



Residential Market Activity

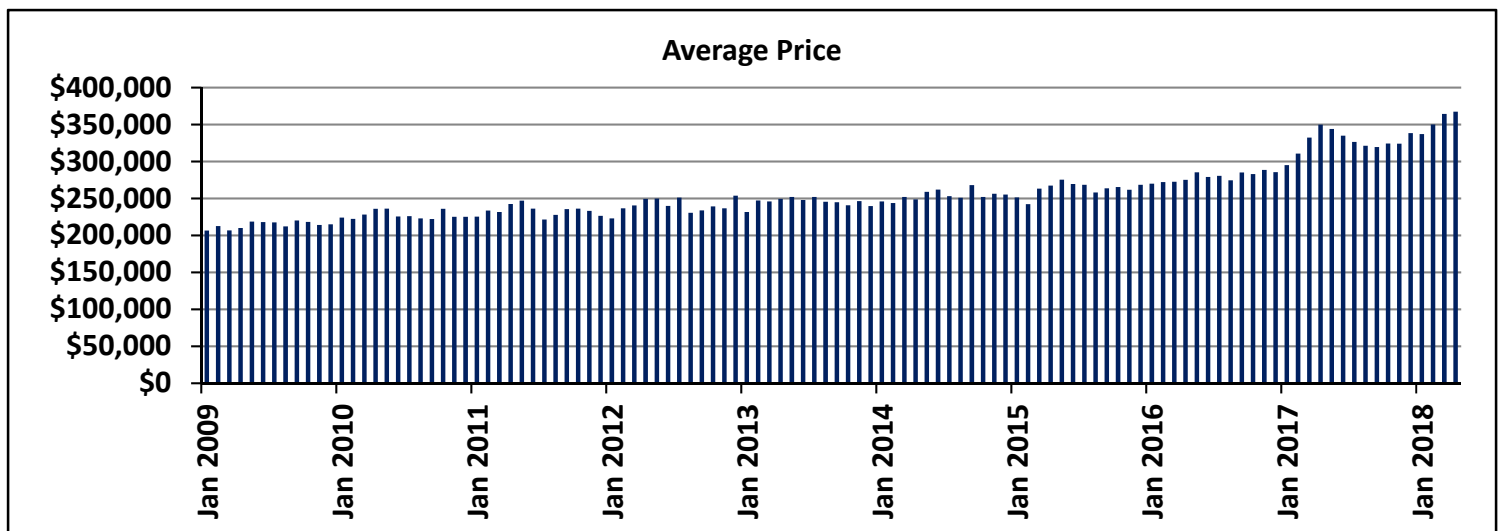
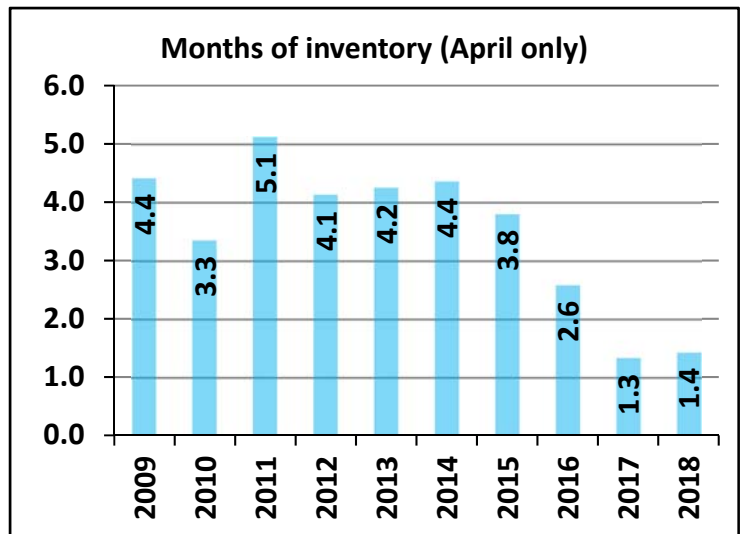
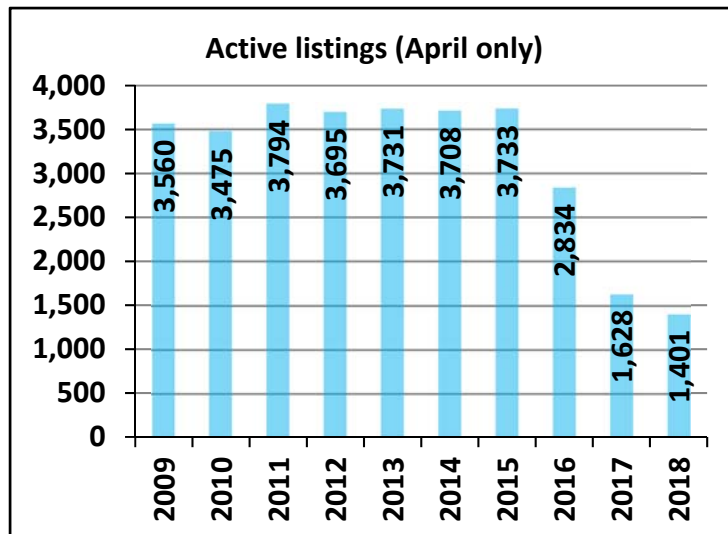
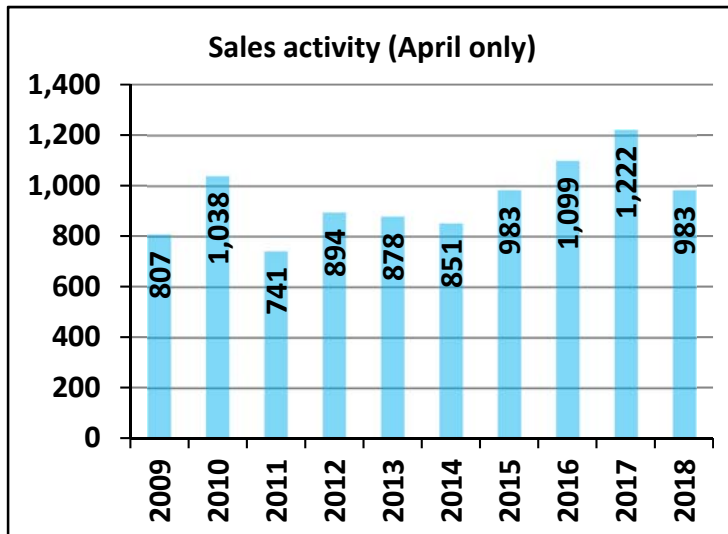
April 2018



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

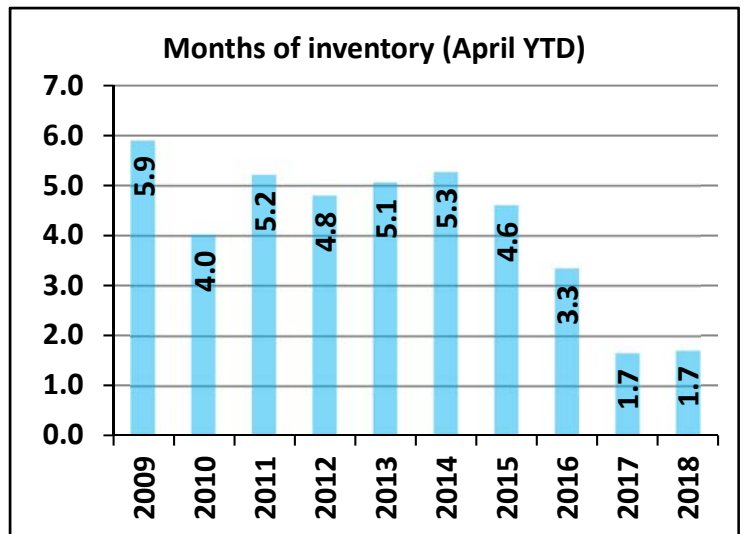
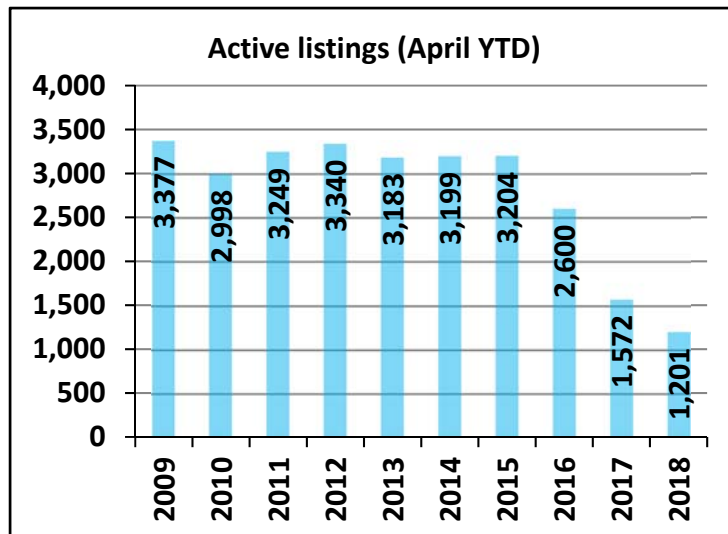
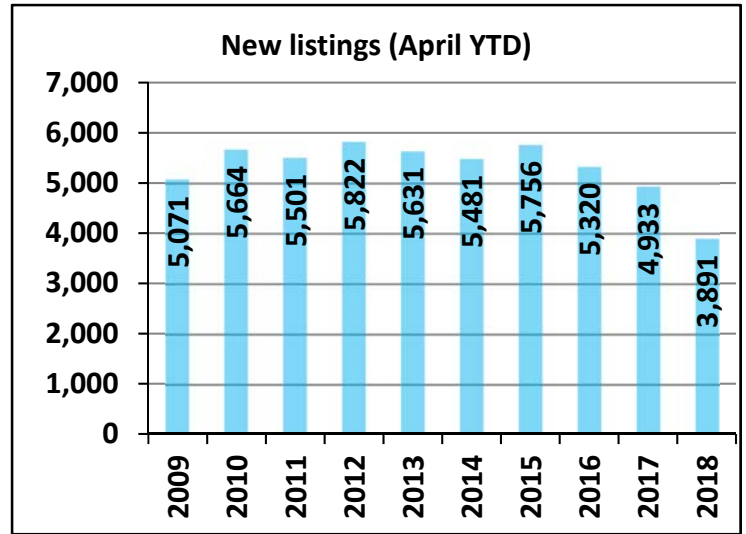
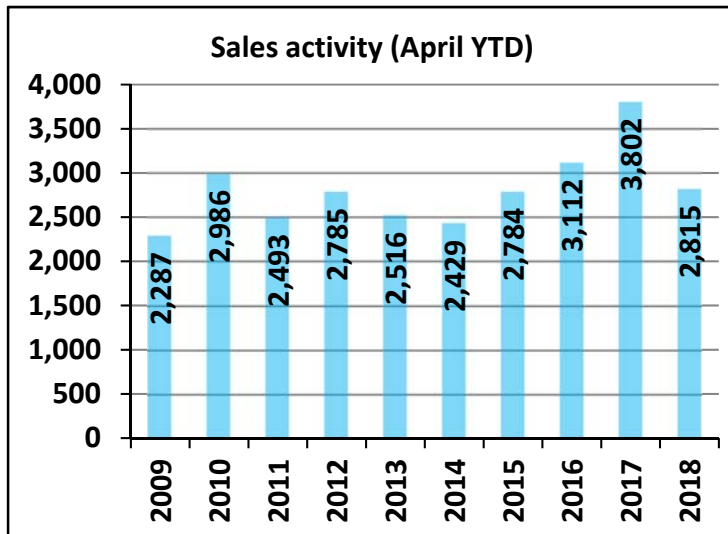
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017	April 2016	April 2015	April 2013	April 2011	April 2008
Sales Activity	983	-19.6	-10.6	0.0	12.0	32.7	17.2
Dollar Volume	\$361,186,731	-15.5	19.5	37.5	65.0	101.1	104.7
New Listings	1,386	-8.0	-13.5	-26.8	-25.5	-11.9	-21.7
Active Listings	1,401	-13.9	-50.6	-62.5	-62.4	-63.1	-58.6
Sales to New Listings Ratio ¹	70.9	81.1	68.6	51.9	47.2	47.1	47.4
Months of Inventory ²	1.4	1.3	2.6	3.8	4.2	5.1	4.0
Average Price	\$367,433	5.0	33.6	37.5	47.4	51.6	74.7

Year-to-date	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017 YTD	April 2016 YTD	April 2015 YTD	April 2013 YTD	April 2011 YTD	April 2008 YTD
Sales Activity	2,815	-26.0	-9.5	1.1	11.9	12.9	2.8
Dollar Volume	\$1,008,234,137	-19.1	18.7	40.0	63.6	72.8	73.1
New Listings	3,891	-21.1	-26.9	-32.4	-30.9	-29.3	-31.1
Active Listings ³	1,201	-23.6	-53.8	-62.5	-62.3	-63.0	-59.0
Sales to New Listings Ratio ⁴	72.3	77.1	58.5	48.4	44.7	45.3	48.5
Months of Inventory ⁵	1.7	1.7	3.3	4.6	5.1	5.2	4.3
Average Price	\$358,165	9.2	31.2	38.5	46.3	53.0	68.5

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

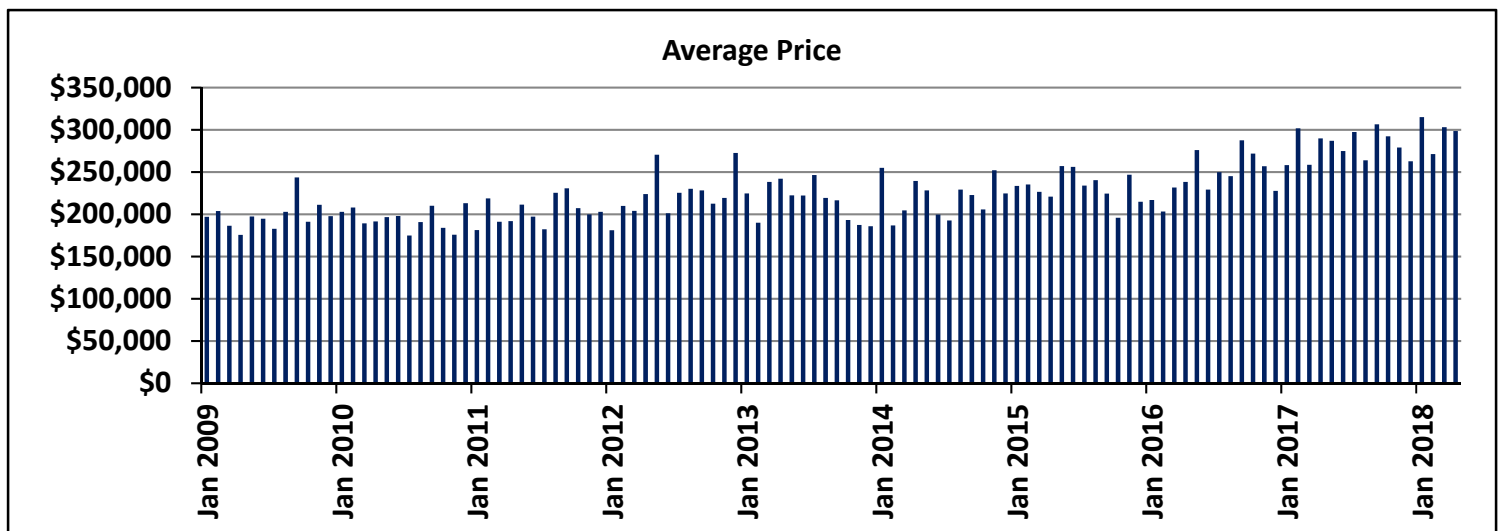
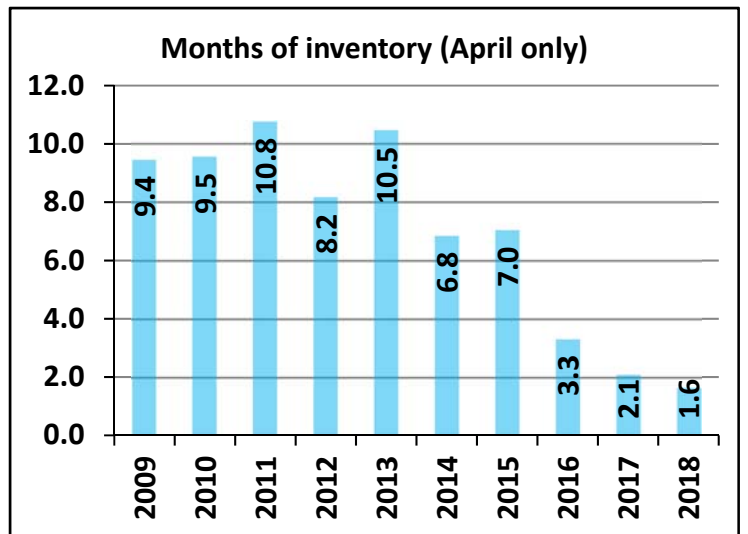
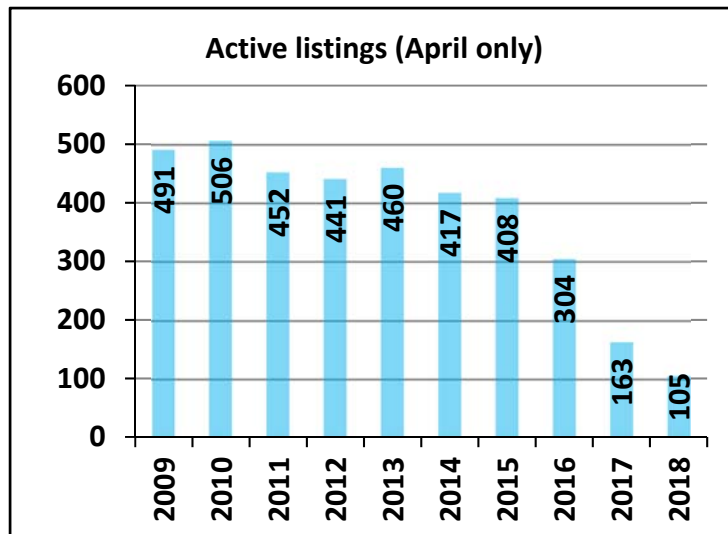
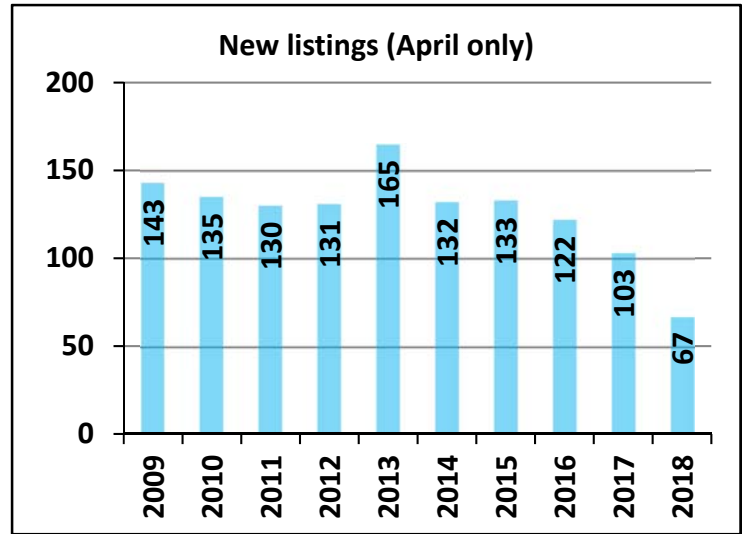
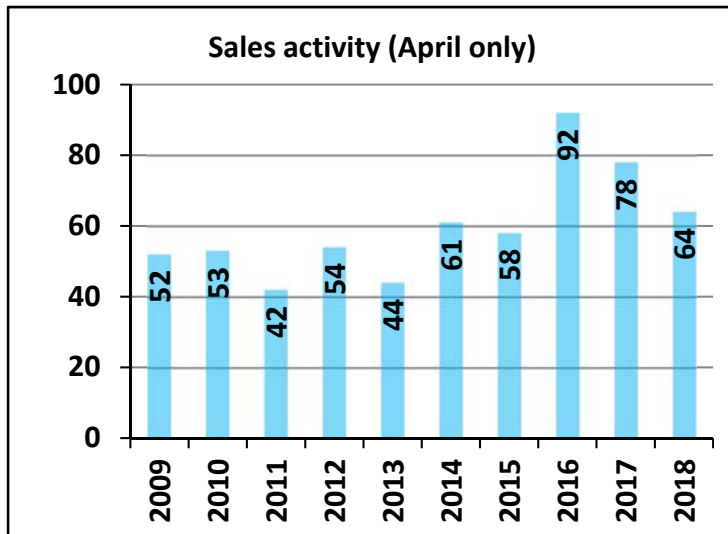
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

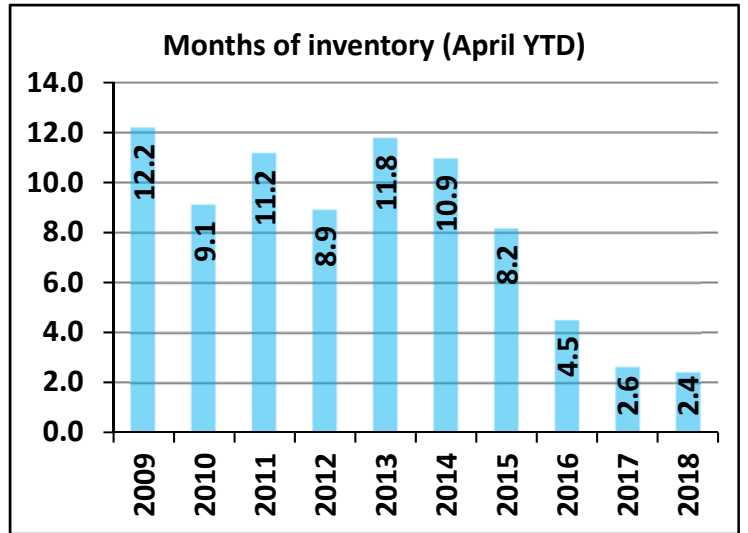
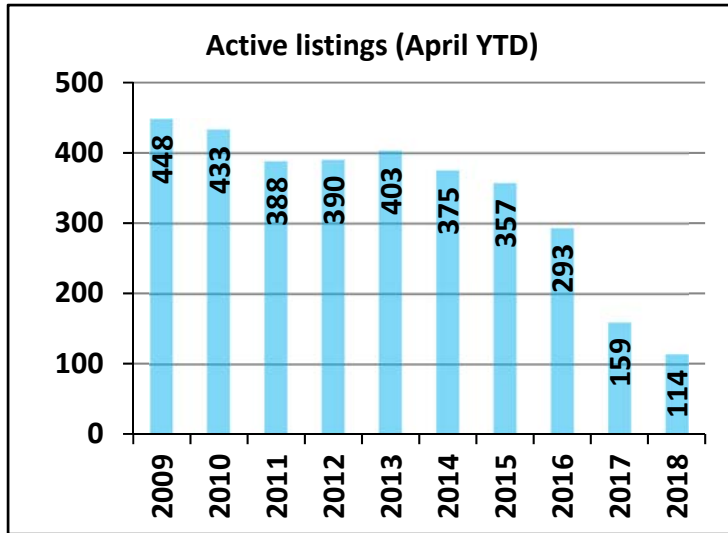
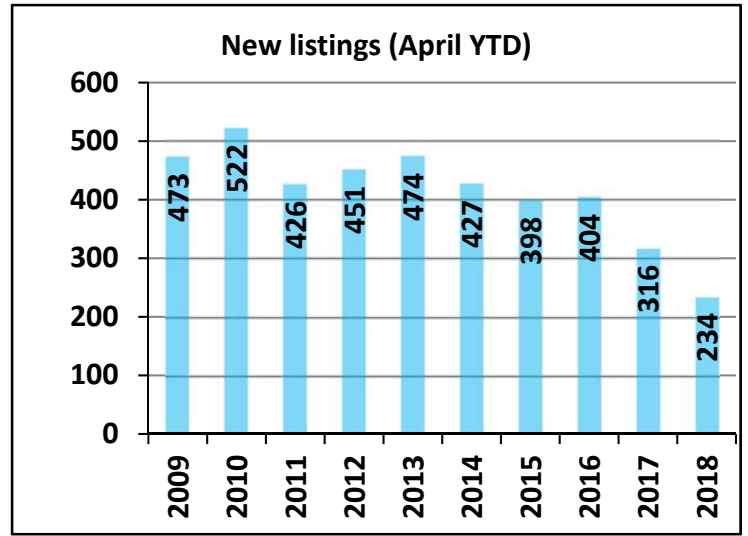
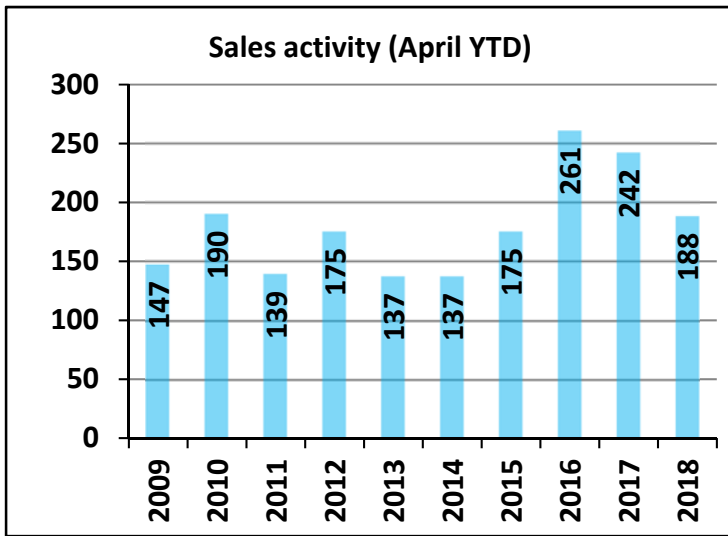
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017	April 2016	April 2015	April 2013	April 2011	April 2008
Sales Activity	64	-17.9	-30.4	10.3	45.5	52.4	8.5
Dollar Volume	\$19,104,697	-15.5	-12.8	49.2	79.4	137.1	79.2
New Listings	67	-35.0	-45.1	-49.6	-59.4	-48.5	-47.7
Active Listings	105	-35.6	-65.5	-74.3	-77.2	-76.8	-72.4
Sales to New Listings Ratio ¹	95.5	75.7	75.4	43.6	26.7	32.3	46.1
Months of Inventory ²	1.6	2.1	3.3	7.0	10.5	10.8	6.5
Average Price	\$298,511	3.0	25.3	35.2	23.4	55.6	65.2

Year-to-date	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017 YTD	April 2016 YTD	April 2015 YTD	April 2013 YTD	April 2011 YTD	April 2008 YTD
Sales Activity	188	-22.3	-28.0	7.4	37.2	35.3	2.2
Dollar Volume	\$55,843,608	-16.6	-5.3	40.0	80.5	104.1	66.9
New Listings	234	-25.9	-42.1	-41.2	-50.6	-45.1	-48.2
Active Listings ³	114	-28.3	-61.1	-68.1	-71.7	-70.6	-65.9
Sales to New Listings Ratio ⁴	80.3	76.6	64.6	44.0	28.9	32.6	40.7
Months of Inventory ⁵	2.4	2.6	4.5	8.2	11.8	11.2	7.3
Average Price	\$297,040	7.3	31.5	30.3	31.6	50.9	63.3

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

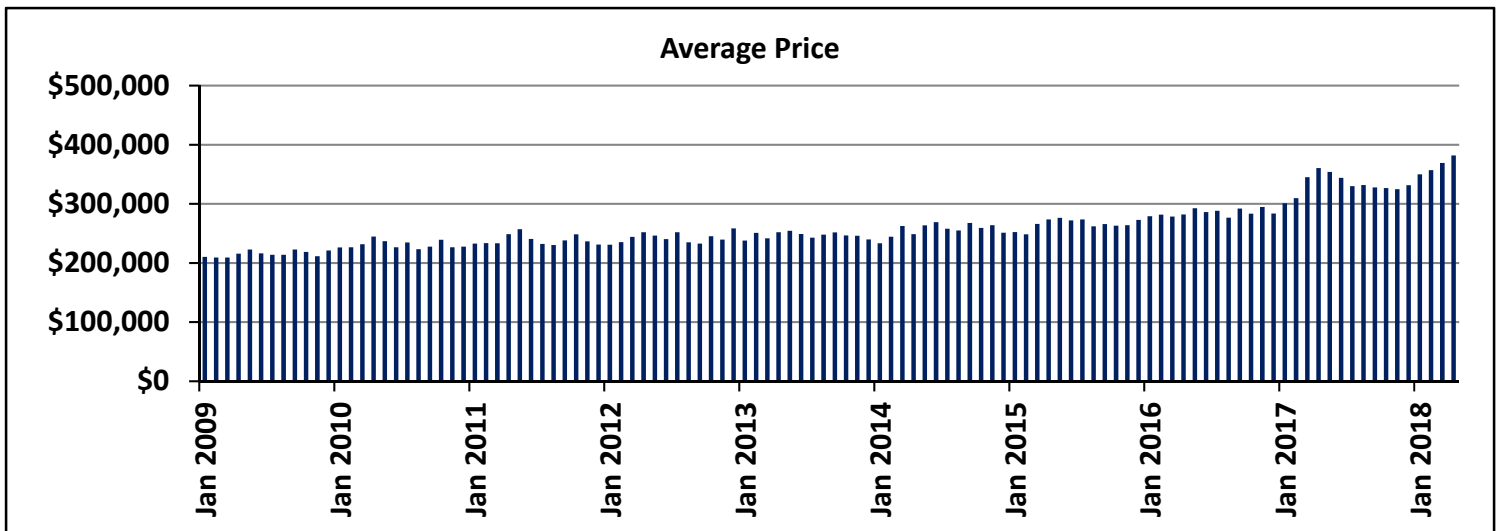
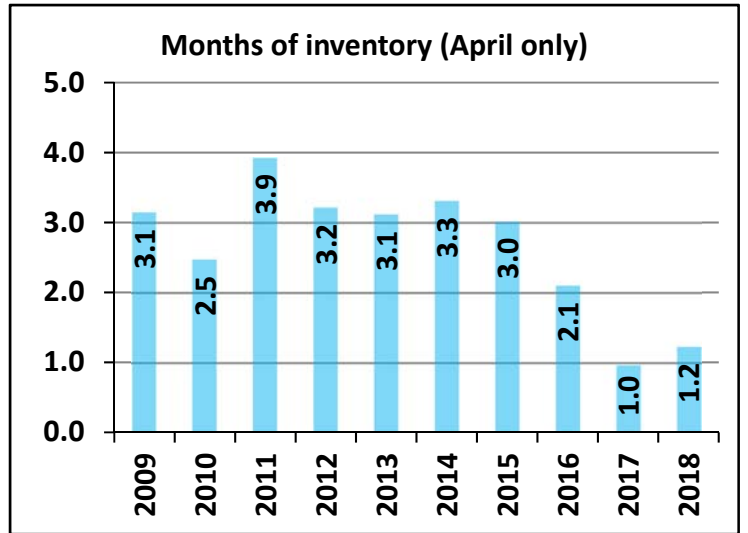
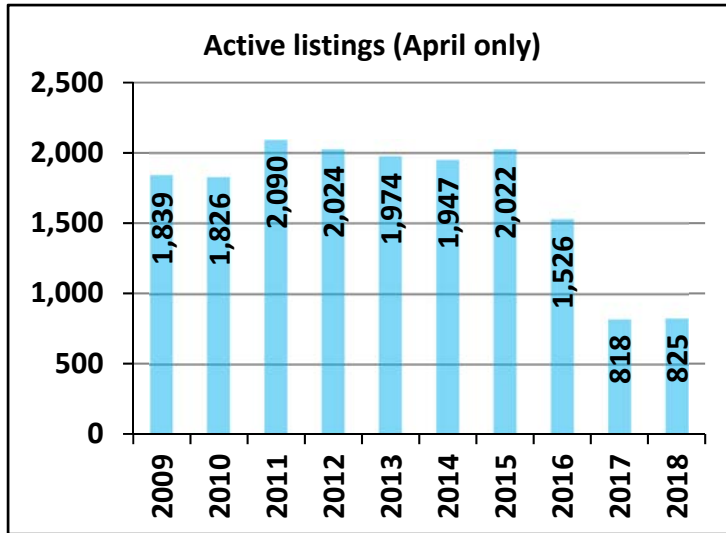
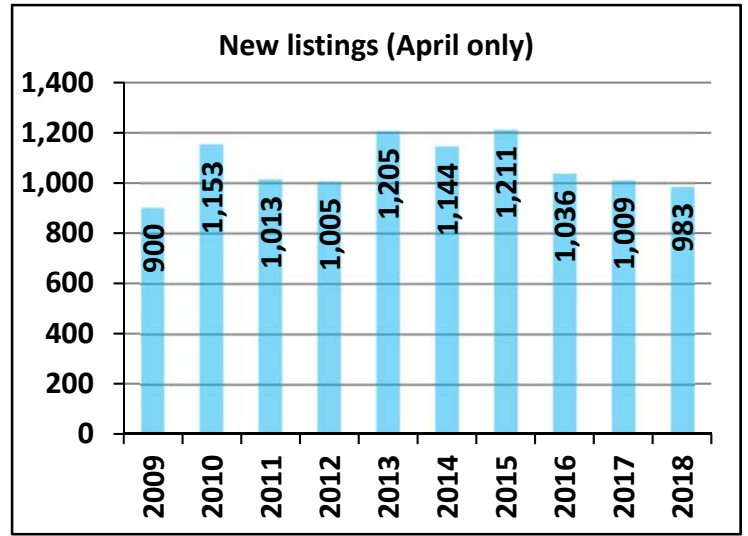
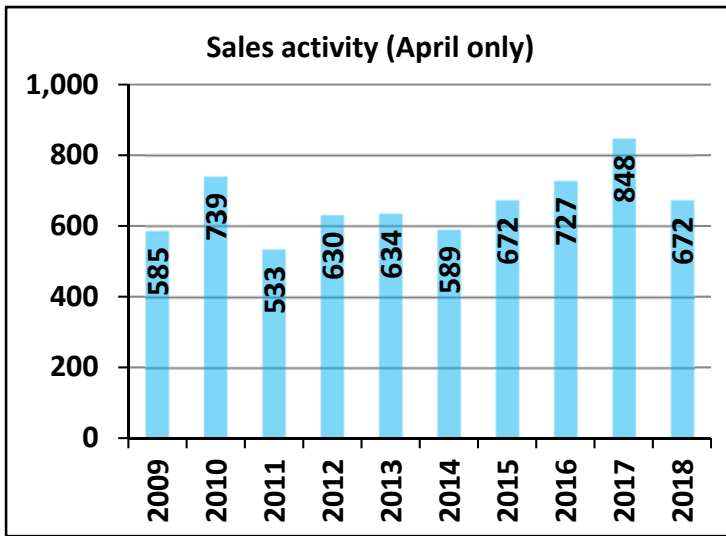
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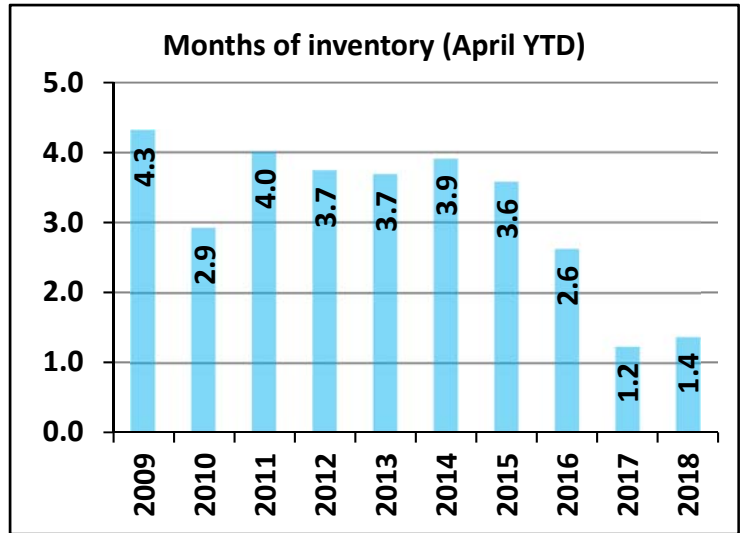
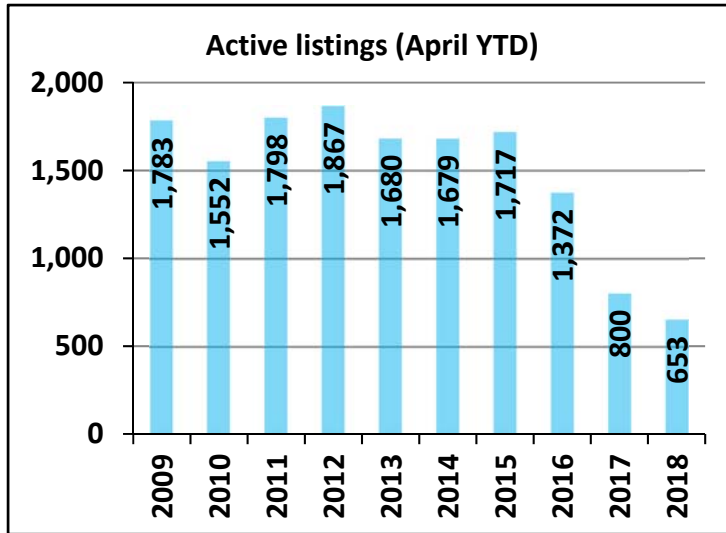
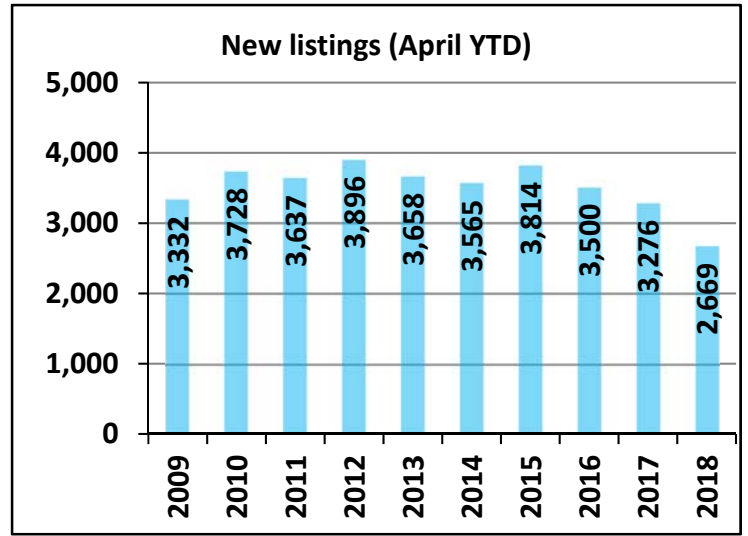
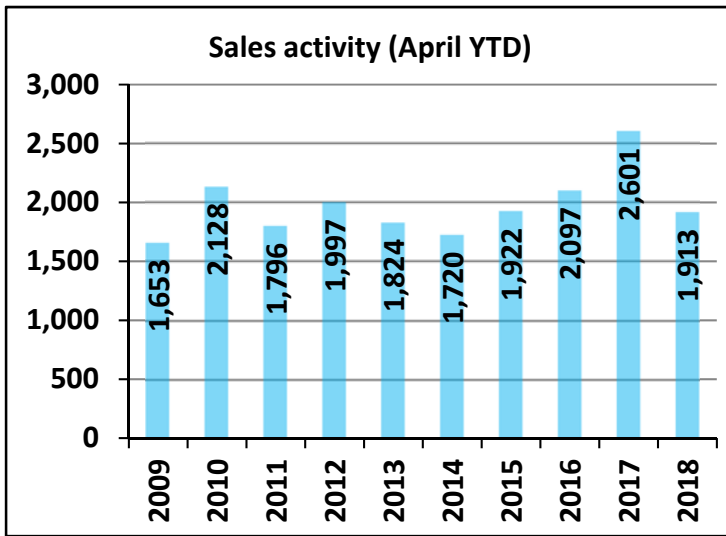
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017	April 2016	April 2015	April 2013	April 2011	April 2008
Sales Activity	672	-20.8	-7.6	0.0	6.0	26.1	12.6
Dollar Volume	\$256,519,897	-16.1	25.1	39.6	60.7	93.5	100.5
New Listings	983	-2.6	-5.1	-18.8	-18.4	-3.0	-18.2
Active Listings	825	0.9	-45.9	-59.2	-58.2	-60.5	-57.6
Sales to New Listings Ratio ¹	68.4	84.0	70.2	55.5	52.6	52.6	49.7
Months of Inventory ²	1.2	1.0	2.1	3.0	3.1	3.9	3.3
Average Price	\$381,726	5.9	35.4	39.6	51.6	53.5	78.1

Year-to-date	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017 YTD	April 2016 YTD	April 2015 YTD	April 2013 YTD	April 2011 YTD	April 2008 YTD
Sales Activity	1,913	-26.5	-8.8	-0.5	4.9	6.5	-3.0
Dollar Volume	\$704,266,364	-19.5	19.8	39.4	56.5	64.9	66.2
New Listings	2,669	-18.5	-23.7	-30.0	-27.0	-26.6	-31.2
Active Listings ³	653	-18.4	-52.4	-62.0	-61.1	-63.7	-61.3
Sales to New Listings Ratio ⁴	71.7	79.4	59.9	50.4	49.9	49.4	50.9
Months of Inventory ⁵	1.4	1.2	2.6	3.6	3.7	4.0	3.4
Average Price	\$368,148	9.4	31.3	40.1	49.2	54.9	71.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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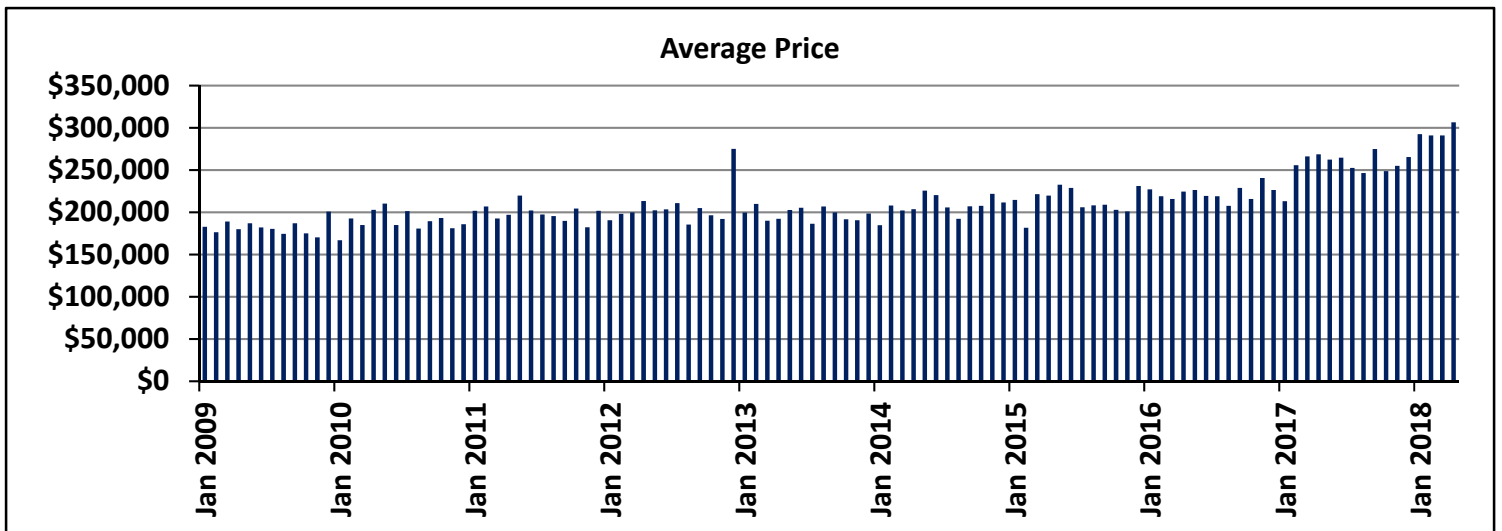
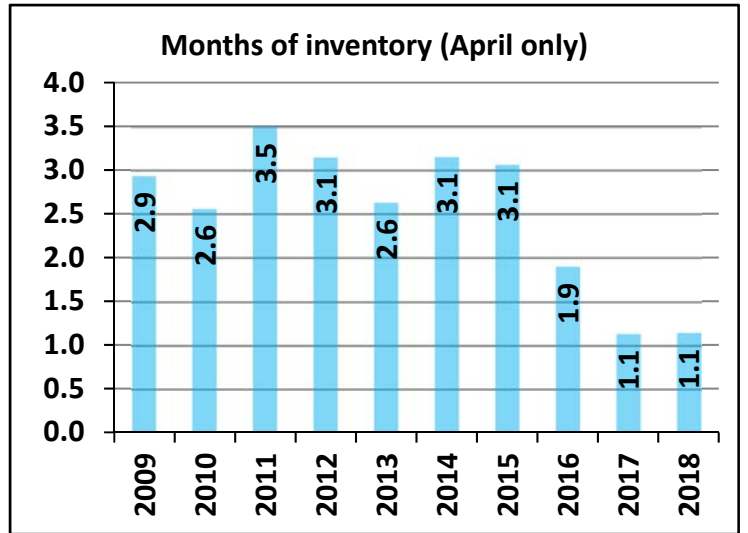
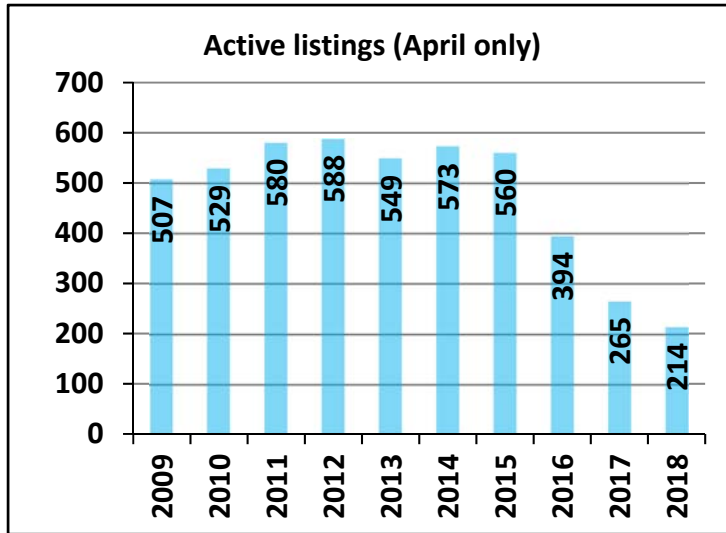
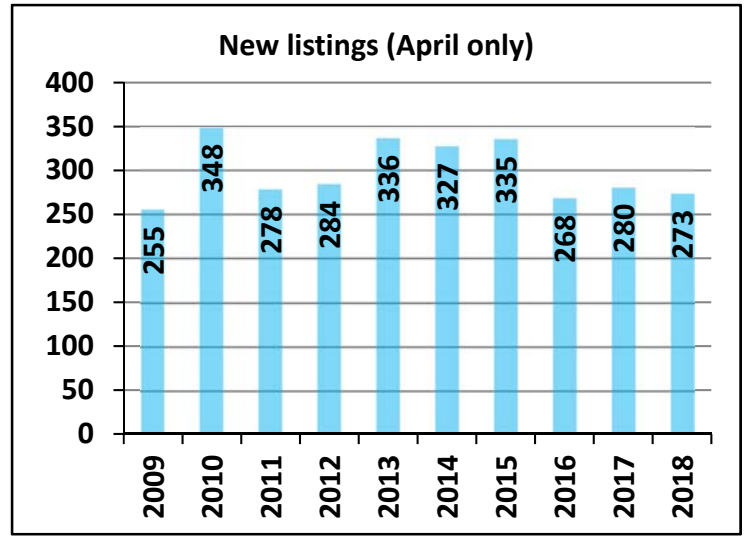
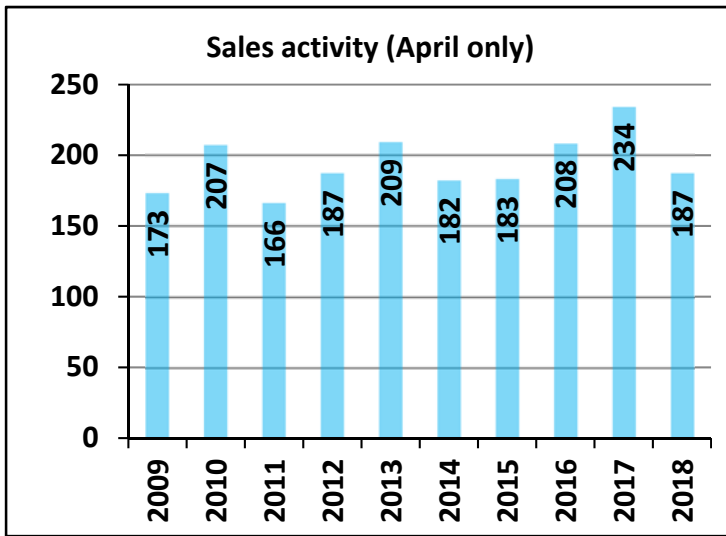
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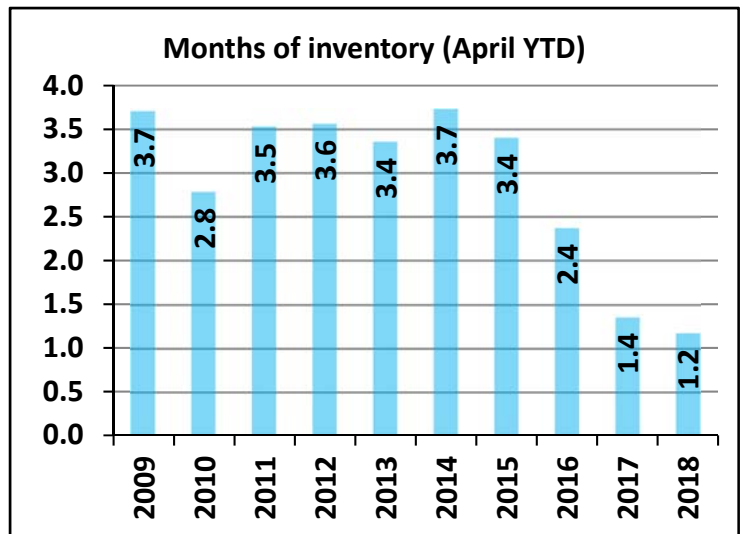
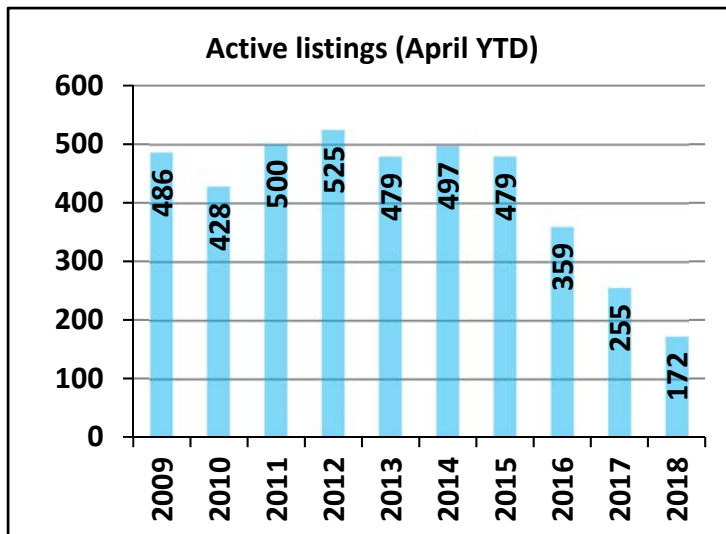
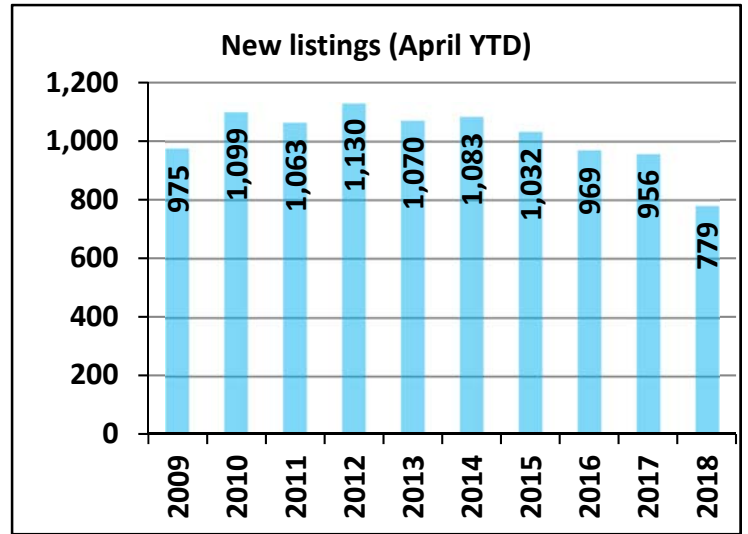
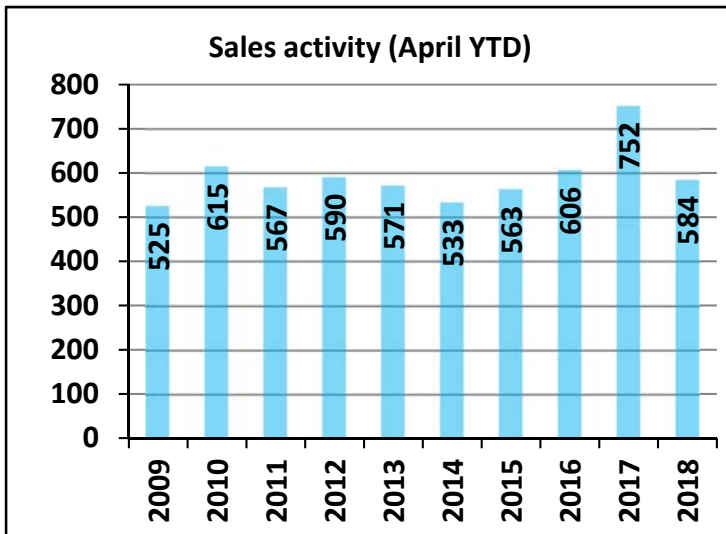
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017	April 2016	April 2015	April 2013	April 2011	April 2008
Sales Activity	187	-20.1	-10.1	2.2	-10.5	12.7	-11.0
Dollar Volume	\$57,309,747	-8.8	22.8	42.5	42.6	75.2	50.4
New Listings	273	-2.5	1.9	-18.5	-18.8	-1.8	-28.2
Active Listings	214	-19.2	-45.7	-61.8	-61.0	-63.1	-62.7
Sales to New Listings Ratio ¹	68.5	83.6	77.6	54.6	62.2	59.7	55.3
Months of Inventory ²	1.1	1.1	1.9	3.1	2.6	3.5	2.7
Average Price	\$306,469	14.1	36.6	39.5	59.4	55.6	68.9

Year-to-date	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017 YTD	April 2016 YTD	April 2015 YTD	April 2013 YTD	April 2011 YTD	April 2008 YTD
Sales Activity	584	-22.3	-3.6	3.7	2.3	3.0	-9.0
Dollar Volume	\$172,964,554	-10.2	29.2	45.1	53.8	53.6	50.5
New Listings	779	-18.5	-19.6	-24.5	-27.2	-26.7	-34.4
Active Listings ³	172	-32.5	-52.1	-64.1	-64.1	-65.6	-65.7
Sales to New Listings Ratio ⁴	75.0	78.7	62.5	54.6	53.4	53.3	54.1
Months of Inventory ⁵	1.2	1.4	2.4	3.4	3.4	3.5	3.1
Average Price	\$296,172	15.6	34.1	39.9	50.4	49.1	65.4

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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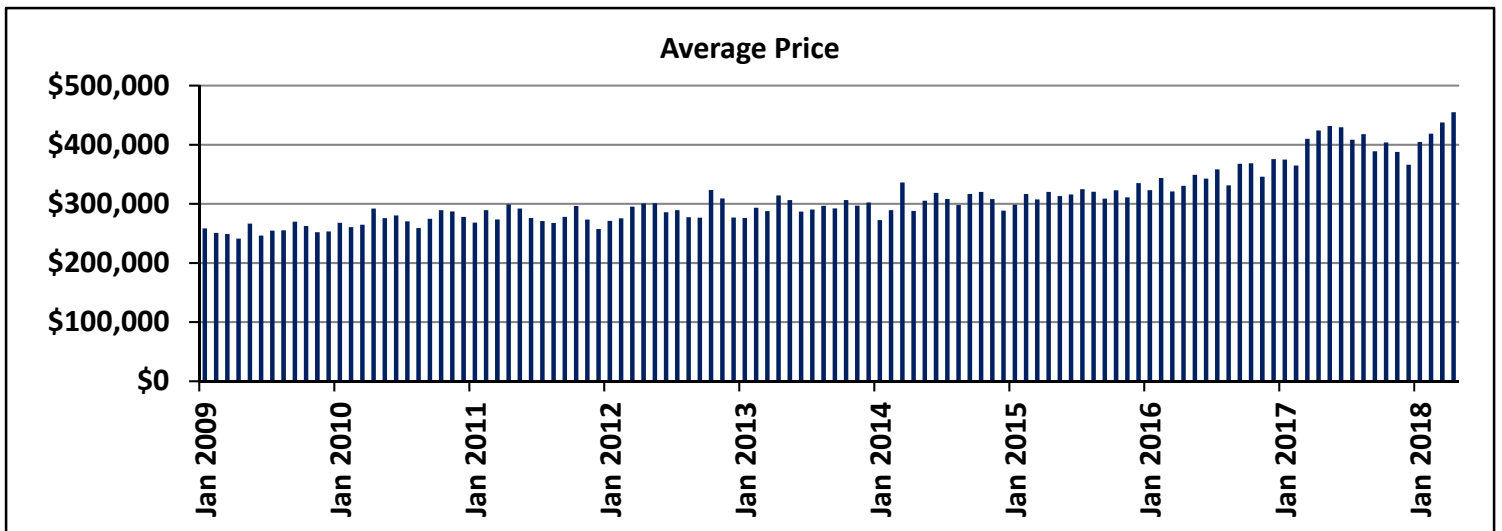
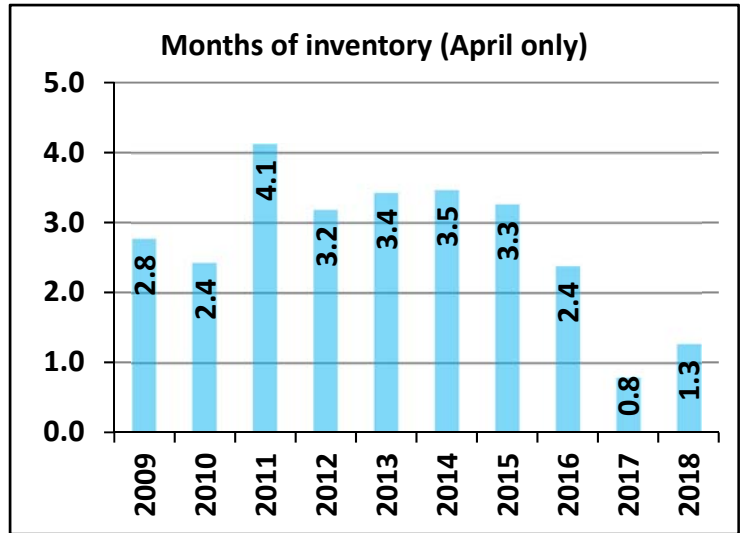
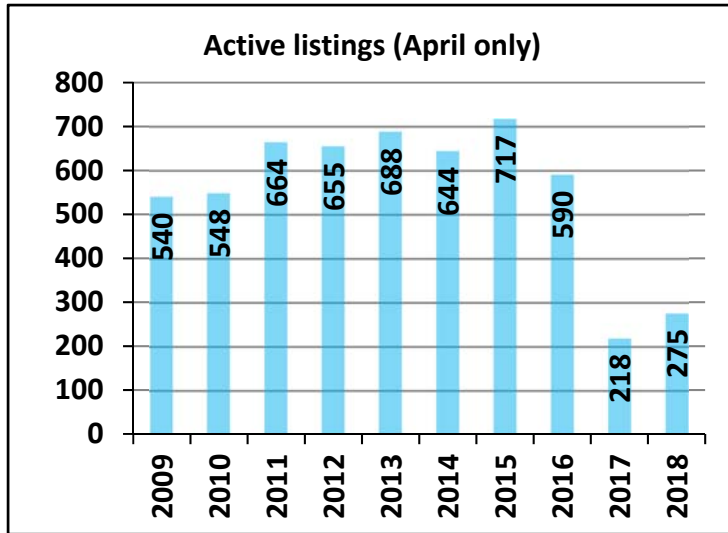
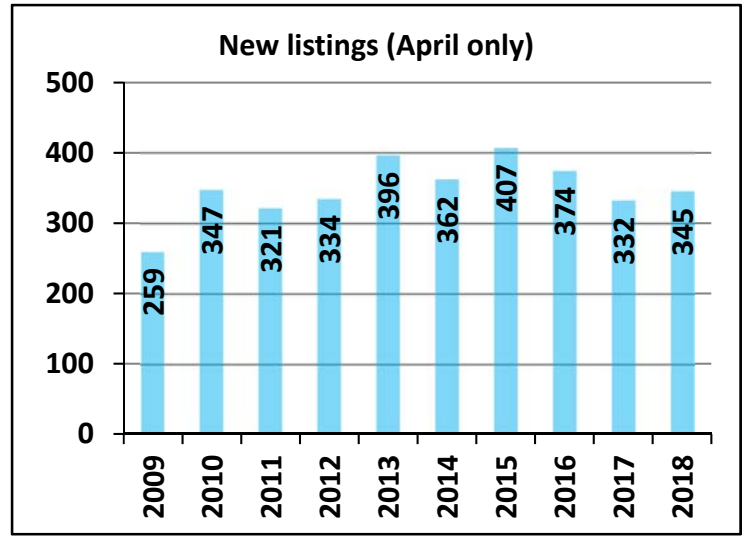
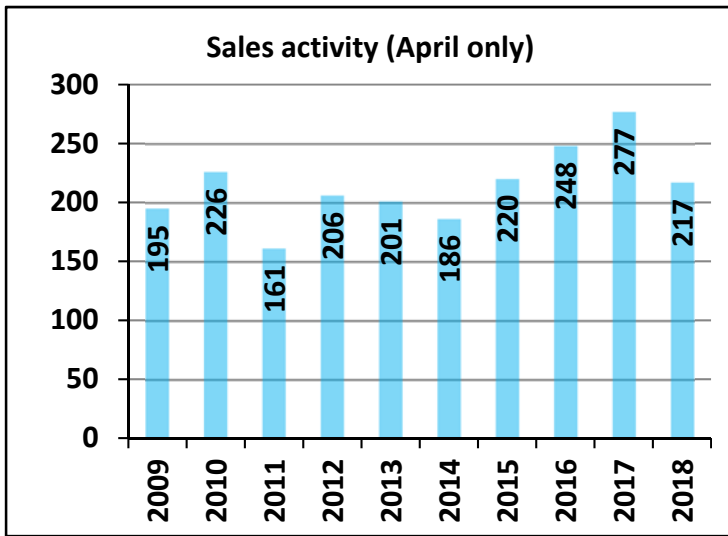
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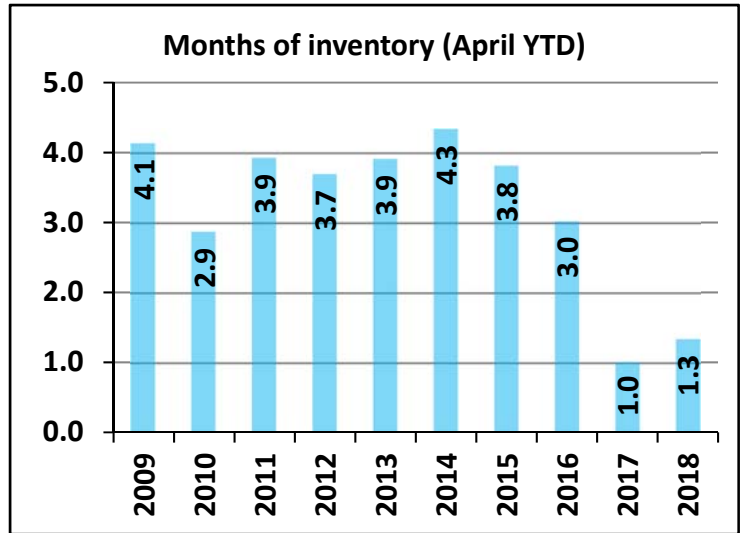
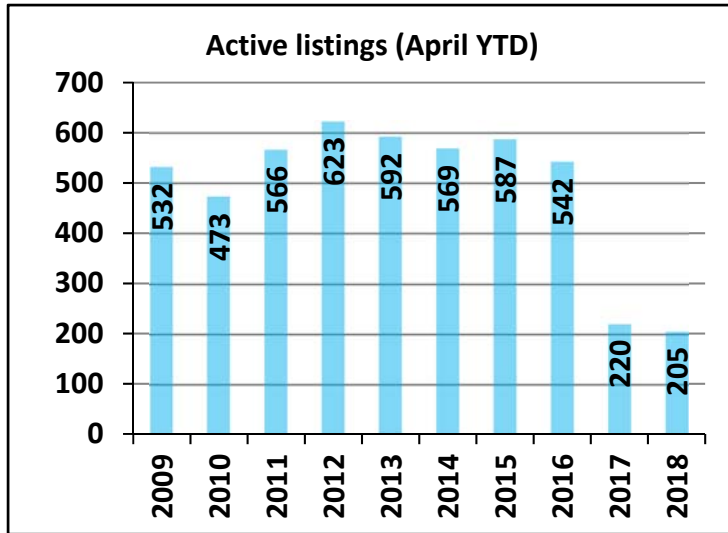
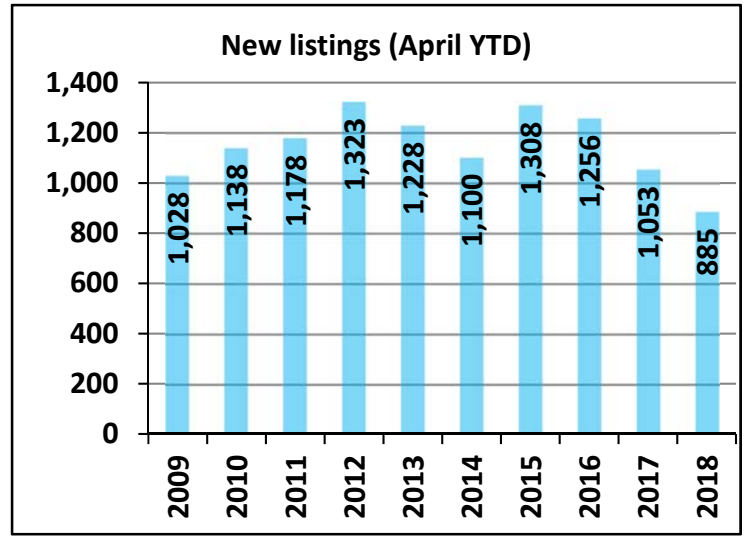
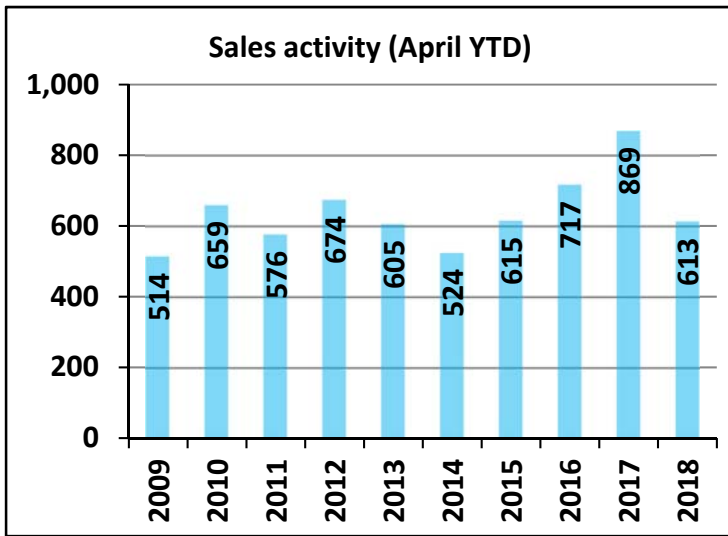
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017	April 2016	April 2015	April 2013	April 2011	April 2008
Sales Activity	217	-21.7	-12.5	-1.4	8.0	34.8	34.8
Dollar Volume	\$98,701,888	-16.0	20.5	40.1	56.3	105.0	134.9
New Listings	345	3.9	-7.8	-15.2	-12.9	7.5	-5.2
Active Listings	275	26.1	-53.4	-61.6	-60.0	-58.6	-53.2
Sales to New Listings Ratio ¹	62.9	83.4	66.3	54.1	50.8	50.2	44.2
Months of Inventory ²	1.3	0.8	2.4	3.3	3.4	4.1	3.7
Average Price	\$454,847	7.3	37.7	42.1	44.8	52.1	74.3

Year-to-date	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017 YTD	April 2016 YTD	April 2015 YTD	April 2013 YTD	April 2011 YTD	April 2008 YTD
Sales Activity	613	-29.5	-14.5	-0.3	1.3	6.4	5.1
Dollar Volume	\$267,029,844	-23.3	13.0	39.0	49.1	63.8	82.8
New Listings	885	-16.0	-29.5	-32.3	-27.9	-24.9	-26.4
Active Listings ³	205	-6.8	-62.2	-65.1	-65.4	-63.8	-60.3
Sales to New Listings Ratio ⁴	69.3	82.5	57.1	47.0	49.3	48.9	48.5
Months of Inventory ⁵	1.3	1.0	3.0	3.8	3.9	3.9	3.5
Average Price	\$435,611	8.7	32.2	39.5	47.2	53.9	73.9

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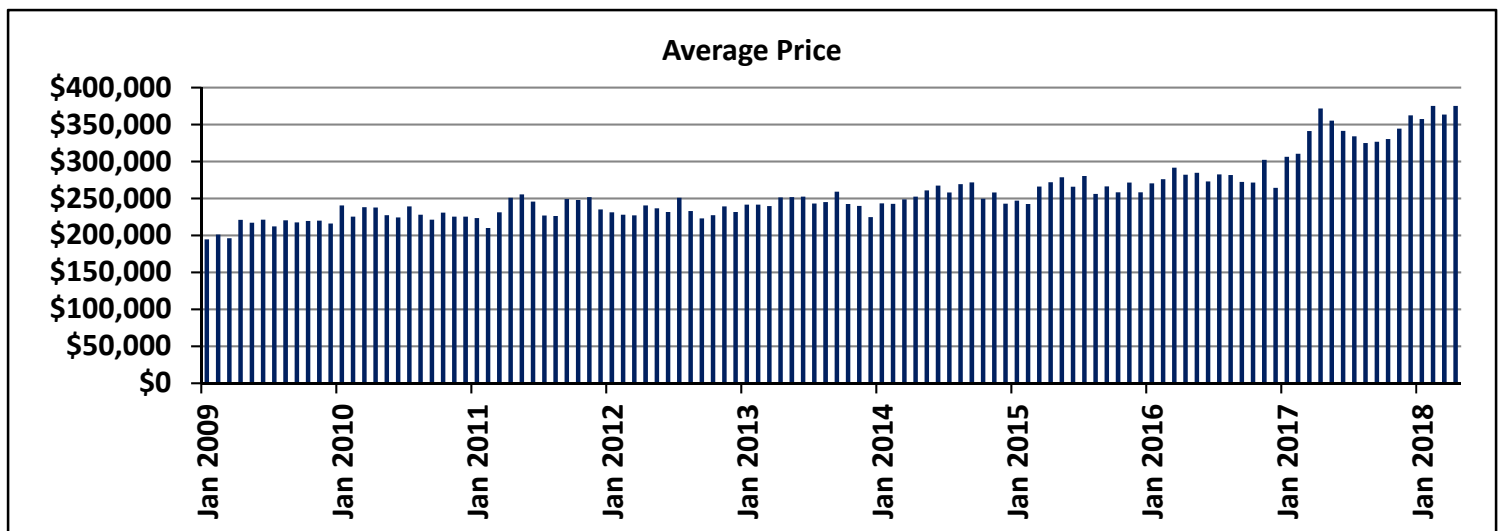
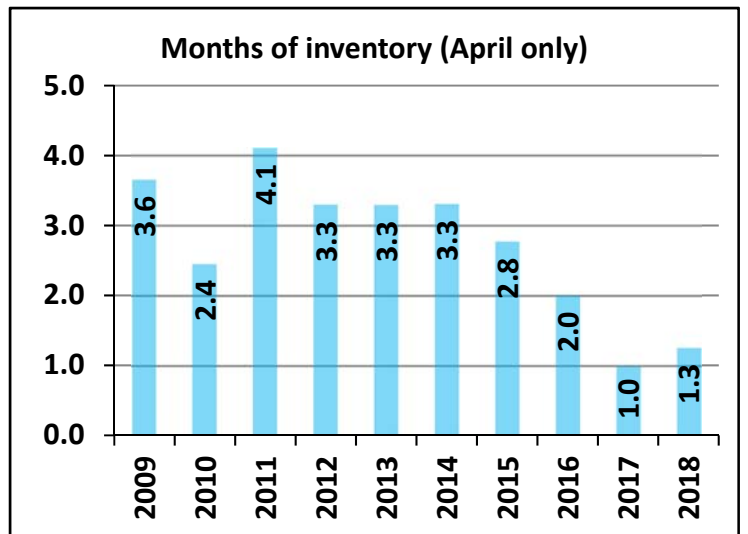
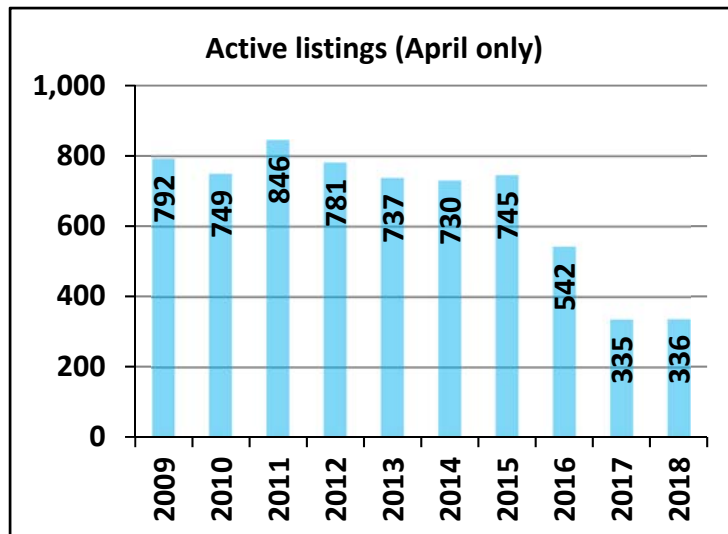
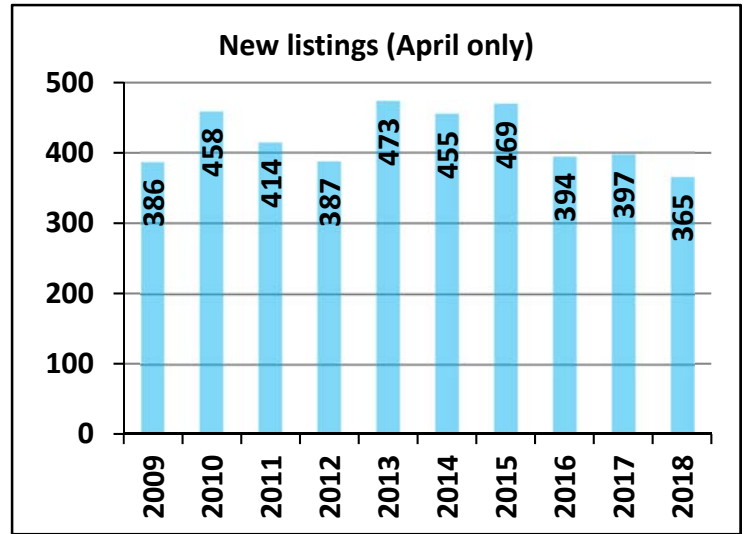
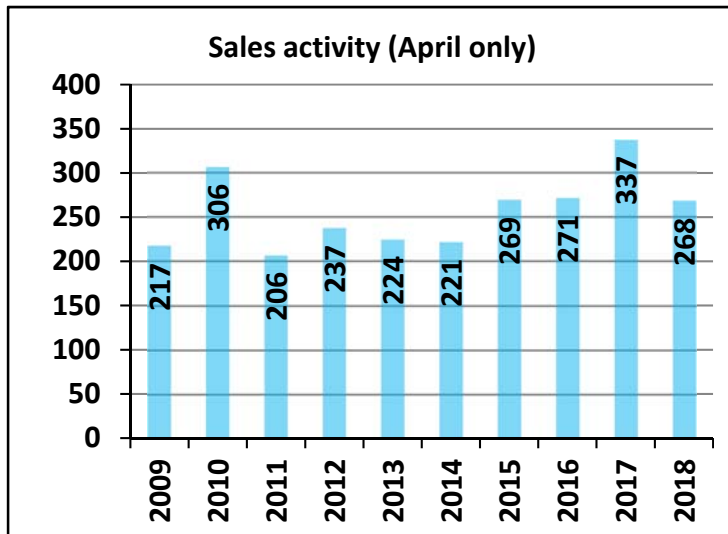
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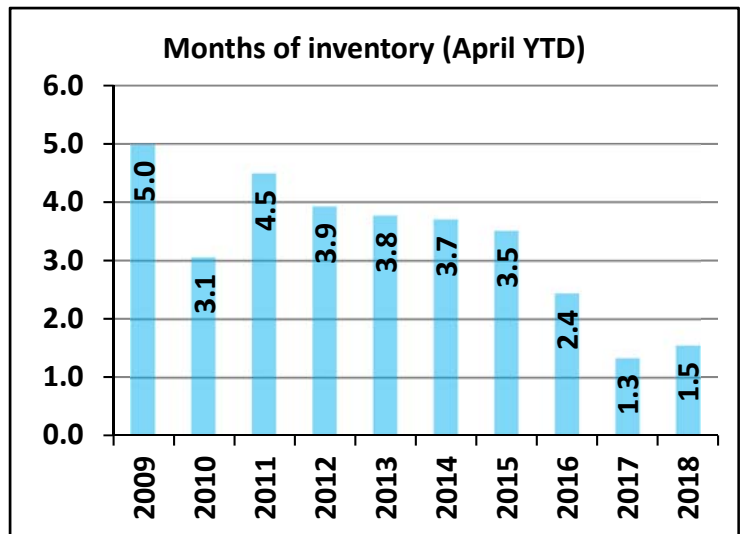
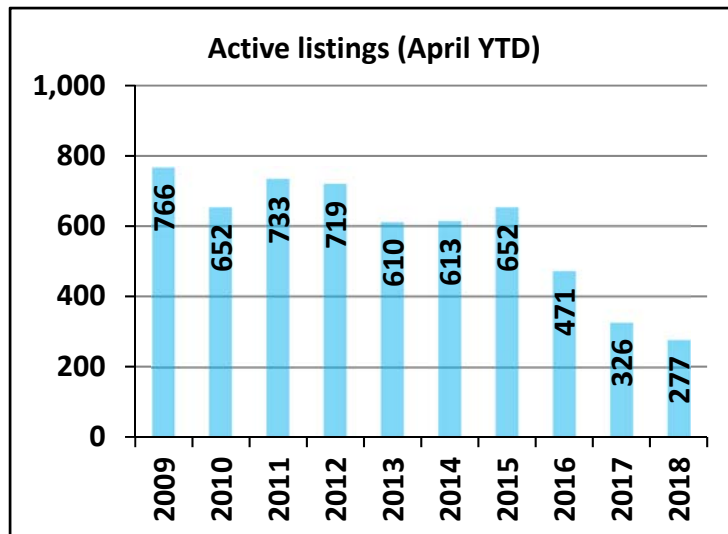
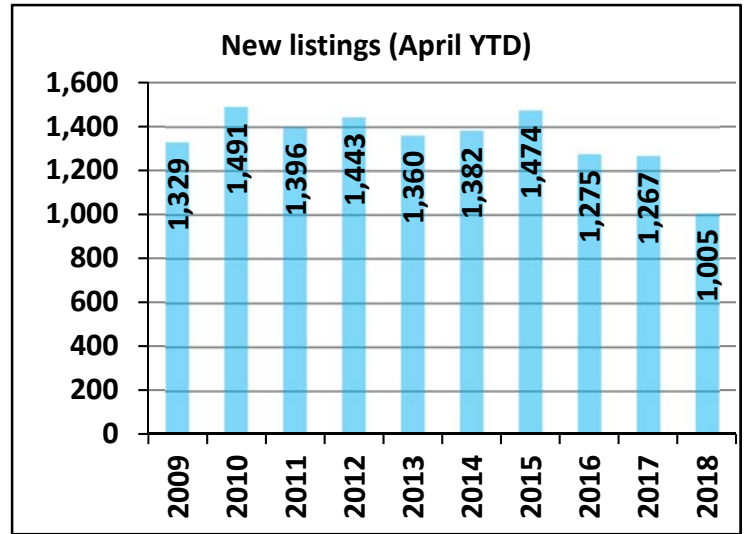
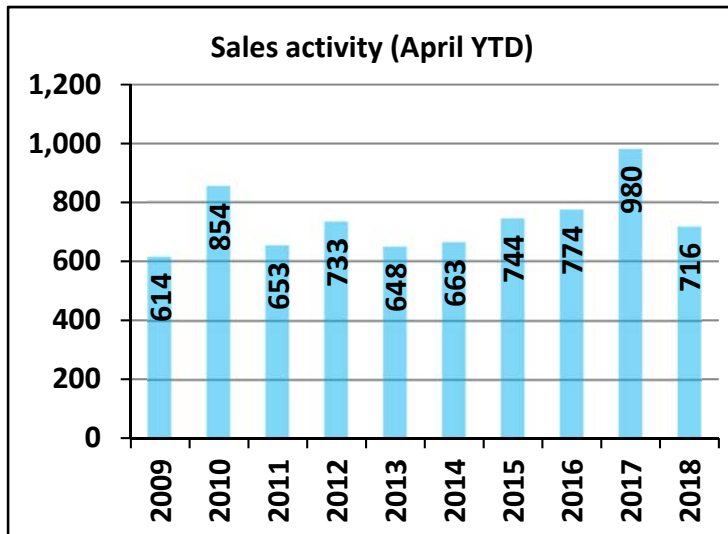
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017	April 2016	April 2015	April 2013	April 2011	April 2008
Sales Activity	268	-20.5	-1.1	-0.4	19.6	30.1	18.6
Dollar Volume	\$100,508,262	-19.8	31.5	37.4	78.5	94.4	110.2
New Listings	365	-8.1	-7.4	-22.2	-22.8	-11.8	-20.1
Active Listings	336	0.3	-38.0	-54.9	-54.4	-60.3	-57.1
Sales to New Listings Ratio ¹	73.4	84.9	68.8	57.4	47.4	49.8	49.5
Months of Inventory ²	1.3	1.0	2.0	2.8	3.3	4.1	3.5
Average Price	\$375,031	0.9	33.0	38.0	49.2	49.4	77.2

Year-to-date	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017 YTD	April 2016 YTD	April 2015 YTD	April 2013 YTD	April 2011 YTD	April 2008 YTD
Sales Activity	716	-26.9	-7.5	-3.8	10.5	9.6	-4.3
Dollar Volume	\$264,271,966	-21.0	21.3	36.3	66.8	74.7	62.5
New Listings	1,005	-20.7	-21.2	-31.8	-26.1	-28.0	-32.5
Active Listings ³	277	-15.0	-41.2	-57.5	-54.6	-62.2	-58.7
Sales to New Listings Ratio ⁴	71.2	77.3	60.7	50.5	47.6	46.8	50.3
Months of Inventory ⁵	1.5	1.3	2.4	3.5	3.8	4.5	3.6
Average Price	\$369,095	8.2	31.1	41.6	51.0	59.3	69.7

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

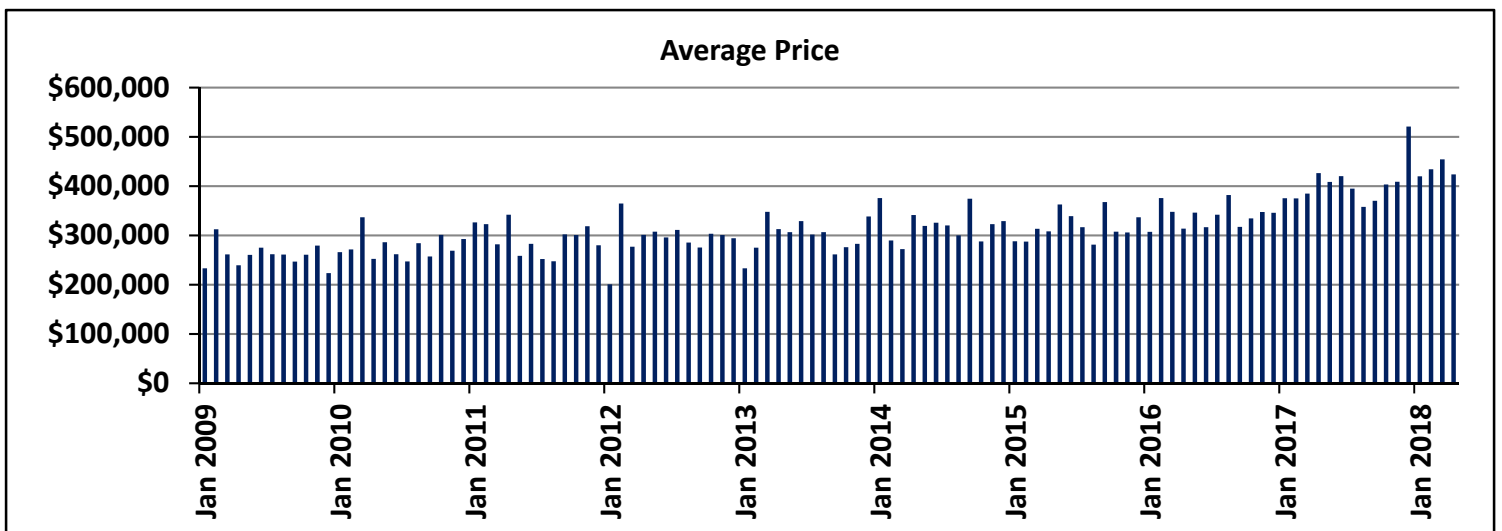
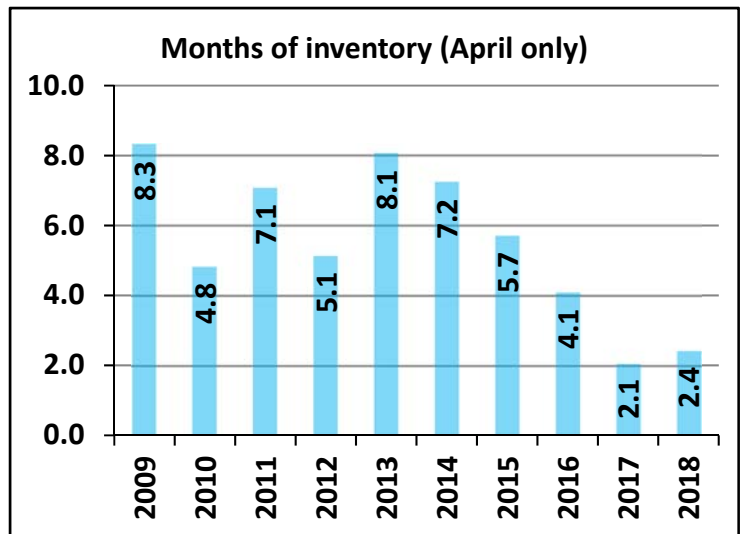
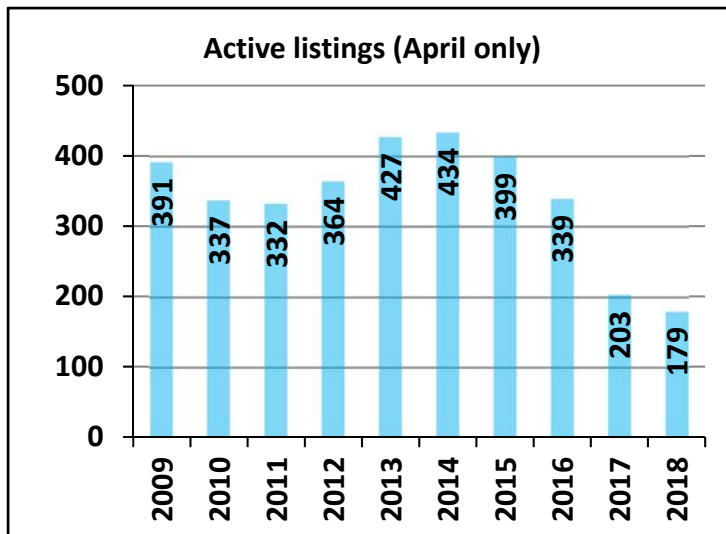
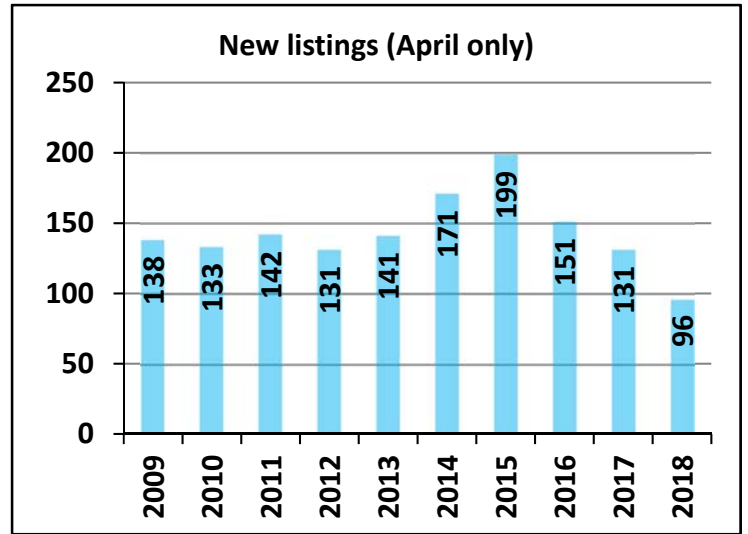
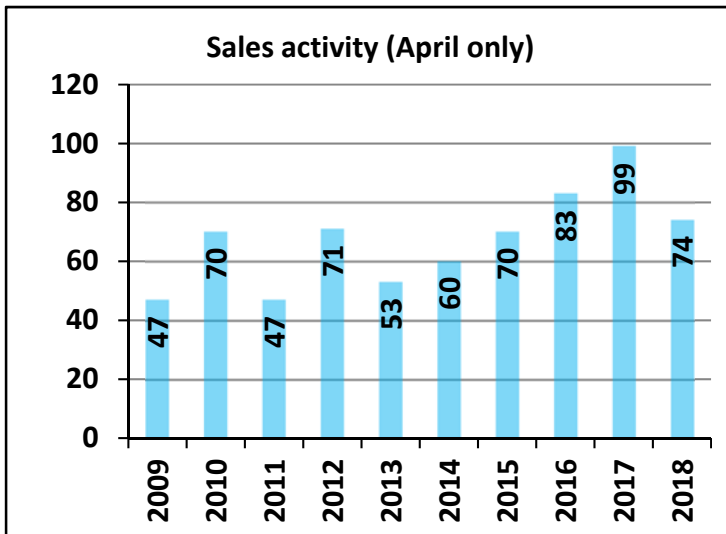
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

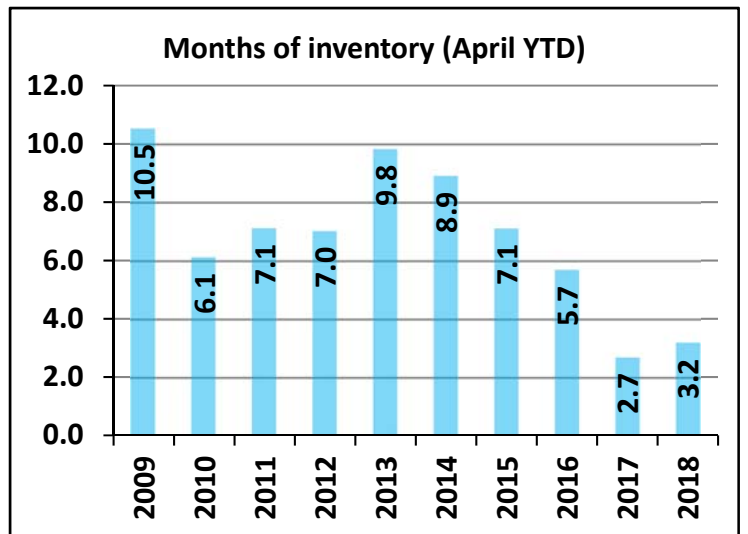
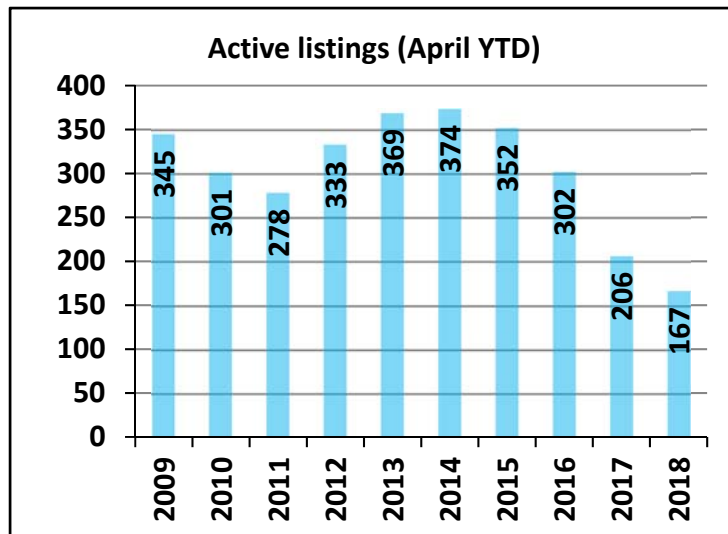
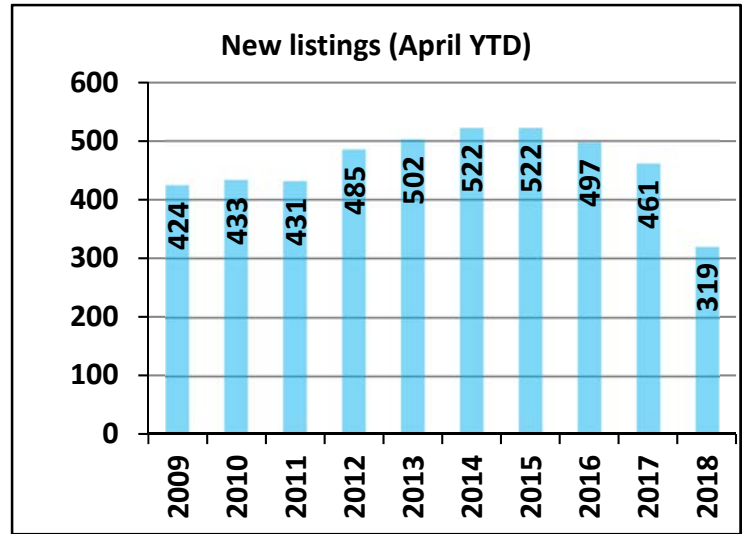
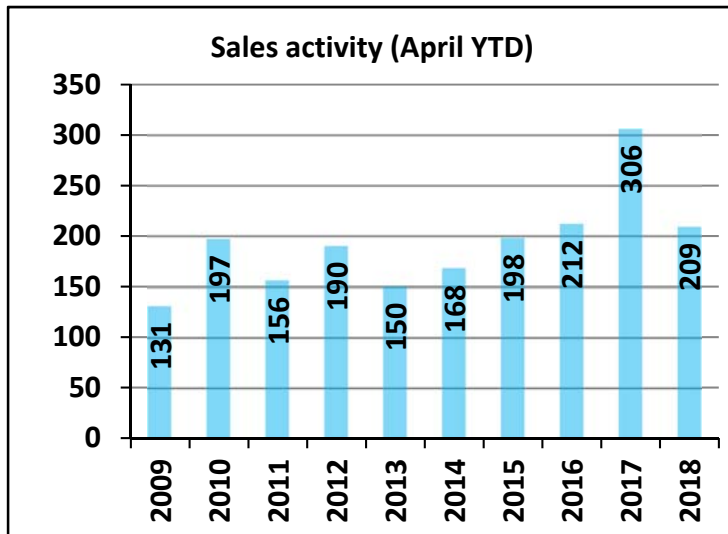
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017	April 2016	April 2015	April 2013	April 2011	April 2008
Sales Activity	74	-25.3	-10.8	5.7	39.6	57.4	42.3
Dollar Volume	\$31,348,586	-25.7	20.5	45.4	89.2	95.0	126.1
New Listings	96	-26.7	-36.4	-51.8	-31.9	-32.4	-33.3
Active Listings	179	-11.8	-47.2	-55.1	-58.1	-46.1	-44.4
Sales to New Listings Ratio ¹	77.1	75.6	55.0	35.2	37.6	33.1	36.1
Months of Inventory ²	2.4	2.1	4.1	5.7	8.1	7.1	6.2
Average Price	\$423,630	-0.6	35.1	37.5	35.5	23.9	58.8

Year-to-date	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017 YTD	April 2016 YTD	April 2015 YTD	April 2013 YTD	April 2011 YTD	April 2008 YTD
Sales Activity	209	-31.7	-1.4	5.6	39.3	34.0	17.4
Dollar Volume	\$90,543,900	-25.1	28.2	50.8	102.6	84.1	92.2
New Listings	319	-30.8	-35.8	-38.9	-36.5	-26.0	-27.3
Active Listings ³	167	-18.9	-44.7	-52.6	-54.7	-39.9	-39.1
Sales to New Listings Ratio ⁴	65.5	66.4	42.7	37.9	29.9	36.2	40.5
Months of Inventory ⁵	3.2	2.7	5.7	7.1	9.8	7.1	6.2
Average Price	\$433,224	9.7	30.0	42.9	45.4	37.4	63.7

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

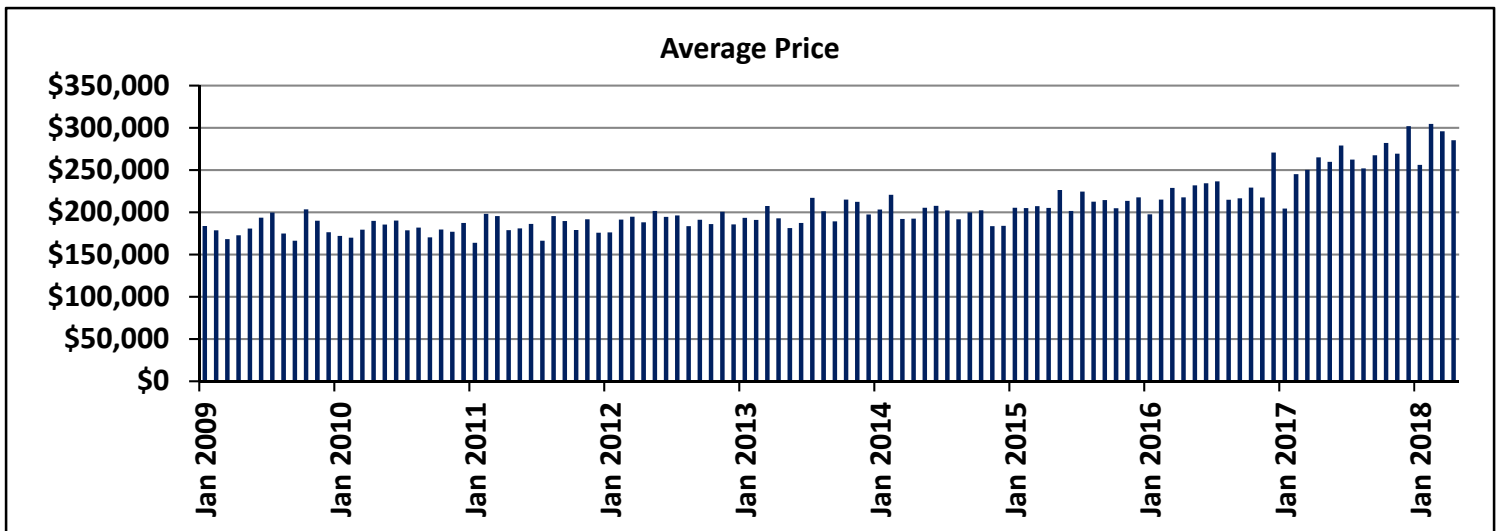
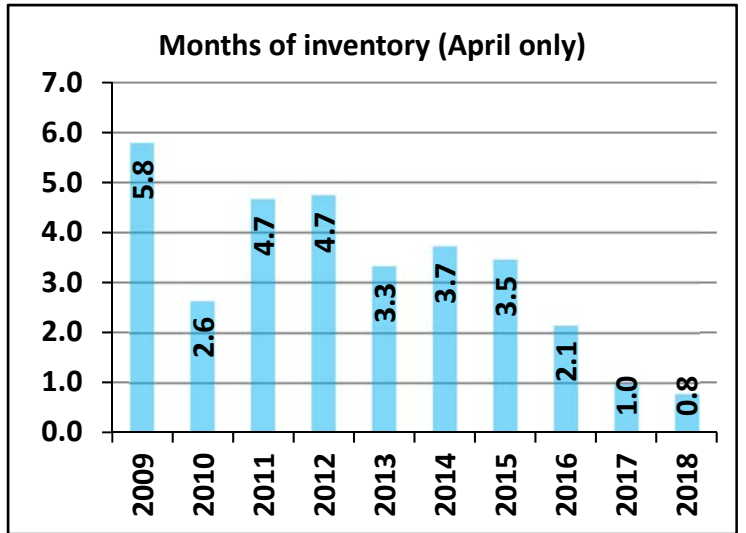
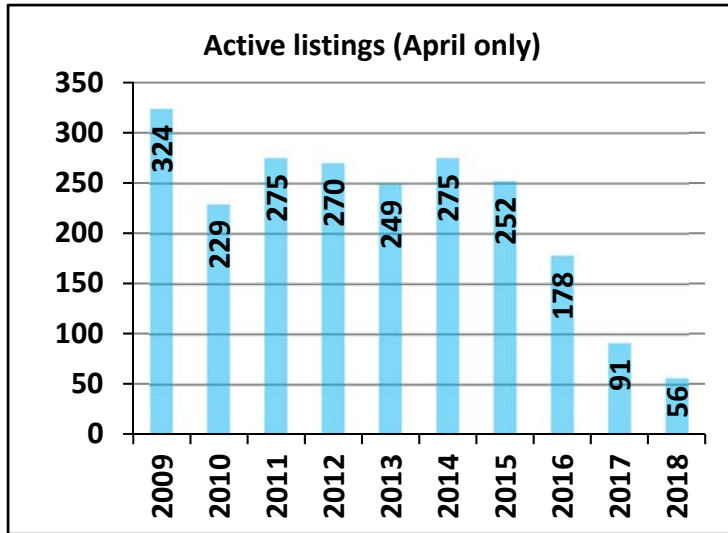
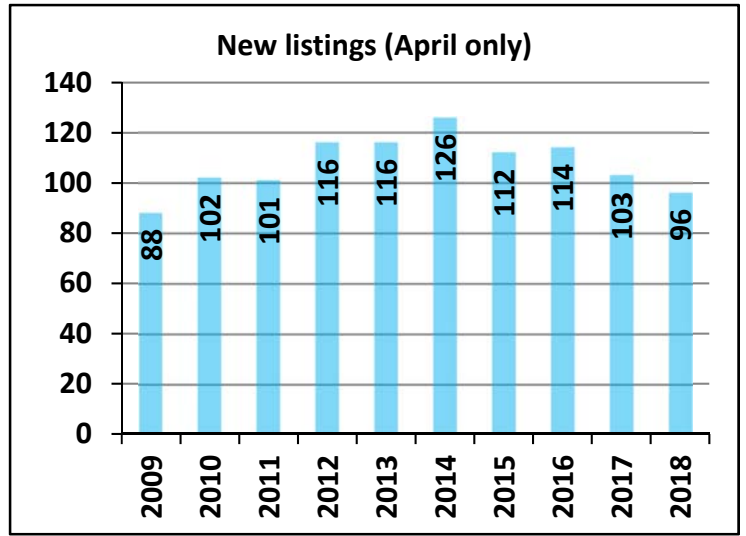
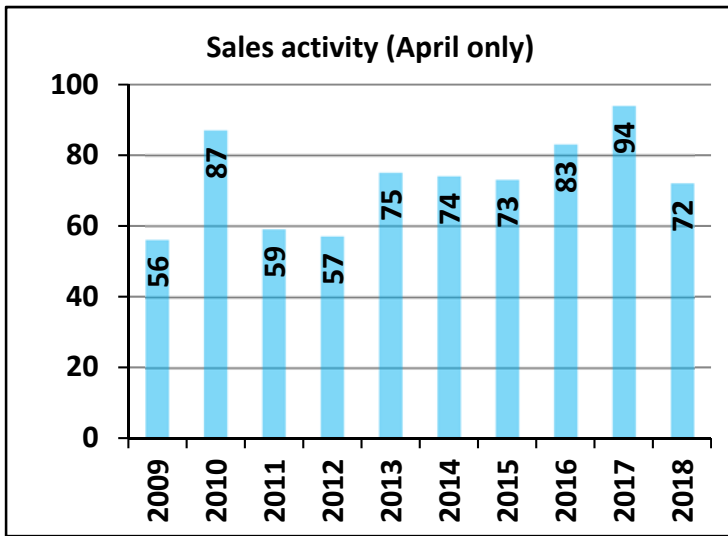
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

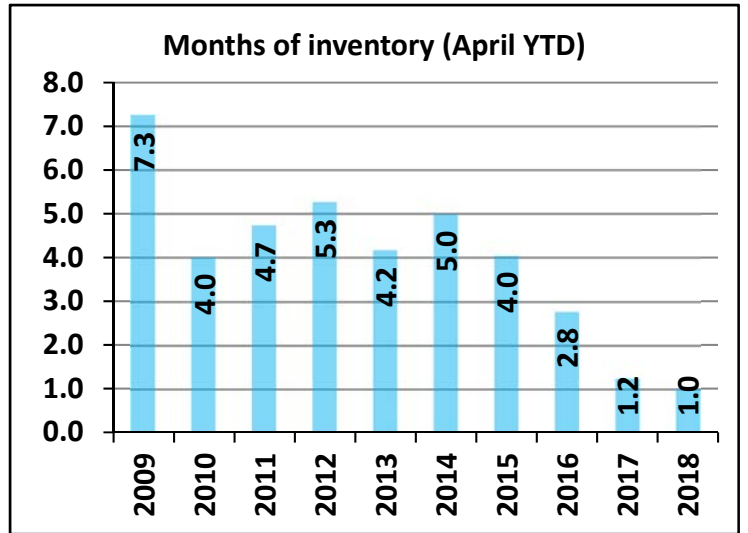
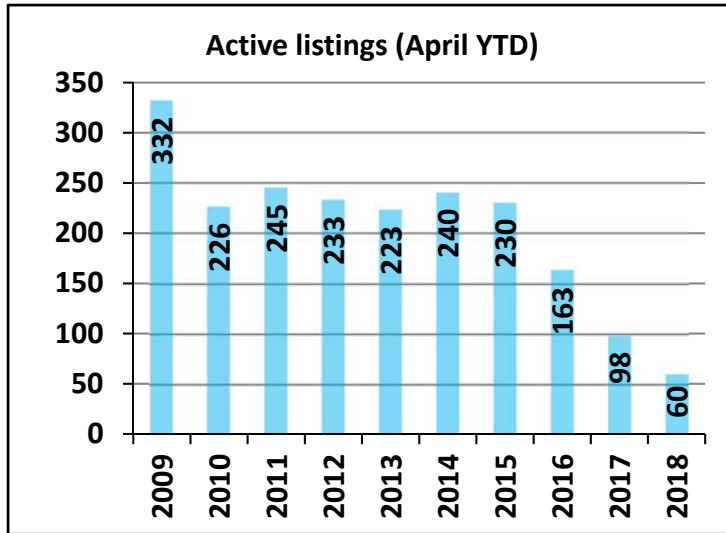
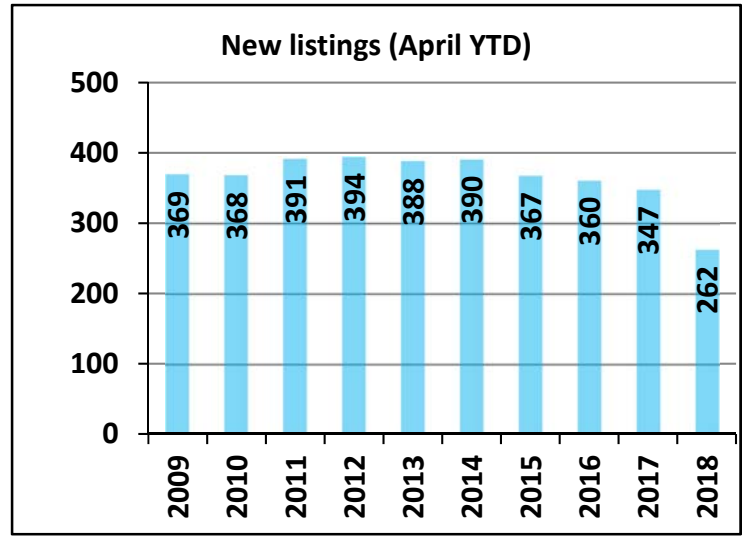
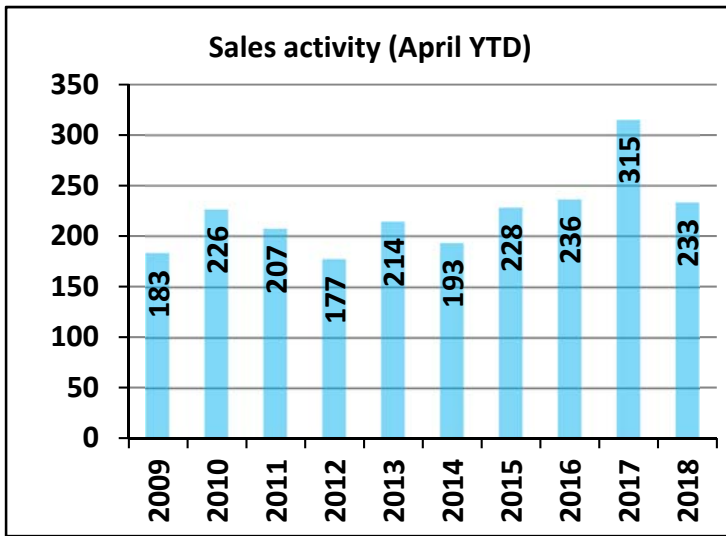
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017	April 2016	April 2015	April 2013	April 2011	April 2008
Sales Activity	72	-23.4	-13.3	-1.4	-4.0	22.0	0.0
Dollar Volume	\$20,542,785	-17.5	13.7	37.2	42.1	94.7	65.1
New Listings	96	-6.8	-15.8	-14.3	-17.2	-5.0	-26.7
Active Listings	56	-38.5	-68.5	-77.8	-77.5	-79.6	-78.3
Sales to New Listings Ratio ¹	75.0	91.3	72.8	65.2	64.7	58.4	55.0
Months of Inventory ²	0.8	1.0	2.1	3.5	3.3	4.7	3.6
Average Price	\$285,316	7.7	31.1	39.1	48.0	59.5	65.1

Year-to-date	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017 YTD	April 2016 YTD	April 2015 YTD	April 2013 YTD	April 2011 YTD	April 2008 YTD
Sales Activity	233	-26.0	-1.3	2.2	8.9	12.6	12.6
Dollar Volume	\$67,268,105	-13.2	30.5	43.5	60.4	76.1	81.2
New Listings	262	-24.5	-27.2	-28.6	-32.5	-33.0	-30.9
Active Listings ³	60	-38.8	-63.2	-73.9	-73.1	-75.5	-73.3
Sales to New Listings Ratio ⁴	88.9	90.8	65.6	62.1	55.2	52.9	54.6
Months of Inventory ⁵	1.0	1.2	2.8	4.0	4.2	4.7	4.3
Average Price	\$288,704	17.3	32.2	40.4	47.3	56.5	60.9

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

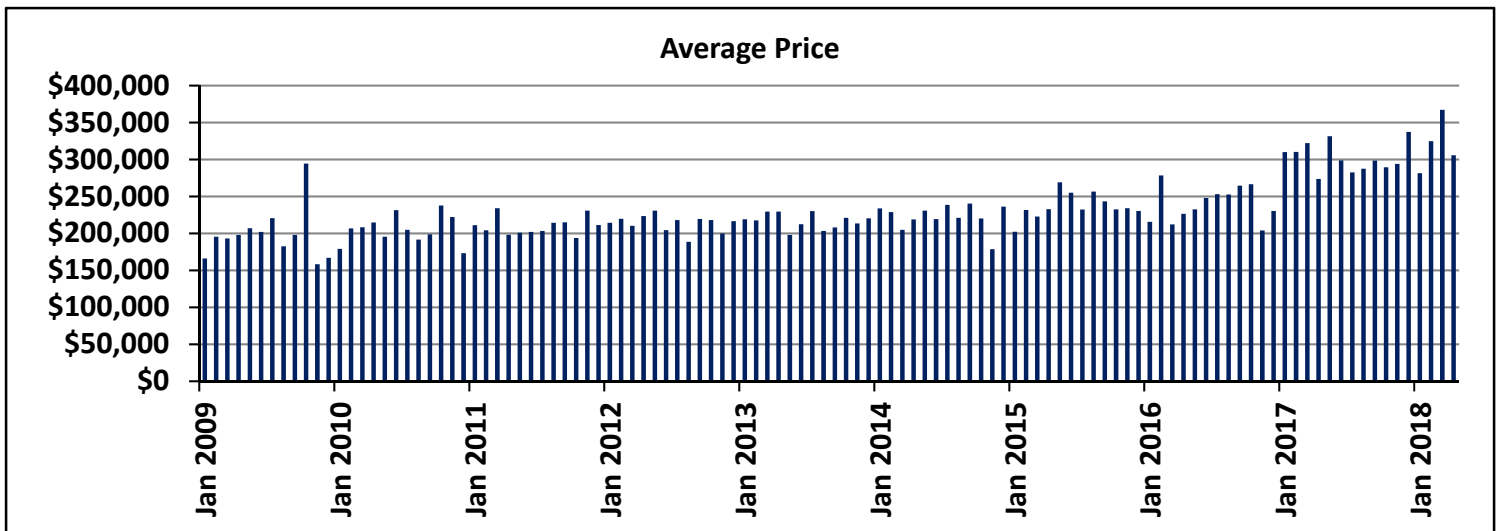
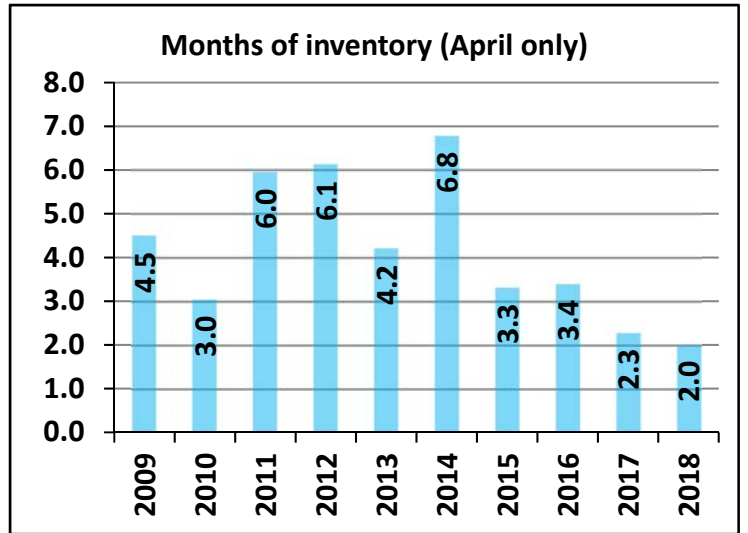
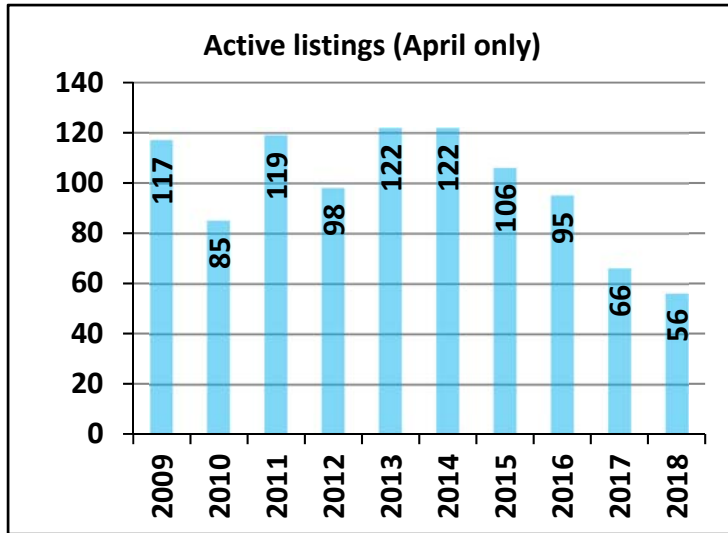
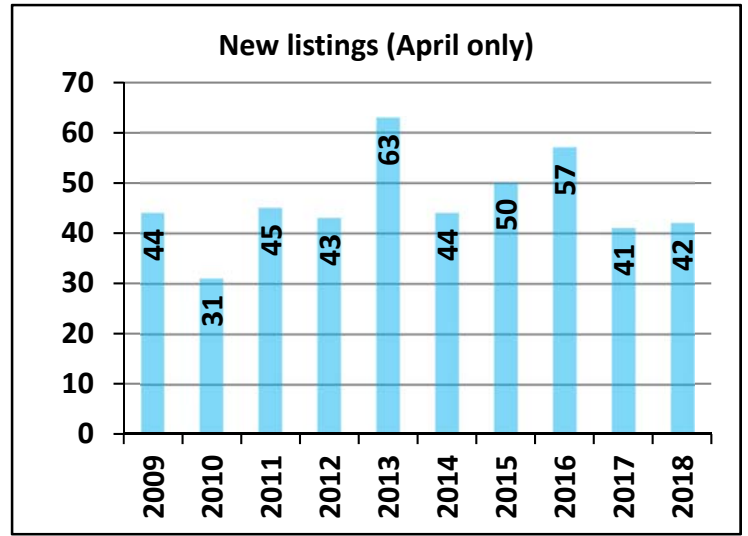
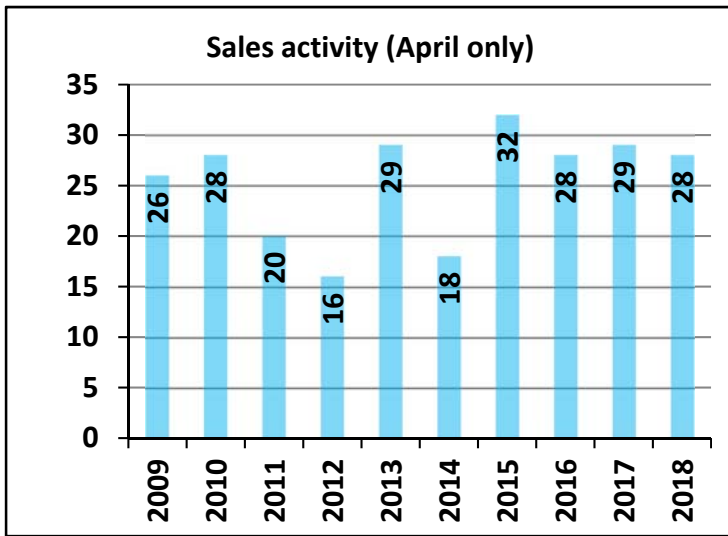
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

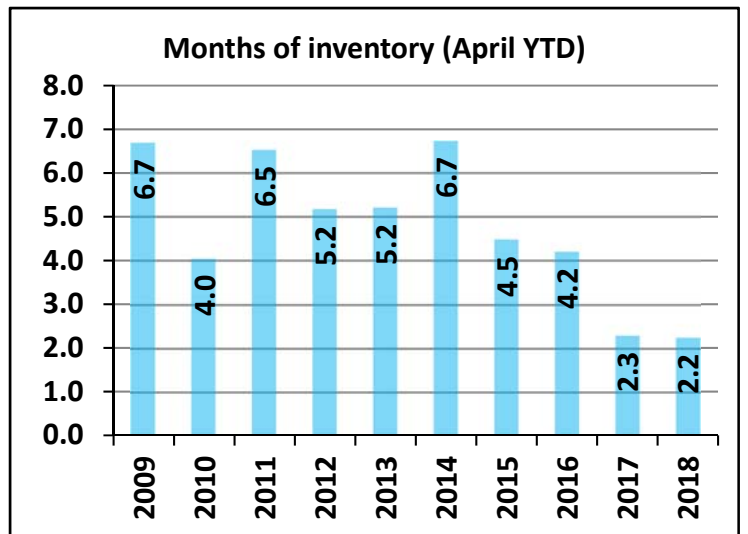
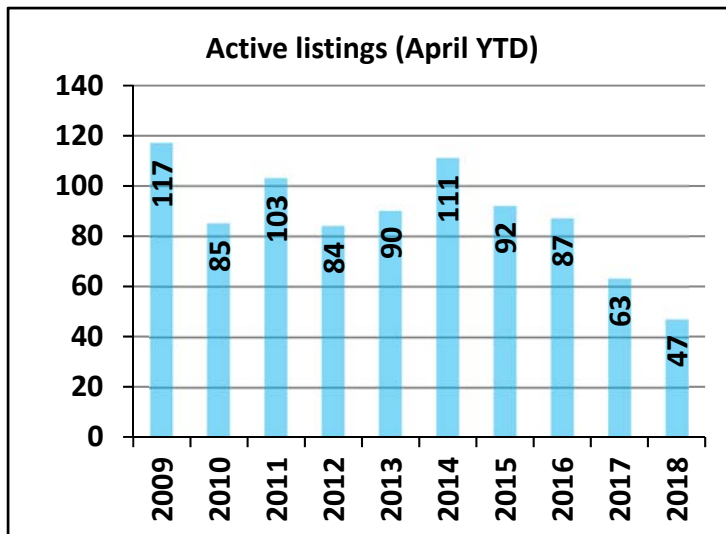
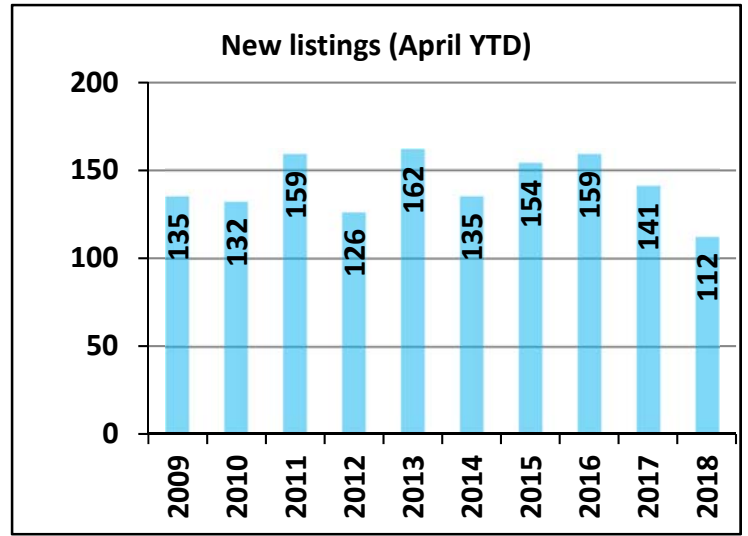
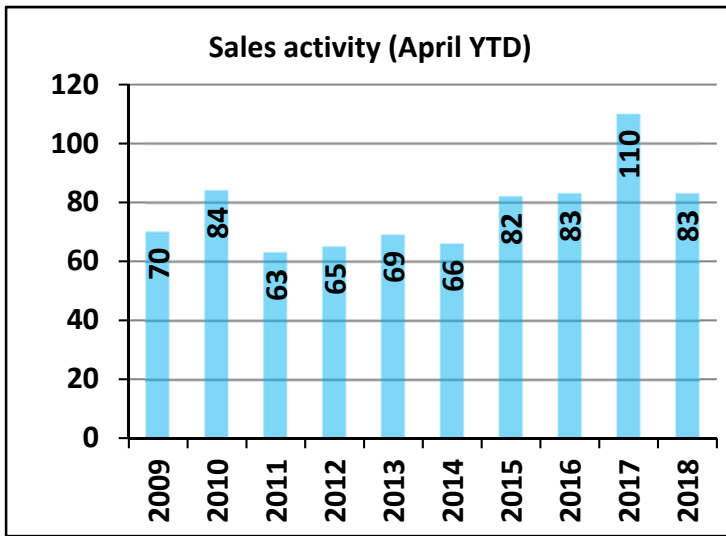
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017	April 2016	April 2015	April 2013	April 2011	April 2008
Sales Activity	28	-3.4	0.0	-12.5	-3.4	40.0	27.3
Dollar Volume	\$8,555,259	7.8	35.0	14.9	28.5	116.0	107.3
New Listings	42	2.4	-26.3	-16.0	-33.3	-6.7	-23.6
Active Listings	56	-15.2	-41.1	-47.2	-54.1	-52.9	-51.3
Sales to New Listings Ratio ¹	66.7	70.7	49.1	64.0	46.0	44.4	40.0
Months of Inventory ²	2.0	2.3	3.4	3.3	4.2	6.0	5.2
Average Price	\$305,545	11.7	35.0	31.3	33.1	54.3	62.9

Year-to-date	April 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2017 YTD	April 2016 YTD	April 2015 YTD	April 2013 YTD	April 2011 YTD	April 2008 YTD
Sales Activity	83	-24.5	0.0	1.2	20.3	31.7	6.4
Dollar Volume	\$26,480,422	-20.9	38.6	42.1	69.8	98.3	81.7
New Listings	112	-20.6	-29.6	-27.3	-30.9	-29.6	-28.2
Active Listings ³	47	-25.4	-46.0	-48.9	-47.8	-54.4	-51.0
Sales to New Listings Ratio ⁴	74.1	78.0	52.2	53.2	42.6	39.6	50.0
Months of Inventory ⁵	2.2	2.3	4.2	4.5	5.2	6.5	4.9
Average Price	\$319,041	4.8	38.6	40.3	41.2	50.5	70.8

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

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