



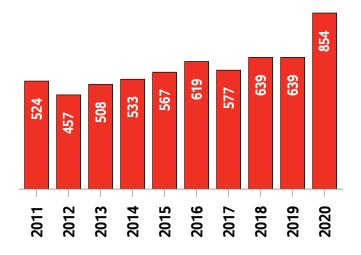




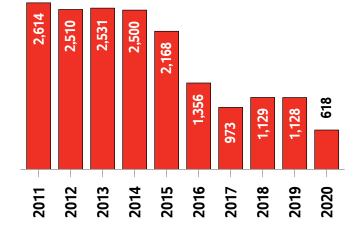
#### **London and St. Thomas MLS® Residential Market Activity**



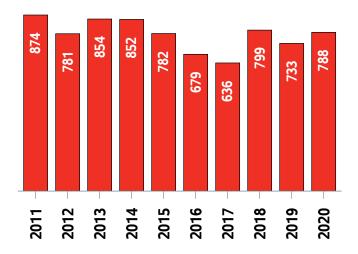
Sales Activity (November only)



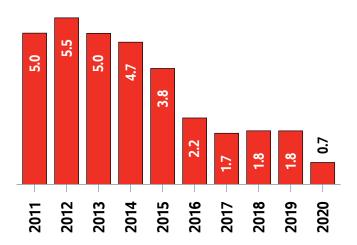
**Active Listings (November only)** 



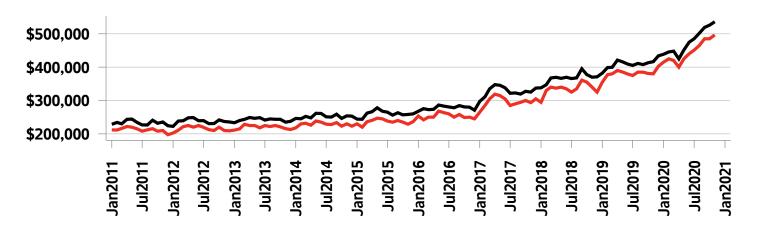
**New Listings (November only)** 



**Months of Inventory (November only)** 



**Average Price and Median Price** 

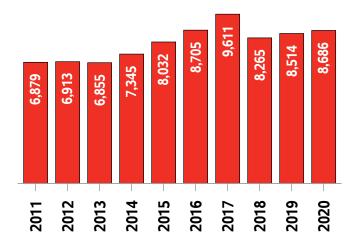




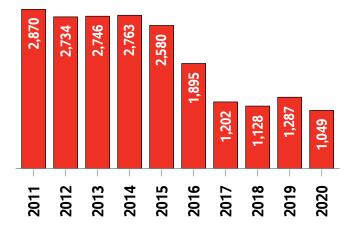
#### **London and St. Thomas MLS® Residential Market Activity**



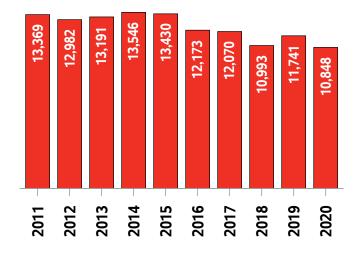
#### Sales Activity (November Year-to-date)



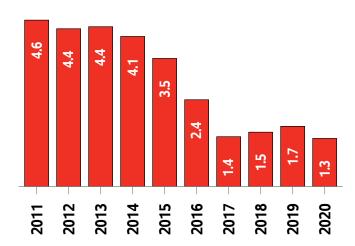
**Active Listings** 1 (November Year-to-date)



**New Listings (November Year-to-date)** 



Months of Inventory 2 (November Year-to-date)



<sup>&</sup>lt;sup>1</sup> 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

<sup>&</sup>lt;sup>2</sup> Average active listings January to the current month/average of sales January to the current month



## **London and St. Thomas MLS® Residential Market Activity**



			Compared to <sup>6</sup>						
Actual	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010		
Sales Activity	854	33.6	33.6	48.0	50.6	68.1	65.2		
Dollar Volume	\$457,896,060	72.1	93.8	144.1	212.8	283.5	298.9		
New Listings	788	7.5	-1.4	23.9	0.8	-7.7	-7.0		
Active Listings	618	-45.2	-45.3	-36.5	-71.5	-75.6	-74.6		
Sales to New Listings Ratio 1	108.4	87.2	80.0	90.7	72.5	59.5	61.0		
Months of Inventory <sup>2</sup>	0.7	1.8	1.8	1.7	3.8	5.0	4.7		
Average Price	\$536,178	28.8	45.0	64.9	107.7	128.1	141.5		
Median Price	\$496,650	30.7	46.1	69.2	116.9	130.5	154.7		
Sales to List Price Ratio	105.8	101.3	101.7	99.6	97.1	96.9	96.8		
Median Days on Market	9.0	12.0	11.0	20.0	34.0	38.0	41.0		
		Compared to 6							
				Compa	red to °				
Year-to-date	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010		
Year-to-date Sales Activity			I	November	November	I	l		
	2020	2019	2018	November 2017	November 2015	2013	2010		
Sales Activity	2020 8,686	2019	<b>2018</b> 5.1	November 2017 -9.6	November 2015 8.1	26.7	2010		
Sales Activity  Dollar Volume	2020 8,686 \$4,209,802,472	2019 2.0 20.9	5.1 38.2	November 2017 -9.6 32.7	November 2015 8.1 99.8	2013 26.7 152.3	2010 24.9 166.4		
Sales Activity  Dollar Volume  New Listings	2020 8,686 \$4,209,802,472 10,848	2019 2.0 20.9 -7.6	5.1 38.2 -1.3	November 2017 -9.6 32.7 -10.1	November 2015  8.1  99.8  -19.2	2013 26.7 152.3 -17.8	2010 24.9 166.4 -14.2		
Sales Activity  Dollar Volume  New Listings  Active Listings	2020 8,686 \$4,209,802,472 10,848 1,049	2019 2.0 20.9 -7.6 -18.5	5.1 38.2 -1.3 -7.0	November 2017  -9.6  32.7  -10.1  -12.7	November 2015  8.1  99.8  -19.2  -59.3	2013 26.7 152.3 -17.8 -61.8	24.9 166.4 -14.2 -58.8		
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 8,686 \$4,209,802,472 10,848 1,049 80.1	2019 2.0 20.9 -7.6 -18.5 72.5	5.1 38.2 -1.3 -7.0 75.2	November 2017  -9.6  32.7  -10.1  -12.7  79.6	November 2015  8.1  99.8  -19.2  -59.3  59.8	2013 26.7 152.3 -17.8 -61.8 52.0	24.9 166.4 -14.2 -58.8 55.0		
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory   5	2020 8,686 \$4,209,802,472 10,848 1,049 80.1 1.3	2019 2.0 20.9 -7.6 -18.5 72.5 1.7	2018 5.1 38.2 -1.3 -7.0 75.2 1.5	November 2017  -9.6  32.7  -10.1  -12.7  79.6  1.4	November 2015  8.1  99.8  -19.2  -59.3  59.8  3.5	2013 26.7 152.3 -17.8 -61.8 52.0 4.4	24.9 166.4 -14.2 -58.8 55.0 4.0		
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 8,686 \$4,209,802,472 10,848 1,049 80.1 1.3 \$484,665	2019 2.0 20.9 -7.6 -18.5 72.5 1.7 18.5	2018 5.1 38.2 -1.3 -7.0 75.2 1.5 31.5	November 2017  -9.6  32.7  -10.1  -12.7  79.6  1.4  46.9	November 2015  8.1  99.8  -19.2  -59.3  59.8  3.5  84.7	2013 26.7 152.3 -17.8 -61.8 52.0 4.4 99.1	24.9 166.4 -14.2 -58.8 55.0 4.0		

Sales / new listings \* 100; Compared to levels from previous periods.

 $<sup>^{\</sup>rm 2}$   $\,$  Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>&</sup>lt;sup>3</sup> 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.

 $<sup>^{\</sup>rm 4}$   $\,$  Sum of sales from January to current month / sum of new listings from January to current month.

The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

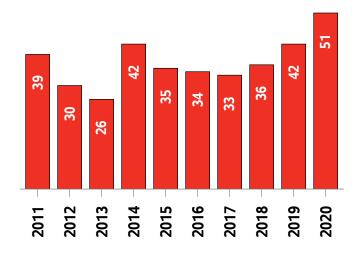
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



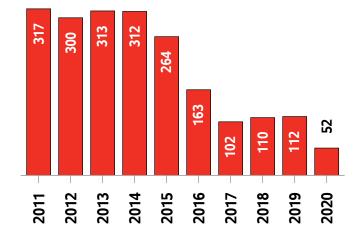




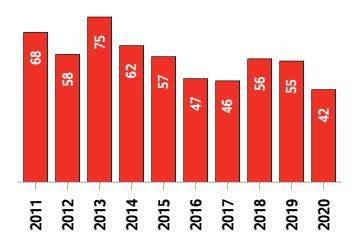
**Sales Activity (November only)** 



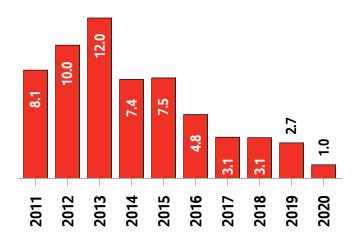
**Active Listings (November only)** 



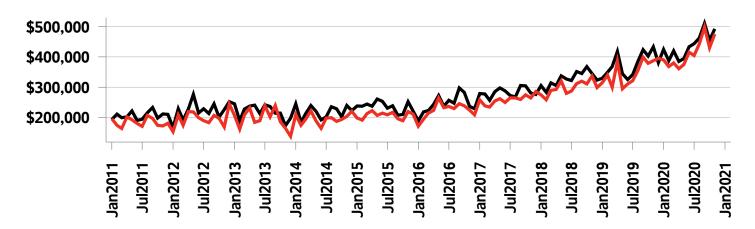
**New Listings (November only)** 



**Months of Inventory (November only)** 



**Average Price and Median Price** 

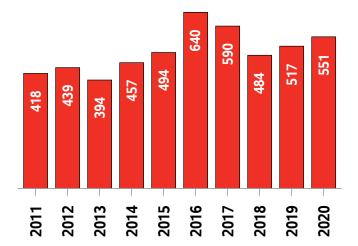




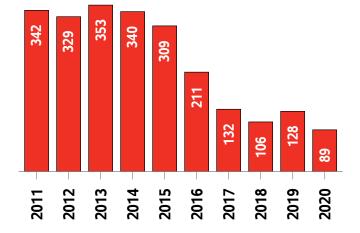




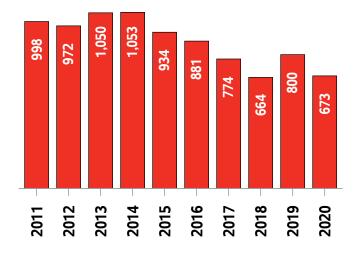
Sales Activity (November Year-to-date)



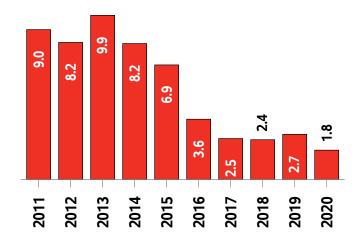
**Active Listings** 1 (November Year-to-date)



**New Listings (November Year-to-date)** 



Months of Inventory <sup>2</sup> (November Year-to-date)



<sup>&</sup>lt;sup>1</sup> 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

<sup>&</sup>lt;sup>2</sup> Average active listings January to the current month/average of sales January to the current month



#### Elgin MLS® Residential Market Activity



			Compared to <sup>6</sup>						
Actual	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010		
Sales Activity	51	21.4	41.7	54.5	45.7	96.2	82.1		
Dollar Volume	\$25,091,315	38.0	102.1	170.7	183.9	454.3	391.5		
New Listings	42	-23.6	-25.0	-8.7	-26.3	-44.0	-44.0		
Active Listings	52	-53.6	-52.7	-49.0	-80.3	-83.4	-81.8		
Sales to New Listings Ratio 1	121.4	76.4	64.3	71.7	61.4	34.7	37.3		
Months of Inventory 2	1.0	2.7	3.1	3.1	7.5	12.0	10.2		
Average Price	\$491,987	13.6	42.7	75.2	94.8	182.6	169.9		
Median Price	\$475,000	22.6	41.0	79.2	115.9	187.9	168.7		
Sales to List Price Ratio	102.3	99.1	99.7	98.2	94.9	95.9	95.7		
Median Days on Market	18.0	19.0	10.0	24.0	60.0	64.5	66.5		
		Compared to °							
				Compa	red to 6				
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010		
Year-to-date Sales Activity			I	November	November		I		
	2020	2019	2018	November 2017	November 2015	2013	2010		
Sales Activity	2020 551	6.6	13.8	November 2017 -6.6	November 2015 11.5	39.8	33.1		
Sales Activity  Dollar Volume	<b>2020 551 \$243,257,040</b>	6.6 25.4	13.8 52.5	November 2017 -6.6 45.4	November 2015 11.5 106.5	2013 39.8 176.4	33.1 199.4		
Sales Activity  Dollar Volume  New Listings	2020 551 \$243,257,040 673	2019 6.6 25.4 -15.9	2018 13.8 52.5 1.4	November 2017 -6.6 45.4 -13.0	November 2015  11.5  106.5  -27.9	2013 39.8 176.4 -35.9	33.1 199.4 -32.6		
Sales Activity  Dollar Volume  New Listings  Active Listings	2020 551 \$243,257,040 673 89	2019 6.6 25.4 -15.9 -30.6	2018 13.8 52.5 1.4 -15.8	November 2017  -6.6  45.4  -13.0  -32.9	November 2015  11.5  106.5  -27.9  -71.3	2013 39.8 176.4 -35.9 -74.9	2010 33.1 199.4 -32.6 -72.4		
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 551 \$243,257,040 673 89 81.9	2019 6.6 25.4 -15.9 -30.6 64.6	2018 13.8 52.5 1.4 -15.8 72.9	November 2017  -6.6  45.4  -13.0  -32.9  76.2	November 2015  11.5  106.5  -27.9  -71.3  52.9	2013 39.8 176.4 -35.9 -74.9 37.5	2010 33.1 199.4 -32.6 -72.4 41.4		
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  5	2020 551 \$243,257,040 673 89 81.9 1.8	2019 6.6 25.4 -15.9 -30.6 64.6 2.7	2018 13.8 52.5 1.4 -15.8 72.9 2.4	November 2017  -6.6  45.4  -13.0  -32.9  76.2  2.5	November 2015  11.5  106.5  -27.9  -71.3  52.9  6.9	2013 39.8 176.4 -35.9 -74.9 37.5 9.9	2010 33.1 199.4 -32.6 -72.4 41.4 8.6		
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 551 \$243,257,040 673 89 81.9 1.8 \$441,483	2019 6.6 25.4 -15.9 -30.6 64.6 2.7 17.7	2018 13.8 52.5 1.4 -15.8 72.9 2.4 34.0	November 2017  -6.6  45.4  -13.0  -32.9  76.2  2.5  55.7	November 2015  11.5  106.5  -27.9  -71.3  52.9  6.9  85.2	2013 39.8 176.4 -35.9 -74.9 37.5 9.9	33.1 199.4 -32.6 -72.4 41.4 8.6 125.0		

Sales / new listings \* 100; Compared to levels from previous periods.

Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>&</sup>lt;sup>3</sup> 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.

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

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

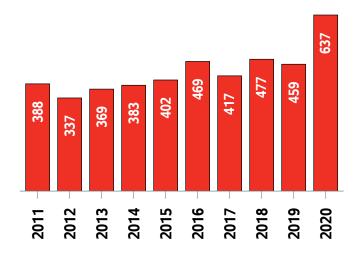
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



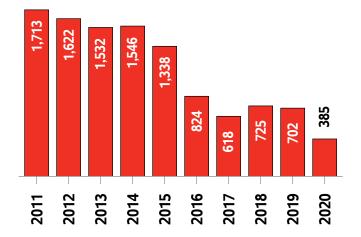
#### **London MLS® Residential Market Activity**



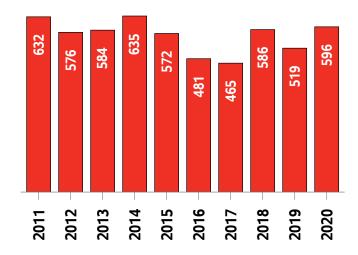
Sales Activity (November only)



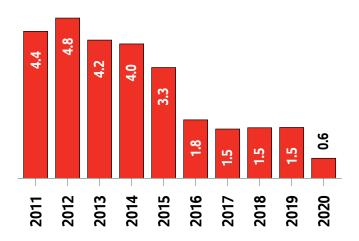
**Active Listings (November only)** 



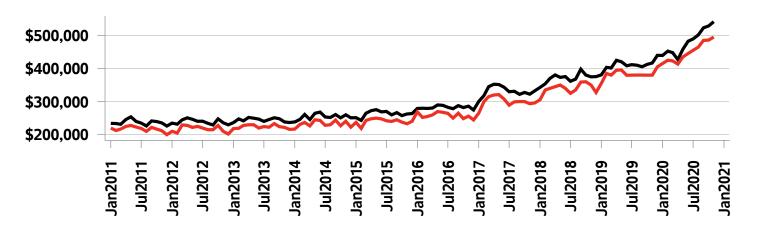
**New Listings (November only)** 



**Months of Inventory (November only)** 



**Average Price and Median Price** 

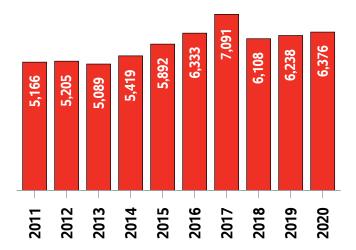




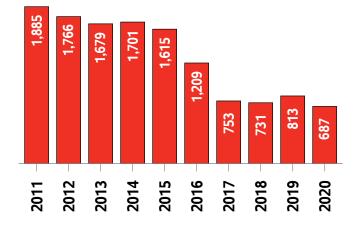




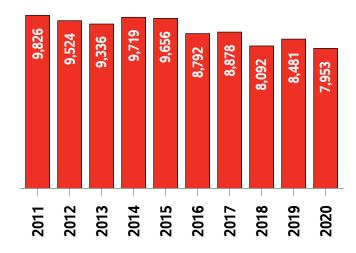




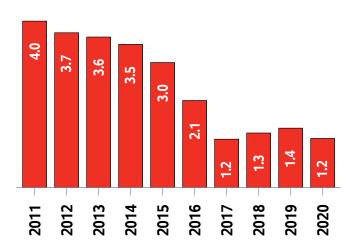
**Active Listings** 1 (November Year-to-date)



**New Listings (November Year-to-date)** 



Months of Inventory <sup>2</sup> (November Year-to-date)



<sup>&</sup>lt;sup>1</sup> 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

<sup>&</sup>lt;sup>2</sup> Average active listings January to the current month/average of sales January to the current month



## **London MLS® Residential Market Activity**



		Compared to <sup>6</sup>						
Actual	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010	
Sales Activity	637	38.8	33.5	52.8	58.5	72.6	64.6	
Dollar Volume	\$344,857,411	80.3	92.9	156.5	226.7	292.0	296.7	
New Listings	596	14.8	1.7	28.2	4.2	2.1	-0.8	
Active Listings	385	-45.2	-46.9	-37.7	-71.2	-74.9	-75.8	
Sales to New Listings Ratio 1	106.9	88.4	81.4	89.7	70.3	63.2	64.4	
Months of Inventory 2	0.6	1.5	1.5	1.5	3.3	4.2	4.1	
Average Price	\$541,377	29.9	44.5	67.9	106.2	127.1	141.0	
Median Price	\$495,000	30.3	41.4	68.7	112.4	123.0	147.5	
Sales to List Price Ratio	106.1	101.8	102.4	99.9	97.3	97.3	97.1	
Median Days on Market	8.0	11.0	10.0	18.0	31.5	36.0	40.0	
		Compared to °						
			<u>'</u>	Compa	red to °			
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010	
Year-to-date Sales Activity			l	November	November		1	
	2020	2019	2018	November 2017	November 2015	2013	2010	
Sales Activity	6,376	2019	2018 4.4	November 2017 -10.1	November 2015 8.2	25.3	2010	
Sales Activity  Dollar Volume	2020 6,376 \$3,117,297,298	2019 2.2 21.7	4.4 37.0	November 2017 -10.1 31.0	November 2015 8.2 99.6	2013 25.3 149.1	2010 22.4 159.4	
Sales Activity  Dollar Volume  New Listings	2020 6,376 \$3,117,297,298 7,953	2019 2.2 21.7 -6.2	2018 4.4 37.0 -1.7	November 2017 -10.1 31.0 -10.4	November 2015  8.2  99.6  -17.6	2013 25.3 149.1 -14.8	2010 22.4 159.4 -14.3	
Sales Activity  Dollar Volume  New Listings  Active Listings	2020 6,376 \$3,117,297,298 7,953 687	2019 2.2 21.7 -6.2 -15.5	2018 4.4 37.0 -1.7 -6.0	November 2017 -10.1 31.0 -10.4 -8.7	November 2015  8.2  99.6  -17.6  -57.4	2013 25.3 149.1 -14.8 -59.1	2010 22.4 159.4 -14.3 -58.1	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 6,376 \$3,117,297,298 7,953 687 80.2	2019 2.2 21.7 -6.2 -15.5 73.6	2018 4.4 37.0 -1.7 -6.0 75.5	November 2017 -10.1 31.0 -10.4 -8.7 79.9	November 2015  8.2  99.6  -17.6  -57.4  61.0	2013 25.3 149.1 -14.8 -59.1 54.5	2010 22.4 159.4 -14.3 -58.1 56.1	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  5	2020 6,376 \$3,117,297,298 7,953 687 80.2 1.2	2019 2.2 21.7 -6.2 -15.5 73.6 1.4	2018 4.4 37.0 -1.7 -6.0 75.5 1.3	November 2017 -10.1 31.0 -10.4 -8.7 79.9 1.2	November 2015  8.2  99.6  -17.6  -57.4  61.0  3.0	2013 25.3 149.1 -14.8 -59.1 54.5 3.6	2010 22.4 159.4 -14.3 -58.1 56.1 3.5	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 6,376 \$3,117,297,298 7,953 687 80.2 1.2 \$488,911	2019 2.2 21.7 -6.2 -15.5 73.6 1.4 19.1	2018 4.4 37.0 -1.7 -6.0 75.5 1.3 31.2	November 2017  -10.1  31.0  -10.4  -8.7  79.9  1.2  45.7	November 2015  8.2  99.6  -17.6  -57.4  61.0  3.0  84.5	2013 25.3 149.1 -14.8 -59.1 54.5 3.6 98.9	2010 22.4 159.4 -14.3 -58.1 56.1 3.5 112.0	

Sales / new listings \* 100; Compared to levels from previous periods.

Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>&</sup>lt;sup>3</sup> 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.

 $<sup>^{\</sup>rm 4}$   $\,$  Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

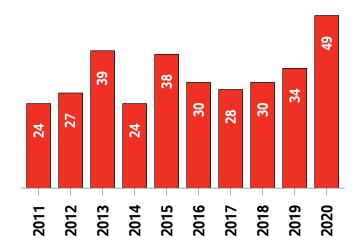
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



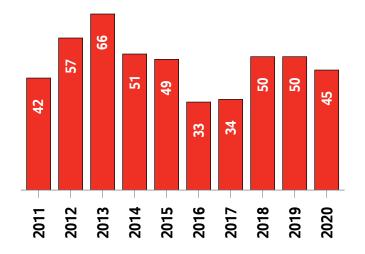
#### Middlesex MLS® Residential Market Activity



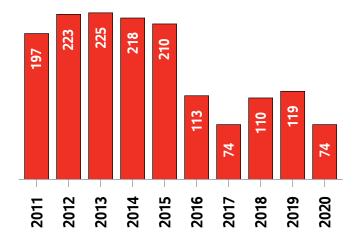
Sales Activity (November only)



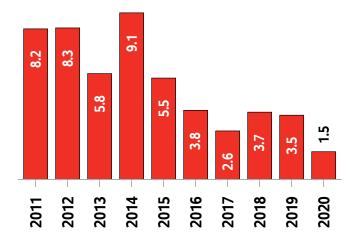
**New Listings (November only)** 



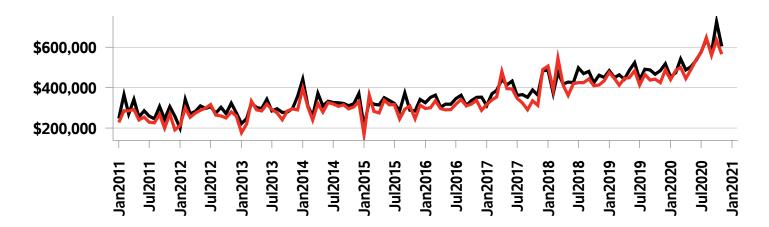
**Active Listings (November only)** 



**Months of Inventory (November only)** 



**Average Price and Median Price** 

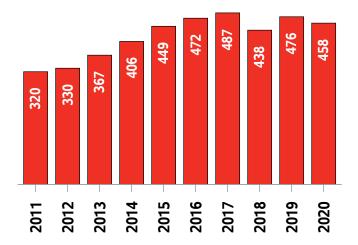




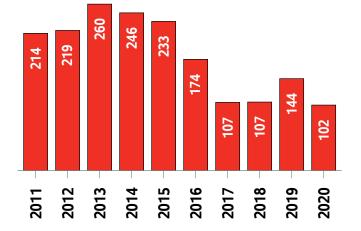
#### Middlesex MLS® Residential Market Activity



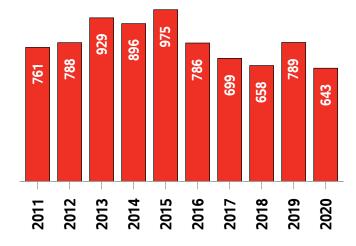




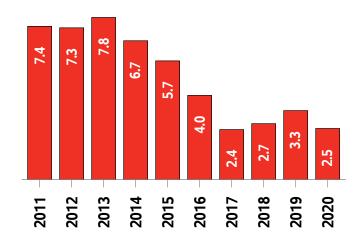
**Active Listings** 1 (November Year-to-date)



**New Listings (November Year-to-date)** 



Months of Inventory 2 (November Year-to-date)



<sup>&</sup>lt;sup>1</sup> 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

<sup>&</sup>lt;sup>2</sup> Average active listings January to the current month/average of sales January to the current month



## Middlesex MLS® Residential Market Activity



		Compared to <sup>6</sup>						
Actual	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010	
Sales Activity	49	44.1	63.3	75.0	28.9	25.6	81.5	
Dollar Volume	\$29,606,388	79.9	113.8	191.2	173.8	155.9	341.0	
New Listings	45	-10.0	-10.0	32.4	-8.2	-31.8	-16.7	
Active Listings	74	-37.8	-32.7	0.0	-64.8	-67.1	-58.9	
Sales to New Listings Ratio 1	108.9	68.0	60.0	82.4	77.6	59.1	50.0	
Months of Inventory 2	1.5	3.5	3.7	2.6	5.5	5.8	6.7	
Average Price	\$604,212	24.8	30.9	66.4	112.3	103.7	143.0	
Median Price	\$565,578	33.1	36.9	80.8	129.7	91.7	205.9	
Sales to List Price Ratio	106.2	99.1	99.1	99.2	96.7	94.1	95.9	
Median Days on Market	9.0	19.5	25.5	23.5	49.0	33.0	68.0	
		Compared to °						
				Compa	red to '			
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010	
Year-to-date Sales Activity			ı	November	November		1	
	2020	2019	2018	November 2017	November 2015	2013	2010	
Sales Activity	2020 458	-3.8	4.6	November 2017 -6.0	November 2015 2.0	24.8	32.0	
Sales Activity  Dollar Volume	2020 458 \$258,760,941	-3.8 14.5	4.6 32.0	November 2017 -6.0	November 2015  2.0  81.2	2013 24.8 140.6	32.0 171.8	
Sales Activity  Dollar Volume  New Listings	2020 458 \$258,760,941 643	-3.8 14.5 -18.5	2018 4.6 32.0 -2.3	November 2017 -6.0 36.4 -8.0	November 2015  2.0  81.2  -34.1	24.8 140.6 -30.8	32.0 171.8 -11.4	
Sales Activity  Dollar Volume  New Listings  Active Listings	2020 458 \$258,760,941 643 102	-3.8 14.5 -18.5 -28.7	2018 4.6 32.0 -2.3 -4.4	November 2017  -6.0  36.4  -8.0  -3.9	November 2015  2.0  81.2  -34.1  -56.0	24.8 140.6 -30.8 -60.6	32.0 171.8 -11.4 -49.0	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 458 \$258,760,941 643 102 71.2	-3.8 14.5 -18.5 -28.7 60.3	2018 4.6 32.0 -2.3 -4.4 66.6	November 2017  -6.0  36.4  -8.0  -3.9  69.7	November 2015  2.0  81.2  -34.1  -56.0  46.1	2013 24.8 140.6 -30.8 -60.6 39.5	2010 32.0 171.8 -11.4 -49.0 47.8	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  5	2020 458 \$258,760,941 643 102 71.2 2.5	-3.8 14.5 -18.5 -28.7 60.3 3.3	2018 4.6 32.0 -2.3 -4.4 66.6 2.7	November 2017  -6.0  36.4  -8.0  -3.9  69.7  2.4	November 2015  2.0  81.2  -34.1  -56.0  46.1  5.7	2013 24.8 140.6 -30.8 -60.6 39.5 7.8	2010 32.0 171.8 -11.4 -49.0 47.8 6.4	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 458 \$258,760,941 643 102 71.2 2.5 \$564,980	-3.8 14.5 -18.5 -28.7 60.3 3.3	2018 4.6 32.0 -2.3 -4.4 66.6 2.7 26.3	November 2017  -6.0  36.4  -8.0  -3.9  69.7  2.4  45.0	November 2015  2.0  81.2  -34.1  -56.0  46.1  5.7  77.6	2013 24.8 140.6 -30.8 -60.6 39.5 7.8 92.8	2010 32.0 171.8 -11.4 -49.0 47.8 6.4 105.9	

Sales / new listings \* 100; Compared to levels from previous periods.

Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>&</sup>lt;sup>3</sup> 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.

 $<sup>^{\</sup>rm 4}$   $\,$  Sum of sales from January to current month / sum of new listings from January to current month.

The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

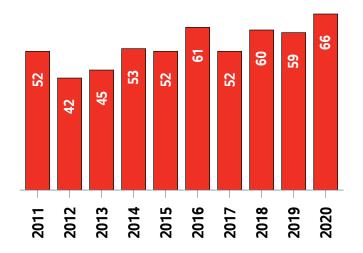
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



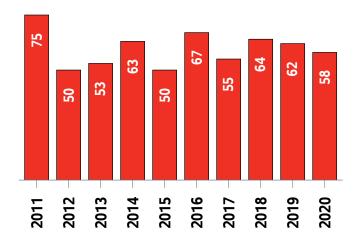




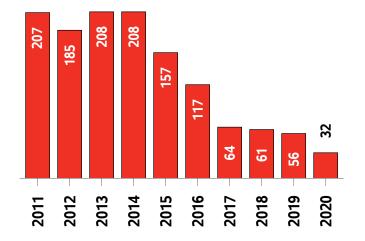
Sales Activity (November only)



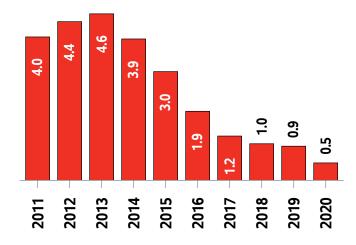
**New Listings (November only)** 



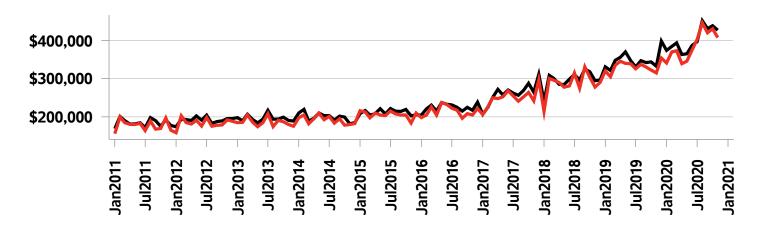
**Active Listings (November only)** 



**Months of Inventory (November only)** 



**Average Price and Median Price** 

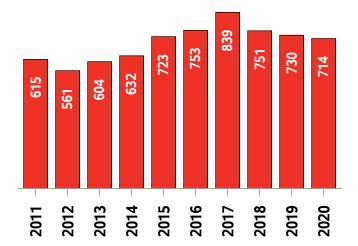




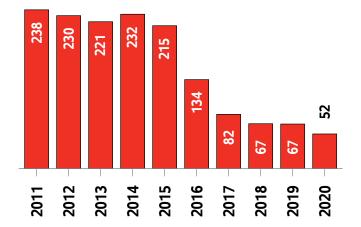




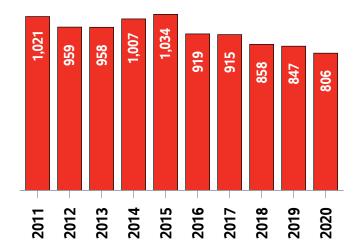
Sales Activity (November Year-to-date)



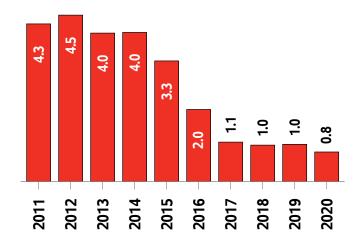
**Active Listings** 1 (**November Year-to-date**)



**New Listings (November Year-to-date)** 



Months of Inventory 2 (November Year-to-date)



<sup>&</sup>lt;sup>1</sup> 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

<sup>&</sup>lt;sup>2</sup> Average active listings January to the current month/average of sales January to the current month







		Compared to <sup>6</sup>						
Actual	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010	
Sales Activity	66	11.9	10.0	26.9	26.9	46.7	78.4	
Dollar Volume	\$28,175,808	43.7	59.4	104.8	167.4	228.4	341.7	
New Listings	58	-6.5	-9.4	5.5	16.0	9.4	-19.4	
Active Listings	32	-42.9	-47.5	-50.0	-79.6	-84.6	-83.9	
Sales to New Listings Ratio 1	113.8	95.2	93.8	94.5	104.0	84.9	51.4	
Months of Inventory 2	0.5	0.9	1.0	1.2	3.0	4.6	5.4	
Average Price	\$426,906	28.4	44.9	61.4	110.7	123.9	147.6	
Median Price	\$407,550	29.4	46.6	68.4	121.8	126.4	143.3	
Sales to List Price Ratio	105.6	100.7	100.4	98.6	96.6	97.1	97.0	
Median Days on Market	12.0	9.0	10.5	21.5	47.5	45.0	26.0	
		Compared to 6						
				Compa	red to <sup>6</sup>		<u>'</u>	
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010	
Year-to-date Sales Activity			I	November	November	ı	l	
	2020	2019	2018	November 2017	November 2015	2013	2010	
Sales Activity	2020 714	<b>2019</b> -2.2	<b>-4.9</b>	November 2017 -14.9	November 2015 -1.2	18.2	18.4	
Sales Activity  Dollar Volume	2020 714 \$288,626,135	-2.2 14.7	-4.9 28.5	November 2017 -14.9 33.0	November 2015 -1.2 87.1	2013 18.2 142.8	18.4 164.5	
Sales Activity  Dollar Volume  New Listings	2020 714 \$288,626,135 806	2019 -2.2 14.7 -4.8	2018 -4.9 28.5 -6.1	November 2017 -14.9 33.0 -11.9	November 2015 -1.2 87.1 -22.1	2013 18.2 142.8 -15.9	18.4 164.5 -14.8	
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2020 714 \$288,626,135 806 52	2019 -2.2 14.7 -4.8 -22.3	2018 -4.9 28.5 -6.1 -22.8	November 2017  -14.9  33.0  -11.9  -36.1	November 2015  -1.2  87.1  -22.1  -75.7	2013 18.2 142.8 -15.9 -76.4	2010 18.4 164.5 -14.8 -74.9	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 714 \$288,626,135 806 52 88.6	2019 -2.2 14.7 -4.8 -22.3 86.2	2018 -4.9 28.5 -6.1 -22.8 87.5	November 2017  -14.9  33.0  -11.9  -36.1  91.7	November 2015 -1.2 87.1 -22.1 -75.7 69.9	2013 18.2 142.8 -15.9 -76.4 63.0	2010 18.4 164.5 -14.8 -74.9 63.7	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2020 714 \$288,626,135 806 52 88.6 0.8	2019 -2.2 14.7 -4.8 -22.3 86.2 1.0	2018 -4.9 28.5 -6.1 -22.8 87.5 1.0	November 2017  -14.9  33.0  -11.9  -36.1  91.7  1.1	November 2015  -1.2  87.1  -22.1  -75.7  69.9  3.3	2013 18.2 142.8 -15.9 -76.4 63.0 4.0	2010 18.4 164.5 -14.8 -74.9 63.7 3.8	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 714 \$288,626,135 806 52 88.6 0.8 \$404,238	2019 -2.2 14.7 -4.8 -22.3 86.2 1.0 17.3	2018 -4.9 28.5 -6.1 -22.8 87.5 1.0 35.1	November 2017  -14.9  33.0  -11.9  -36.1  91.7  1.1  56.3	November 2015  -1.2  87.1  -22.1  -75.7  69.9  3.3  89.4	2013 18.2 142.8 -15.9 -76.4 63.0 4.0 105.4	2010 18.4 164.5 -14.8 -74.9 63.7 3.8 123.3	

Sales / new listings \* 100; Compared to levels from previous periods.

 $<sup>^{2}\,</sup>$  Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>&</sup>lt;sup>3</sup> 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.

 $<sup>^{\</sup>rm 4}$   $\,$  Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

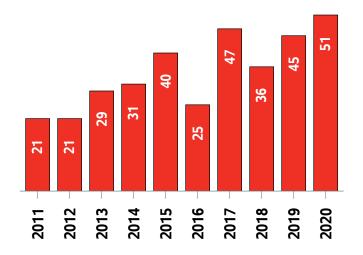
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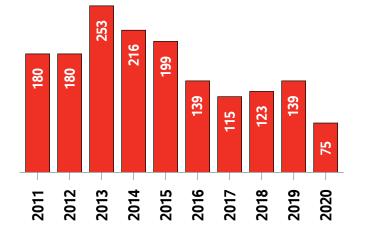
#### Strathroy MLS® Residential Market Activity



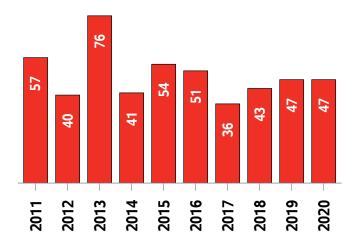
**Sales Activity (November only)** 



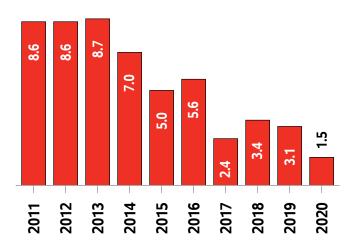
**Active Listings (November only)** 



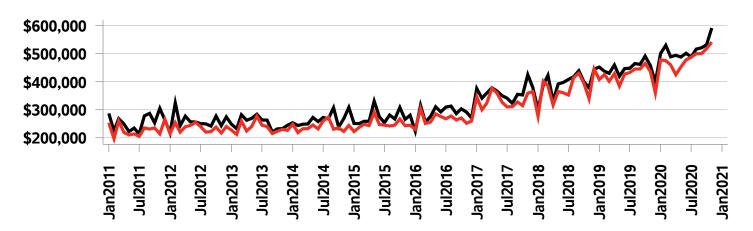
**New Listings (November only)** 



**Months of Inventory (November only)** 



Average Price and Median Price

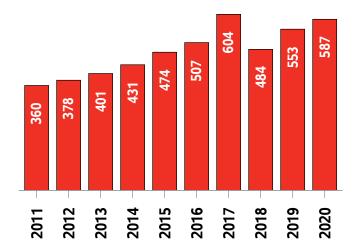




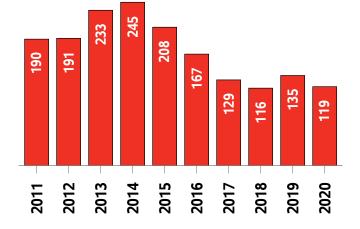
#### Strathroy MLS® Residential Market Activity



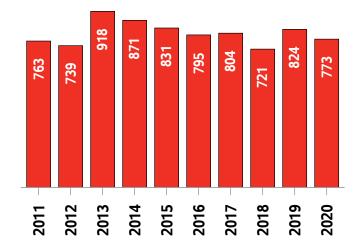




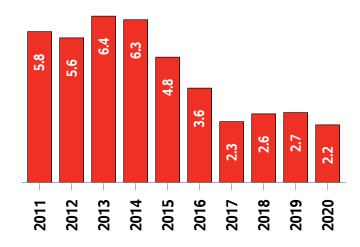
**Active Listings** 1 (November Year-to-date)



**New Listings (November Year-to-date)** 



Months of Inventory <sup>2</sup> (November Year-to-date)



<sup>&</sup>lt;sup>1</sup> 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

<sup>&</sup>lt;sup>2</sup> Average active listings January to the current month/average of sales January to the current month



# Strathroy MLS® Residential Market Activity



		Compared to <sup>6</sup>						
Actual	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010	
Sales Activity	51	13.3	41.7	8.5	27.5	75.9	34.2	
Dollar Volume	\$30,165,138	46.4	121.6	51.0	183.8	347.1	211.9	
New Listings	47	0.0	9.3	30.6	-13.0	-38.2	4.4	
Active Listings	75	-46.0	-39.0	-34.8	-62.3	-70.4	-56.6	
Sales to New Listings Ratio 1	108.5	95.7	83.7	130.6	74.1	38.2	84.4	
Months of Inventory 2	1.5	3.1	3.4	2.4	5.0	8.7	4.6	
Average Price	\$591,473	29.2	56.4	39.1	122.6	154.2	132.4	
Median Price	\$541,020	23.8	59.2	50.7	122.7	135.2	129.7	
Sales to List Price Ratio	105.0	99.8	100.0	99.1	98.3	96.1	95.5	
Median Days on Market	13.0	26.0	13.5	43.0	24.0	41.0	58.0	
		Compared to 6						
				Compa	irea to			
Year-to-date	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010	
Year-to-date Sales Activity			I	November	November	ı	I	
	2020	2019	2018	November 2017	November 2015	2013	2010	
Sales Activity	2020	6.1	21.3	November 2017	November 2015 23.8	<b>2013</b> 46.4	53.3	
Sales Activity  Dollar Volume	2020 587 \$301,861,059	6.1 21.1	2018 21.3 58.9	November 2017 -2.8 38.1	November 2015 23.8 130.7	2013 46.4 193.3	53.3 224.9	
Sales Activity  Dollar Volume  New Listings	2020 587 \$301,861,059 773	2019 6.1 21.1 -6.2	2018 21.3 58.9 7.2	November 2017 -2.8 38.1 -3.9	November 2015  23.8  130.7  -7.0	2013 46.4 193.3 -15.8	53.3 224.9 12.8	
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2020 587 \$301,861,059 773 119	2019 6.1 21.1 -6.2 -12.4	2018 21.3 58.9 7.2 1.9	November 2017  -2.8  38.1  -3.9  -7.9	November 2015  23.8  130.7  -7.0  -43.0	2013 46.4 193.3 -15.8 -49.2	2010 53.3 224.9 12.8 -32.8	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 587 \$301,861,059 773 119 75.9	2019 6.1 21.1 -6.2 -12.4 67.1	2018 21.3 58.9 7.2 1.9 67.1	November 2017  -2.8  38.1  -3.9  -7.9  75.1	November 2015  23.8  130.7  -7.0  -43.0  57.0	2013 46.4 193.3 -15.8 -49.2 43.7	2010 53.3 224.9 12.8 -32.8 55.9	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2020 587 \$301,861,059 773 119 75.9 2.2	2019 6.1 21.1 -6.2 -12.4 67.1 2.7	2018 21.3 58.9 7.2 1.9 67.1 2.6	November 2017  -2.8  38.1  -3.9  -7.9  75.1  2.3	November 2015  23.8  130.7  -7.0  -43.0  57.0  4.8	2013 46.4 193.3 -15.8 -49.2 43.7 6.4	2010 53.3 224.9 12.8 -32.8 55.9 5.1	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 587 \$301,861,059 773 119 75.9 2.2 \$514,244	2019 6.1 21.1 -6.2 -12.4 67.1 2.7 14.1	2018 21.3 58.9 7.2 1.9 67.1 2.6 31.0	November 2017  -2.8  38.1  -3.9  -7.9  75.1  2.3  42.1	November 2015  23.8  130.7  -7.0  -43.0  57.0  4.8  86.3	2013 46.4 193.3 -15.8 -49.2 43.7 6.4 100.4	2010 53.3 224.9 12.8 -32.8 55.9 5.1 112.0	

Sales / new listings \* 100; Compared to levels from previous periods.

Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>&</sup>lt;sup>3</sup> 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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