



Residential Market Activity

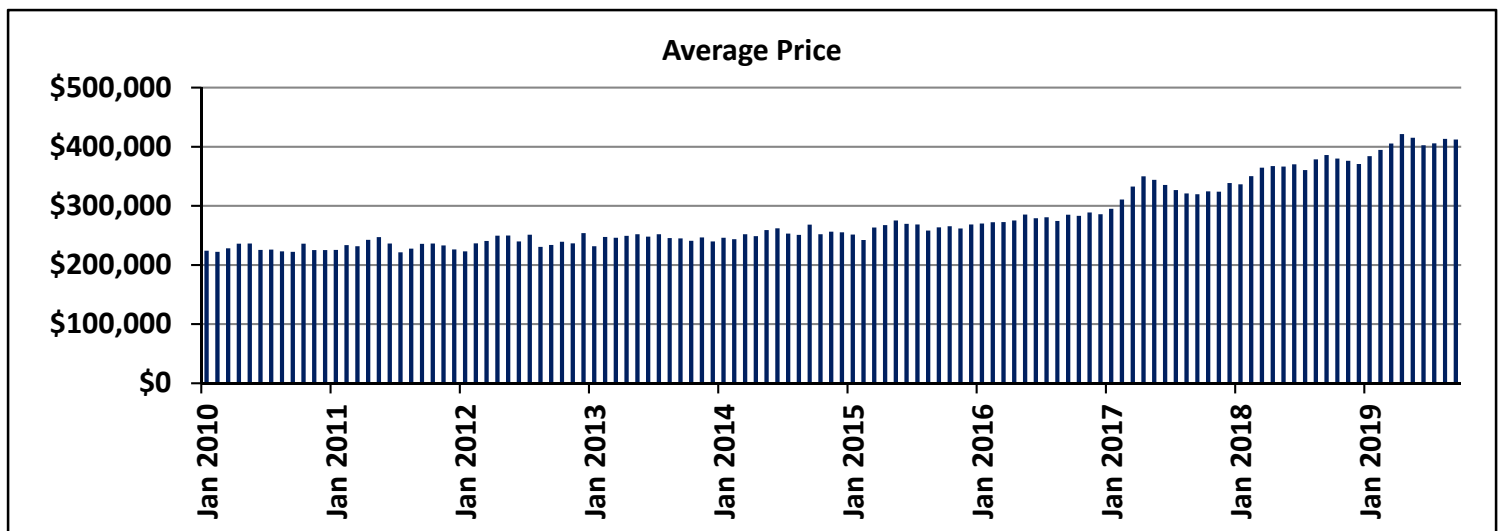
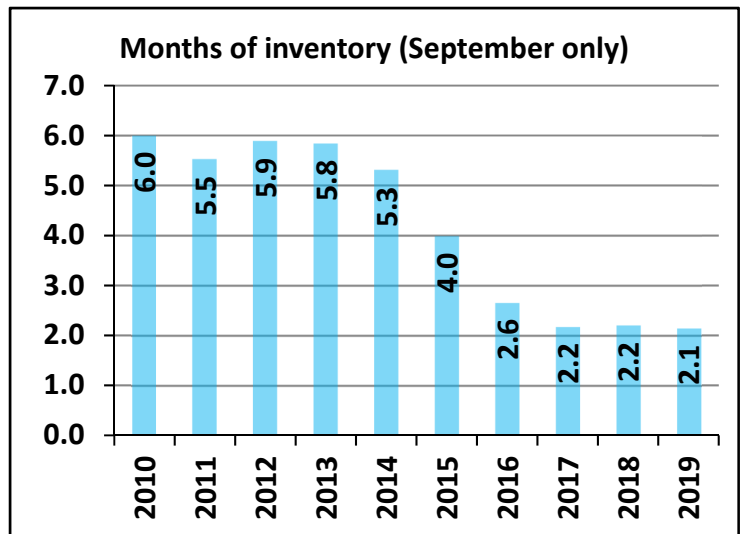
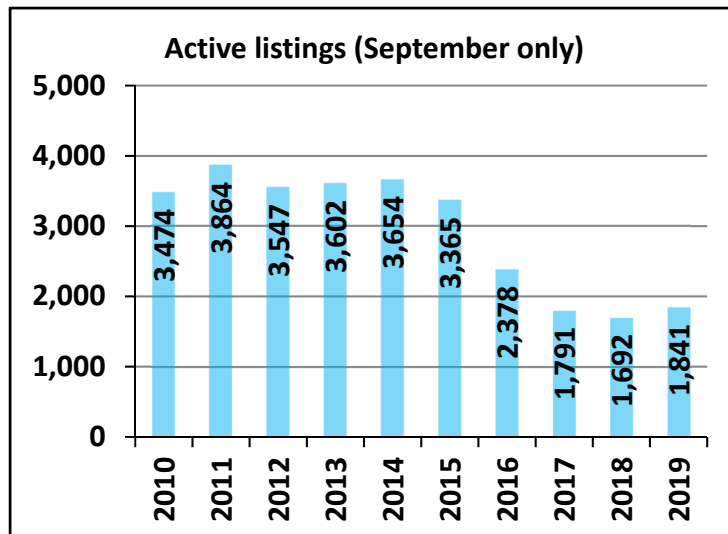
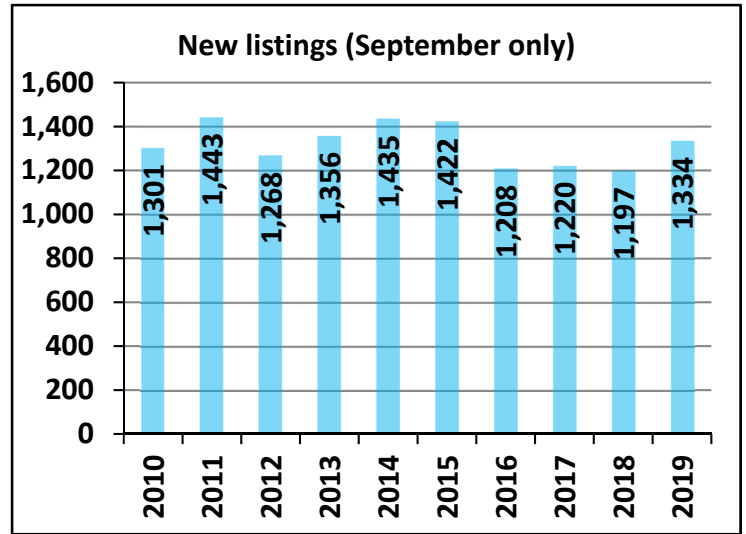
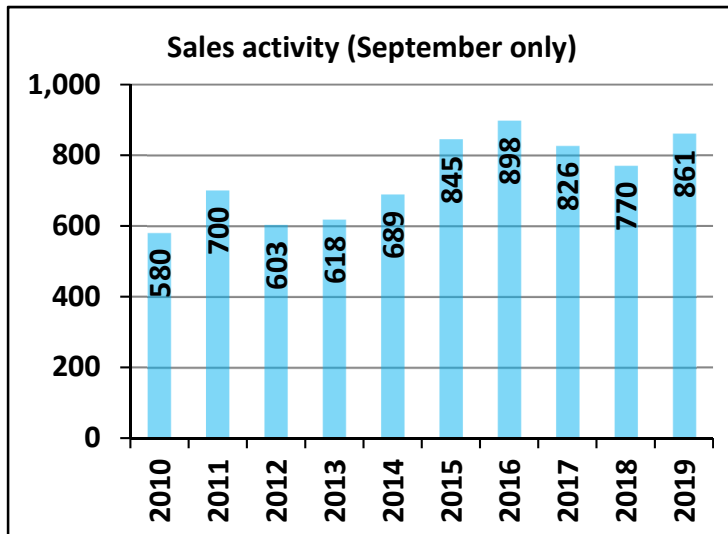
September 2019



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

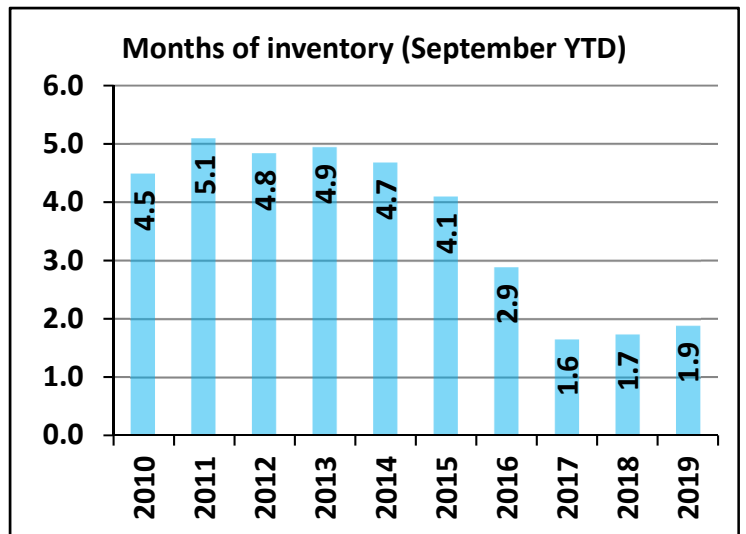
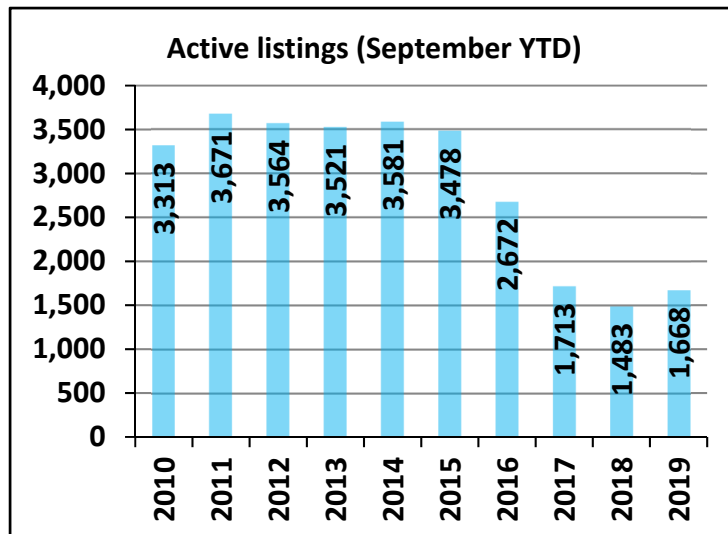
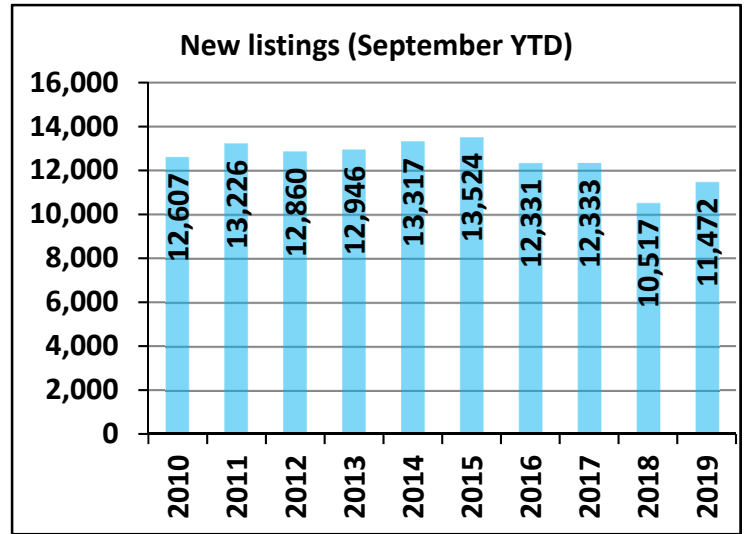
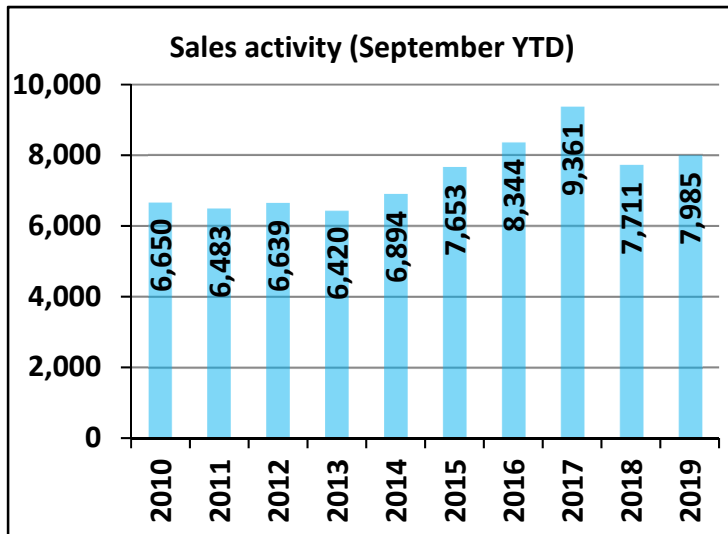
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	861	11.8	4.2	-4.1	25.0	42.8	22.1
Dollar Volume	\$354,911,005	19.4	34.5	38.7	92.2	151.8	128.8
New Listings	1,334	11.4	9.3	10.4	-7.0	5.2	7.2
Active Listings	1,841	8.8	2.8	-22.6	-49.6	-48.1	-38.0
Sales to New Listings Ratio ¹	64.5	64.3	67.7	74.3	48.0	47.6	56.7
Months of Inventory ²	2.1	2.2	2.2	2.6	5.3	5.9	4.2
Average Price	\$412,208	6.8	29.0	44.6	53.8	76.3	87.3

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	7,985	3.6	-14.7	-4.3	15.8	20.3	23.6
Dollar Volume	\$3,257,261,724	15.3	5.4	40.5	85.5	103.7	135.2
New Listings	11,472	9.1	-7.0	-7.0	-13.9	-10.8	0.0
Active Listings ³	1,668	12.5	-2.6	-37.6	-53.4	-53.2	-49.4
Sales to New Listings Ratio ⁴	69.6	73.3	75.9	67.7	51.8	51.6	56.3
Months of Inventory ⁵	1.9	1.7	1.6	2.9	4.7	4.8	4.6
Average Price	\$407,923	11.3	23.6	46.8	60.2	69.4	90.2

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

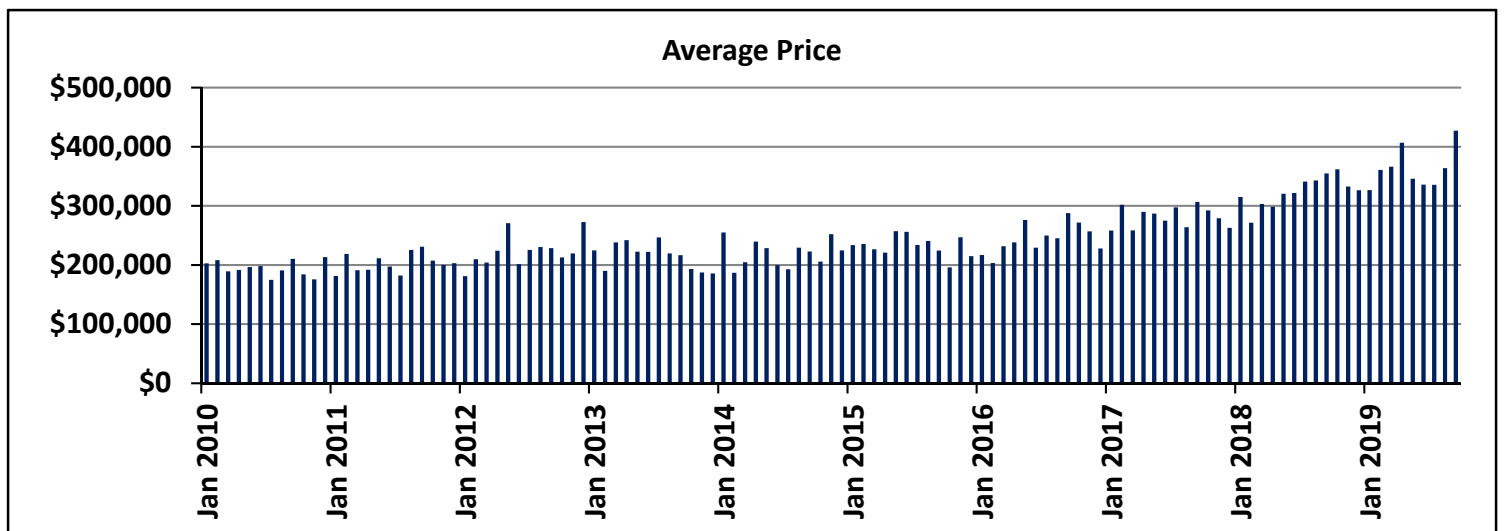
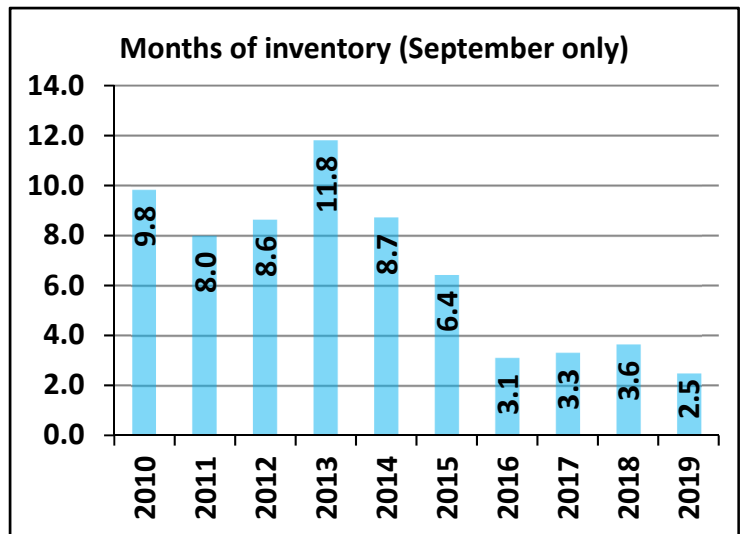
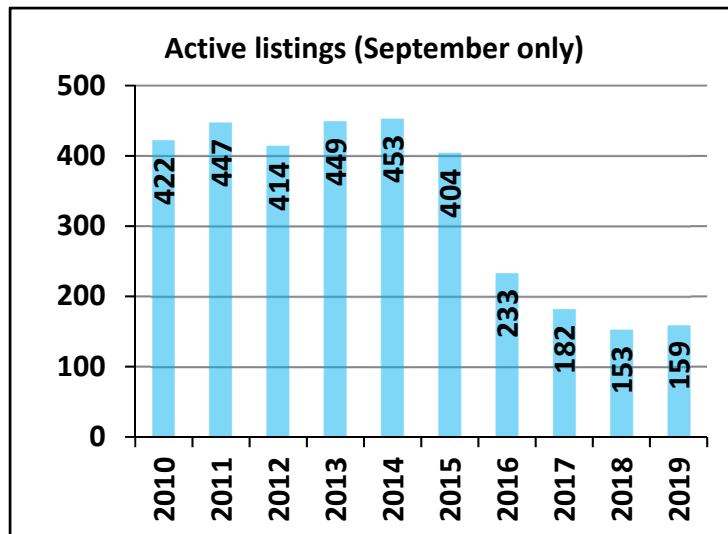
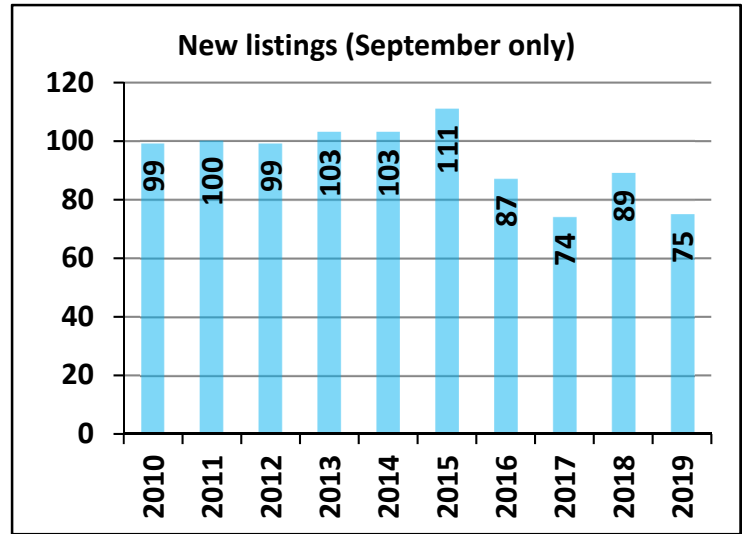
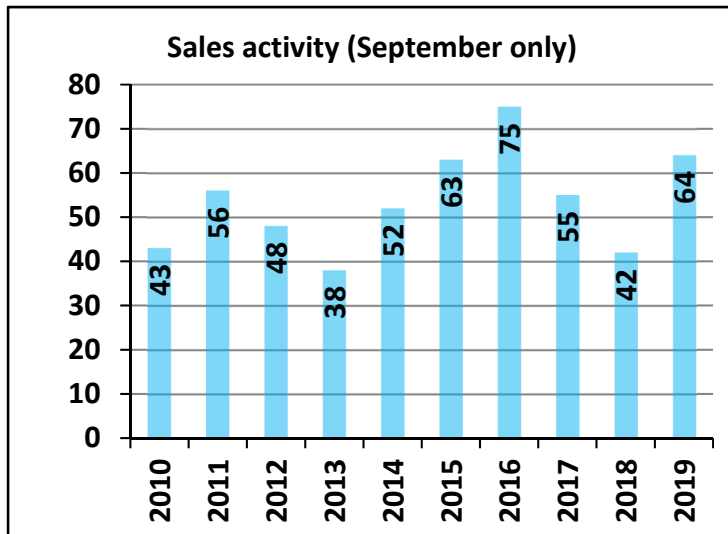
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

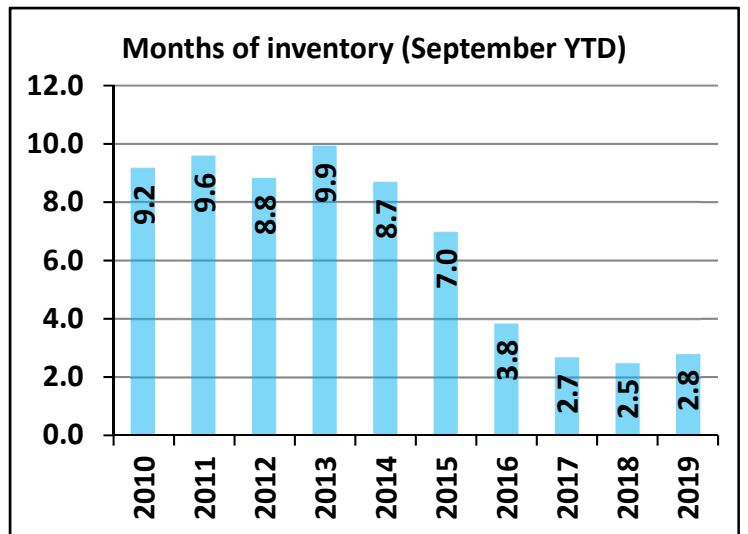
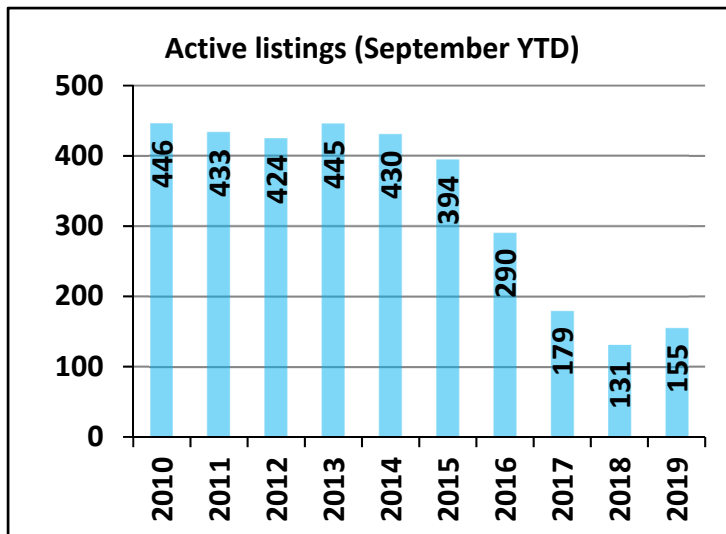
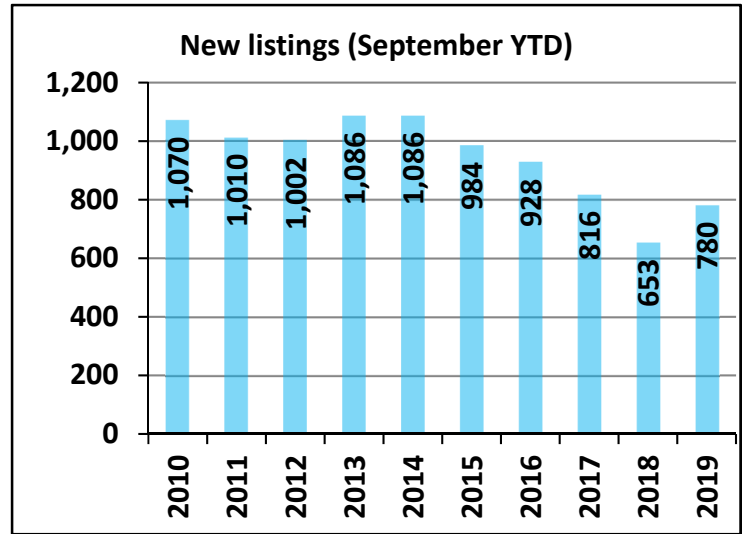
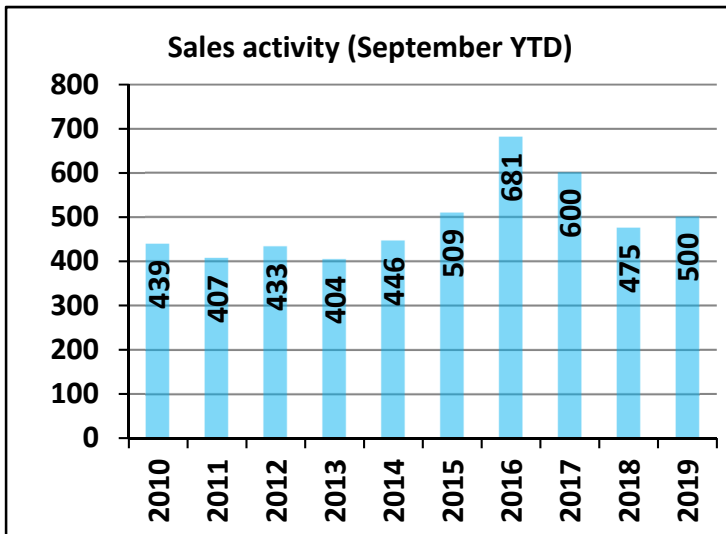
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	64	52.4	16.4	-14.7	23.1	33.3	18.5
Dollar Volume	\$27,327,500	83.4	62.1	26.7	135.9	149.4	107.7
New Listings	75	-15.7	1.4	-13.8	-27.2	-24.2	-33.6
Active Listings	159	3.9	-12.6	-31.8	-64.9	-61.6	-65.4
Sales to New Listings Ratio ¹	85.3	47.2	74.3	86.2	50.5	48.5	47.8
Months of Inventory ²	2.5	3.6	3.3	3.1	8.7	8.6	8.5
Average Price	\$426,992	20.4	39.3	48.5	91.7	87.0	75.3

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	500	5.3	-16.7	-26.6	12.1	15.5	17.4
Dollar Volume	\$182,196,098	20.0	7.7	9.4	89.1	89.6	115.8
New Listings	780	19.4	-4.4	-15.9	-28.2	-22.2	-28.5
Active Listings ³	155	18.3	-13.4	-46.6	-64.0	-63.4	-67.4
Sales to New Listings Ratio ⁴	64.1	72.7	73.5	73.4	41.1	43.2	39.0
Months of Inventory ⁵	2.8	2.5	2.7	3.8	8.7	8.8	10.0
Average Price	\$364,392	14.0	29.2	49.1	68.6	64.2	83.8

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

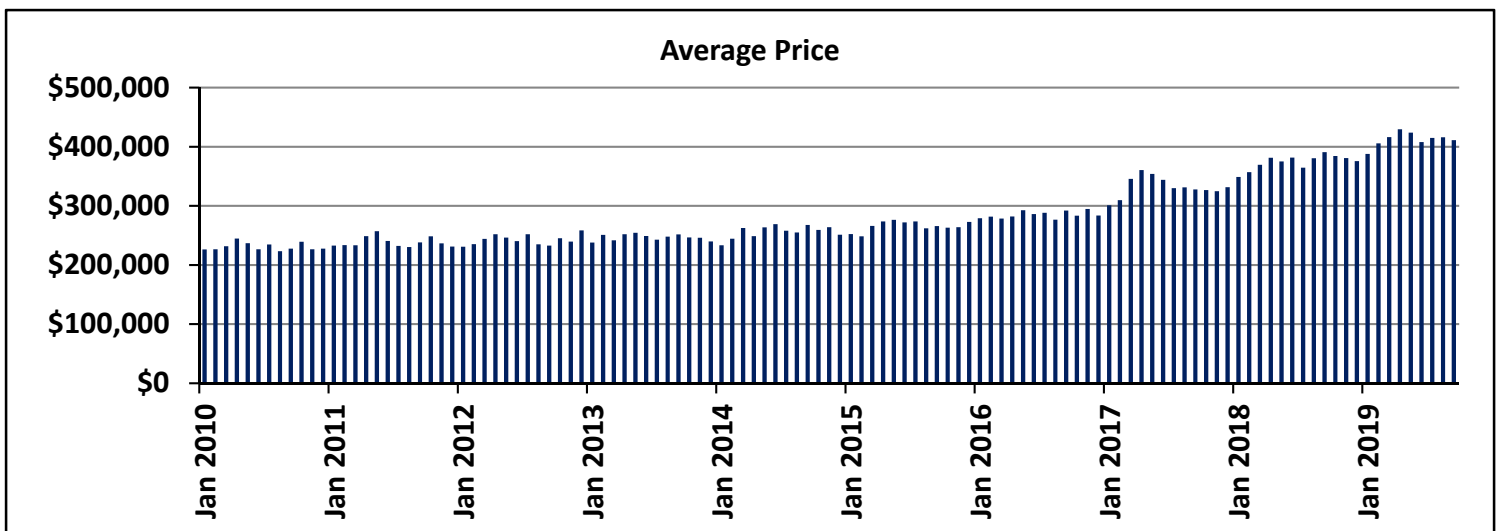
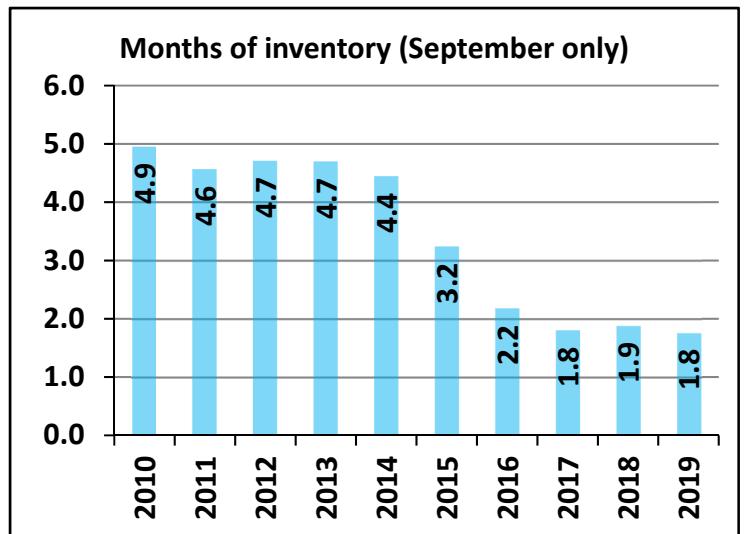
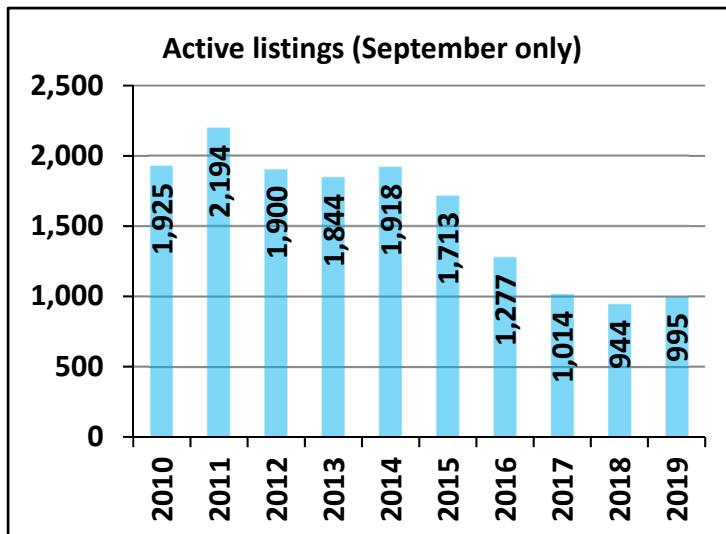
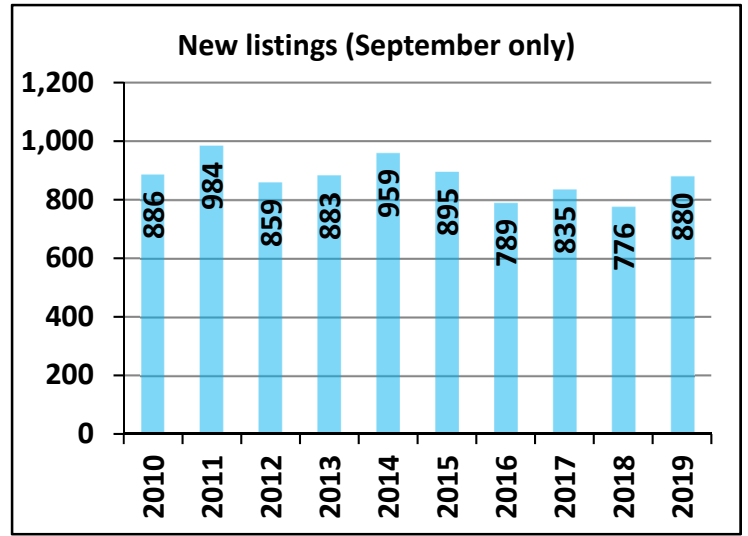
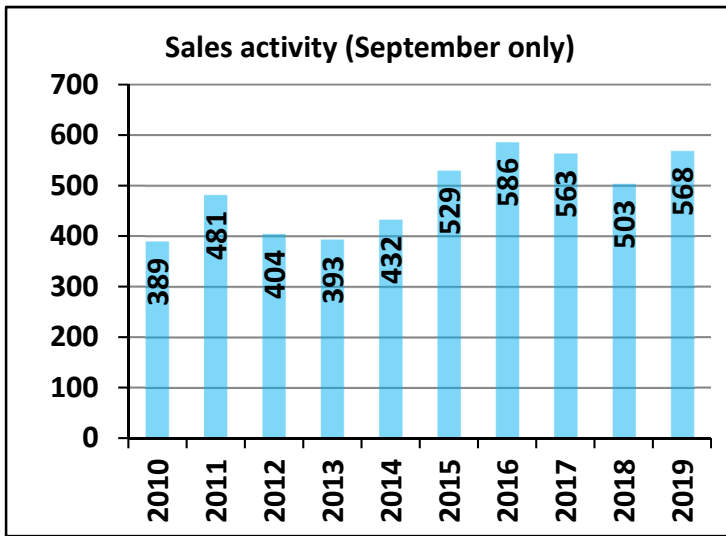
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

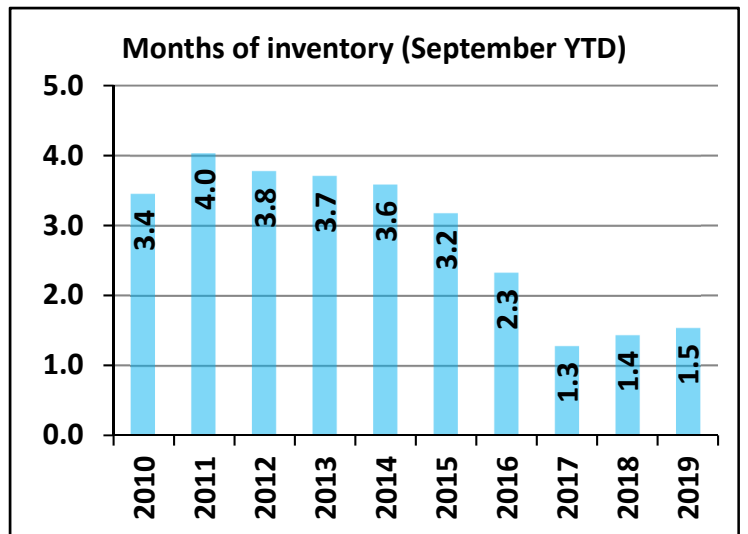
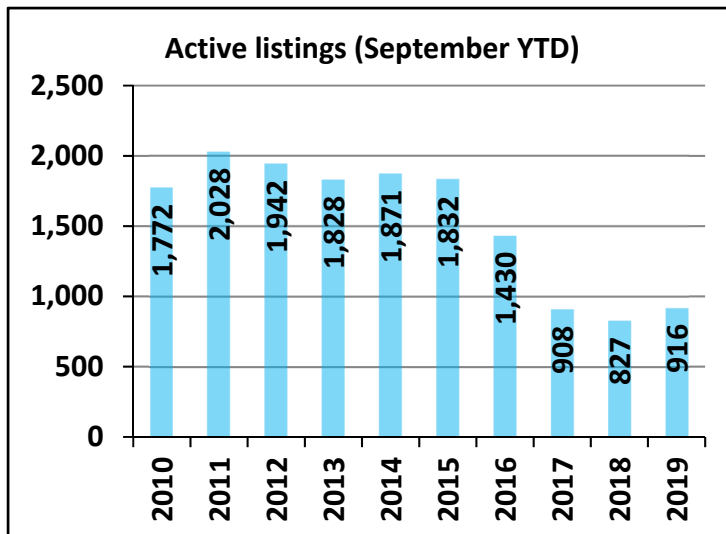
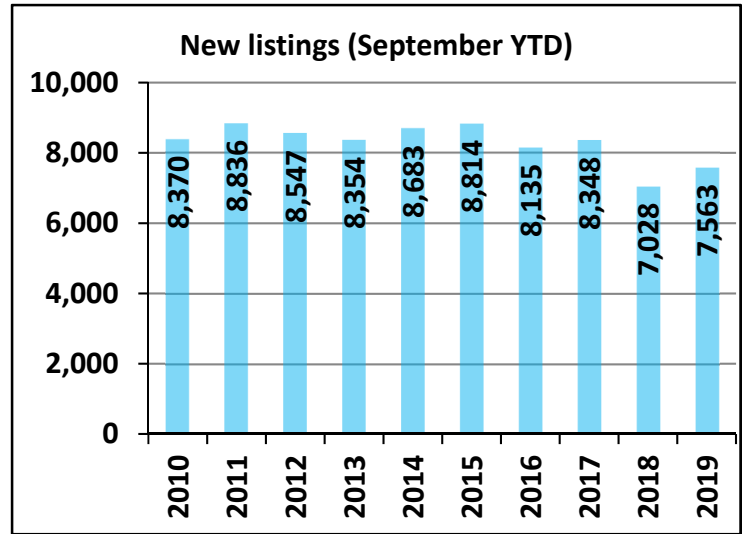
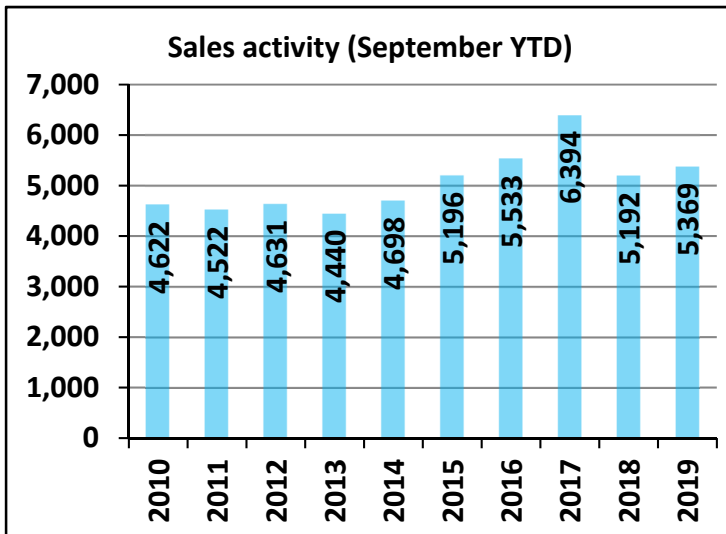
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	568	12.9	0.9	-3.1	31.5	40.6	16.9
Dollar Volume	\$233,408,032	18.7	26.5	36.5	102.0	148.2	115.6
New Listings	880	13.4	5.4	11.5	-8.2	2.4	6.4
Active Listings	995	5.4	-1.9	-22.1	-48.1	-47.6	-31.4
Sales to New Listings Ratio ¹	64.5	64.8	67.4	74.3	45.0	47.0	58.8
Months of Inventory ²	1.8	1.9	1.8	2.2	4.4	4.7	3.0
Average Price	\$410,930	5.1	25.4	40.8	53.6	76.5	84.5

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	5,369	3.4	-16.0	-3.0	14.3	15.9	17.5
Dollar Volume	\$2,225,779,625	14.6	2.9	41.4	83.9	98.5	126.1
New Listings	7,563	7.6	-9.4	-7.0	-12.9	-11.5	1.9
Active Listings ³	916	10.8	0.9	-35.9	-51.0	-52.8	-45.1
Sales to New Listings Ratio ⁴	71.0	73.9	76.6	68.0	54.1	54.2	61.6
Months of Inventory ⁵	1.5	1.4	1.3	2.3	3.6	3.8	3.3
Average Price	\$414,561	10.8	22.5	45.7	60.9	71.3	92.4

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

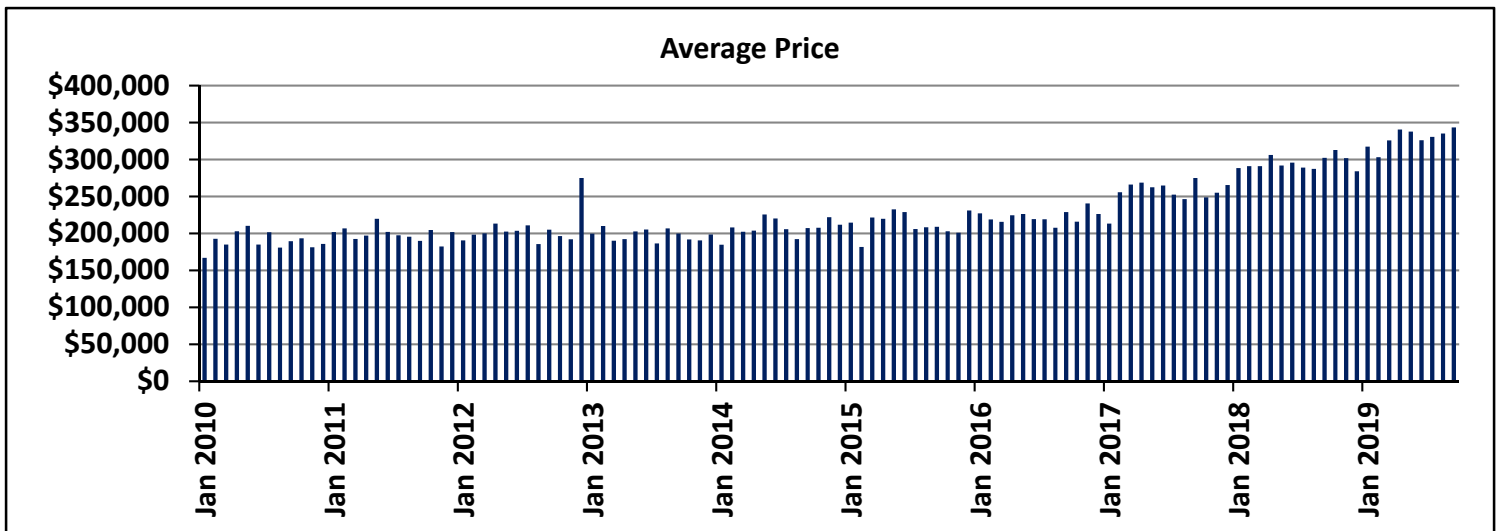
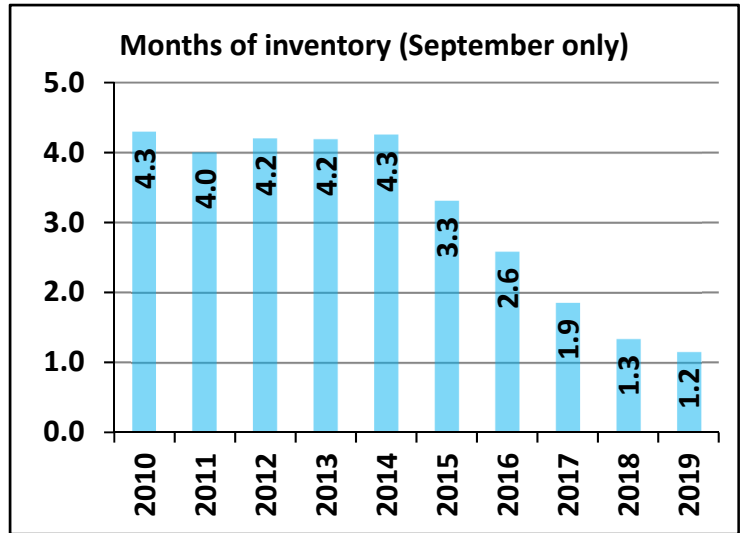
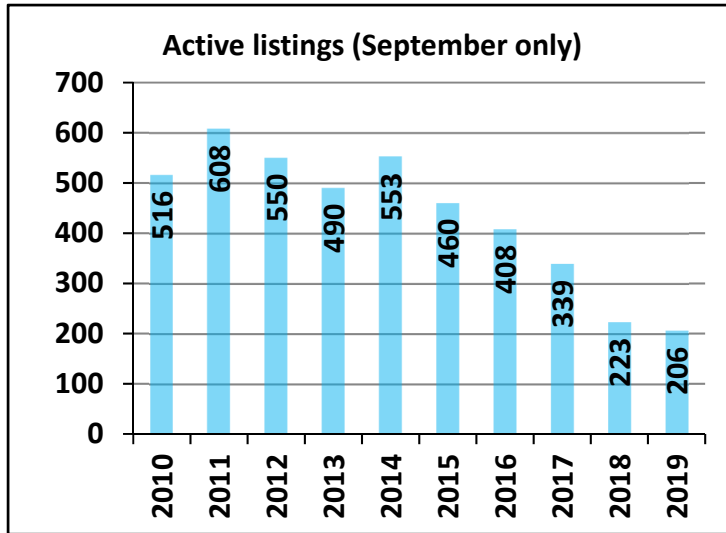
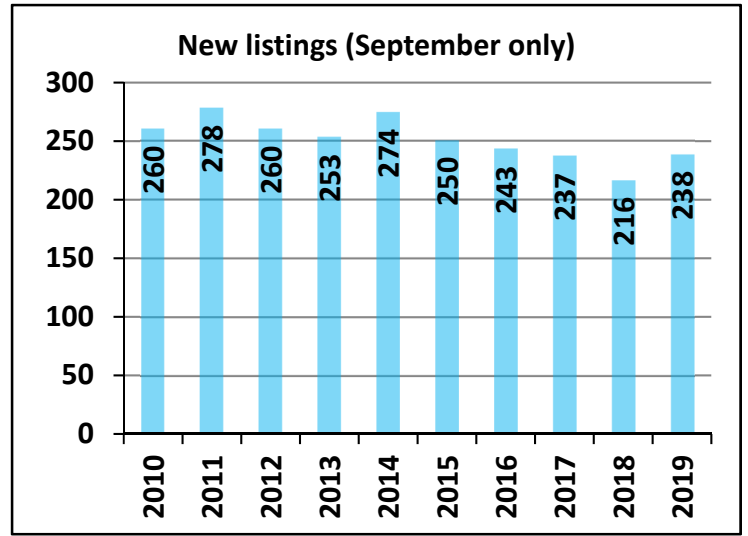
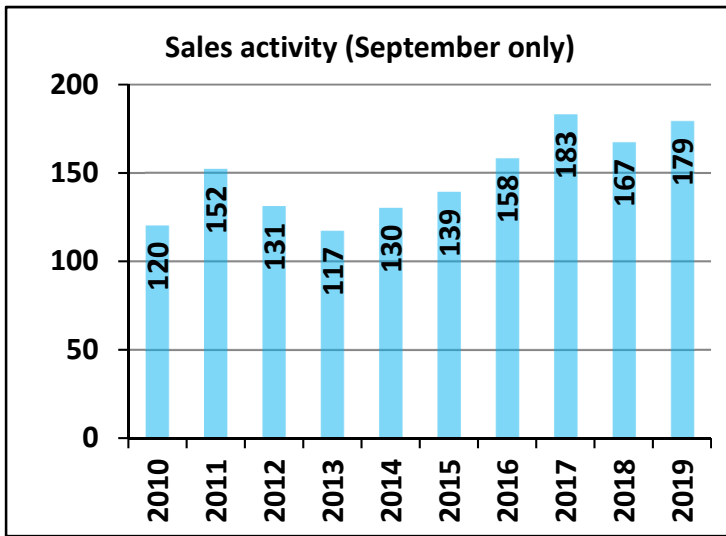
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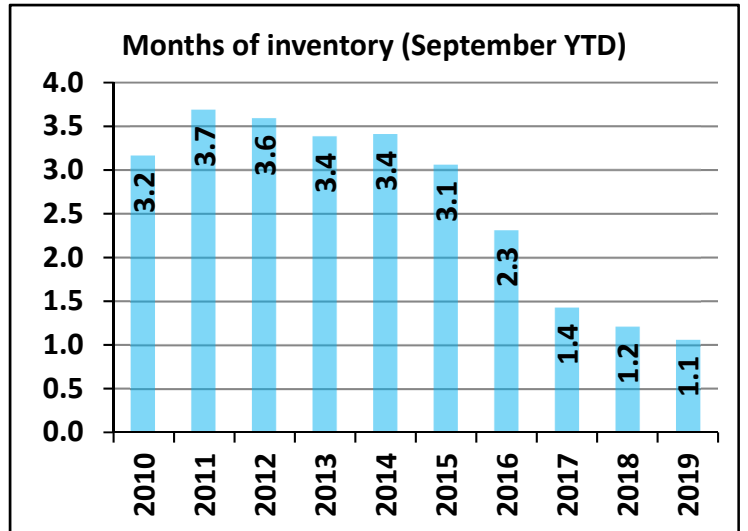
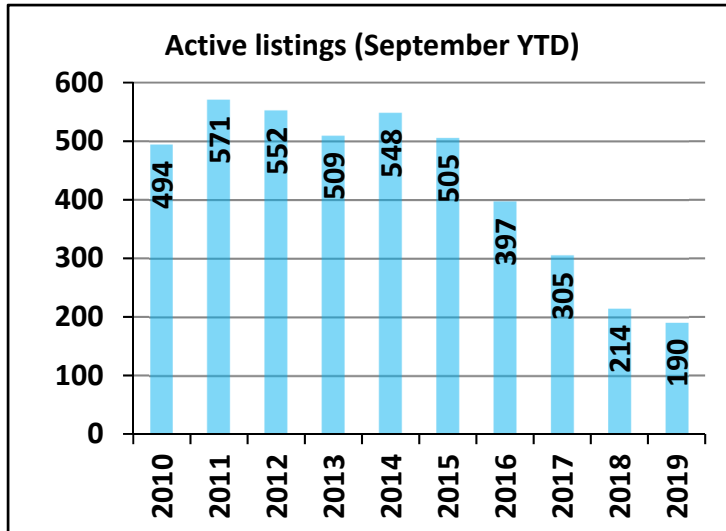
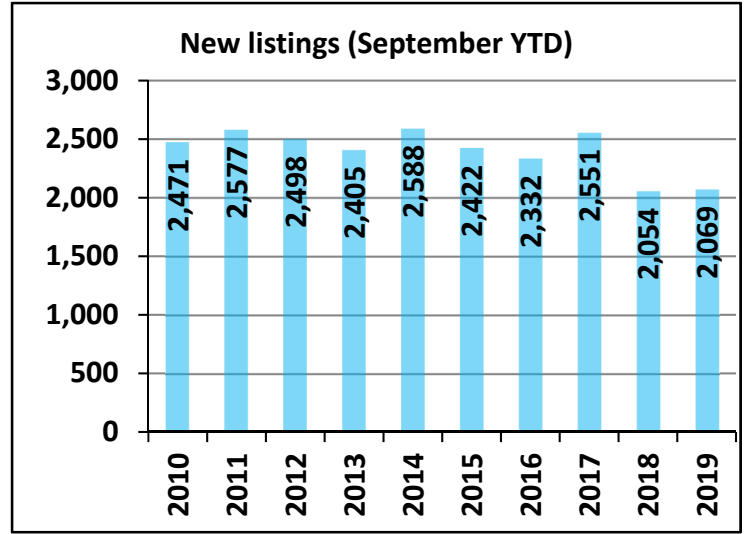
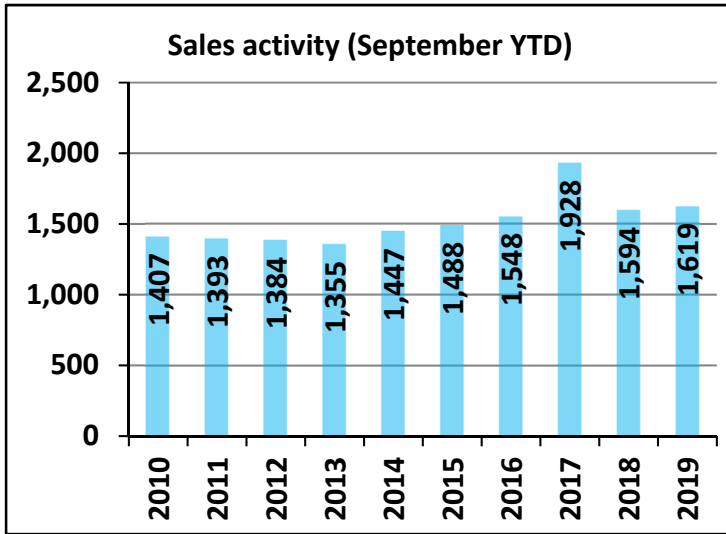
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	179	7.2	-2.2	13.3	37.7	36.6	11.9
Dollar Volume	\$61,469,303	21.8	22.2	70.0	128.4	128.9	105.5
New Listings	238	10.2	0.4	-2.1	-13.1	-8.5	-3.6
Active Listings	206	-7.6	-39.2	-49.5	-62.7	-62.5	-50.8
Sales to New Listings Ratio ¹	75.2	77.3	77.2	65.0	47.4	50.4	64.8
Months of Inventory ²	1.2	1.3	1.9	2.6	4.3	4.2	2.6
Average Price	\$343,404	13.7	24.9	50.1	65.9	67.5	83.7

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	1,619	1.6	-16.0	4.6	11.9	17.0	10.5
Dollar Volume	\$536,095,451	14.5	7.4	57.1	78.5	91.8	100.7
New Listings	2,069	0.7	-18.9	-11.3	-20.1	-17.2	-6.8
Active Listings ³	190	-11.2	-37.7	-52.1	-65.3	-65.6	-58.7
Sales to New Listings Ratio ⁴	78.3	77.6	75.6	66.4	55.9	55.4	66.0
Months of Inventory ⁵	1.1	1.2	1.4	2.3	3.4	3.6	2.8
Average Price	\$331,128	12.7	27.9	50.3	59.5	63.9	81.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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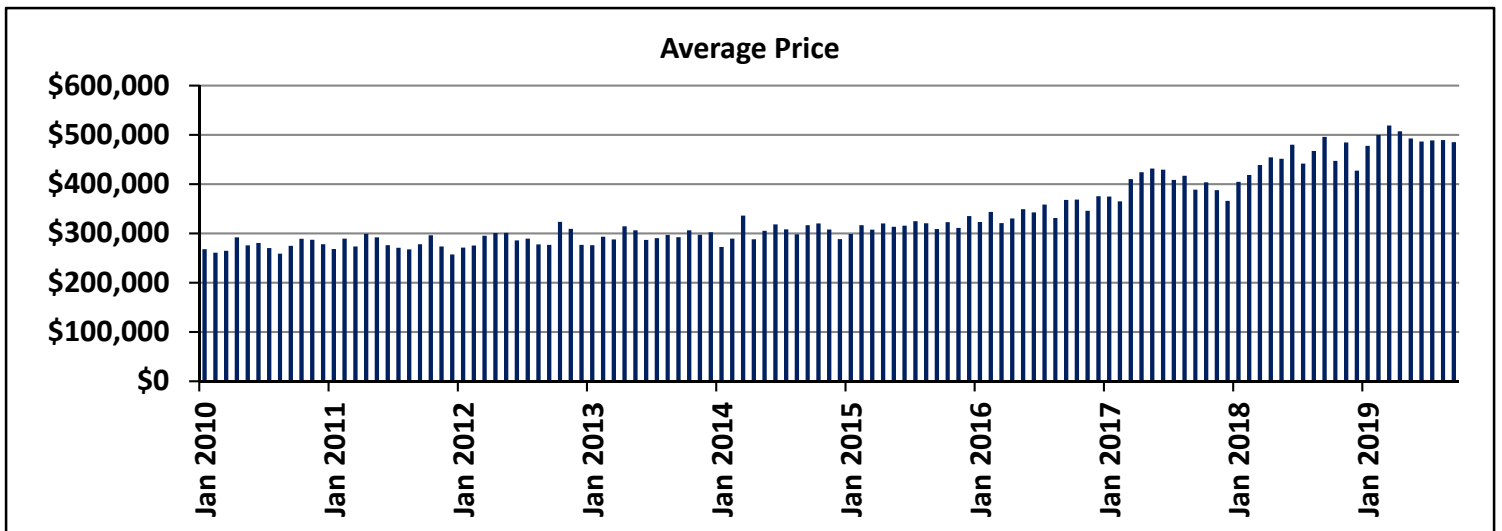
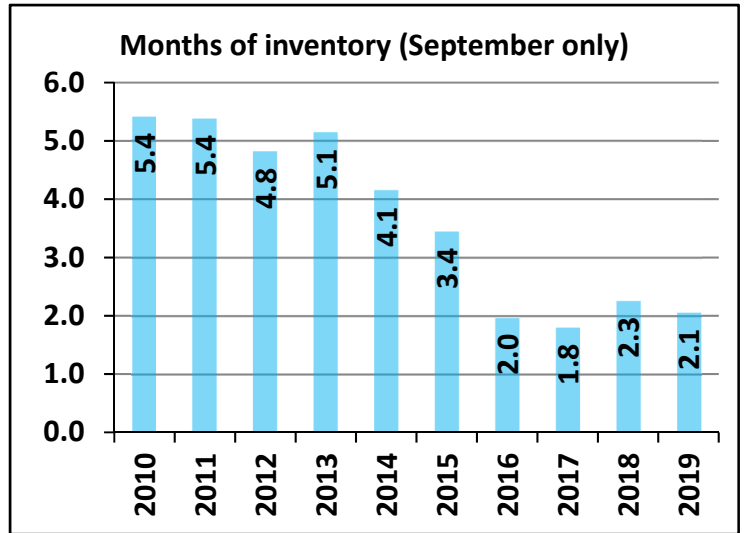
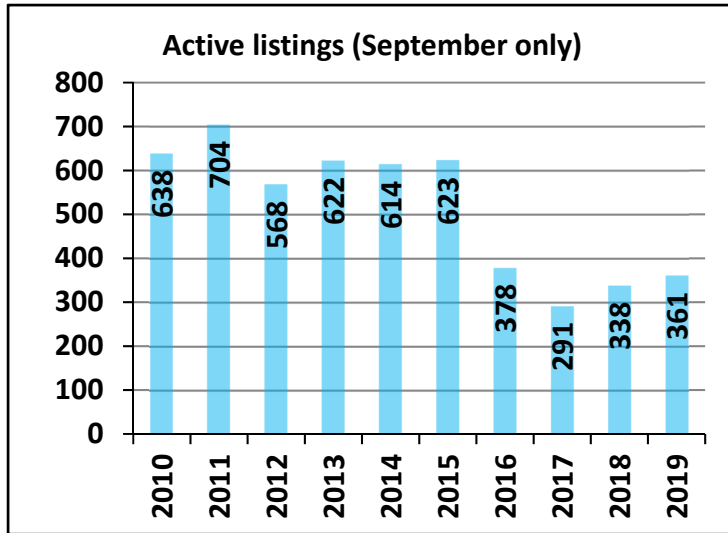
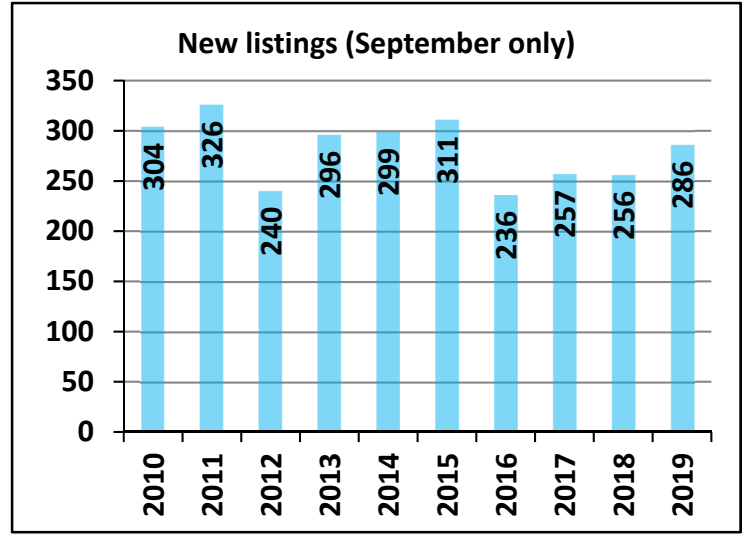
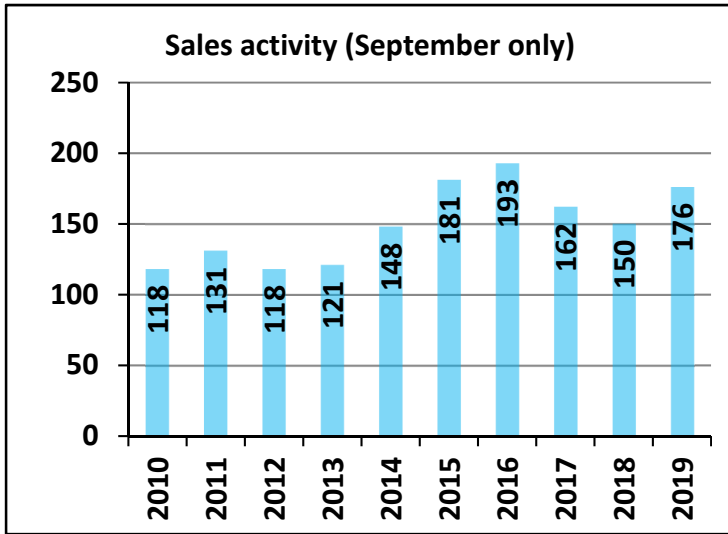
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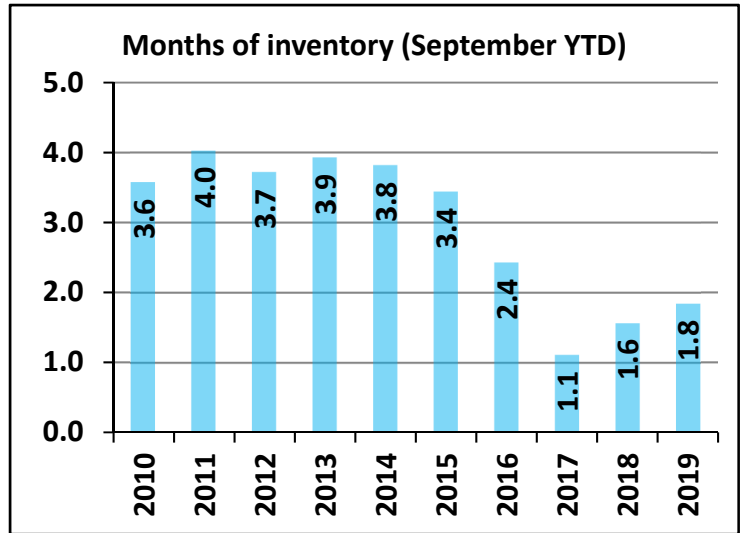
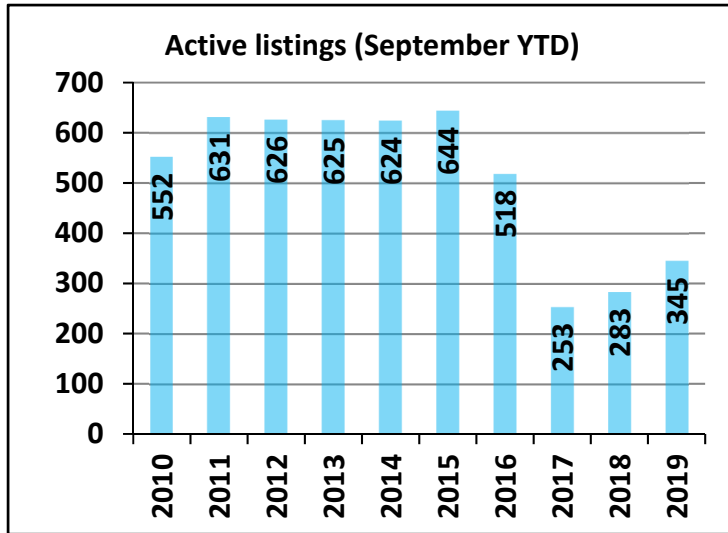
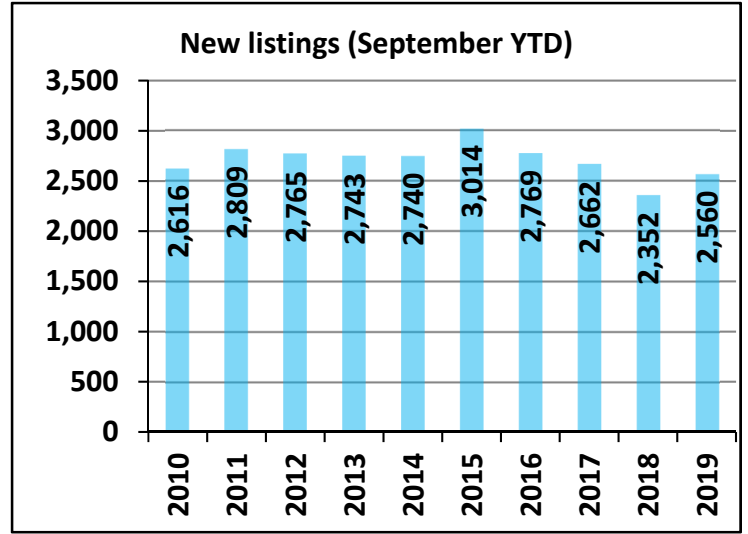
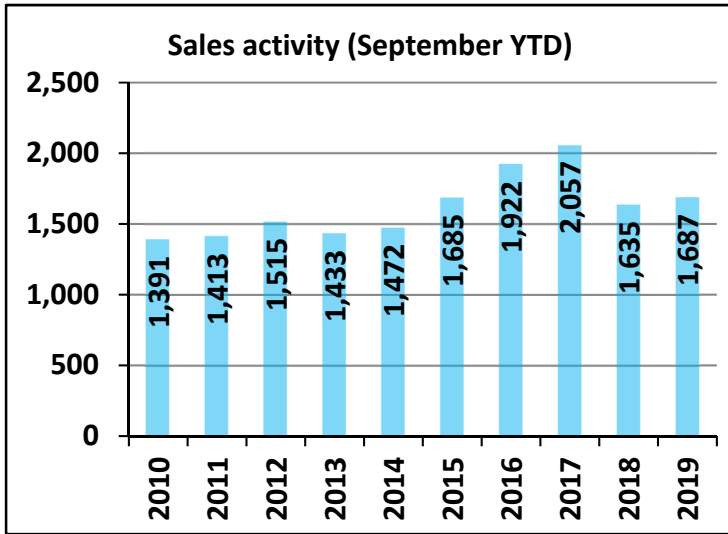
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	176	17.3	8.6	-8.8	18.9	49.2	23.1
Dollar Volume	\$85,378,036	14.8	35.6	20.3	82.3	161.6	121.4
New Listings	286	11.7	11.3	21.2	-4.3	19.2	23.3
Active Listings	361	6.8	24.1	-4.5	-41.2	-36.4	-10.9
Sales to New Listings Ratio ¹	61.5	58.6	63.0	81.8	49.5	49.2	61.6
Months of Inventory ²	2.1	2.3	1.8	2.0	4.1	4.8	2.8
Average Price	\$485,102	-2.2	24.8	31.9	53.3	75.4	79.9

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	1,687	3.2	-18.0	-12.2	14.6	11.4	24.6
Dollar Volume	\$834,044,730	12.3	-1.4	27.0	85.2	91.3	142.5
New Listings	2,560	8.8	-3.8	-7.5	-6.6	-7.4	14.9
Active Listings ³	345	21.9	36.4	-33.4	-44.7	-44.9	-29.2
Sales to New Listings Ratio ⁴	65.9	69.5	77.3	69.4	53.7	54.8	60.8
Months of Inventory ⁵	1.8	1.6	1.1	2.4	3.8	3.7	3.2
Average Price	\$494,395	8.9	20.3	44.7	61.6	71.8	94.6

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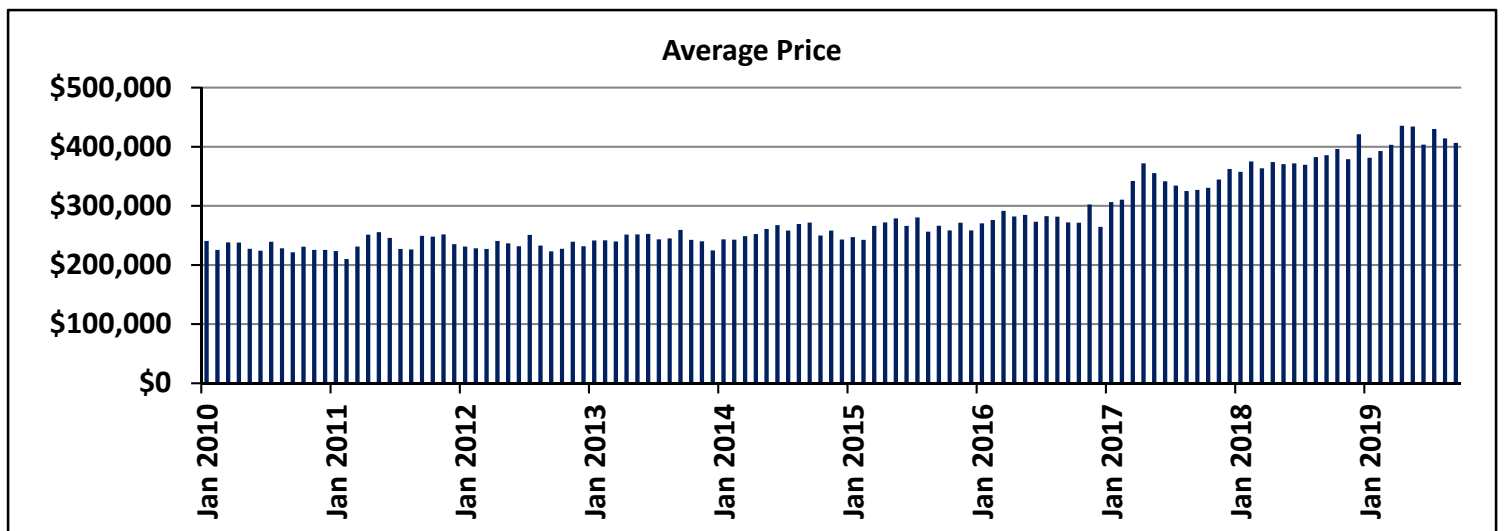
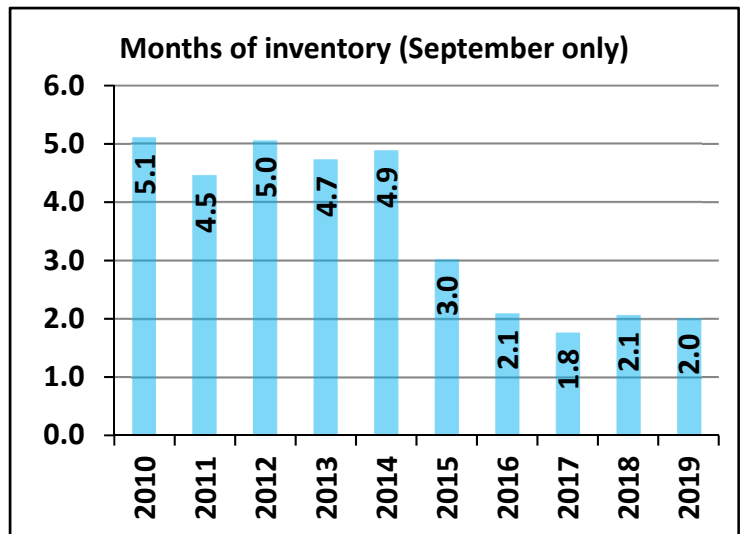
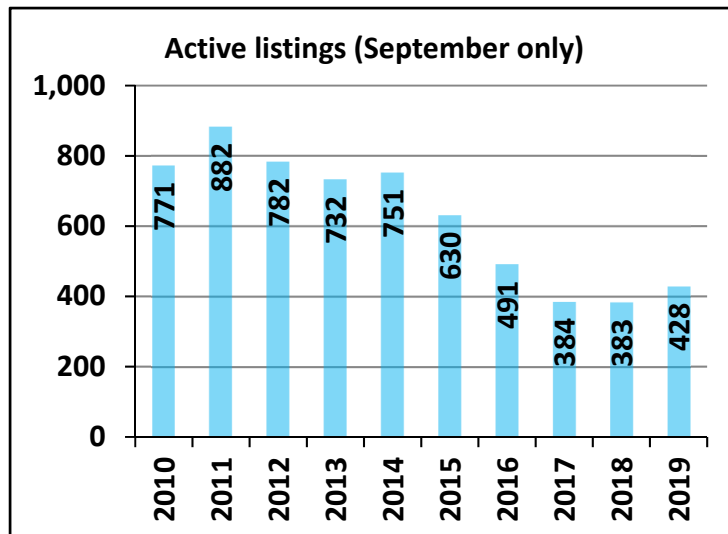
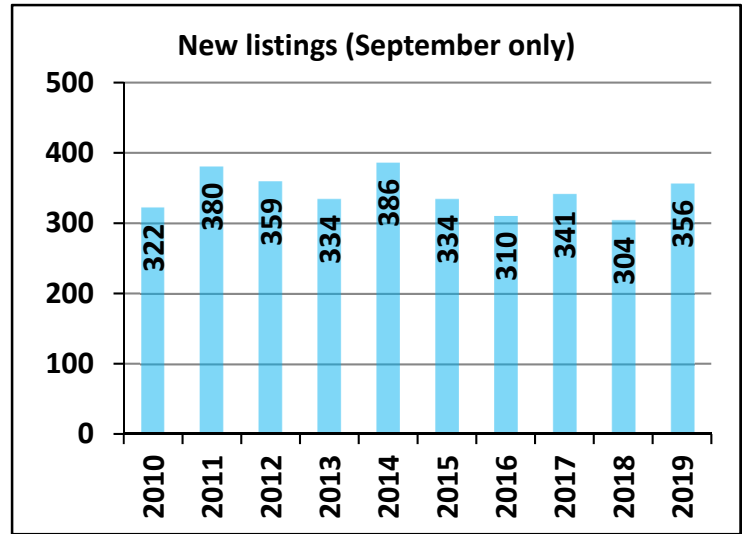
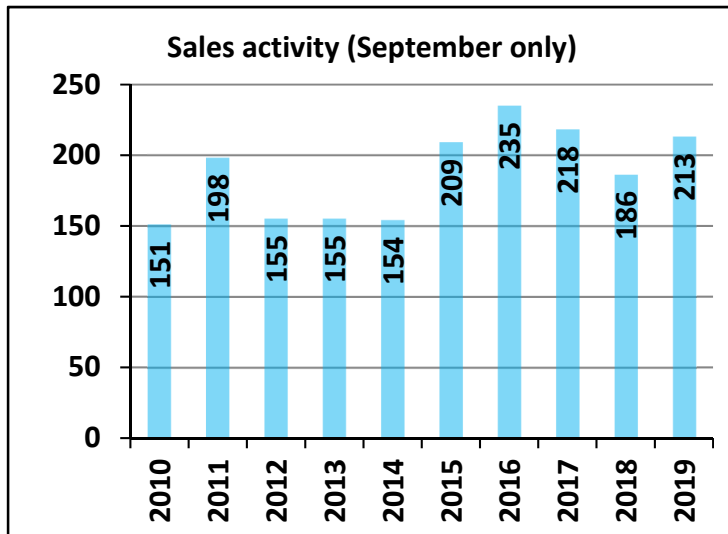
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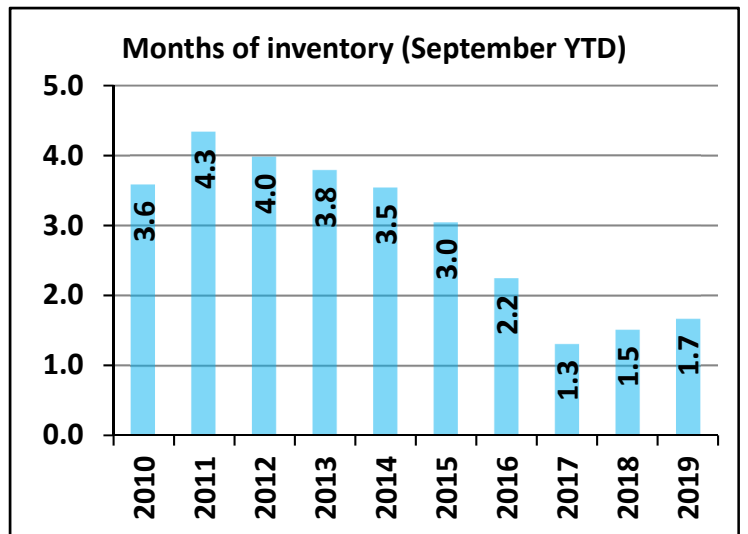
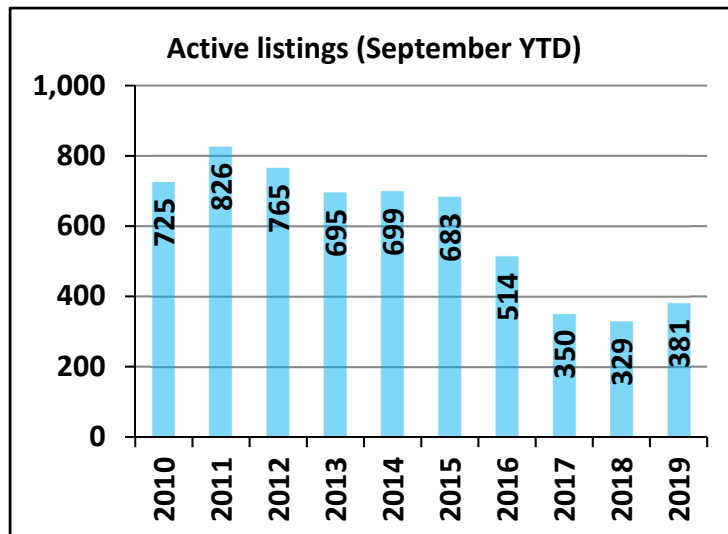
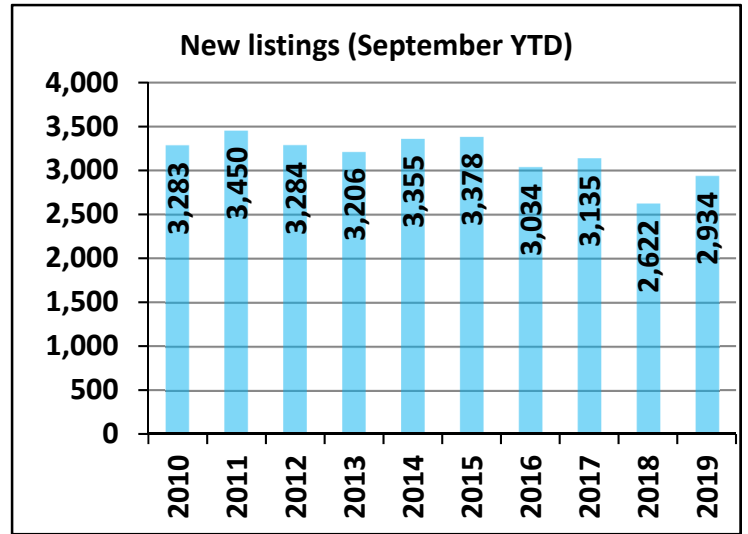
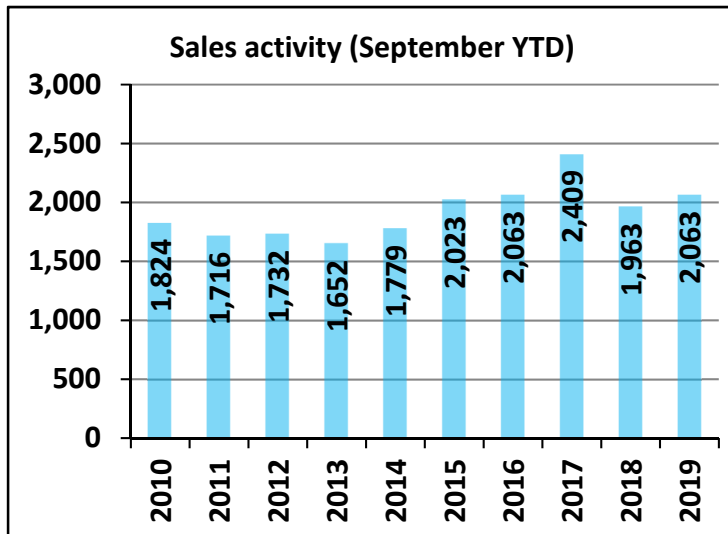
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	213	14.5	-2.3	-9.4	38.3	37.4	16.4
Dollar Volume	\$86,560,693	20.7	21.5	35.5	107.0	150.5	117.5
New Listings	356	17.1	4.4	14.8	-7.8	-0.8	2.3
Active Listings	428	11.7	11.5	-12.8	-43.0	-45.3	-31.7
Sales to New Listings Ratio ¹	59.8	61.2	63.9	75.8	39.9	43.2	52.6
Months of Inventory ²	2.0	2.1	1.8	2.1	4.9	5.0	3.4
Average Price	\$406,388	5.4	24.4	49.5	49.6	82.3	86.9

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	2,063	5.1	-14.4	0.0	16.0	19.1	18.0
Dollar Volume	\$855,639,444	17.0	4.5	48.3	86.2	111.0	129.2
New Listings	2,934	11.9	-6.4	-3.3	-12.5	-10.7	-1.3
Active Listings ³	381	15.8	8.9	-25.9	-45.5	-50.2	-47.0
Sales to New Listings Ratio ⁴	70.3	74.9	76.8	68.0	53.0	52.7	58.8
Months of Inventory ⁵	1.7	1.5	1.3	2.2	3.5	4.0	3.7
Average Price	\$414,755	11.3	22.0	48.3	60.5	77.2	94.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

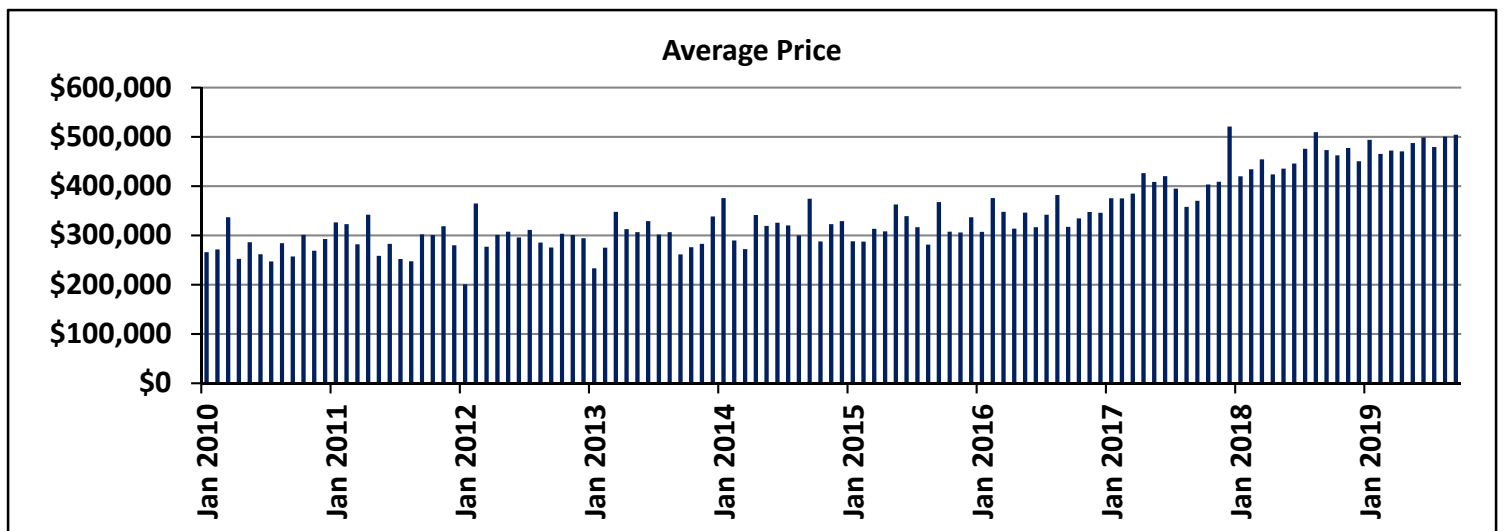
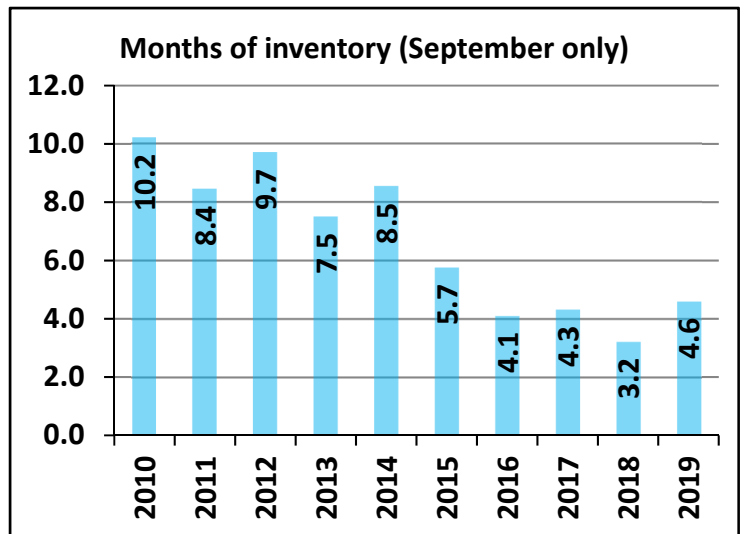
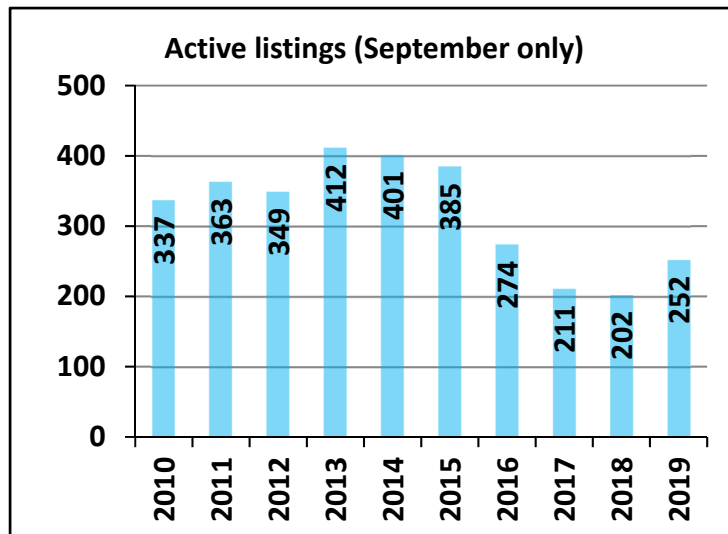
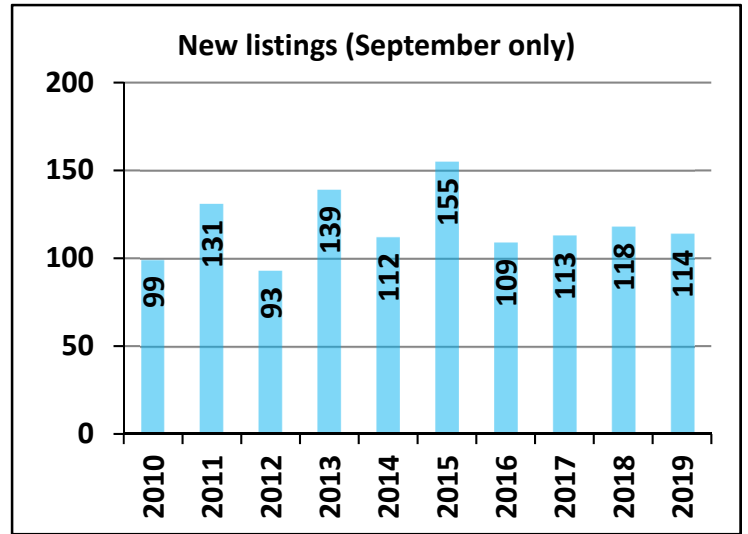
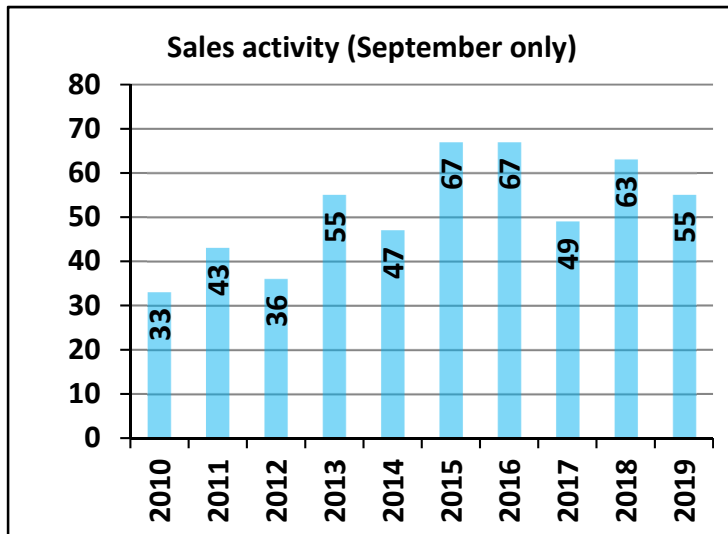
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

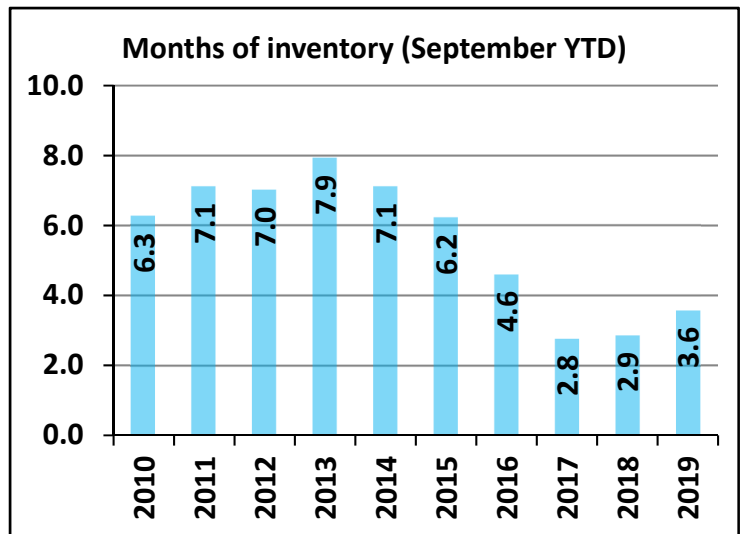
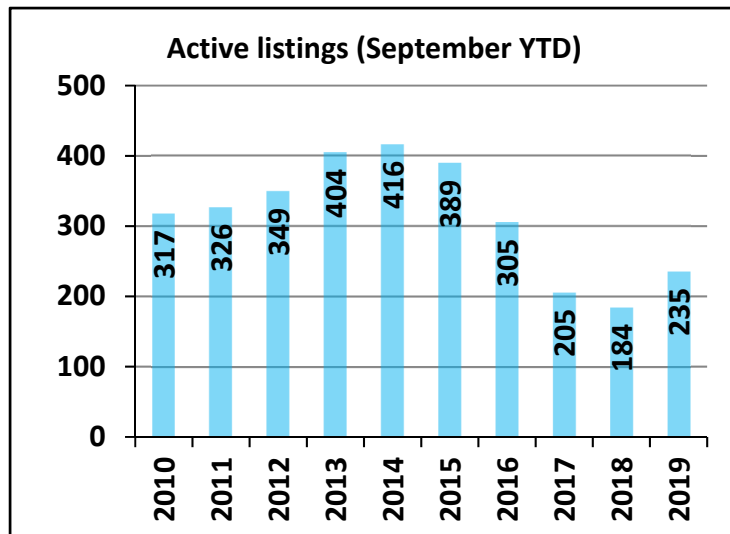
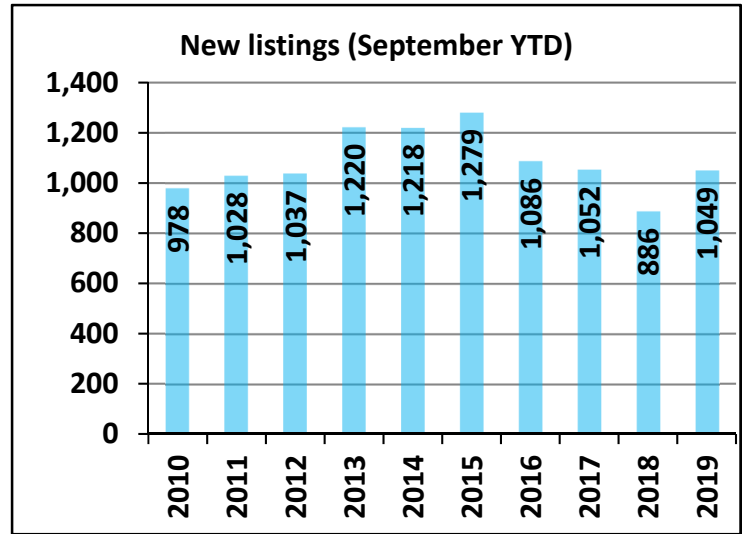
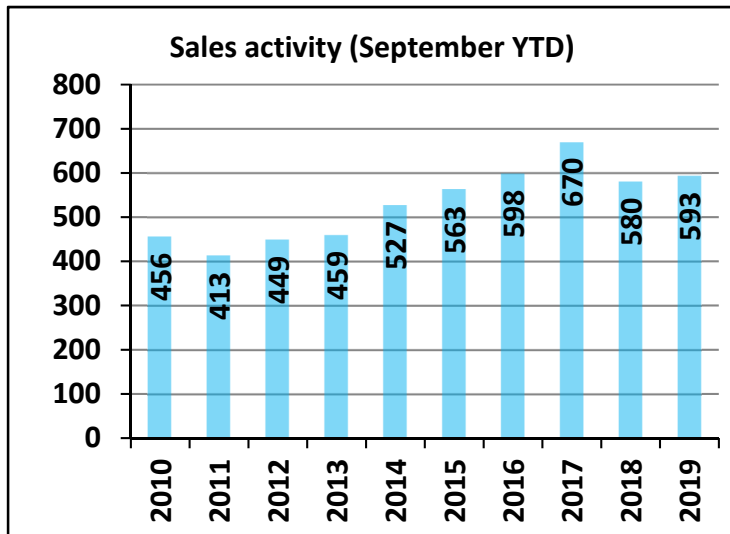
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	55	-12.7	12.2	-17.9	17.0	52.8	25.0
Dollar Volume	\$27,729,435	-7.0	52.9	30.4	57.6	179.8	155.3
New Listings	114	-3.4	0.9	4.6	1.8	22.6	10.7
Active Listings	252	24.8	19.4	-8.0	-37.2	-27.8	-26.3
Sales to New Listings Ratio ¹	48.2	53.4	43.4	61.5	42.0	38.7	42.7
Months of Inventory ²	4.6	3.2	4.3	4.1	8.5	9.7	7.8
Average Price	\$504,172	6.6	36.3	58.9	34.6	83.1	104.2

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	593	2.2	-11.5	-0.8	12.5	32.1	47.9
Dollar Volume	\$288,352,100	9.6	9.1	43.0	70.1	118.4	175.2
New Listings	1,049	18.4	-0.3	-3.4	-13.9	1.2	11.7
Active Listings ³	235	27.7	14.6	-23.0	-43.5	-32.7	-32.9
Sales to New Listings Ratio ⁴	56.5	65.5	63.7	55.1	43.3	43.3	42.7
Months of Inventory ⁵	3.6	2.9	2.8	4.6	7.1	7.0	7.9
Average Price	\$486,260	7.2	23.3	44.2	51.1	65.3	86.1

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

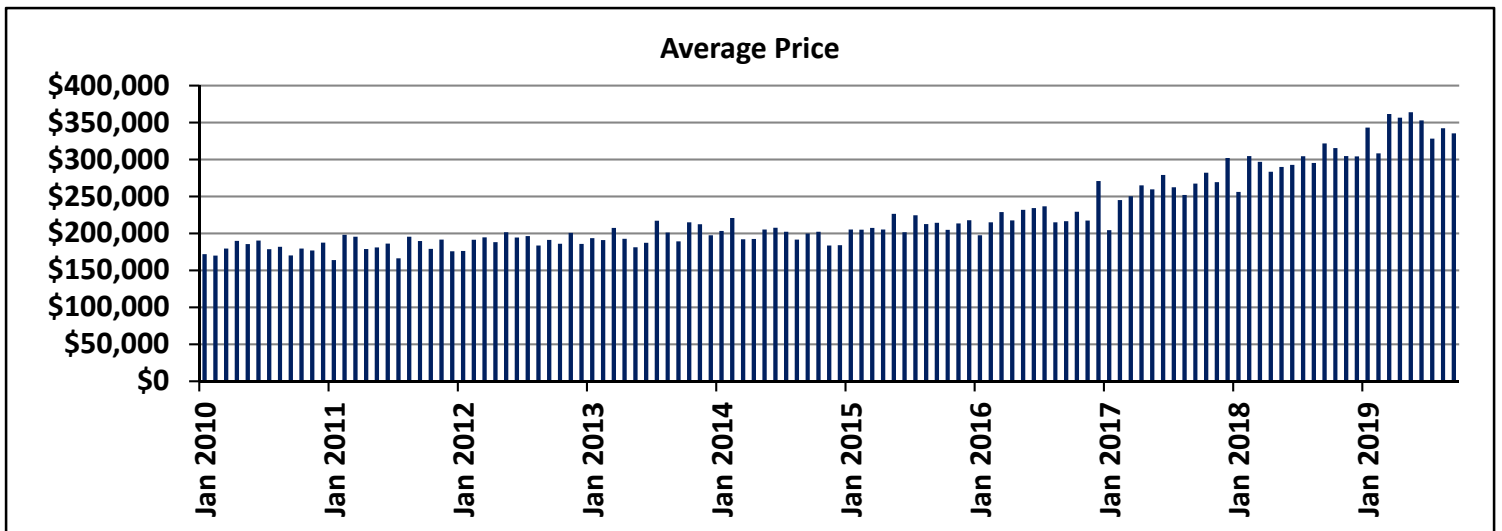
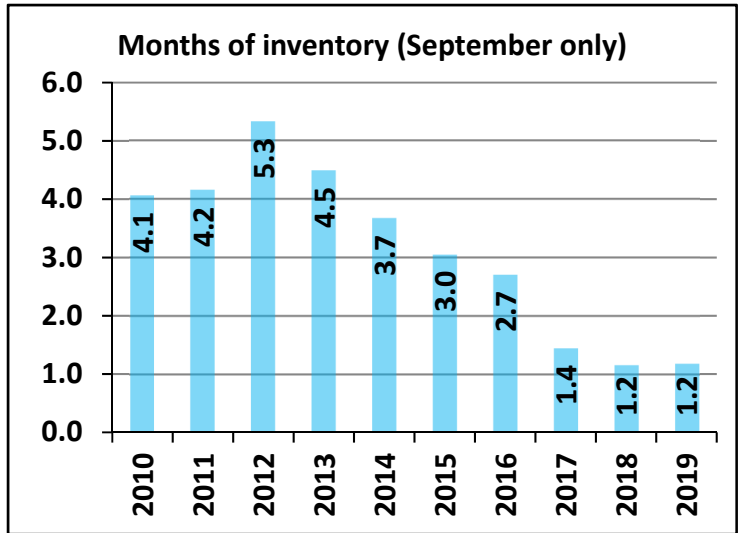
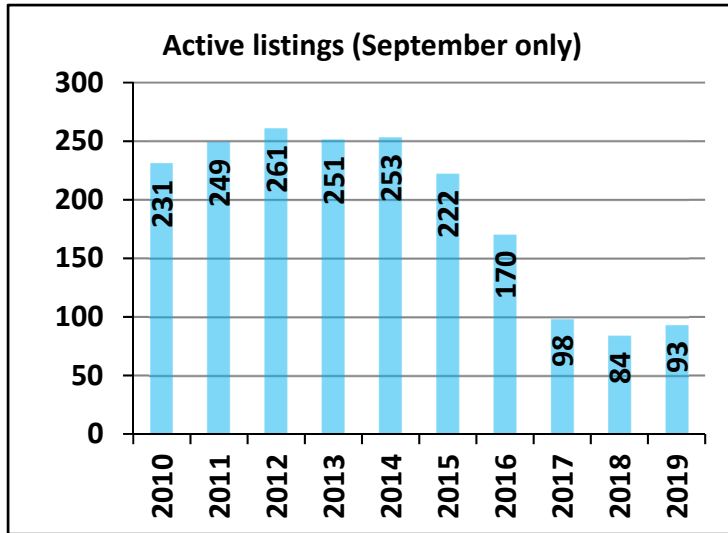
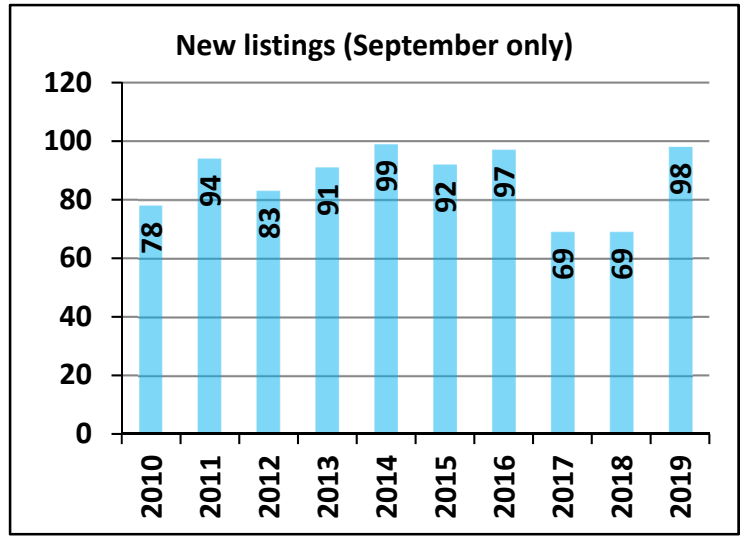
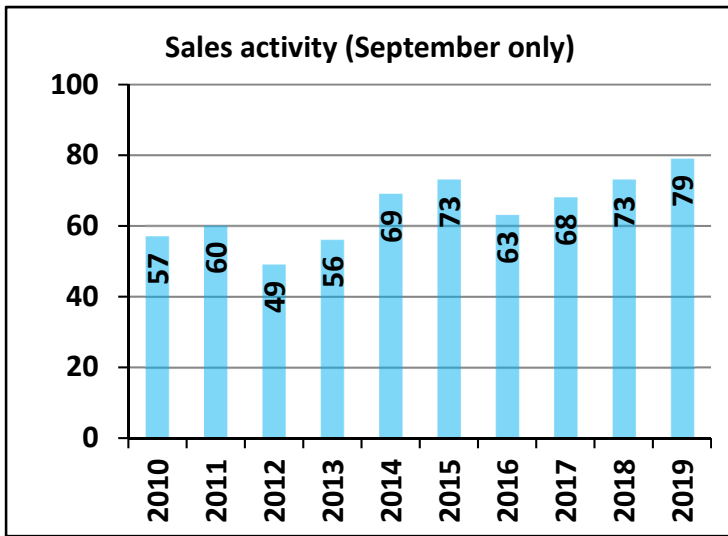
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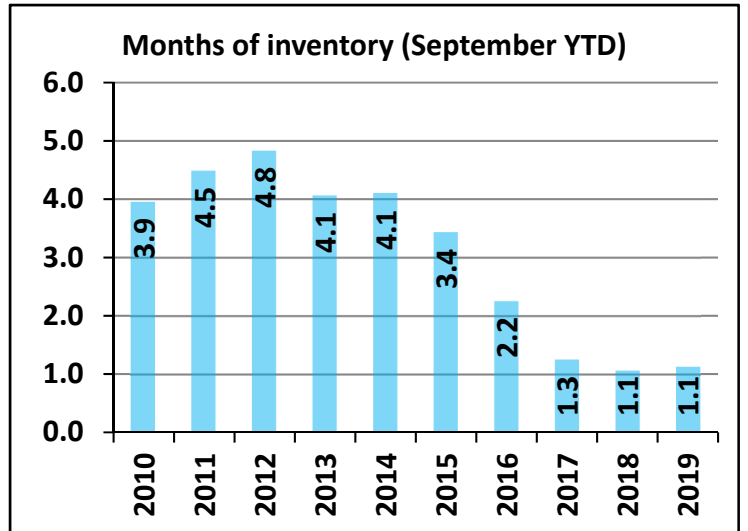
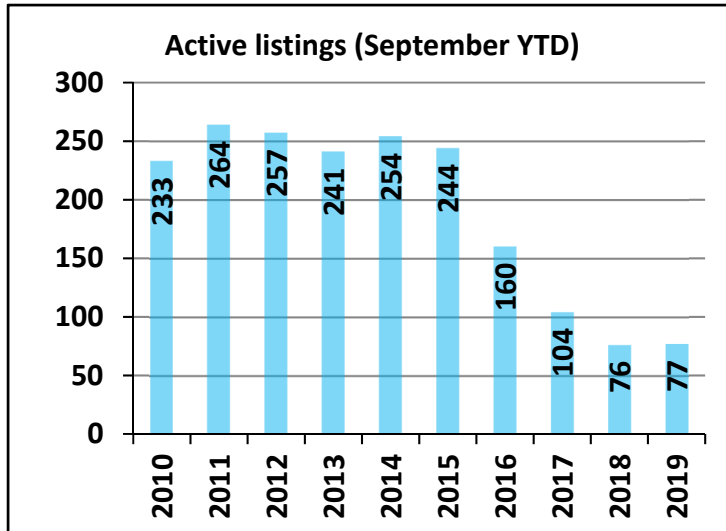
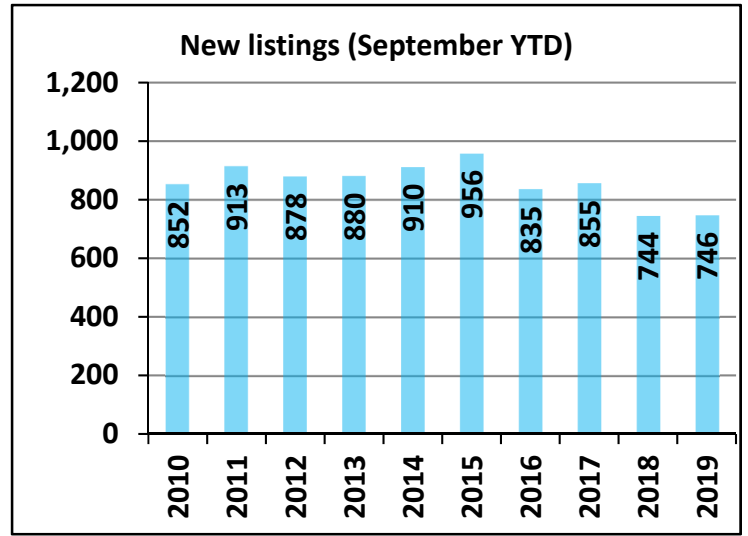
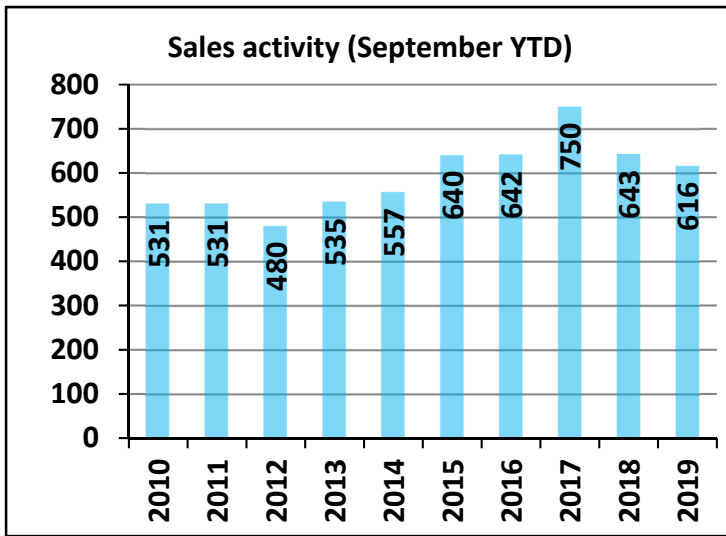
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	79	8.2	16.2	25.4	14.5	61.2	38.6
Dollar Volume	\$26,494,509	12.9	45.7	94.2	92.1	182.8	179.6
New Listings	98	42.0	42.0	1.0	-1.0	18.1	14.0
Active Listings	93	10.7	-5.1	-45.3	-63.2	-64.4	-60.9
Sales to New Listings Ratio ¹	80.6	105.8	98.6	64.9	69.7	59.0	66.3
Months of Inventory ²	1.2	1.2	1.4	2.7	3.7	5.3	4.2
Average Price	\$335,374	4.3	25.4	54.9	67.8	75.4	101.8

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	616	-4.2	-17.9	-4.0	10.6	28.3	12.0
Dollar Volume	\$212,861,274	12.0	10.4	47.5	90.2	131.5	114.0
New Listings	746	0.3	-12.7	-10.7	-18.0	-15.0	-15.3
Active Listings ³	77	1.3	-26.0	-51.9	-69.7	-70.0	-74.2
Sales to New Listings Ratio ⁴	82.6	86.4	87.7	76.9	61.2	54.7	62.4
Months of Inventory ⁵	1.1	1.1	1.3	2.2	4.1	4.8	4.9
Average Price	\$345,554	16.9	34.4	53.8	72.0	80.4	91.0

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

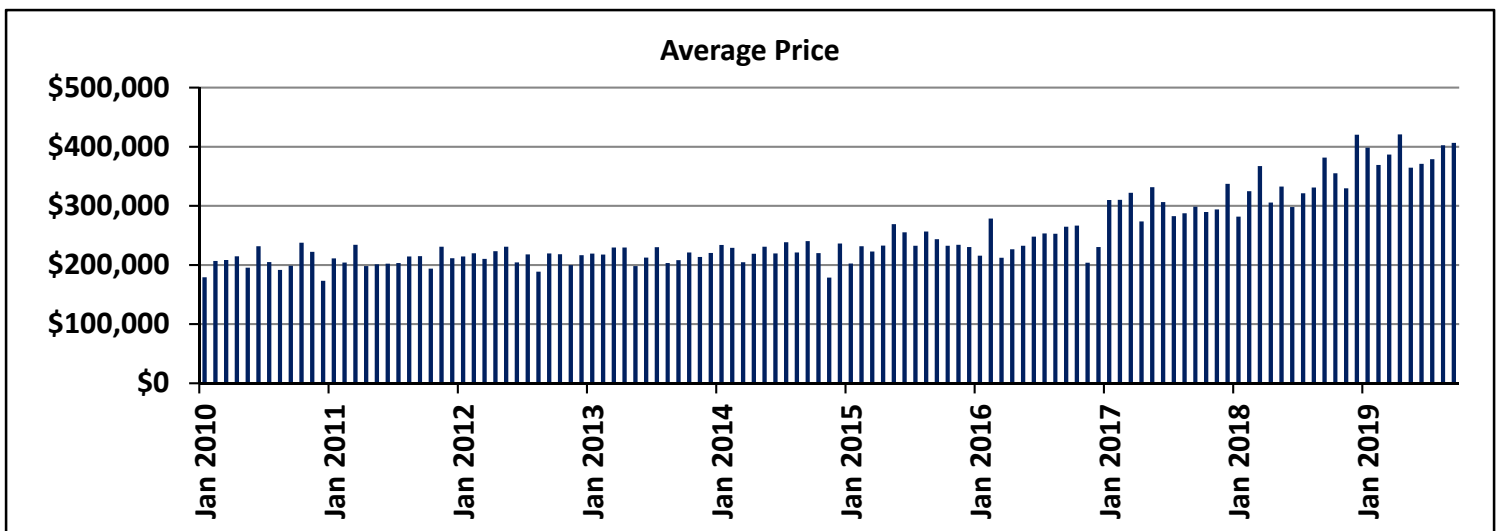
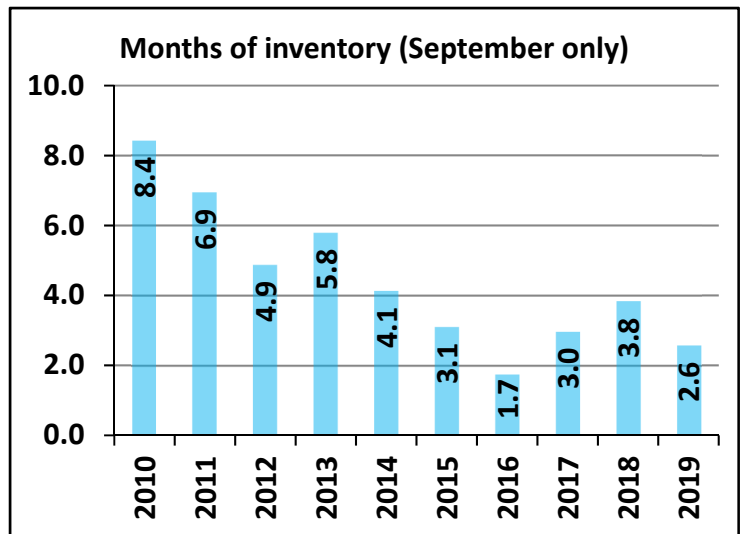
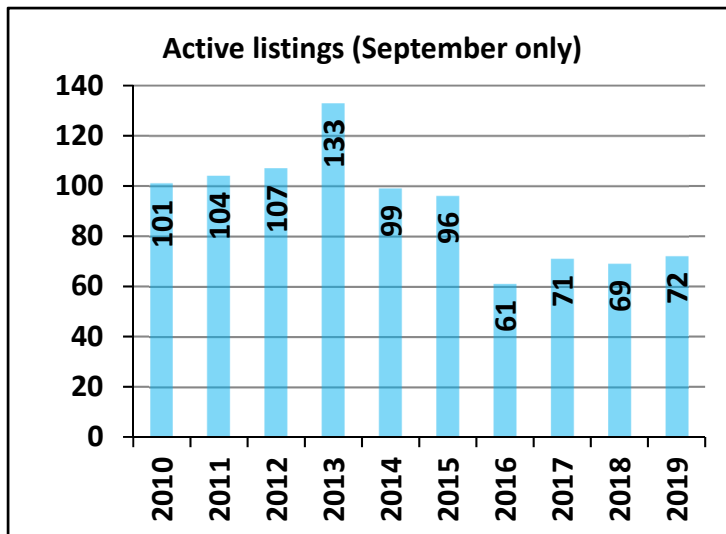
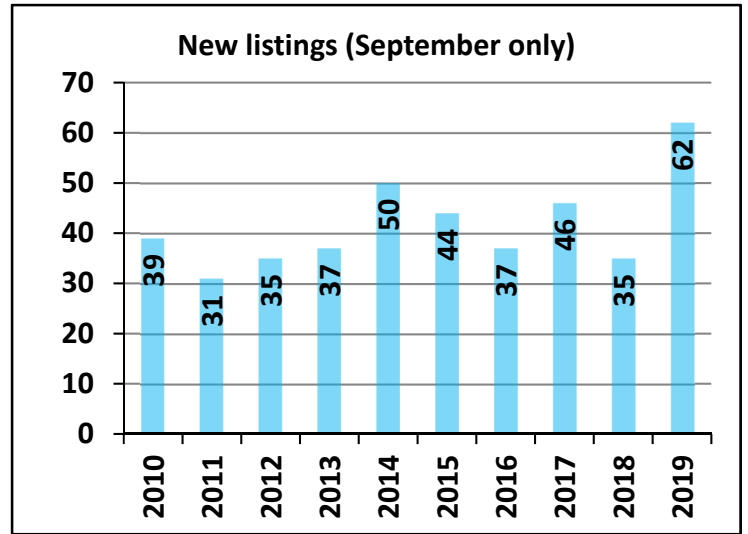
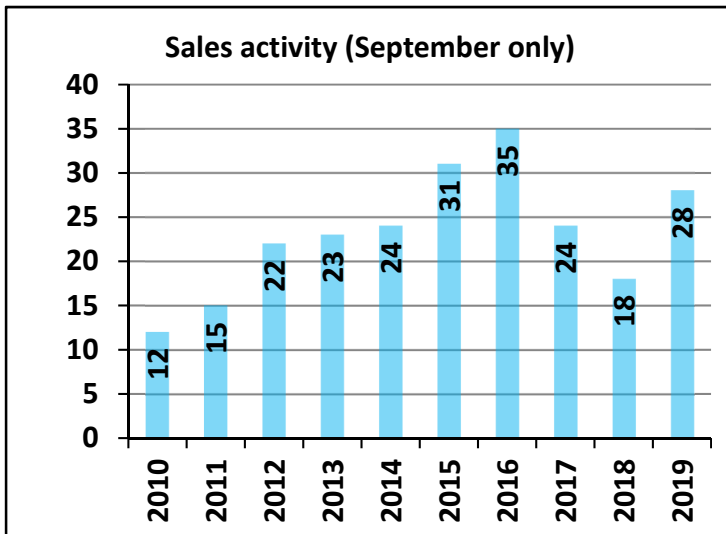
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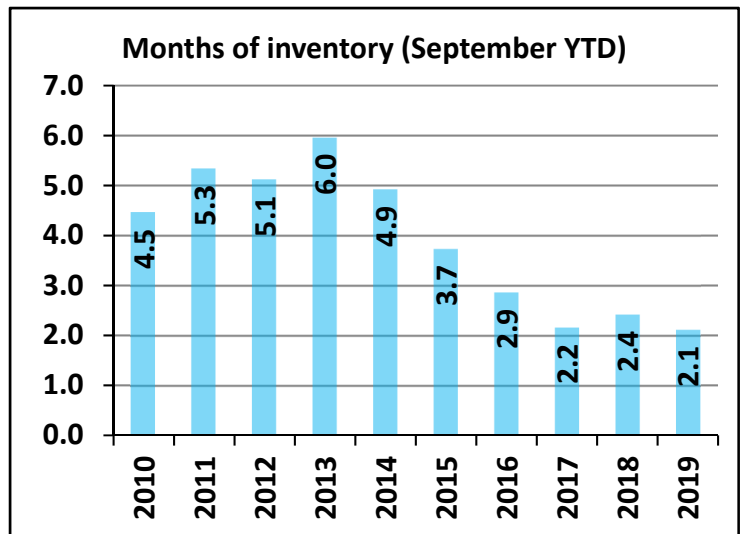
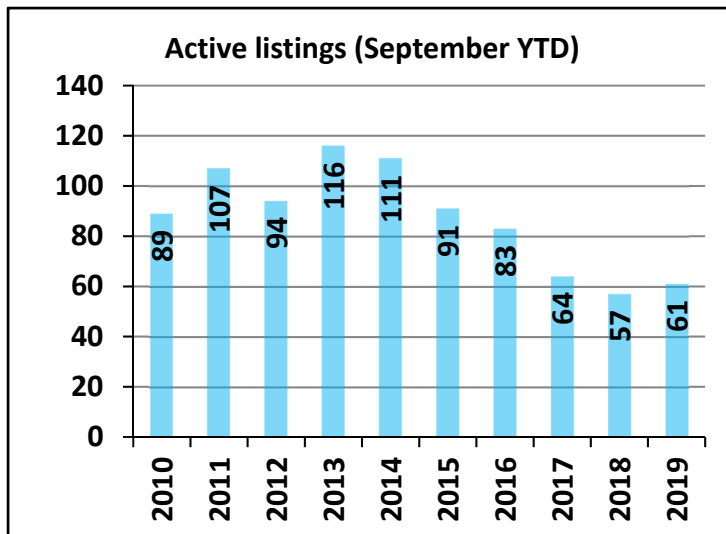
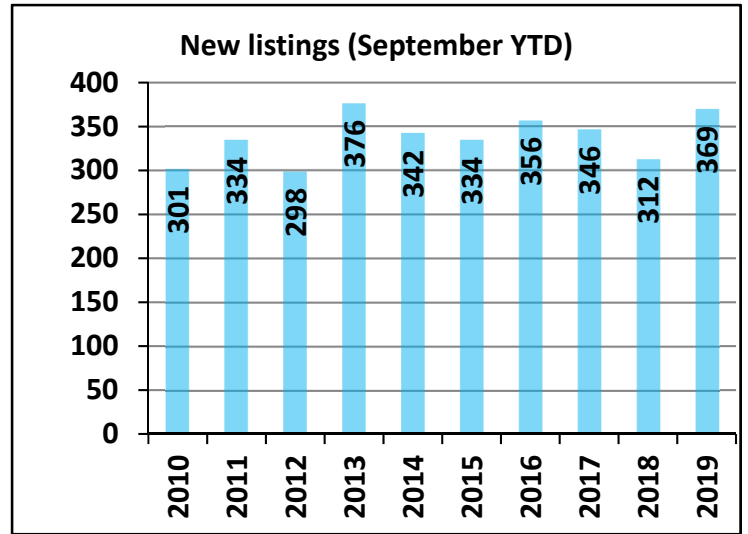
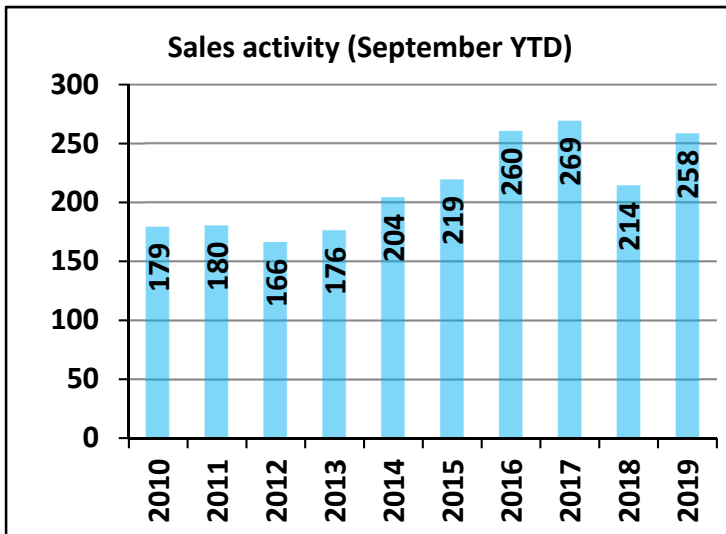
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	28	55.6	16.7	-20.0	16.7	27.3	55.6
Dollar Volume	\$11,379,917	65.7	58.9	22.9	97.3	135.7	219.5
New Listings	62	77.1	34.8	67.6	24.0	77.1	148.0
Active Listings	72	4.3	1.4	18.0	-27.3	-32.7	-24.2
Sales to New Listings Ratio ¹	45.2	51.4	52.2	94.6	48.0	62.9	72.0
Months of Inventory ²	2.6	3.8	3.0	1.7	4.1	4.9	5.3
Average Price	\$406,426	6.5	36.2	53.6	69.1	85.2	105.4

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	258	20.6	-4.1	-0.8	26.5	55.4	41.8
Dollar Volume	\$100,028,528	44.1	21.9	57.8	116.9	179.2	178.5
New Listings	369	18.3	6.6	3.7	7.9	23.8	21.8
Active Listings ³	61	7.0	-4.7	-26.5	-45.0	-35.1	-46.5
Sales to New Listings Ratio ⁴	69.9	68.6	77.7	73.0	59.6	55.7	60.1
Months of Inventory ⁵	2.1	2.4	2.2	2.9	4.9	5.1	5.6
Average Price	\$387,707	19.5	27.1	59.0	71.5	79.7	96.4

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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