



Residential Market Activity

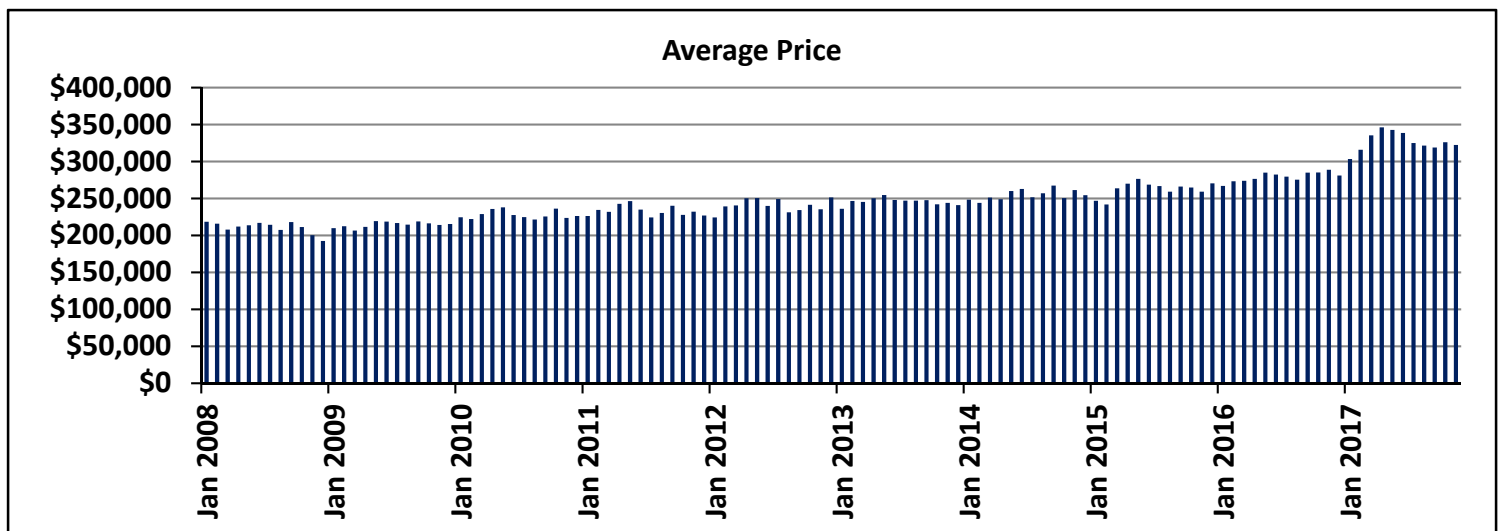
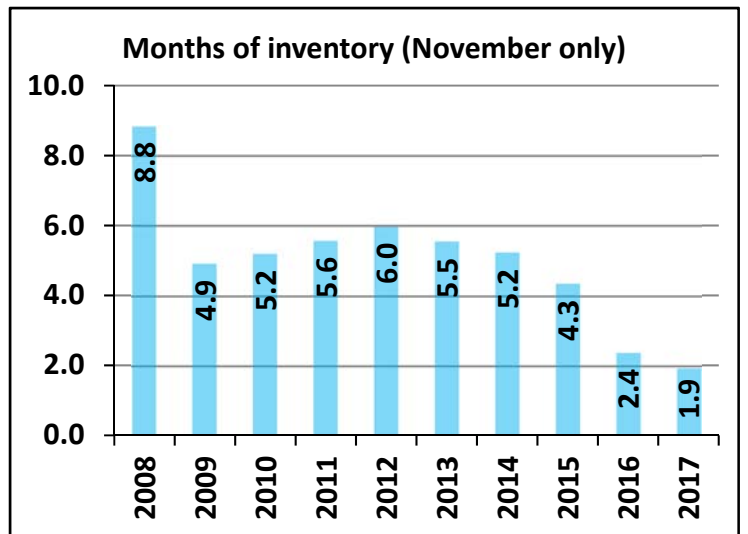
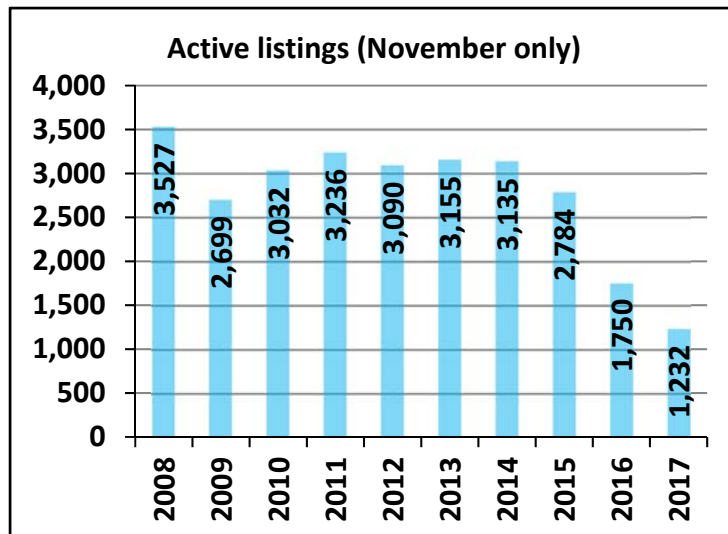
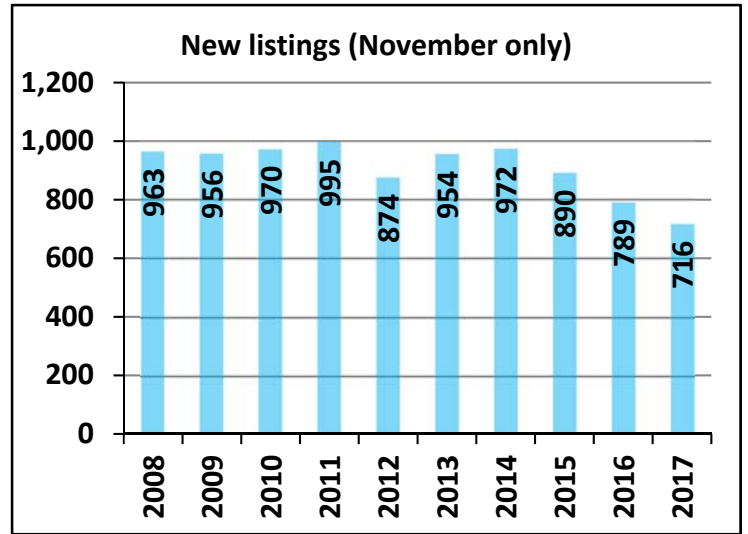
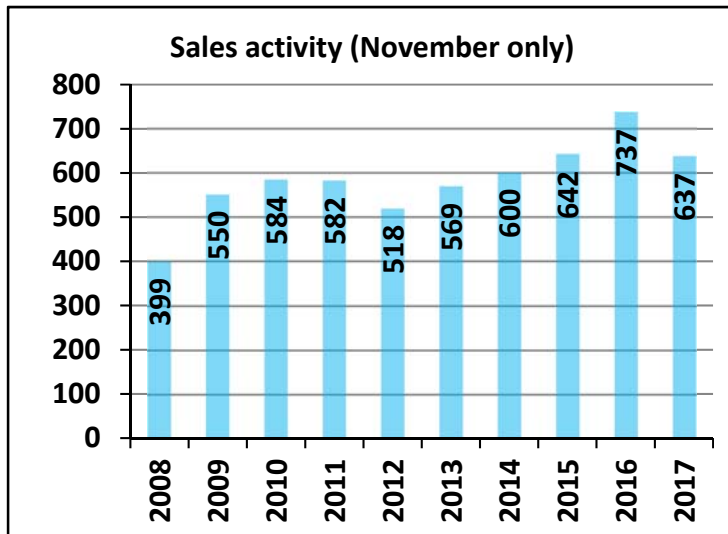
November 2017



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

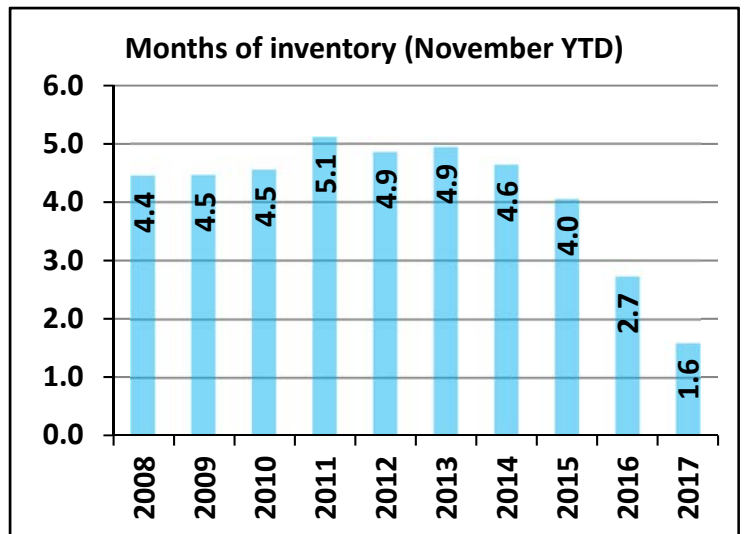
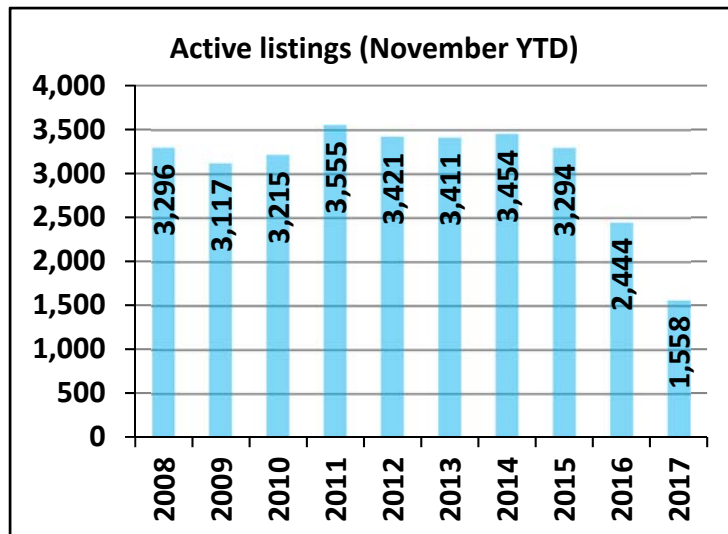
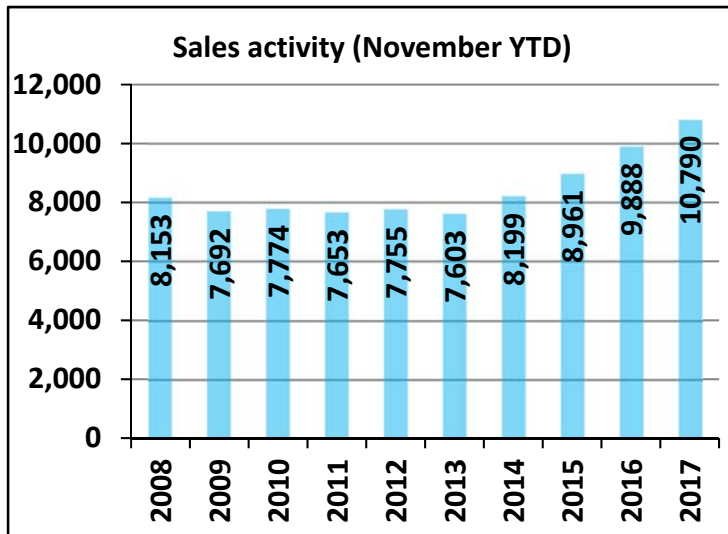
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016	November 2015	November 2014	November 2012	November 2010	November 2007
Sales Activity	637	-13.6	-0.8	6.2	23.0	9.1	0.5
Dollar Volume	\$205,307,260	-3.5	23.4	31.0	68.4	57.2	57.5
New Listings	716	-9.3	-19.6	-26.3	-18.1	-26.2	-24.8
Active Listings	1,232	-29.6	-55.7	-60.7	-60.1	-59.4	-52.5
Sales to New Listings Ratio ¹	89.0	93.4	72.1	61.7	59.3	60.2	66.6
Months of Inventory ²	1.9	2.4	4.3	5.2	6.0	5.2	4.1
Average Price	\$322,303	11.6	24.4	23.4	37.0	44.1	56.7

Year-to-date	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016 YTD	November 2015 YTD	November 2014 YTD	November 2012 YTD	November 2010 YTD	November 2007 YTD
Sales Activity	10,790	9.1	20.4	31.6	39.1	38.8	18.7
Dollar Volume	\$3,561,120,460	28.7	50.4	70.0	90.7	100.2	93.5
New Listings	13,896	-1.2	-10.4	-10.6	-6.9	-5.1	-4.6
Active Listings ³	1,558	-36.3	-52.7	-54.9	-54.5	-51.5	-43.7
Sales to New Listings Ratio ⁴	77.6	70.3	57.8	52.8	51.9	53.1	62.4
Months of Inventory ⁵	1.6	2.7	4.0	4.6	4.9	4.5	3.4
Average Price	\$330,039	18.0	24.9	29.2	37.0	44.2	63.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

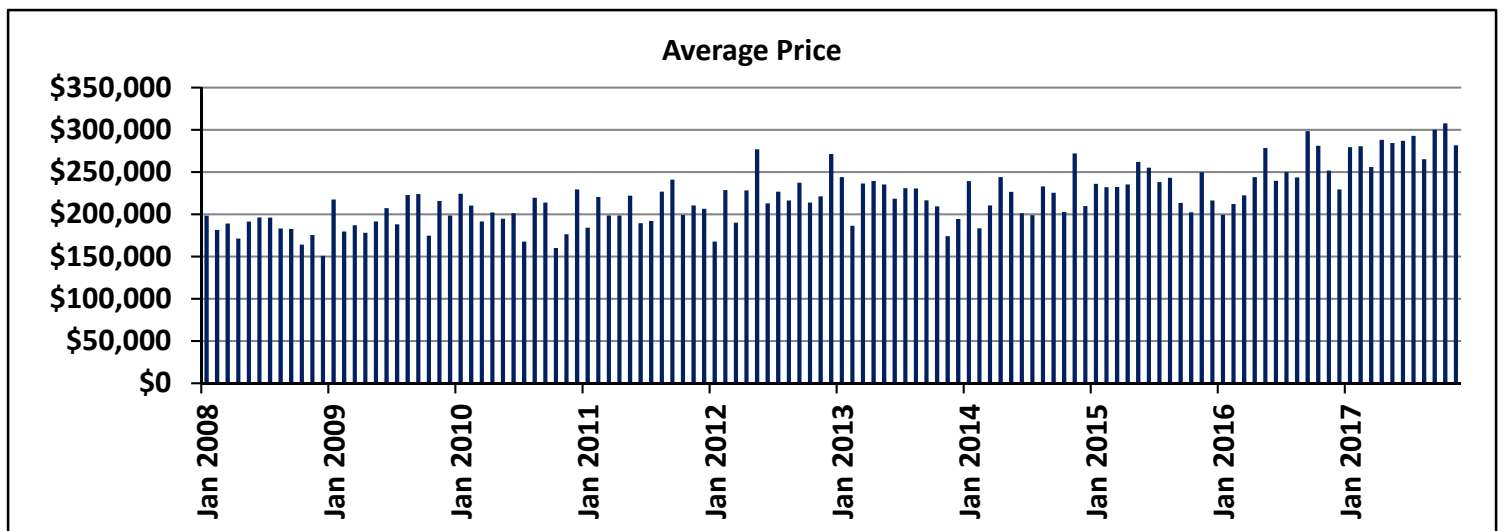
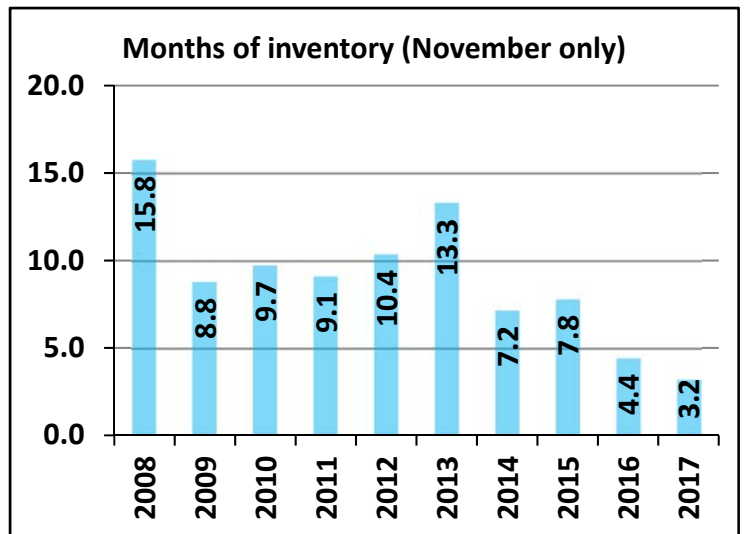
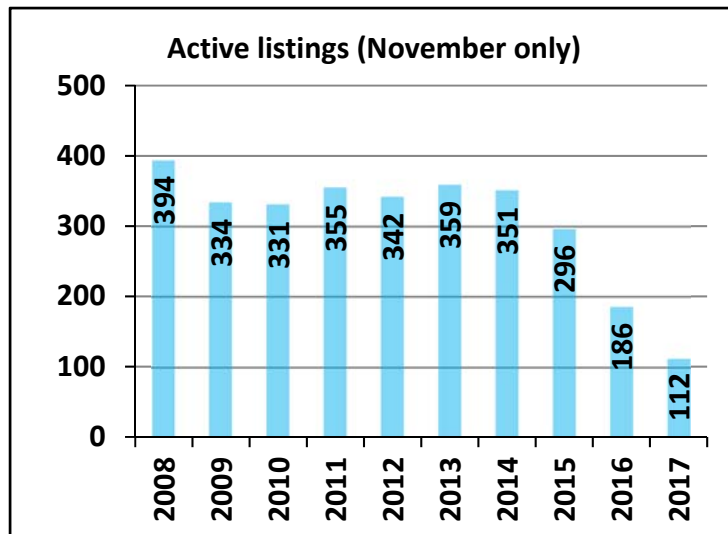
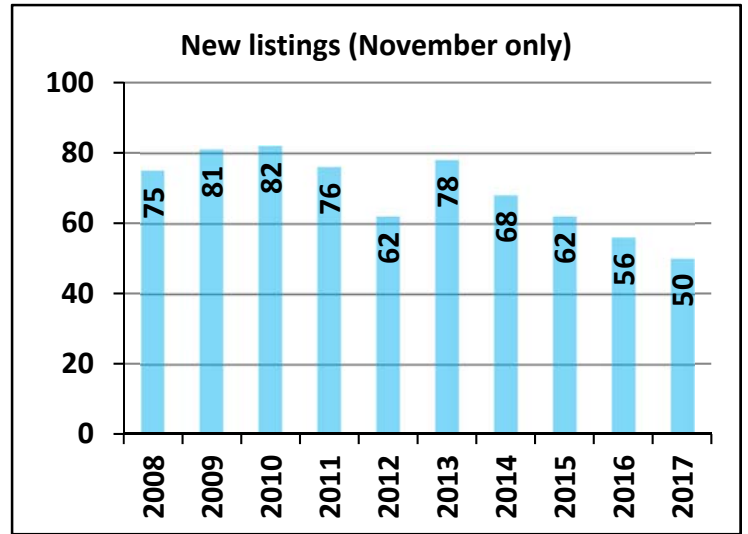
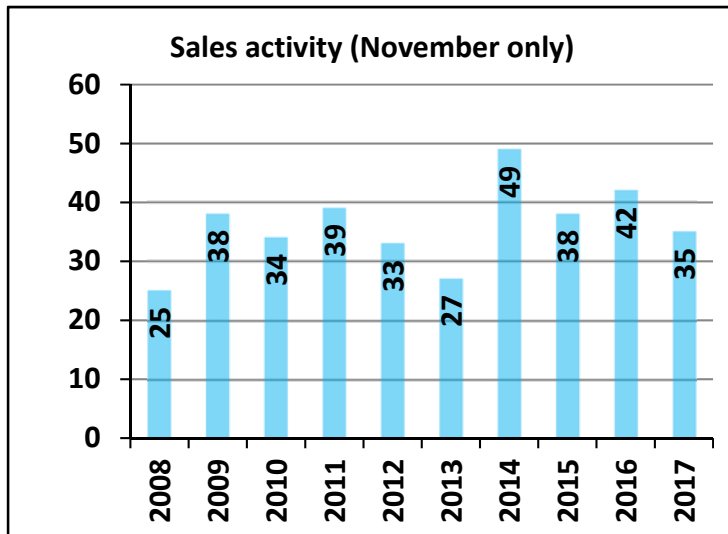
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

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

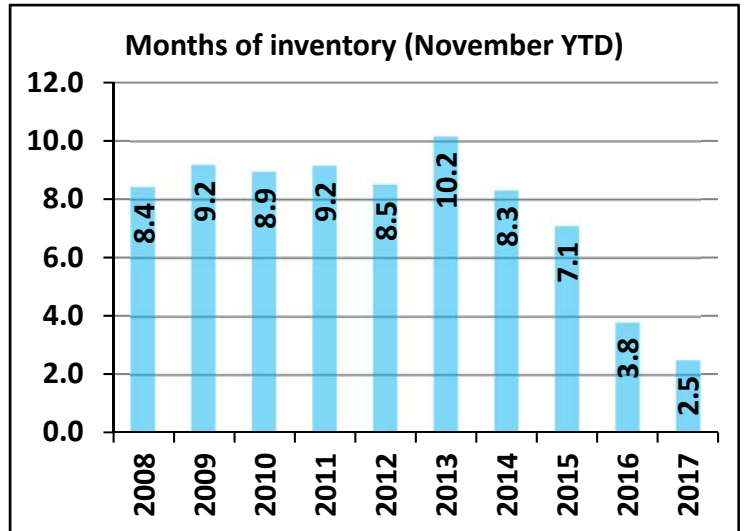
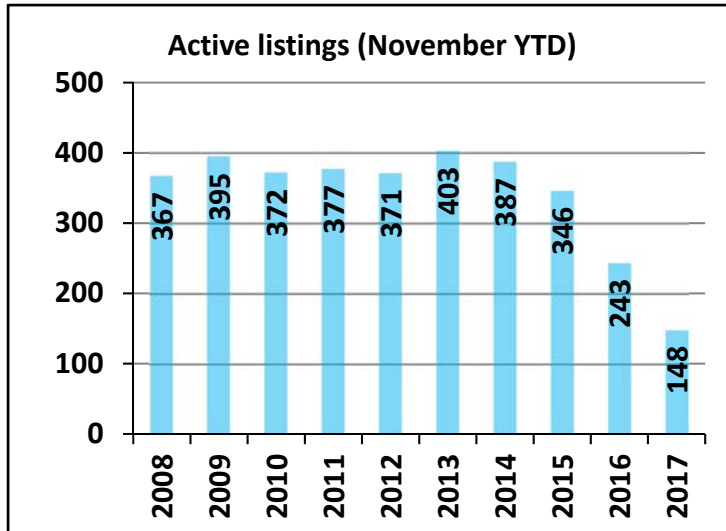
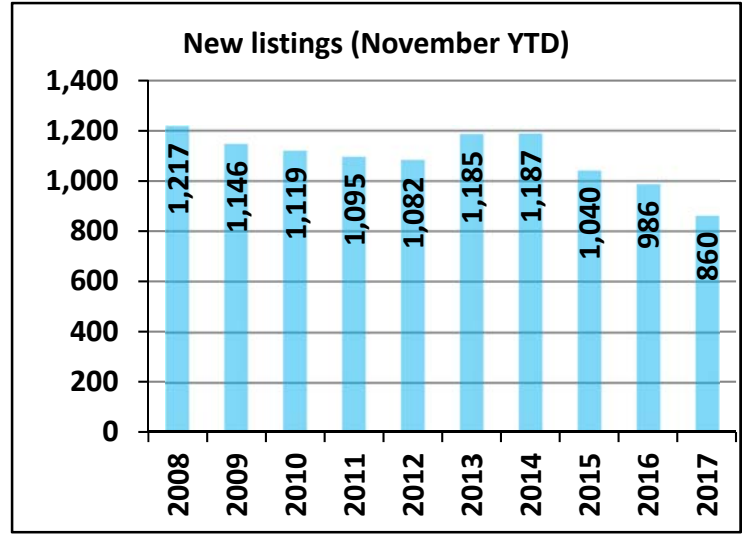
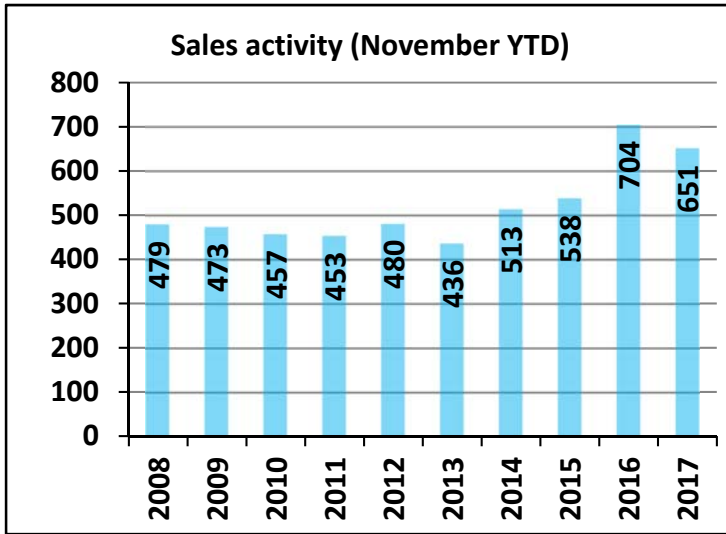
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016	November 2015	November 2014	November 2012	November 2010	November 2007
Sales Activity	35	-16.7	-7.9	-28.6	6.1	2.9	-32.7
Dollar Volume	\$9,860,400	-6.7	4.0	-26.0	35.1	64.5	18.0
New Listings	50	-10.7	-19.4	-26.5	-19.4	-39.0	-31.5
Active Listings	112	-39.8	-62.2	-68.1	-67.3	-66.2	-57.9
Sales to New Listings Ratio ¹	70.0	75.0	61.3	72.1	53.2	41.5	71.2
Months of Inventory ²	3.2	4.4	7.8	7.2	10.4	9.7	5.1
Average Price	\$281,726	11.9	12.9	3.6	27.3	59.8	75.3

Year-to-date	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016 YTD	November 2015 YTD	November 2014 YTD	November 2012 YTD	November 2010 YTD	November 2007 YTD
Sales Activity	651	-7.5	21.0	26.9	35.6	42.5	17.7
Dollar Volume	\$184,740,304	5.4	44.4	62.2	73.1	105.1	90.2
New Listings	860	-12.8	-17.3	-27.5	-20.5	-23.1	-18.2
Active Listings ³	148	-39.1	-57.2	-61.8	-60.1	-60.2	-50.2
Sales to New Listings Ratio ⁴	75.7	71.4	51.7	43.2	44.4	40.8	52.6
Months of Inventory ⁵	2.5	3.8	7.1	8.3	8.5	8.9	5.9
Average Price	\$283,779	14.0	19.3	27.8	27.6	44.0	61.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

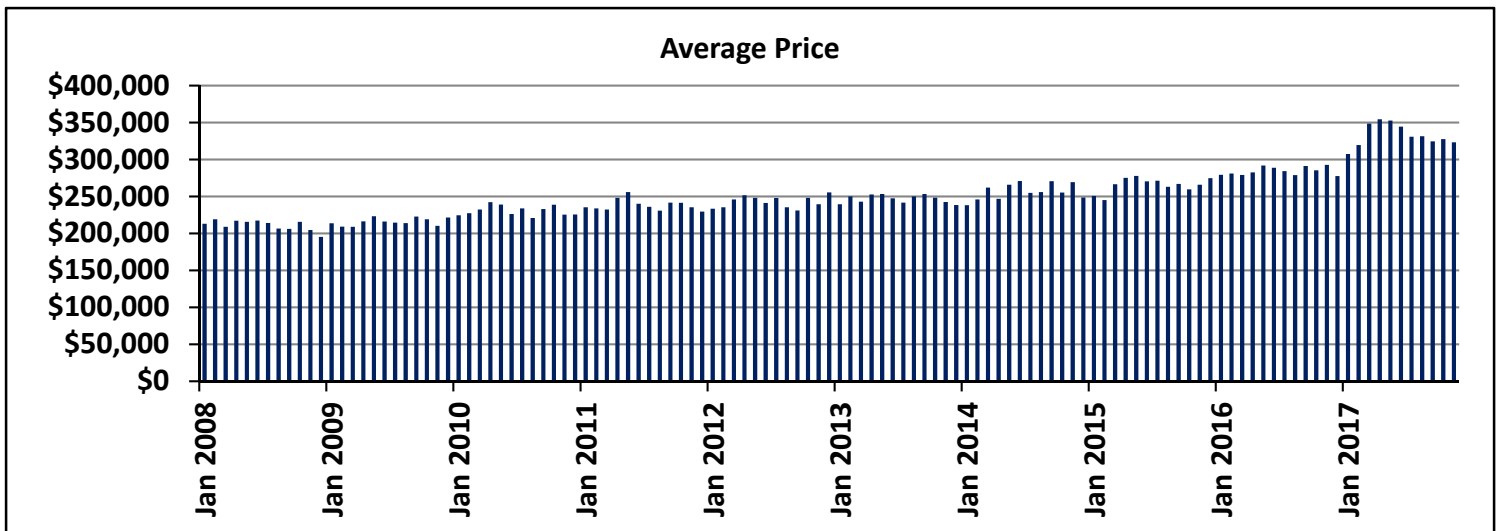
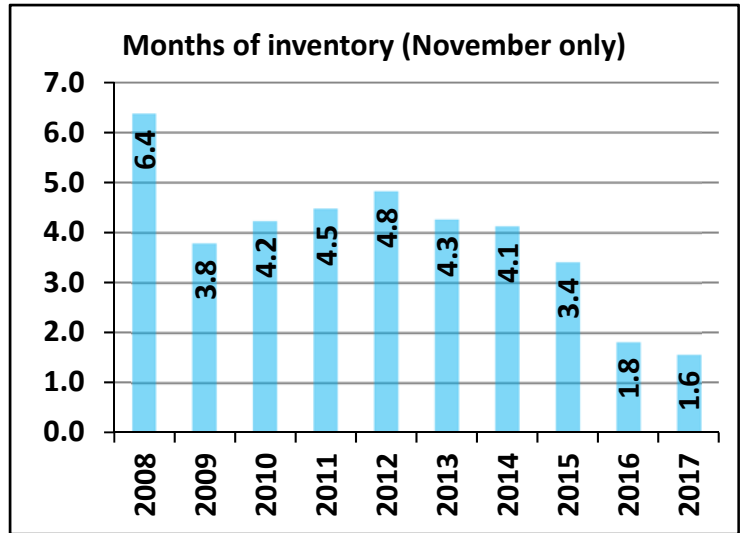
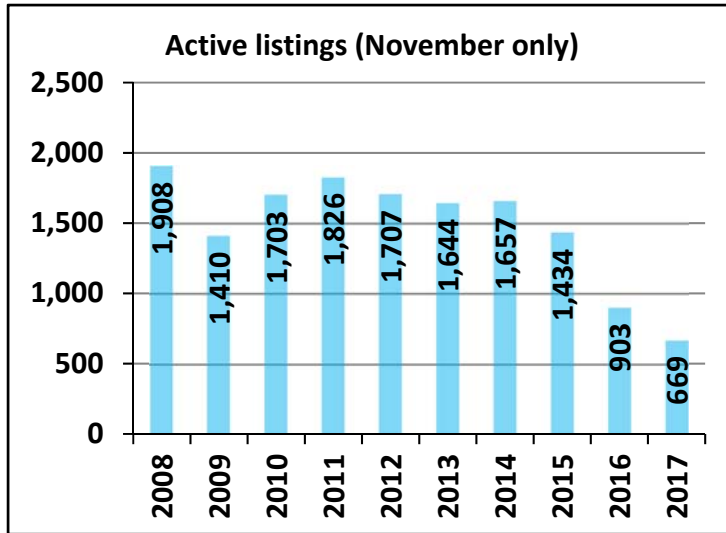
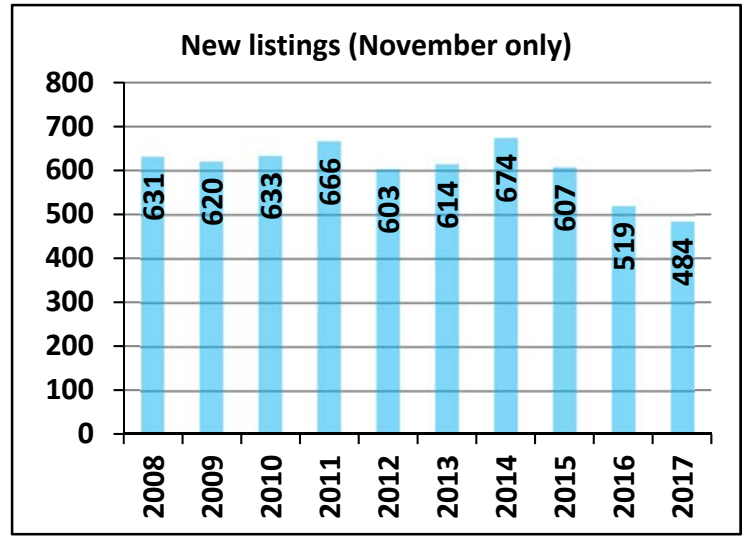
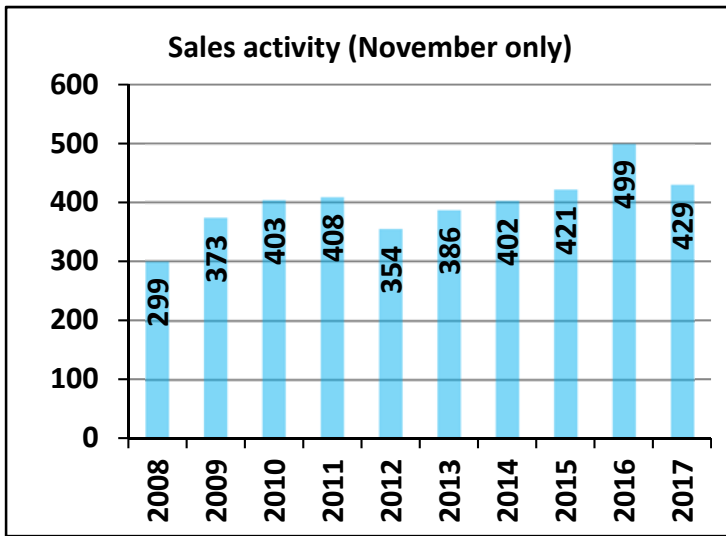
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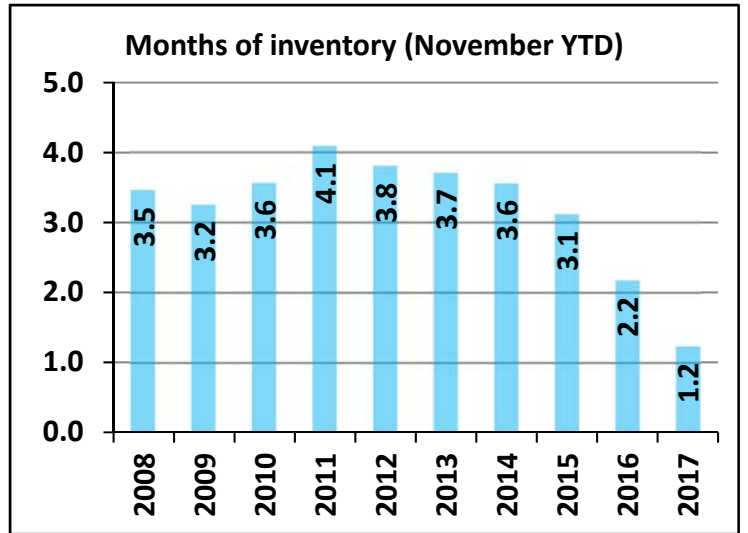
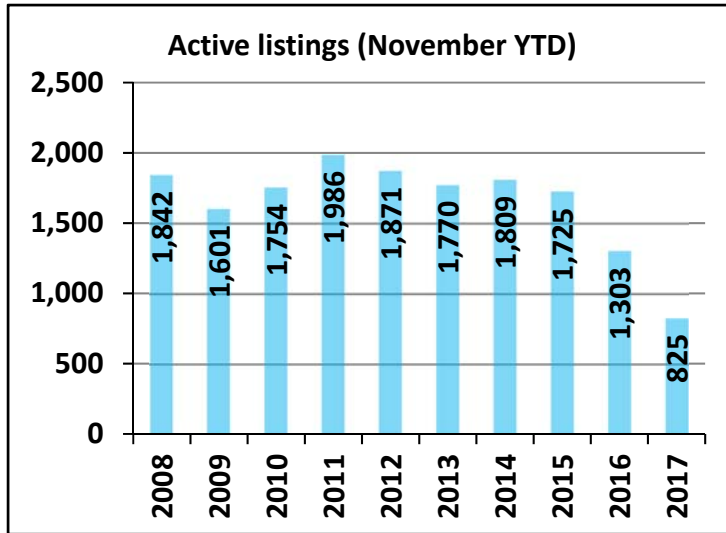
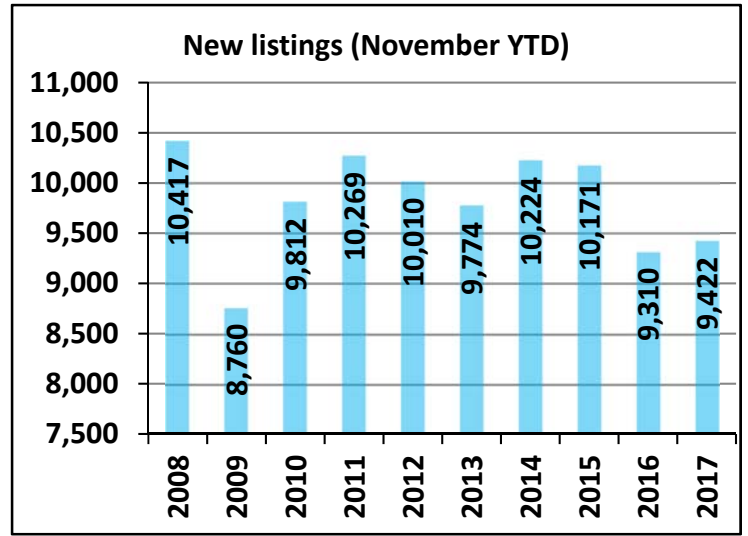
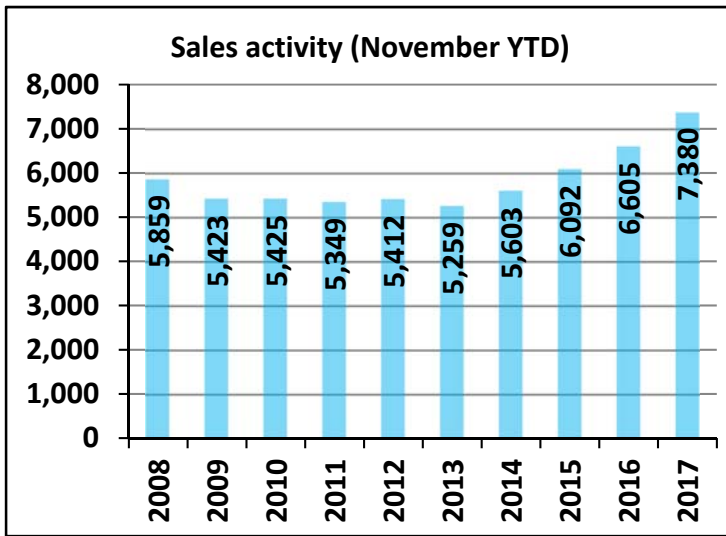
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016	November 2015	November 2014	November 2012	November 2010	November 2007
Sales Activity	429	-14.0	1.9	6.7	21.2	6.5	-0.9
Dollar Volume	\$138,652,443	-5.0	23.9	28.1	63.7	52.7	55.2
New Listings	484	-6.7	-20.3	-28.2	-19.7	-23.5	-26.0
Active Listings	669	-25.9	-53.3	-59.6	-60.8	-60.7	-54.6
Sales to New Listings Ratio ¹	88.6	96.1	69.4	59.6	58.7	63.7	66.2
Months of Inventory ²	1.6	1.8	3.4	4.1	4.8	4.2	3.4
Average Price	\$323,199	10.5	21.6	20.0	35.0	43.4	56.6

Year-to-date	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016 YTD	November 2015 YTD	November 2014 YTD	November 2012 YTD	November 2010 YTD	November 2007 YTD
Sales Activity	7,380	11.7	21.1	31.7	36.4	36.0	14.5
Dollar Volume	\$2,487,902,898	32.0	53.1	71.6	89.6	97.5	87.6
New Listings	9,422	1.2	-7.4	-7.8	-5.9	-4.0	-5.3
Active Listings ³	825	-36.7	-52.2	-54.4	-55.9	-53.0	-47.5
Sales to New Listings Ratio ⁴	78.3	70.9	59.9	54.8	54.1	55.3	64.7
Months of Inventory ⁵	1.2	2.2	3.1	3.6	3.8	3.6	2.7
Average Price	\$337,114	18.1	26.4	30.2	39.1	45.2	63.8

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

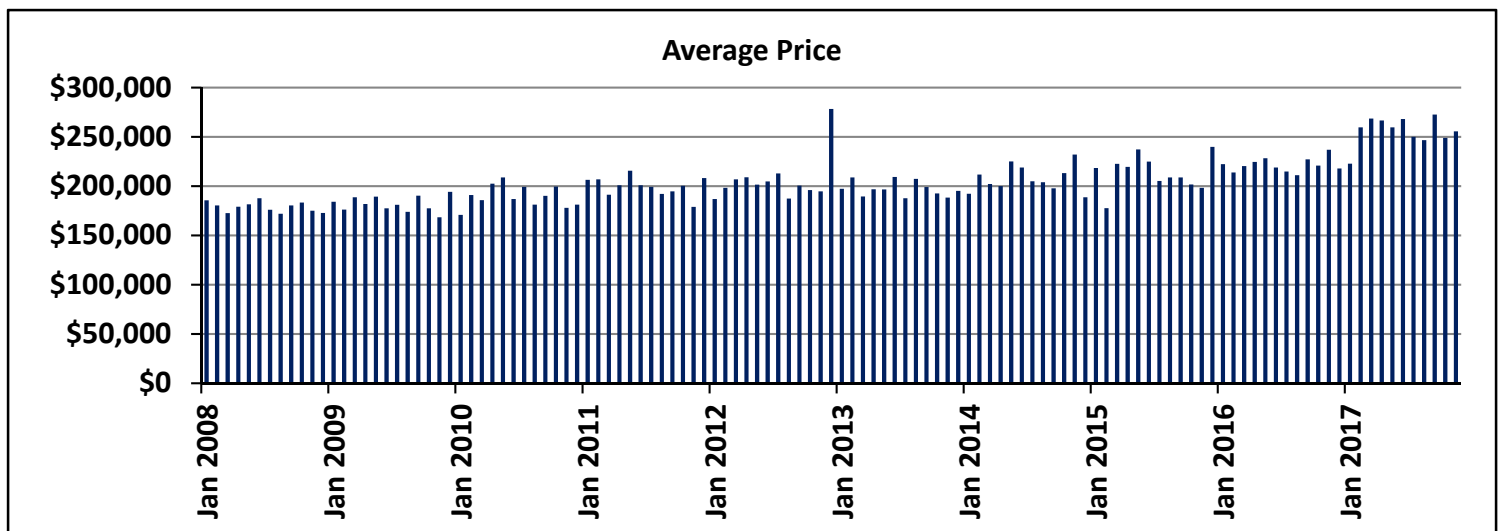
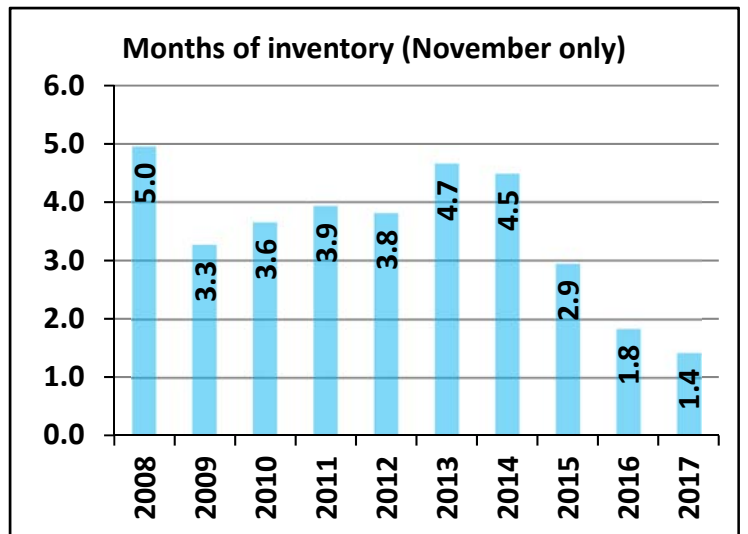
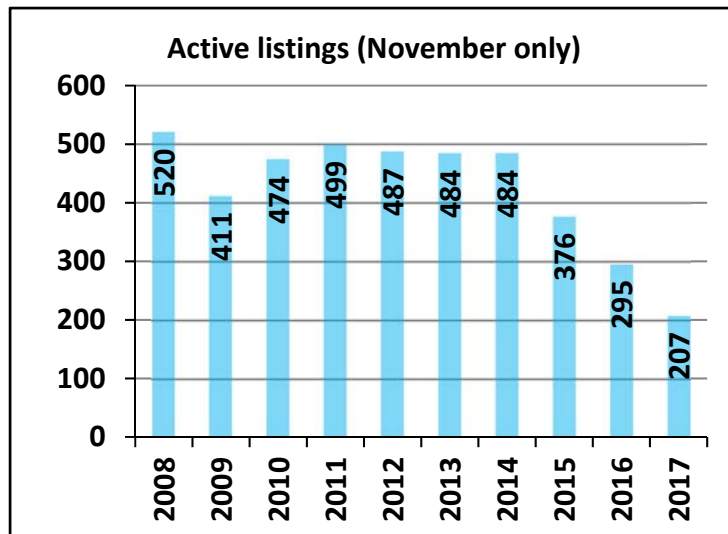
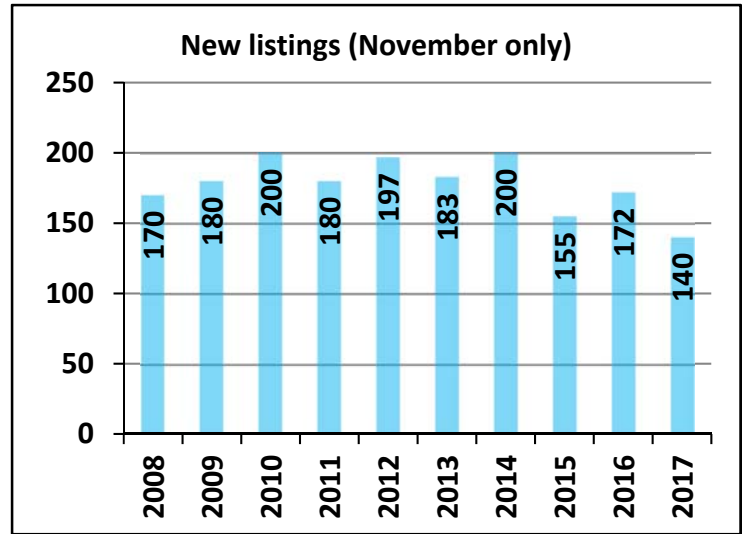
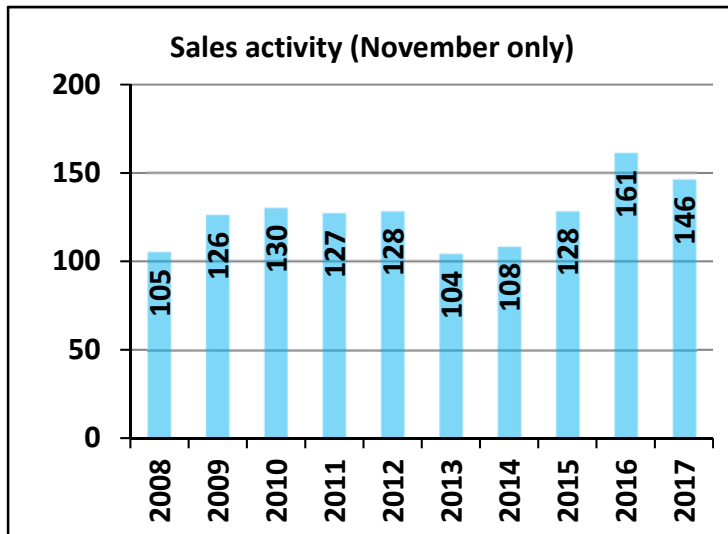
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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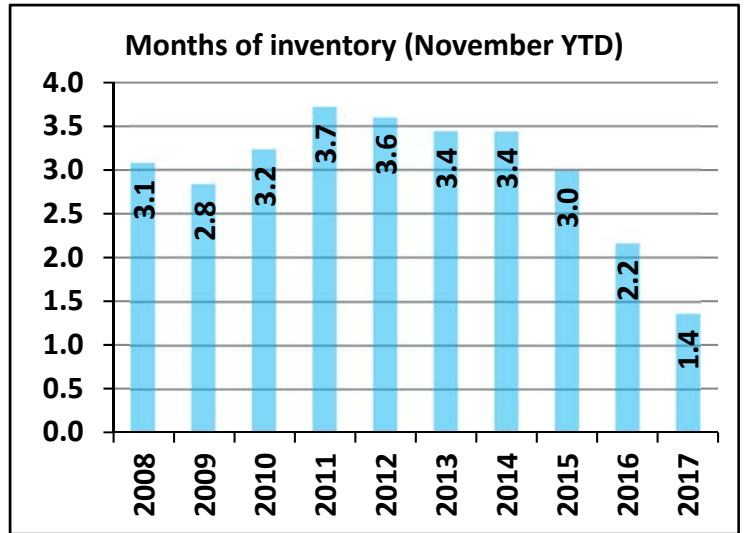
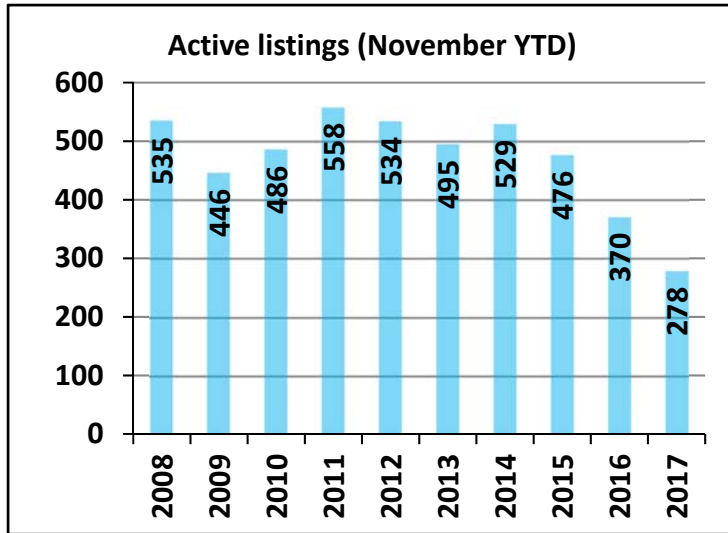
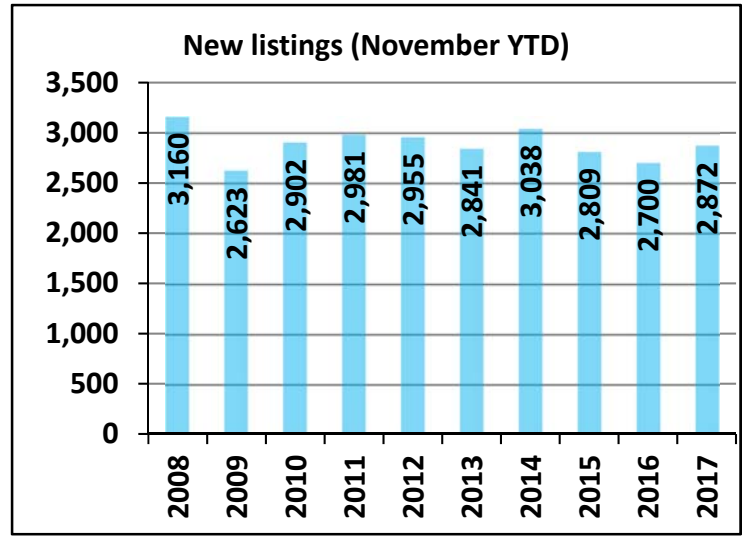
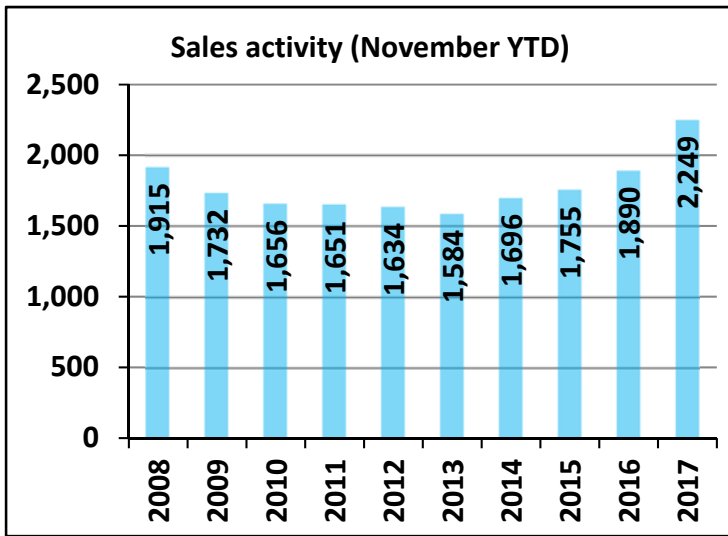
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016	November 2015	November 2014	November 2012	November 2010	November 2007
Sales Activity	146	-9.3	14.1	35.2	14.1	12.3	-5.2
Dollar Volume	\$37,305,563	-2.2	47.0	48.9	49.7	61.3	39.0
New Listings	140	-18.6	-9.7	-30.0	-28.9	-30.0	-35.8
Active Listings	207	-29.8	-44.9	-57.2	-57.5	-56.3	-51.1
Sales to New Listings Ratio ¹	104.3	93.6	82.6	54.0	65.0	65.0	70.6
Months of Inventory ²	1.4	1.8	2.9	4.5	3.8	3.6	2.7
Average Price	\$255,518	7.9	28.9	10.1	31.2	43.6	46.6

Year-to-date	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016 YTD	November 2015 YTD	November 2014 YTD	November 2012 YTD	November 2010 YTD	November 2007 YTD
Sales Activity	2,249	19.0	28.1	32.6	37.6	35.8	7.4
Dollar Volume	\$581,538,212	38.8	55.2	63.3	77.2	83.2	57.8
New Listings	2,872	6.4	2.2	-5.5	-2.8	-1.0	-7.6
Active Listings ³	278	-24.9	-41.6	-47.4	-47.9	-42.8	-37.2
Sales to New Listings Ratio ⁴	78.3	70.0	62.5	55.8	55.3	57.1	67.4
Months of Inventory ⁵	1.4	2.2	3.0	3.4	3.6	3.2	2.3
Average Price	\$258,576	16.7	21.1	23.1	28.7	34.9	47.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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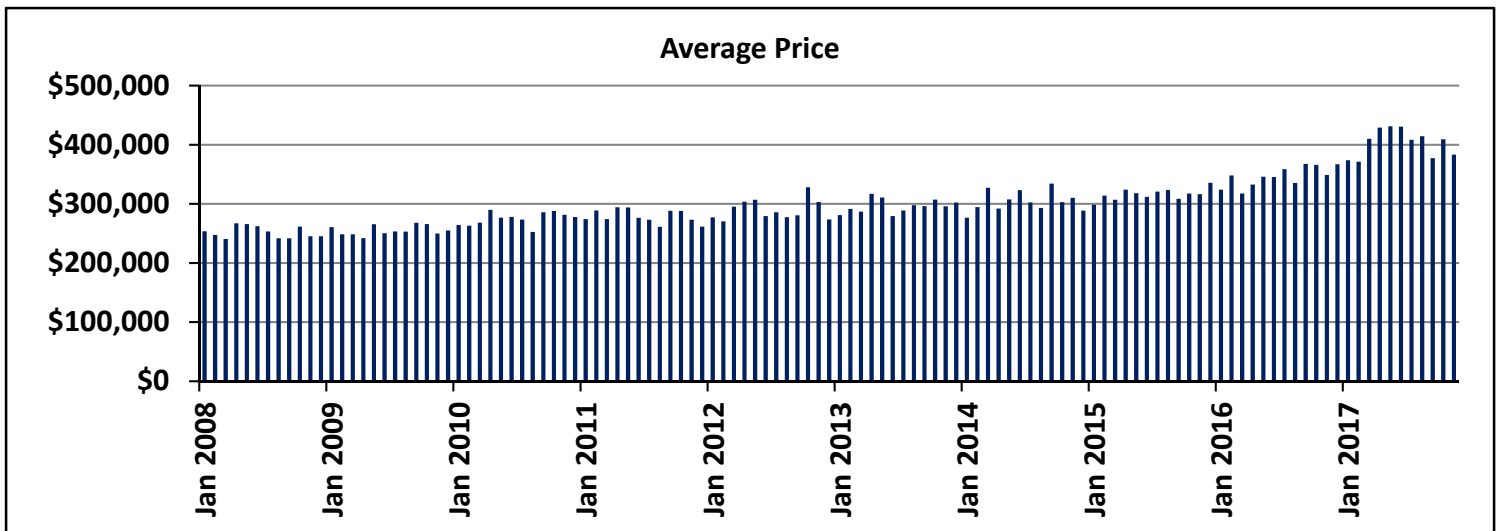
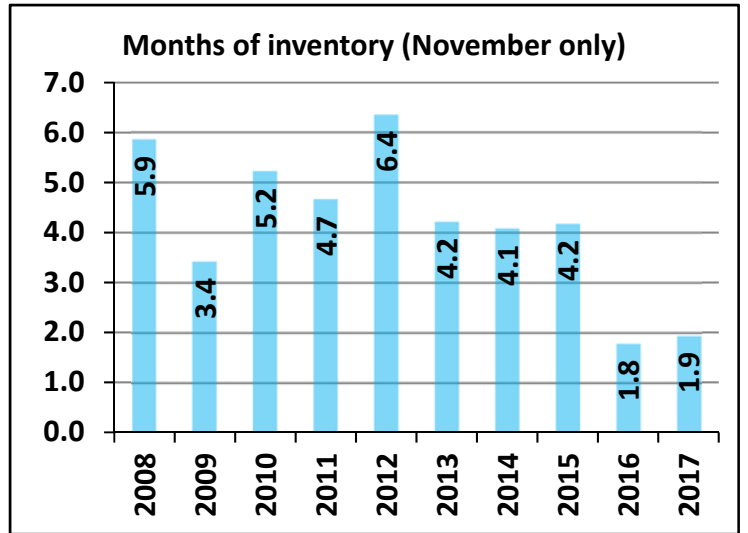
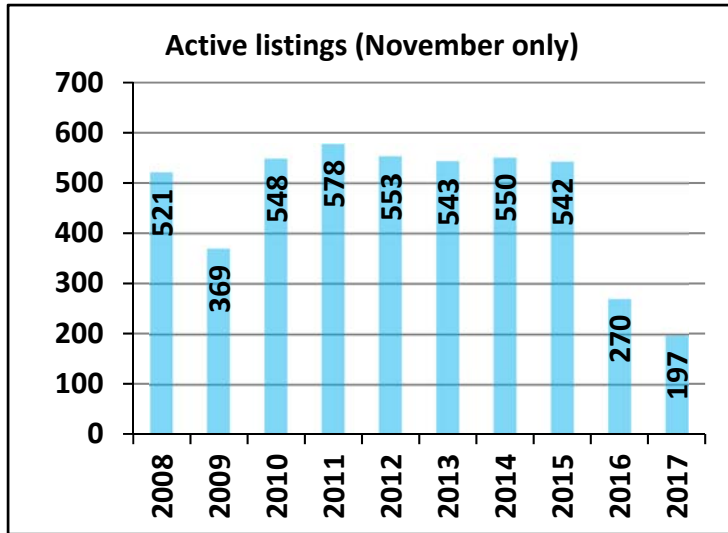
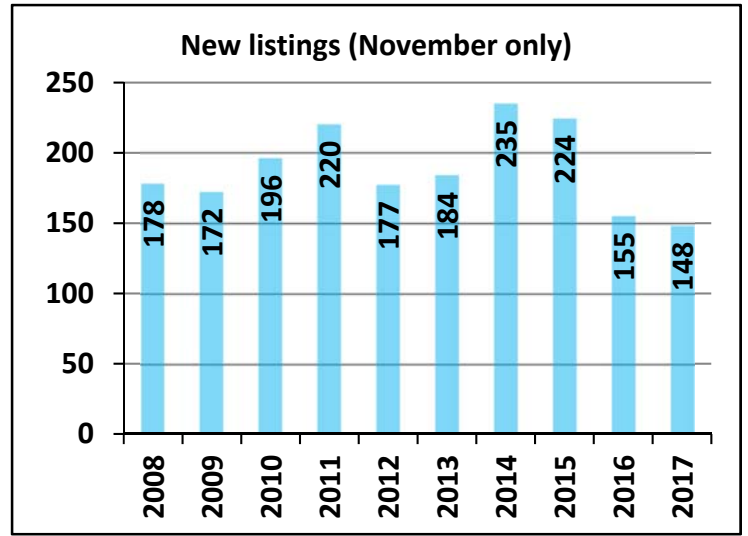
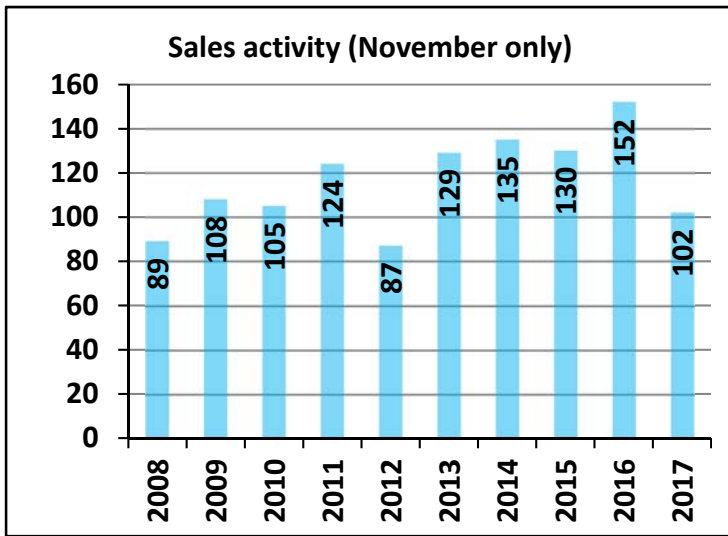
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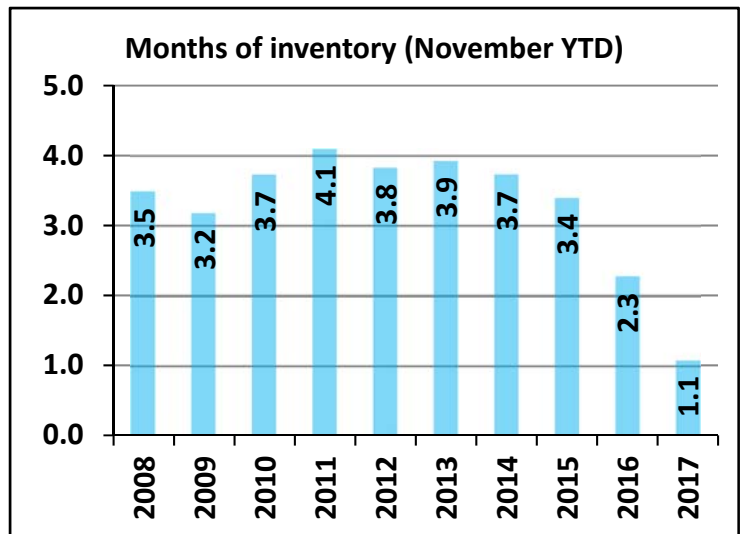
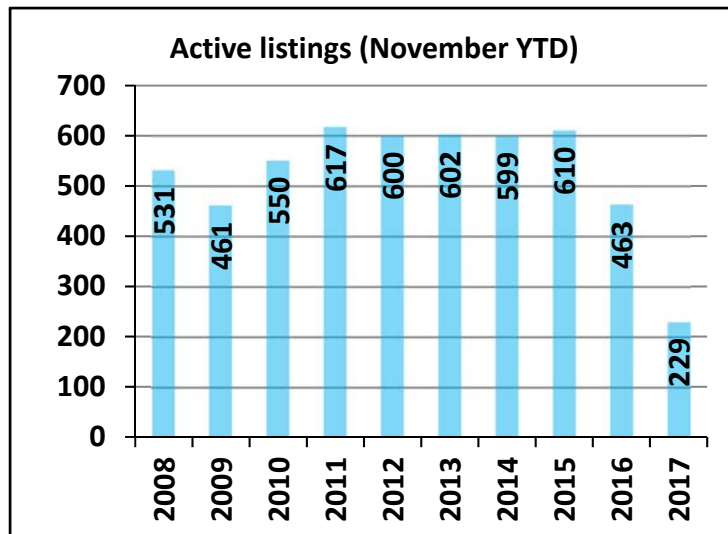
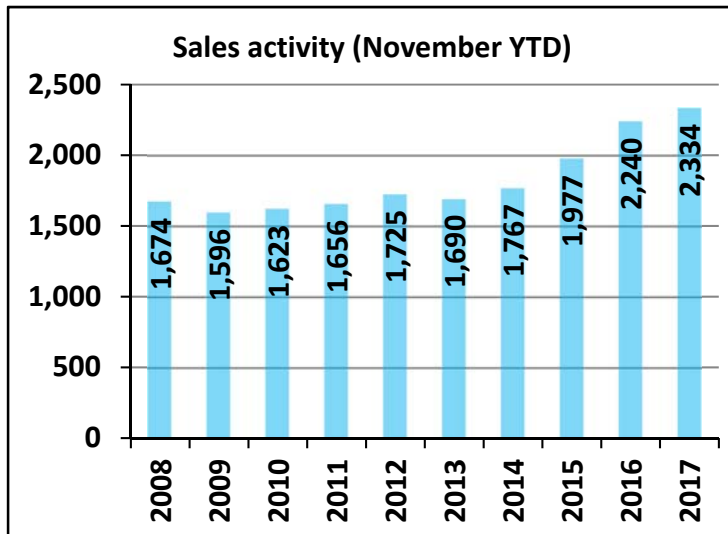
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016	November 2015	November 2014	November 2012	November 2010	November 2007
Sales Activity	102	-32.9	-21.5	-24.4	17.2	-2.9	-1.9
Dollar Volume	\$39,081,010	-26.3	-5.0	-6.6	48.3	32.3	47.0
New Listings	148	-4.5	-33.9	-37.0	-16.4	-24.5	-21.3
Active Listings	197	-27.0	-63.7	-64.2	-64.4	-64.1	-52.3
Sales to New Listings Ratio ¹	68.9	98.1	58.0	57.4	49.2	53.6	55.3
Months of Inventory ²	1.9	1.8	4.2	4.1	6.4	5.2	4.0
Average Price	\$383,147	9.9	21.1	23.6	26.5	36.2	49.9

Year-to-date	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016 YTD	November 2015 YTD	November 2014 YTD	November 2012 YTD	November 2010 YTD	November 2007 YTD
Sales Activity	2,334	4.2	18.1	32.1	35.3	43.8	34.4
Dollar Volume	\$955,838,149	23.9	53.3	76.0	90.1	114.0	121.6
New Listings	2,992	-4.7	-14.3	-8.0	-7.2	-1.8	7.7
Active Listings ³	229	-50.5	-62.5	-61.8	-61.8	-58.4	-49.4
Sales to New Listings Ratio ⁴	78.0	71.3	56.6	54.3	53.5	53.2	62.5
Months of Inventory ⁵	1.1	2.3	3.4	3.7	3.8	3.7	2.9
Average Price	\$409,528	18.9	29.9	33.3	40.5	48.8	64.9

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

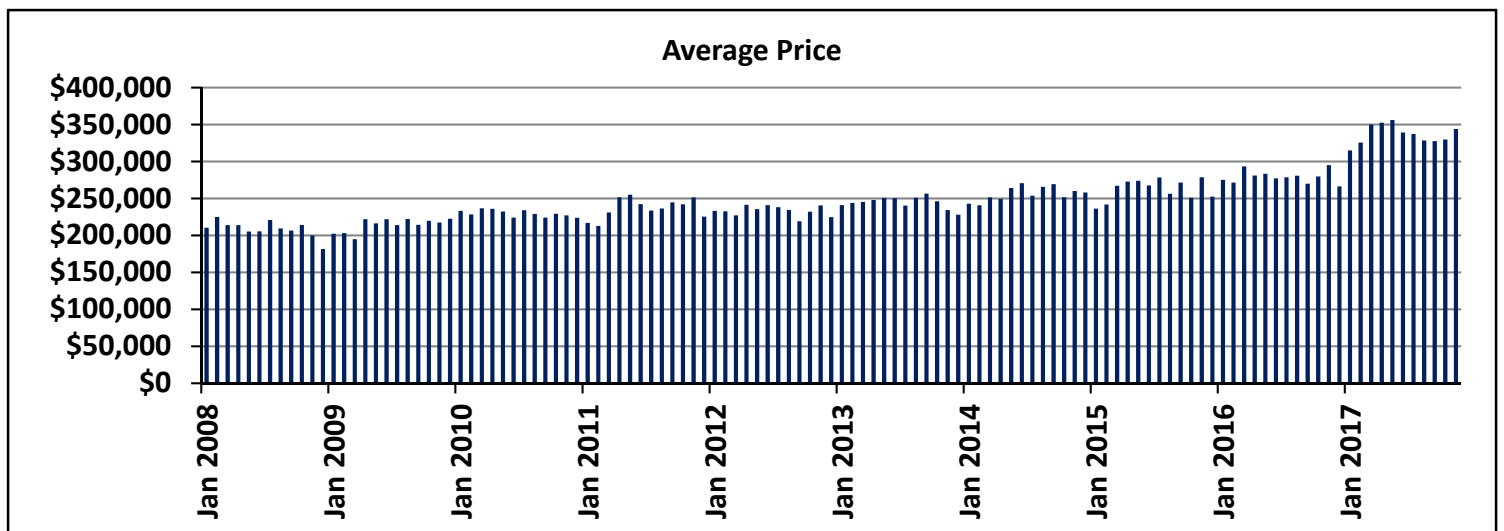
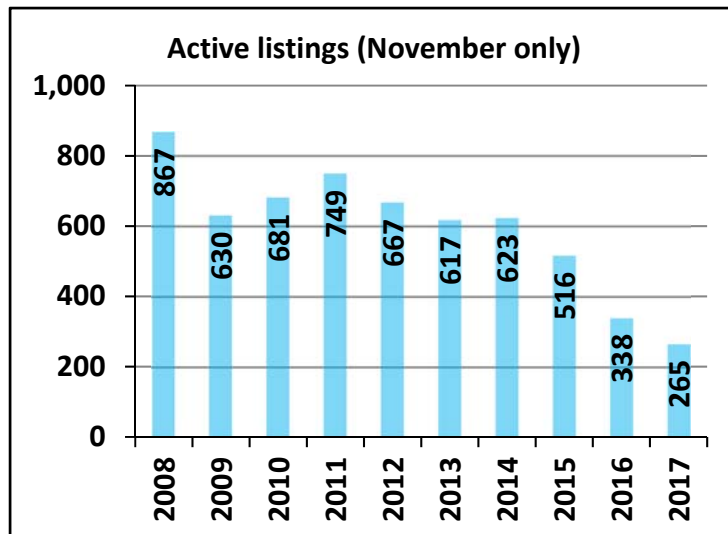
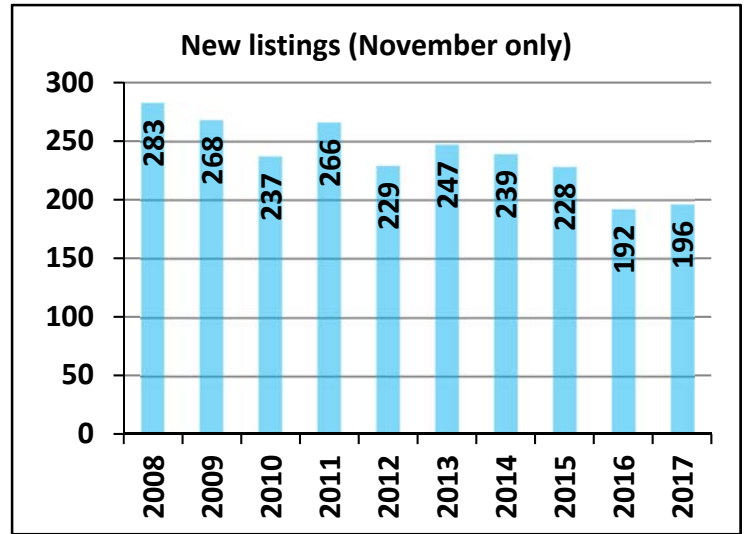
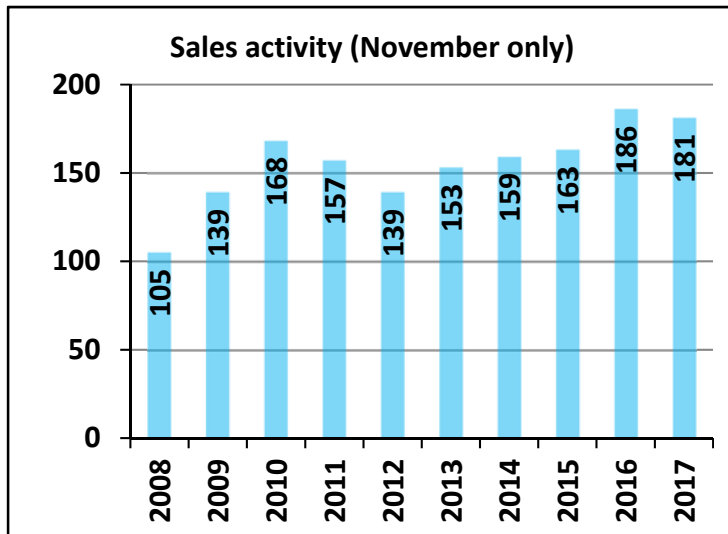
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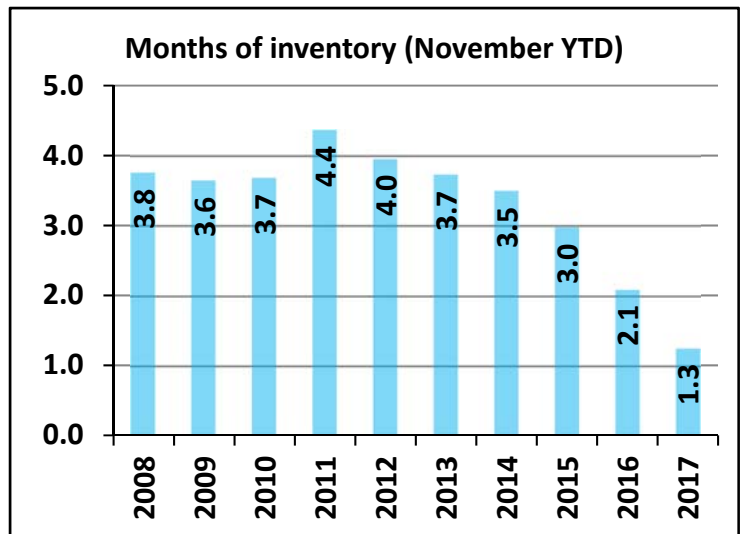
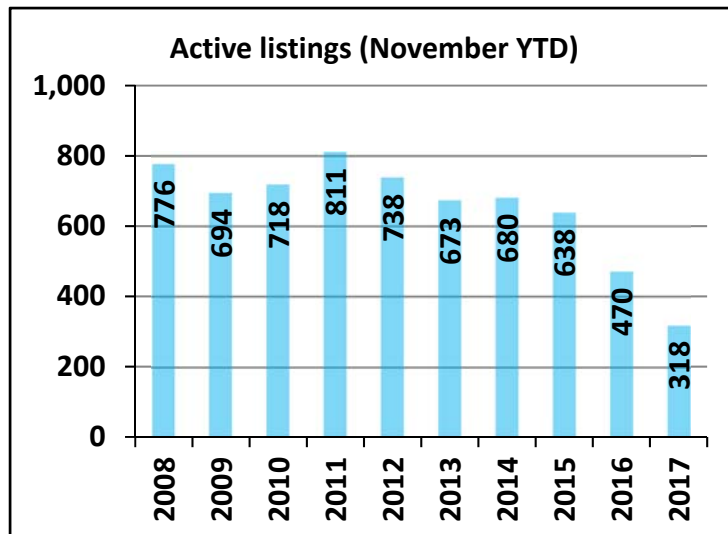
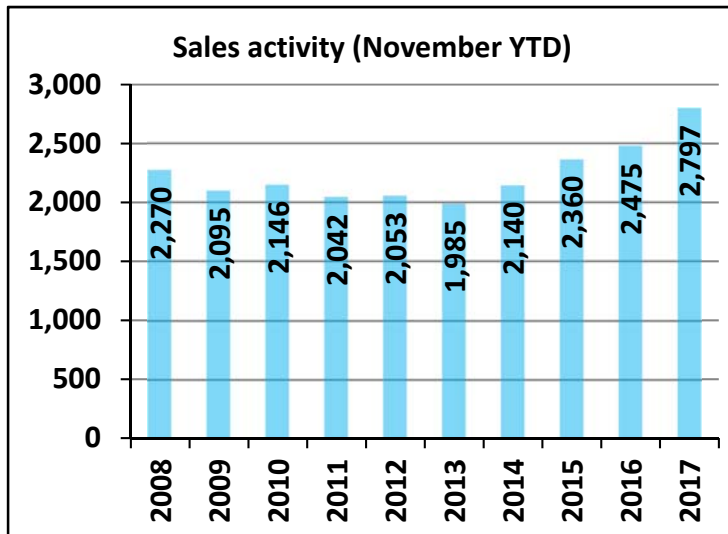
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016	November 2015	November 2014	November 2012	November 2010	November 2007
Sales Activity	181	-2.7	11.0	13.8	30.2	7.7	3.4
Dollar Volume	\$62,265,870	13.5	37.1	50.6	86.2	63.2	73.2
New Listings	196	2.1	-14.0	-18.0	-14.4	-17.3	-21.0
Active Listings	265	-21.6	-48.6	-57.5	-60.3	-61.1	-58.4
Sales to New Listings Ratio ¹	92.3	96.9	71.5	66.5	60.7	70.9	70.6
Months of Inventory ²	1.5	1.8	3.2	3.9	4.8	4.1	3.6
Average Price	\$344,010	16.6	23.5	32.3	43.0	51.5	67.5

Year-to-date	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016 YTD	November 2015 YTD	November 2014 YTD	November 2012 YTD	November 2010 YTD	November 2007 YTD
Sales Activity	2,797	13.0	18.5	30.7	36.2	30.3	7.0
Dollar Volume	\$950,526,537	36.9	51.6	72.5	97.6	91.8	80.5
New Listings	3,558	2.6	-8.1	-9.5	-7.1	-7.9	-12.5
Active Listings ³	318	-32.3	-50.2	-53.2	-56.9	-55.7	-53.0
Sales to New Listings Ratio ⁴	78.6	71.3	61.0	54.4	53.6	55.6	64.3
Months of Inventory ⁵	1.3	2.1	3.0	3.5	4.0	3.7	2.8
Average Price	\$339,838	21.1	27.9	32.0	45.0	47.1	68.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

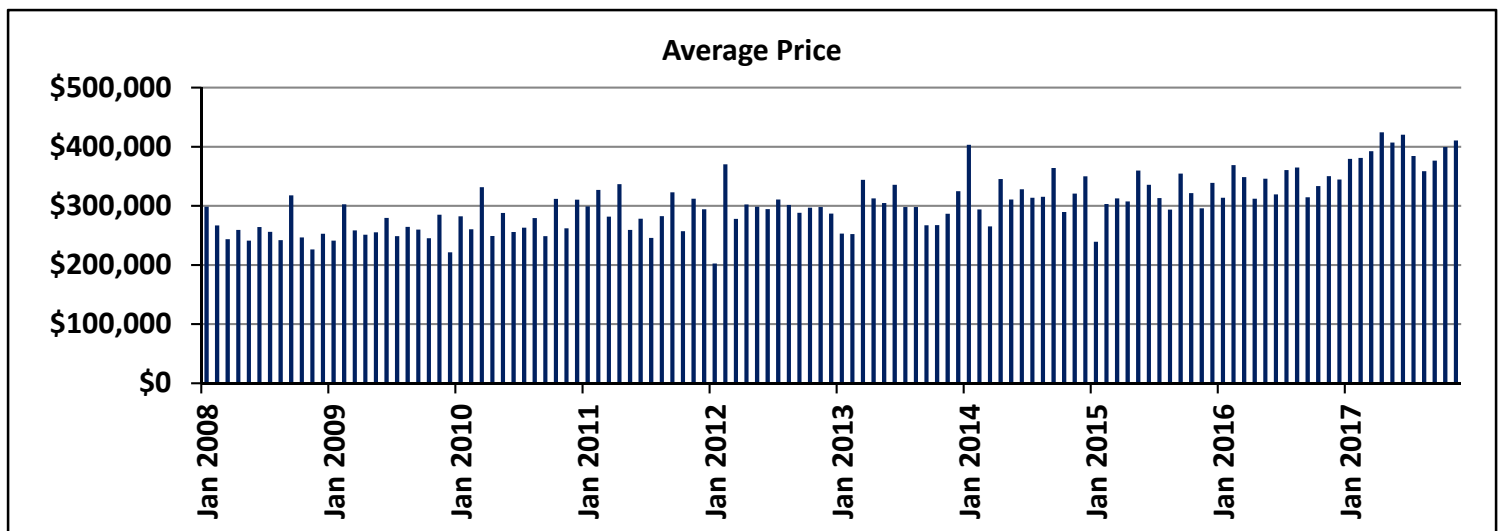
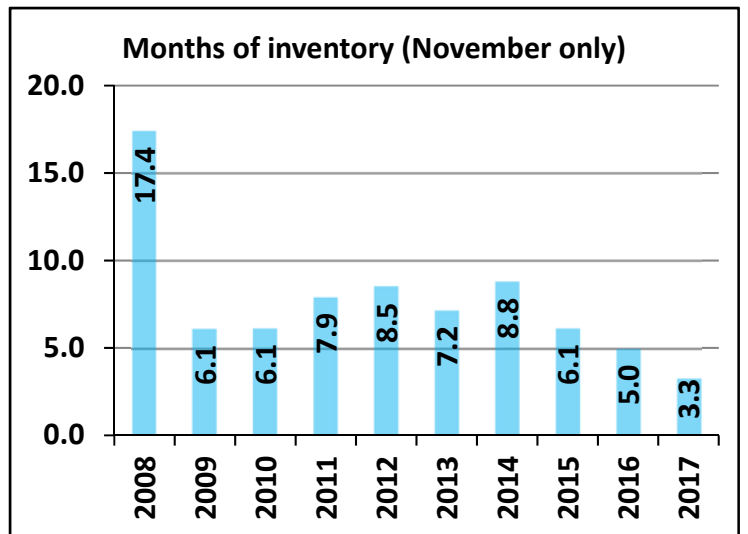
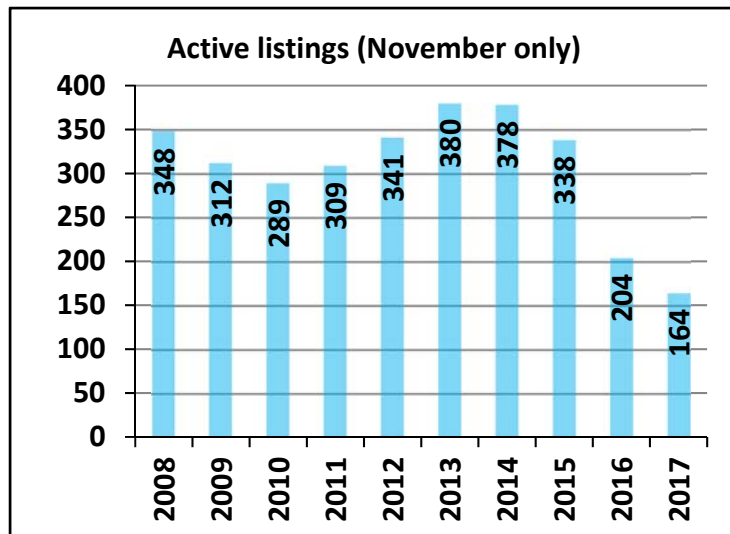
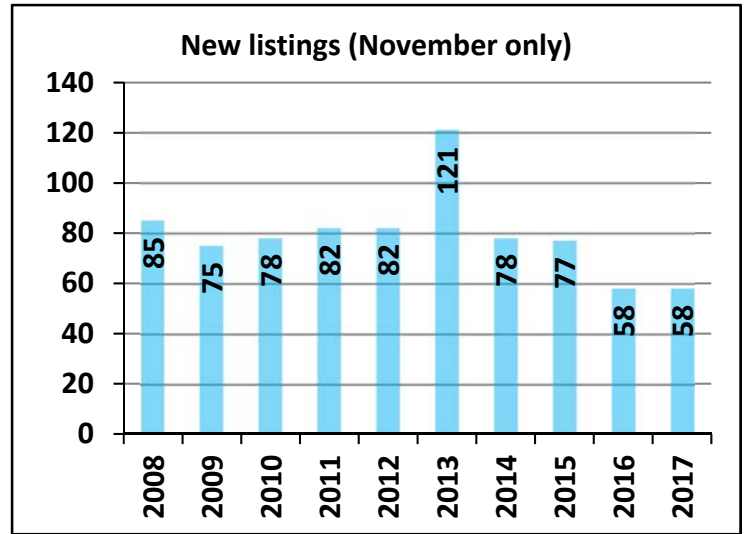
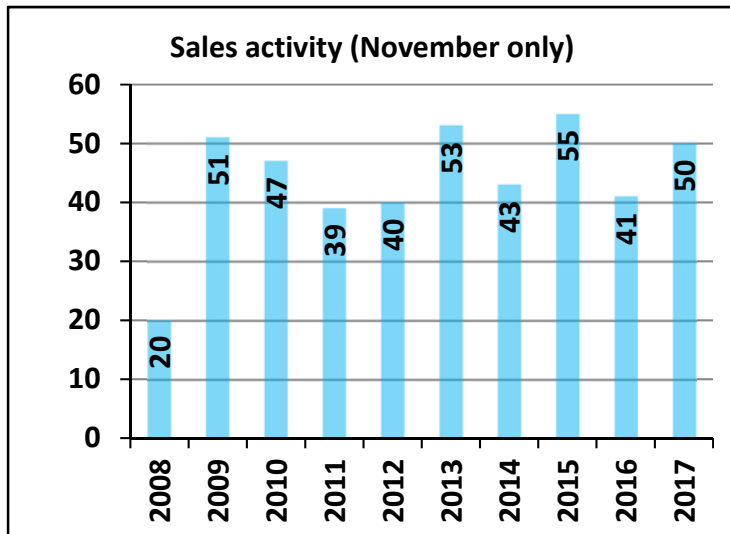
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

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

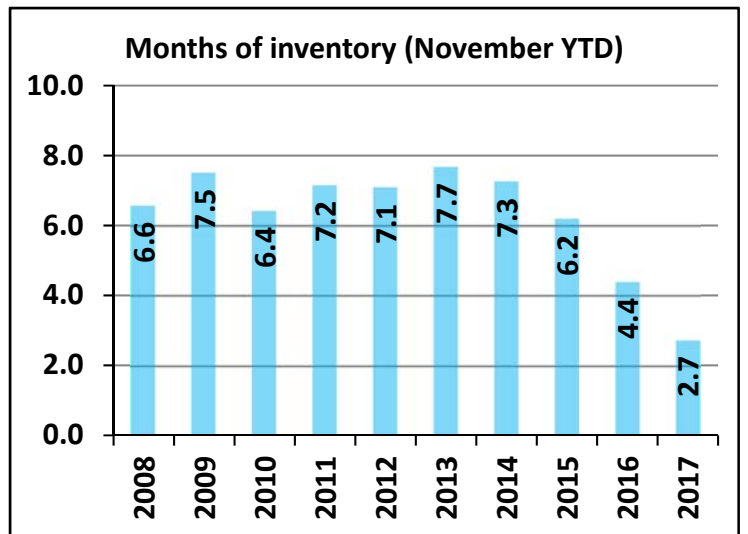
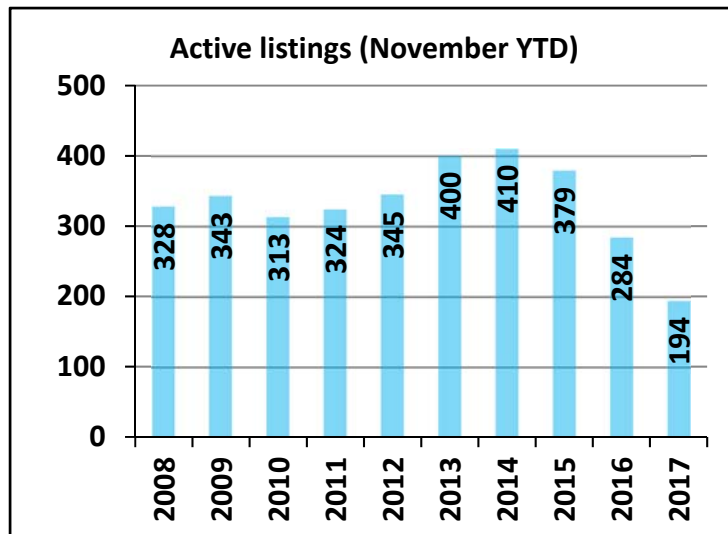
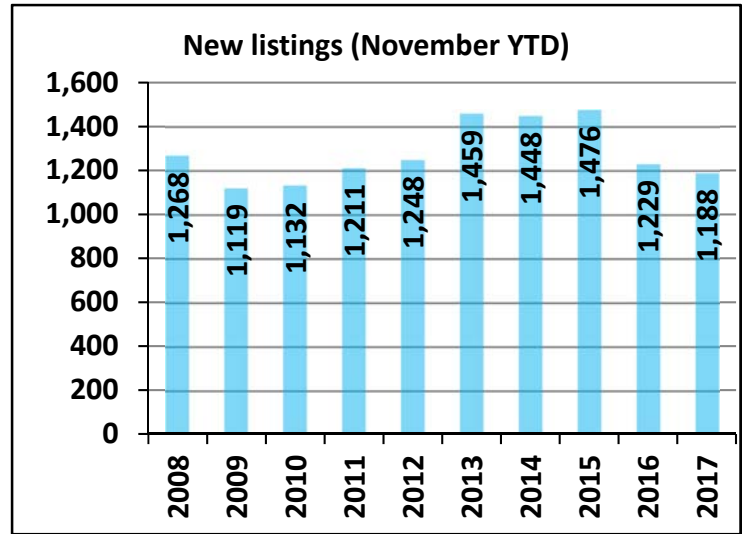
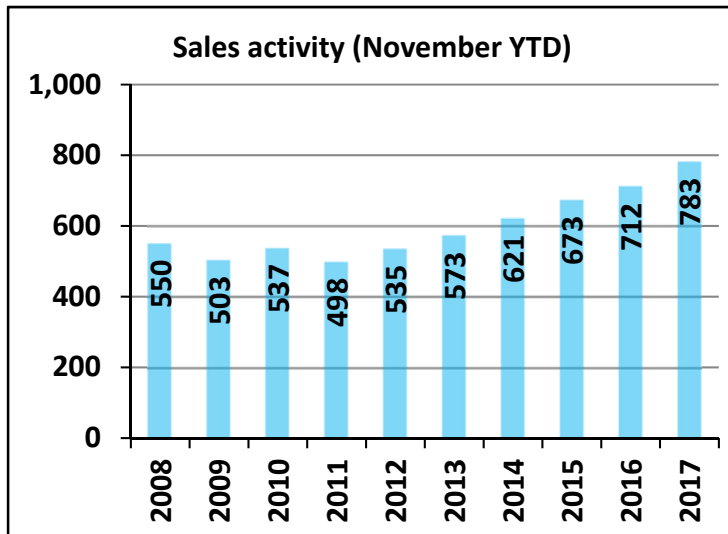
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016	November 2015	November 2014	November 2012	November 2010	November 2007
Sales Activity	50	22.0	-9.1	16.3	25.0	6.4	-3.8
Dollar Volume	\$20,520,111	42.9	26.1	48.8	72.2	66.8	53.4
New Listings	58	0.0	-24.7	-25.6	-29.3	-25.6	-17.1
Active Listings	164	-19.6	-51.5	-56.6	-51.9	-43.3	-38.3
Sales to New Listings Ratio ¹	86.2	70.7	71.4	55.1	48.8	60.3	74.3
Months of Inventory ²	3.3	5.0	6.1	8.8	8.5	6.1	5.1
Average Price	\$410,402	17.2	38.7	28.0	37.7	56.8	59.5

Year-to-date	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016 YTD	November 2015 YTD	November 2014 YTD	November 2012 YTD	November 2010 YTD	November 2007 YTD
Sales Activity	783	10.0	16.3	26.1	46.4	45.8	37.4
Dollar Volume	\$310,431,421	29.1	44.4	56.2	95.5	110.6	128.2
New Listings	1,188	-3.3	-19.5	-18.0	-4.8	4.9	8.8
Active Listings ³	194	-31.7	-48.8	-52.7	-43.8	-38.0	-23.9
Sales to New Listings Ratio ⁴	65.9	57.9	45.6	42.9	42.9	47.4	52.2
Months of Inventory ⁵	2.7	4.4	6.2	7.3	7.1	6.4	4.9
Average Price	\$396,464	17.4	24.1	23.9	33.6	44.4	66.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

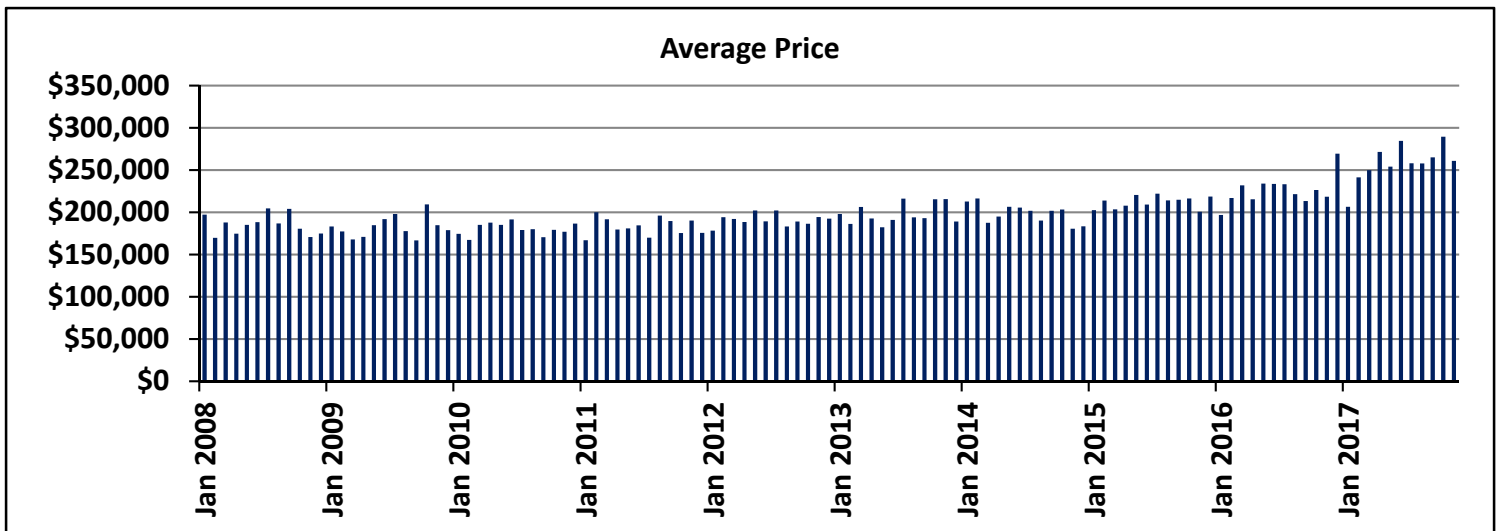
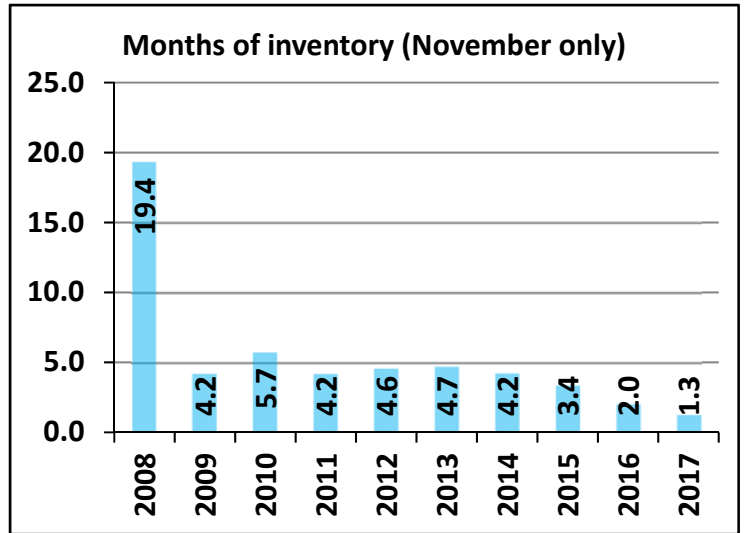
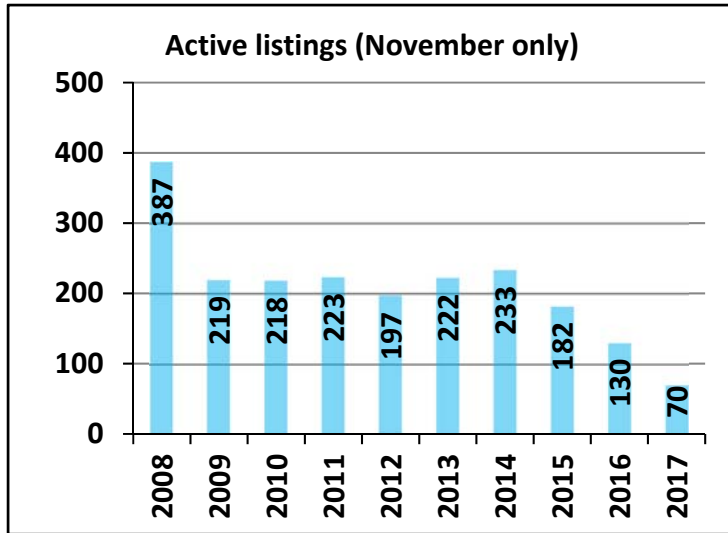
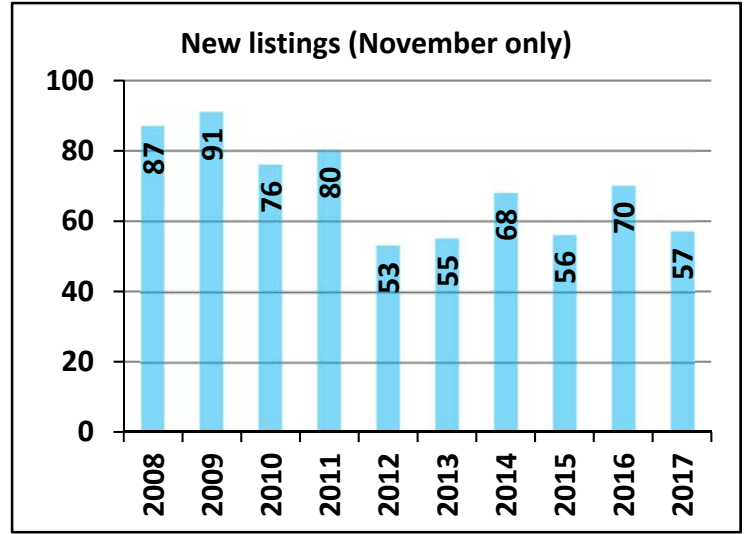
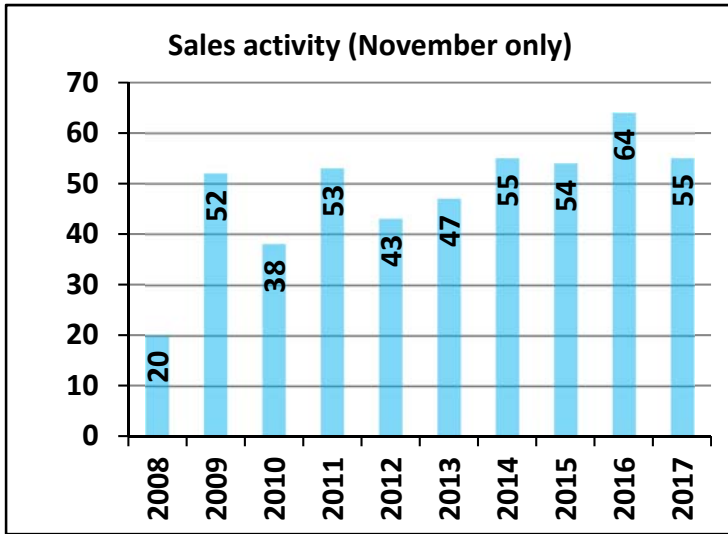
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

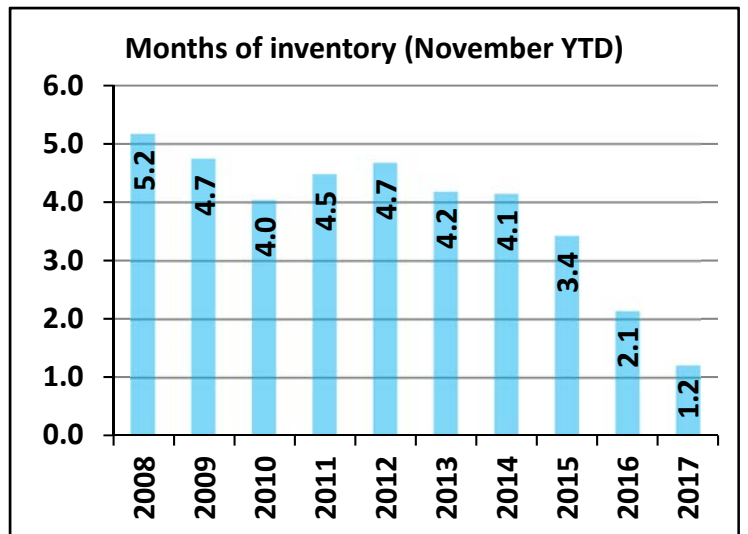
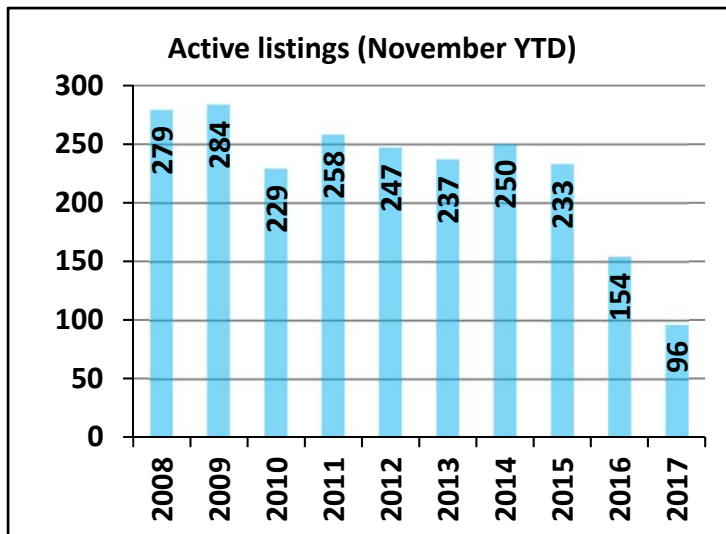
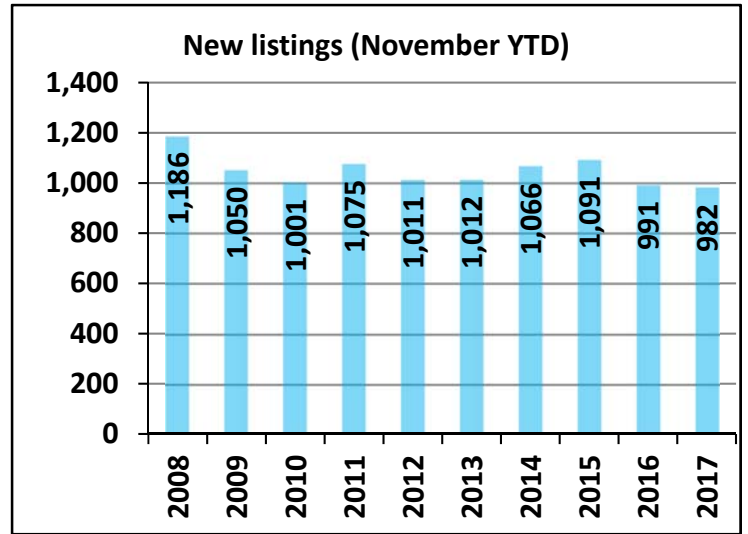
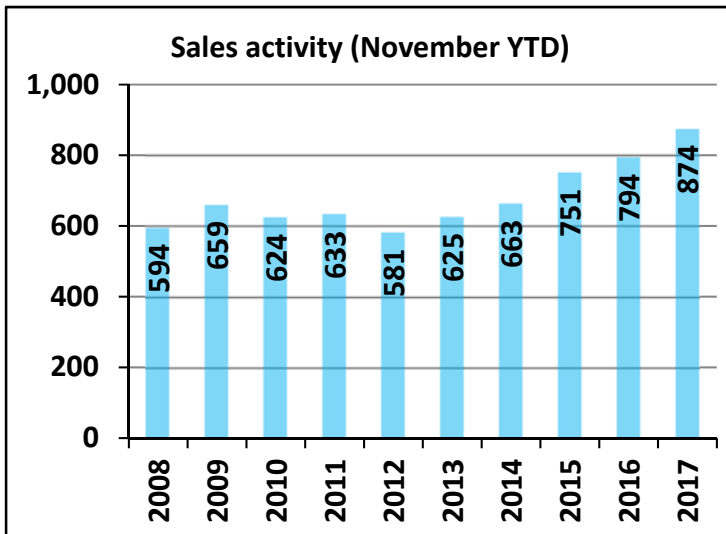
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016	November 2015	November 2014	November 2012	November 2010	November 2007
Sales Activity	55	-14.1	1.9	0.0	27.9	44.7	19.6
Dollar Volume	\$14,341,980	2.6	32.4	44.4	71.6	113.4	88.7
New Listings	57	-18.6	1.8	-16.2	7.5	-25.0	-19.7
Active Listings	70	-46.2	-61.5	-70.0	-64.5	-67.9	-64.1
Sales to New Listings Ratio ¹	96.5	91.4	96.4	80.9	81.1	50.0	64.8
Months of Inventory ²	1.3	2.0	3.4	4.2	4.6	5.7	4.2
Average Price	\$260,763	19.4	29.9	44.4	34.2	47.4	57.8

Year-to-date	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016 YTD	November 2015 YTD	November 2014 YTD	November 2012 YTD	November 2010 YTD	November 2007 YTD
Sales Activity	874	10.1	16.4	31.8	50.4	40.1	9.5
Dollar Volume	\$227,440,924	27.7	42.7	72.0	104.6	101.7	66.4
New Listings	982	-0.9	-10.0	-7.9	-2.9	-1.9	-7.4
Active Listings ³	96	-37.7	-58.8	-61.6	-61.1	-58.1	-57.1
Sales to New Listings Ratio ⁴	89.0	80.1	68.8	62.2	57.5	62.3	75.2
Months of Inventory ⁵	1.2	2.1	3.4	4.1	4.7	4.0	3.1
Average Price	\$260,230	16.0	22.6	30.5	36.0	44.0	52.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

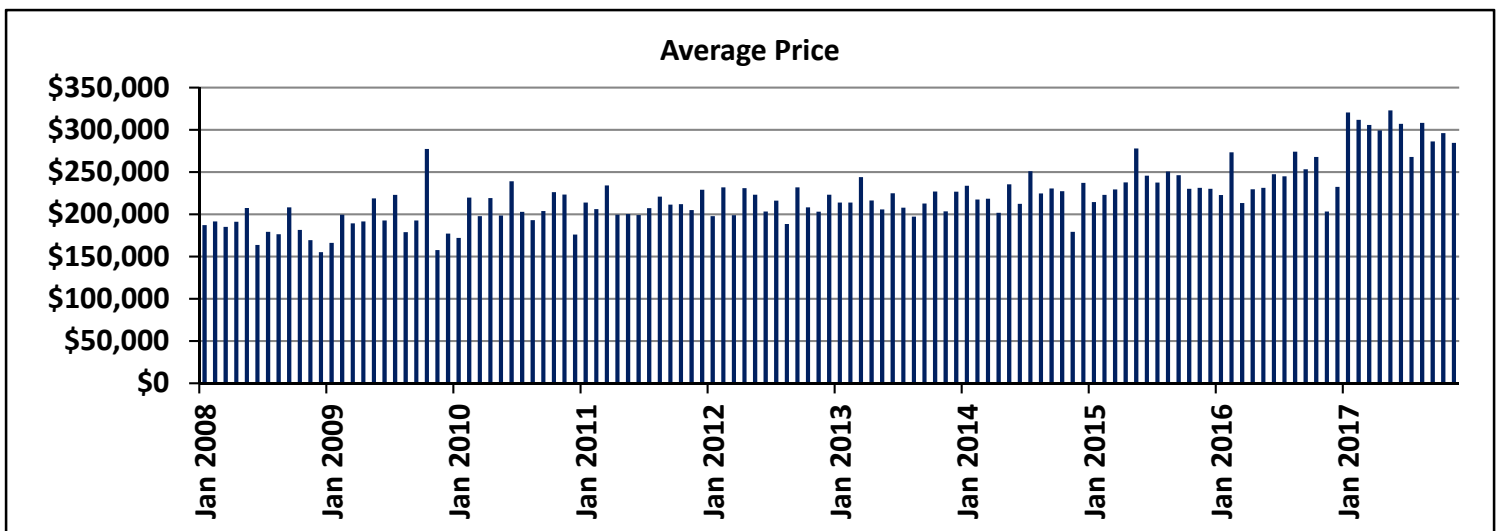
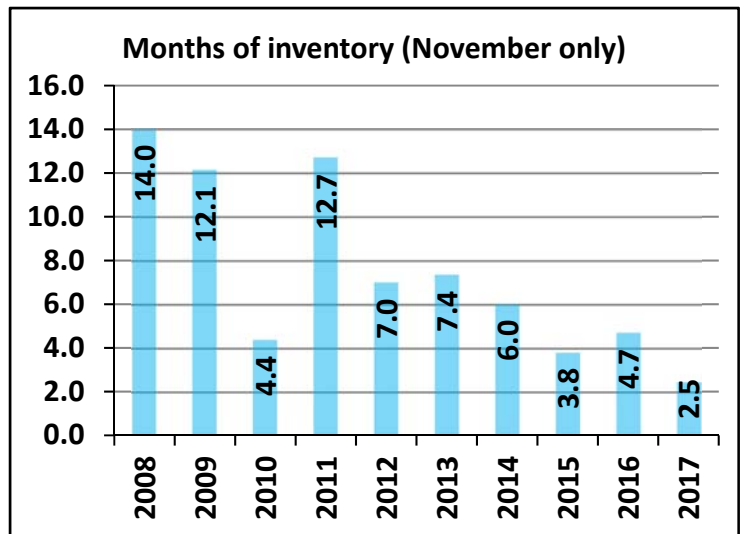
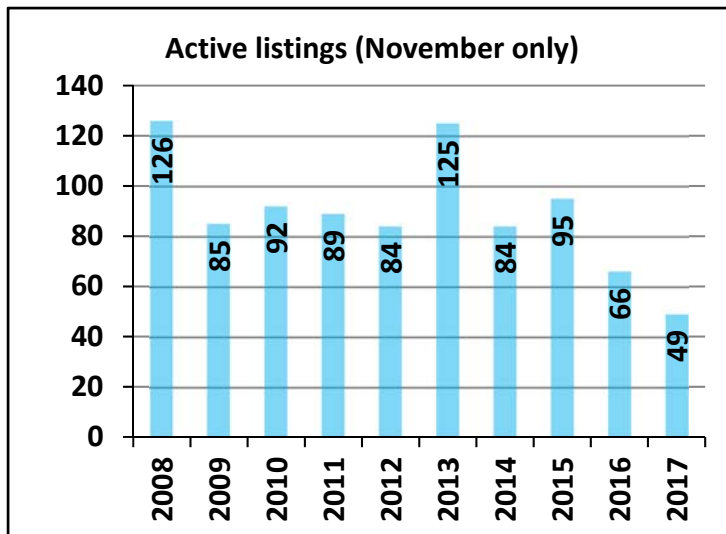
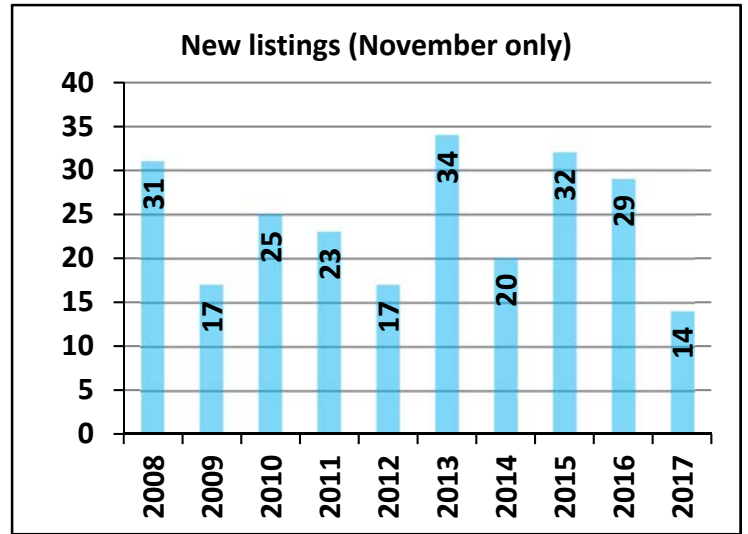
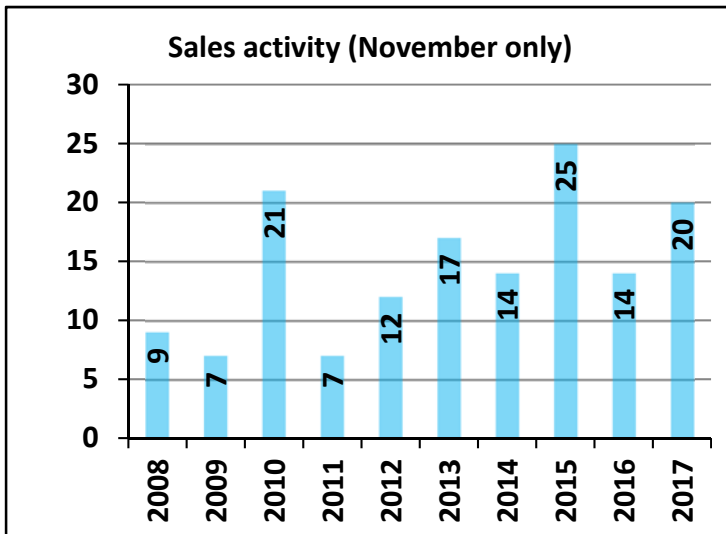
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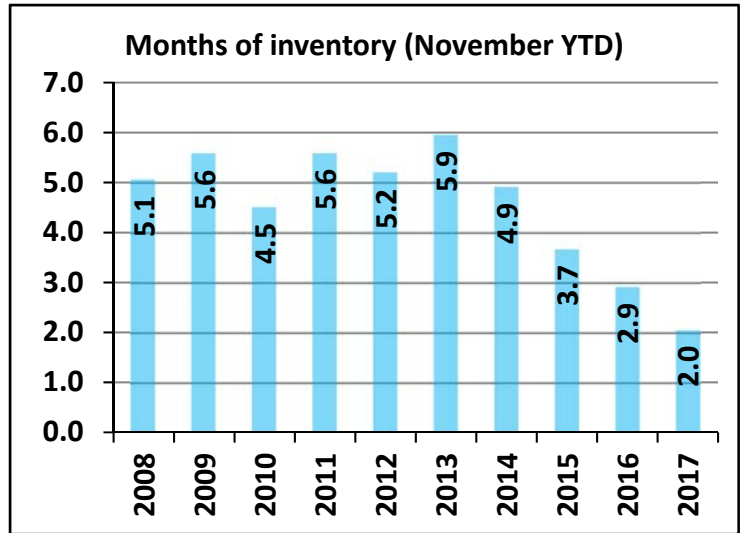
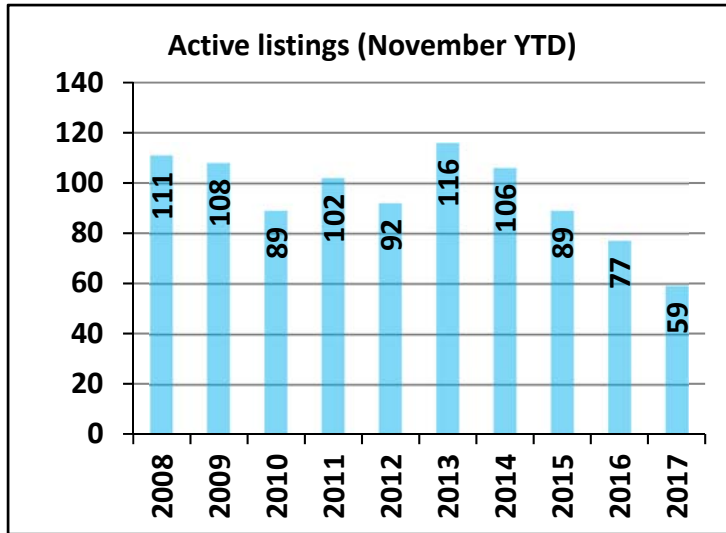
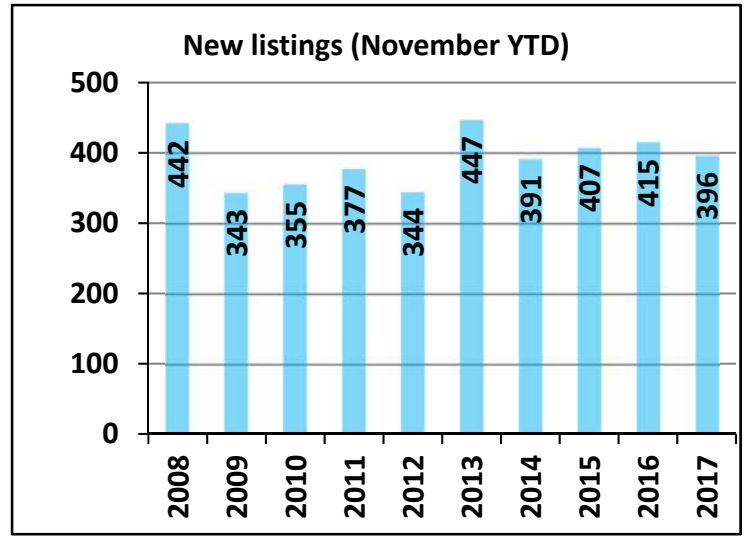
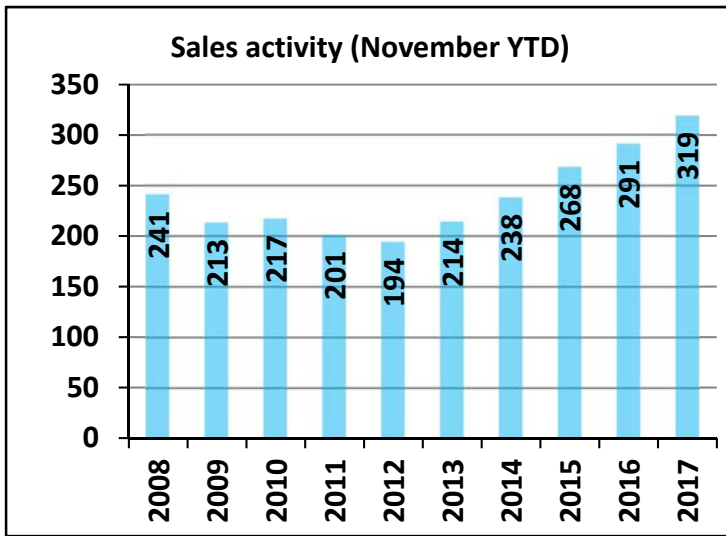
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016	November 2015	November 2014	November 2012	November 2010	November 2007
Sales Activity	20	42.9	-20.0	42.9	66.7	-4.8	-9.1
Dollar Volume	\$5,690,233	99.9	-1.6	126.8	133.6	21.4	24.5
New Listings	14	-51.7	-56.3	-30.0	-17.6	-44.0	-17.6
Active Listings	49	-25.8	-48.4	-41.7	-41.7	-46.7	-46.7
Sales to New Listings Ratio ¹	142.9	48.3	78.1	70.0	70.6	84.0	129.4
Months of Inventory ²	2.5	4.7	3.8	6.0	7.0	4.4	4.2
Average Price	\$284,512	40.0	23.0	58.8	40.1	27.4	36.9

Year-to-date	November 2017	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2016 YTD	November 2015 YTD	November 2014 YTD	November 2012 YTD	November 2010 YTD	November 2007 YTD
Sales Activity	319	9.6	19.0	34.0	64.4	47.0	26.1
Dollar Volume	\$96,447,064	36.1	49.1	81.9	133.0	113.0	107.0
New Listings	396	-4.6	-2.7	1.3	15.1	11.5	-5.5
Active Listings ³	59	-23.4	-33.7	-44.3	-35.9	-33.7	-43.3
Sales to New Listings Ratio ⁴	80.6	70.1	65.8	60.9	56.4	61.1	60.4
Months of Inventory ⁵	2.0	2.9	3.7	4.9	5.2	4.5	4.5
Average Price	\$302,342	24.1	25.3	35.7	41.7	44.9	64.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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