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STATISTICAL REPORT



(for month ending December 31, 2014)

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News Release

For Comment: Carl Vandergoot, President, 519-519-667-1800 For Background: Betty Doré, Executive Vice-President, 519-641-1400

London, January 2, 2015

Best home sales since 2007

A total of 475 home sales took place in December, making the last month of 2014 not only the best December since 2006, but also the eighth straight month in a row in which area home sales outstripped those of the previous year:

- May by 5%
- June by 23.4%
- July by 24.4%
- August by 13.6%
- September by 11.1%
- October by 8.4%
- November by 4.7%
- December by 14.7%

"A total of 8,521 homes sold in 2014, the highest number since 2007, just prior to the global financial meltdown that impacted housing markets in both Canada and the United States," explains Carl Vandergoot, the 2015 President of the London and St. Thomas Association of REALTORS®. "It's been seven lean years, but our market is definitely showing signs of a strong, steady and sustainable recovery."

Also up for the year were listings -- a total of 16,492 homes were listed in 2014, up 3.7% -- while inventory -- active listings end of period – was down a marginal 0.5%. Throughout 2014 the market remained balanced.

The average price of a home in the Association's jurisdiction for the year stands at \$254,141, up 3.4% over what it was on December 31, 2013.

House Style	Units Sold	Average Price
2 storey	2,092	\$349,182
Bungalow	1,405	\$199,436
Ranch	1,043	\$310,344
Townhouse	740	\$161,241
High rise apt. condo	413	\$164,566

The best-selling house style in LSTAR's jurisdiction for 2014 was the two-storey, then the bungalow, followed by ranches, then townhouse condominiums, then high rise apartment condos.

"These stats are good news not just for REALTORS® but for our local economy as a whole," says Vandergoot. "According to

research by the Altus Group, one job is created for every three real estate transactions and

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approximately \$55,000 in ancillary spending is generated every time a house changes hands in Ontario. Do the math. You'll be impressed."

2014 also proved a good year for London's Sister City of St. Thomas. "As was the case London, the best year for home sales in St. Thomas was 2007, when 867 homes exchanged hands," says Vandergoot, "while its second best was 2014, when 708 homes sold." Forty homes sold in St. Thomas in December, making it the best December for that City in the past decade, second only to 2011. The average price for a home in St. Thomas in 2014 stood at \$199,885, a marginal 0.8% lower than that of 2013.

The average price for all homes in the London and St. Thomas area for the month of December stands at \$252,746. The following table, based on data taken from CREA's National MLS® Report for November 2014 (the latest information available), demonstrates how homes in LSTAR's jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centers.

City	Average Sale \$\$
Vancouver	\$820,062
Toronto	\$581,720
Fraser Valley	\$532,694
Victoria	\$469,606
Calgary	\$471,453
Hamilton-Burlington	\$396,588
Edmonton	\$384,589
Kitchener-Waterloo	\$360,220
Ottawa	\$356,619
Montreal	\$345,374
Regina	\$306,766
Halifax-Dartmouth	\$262,787
Newfoundland-Labrador	\$263,528
London St. Thomas	\$ 252,746 ¹
CANADA	\$411,746

The London and St. Thomas Association of REALTORS® (LSTAR) exists to provide our REALTOR® Members with the support and tools they need to succeed in their profession. LSTAR is one of Canada's fifteen largest real estate associations, representing 1,500 REALTORS® working in Middlesex and Elgin Counties, a trading area of 500,000 residents. LSTAR adheres to a Quality of Life philosophy, supporting growth that fosters economic vitality, provides housing opportunities, respects the environment and builds good communities and safe neighbourhoods and is a proud participant in the REALTORS Care Foundation's Every REALTOR™ Campaign.

¹ The average price in the month of December 2014

LSTAR'S Market Report for December 2014

Type of Market	Balanced			
Listings	Active detached home listings en	nd of period were down 3.5%. A	ctive condo listings end of period were up 12	2.4%
	Total Residential (Detached & Co	ondo)	\$252,746 down 0.1% (\$255,210)	
	All detached homes in LSTAR's ju	risdiction	\$267,544 down 0.5% (\$268,786)	
Average Price	All condos in LSTAR'S jurisdiction		\$182,856 down 1.9% (\$186,331)	
December 2014 (Compared to	All two-storeys in LSTAR's jurisdi	ction	\$335,366 up 0.2% (\$334,694)	
November 2014)	All bungalows in LSTAR's jurisdic	tion	\$206,532 up 8.7% (\$189,975)	
	All ranches in LSTAR'S jurisdiction	n	\$300,075 down 8.0% (\$326,075)	
	All townhouse condos in LSTAR's	jurisdiction	\$175,409 up 12.8% (\$155,543)	
Most Popular in December	Two-storeys, then bungalows, th	en ranches, then townhouse co	ndominiums, then high rise apartment condo	os.
		City Vancouver	Average Sale \$\$ \$820,062	
		Victoria	\$469,606	
		Fraser Valley	\$532,694	
		Toronto	\$581,720	
Affordability		Calgary	\$471,453	
		Hamilton-Burlington	\$396,588	
		Ottawa	\$356,619	
		Kitchener-Waterloo	\$360,220	
		Montreal	\$345,374	
		Regina	\$306,766	
		Newfoundland & Labrador	\$263,528	
		Edmonton Halifax-Dartmouth	\$384,589	
		London St. Thomas (Decembe	\$262,787 r 2014) \$252,746 ¹	
		CANADA	\$411,746	
Market Factors	impacted housing markets in bot	ch Canada and the United States ion of REALTORS®. "It's been sev	2007, just prior to the global financial meltdo " explains Carl Vandergoot, the 2015 President en lean years, but our market is definitely sh	ent of the
	in St. Thomas was 2007, when 86	57 homes exchanged hands," sa	ras. "As was the case London, the best year for solutions and the best year for the best was 20 mg it the best December for that City in the process of the best December for the best)14, when 70

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second only to 2011. The average price for a home in St. Thomas in 2014 stood at \$199,885, a marginal 0.8% lower than that

2014 Monthly Data									<u>2013 Montl</u>	hly Data	
DETAC	HED	%	CONDO	%	OTHER	TOTAL	%	DETACHED	CONDO	OTHER	TOTAL
Units Sold	392	22.5	83	-11.7	42	517	17.0	320	94	28	442
Dollar Volume	\$104,877,312	25.4	\$15,177,025	-8.5	\$23,004,001	\$143,058,338	31.1	\$83,667,468	\$16,594,855	\$8,886,700	\$109,149,023
No.of Listings	457	3.4	126	0.8	163	746	1.6	442	125	167	734

2014 Year-to Date									2013 Year-	-to-Date	
DETAC	HED	%	CONDO	%	OTHER	TOTAL	%	DETACHED	CONDO	OTHER	TOTAL
Units Sold	6925	7.5	1596	9.1	563	9084	8.1	6442	1463	502	8407
Dollar Volume	\$1,873,714,178	11.4	\$291,819,753	11.9	\$231,677,845	\$2,397,211,776	12.1	\$1,681,687,950	\$260,866,552	\$195,893,402	\$2,138,447,904
No.of Listings	13195	3.0	3297	6.4	3041	19,533	4.1	12811	3098	2857	18,766
Active Listings											
(end of period)	2149	-3.5	572	12.4	1411	4132	1.0	2226	509	1357	4092

Detached	<u>2014</u>		<u>2013</u>
Average Price(Month)	\$267,544	2.3	\$261,461
Average Price (YTD)	\$270,572	3.6	\$261,051

Condo	<u>2014</u>		<u>2013</u>
Average Price(Month)	\$182,856	3.6	\$176,541
Average Price (YTD)	\$182,844	2.5	\$178,309

Total Residential	<u>2014</u>		<u>2013</u>
Average Price(Month)	\$252,746	4.4	\$242,180
Average Price (YTD)	\$254,141	3.4	\$245,737

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2014 Monthly Data							20	013 Monthly Dat	t <u>a</u>
DETACHE	ED .	%	CONDO	%	TOTAL	%	DETACHED	CONDO	TOTAL
Units Sold	392	22.5	83	-11.7	475	14.7	320	94	414
Dollar Volume	\$104,877,312	25.4	\$15,177,025	-8.5	\$120,054,337	19.7	\$83,667,468	\$16,594,855	\$100,262,323
No.of Listings	457	3.4	126	0.8	583	2.8	442	125	567
Average Price (December)	\$267,544	-0.5	\$182,856	-1.9	\$252,746	-1.0			
Average Price (November)	\$268,786	-0.5	\$186,331	-1.9	\$255,210	-1.0			
% Diff	% Difference in Average Price in Current Month Compared to Previous Month								

	2	013 Year-to-Dat	<u>e</u>						
DETACHE	D	%	CONDO	%	TOTAL	%	DETACHED	CONDO	TOTAL
Units Sold	6925	7.5	1596	9.1	8521	7.8	6442	1463	7905
Dollar Volume	\$1,873,714,178	11.4	\$291,819,753	11.9	\$ 2,165,533,931	11.5	\$1,681,687,950	\$260,866,552	\$ 1,942,554,502
No.of Listings	13195	3.0	3297	6.4	16492	3.7	12811	3098	15909
Active Listings (end									
of period)	2149	-3.5	572	12.4	2721	-0.5	2226	509	2735
Average Price YTD	\$270,572	3.6	\$182,844	2.5	\$254,141	3.4			
Average Price (Dec.31/13)*	\$261,051	3.0	\$178,309	2.5	\$245,737	3.4	RESIDENTIAL STATISTICS		TICS

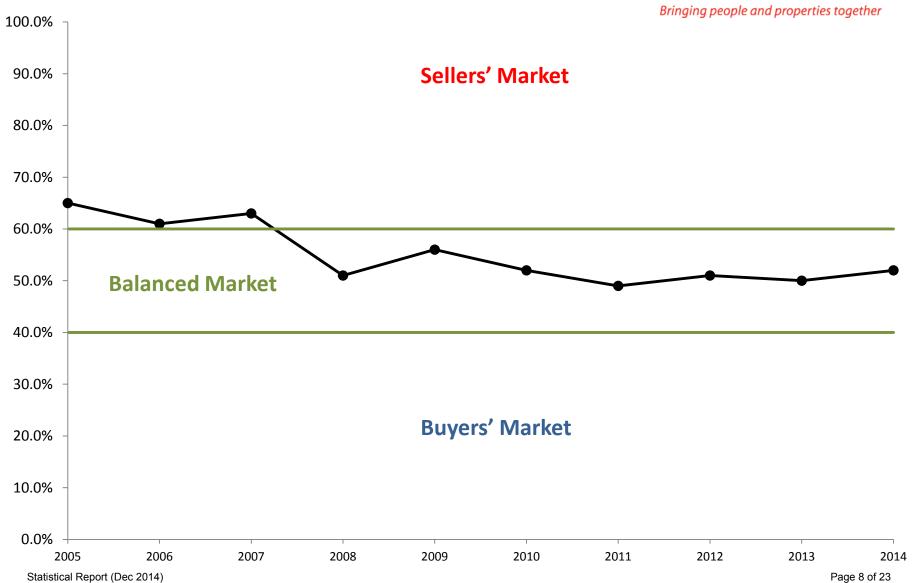
* % Difference in Average Price Year-to-Date Compared to December 31, 2013

RESIDENTIAL STATISTICS
Dec 2014

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Sales to New Listings Ratio (10 Year Review)





ST. THOMAS STATISTICS

2014 Monthly Data

2013 Monthly Data

		%	
Units Sold	40	17.6	34
Dollar Volume	\$7,433,101	-10.1	\$8,265,400
No.of Listings	56	16.7	48
Active at End	292	5.0	278

2014 Year-to Date

2013 Year-to-Date

		%	
Units Sold	708	5.8	669
Dollar Volume	\$141,518,229	4.9	\$134,860,816
No.of Listings	1228	3.6	1185

Average Price (Dec 2014)	\$185,828	2.5	Average Price (Dec 2013)
Average Price (Nov 2014)	\$181,292	2.5	\$243,100
Average Price YTD	\$199,885	-0.8	Average Price (YTD 2013)
Average Price (Dec.31/123) *	\$201,586	-0.8	\$201,586

^{*} Difference in Average Price Year-to-Date Compared to December 31, 2013

Statistical Report (Dec 2014)

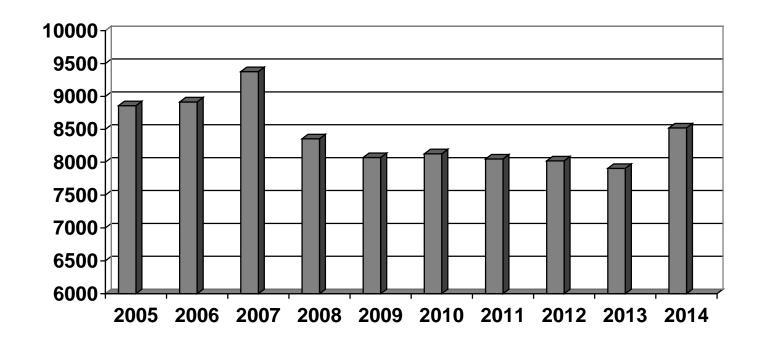
ST. THOMAS
Sales by Month

YEAR	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
2014	29	42	48	77	73	82	74	68	69	49	59	40	710
2013	42	50	50	76	86	53	78	54	56	48	44	34	671
2012	40	36	50	59	65	57	69	64	51	59	42	24	616
2011	44	40	67	60	72	73	59	64	61	51	50	42	683
2010	37	44	61	89	77	63	63	55	58	53	41	24	665
2009	23	52	55	55	75	90	72	75	59	55	57	37	705
2008	36	53	48	76	86	68	70	50	52	48	25	23	635
2007	58	80	86	82	97	92	93	84	47	64	52	32	867
2006	47	36	76	82	87	88	55	67	57	60	59	38	752
2005	42	46	76	65	76	81	79	78	74	66	58	39	780
10 Year Average (2005-2014)	40	48	62	72	79	75	71	66	58	55	49	33	708

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MLS® Residential Sales

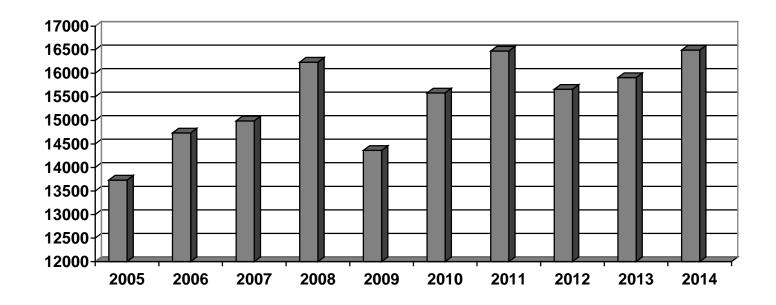
(Jan. 1 to Dec. 31 – a 10 year review)



2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
8859	8916	9378	8356	8070	8128	8048	8020	7905	8521

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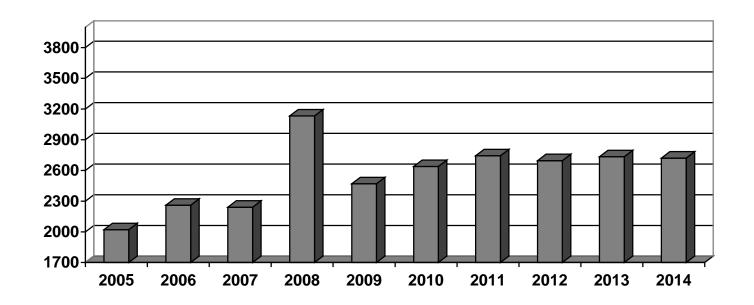
MLS® Residential Listings (Jan. 1 to Dec. 31 – a 10 year review)



2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
13732	14732	14990	16236	14362	15582	16473	15661	15909	16492

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Active MLS® Residential Listings – End of Period (10 year review)

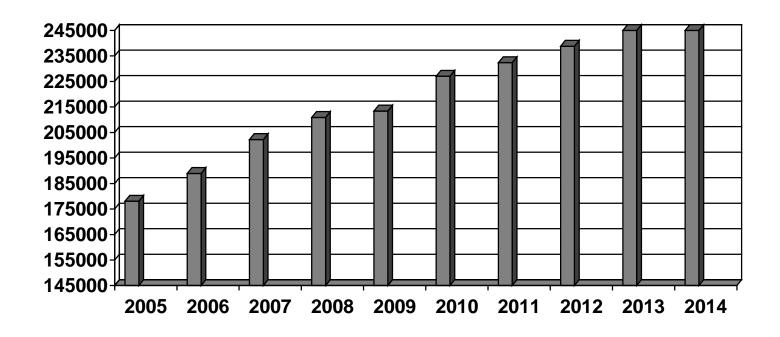


2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
2021	2260	2241	3133	2470	2639	2743	2696	2735	2721

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Average Residential Price in Association's Jurisdiction

(10 year review)

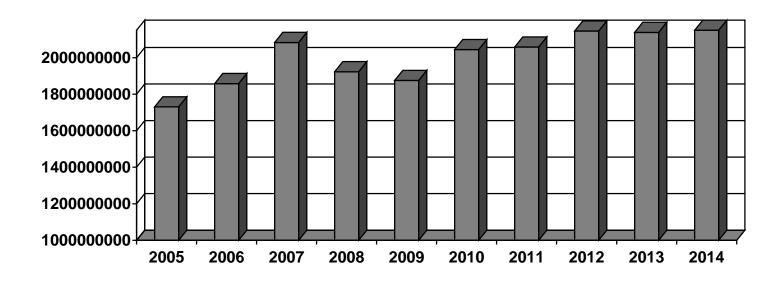


2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
\$178,058	\$188,942	\$202,256	\$210,888	\$213,402	\$227,056	\$232,387	\$238,822	\$245,737	\$254,141

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Total MLS® Dollar Volume

(10 year review)



2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
1,730,728,695	1,857,909,942	2,083,113,745	1,922,848,300	1,874,879,343	2,044,092,298	2,058,184,156	2,145,684,491	2,138,447,904	2,397,211,776

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RESIDENTIAL SALES BY MONTH 2014

YEAR	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total YTD
5 Year Average: Condos	79	121	140.2	158.2	174.6	162.4	152.6	138.2	107.4	112.2	95.8	83.4	1525
5 Year Average: Detached	355.8	452.6	603	711.2	749.8	703.6	641.4	581.8	529.2	510.8	471.4	323.6	6634.2
2014	382	498	666	836	988	981	980	791	682	698	577	475	8554
Condo	67	107	118	170	195	181	199	149	112	126	95	83	1602
Detached	315	391	548	666	793	800	781	642	570	572	482	392	6952
2013	438	576	612	864	941	795	788	696	614	644	551	414	7933
Condo	77	128	117	144	152	141	158	142	95	124	94	94	1466
Detached	361	448	495	720	789	654	630	554	519	520	457	320	6467
2012	454	637	770	880	913	825	746	723	596	624	512	381	8061
Condo	75	137	147	164	162	162	126	139	103	122	95	82	1514
Detached	379	500	623	716	751	663	620	584	493	502	417	299	6547
2011	428	552	809	750	882	913	742	763	702	583	576	384	8084
Condo	81	116	162	131	180	172	155	143	113	88	80	78	1499
Detached	347	436	647	619	702	741	587	620	589	495	496	306	6585
2010	472	605	859	1017	898	816	714	627	589	566	620	381	8164
Condo	95	117	157	182	184	156	125	118	114	101	115	80	1544
Detached	377	488	702	835	714	660	589	509	475	465	505	301	6620
2009	305	480	669	804	864	946	904	747	708	664	584	438	8113
Condo	60	98	118	138	166	179	170	147	136	121	99	85	1517
Detached	245	382	551	666	698	767	734	600	572	543	485	353	6596

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RESIDENTIAL SALES BY MONTH 2014

YEAR	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total YTD
2008	466	687	745	842	1021	905	950	762	769	581	386	281	8395
Condo	87	140	151	188	196	185	207	155	144	106	87	63	1709
Detached	379	547	594	654	825	720	743	607	625	475	299	218	6686
2007	538	708	846	916	1161	992	1009	871	650	705	654	375	9425
Condo	94	148	168	193	242	207	226	183	126	140	123	91	1941
Detached	444	560	678	723	919	785	783	688	524	565	531	284	7484
2006	529	615	869	857	1013	1011	800	832	692	711	616	421	8966
Condo	113	144	172	179	193	204	155	173	147	139	126	84	1829
Detached	416	471	697	678	820	807	645	659	545	572	490	337	7137
2005	440	657	774	889	973	996	793	894	746	679	645	388	8874
Condo	107	142	149	173	221	199	167	195	156	145	119	87	1860
Detached	333	515	625	716	752	797	626	699	590	534	526	301	7014
2004	427	671	1030	935	973	904	883	781	686	668	607	388	8953
Condo	76	149	215	174	206	191	174	162	135	136	118	93	1829
Detached	351	522	815	761	767	713	709	619	551	532	489	295	7124
2003	479	619	722	876	837	835	895	672	671	619	539	389	8153
Condo	378	136	138	180	165	151	192	135	145	117	99	81	1917
Detached	101	483	763	696	672	684	703	537	526	502	440	308	6415
2002	501	703	763	931	852	779	746	695	591	621	558	379	8119
Condo					1882		143	143	113	134	113	85	
Detached							603	552	478	487	445	294	
2001	341	532	668	722	820	776	677	673	558	576	537	427	
2000	293	556	756	654	753	664	558	570	466	511	433	291	
1999	278	500	677	700	733	735	704	561	563	482	475	312	
1998	310	478	569	615	691	648	662	556	563	491	458	375	

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RESIDENTIAL SALES BY MONTH 2014

YEAR	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total YTD
1997	435	531	537	671	648	545	661	482	524	528	389	358	
1996	335	449	649	622	677	544	575	568	550	628	673	500	
1995	260	320	398	445	575	559	537	641	498	471	416	277	
1994	323	525	786	761	618	534	383	456	356	396	379	276	
1993	249	412	508	676	621	639	549	507	479	419	399	347	
1992	392	636	715	623	556	586	577	504	534	519	382	261	
1991	392	636	715	623	556	586	577	504	534	519	382	261	
1990	269	627	618	521	439	398	450	479	385	403	337	254	
1989	480	641	687	578	624	567	531	685	568	551	522	337	
1988	423	568	742	724	672	665	602	666	557	518	503	363	
1987	418	561	534	557	418	483	517	492	455	544	385	284	
1986	348	304	348	497	506	529	465	517	561	524	387	301	
1985	382	396	445	500	617	582	525	501	462	463	346	202	
1984	310	379	507	444	503	421	409	452	313	388	391	245	
1983	266	322	443	464	533	472	482	454	406	327	359	211	
1982	153	193	262	265	256	271	275	335	410	428	396	331	
1981	285	327	414	598	531	368	358	268	222	178	179	153	
1980	257	295	289	258	266	385	432	382	337	305	261	209	
1979	218	311	370	427	426	452	467	382	317	313	195	97	
1978	218	298	316	389	410	395	342	383	303	314	247	353	

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Average Residential Prices - 1987 to 2014 YTD

Year	Average Price	Average Price	Average Price
_ I Jai	(London)	(St. Thomas)	(Area)
1987	\$106,300	\$72,892	\$97,962
1988	\$117,695	\$90,887	\$111,708
1989	\$134,960	\$101,108	\$128,578
1990	\$141,919	\$106,202	\$134,907
1991	\$143,306	\$106,134	\$134,545
1992	\$141,764	\$112,088	\$135,962
1993	\$139,311	\$106,843	\$133,835
1994	\$138,279	\$111,823	\$134,089
1995	\$131,954	\$109,019	\$127,166
1996	\$129,817	\$107,005	\$127,261
1997	\$132,838	\$111,957	\$130,534
1998	\$133,525	\$109,378	\$129,706
1999	\$133,033	\$116,297	\$131,899
2000	\$135,996	\$115,994	\$134,593
2001	\$137,820	\$114,257	\$136,636
2002	\$143,007	\$121,470	\$142,106
2003	\$155,148	\$129,349	\$152,586
2004	\$169,022	\$141,989	\$166,138
2005	\$178,899	\$155,595	\$178,058
2006	\$193,087	\$162,250	\$188,942
2007	\$208,865	\$172,550	\$202,256
2008	\$211,323	\$187,361	\$210,888
2009	\$214,769	\$182,450	\$213,402
2010	\$231,020	\$182,719	\$227,056
2011	\$238,238	\$189,413	\$232,387
2012	\$240,370	\$191,607	\$238,822
2013	\$246,919	\$201,586	\$245,737
2014	\$256,154	\$199,885	\$254,141

Condos - 15 Year Review

Year	Total	% Increase	Average Price	Townhouse	% Increase	Average Price
2000	1158	2.6	\$96,174	697	14.8	\$91,703
2001	1250	7.9	\$96,902	684	-1.9	\$92,647
2002	1577	26.2	\$102,592	881	28.8	\$98,238
2003	1618	2.6	\$111,498	880	-0.1	\$101,667
2004	1823	12.7	\$120,349	1043	18.6	\$111,921
2005	1850	1.5	\$126,835	946	-9.3	\$123,417
2006	1822	-1.5	\$138,314	894	-5.5	\$131,185
2007	1933	5.6	\$146,062	985	3.8	\$136,120
2008	1704	-11.8	\$151,969	858	-12.9	\$145,292
2009	1509	-11.4	\$158,617	763	-11.1	\$146,272
2010	1541	2.1	\$171,098	781	2.4	\$155,998
2011	1494	-3.0	\$179,560	719	-7.9	\$157,035
2012	1508	0.9	\$171,403	749	4.2	\$154,232
2013	1463	-3.0	\$178,309	723	-3.5	\$159,791
2014	1596	9.1	\$182,844	740	2.3	\$161,241

Statistical Report (Dec 2014)

Statistical Breakdown by Area for December 2014 <u>London</u>

Item	2013 Average Sale Price *	2014 Year to Date	%
NORTH			
Total Detached North	\$323,658	\$337,390	4.2%
Total Condo North	\$215,715	\$216,887	0.5%
Bungalow North	\$249,975	\$250,870	0.4%
Two Storey North	\$346,692	\$368,488	6.3%
Ranch North	\$367,291	\$381,435	3.9%
Townhouse Condo North	\$191,446	\$197,262	3.0%
SOUTH			
Total Detached South	\$282,452	\$287,309	1.7%
Total Condo South	\$160,653	\$163,629	1.9%
Bungalow South	\$212,624	\$217,595	2.3%
Two Storey South	\$346,732	\$354,414	2.2%
Ranch South	\$309,729	\$326,859	5.5%
Townhouse Condo South	\$150,793	\$146,572	-2.8%
EAST			
Total Detached East	\$202,185	\$214,424	6.1%
Total Condo East	\$154,208	\$165,219	7.1%
Bungalow East	\$161,679	\$170,734	5.6%
Two Storey East	\$265,287	\$278,711	5.1%
Ranch East	\$208,729	\$234,324	12.3%
Townhouse Condo East	\$120,104	\$129,194	7.6%

^{*} up-to-date figures based on January 1, 2013 to December 31, 2013

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Statistical Breakdown by Area for December 2014 Elgin

Item	2013 Average Sale Price *	2014 Year to Date	%
Total Detached	\$225,526	\$224,660	-0.4%
Total Condo	\$164,031	\$163,609	-0.3%
Bungalow	\$176,801	\$180,449	2.1%
Two Storey	\$296,524	\$344,819	16.3%
Ranch	\$278,431	\$244,528	-12.2%
Townhouse Condo	\$180,544	\$182,671	1.2%

St. Thomas

Item	2013 Average Sale Price *	2014 Year to Date	%
Total Detached	\$196,667	\$198,748	1.1%
Total Condo	\$206,521	\$239,132	15.8%
Bungalow	\$189,626	\$190,335	0.4%
Two Storey	\$239,651	\$240,554	0.4%
Ranch	\$217,940	\$215,933	-0.9%
Townhouse Condo	\$0	\$225,000	100.0%

^{*} up-to-date figures based on January 1, 2013 to December 31, 2013

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Statistical Breakdown by Area for December 2014 <u>Middlesex County</u>

Item	2013 Average Sale Price *	2014 Year to Date	%
Total Detached	\$298,528	\$322,754	8.1%
Total Condo	\$265,173	\$285,590	7.7%
Bungalow	\$211,377	\$241,301	14.2%
Two Storey	\$368,566	\$405,107	9.9%
Ranch	\$325,107	\$357,582	10.0%
Townhouse Condo	\$291,000	\$288,667	-0.8%

Strathroy

Item	2013 Average Sale Price *	2014 Year to Date	%
Total Detached	\$217,748	\$225,733	3.7%
Total Condo	\$180,156	\$186,108	3.3%
Bungalow	\$195,323	\$198,360	1.6%
Two Storey	\$269,630	\$268,971	-0.2%
Ranch	\$232,815	\$275,598	18.4%
Townhouse Condo	\$122,000	\$120,000	-1.6%

^{*} up-to-date figures based on January 1, 2013 to December 31, 2013

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