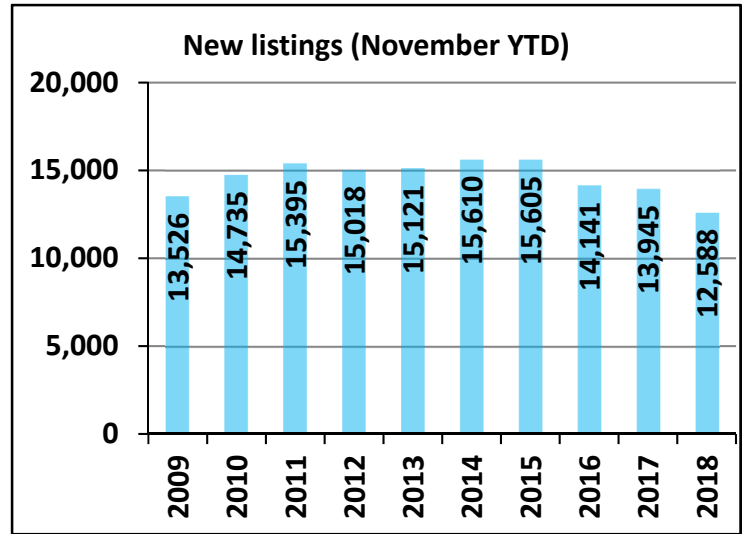
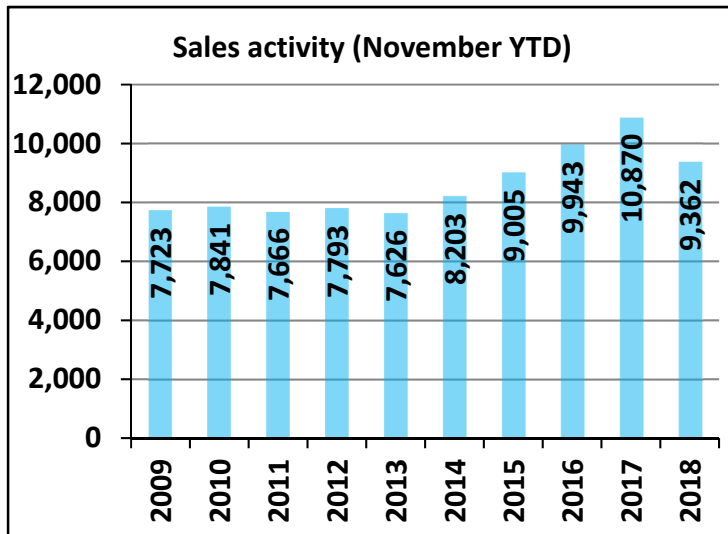
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	746	6.7	-0.4	16.0	33.0	27.5	88.9
Dollar Volume	\$280,673,806	23.9	29.8	66.8	103.1	105.9	251.2
New Listings	898	17.5	13.2	-0.8	-3.5	-10.7	-8.7
Active Listings	1,391	7.6	-23.7	-51.8	-56.6	-58.0	-61.3
Sales to New Listings Ratio ¹	83.1	91.5	94.5	71.0	60.3	58.2	40.1
Months of Inventory ²	1.9	1.8	2.4	4.5	5.7	5.7	9.1
Average Price	\$376,238	16.1	30.3	43.7	52.7	61.5	85.9

Year-to-date	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
Sales Activity	9,362	-13.9	-5.8	4.0	22.8	22.1	14.3
Dollar Volume	\$3,450,985,502	-3.6	24.3	45.1	83.5	92.2	98.1
New Listings	12,588	-9.7	-11.0	-19.3	-16.8	-18.2	-19.8
Active Listings ³	1,480	-10.6	-41.8	-56.4	-57.6	-59.3	-56.2
Sales to New Listings Ratio ⁴	74.4	77.9	70.3	57.7	50.4	49.8	52.2
Months of Inventory ⁵	1.7	1.7	2.8	4.1	5.0	5.2	4.5
Average Price	\$368,616	12.0	32.1	39.5	49.5	57.4	73.3

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

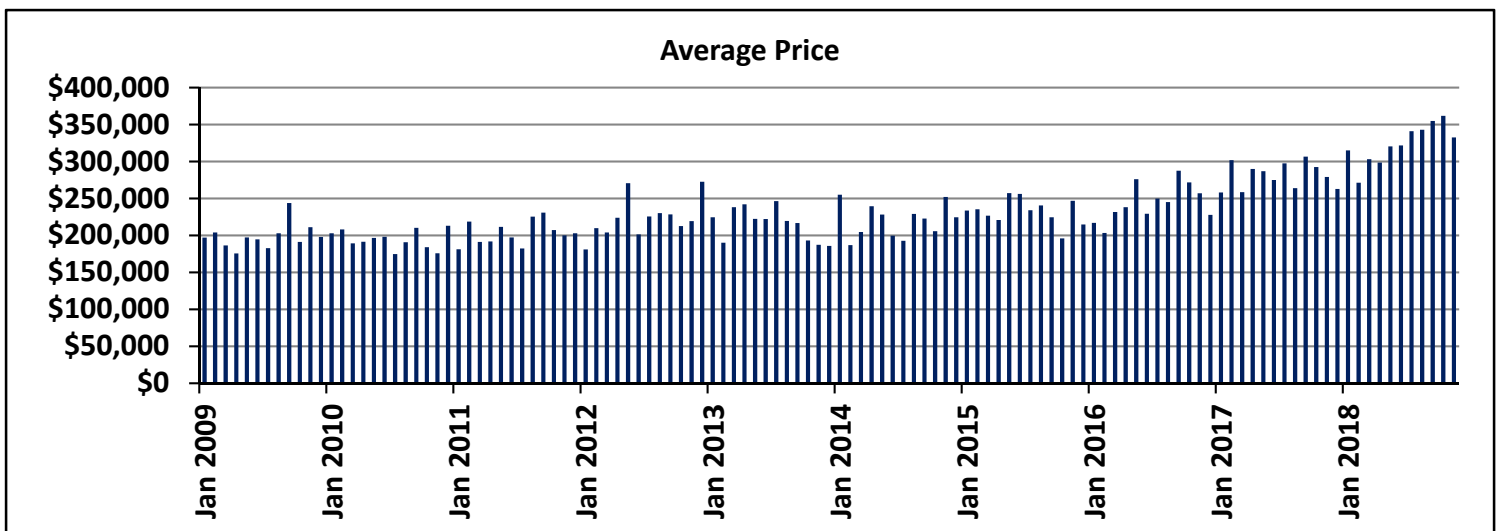
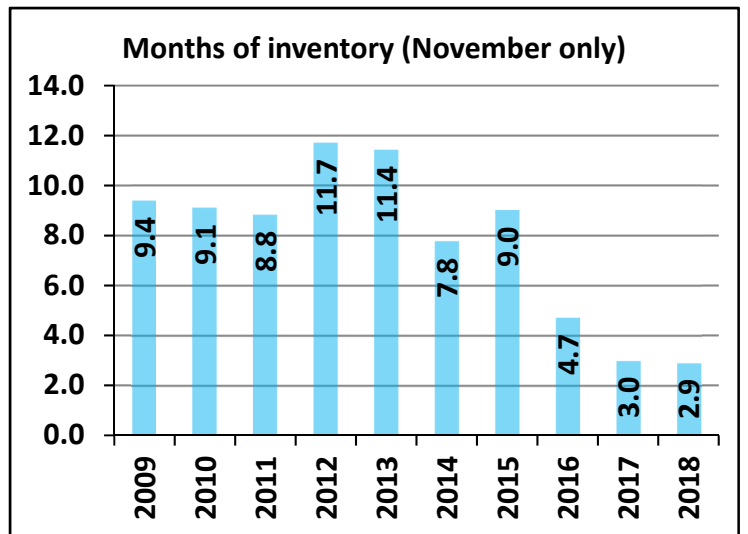
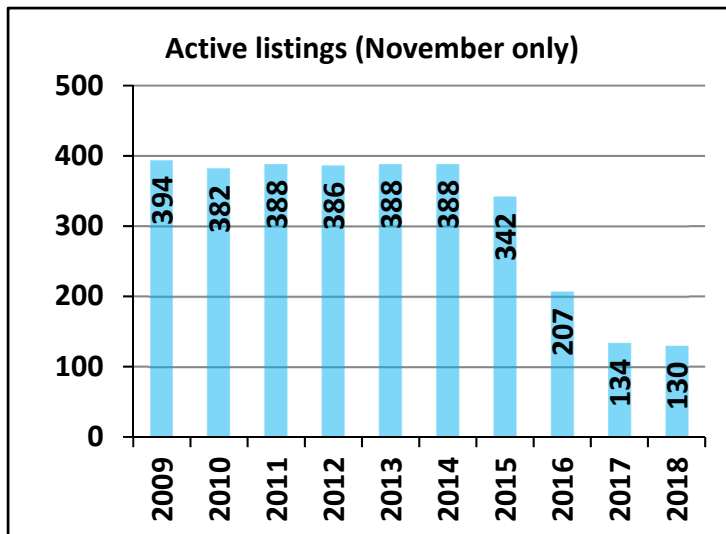
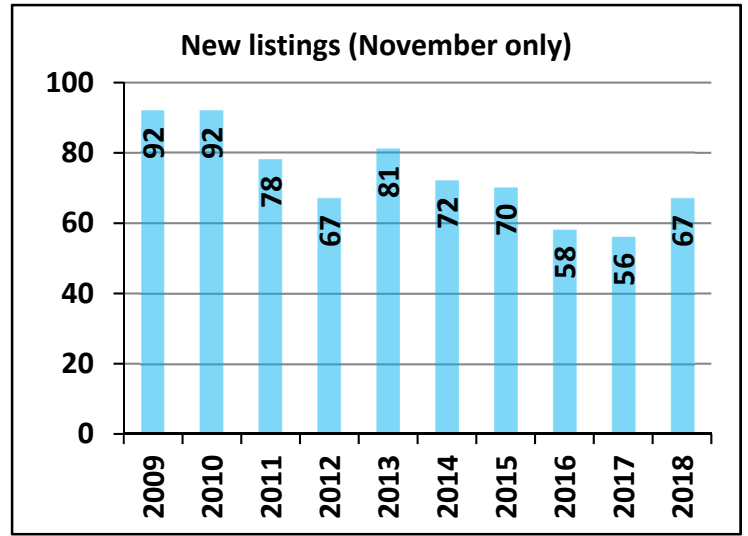
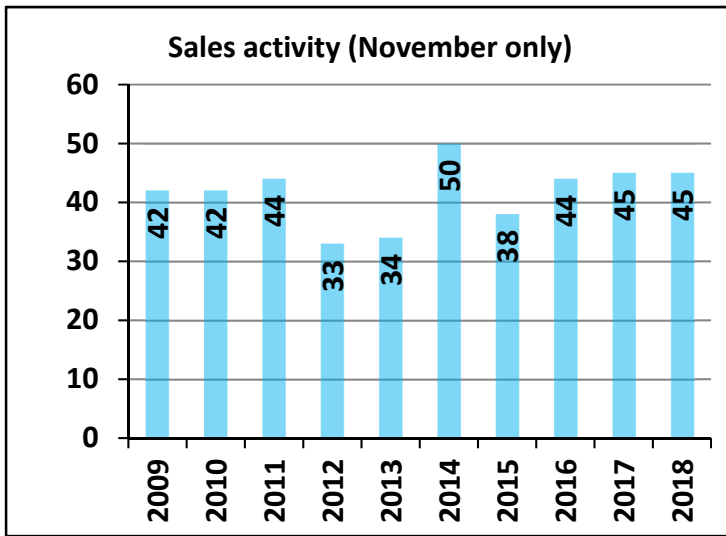
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

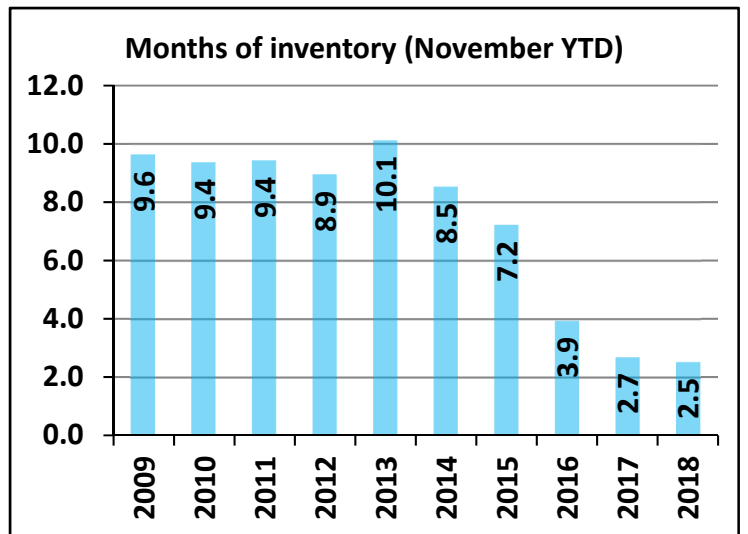
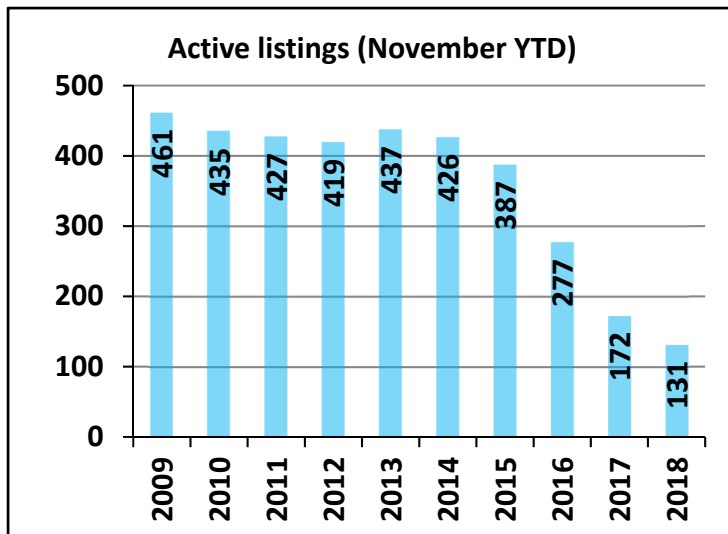
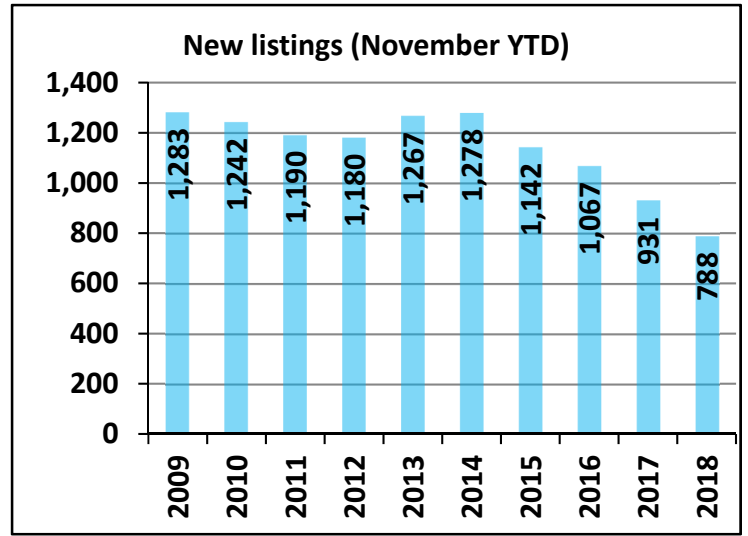
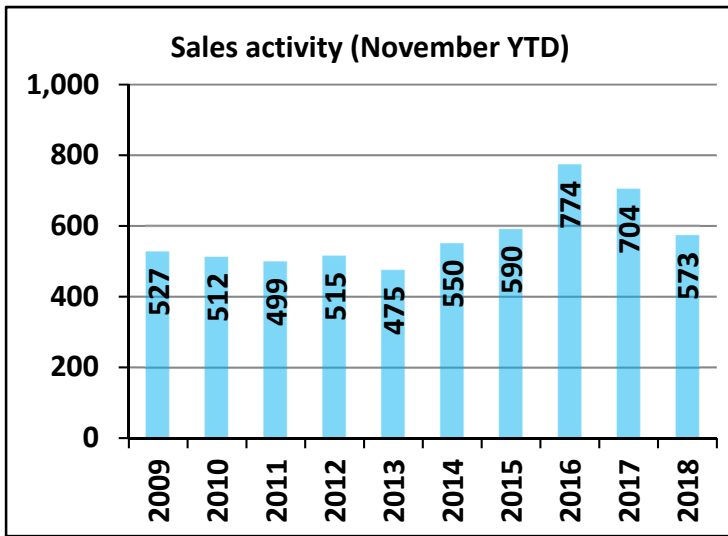
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	45	0.0	2.3	18.4	32.4	2.3	104.5
Dollar Volume	\$14,961,400	19.2	32.4	59.5	135.0	70.1	280.3
New Listings	67	19.6	15.5	-4.3	-17.3	-14.1	-23.0
Active Listings	130	-3.0	-37.2	-62.0	-66.5	-66.5	-71.6
Sales to New Listings Ratio ¹	67.2	80.4	75.9	54.3	42.0	56.4	25.3
Months of Inventory ²	2.9	3.0	4.7	9.0	11.4	8.8	20.8
Average Price	\$332,476	19.2	29.5	34.7	77.6	66.3	85.9

Year-to-date	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
Sales Activity	573	-18.6	-26.0	-2.9	20.6	14.8	9.6
Dollar Volume	\$185,955,172	-6.6	-2.7	34.0	78.1	81.4	93.7
New Listings	788	-15.4	-26.1	-31.0	-37.8	-33.8	-42.1
Active Listings ³	131	-23.8	-52.7	-66.1	-70.0	-69.3	-68.6
Sales to New Listings Ratio ⁴	72.7	75.6	72.5	51.7	37.5	41.9	38.4
Months of Inventory ⁵	2.5	2.7	3.9	7.2	10.1	9.4	8.8
Average Price	\$324,529	14.8	31.4	37.9	47.6	58.0	76.8

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

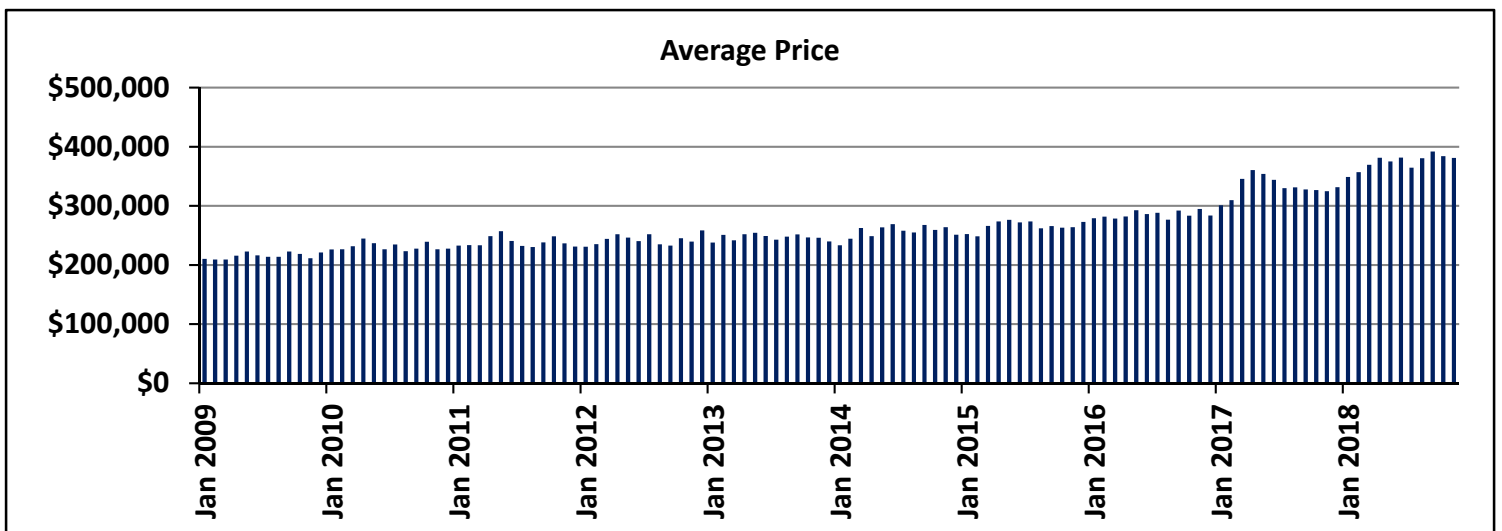
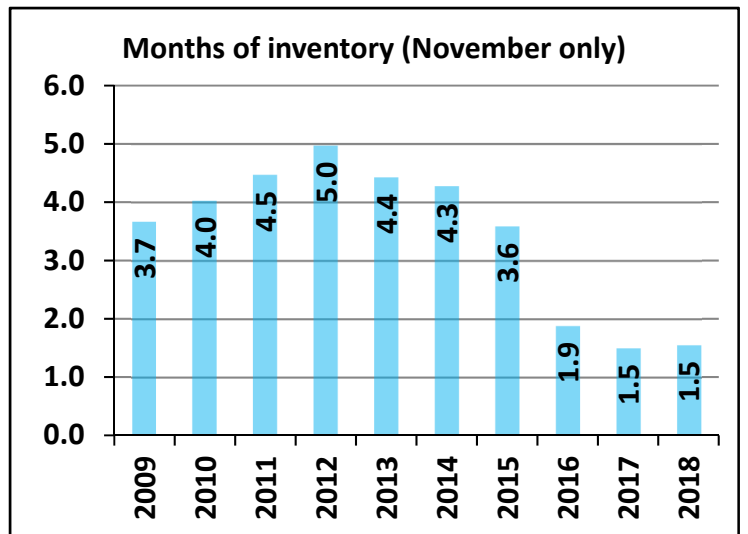
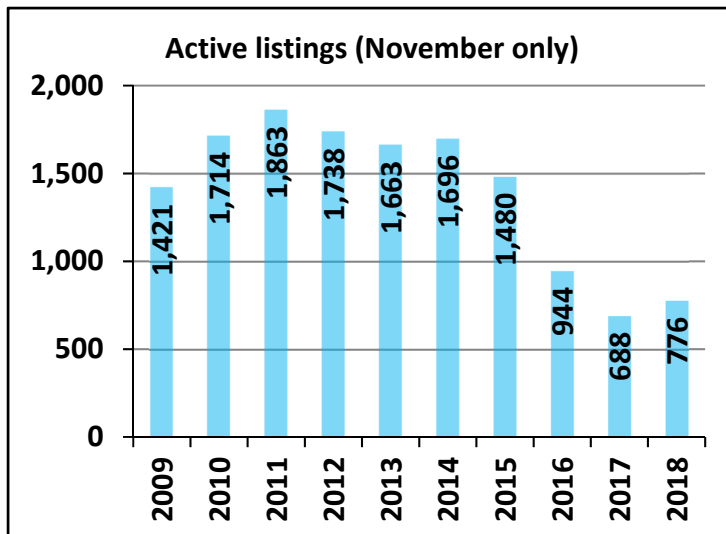
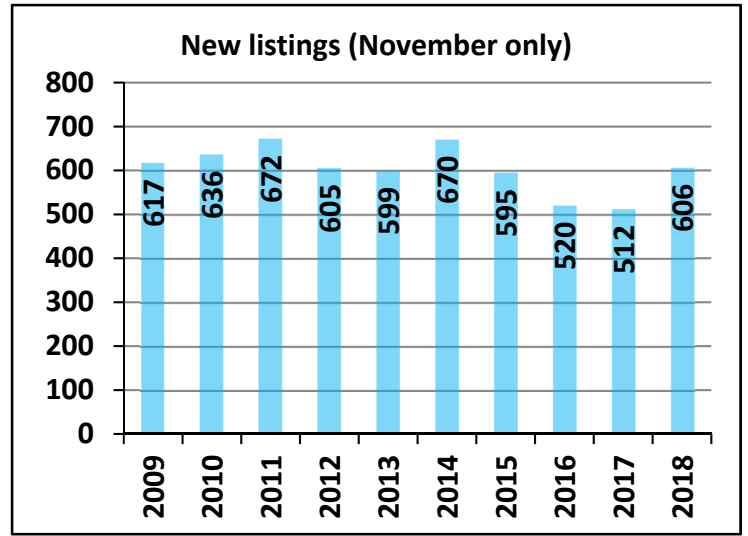
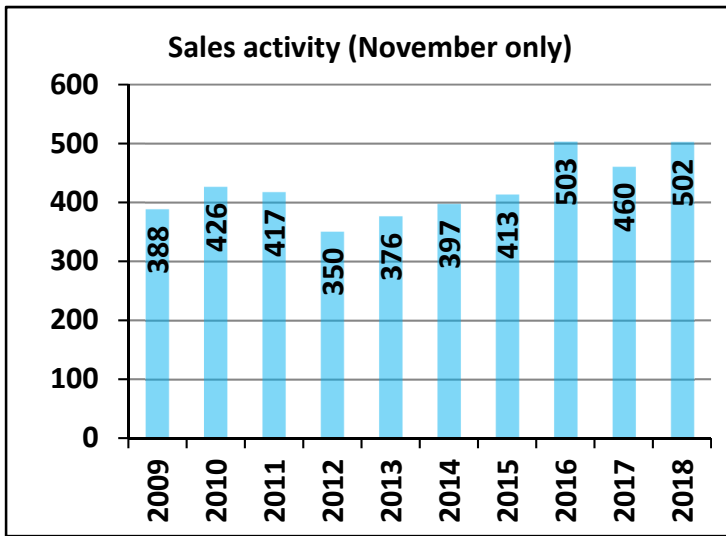
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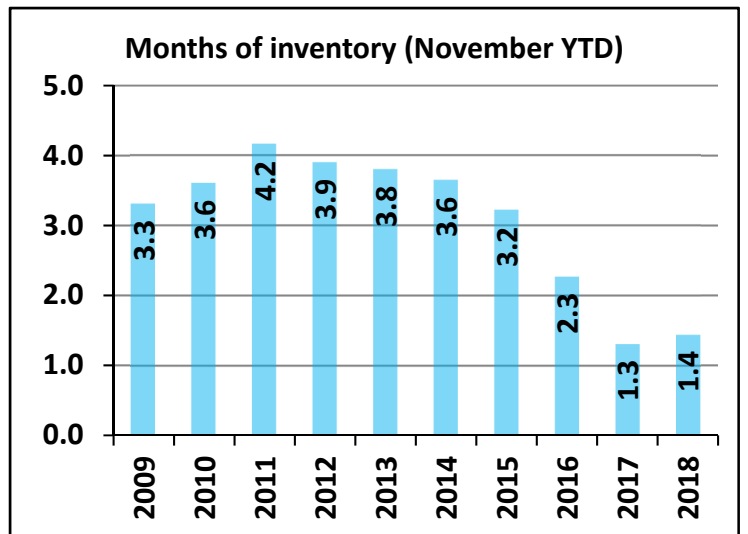
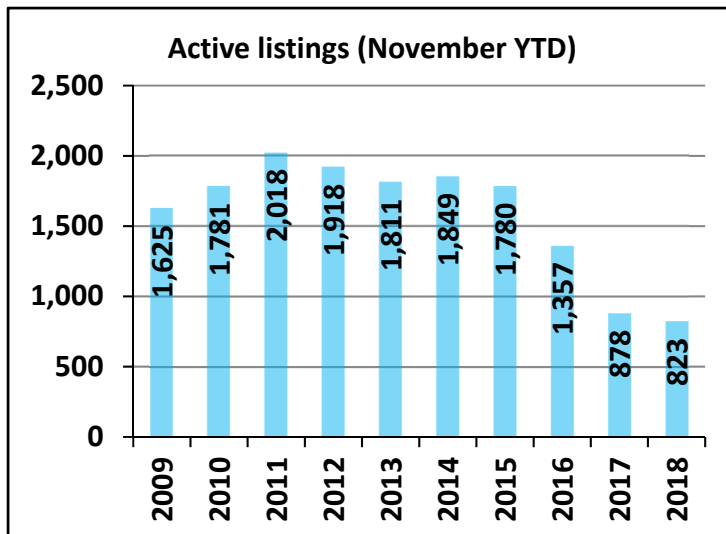
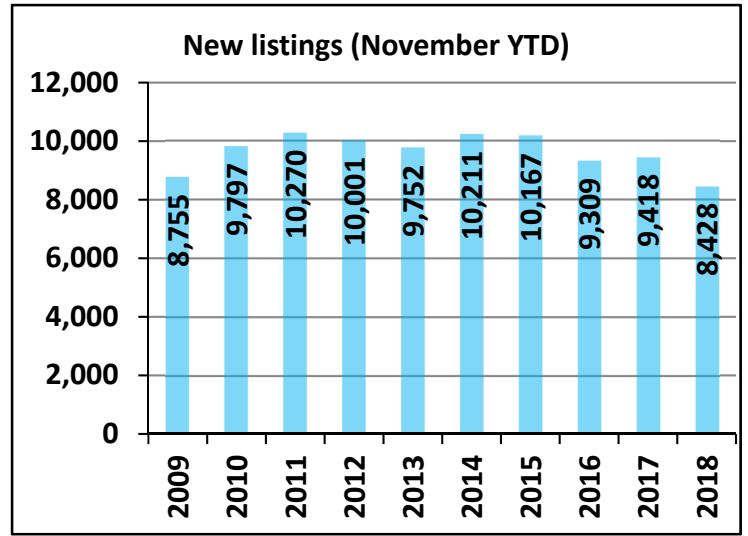
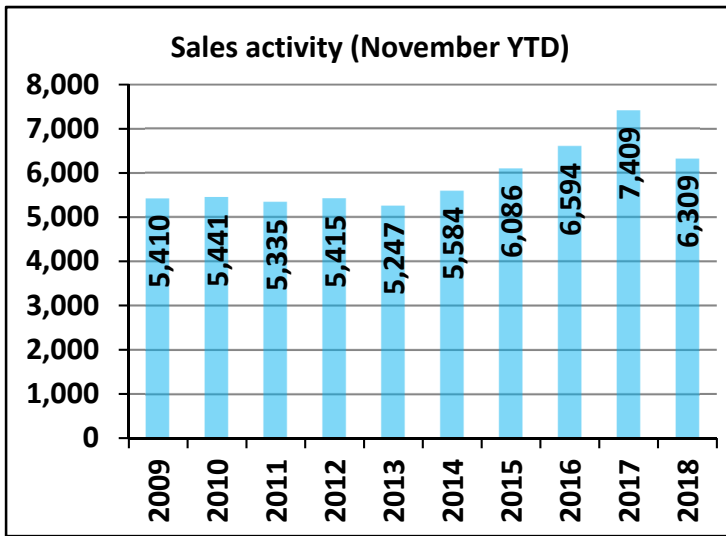
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	502	9.1	-0.2	21.5	33.5	20.4	72.5
Dollar Volume	\$191,217,029	28.1	29.0	75.4	106.7	93.9	218.4
New Listings	606	18.4	16.5	1.8	1.2	-9.8	-5.5
Active Listings	776	12.8	-17.8	-47.6	-53.3	-58.3	-59.5
Sales to New Listings Ratio ¹	82.8	89.8	96.7	69.4	62.8	62.1	45.4
Months of Inventory ²	1.5	1.5	1.9	3.6	4.4	4.5	6.6
Average Price	\$380,910	17.4	29.3	44.3	54.8	61.0	84.6

Year-to-date	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
Sales Activity	6,309	-14.8	-4.3	3.7	20.2	18.3	7.8
Dollar Volume	\$2,370,197,149	-5.0	26.0	45.8	82.2	85.3	89.8
New Listings	8,428	-10.5	-9.5	-17.1	-13.6	-17.9	-19.0
Active Listings ³	823	-6.3	-39.4	-53.8	-54.6	-59.2	-56.0
Sales to New Listings Ratio ⁴	74.9	78.7	70.8	59.9	53.8	51.9	56.3
Months of Inventory ⁵	1.4	1.3	2.3	3.2	3.8	4.2	3.5
Average Price	\$375,685	11.6	31.7	40.7	51.6	56.7	76.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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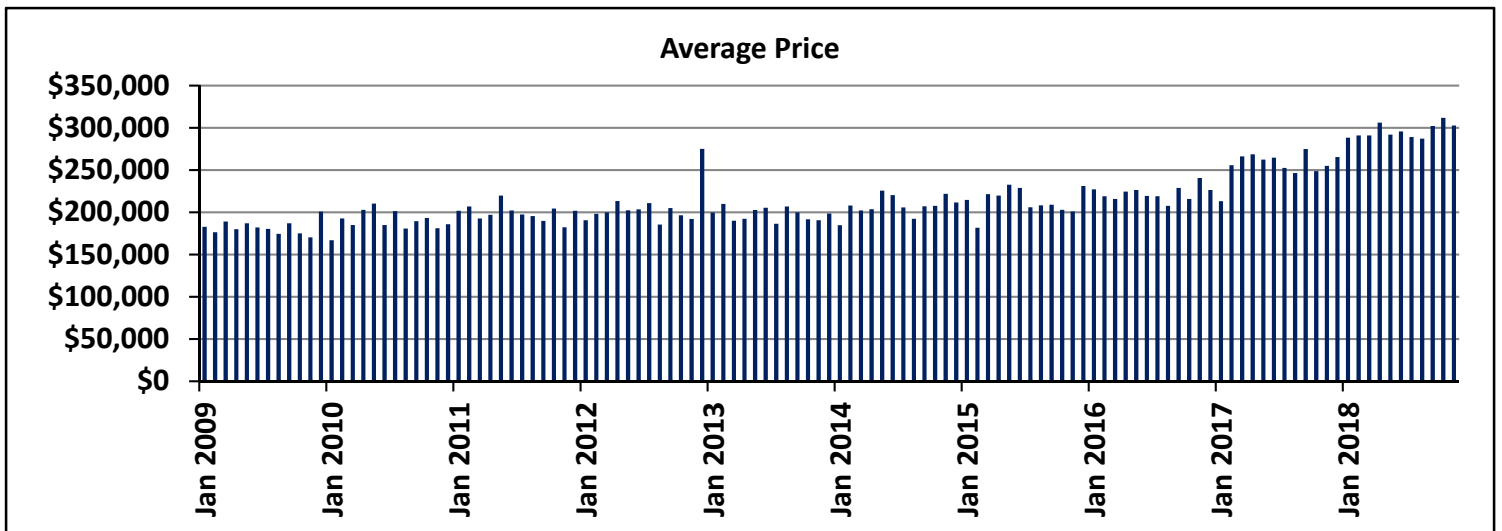
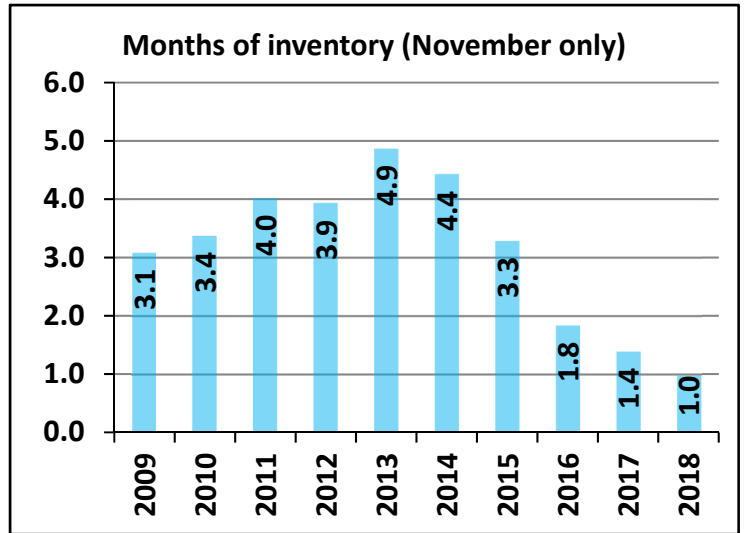
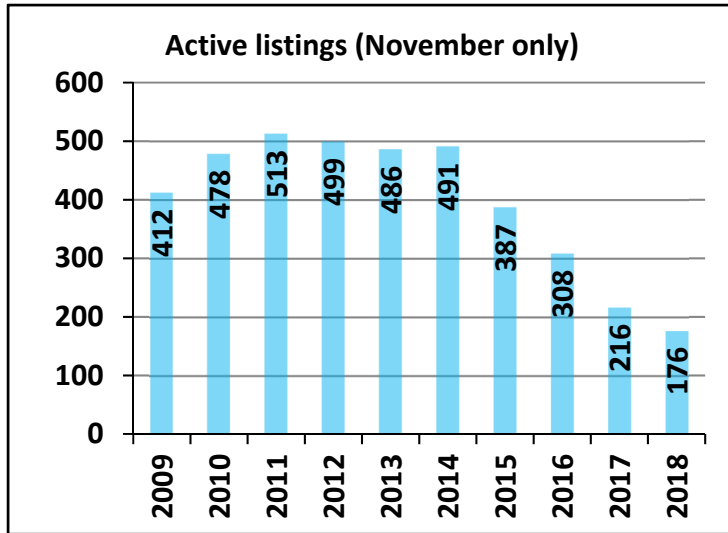
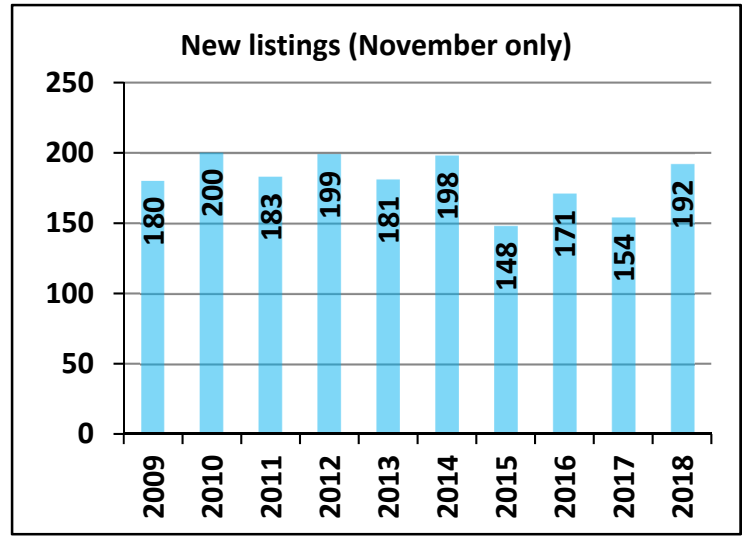
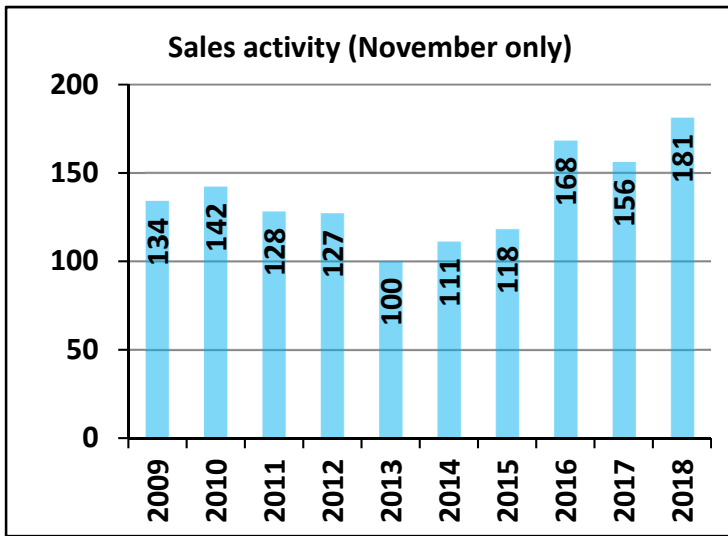
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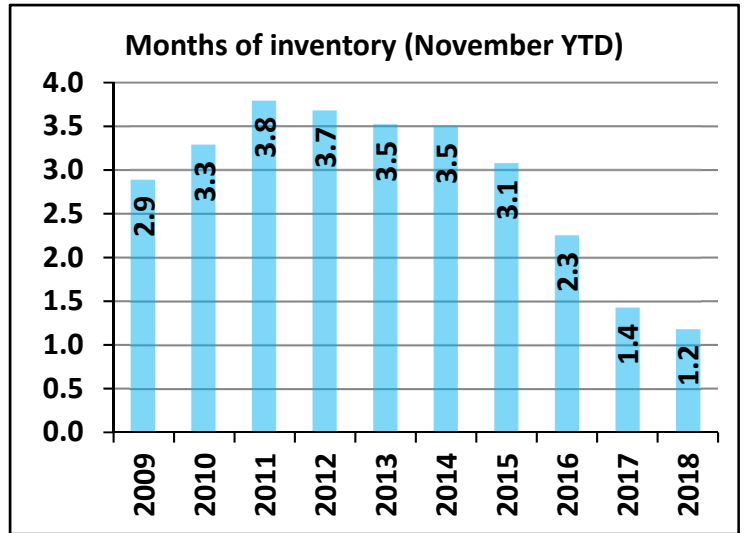
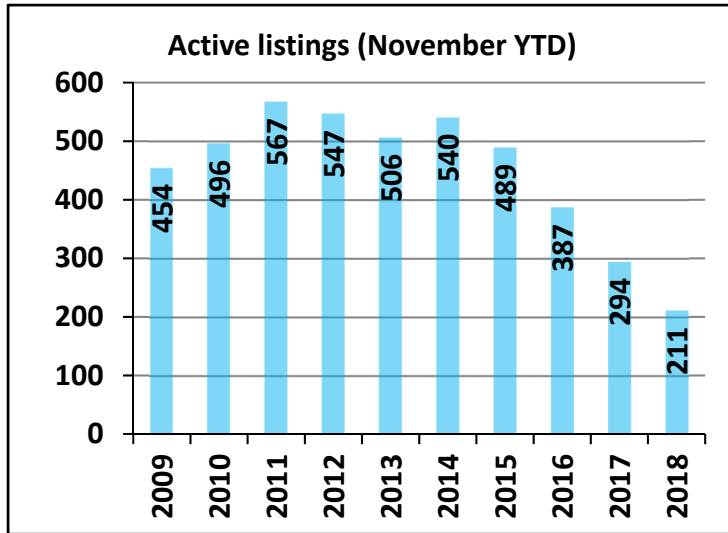
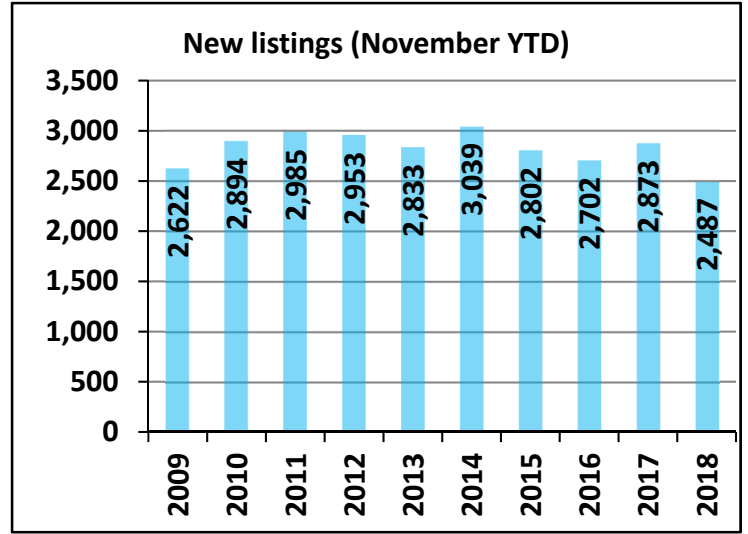
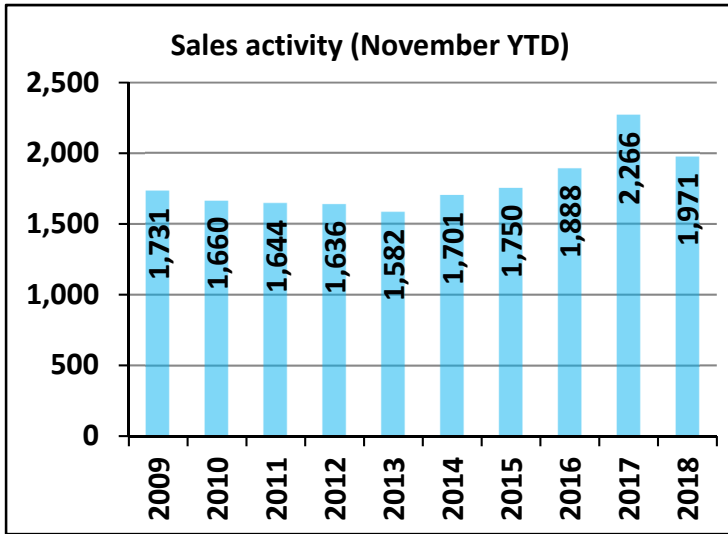
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	181	16.0	7.7	53.4	81.0	41.4	74.0
Dollar Volume	\$54,795,434	37.8	35.6	131.1	187.7	135.0	204.6
New Listings	192	24.7	12.3	29.7	6.1	4.9	4.3
Active Listings	176	-18.5	-42.9	-54.5	-63.8	-65.7	-66.3
Sales to New Listings Ratio ¹	94.3	101.3	98.2	79.7	55.2	69.9	56.5
Months of Inventory ²	1.0	1.4	1.8	3.3	4.9	4.0	5.0
Average Price	\$302,737	18.7	25.9	50.7	58.9	66.2	75.0

Year-to-date	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
Sales Activity	1,971	-13.0	4.4	12.6	24.6	19.9	2.9
Dollar Volume	\$584,216,500	0.0	39.6	56.2	86.7	78.4	70.0
New Listings	2,487	-13.4	-8.0	-11.2	-12.2	-16.7	-21.2
Active Listings ³	211	-28.2	-45.5	-56.9	-58.3	-62.8	-61.3
Sales to New Listings Ratio ⁴	79.3	78.9	69.9	62.5	55.8	55.1	60.7
Months of Inventory ⁵	1.2	1.4	2.3	3.1	3.5	3.8	3.1
Average Price	\$296,406	15.0	33.7	38.7	49.8	48.8	65.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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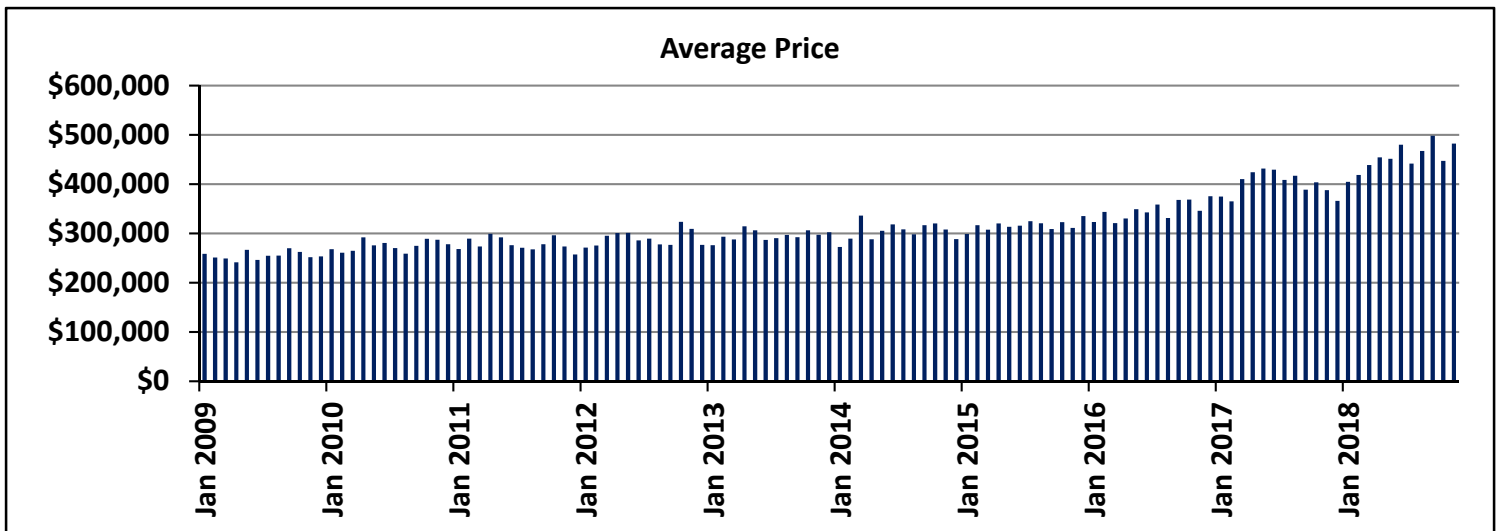
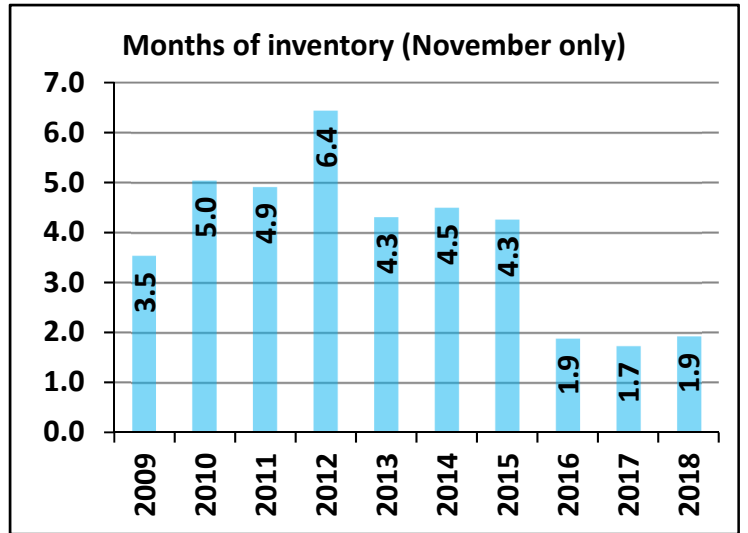
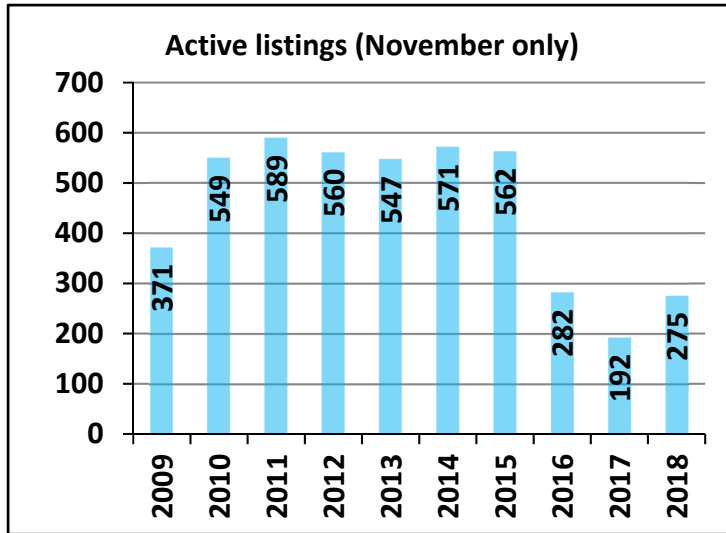
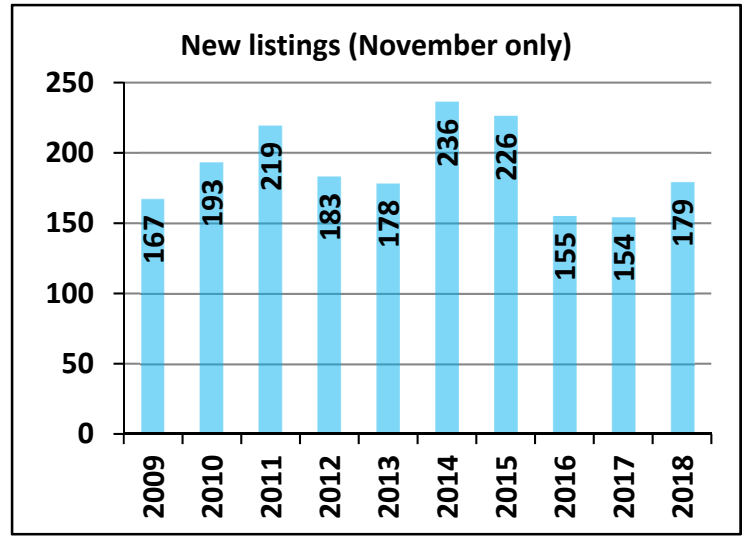
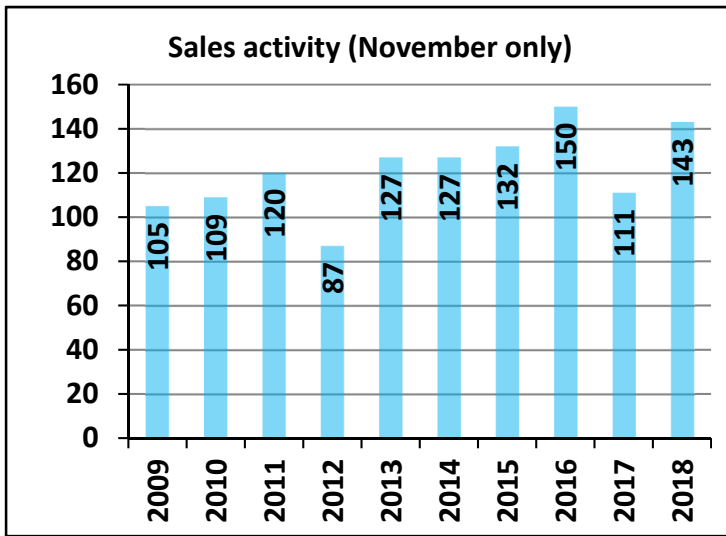
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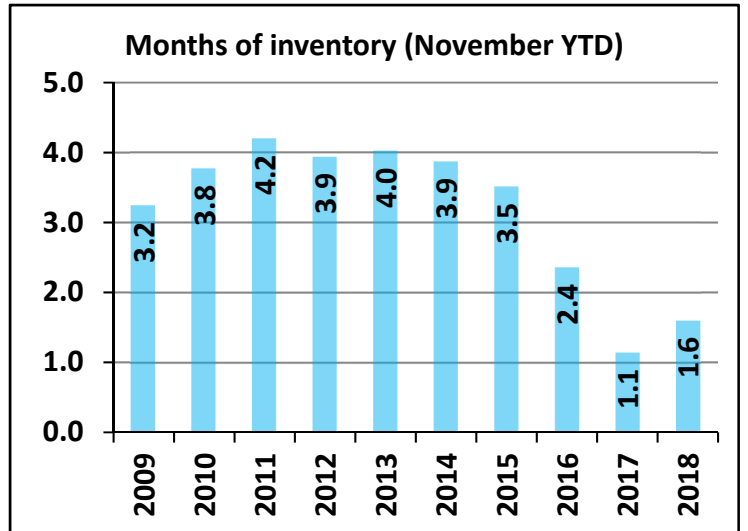
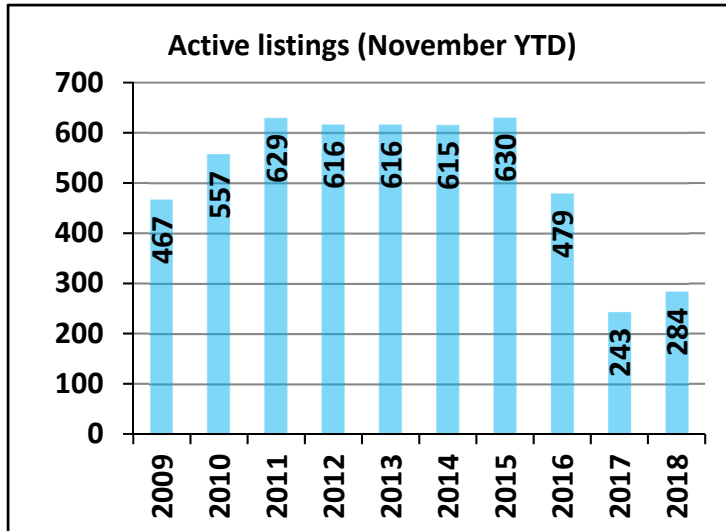
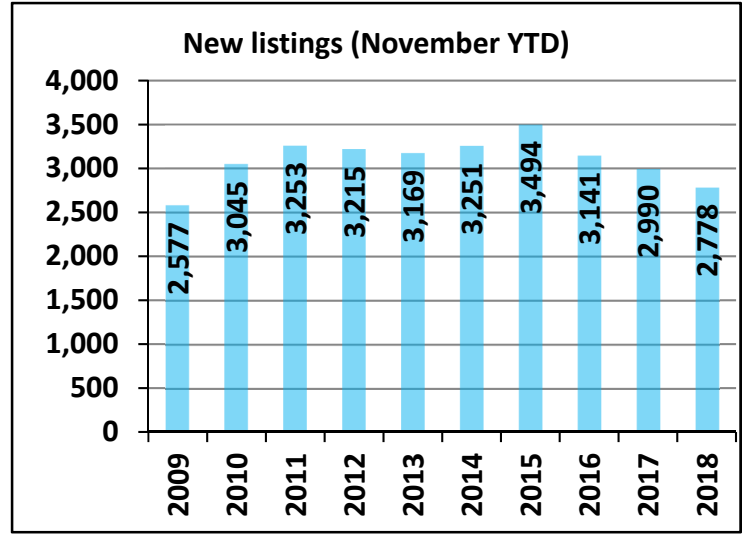
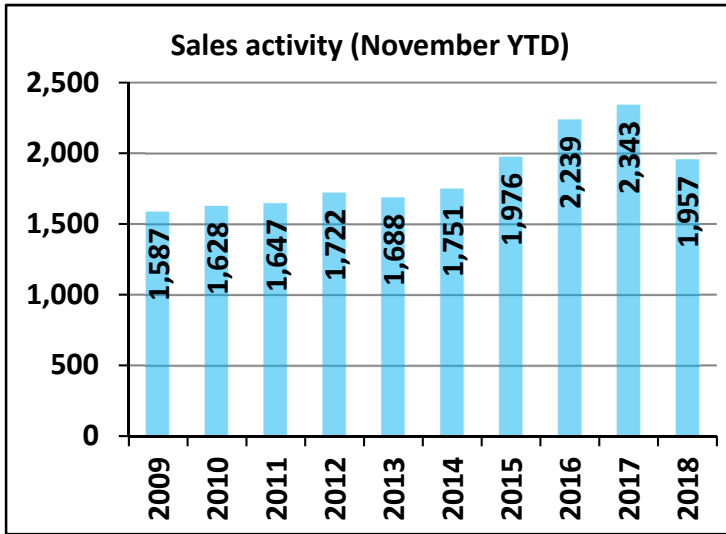
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	143	28.8	-4.7	8.3	12.6	19.2	70.2
Dollar Volume	\$68,954,889	60.2	32.9	68.0	82.8	110.3	238.3
New Listings	179	16.2	15.5	-20.8	0.6	-18.3	-1.6
Active Listings	275	43.2	-2.5	-51.1	-49.7	-53.3	-48.2
Sales to New Listings Ratio ¹	79.9	72.1	96.8	58.4	71.3	54.8	46.2
Months of Inventory ²	1.9	1.7	1.9	4.3	4.3	4.9	6.3
Average Price	\$482,202	24.4	39.5	55.1	62.4	76.5	98.7

Year-to-date	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
Sales Activity	1,957	-16.5	-12.6	-1.0	15.9	18.8	17.0
Dollar Volume	\$891,920,967	-7.0	15.9	43.1	78.4	93.2	110.2
New Listings	2,778	-7.1	-11.6	-20.5	-12.3	-14.6	-7.6
Active Listings ³	284	16.9	-40.7	-54.9	-53.9	-54.8	-47.4
Sales to New Listings Ratio ⁴	70.4	78.4	71.3	56.6	53.3	50.6	55.7
Months of Inventory ⁵	1.6	1.1	2.4	3.5	4.0	4.2	3.5
Average Price	\$455,759	11.3	32.5	44.5	53.9	62.6	79.7

¹ Sales / new listings * 100

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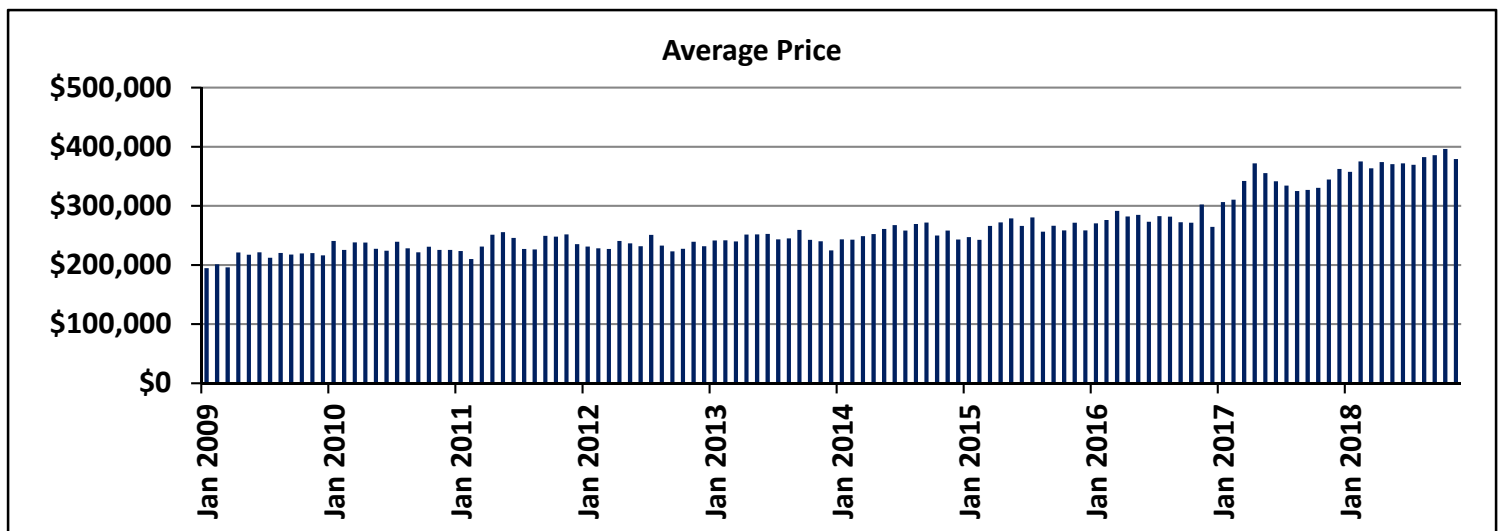
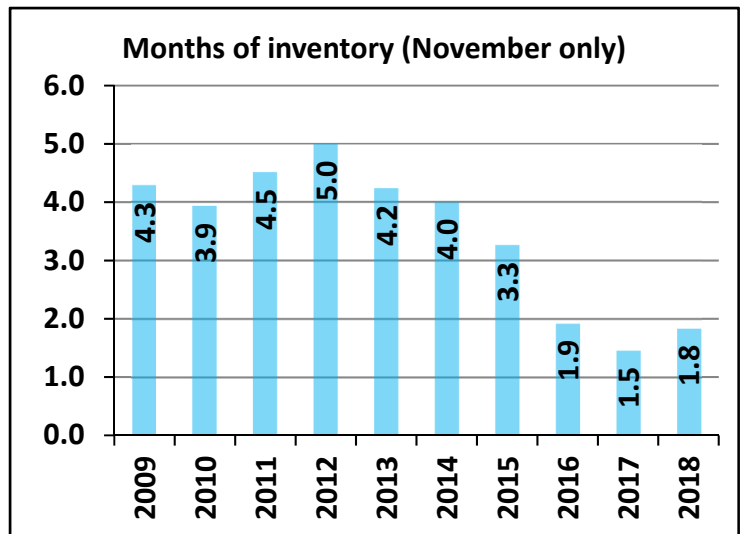
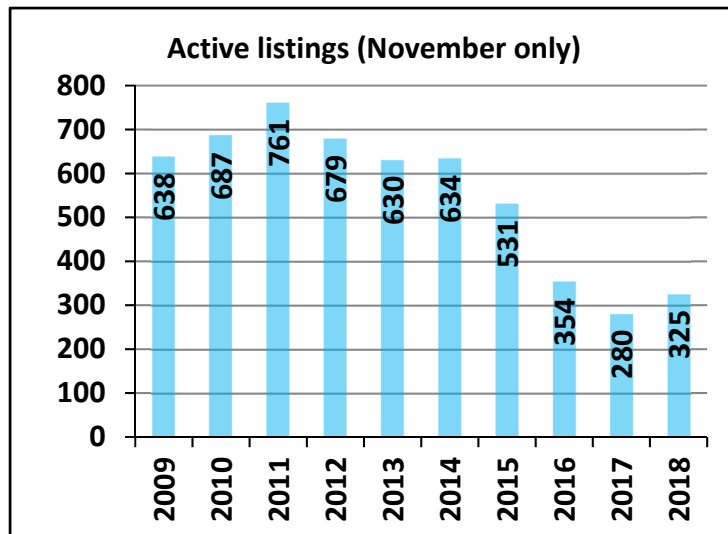
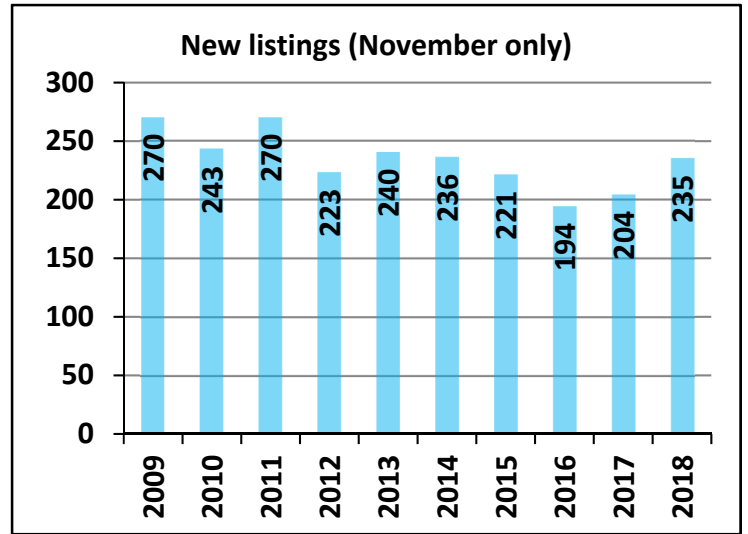
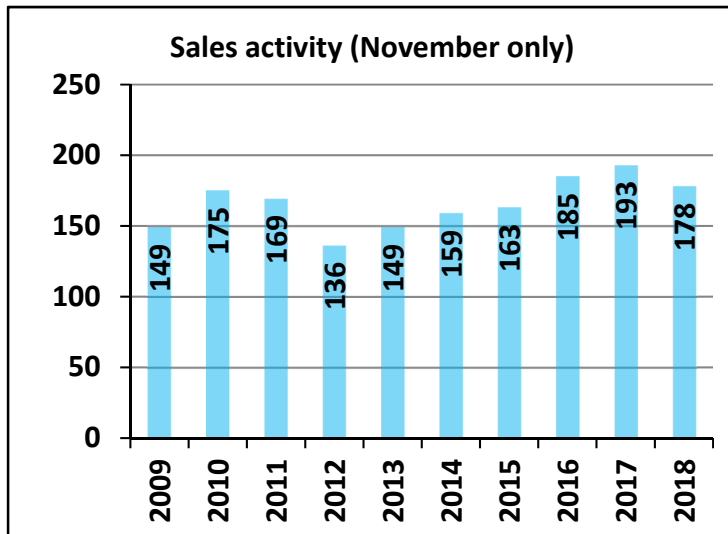
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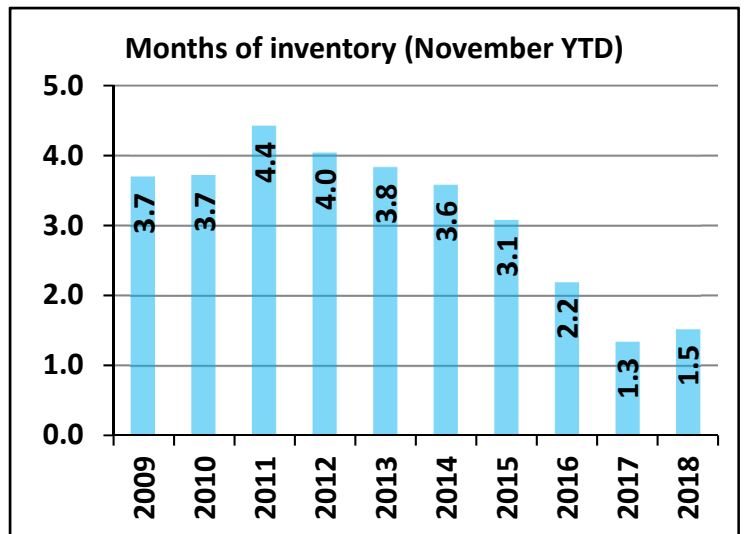
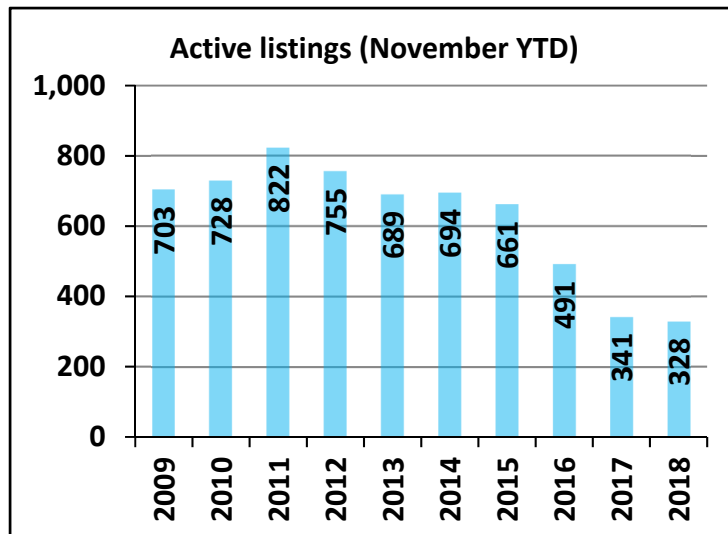
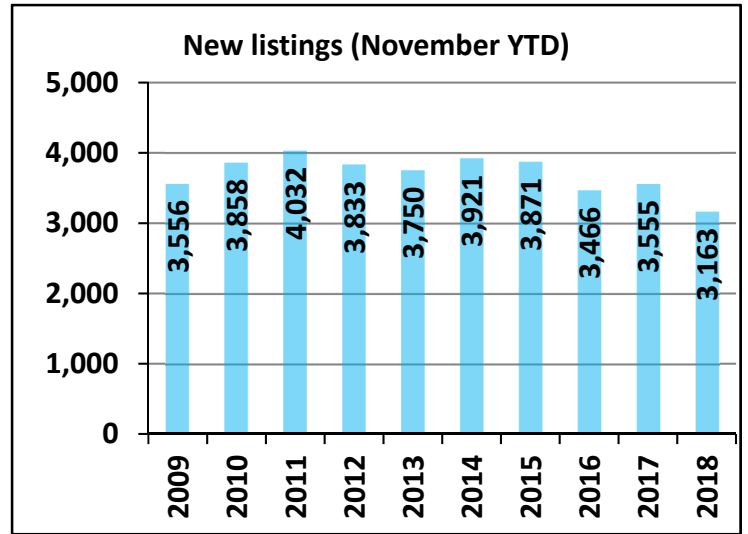
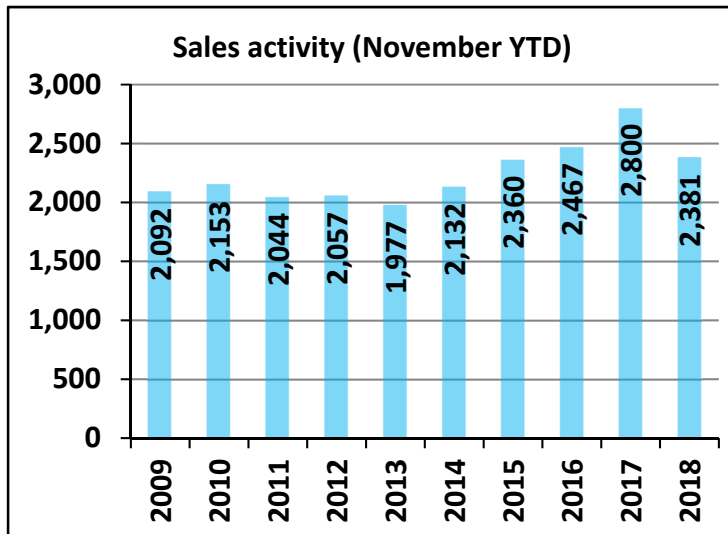
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	178	-7.8	-3.8	9.2	19.5	5.3	72.8
Dollar Volume	\$67,466,706	1.5	20.7	52.5	88.8	58.6	211.3
New Listings	235	15.2	21.1	6.3	-2.1	-13.0	-14.5
Active Listings	325	16.1	-8.2	-38.8	-48.4	-57.3	-62.4
Sales to New Listings Ratio ¹	75.7	94.6	95.4	73.8	62.1	62.6	37.5
Months of Inventory ²	1.8	1.5	1.9	3.3	4.2	4.5	8.4
Average Price	\$379,026	10.0	25.4	39.6	58.0	50.6	80.1

Year-to-date	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
Sales Activity	2,381	-15.0	-3.5	0.9	20.4	16.5	5.0
Dollar Volume	\$894,059,683	-6.0	29.1	42.3	83.3	82.4	86.0
New Listings	3,163	-11.0	-8.7	-18.3	-15.7	-21.6	-25.5
Active Listings ³	328	-3.8	-33.2	-50.4	-52.4	-60.1	-58.2
Sales to New Listings Ratio ⁴	75.3	78.8	71.2	61.0	52.7	50.7	53.4
Months of Inventory ⁵	1.5	1.3	2.2	3.1	3.8	4.4	3.8
Average Price	\$375,498	10.6	33.8	41.1	52.2	56.6	77.1

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

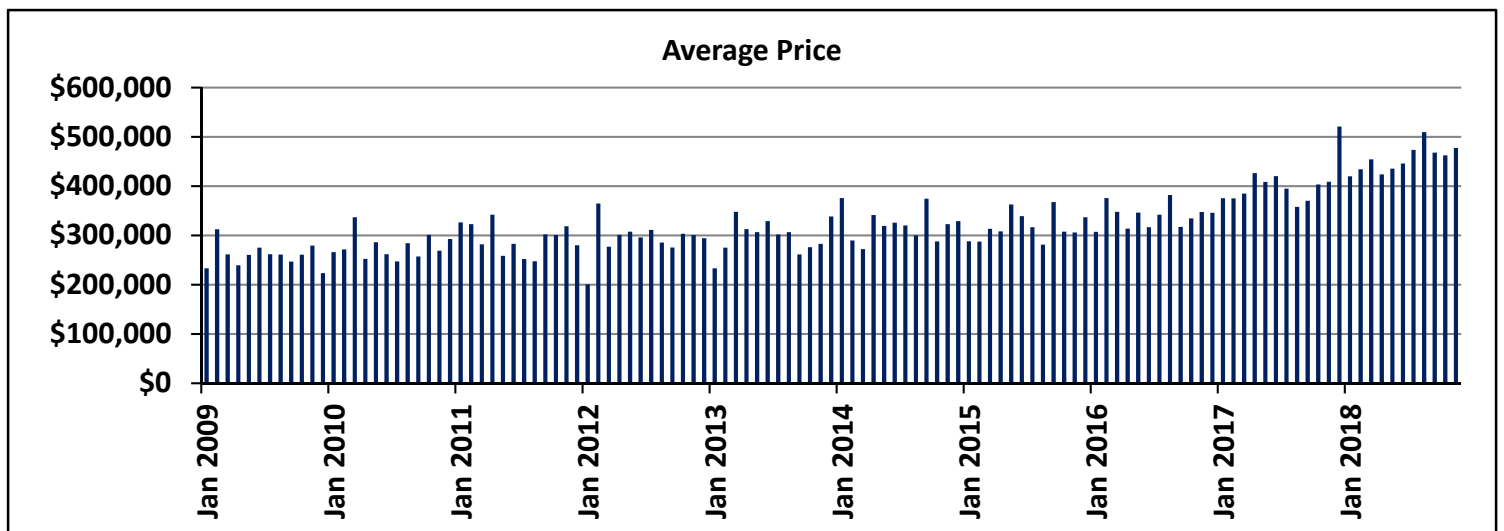
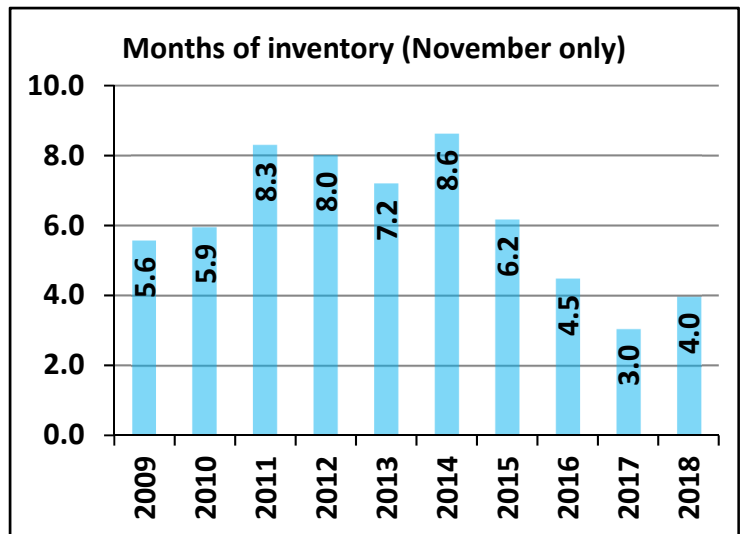
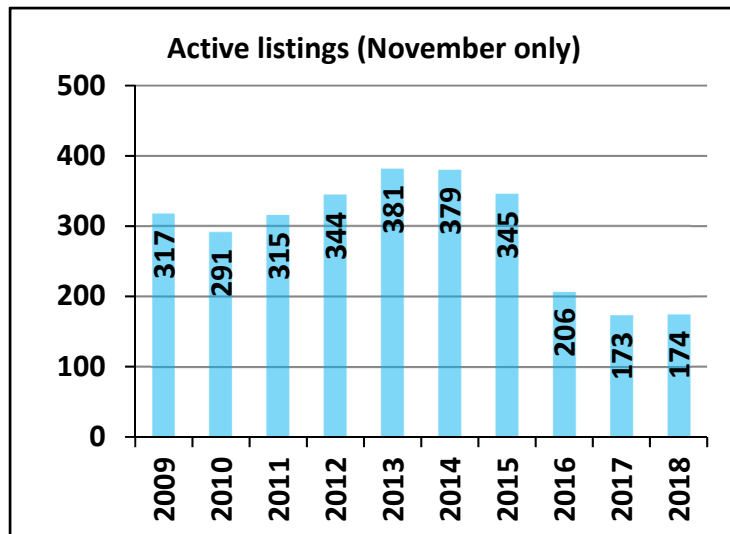
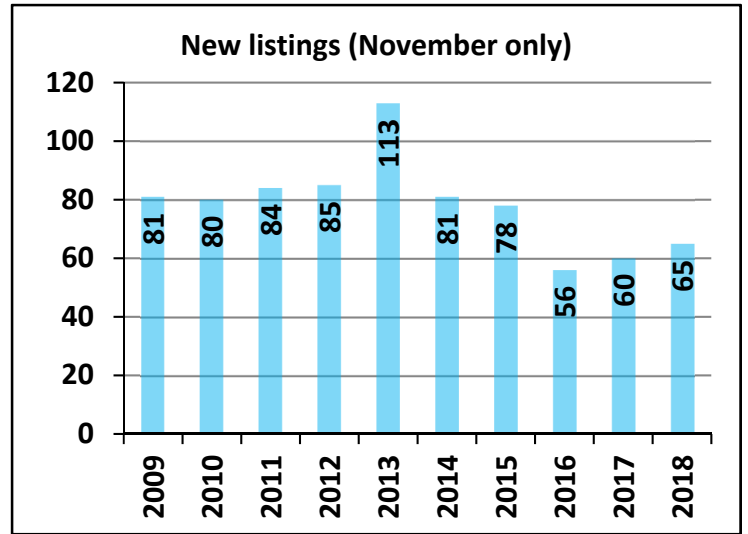
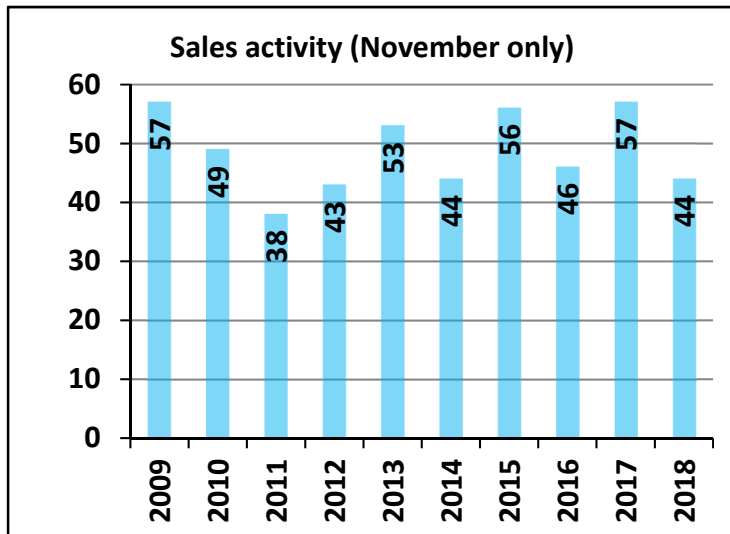
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

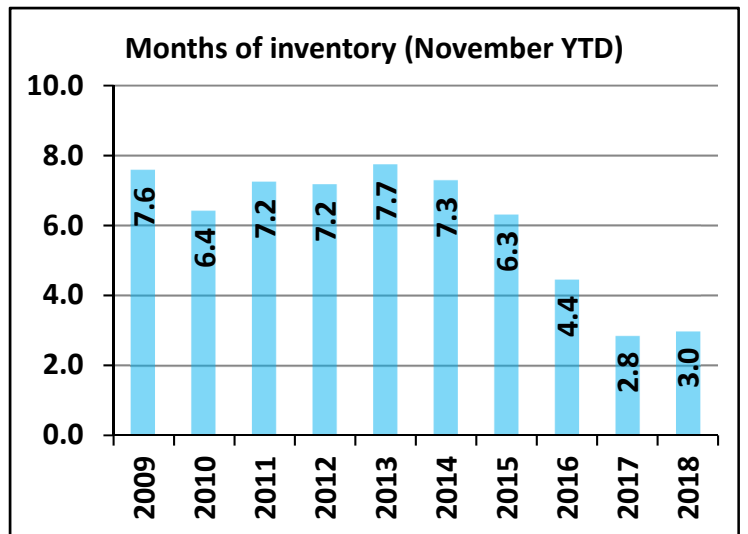
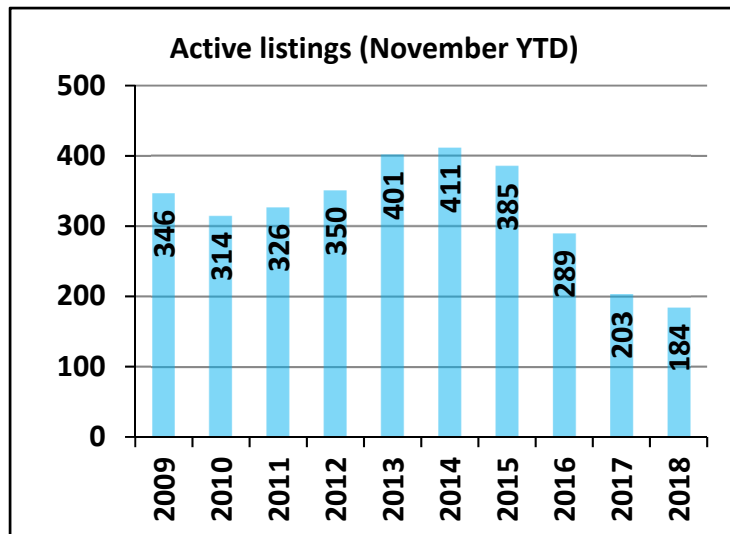
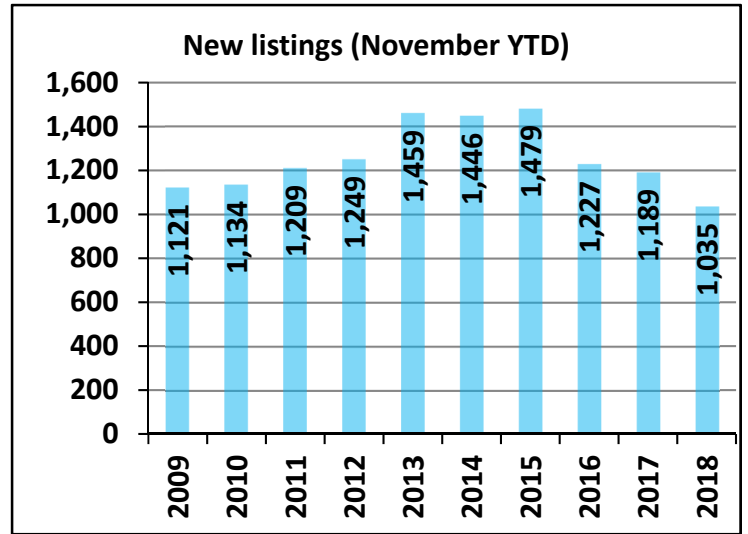
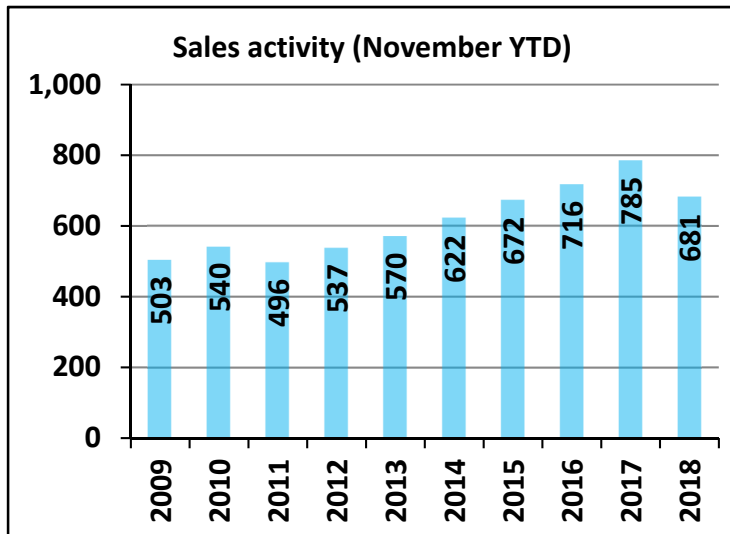
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	44	-22.8	-4.3	-21.4	-17.0	15.8	100.0
Dollar Volume	\$21,004,121	-9.9	31.5	22.6	40.2	73.5	299.5
New Listings	65	8.3	16.1	-16.7	-42.5	-22.6	-25.3
Active Listings	174	0.6	-15.5	-49.6	-54.3	-44.8	-50.3
Sales to New Listings Ratio ¹	67.7	95.0	82.1	71.8	46.9	45.2	25.3
Months of Inventory ²	4.0	3.0	4.5	6.2	7.2	8.3	15.9
Average Price	\$477,366	16.8	37.5	56.0	68.9	49.9	99.8

Year-to-date	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
Sales Activity	681	-13.2	-4.9	1.3	19.5	37.3	23.6
Dollar Volume	\$310,048,155	-0.3	28.3	43.6	83.3	115.2	115.2
New Listings	1,035	-13.0	-15.6	-30.0	-29.1	-14.4	-18.9
Active Listings ³	184	-9.4	-36.3	-52.2	-54.1	-43.6	-44.7
Sales to New Listings Ratio ⁴	65.8	66.0	58.4	45.4	39.1	41.0	43.2
Months of Inventory ⁵	3.0	2.8	4.4	6.3	7.7	7.2	6.6
Average Price	\$455,284	15.0	34.9	41.7	53.4	56.8	74.1

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

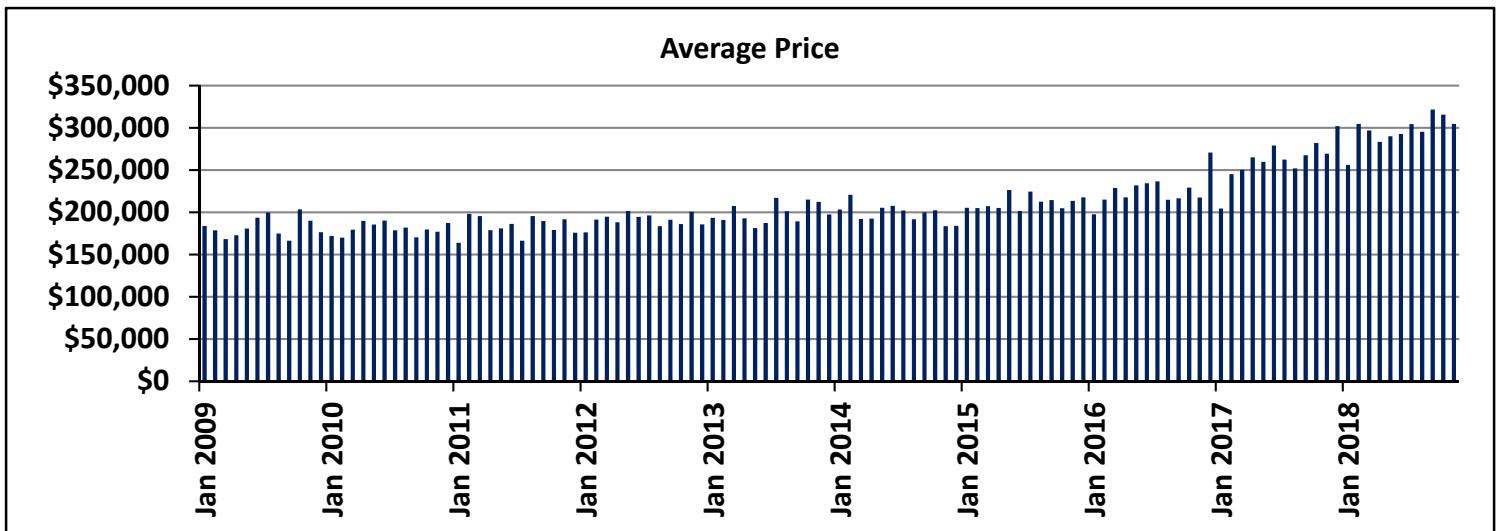
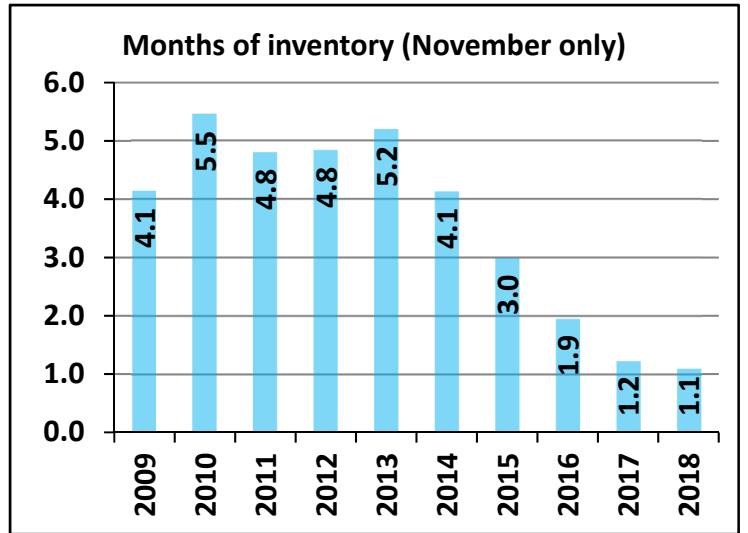
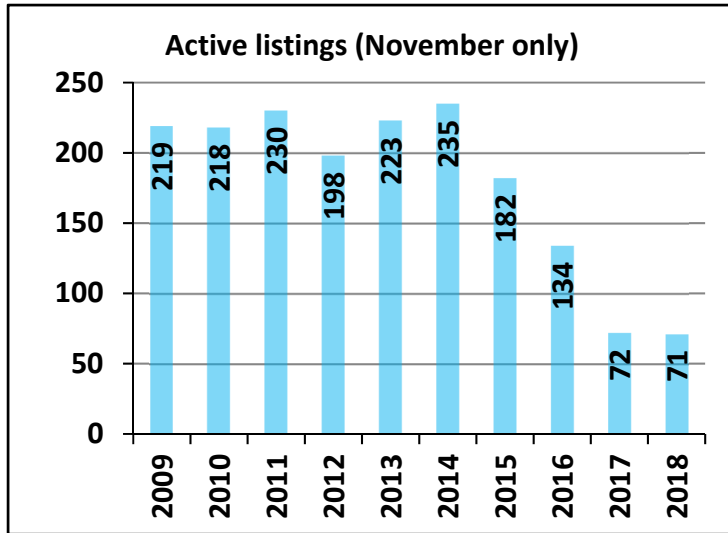
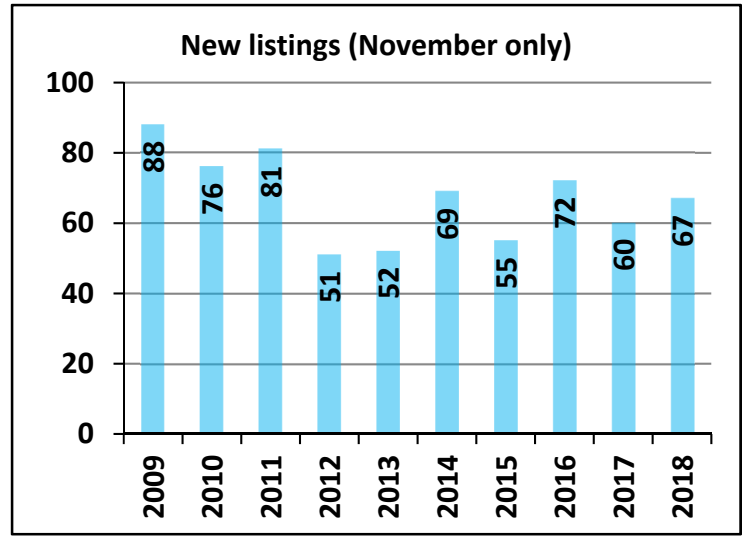
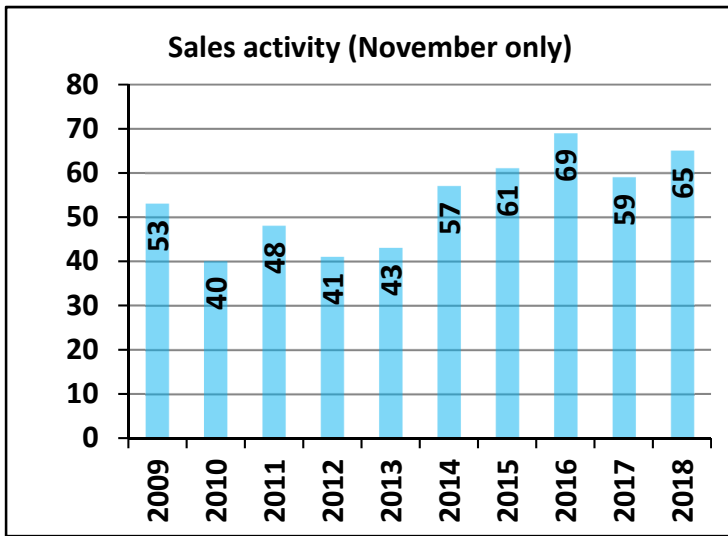
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

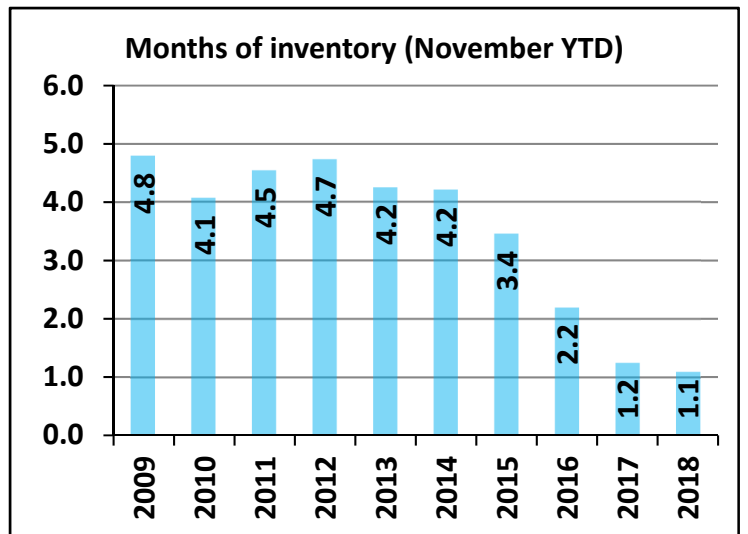
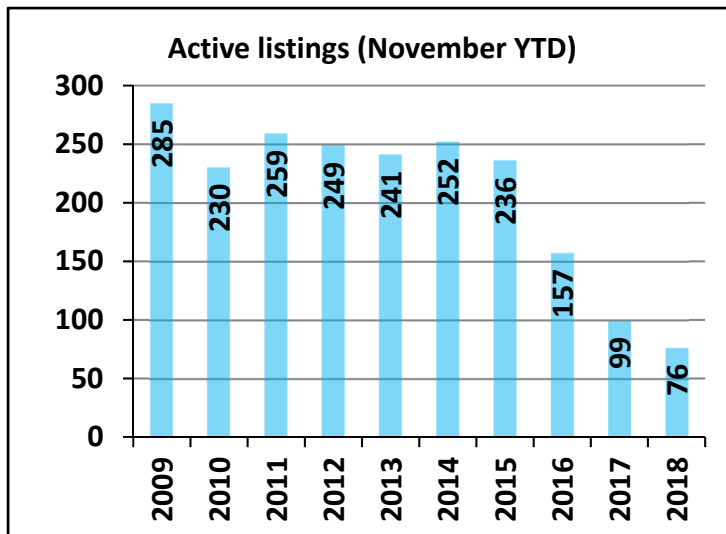
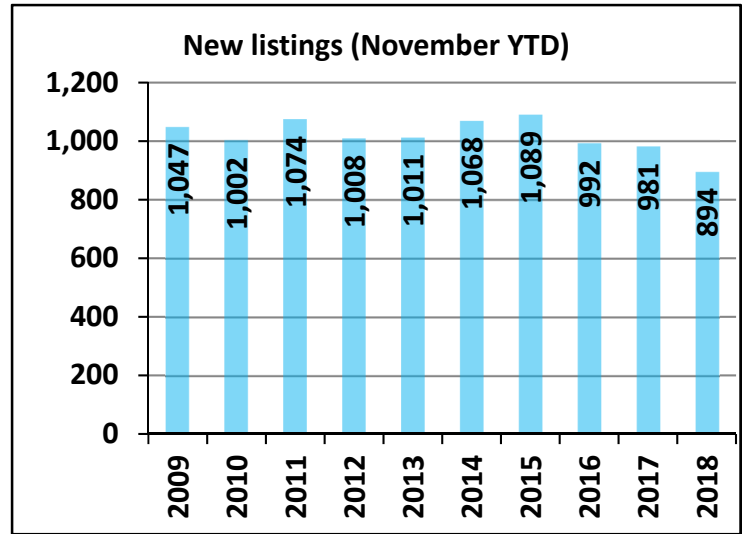
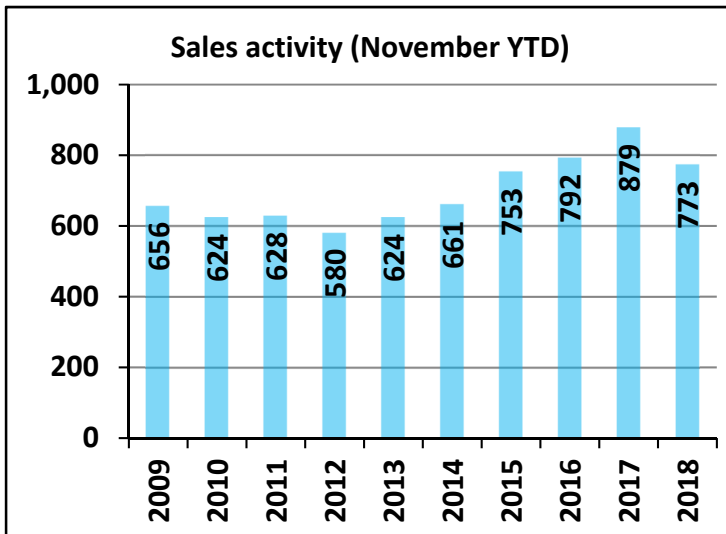
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	65	10.2	-5.8	6.6	51.2	35.4	182.6
Dollar Volume	\$19,800,187	24.6	32.0	52.1	116.9	115.2	404.8
New Listings	67	11.7	-6.9	21.8	28.8	-17.3	-22.1
Active Listings	71	-1.4	-47.0	-61.0	-68.2	-69.1	-81.4
Sales to New Listings Ratio ¹	97.0	98.3	95.8	110.9	82.7	59.3	26.7
Months of Inventory ²	1.1	1.2	1.9	3.0	5.2	4.8	16.6
Average Price	\$304,618	13.1	40.1	42.7	43.5	58.9	78.6

Year-to-date	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
Sales Activity	773	-12.1	-2.4	2.7	23.9	23.1	29.7
Dollar Volume	\$230,432,312	0.8	29.6	44.3	86.3	99.1	107.3
New Listings	894	-8.9	-9.9	-17.9	-11.6	-16.8	-24.4
Active Listings ³	76	-23.2	-51.6	-67.8	-68.5	-70.7	-73.0
Sales to New Listings Ratio ⁴	86.5	89.6	79.8	69.1	61.7	58.5	50.4
Months of Inventory ⁵	1.1	1.2	2.2	3.4	4.2	4.5	5.2
Average Price	\$298,101	14.7	32.8	40.6	50.4	61.8	59.8

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

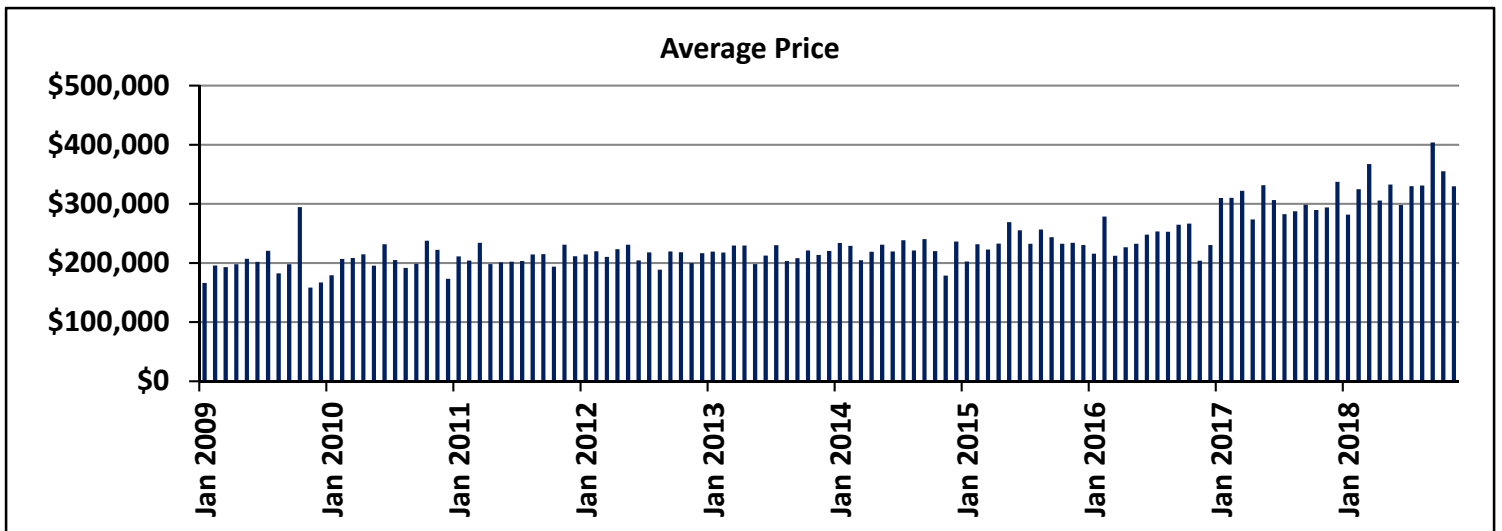
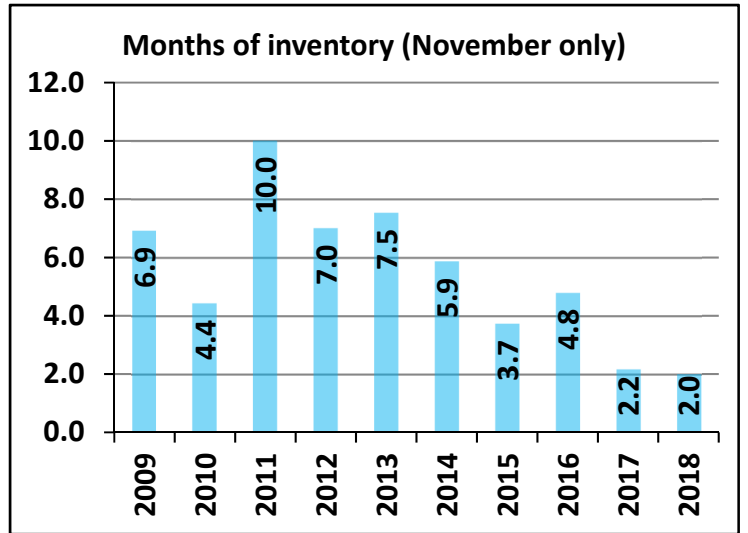
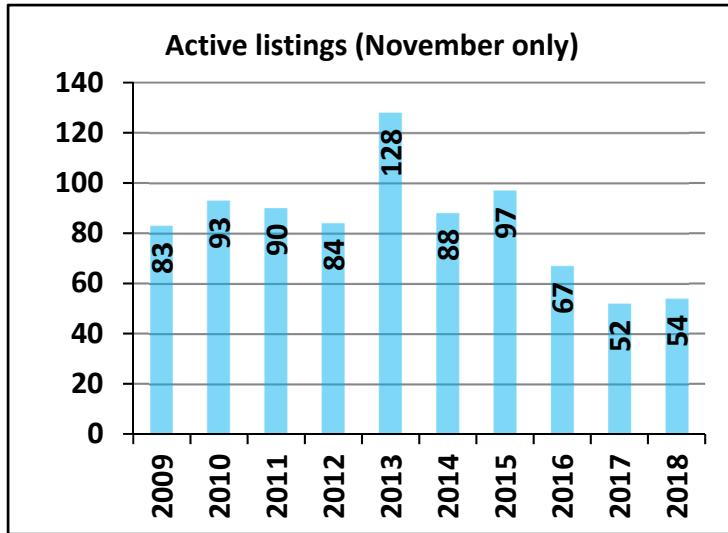
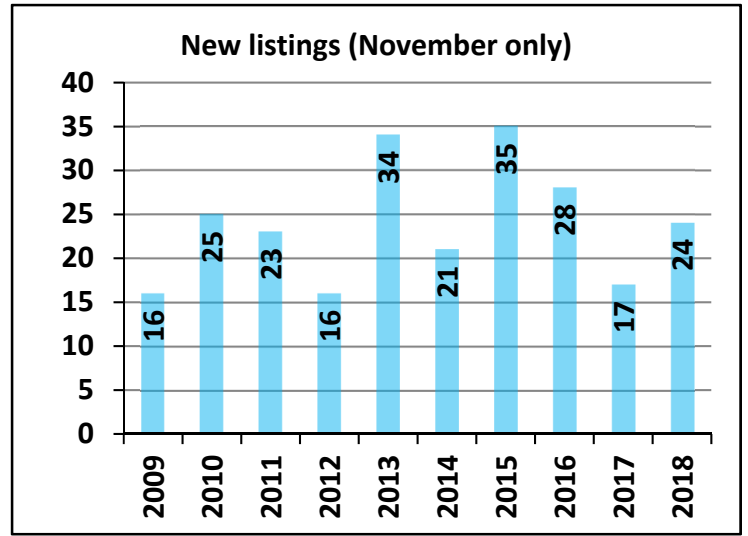
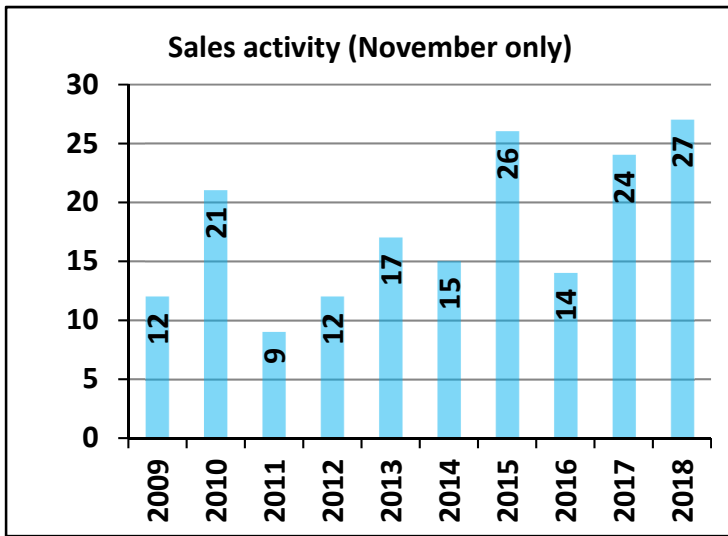
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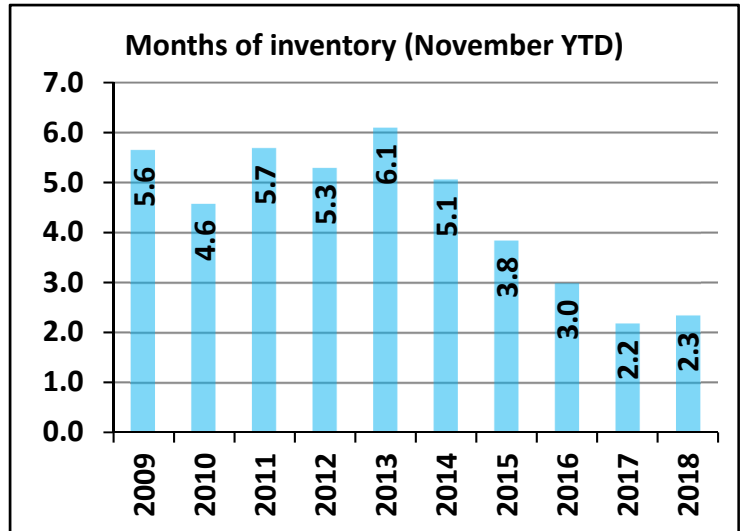
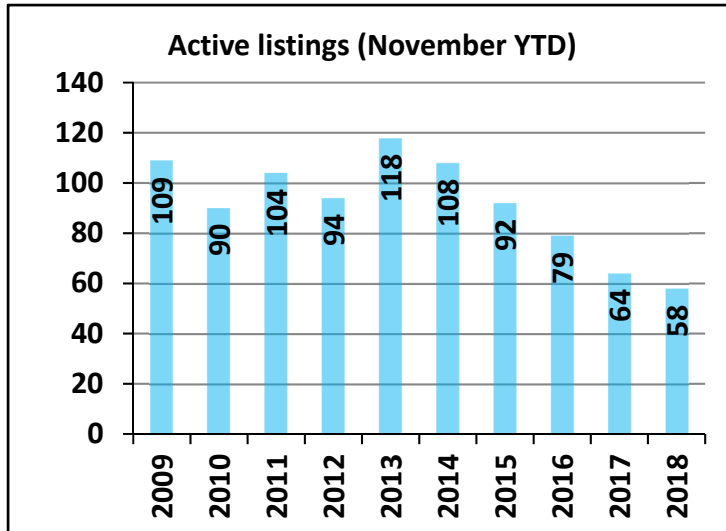
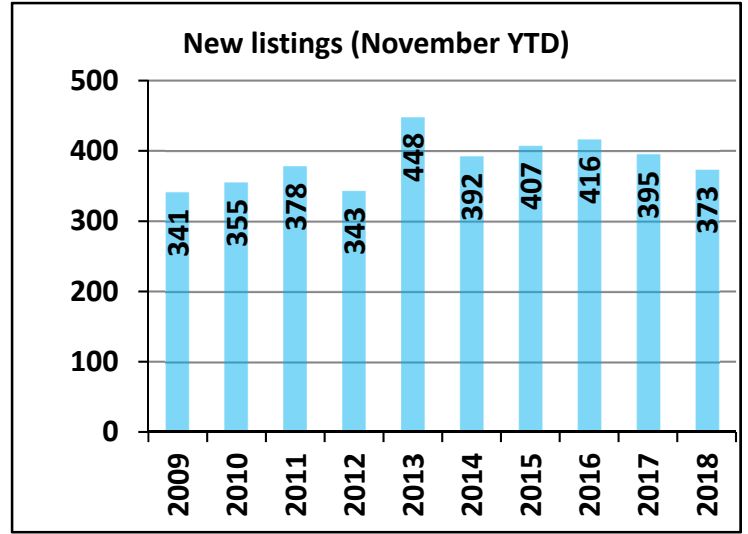
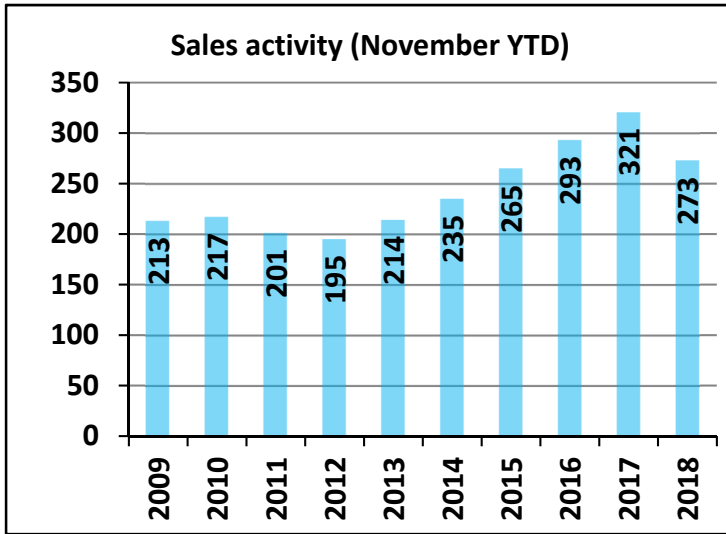
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	27	12.5	92.9	3.8	58.8	200.0	200.0
Dollar Volume	\$8,901,329	26.2	211.9	46.3	145.3	328.5	457.8
New Listings	24	41.2	-14.3	-31.4	-29.4	4.3	-17.2
Active Listings	54	3.8	-19.4	-44.3	-57.8	-40.0	-56.8
Sales to New Listings Ratio ¹	112.5	141.2	50.0	74.3	50.0	39.1	31.0
Months of Inventory ²	2.0	2.2	4.8	3.7	7.5	10.0	13.9
Average Price	\$329,679	12.2	61.7	40.9	54.4	42.8	85.9

Year-to-date	November 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
Sales Activity	273	-15.0	-6.8	3.0	27.6	35.8	13.3
Dollar Volume	\$90,414,457	-7.0	26.8	41.3	95.9	115.6	100.1
New Listings	373	-5.6	-10.3	-8.4	-16.7	-1.3	-15.2
Active Listings ³	58	-9.4	-26.6	-37.0	-50.8	-44.2	-48.2
Sales to New Listings Ratio ⁴	73.2	81.3	70.4	65.1	47.8	53.2	54.8
Months of Inventory ⁵	2.3	2.2	3.0	3.8	6.1	5.7	5.1
Average Price	\$331,188	9.3	36.1	37.2	53.6	58.7	76.6

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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