



Residential Market Activity

October 2017

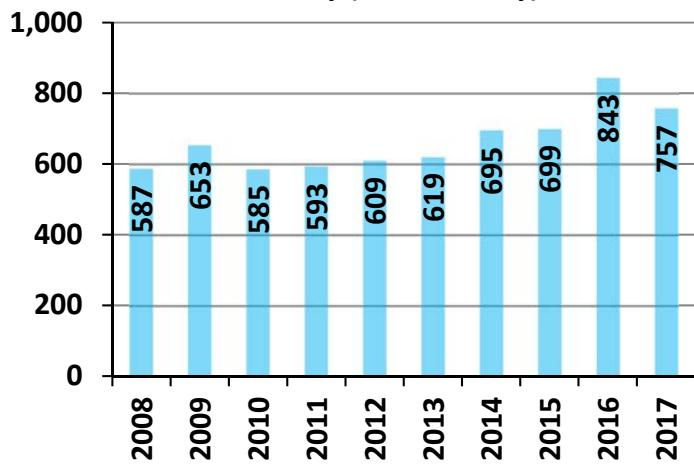


Prepared for the London & St. Thomas Association of REALTORS®
by the Canadian Real Estate Association

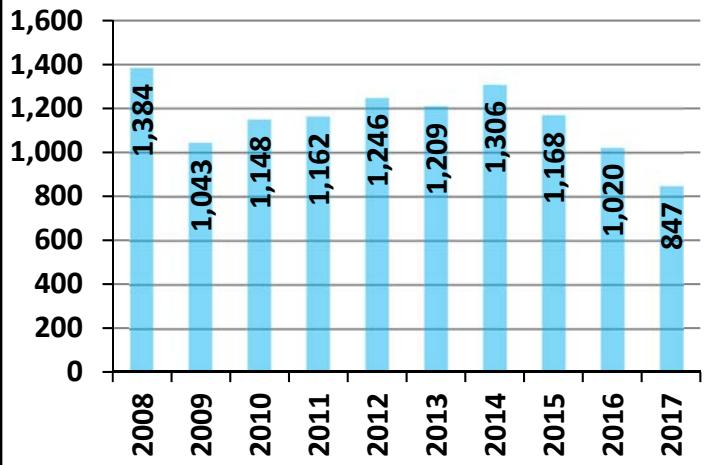
London and St. Thomas

Residential Market Activity

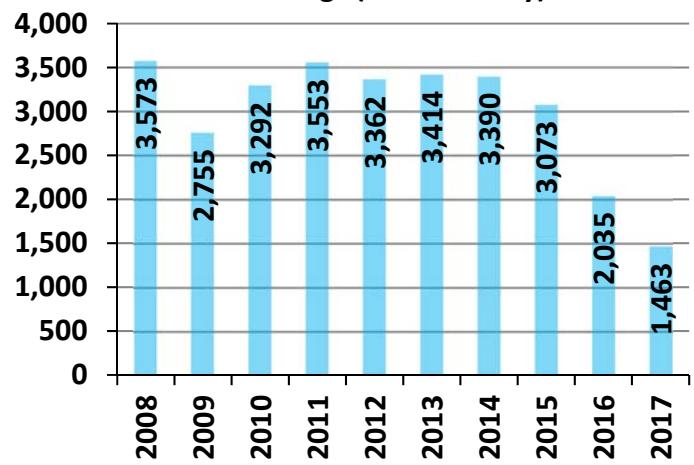
Sales activity (October only)



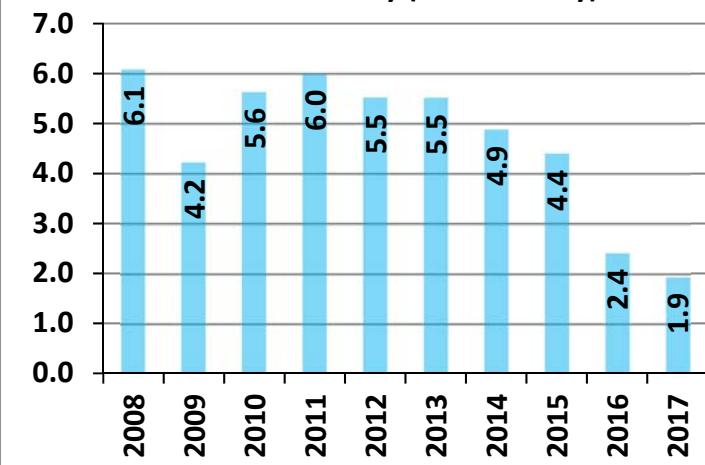
New listings (October only)



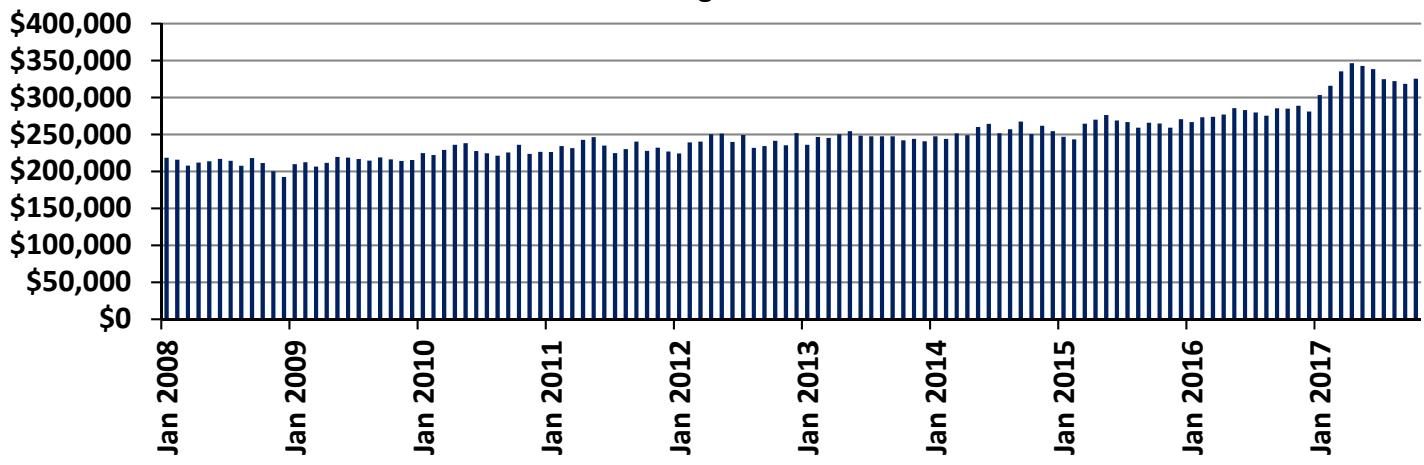
Active listings (October only)



Months of inventory (October only)



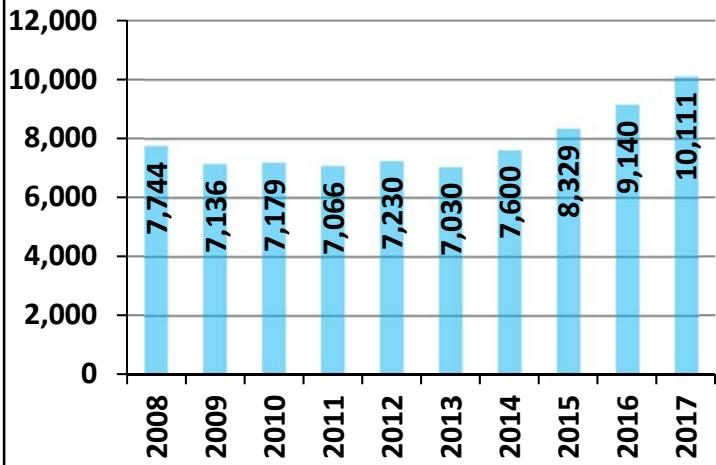
Average Price



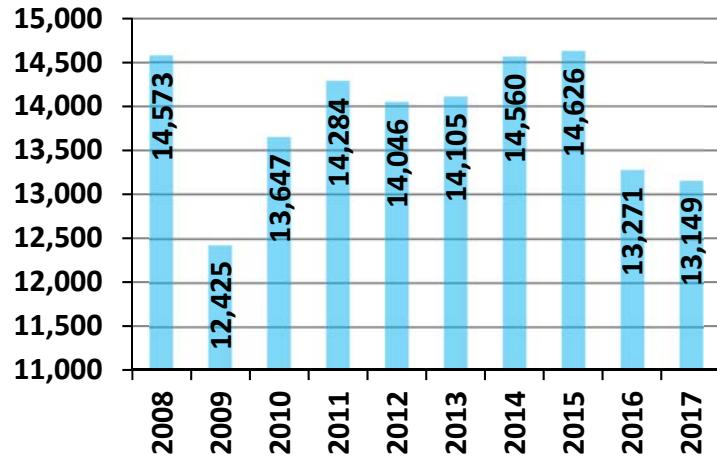
London and St. Thomas

Residential Market Activity

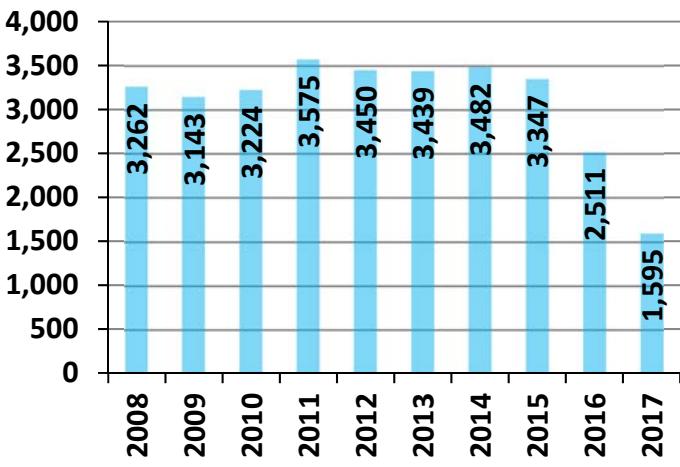
Sales activity (October YTD)



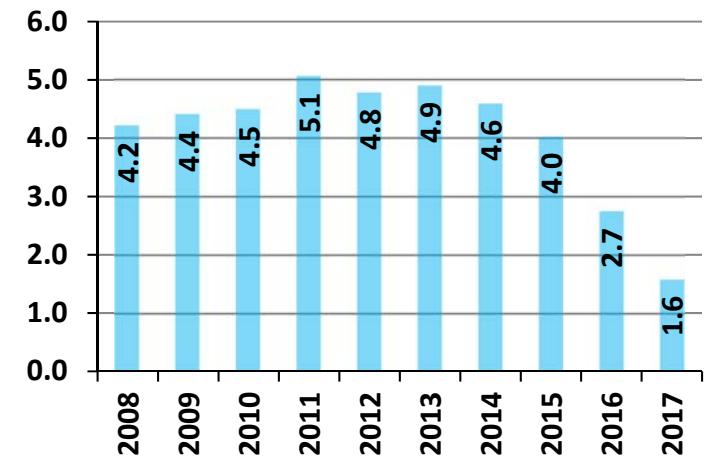
New listings (October YTD)



Active listings (October YTD)



Months of inventory (October YTD)



London and St. Thomas

Residential Market Activity

Actual	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
Sales Activity	757	-10.2	8.3	8.9	24.3	29.4	10.3
Dollar Volume	\$246,275,717	2.5	33.1	41.5	67.5	78.4	80.2
New Listings	847	-17.0	-27.5	-35.1	-32.0	-26.2	-30.0
Active Listings	1,463	-28.1	-52.4	-56.8	-56.5	-55.6	-46.5
Sales to New Listings Ratio ¹	89.4	82.6	59.8	53.2	48.9	51.0	56.7
Months of Inventory ²	1.9	2.4	4.4	4.9	5.5	5.6	4.0
Average Price	\$325,331	14.2	22.9	30.0	34.8	37.8	63.3

Year-to-date	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
Sales Activity	10,111	10.6	21.4	33.0	39.8	40.8	19.6
Dollar Volume	\$3,341,655,300	30.9	51.6	72.3	91.5	103.0	95.4
New Listings	13,149	-0.9	-10.1	-9.7	-6.4	-3.6	-3.3
Active Listings ³	1,595	-36.5	-52.3	-54.2	-53.8	-50.5	-42.6
Sales to New Listings Ratio ⁴	76.9	68.9	56.9	52.2	51.5	52.6	62.2
Months of Inventory ⁵	1.6	2.7	4.0	4.6	4.8	4.5	3.3
Average Price	\$330,497	18.3	24.8	29.5	36.9	44.1	63.4

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

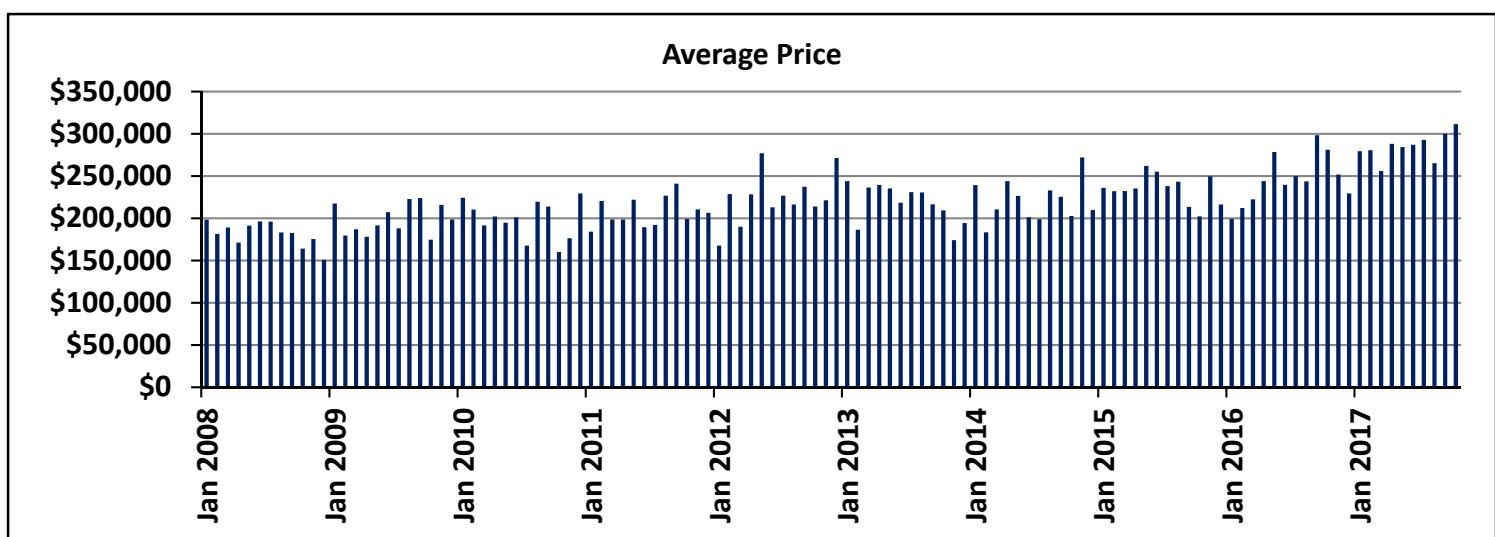
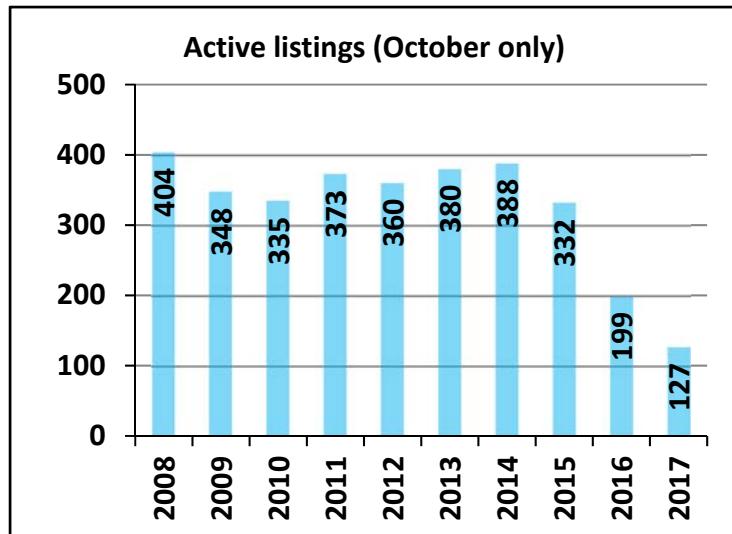
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

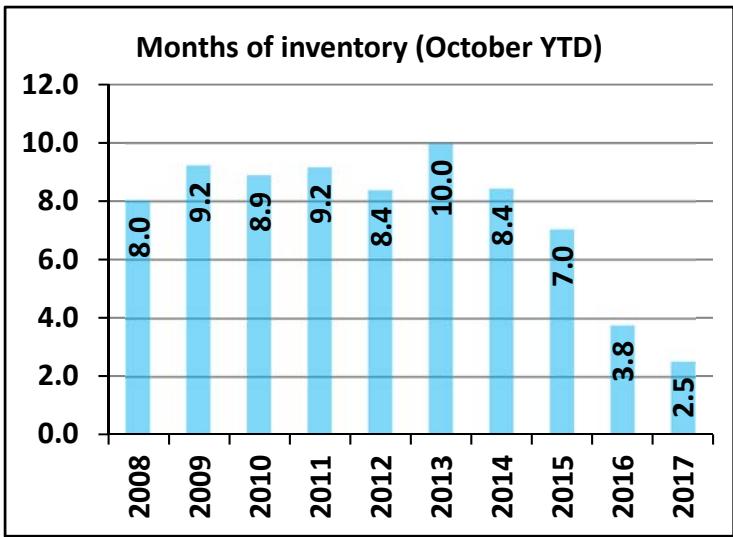
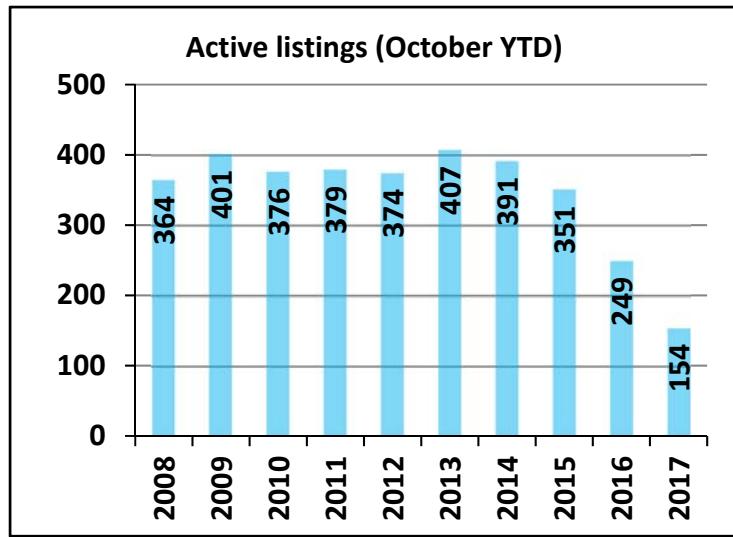
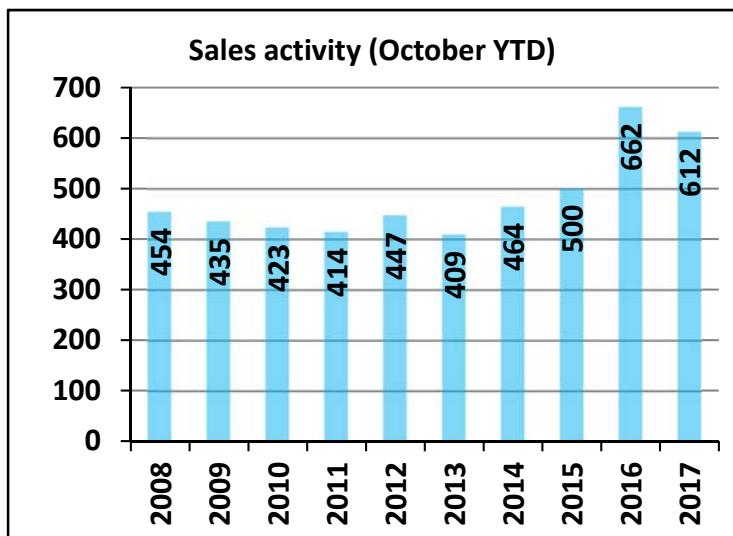
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
Sales Activity	52	15.6	44.4	6.1	20.9	67.7	-14.8
Dollar Volume	\$16,194,578	28.0	122.3	63.1	76.1	226.5	62.6
New Listings	51	-33.8	-38.6	-54.1	-47.4	-33.8	-36.3
Active Listings	127	-36.2	-61.7	-67.3	-64.7	-62.1	-57.2
Sales to New Listings Ratio ¹	102.0	58.4	43.4	44.1	44.3	40.3	76.3
Months of Inventory ²	2.4	4.4	9.2	7.9	8.4	10.8	4.9
Average Price	\$311,434	10.8	53.9	53.7	45.6	94.6	90.8

Year-to-date	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
Sales Activity	612	-7.6	22.4	31.9	36.9	44.7	22.2
Dollar Volume	\$173,852,004	5.5	46.7	72.9	74.8	106.8	95.8
New Listings	809	-13.0	-17.3	-27.7	-20.7	-22.0	-17.3
Active Listings ³	154	-38.2	-56.1	-60.6	-58.8	-59.0	-48.7
Sales to New Listings Ratio ⁴	75.6	71.2	51.1	41.5	43.8	40.8	51.2
Months of Inventory ⁵	2.5	3.8	7.0	8.4	8.4	8.9	6.0
Average Price	\$284,072	14.2	19.9	31.1	27.7	42.9	60.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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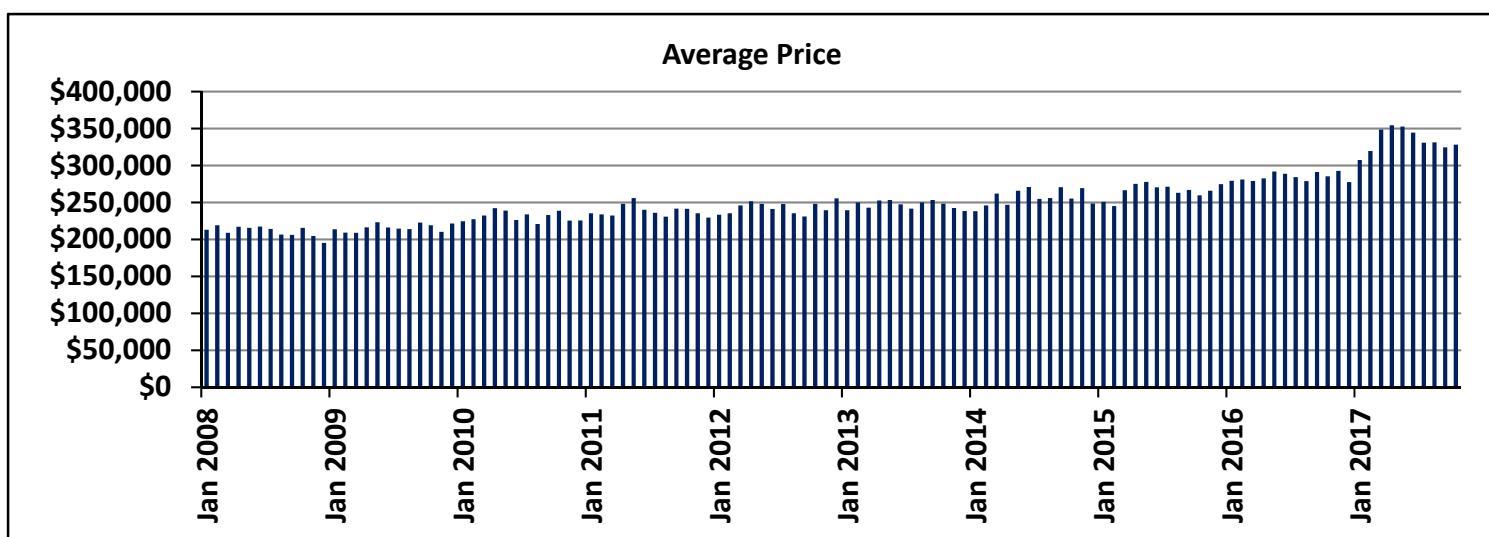
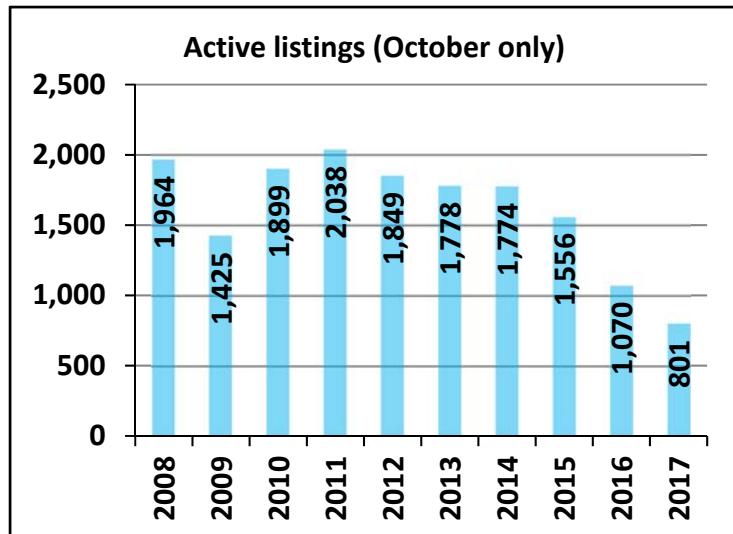
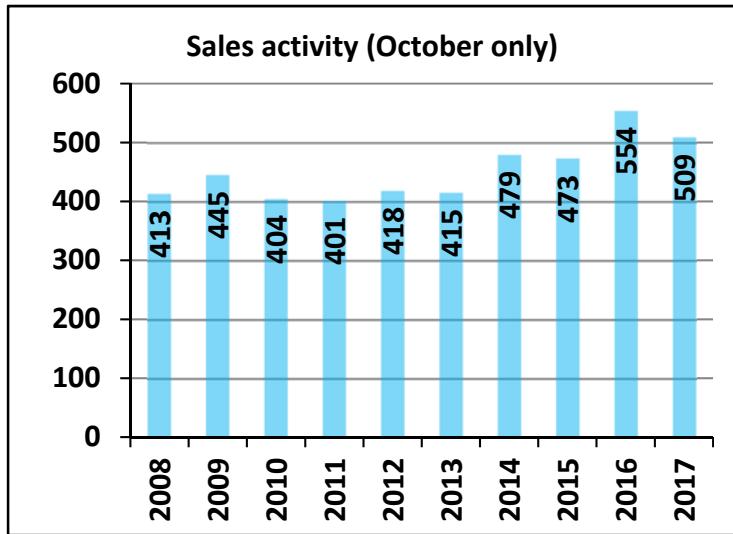
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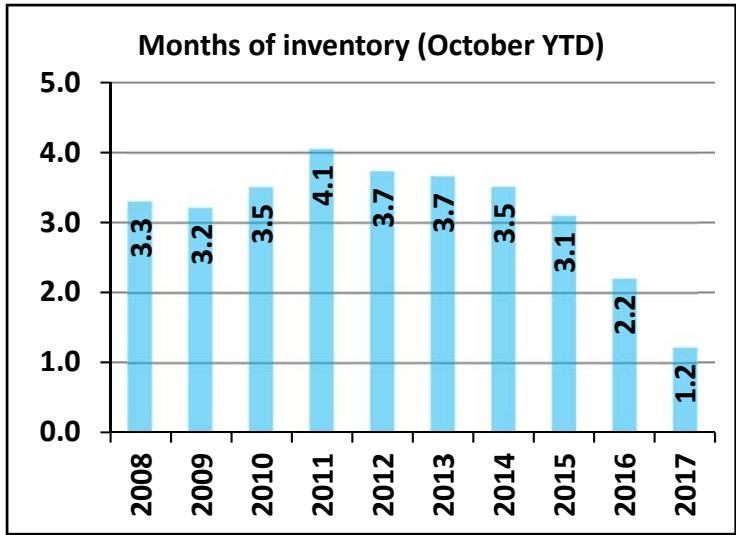
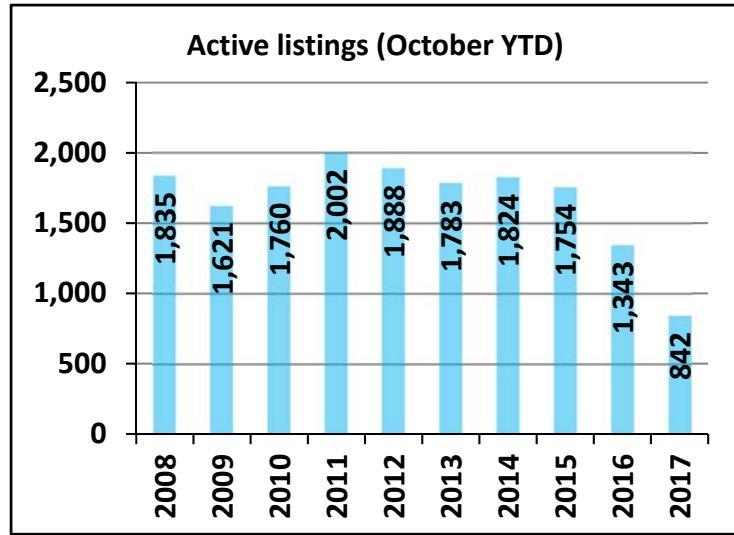
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	509	-8.1	7.6	6.3	21.8	26.0	11.1
Dollar Volume	\$167,018,228	5.7	36.0	36.7	61.1	73.1	75.8
New Listings	565	-14.0	-24.7	-34.0	-33.3	-28.3	-29.5
Active Listings	801	-25.1	-48.5	-54.8	-56.7	-57.8	-48.5
Sales to New Listings Ratio ¹	90.1	84.3	63.1	56.0	49.4	51.3	57.2
Months of Inventory ²	1.6	1.9	3.3	3.7	4.4	4.7	3.4
Average Price	\$328,130	15.0	26.4	28.6	32.3	37.4	58.2

Year-to-date	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	6,926	13.4	22.1	33.2	36.9	37.9	15.2
Dollar Volume	\$2,341,222,730	34.7	54.7	74.5	90.8	100.3	89.3
New Listings	8,922	1.5	-6.7	-6.6	-5.2	-2.8	-4.1
Active Listings ³	842	-37.3	-52.0	-53.8	-55.4	-52.2	-46.8
Sales to New Listings Ratio ⁴	77.6	69.5	59.3	54.5	53.8	54.7	64.6
Months of Inventory ⁵	1.2	2.2	3.1	3.5	3.7	3.5	2.6
Average Price	\$338,034	18.7	26.7	31.0	39.3	45.2	64.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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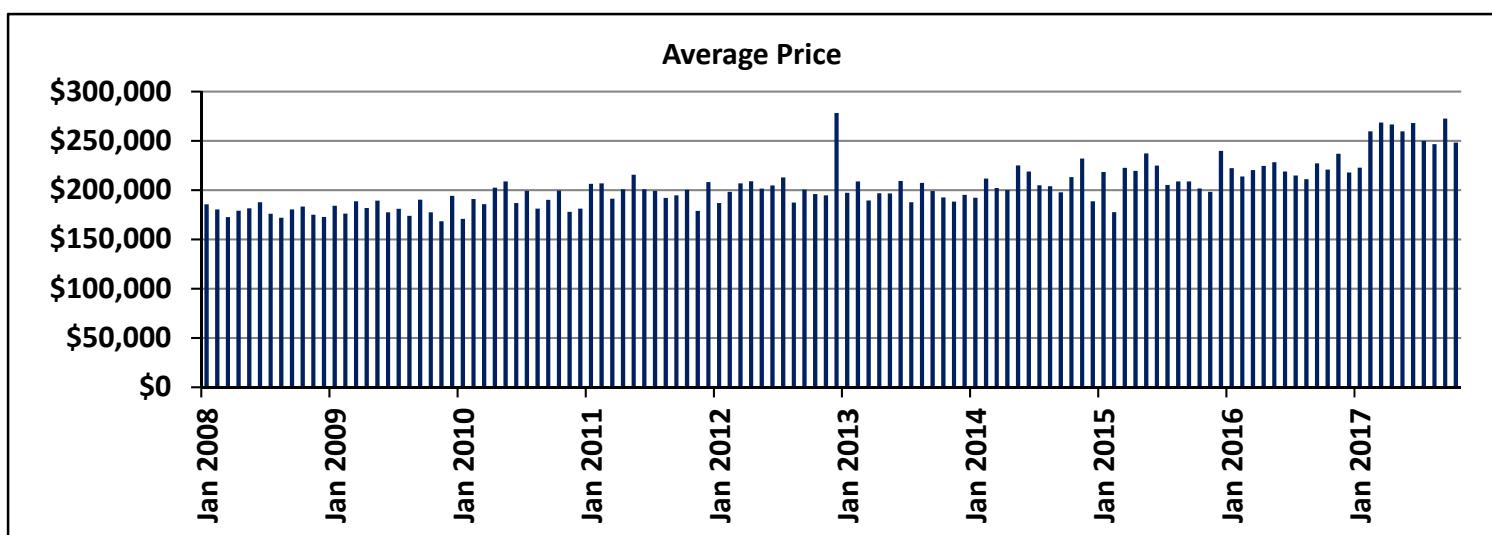
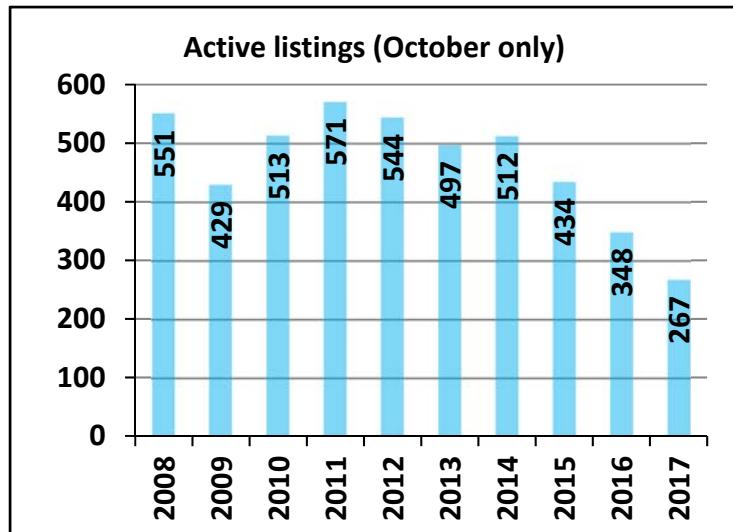
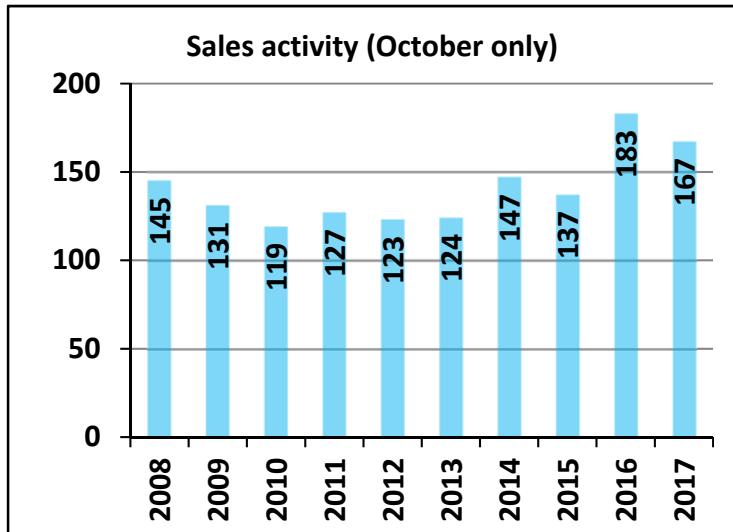
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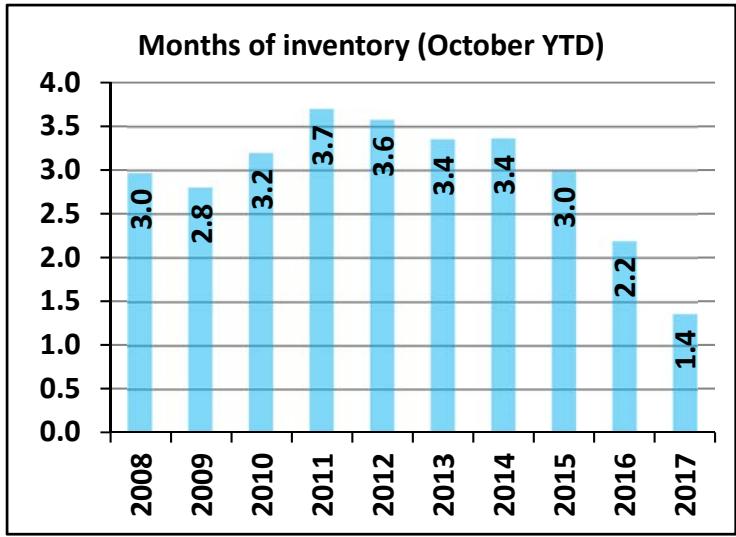
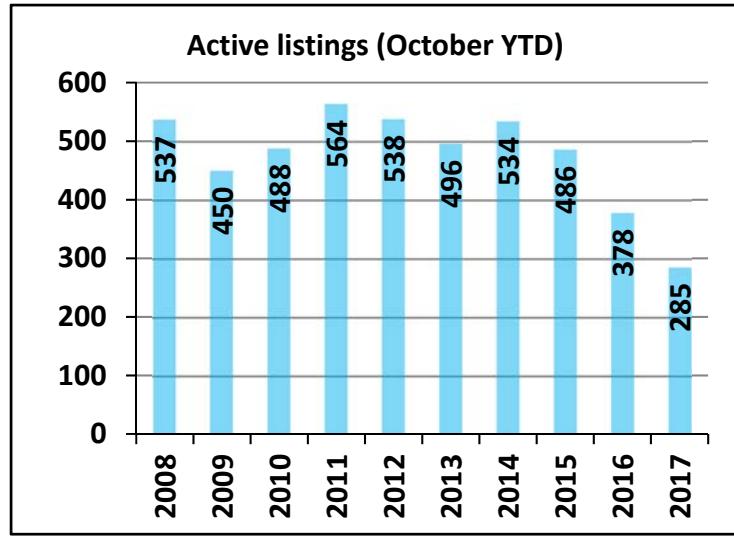
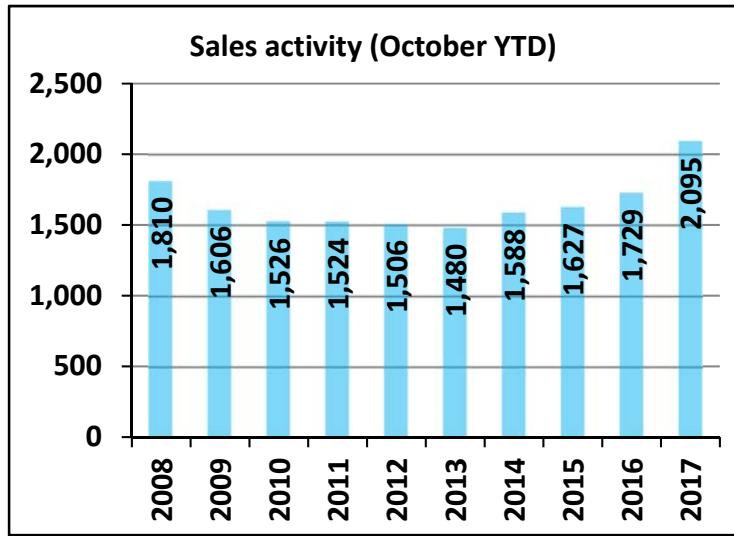
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	167	-8.7	21.9	13.6	35.8	40.3	22.8
Dollar Volume	\$41,440,954	2.6	50.0	32.3	71.9	74.5	73.3
New Listings	169	-15.1	-25.2	-31.6	-34.2	-23.2	-35.2
Active Listings	267	-23.3	-38.5	-47.9	-50.9	-48.0	-41.2
Sales to New Listings Ratio ¹	98.8	92.0	60.6	59.5	47.9	54.1	52.1
Months of Inventory ²	1.6	1.9	3.2	3.5	4.4	4.3	3.3
Average Price	\$248,149	12.4	23.1	16.4	26.6	24.4	41.1

Year-to-date	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	2,095	21.2	28.8	31.9	39.1	37.3	8.0
Dollar Volume	\$542,128,649	42.4	55.2	63.7	78.7	84.2	58.7
New Listings	2,723	7.7	2.6	-4.1	-1.3	0.8	-5.8
Active Listings ³	285	-24.6	-41.4	-46.6	-47.0	-41.6	-36.0
Sales to New Listings Ratio ⁴	76.9	68.4	61.3	56.0	54.6	56.5	67.1
Months of Inventory ⁵	1.4	2.2	3.0	3.4	3.6	3.2	2.3
Average Price	\$258,773	17.5	20.6	24.1	28.5	34.2	47.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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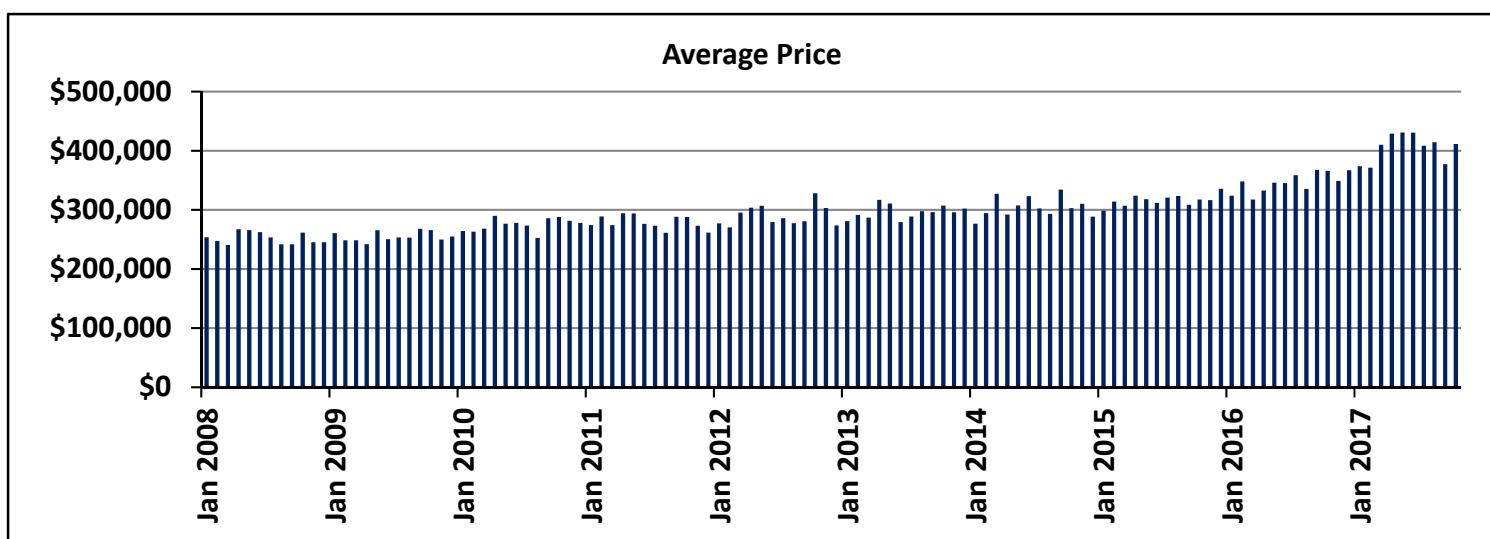
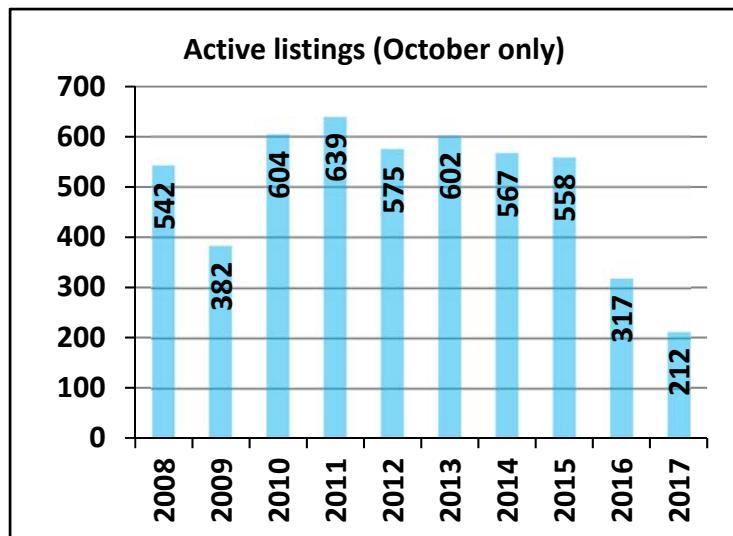
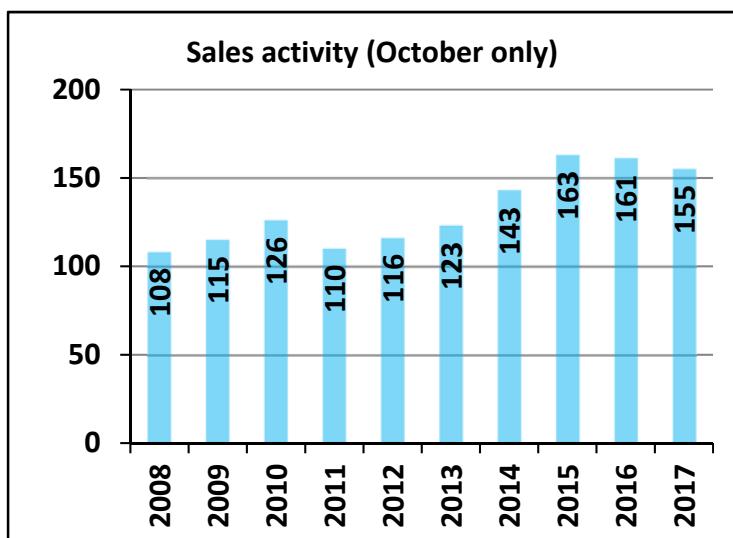
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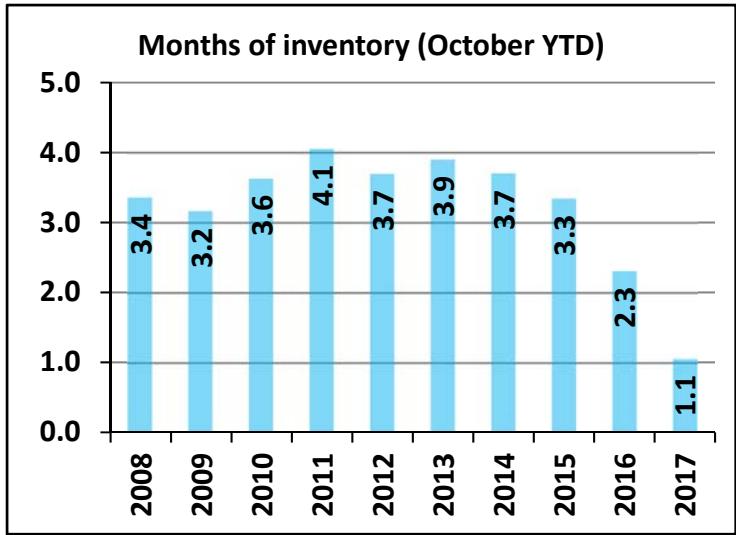
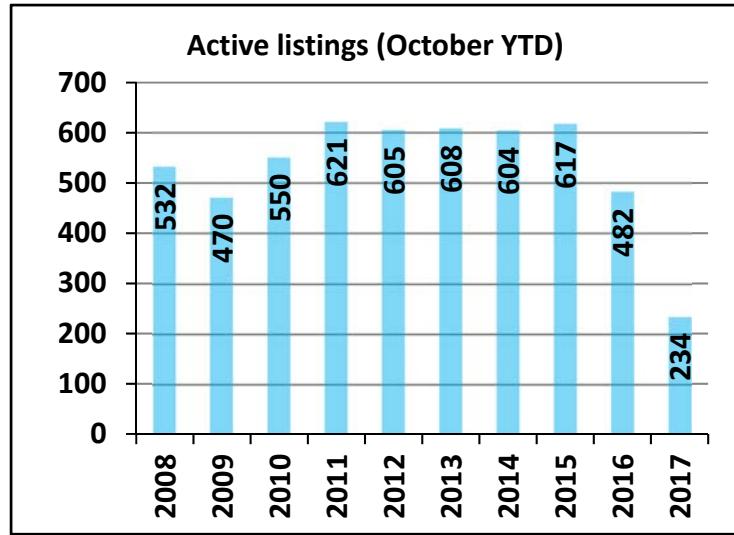
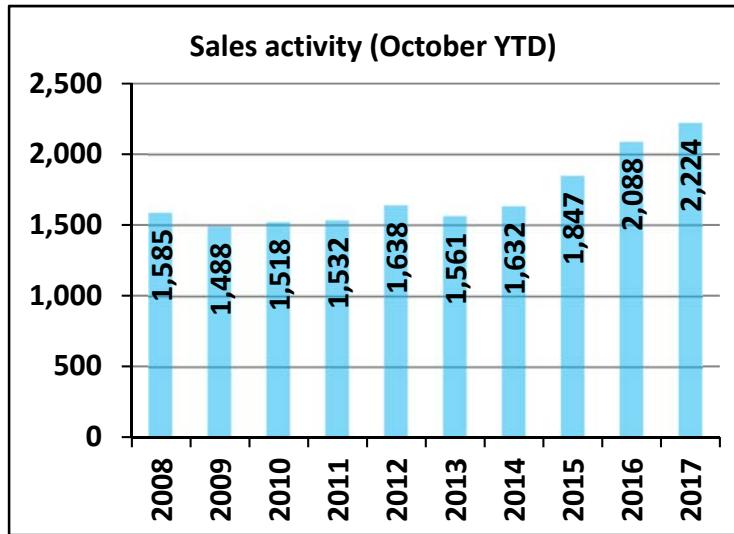
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
Sales Activity	155	-3.7	-4.9	8.4	33.6	23.0	21.1
Dollar Volume	\$63,752,984	8.3	23.3	47.2	67.6	75.7	89.0
New Listings	180	-15.1	-29.4	-34.8	-34.5	-23.4	-15.9
Active Listings	212	-33.1	-62.0	-62.6	-63.1	-64.9	-50.0
Sales to New Listings Ratio ¹	86.1	75.9	63.9	51.8	42.2	53.6	59.8
Months of Inventory ²	1.4	2.0	3.4	4.0	5.0	4.8	3.3
Average Price	\$411,310	12.4	29.6	35.8	25.5	42.8	56.0

Year-to-date	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
Sales Activity	2,224	6.5	20.4	36.3	35.8	46.5	36.2
Dollar Volume	\$913,762,939	27.2	56.9	82.3	91.8	119.1	125.7
New Listings	2,841	-4.9	-13.0	-5.9	-6.8	-0.4	9.6
Active Listings ³	234	-51.5	-62.1	-61.3	-61.3	-57.5	-48.8
Sales to New Listings Ratio ⁴	78.3	69.9	56.6	54.1	53.8	53.2	63.0
Months of Inventory ⁵	1.1	2.3	3.3	3.7	3.7	3.6	2.8
Average Price	\$410,865	19.4	30.3	33.8	41.3	49.5	65.8

¹ Sales / new listings * 100

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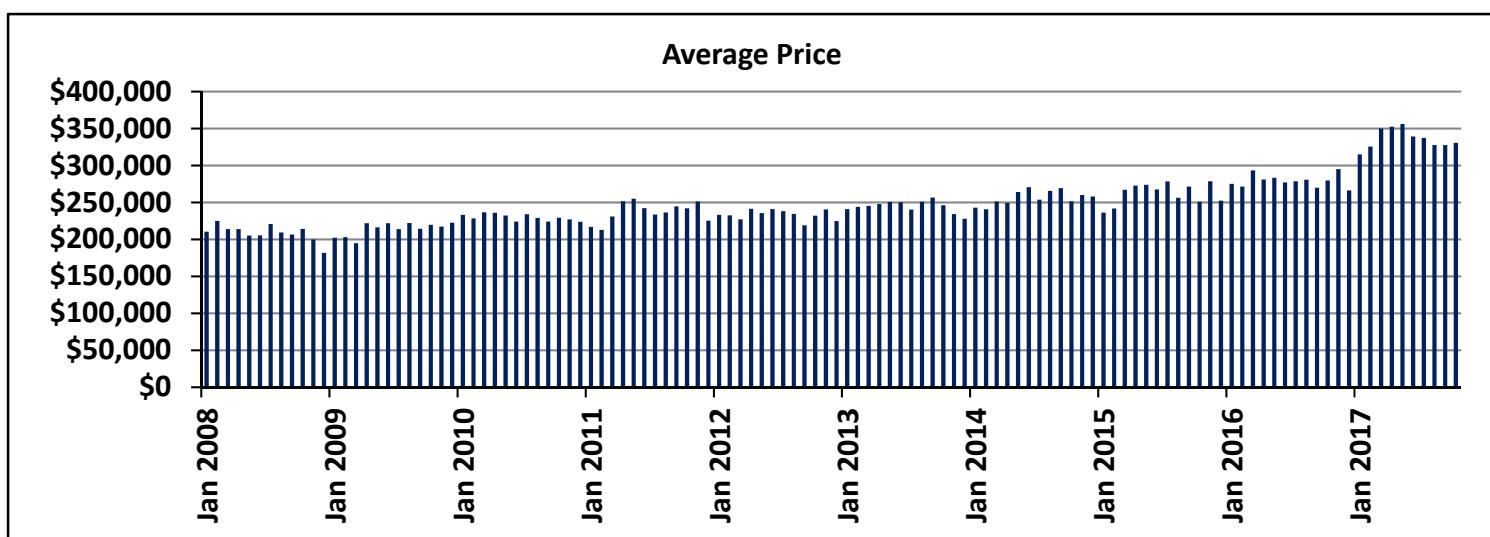
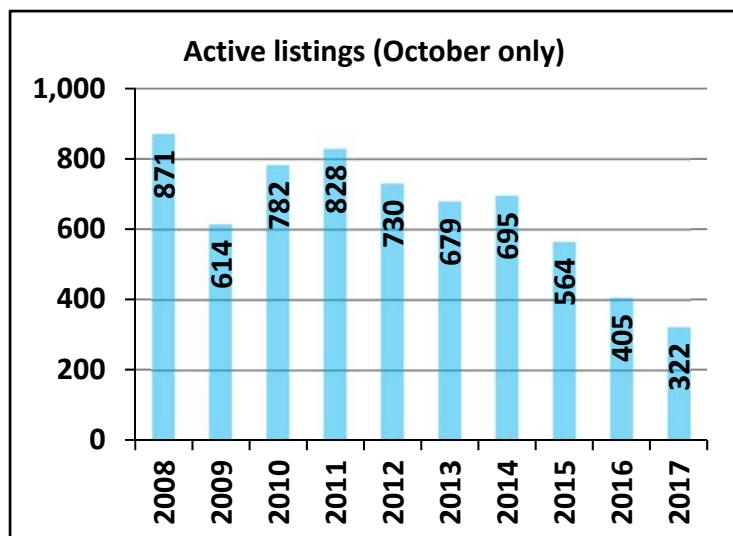
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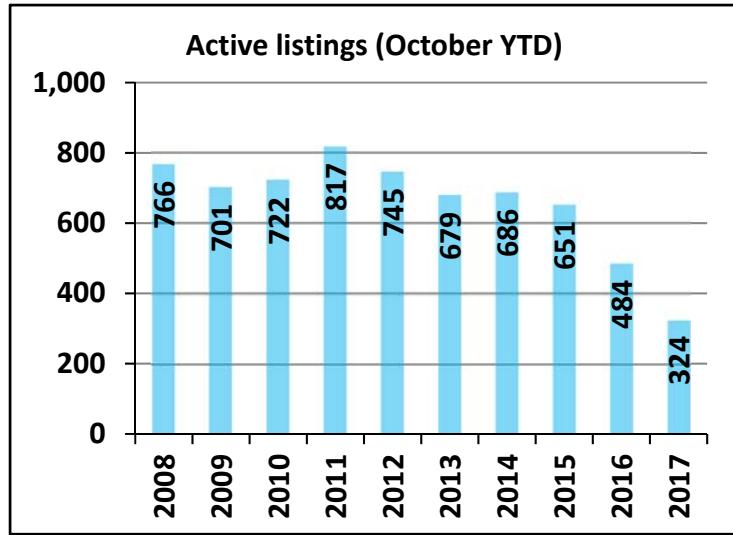
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	187	-11.0	8.1	-1.1	4.5	17.6	-3.6
Dollar Volume	\$61,824,290	5.2	42.4	30.0	48.8	69.6	65.5
New Listings	216	-12.2	-19.7	-35.1	-31.4	-35.1	-33.7
Active Listings	322	-20.5	-42.9	-53.7	-55.9	-58.8	-52.4
Sales to New Listings Ratio ¹	86.6	85.4	64.3	56.8	56.8	47.7	59.5
Months of Inventory ²	1.7	1.9	3.3	3.7	4.1	4.9	3.5
Average Price	\$330,611	18.2	31.8	31.4	42.4	44.2	71.7

Year-to-date	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	2,607	13.9	18.7	31.6	36.2	31.8	6.9
Dollar Volume	\$885,331,142	38.4	52.2	73.7	97.8	93.5	80.4
New Listings	3,358	2.5	-7.8	-9.1	-6.8	-7.4	-12.0
Active Listings ³	324	-33.1	-50.2	-52.8	-56.5	-55.1	-52.4
Sales to New Listings Ratio ⁴	77.6	69.9	60.3	53.6	53.1	54.6	63.9
Months of Inventory ⁵	1.2	2.1	3.0	3.5	3.9	3.6	2.8
Average Price	\$339,598	21.5	28.3	32.0	45.2	46.8	68.7

¹ Sales / new listings * 100

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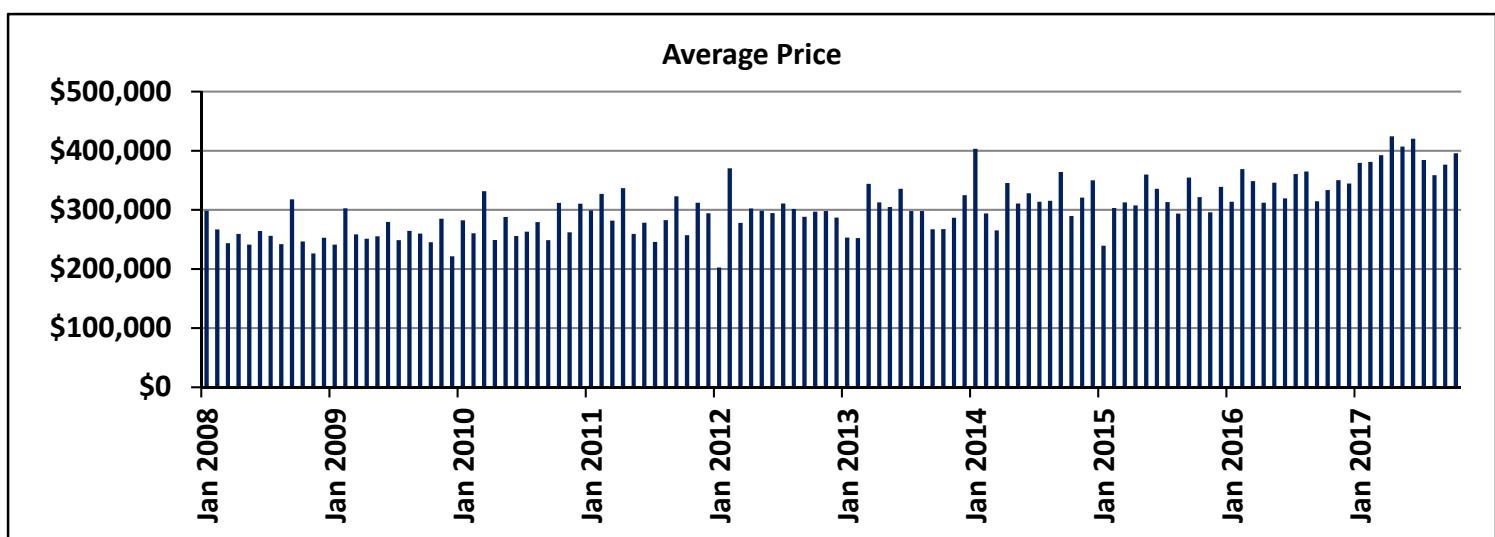
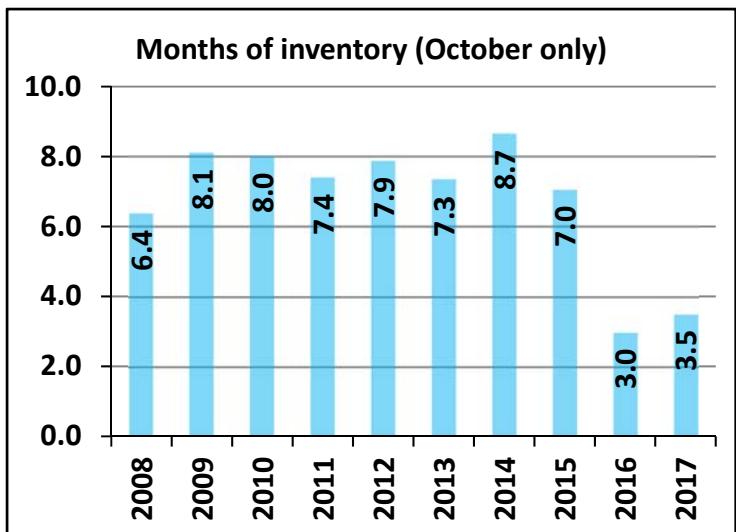
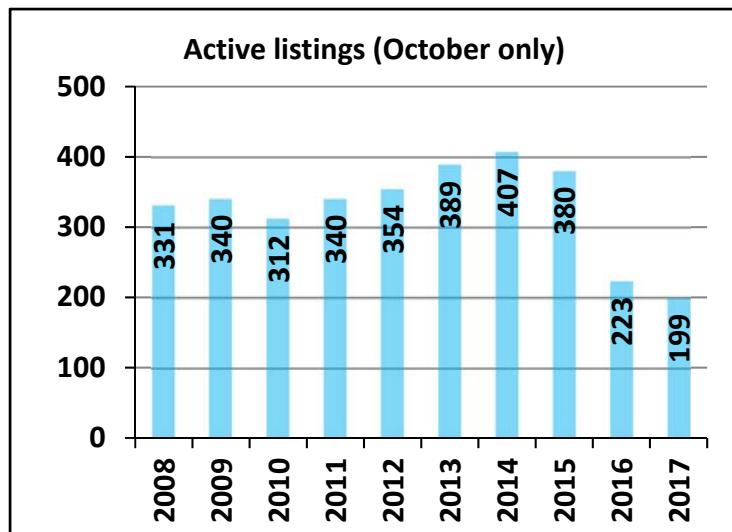
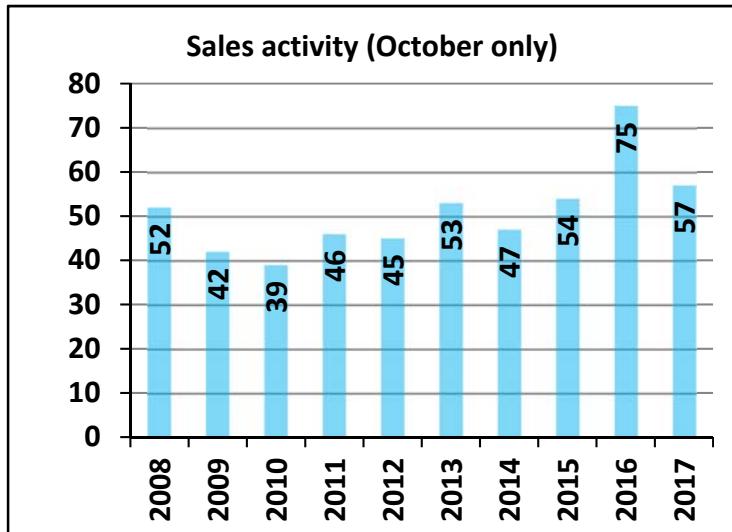
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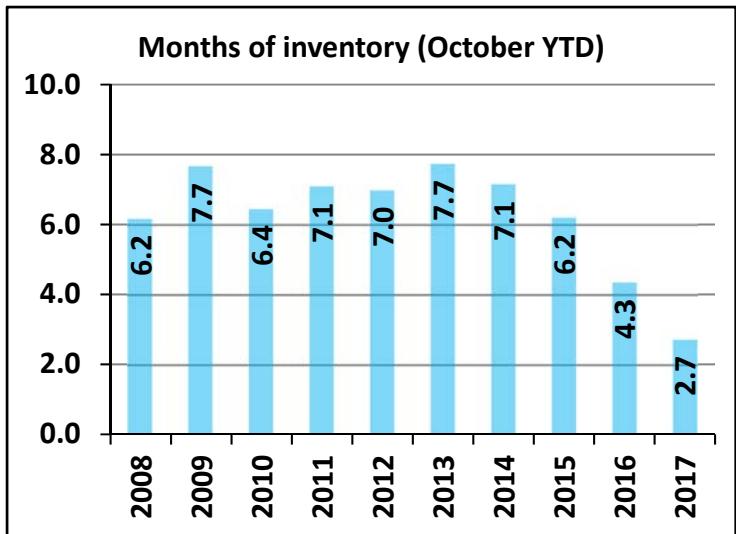
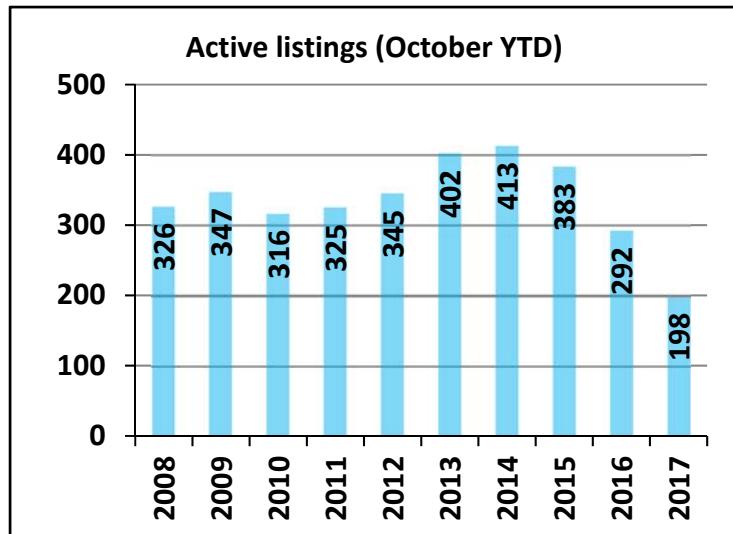
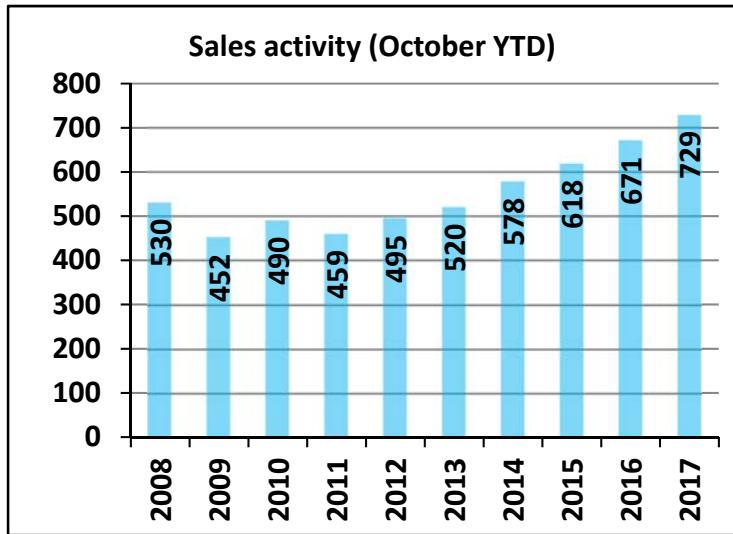
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	57	-24.0	5.6	21.3	26.7	46.2	21.3
Dollar Volume	\$22,550,700	-9.8	29.9	65.7	68.8	85.6	111.0
New Listings	72	-15.3	-41.0	-51.4	-43.3	-8.9	-37.9
Active Listings	199	-10.8	-47.6	-51.1	-43.8	-36.2	-30.4
Sales to New Listings Ratio ¹	79.2	88.2	44.3	31.8	35.4	49.4	40.5
Months of Inventory ²	3.5	3.0	7.0	8.7	7.9	8.0	6.1
Average Price	\$395,626	18.7	23.0	36.6	33.3	27.0	74.0

Year-to-date	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	729	8.6	18.0	26.1	47.3	48.8	40.7
Dollar Volume	\$288,101,710	27.4	45.0	55.7	96.2	113.2	134.9
New Listings	1,127	-3.8	-19.4	-17.7	-3.3	6.9	10.3
Active Listings ³	198	-32.2	-48.3	-52.1	-42.6	-37.3	-22.0
Sales to New Listings Ratio ⁴	64.7	57.3	44.2	42.2	42.5	46.5	50.7
Months of Inventory ⁵	2.7	4.3	6.2	7.1	7.0	6.4	4.9
Average Price	\$395,201	17.3	22.9	23.5	33.2	43.3	66.9

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

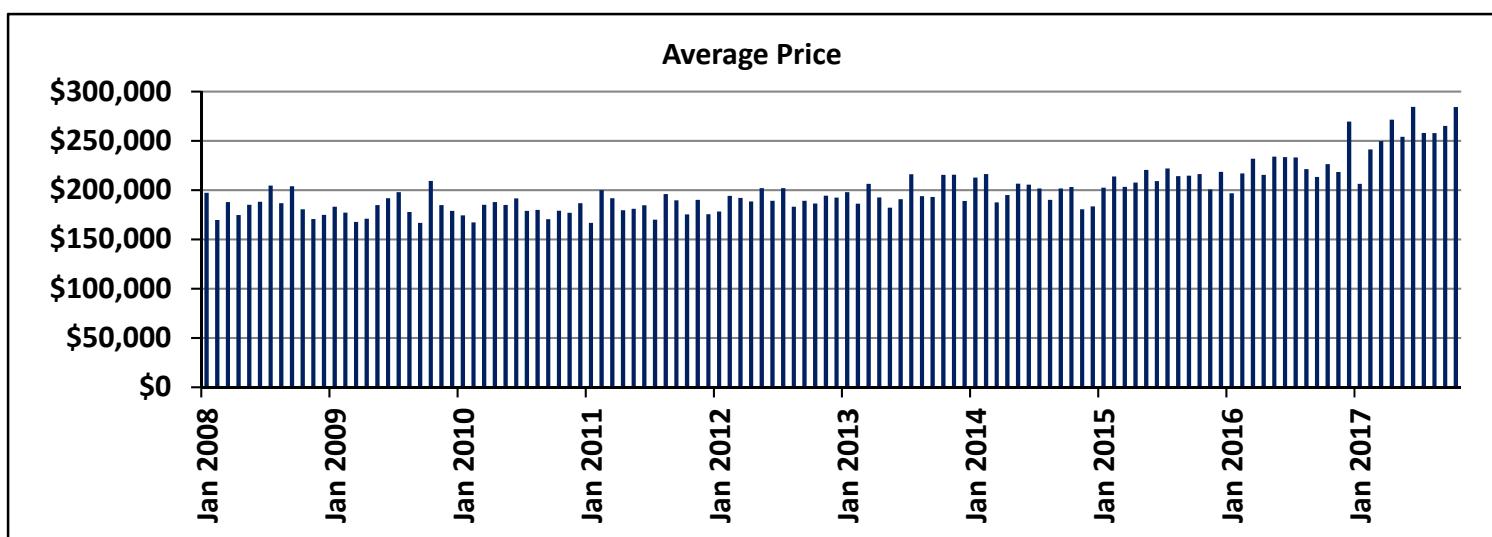
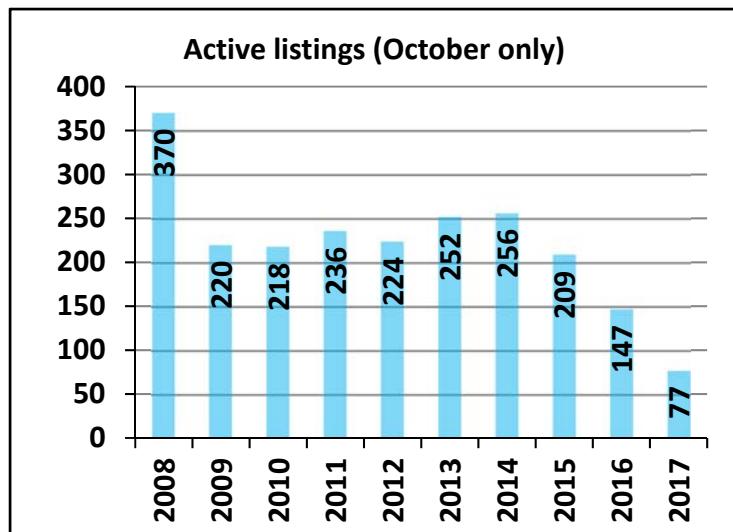
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

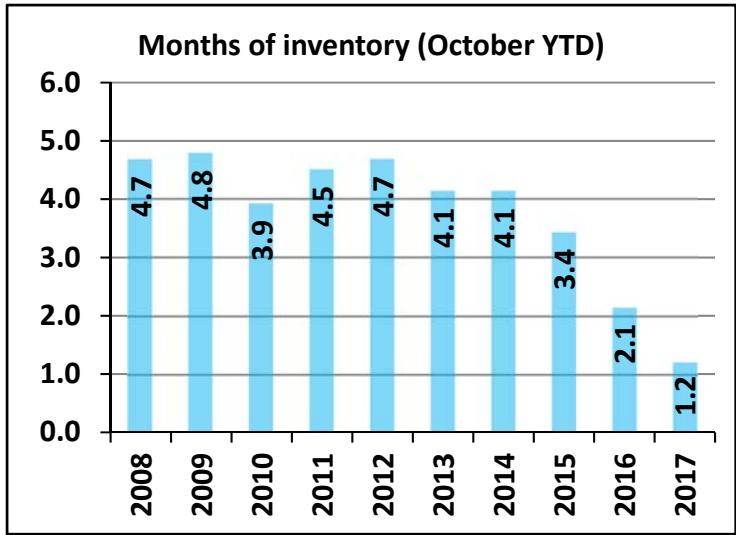
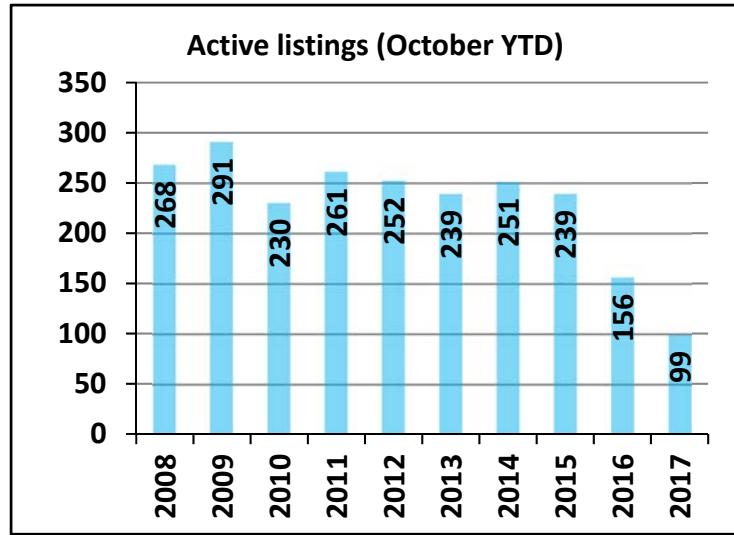
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
Sales Activity	67	-21.2	19.6	31.4	19.6	26.4	11.7
Dollar Volume	\$19,051,071	-0.9	57.3	83.9	82.5	100.7	81.7
New Listings	66	-25.0	-12.0	-25.0	-10.8	-13.2	-18.5
Active Listings	77	-47.6	-63.2	-69.9	-65.6	-64.7	-59.9
Sales to New Listings Ratio ¹	101.5	96.6	74.7	58.0	75.7	69.7	74.1
Months of Inventory ²	1.1	1.7	3.7	5.0	4.0	4.1	3.2
Average Price	\$284,344	25.7	31.4	40.0	52.6	58.8	62.7

Year-to-date	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
Sales Activity	817	11.9	17.2	34.4	51.9	39.4	8.6
Dollar Volume	\$212,183,844	29.2	42.8	73.5	106.4	100.1	64.4
New Listings	921	0.0	-11.0	-7.7	-3.9	-0.4	-7.0
Active Listings ³	99	-36.5	-58.6	-60.6	-60.7	-57.0	-56.4
Sales to New Listings Ratio ⁴	88.7	79.3	67.3	60.9	56.2	63.4	76.0
Months of Inventory ⁵	1.2	2.1	3.4	4.1	4.7	3.9	3.0
Average Price	\$259,711	15.5	21.8	29.1	35.9	43.5	51.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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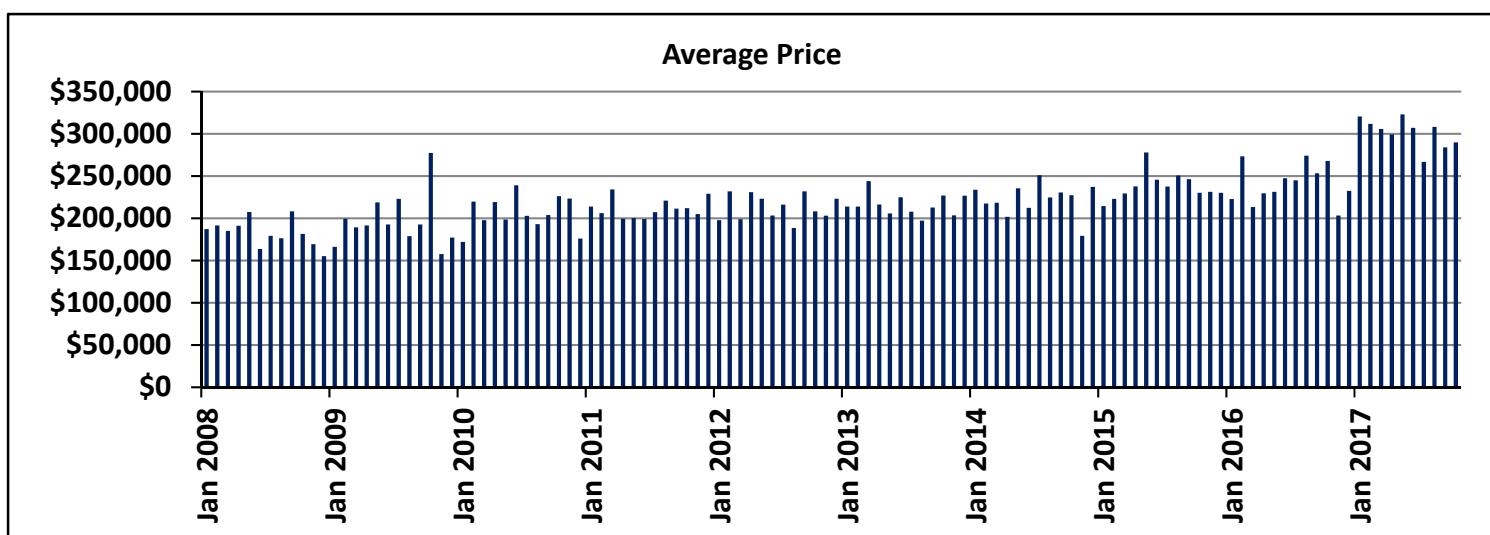
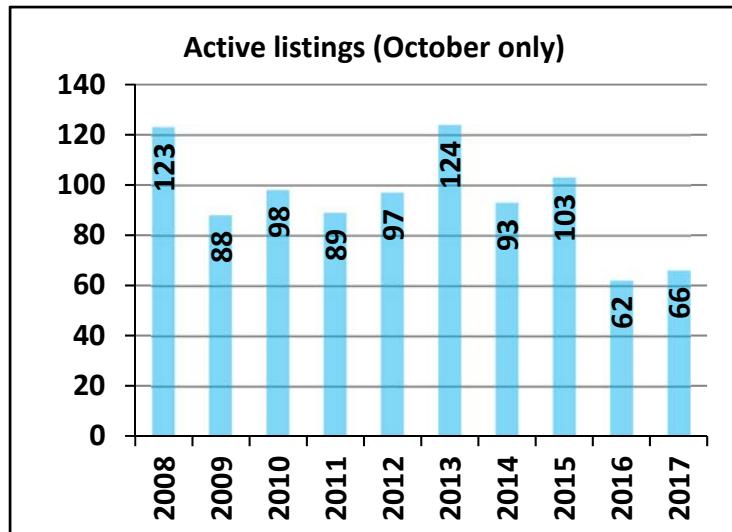
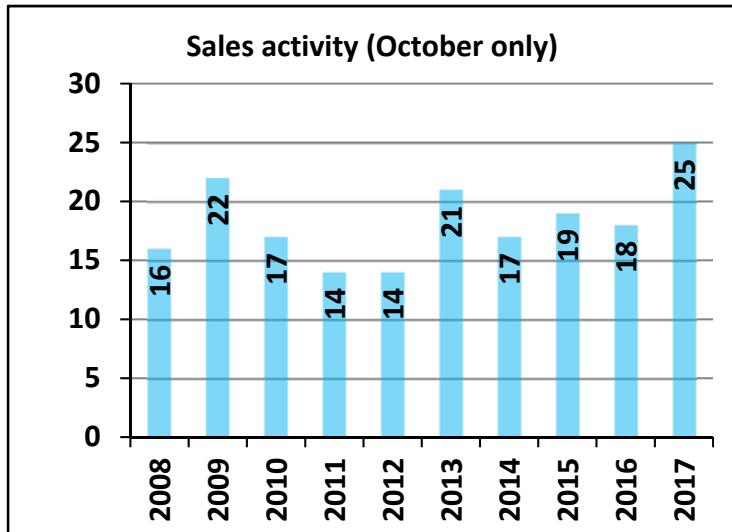
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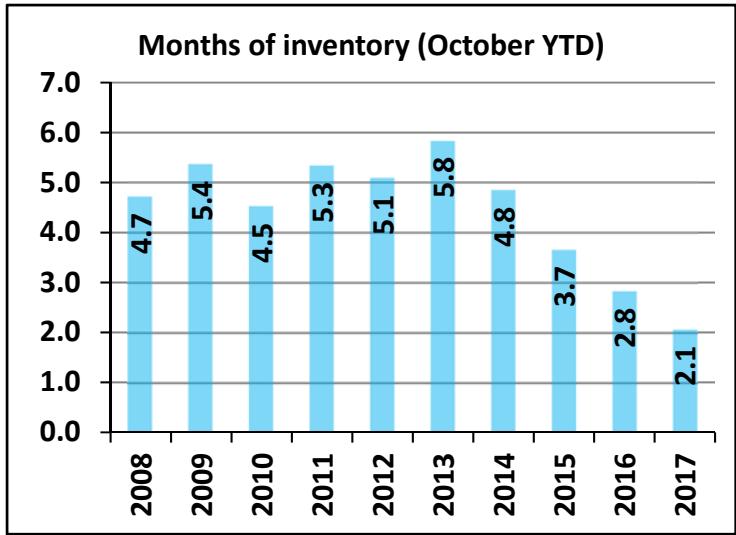
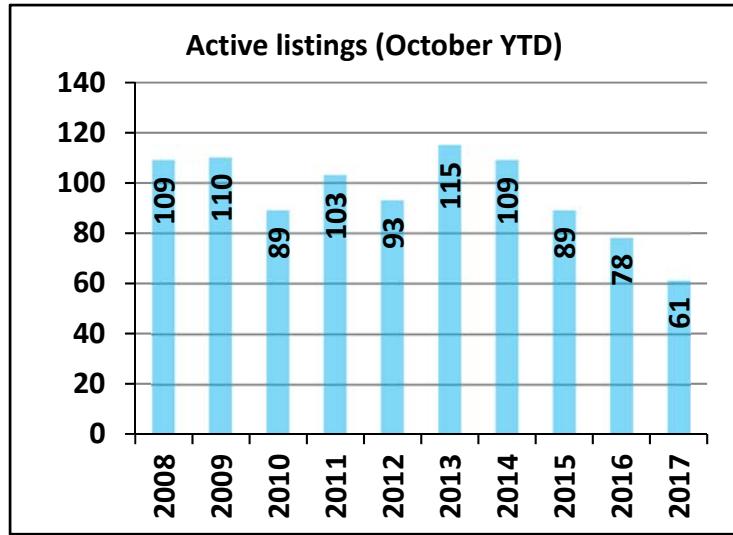
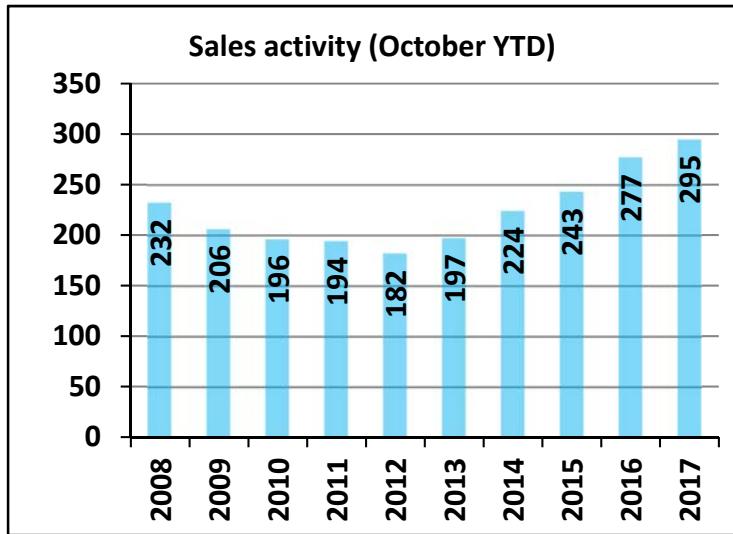
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	25	38.9	31.6	47.1	78.6	47.1	31.6
Dollar Volume	\$7,245,077	50.3	65.8	87.6	148.7	88.5	118.3
New Listings	32	6.7	-22.0	14.3	14.3	18.5	-23.8
Active Listings	66	6.5	-35.9	-29.0	-32.0	-32.7	-39.4
Sales to New Listings Ratio ¹	78.1	60.0	46.3	60.7	50.0	63.0	45.2
Months of Inventory ²	2.6	3.4	5.4	5.5	6.9	5.8	5.7
Average Price	\$289,803	8.2	26.0	27.6	39.3	28.2	65.9

Year-to-date	October 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	295	6.5	21.4	31.7	62.1	50.5	27.7
Dollar Volume	\$89,392,736	31.4	51.8	77.0	129.4	120.3	112.7
New Listings	379	-1.8	1.1	2.2	15.9	14.8	-5.7
Active Listings ³	61	-21.8	-31.5	-44.0	-34.4	-31.5	-41.9
Sales to New Listings Ratio ⁴	77.8	71.8	64.8	60.4	55.7	59.4	57.5
Months of Inventory ⁵	2.1	2.8	3.7	4.8	5.1	4.5	4.5
Average Price	\$303,026	23.4	25.0	34.4	41.5	46.3	66.5

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

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