

# STATISTICAL REPORT



(for month ending September 30, 2016)



## **Table of Contents**

News Release for September 2016	3
Market Report for September 2016	5
Statistical Report for the Month Ending	6
Residential Statistical Report for the Month Ending	7
Sales to New Listings Ratio – 10 Year Review	8
St. Thomas Statistics	9
St. Thomas Sales by Month	10
MLS® Residential Sales, Jan.1 – Dec. 31, a 10-year review	11
MLS® Residential Sales, Sept. to Sept., a 10-year review	12
MLS® Listings, Jan. 1 – Dec. 31, a 10-year review	13
MLS® Listings, Sept. to Sept., a 10-year review	14
Active MLS® Residential Listings, Jan. 1 – Dec. 31, a 10-year review	15
Active MLS® Residential Listings, Sept. to Sept., a 10-year review	16
Average Residential Price in Association's Jurisdiction	17
Total MLS® Dollar Volume, Jan. 1 – Dec. 31, a 10-year review	18
Fotal MLS® Dollar Volume, Sept. to Sept., a 10-year review	19
Residential Sales for Month	20
Average Residential Prices, including London and St. Thomas, 1987-2015	23
Relative Affordability	24
-ifteen-Year Condo Review	25
Breakdown by Area	26

### LONDON ST. THOMAS ASSOCIATION OF REALTORS®

## **News Release**

For Comment: Stacey Evoy, President, 519-661-0380

For Background: John Geha, CEO, 519-641-1400

London, October 3, 2016

### **Best September EVER**

866 homes sold in September 2016 with a break down of 716 detached homes and 150 condos, showing 3.1% over last September and the best September since the London and St. Thomas Association of REALTORS® (LSTAR) began systematically tracking sales back in 1978. "2016 has been a year of breaking records," says Stacey Evoy, LSTAR President. "Not only has this past month been the best September ever, we've also had record breaking months of April, June and August."

Listings were down 15.5% in September, while inventory – as represented by the number of active listings at month end -- was down 31.7%. "Demand remains high and supply low," says Evoy. "That means that this Fall Market is a great time to list."

Sixty seven homes sold in St. Thomas in September, ten fewer than in September 2015. Evoy cautions, "You have to bear in mind that last year was the best September for St. Thomas since 2007, when we started breaking out the St. Thomas statistics from the rest of the London Census Metropolitan Area." The ten year average for the month of September in St. Thomas stands at 60. The average price for a home in St. Thomas Year-to-Date stands at \$224,233, up 3.4%

House Style	Units Sold	Average Price
2 storey	205	\$407,542
Bungalow	173	\$226,645
Ranch	110	\$345,427
Townhouse	68	\$178,896
High rise apt. condo	43	\$179,377

Within LSTAR's jurisdiction, once again the style of house leading the way was the two-storey, then the bungalow, followed by ranches, then townhouse condominiums, then high rise apartment condos. The average price for a detached home Year-to-Date stood at \$296,283, up 5%, while the average price for a condo over the same period stood at \$201,061, up 5.9%. The

average price of all homes sold through LSTAR's MLS® Year-to-Date stood at \$278,311, up 5.2%.

The following table, based on data taken from CREA's National MLS® Report for August

2016 (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	\$853,706
Toronto	\$736,670
Fraser Valley	\$621,599
Victoria	\$564,557
Hamilton	\$510,204
Calgary	\$472,983
Saskatoon	\$413,756
Edmonton	\$379,006
Ottawa	\$368,331
Kitchener-Waterloo	\$364,290
Montreal	\$360,542
Niagara	\$331,906
Regina	\$330,338
London St. Thomas	\$274,383
CANADA	\$467,082

The vital impact and role real estate plays in the overall economy, is shown in a recent study that states that one job is created for every three real estate transactions and approximately \$53,000 in ancillary spending is generated every time a house changes hands in Ontario. "That means September home sales in LSTAR's jurisdiction spun approximately \$45,898,000 into our local economy and created approximately 288 jobs," says Evoy. "We are very proud of the important role REALTORS® play in ensuring the vibrancy of our market area."

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 over 1,600 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.

## **LSTAR'S Market Report for September 2016**

	, 10 decided in 10 decided and 200 decided and 30 people	nber 2016, for a total of 866 transactions.							
Type of Market	Continues to function as a Balanced Market but tipping slightly towards a Seller's Market								
Listings	Active detached home listings end of period were down 33.1%. Active condo listings end of period were down 26.1%								
	Total Residential (Detached & Condo)	\$287,175 up 4.7% (\$274,383)							
	All detached homes in LSTAR's jurisdiction	\$305,860 up 5.3% (\$290,579)							
Average Price	All condos in LSTAR'S jurisdiction	\$197,984 down 4.6% (\$207,605)							
September 2016 (Compared to	All two-storeys in LSTAR's jurisdiction	\$407,542 up 6.0% (\$384,384)							
August 2016)	All bungalows in LSTAR's jurisdiction	\$226,645 up 3.0% (\$220,079)							
	All ranches in LSTAR'S jurisdiction	\$345,427 up 2.5% (\$336,907)							
	All townhouse condos in LSTAR's jurisdiction	\$178,896 down 5.1% (\$188,571)							
Most Popular in September	Two-storeys, then bungalows, then ranches, then townhouse con	dominiums, then high rise apartment condos.							
	Sixty seven homes sold in St. Thomas in September, ten fewer that								
	Sixty seven homes sold in St. Thomas in September, ten fewer that mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuation and Canadian centers.	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4% LS® Report for August 2016 (the latest information							
	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuation.	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4% LS® Report for August 2016 (the latest information							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuontario and Canadian centers.  City  Vancouver	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS® Report for August 2016 (the latest information nue to maintain their affordability compared to other maintain their affordability september 100 of the maintain their affordability compared to other maint							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction contil Ontario and Canadian centers.  City  Vancouver  Toronto	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS® Report for August 2016 (the latest information nue to maintain their affordability compared to other material states and september 1.2 states are september 1.2 states and september 1.2 states are september 1.2 states and september 1.2 states are							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuation and Canadian centers.  City  Vancouver  Toronto  Fraser Valley	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS® Report for August 2016 (the latest information nue to maintain their affordability compared to other ma  Average Sale \$\$ \$853,706 \$736,670 \$621,599							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuontario and Canadian centers.  City  Vancouver  Toronto  Fraser Valley  Victoria	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS® Report for August 2016 (the latest information nue to maintain their affordability compared to other maintain their affordability september 10 of 10							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuontario and Canadian centers.  City Vancouver Toronto Fraser Valley Victoria Calgary	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS® Report for August 2016 (the latest information nue to maintain their affordability compared to other ma  Average Sale \$\$ \$853,706 \$736,670 \$621,599 \$564,557 \$472,983							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuation and Canadian centers.  City  Vancouver  Toronto  Fraser Valley  Victoria  Calgary  Hamilton-Burlington	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS® Report for August 2016 (the latest information nue to maintain their affordability compared to other ma  Average Sale \$\$ \$853,706 \$736,670 \$621,599 \$564,557 \$472,983 \$510,204							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuation and Canadian centers.  City  Vancouver  Toronto  Fraser Valley  Victoria  Calgary  Hamilton-Burlington  Edmonton	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS® Report for August 2016 (the latest information nue to maintain their affordability compared to other maintain their affordability compared to other maintain section of the section of th							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuation and Canadian centers.  City  Vancouver  Toronto  Fraser Valley  Victoria  Calgary  Hamilton-Burlington  Edmonton  Ottawa	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS® Report for August 2016 (the latest information nue to maintain their affordability compared to other ma  Average Sale \$\$ \$853,706 \$736,670 \$621,599 \$564,557 \$472,983 \$510,204 \$379,006 \$368,331							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuation and Canadian centers.  City Vancouver Toronto Fraser Valley Victoria Calgary Hamilton-Burlington Edmonton Ottawa Montreal	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS® Report for August 2016 (the latest information nue to maintain their affordability compared to other maintain their affordability compared to other maintain section of the section of th							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuation and Canadian centers.  City  Vancouver  Toronto  Fraser Valley  Victoria  Calgary  Hamilton-Burlington  Edmonton  Ottawa	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS® Report for August 2016 (the latest information nue to maintain their affordability compared to other maintain their affordability compared to other maintain section of the section of th							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuation and Canadian centers.  City Vancouver Toronto Fraser Valley Victoria Calgary Hamilton-Burlington Edmonton Ottawa Montreal Kitchener-Waterloo Saskatoon	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS® Report for August 2016 (the latest information nue to maintain their affordability compared to other ma  Average Sale \$\$ \$853,706 \$736,670 \$621,599 \$564,557 \$472,983 \$510,204 \$379,006 \$368,331 \$360,542 \$364,290 \$413,756							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuation and Canadian centers.  City Vancouver Toronto Fraser Valley Victoria Calgary Hamilton-Burlington Edmonton Ottawa Montreal Kitchener-Waterloo	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS® Report for August 2016 (the latest information nue to maintain their affordability compared to other ma  Average Sale \$\$ \$853,706 \$736,670 \$621,599 \$564,557 \$472,983 \$510,204 \$379,006 \$368,331 \$360,542 \$364,290							
Affordability	mind that last year was the best September for St. Thomas since a statistics from the rest of the London Census Metropolitan Area." Thomas stands at 60. The average price for a home in St. Thomas  The following table, based on data taken from CREA's National M available), demonstrates how homes in LSTAR's jurisdiction continuation and Canadian centers.  City Vancouver Toronto Fraser Valley Victoria Calgary Hamilton-Burlington Edmonton Ottawa Montreal Kitchener-Waterloo Saskatoon Regina	2007, when we started breaking out the St. Thomas The ten year average for the month of September in St. Year-to-Date stands at \$224,233, up 3.4%  LS* Report for August 2016 (the latest information nue to maintain their affordability compared to other ma  Average Sale \$\$ \$853,706 \$736,670 \$621,599 \$564,557 \$472,983 \$510,204 \$379,006 \$368,331 \$360,542 \$364,290 \$413,756 \$330,338							

2016 Monthly Data								2015 Mont	hly Data		
DETAC	HED	%	CONDO	%	OTHER	TOTAL	%	DETACHED	CONDO	OTHER	TOTAL
Units Sold	716	3.8	150	0.0	81	947	6.6	690	150	48	888
Dollar Volume	\$218,995,723	13.3	\$29,697,621	5.2	\$33,015,088	\$281,708,432	18.1	\$193,285,694	\$28,223,484	\$17,065,300	\$238,574,478
No.of Listings	993	-15.1	240	-17.2	241	1474	-14.5	1169	290	265	1724

2016 Year-to Date									2015 Year	-to-Date	
DETAC	HED	%	CONDO	%	OTHER	TOTAL	%	DETACHED	CONDO	OTHER	TOTAL
Units Sold	6611	8.9	1538	6.8	555	8704	9.1	6073	1440	463	7976
Dollar Volume	\$1,958,724,104	14.3	\$309,231,191	12.3	\$209,879,287	\$2,477,834,582	14.4	\$1,714,046,769	\$275,324,268	\$176,964,471	\$2,166,335,508
No.of Listings	9933	-10.2	2593	-7.3	2375	14,901	-8.0	11060	2797	2340	16,197
Active Listings											
(end of period)	1864	-33.1	518	-26.1	1455	3837	-23.5	2787	701	1528	5016

Detached	<u>2016</u>		<u>2015</u>
Average Price(Month)	\$305,860	9.2	\$280,124
Average Price (YTD)	\$296,283	5.0	\$282,241

Condo	<u>2016</u>		<u>2015</u>
Average Price(Month)	\$197,984	5.2	\$188,157
Average Price (YTD)	\$201,061	5.2	\$191,197

Total Residential	<u>2016</u>		2015
Average Price(Month)	\$287,175	8.9	\$263,701
Average Price (YTD)	\$278,311	5.1	\$264,791

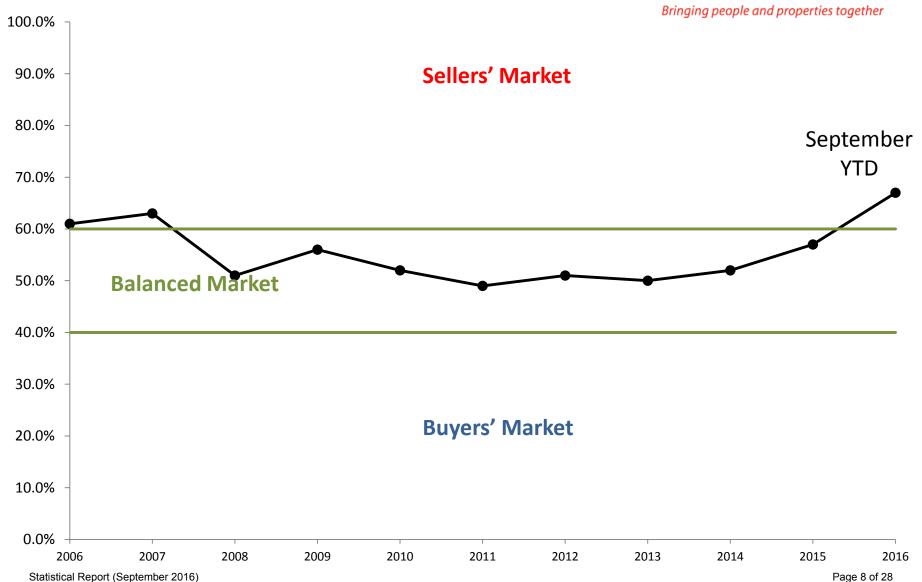
30-Sep-16

2016 Monthly Data								015 Monthly Dat	<u>a</u>
DETACHE	:D	%	CONDO	%	TOTAL	%	DETACHED	CONDO	TOTAL
Units Sold	716	3.8	150	0.0	866	3.1	690	150	840
Dollar Volume	\$218,995,723	13.3	\$29,697,621	5.2	\$248,693,344	12.3	\$193,285,694	\$28,223,484	\$221,509,178
No.of Listings	993	-15.1	240	-17.2	1233	-15.5	1169	290	1459
Average Price (September)	\$305,860	5.3	\$197,984	-4.6	\$287,175	4.7			
Average Price (August)	\$290,579	5.5	\$207,605	-4.0	\$274,383	4.7			
% Diff	% Difference in Average Price in Current Month Compared to Previous Month								

2016 Year-to-Date								015 Year-to-Dat	<u>e</u>
DETACHE	D	%	CONDO	%	TOTAL	%	DETACHED	CONDO	TOTAL
Units Sold	6611	8.9	1538	6.8	8149	8.5	6073	1440	7513
Dollar Volume	\$1,958,724,104	14.3	\$309,231,191	12.3	\$ 2,267,955,295	14.0	\$1,714,046,769	\$275,324,268	\$ 1,989,371,037
No.of Listings	9933	-10.2	2593	-7.3	12526	-9.6	11060	2797	13857
Active Listings (end									
of period)	1864	-33.1	518	-26.1	2382	-31.7	2787	701	3488
Average Price YTD	\$296,283	5.0	\$201,061	5.9	\$278,311	5.2			
Average Price (Dec.31/15)*	\$282,229	3.0	\$189,798	5.	\$264,435	5.2	RESI	DENTIAL STATIS	TICS
* % Dif	s	eptember 2016	5						

# Sales to New Listings Ratio (10 Year Review)





#### ST. THOMAS STATISTICS

#### 2016 Monthly Data

#### 2015 Monthly Data

		%	
Units Sold	67	-13.0	77
Dollar Volume	\$14,389,593	-16.4	\$17,210,050
No.of Listings	104	1.0	103
Active at End	258	-24.8	343

#### 2016 Year-to Date

#### 2015 Year-to-Date

		%	
Units Sold	652	-0.8	657
Dollar Volume	\$146,199,845	1.5	\$144,075,033
No.of Listings	945	-12.8	1084

Average Price (September 2016)	\$214,770	-8.3	Average Price (September 2015)		
Average Price (August 2016)	\$234,179	-0.3	\$223,507		
Average Price YTD	\$224,233	3.4	Average Price (YTD 2015)		
Average Price (Dec.31/15) *	\$216,800	3.4	\$219,292		

<sup>\*</sup> Difference in Average Price Year-to-Date Compared to December 31, 2015

Statistical Report (September 2016) Page 9 of 28

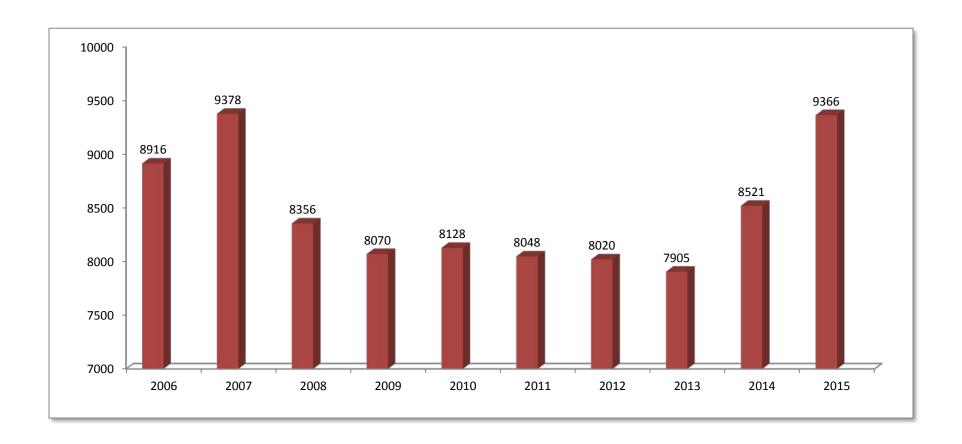
ST. THOMAS
Sales by Month

YEAR	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
2016	23	55	75	86	116	76	97	62	67				657
2015	49	54	58	77	88	85	94	81	77	55	62	56	836
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
10 Year Average (2007-2016)	38	51	60	74	84	74	77	66	60	48	43	31	705



## MLS® Residential Sales

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

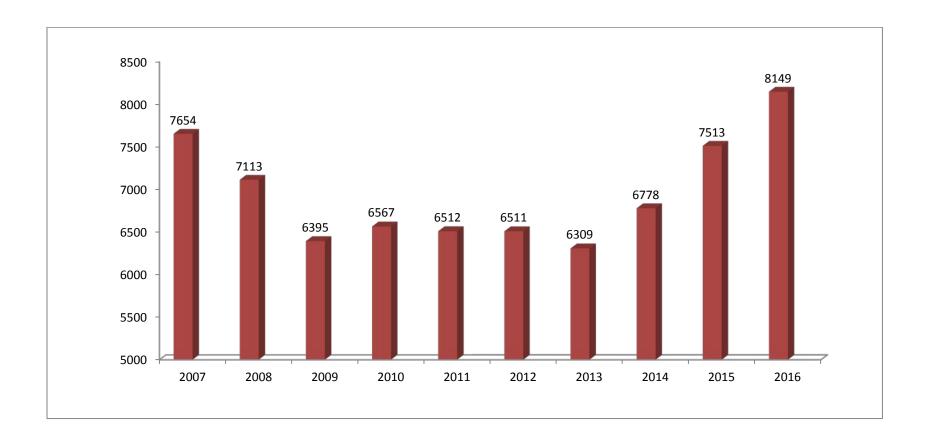


Statistical Report (September 2016) Page 11 of 28



## MLS® Residential Sales

(September YTD – a 10 year review)

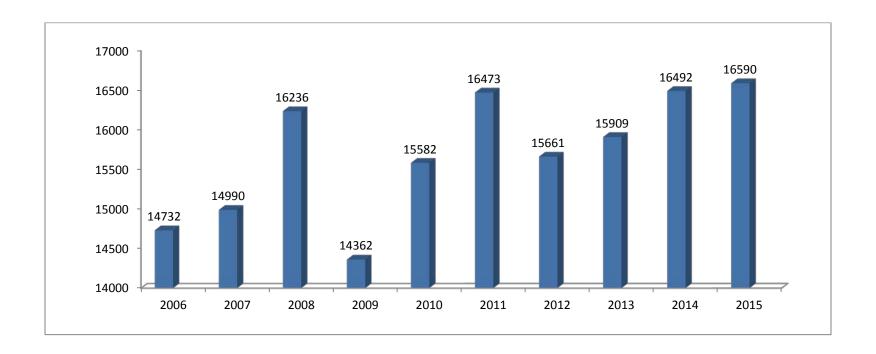


Statistical Report (September 2016) Page 12 of 28



## MLS® Residential Listings

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

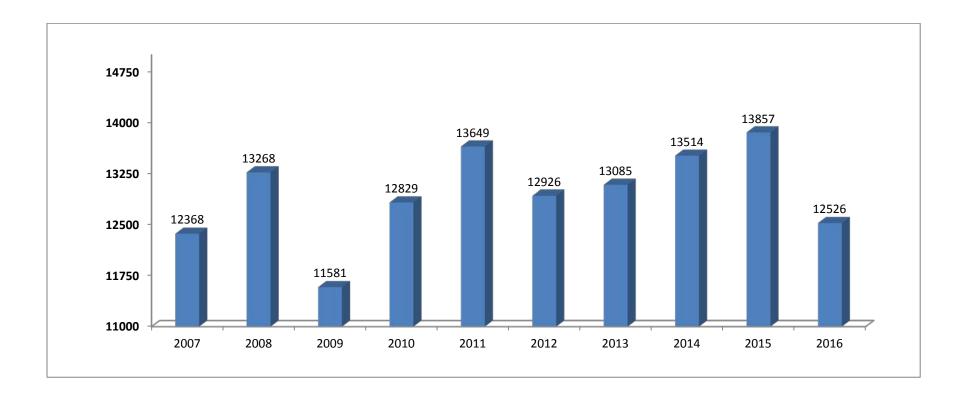


Statistical Report (September 2016) Page 13 of 28



## MLS® Residential Listings

(September YTD – a 10 year review)

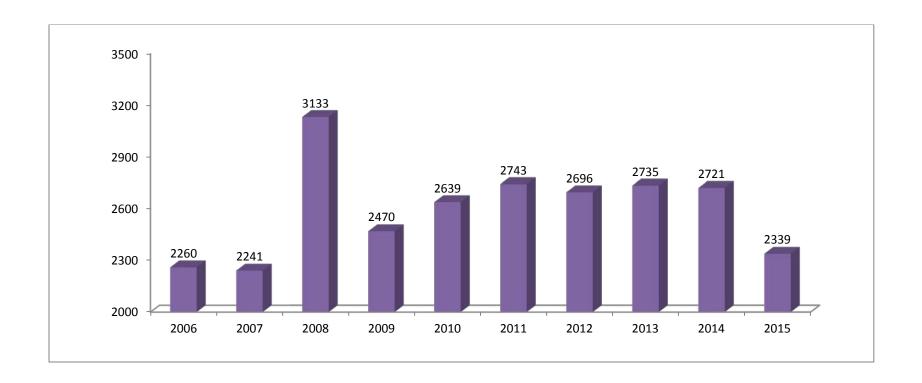


Statistical Report (September 2016) Page 14 of 28



## **Active MLS® Residential Listings – YTD December**

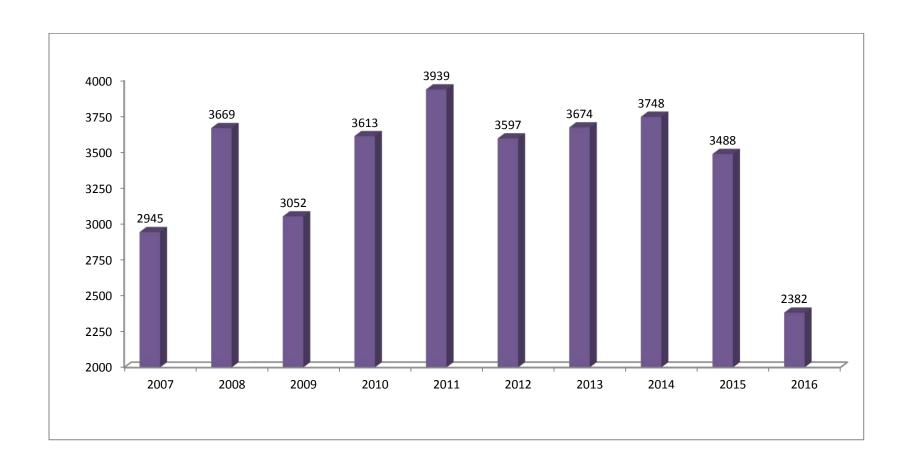
(10 year review)



Statistical Report (September 2016) Page 15 of 28



# Active MLS® Residential Listings End of Period as of September

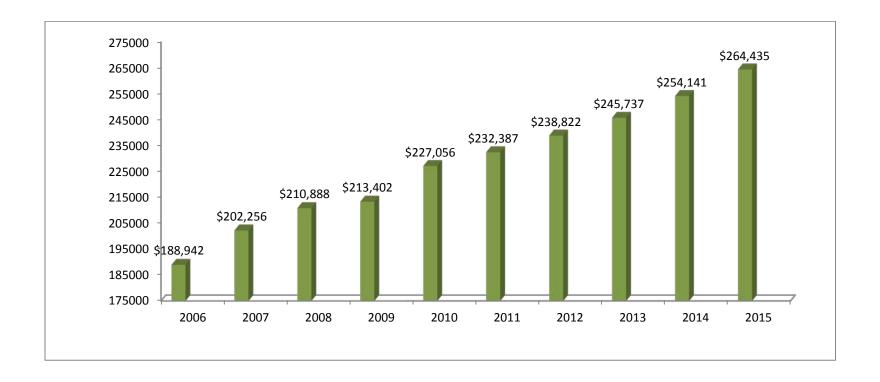


Statistical Report (September 2016) Page 16 of 28



# Average Residential Price in Association's Jurisdiction

(10 year review)

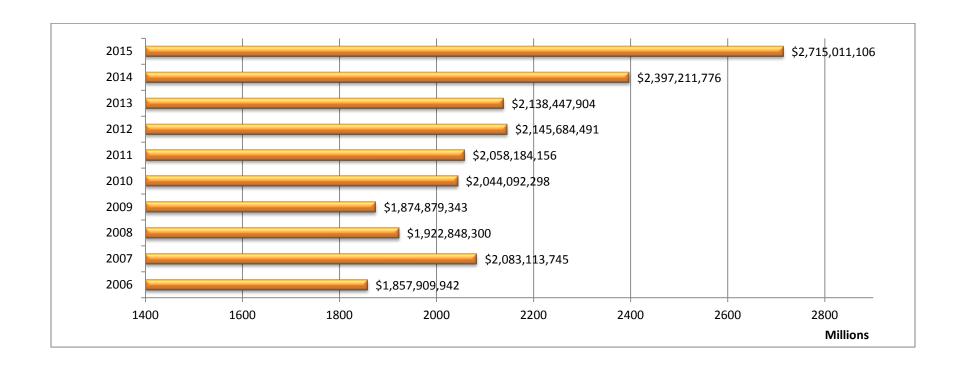


Statistical Report (September 2016) Page 17 of 28



## Total MLS® Dollar Volume

(10 year review)

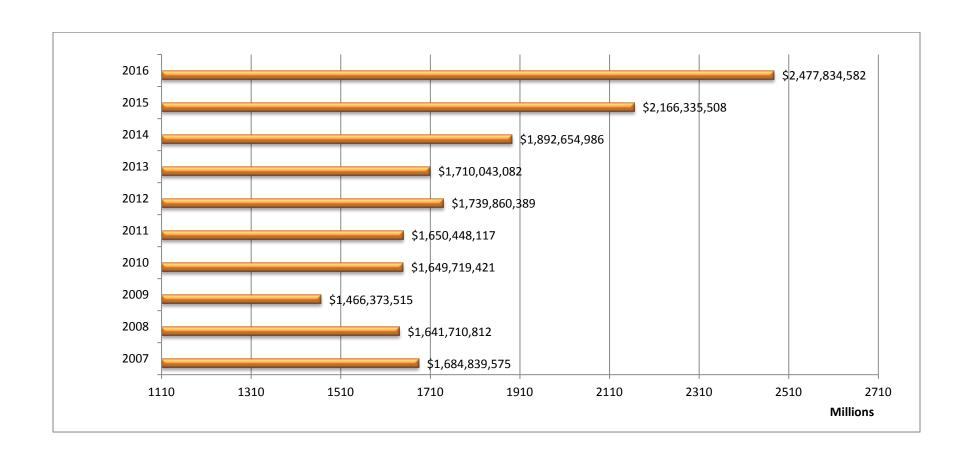


Statistical Report (September 2016) Page 18 of 28



### **Total MLS® Dollar Volume YTD as of September**

(10 year review)



Statistical Report (September 2016) Page 19 of 28

### **RESIDENTIAL SALES BY MONTH 2016**

YEAR	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total YTD
5 Year Average: Condos	78	122	142	173	183	183	166	161	122	98	82	75	1586
5 Year Average: Detached	362	458	593	749	827	786	722	654	598	434	371	287	6840
2016	455	652	860	1068	1154	1133	990	999	866				8177
Condo	78	133	175	199	214	214	183	195	150				1541
Detached	377	519	685	869	940	919	807	804	716				6636
2015	475	535	769	964	1055	1109	934	864	840	695	626	540	9406
Condo	95	103	155	188	194	217	164	180	150	118	127	118	1809
Detached	380	432	614	776	861	892	770	684	690	577	499	422	7597
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

### **RESIDENTIAL SALES BY MONTH 2016**

YEAR	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total YTD
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
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	

### **RESIDENTIAL SALES BY MONTH 2016**

YEAR	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total YTD
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	
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	



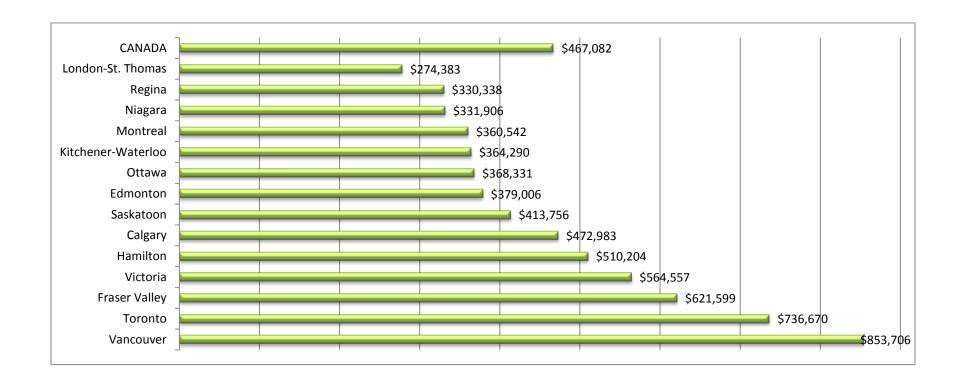
## **Average Residential Prices - 1987 to 2016 YTD**

Year	Average Price (London)	Average Price (St. Thomas)	Average Price (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
2015	\$265,831	\$216,800	\$264,435
2016	\$284,065	\$224,233	\$278,311



## **Relative Affordability**

(Based on CREA's Statistics for August 2016)



Statistical Report (September 2016) Page 24 of 28



### 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
2015	1803	13.0	\$189,798	809	9.3	\$162,370

Statistical Report (September 2016) Page 25 of 28

## Statistical Breakdown by Area for September 2016 <u>London</u>

Item	2015 Average Sale Price *	2016 Year to Date	%
NORTH			
Total Detached North	\$346,638	\$373,046	7.6%
Total Condo North	\$225,531	\$245,250	8.7%
Bungalow North	\$267,562	\$284,068	6.2%
Two Storey North	\$380,228	\$406,882	7.0%
Ranch North	\$386,819	\$402,111	4.0%
Townhouse Condo North	\$199,469	\$209,308	4.9%
SOUTH			
Total Detached South	\$305,723	\$324,981	6.3%
Total Condo South	\$169,510	\$177,980	5.0%
Bungalow South	\$237,196	\$246,037	3.7%
Two Storey South	\$371,558	\$396,770	6.8%
Ranch South	\$337,878	\$368,377	9.0%
Townhouse Condo South	\$151,674	\$159,808	5.4%
EAST			
Total Detached East	\$222,077	\$228,727	3.0%
Total Condo East	\$161,379	\$170,155	5.4%
Bungalow East	\$173,654	\$187,924	8.2%
Two Storey East	\$297,522	\$300,062	0.9%
Ranch East	\$219,669	\$232,762	6.0%
Townhouse Condo East	\$126,162	\$138,737	10.0%

<sup>\*</sup> up-to-date figures based on January 1, 2015 to December 31, 2015

## Statistical Breakdown by Area for September 2016 Elgin

Item	2015 Average Sale Price *	2016 Year to Date	%
Total Detached	\$239,489	\$248,888	3.9%
Total Condo	\$163,414	\$197,931	21.1%
Bungalow	\$184,052	\$207,657	12.8%
Two Storey	\$323,242	\$355,692	10.0%
Ranch	\$275,236	\$285,974	3.9%
Townhouse Condo	\$165,467	\$255,875	54.6%

### St. Thomas

Item	2015 Year to Date	2015 Year to Date	%
Total Detached	\$211,235	\$224,086	6.1%
Total Condo	\$254,737	\$299,644	17.6%
Bungalow	\$201,313	\$226,517	12.5%
Two Storey	\$260,287	\$266,321	2.3%
Ranch	\$222,220	\$271,861	22.3%
Townhouse Condo	\$0	\$0	#DIV/0!

<sup>\*</sup> up-to-date figures based on January 1, 2015 to December 31, 2015

# Statistical Breakdown by Area for September 2016 <u>Middlesex County</u>

Item	2015 Average Sale Price *	2016 Year to Date	%
Total Detached	\$322,346	\$338,968	5.2%
Total Condo	\$314,213	\$317,460	1.0%
Bungalow	\$238,135	\$262,323	10.2%
Two Storey	\$423,414	\$419,278	-1.0%
Ranch	\$341,614	\$396,061	15.9%
Townhouse Condo	\$257,467	\$259,267	0.7%

### **Strathroy**

Item	2015 Year to Date	2015 Year to Date	%
Total Detached	\$240,671	\$244,777	1.7%
Total Condo	\$242,713	\$235,795	-2.9%
Bungalow	\$218,423	\$232,142	6.3%
Two Storey	\$277,112	\$318,684	15.0%
Ranch	\$300,551	\$282,556	-6.0%
Townhouse Condo	\$122,500	\$188,500	53.9%

<sup>\*</sup> up-to-date figures based on January 1, 2015 to December 31, 2015