

Bringing people and properties together

Phone: 519-641-1400

Fax: 519-641-1419

342 Commissioners Road, W.

London, Ontario N6J 1Y3

STATISTICAL REPORT



(for month ending June 30, 2017)

Table of Contents

| News Release for June 2017 | 3 |
|--|----|
| Market Report for June 2017 | 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, June. to June., a 10-year review | 12 |
| MLS® Listings, Jan. 1 – Dec. 31, a 10-year review | 13 |
| MLS® Listings, June. to June., a 10-year review | 14 |
| Active MLS® Residential Listings, Jan. 1 – Dec. 31, a 10-year review | 15 |
| Active MLS® Residential Listings, June. to June., 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 |
| Total MLS® Dollar Volume, June. to June., a 10-year review | 19 |
| Residential Sales for Month | 20 |
| Average Residential Prices, including London and St. Thomas, 1987-2016 | 23 |
| Fifteen-Year Condo Review | 24 |
| Breakdown by Area | 25 |

News Release

July 4, 2017 For Comment: Jim Smith, 519-433-4331 For Background: John Geha, 519-641-1400



Home sales hit another record in June

London, ON – The London and St. Thomas Association of REALTORS[®] (LSTAR) announced home sales achieved the best results ever for the month of June, since LSTAR began tracking sales data in 1978^{*}. A total of 1,245 homes were sold in June, an increase of 9.9% over the same period last year.

"We're halfway through the year, and we had the sixth consecutive month of record sales," said Jim Smith, LSTAR President. "Other regions have started to see a drop in sales, according to the latest figures from the Canadian Real Estate Association (CREA). Although activity has started to slow down in other municipalities, REALTORS[®] across London and St. Thomas continue to receive interest from outside the region. Our marketplace continues to be very strong, with year-to-date home sales more than 23 percent ahead of 2016."

In June, a total of 998 detached homes were sold, an increase of 8.6% over the previous year, while there were 247 condominium sales, up 15.4% from 2016. The average sales price across London and St. Thomas was \$335,233 down 2.8% from the previous month. The average year-to-date sales price was \$331,524 up 18.8% from the 2016 average home price of \$279,057.

"The summer season is in full swing and we understand contractors throughout the region are in high demand," Smith said. "Renovation projects may help homeowners to add value to their properties, spurring healthy activity for local small businesses and merchants, contributing further to the economic growth of our communities."

In June, there were 1,398 listings, up 9.0% from the same time in 2016. The year-to-date sales are outpacing last year by 23.2%, with a total of 6,542 homes sold. St. Thomas enjoyed strong activity in June as well, with a total of 111 homes sold, up 46.1% from the same time last year. The average home price in St. Thomas was \$280,336 up 8.0% from the previous month.

| House Style | Units Sold | Average Price |
|----------------------|---------------|---------------|
| 2 storey | 318 | \$484,500 |
| Bungalow | 203 | \$270,115 |
| Ranch | 135 | \$406,665 |
| Townhouse | 118 | \$203,603 |
| High rise apt. condo | 71 | \$228,014 |

The best-selling house style in June continues to be the two-storey, followed by the bungalow and ranch. The average price for a detached home in June was \$361,560 down 2.8% from the previous month, while the average price for a condominium was \$228,860 down 6.4% from the previous month. The following table is based on data taken from the Canadian Real Estate Association's (CREA) National MLS[®] Report for May 2017 (the latest CREA statistics available). It provides a snapshot of how average home prices in London and St. Thomas compare to other major Ontario and Canadian centres.

| City | Average Sale \$\$ |
|--------------------|-------------------|
| Vancouver | \$1,073,594 |
| Toronto | \$812,730 |
| Fraser Valley | \$699,202 |
| Victoria | \$647,445 |
| Hamilton | \$604,848 |
| Kitchener-Waterloo | \$496,474 |
| Calgary | \$471,338 |
| Niagara | \$398,368 |
| Ottawa | \$388,036 |
| Edmonton | \$375,209 |
| London St. Thomas | \$330,432 |
| CANADA | \$508,169 |

According to a research report¹, one job is created for every three real estate transactions and approximately \$53,000 in ancillary spending is generated every time a home changes hands in Ontario. "Based on the record monthly total for June, that translates into creating potentially over 400 jobs and positioning us to potentially generate nearly \$66 million back into the local economy," Smith said. "With month after month of record sales, we continue to be focused on delivering the best service that consumers expect from us. In a dynamic marketplace, a REALTOR® has the knowledge and experience to protect the needs of the consumer and help them manage every step of the real estate process."

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 15 largest real estate associations, representing over 1,700 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.

*These statistics represent a data snapshot taken on July 1, 2017, based on reported sales activity between June 1 and 30, 2017.

¹ Economic Impacts of MLS[®] System Home Sales and Purchases in Canada and the Provinces, Altus Group Consulting, 2013.

LSTAR'S Market Report for June 2017

| | | 2017, for a total of 1245 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 34.9%. Active condo listings end of period were down 57.2% Total Residential (Detached & Condo) \$335,233 down 2.8% (\$344,815) | | | | | | | | | |
| | Total Residential (Detached & Condo) | \$335,233 down 2.8% (\$344,815) | | | | | | | | |
| | All detached homes in LSTAR's jurisdiction | \$361,560 down 2.8% (\$372,163) | | | | | | | | |
| Average Price | All condos in LSTAR'S jurisdiction | \$228,860 down 6.4% (\$244,619) | | | | | | | | |
| June 2017 (Compared to | All two-storeys in LSTAR's jurisdiction | \$484,500 down 0.1% (\$484,877) | | | | | | | | |
| May 2017) | All bungalows in LSTAR's jurisdiction | \$270,115 down 2.9% (\$278,216) | | | | | | | | |
| | All ranches in LSTAR'S jurisdiction | \$406,665 up 0.1% (\$406,440) | | | | | | | | |
| | All townhouse condos in LSTAR's jurisdiction | \$203,603 down 4.2% (\$212,592) | | | | | | | | |
| Most Popular in June | Two-storeys, then bungalows, then ranches, then townhouse co | ondominiums, then high rise apartment condos. | | | | | | | | |
| | from the previous month. The average year-to-date sales price v of \$279,057. In June, there were 1,398 listings, up 9.0% from the same time in 23.2%, with a total of 6,542 homes sold. St. Thomas enjoyed stroup 46.1% from the same time last year. The average home price month. The following table is based on data taken from the Canadian Reserved. | n 2016. The year-to-date sales are outpacing last year by ong activity in June as well, with a total of 111 homes sold, in St. Thomas was \$280,336 up 8.0% from the previous | | | | | | | | |
| Affordability | 2017 (the latest CREA statistics available). It provides a snapshot compare to other major Ontario and Canadian centres. City Vancouver Toronto Fraser Valley Victoria Hamilton Calgary Kitchener-Waterlo Edmonton Ottawa Niagara | of how average home prices in London and St. Thomas Average Sale \$\$ \$1,073,594 \$812,730 \$699,202 \$647,445 \$604,848 \$471,338 o \$496,474 \$375,209 \$388,036 \$398,368 | | | | | | | | |
| Affordability | compare to other major Ontario and Canadian centres. City Vancouver Toronto Fraser Valley Victoria Hamilton Calgary Kitchener-Waterlo Edmonton Ottawa | of how average home prices in London and St. Thomas Average Sale \$\$ \$1,073,594 \$812,730 \$699,202 \$647,445 \$604,848 \$471,338 \$375,209 \$388,036 \$398,368 | | | | | | | | |

London and St.Thomas Association of REALTORS®

Statistical Report for the Month Ending:

| 30-Jun-17 |
|-----------|
| |

| 2017 Monthly Data | | | | | | | | 2016 Mont | hly Data | | |
|-------------------|---------------|------|--------------|------|--------------|---------------|------|---------------|--------------|--------------|---------------|
| DETAC | HED | % | CONDO | % | OTHER | TOTAL | % | DETACHED | CONDO | OTHER | TOTAL |
| Units Sold | 998 | 8.6 | 247 | 15.4 | 89 | 1334 | 11.8 | 919 | 214 | 60 | 1193 |
| Dollar Volume | \$360,836,382 | 30.9 | \$56,528,468 | 36.6 | \$33,632,434 | \$450,997,284 | 32.2 | \$275,761,761 | \$41,383,082 | \$24,122,782 | \$341,267,625 |
| No.of Listings | 1398 | 9.0 | 299 | -9.4 | 281 | 1978 | 4.2 | 1282 | 330 | 286 | 1898 |

| | 2017 Year-to Date | | | | | | | | <u>2016 Year</u> | -to-Date | |
|-----------------|-------------------|-------|---------------|-------|---------------|-----------------|-------|-----------------|------------------|---------------|-----------------|
| DETAC | HED | % | CONDO | % | OTHER | TOTAL | % | DETACHED | CONDO | OTHER | TOTAL |
| Units Sold | 5186 | 20.7 | 1356 | 34.0 | 472 | 7014 | 23.9 | 4297 | 1012 | 353 | 5662 |
| Dollar Volume | \$1,853,405,788 | 46.0 | \$315,423,007 | 56.3 | \$233,920,051 | \$2,402,748,846 | 49.4 | \$1,269,181,368 | \$201,858,822 | \$137,086,124 | \$1,608,126,314 |
| No.of Listings | 6954 | 0.8 | 1688 | -9.1 | 1583 | 10,225 | -1.4 | 6902 | 1856 | 1610 | 10,368 |
| Active Listings | | | | | | | | | | | |
| (end of period) | 1486 | -34.9 | 276 | -57.2 | 1430 | 3192 | -28.3 | 2281 | 645 | 1525 | 4451 |

| Detached | <u>2017</u> | | <u>2016</u> |
|----------------------|-------------|------|-------------|
| Average Price(Month) | \$361,560 | 20.5 | \$300,067 |
| Average Price (YTD) | \$357,386 | 21.0 | \$295,365 |

| Condo | <u>2017</u> | | <u>2016</u> |
|----------------------|-------------|------|-------------|
| Average Price(Month) | \$228,860 | 18.3 | \$193,379 |
| Average Price (YTD) | \$232,613 | 16.6 | \$199,465 |

| Total Residential | <u>2017</u> | | <u>2016</u> |
|----------------------|-------------|------|-------------|
| Average Price(Month) | \$335,233 | 19.8 | \$279,916 |
| Average Price (YTD) | \$331,524 | 19.6 | \$277,084 |

London and St.Thomas Association of REALTORS®

Residential Statistical Report for the Month Ending: **30-Jun-17**

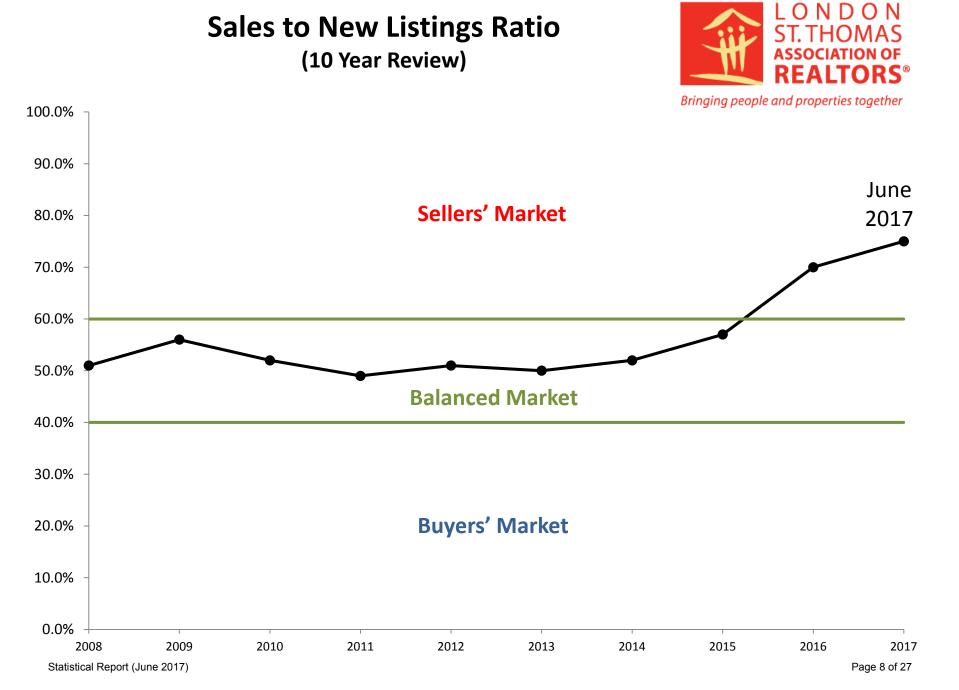
| | <u>20</u> | 016 Monthly Dat | <u>a</u> | | | | | | |
|----------------------|---------------|-----------------|--------------|------|---------------|------|---------------|--------------|---------------|
| DETACHED | | % | CONDO | % | TOTAL | % | DETACHED | CONDO | TOTAL |
| Units Sold | 998 | 8.6 | 247 | 15.4 | 1245 | 9.9 | 919 | 214 | 1133 |
| Dollar Volume | \$360,836,382 | 30.9 | \$56,528,468 | 36.6 | \$417,364,850 | 31.6 | \$275,761,761 | \$41,383,082 | \$317,144,843 |
| No.of Listings | 1398 | 9.0 | 299 | -9.4 | 1697 | 5.3 | 1282 | 330 | 1612 |
| Average Price (June) | \$361,560 | -2.8 | \$228,860 | -6.4 | \$335,233 | -2.8 | \$300,067 | \$193,379 | \$279,916 |
| Average Price (May) | \$372,163 | -2.0 | \$244,619 | -0.4 | \$344,815 | -2.0 | \$302,197 | \$212,544 | \$285,572 |

% Difference in Average Price in Current Month Compared to Previous Month

| 2017 Year-to-Date | | | | | | | | 2016 Year-to-Date | | | |
|----------------------------|-----------------|-------------------|---------------|-------|------------------|----------|-----------------|-------------------|------------------|--|--|
| DETACH | ED | % CONDO % TOTAL % | | | % | DETACHED | CONDO | TOTAL | | | |
| Units Sold | 5186 | 20.7 | 1356 | 34.0 | 6542 | 23.2 | 4297 | 1012 | 5309 | | |
| Dollar Volume | \$1,853,405,788 | 46.0 | \$315,423,007 | 56.3 | \$ 2,168,828,795 | 47.4 | \$1,269,181,368 | \$201,858,822 | \$ 1,471,040,190 | | |
| No.of Listings | 6954 | 0.8 | 1688 | -9.1 | 8642 | -1.3 | 6902 | 1856 | 8758 | | |
| Active Listings | | | | | | | | | | | |
| (end of period) | 1486 | -34.9 | 276 | -57.2 | 1762 | -39.8 | 2281 | 645 | 2926 | | |
| Average Price YTD | \$357,386 | 20.1 | \$232,613 | 16.1 | \$331,524 | 18.8 | \$295,365 | \$199,465 | \$277,084 | | |
| Average Price (Dec.31/16)* | \$297,480 | 20.1 | \$200,335 | 16.1 | \$279,057 | 10.0 | \$282,229 | \$189,798 | \$264,435 | | |

* % Difference in Average Price Year-to-Date Compared to December 31, 2016

RESIDENTIAL STATISTICS June 2017



London and St.Thomas Association of REALTORS®

Statistical Report for the Month Ending: June 30, 2017

ST. THOMAS STATISTICS

2017 Monthly Data

2016 Monthly Data

| | | % | |
|----------------|--------------|-------|--------------|
| Units Sold | 111 | 46.1 | 76 |
| Dollar Volume | \$31,117,307 | 75.8 | \$17,696,844 |
| No.of Listings | 125 | 19.0 | 105 |
| Active at End | 190 | -29.6 | 270 |

2017 Year-to Date

\$233,476

2016 Year-to-Date

\$224,795

| | | % | |
|---------------------------|---------------|------|---------------------------|
| Units Sold | 551 | 28.1 | 430 |
| Dollar Volume | \$141,123,166 | 46.0 | \$96,662,022 |
| No.of Listings | 674 | 4.5 | 645 |
| Average Price (June 2017) | \$280,336 | | Average Price (June 2016) |
| Average Price (May 2017) | \$259,491 | 8.0 | \$232,853 |
| | | | |
| Average Price YTD | \$256,122 | | Average Price (YTD 2016) |

9.7

* Difference in Average Price Year-to-Date Compared to December 31, 2016

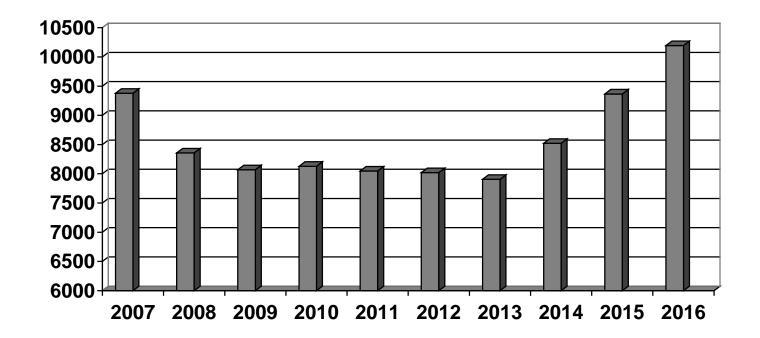
Average Price (Dec.31/16) *

ST. THOMAS Sales by Month

| YEAR | JANUARY | FEBRUARY | MARCH | APRIL | MAY | JUNE | JULY | AUGUST | SEPTEMBER | OCTOBER | NOVEMBER | DECEMBER | TOTAL |
|-----------------------------------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------|
| 2017 | 55 | 69 | 108 | 97 | 115 | 111 | | | | | | | 555 |
| 2016 | 23 | 55 | 75 | 86 | 116 | 76 | 97 | 62 | 67 | 84 | 70 | 48 | 859 |
| 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 (2007-2017) | 38 | 51 | 60 | 74 | 84 | 74 | 77 | 66 | 60 | 57 | 50 | 36 | 724 |

MLS® Residential Sales

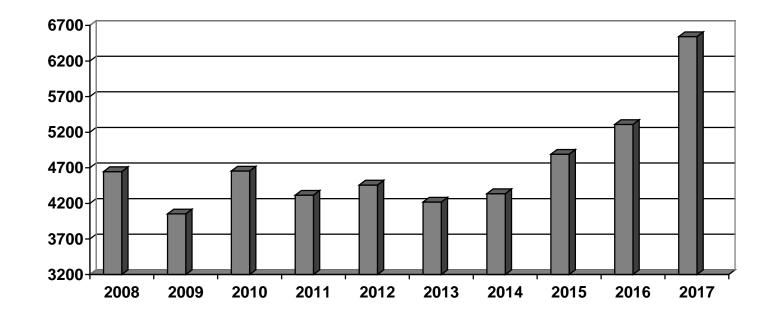
(Jan. 1 to Dec. 31 – a 10 year review)



| 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|------|------|------|------|------|------|------|------|------|--------|
| 9378 | 8356 | 8070 | 8128 | 8048 | 8020 | 7905 | 8521 | 9366 | 10,193 |

MLS® Residential Sales

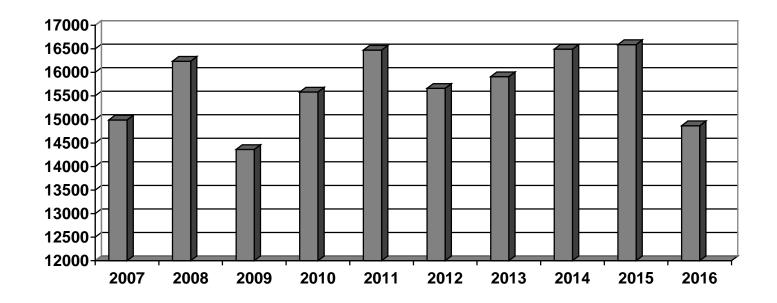
(June YTD - a 10 year review)



| 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------|------|------|------|------|------|------|------|------|------|
| 4647 | 4052 | 4654 | 4315 | 4458 | 4218 | 4337 | 4890 | 5309 | 6542 |

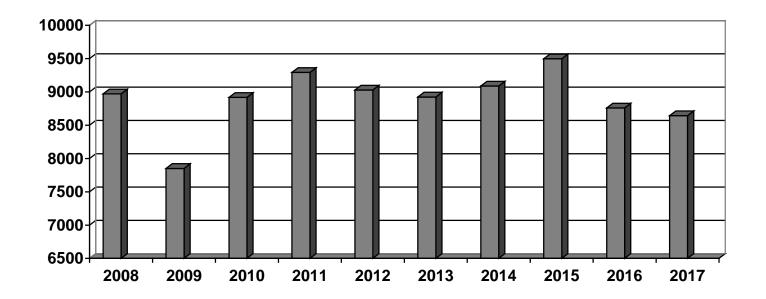
MLS® Residential Listings

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



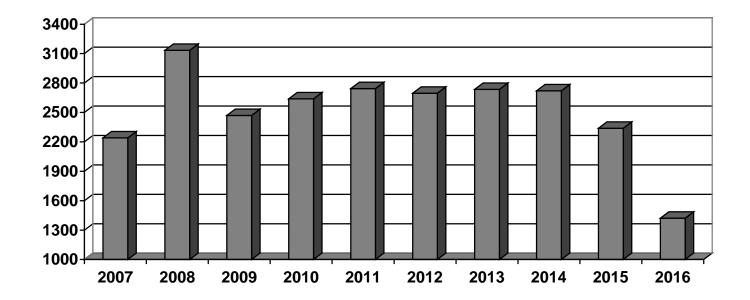
| 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 14,990 | 16,236 | 14,362 | 15,582 | 16,473 | 15,661 | 15,909 | 16,492 | 16,590 | 14,867 |

MLS® Residential Listings (June YTD – a 10 year review)



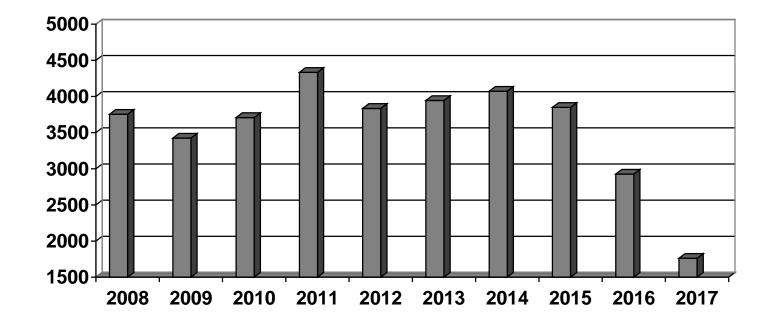
| 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------|------|------|------|------|------|------|------|------|------|
| 8969 | 7851 | 8918 | 9293 | 9027 | 8923 | 9087 | 9496 | 8758 | 8642 |

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



| 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|------|------|------|------|------|------|------|------|------|------|
| 2241 | 3133 | 2470 | 2639 | 2743 | 2696 | 2735 | 2721 | 2339 | 1422 |

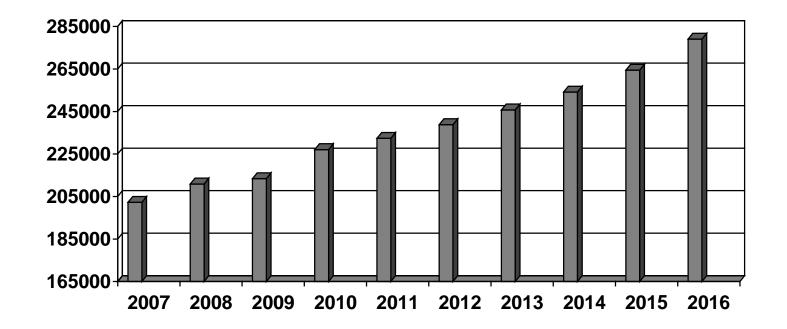
Active MLS® Residential Listings End of Period as of June (10 year review)



| 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------|------|------|------|------|------|------|------|------|------|
| 3753 | 3424 | 3708 | 4333 | 3834 | 3944 | 4072 | 3848 | 2926 | 1762 |

Average Residential Price in Association's Jurisdiction

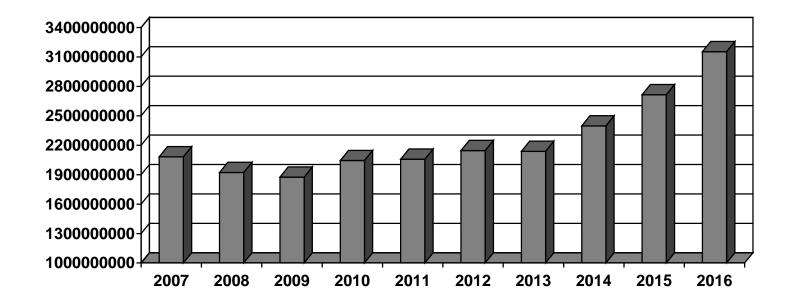
(10 year review)



| 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| \$202,256 | \$210,888 | \$213,402 | \$227,056 | \$232,387 | \$238,822 | \$245,737 | \$254,141 | \$264,435 | \$279,057 |

Total MLS® Dollar Volume

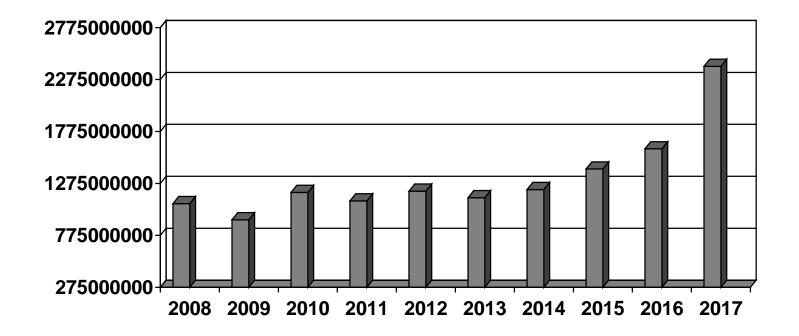
(10 year review)



| 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 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 | 2,715,011,106 | 3,154,520,536 |

Total MLS® Dollar Volume YTD as of June

(10 year review)



| 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|---------------|-------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 1,080,281,719 | 924,942,999 | 1,188,079,379 | 1,106,759,816 | 1,200,628,830 | 1,137,894,640 | 1,215,977,002 | 1,413,943,561 | 1,608,126,314 | 2,402,748,846 |

| YEAR | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | Total YTD |
|-----------------------------|------|------|------|------|------|------|------|------|-------|------|------|------|-----------|
| 5 Year Average: Condos | 91 | 127 | 160 | 190 | 217 | 200 | 141 | 133 | 101 | 105 | 91 | 79 | 1665 |
| 5 Year Average: Detached | 373 | 477 | 670 | 800 | 918 | 853 | 598 | 537 | 499 | 468 | 404 | 308 | 7171 |
| 2017 | 574 | 763 | 1242 | 1220 | 1539 | 1245 | | | | | | | 6583 |
| Condo | 140 | 166 | 236 | 249 | 330 | 247 | | | | | | | 1368 |
| Detached | 434 | 597 | 1006 | 971 | 1209 | 998 | | | | | | | 5215 |
| 2016 | 455 | 652 | 860 | 1068 | 1154 | 1133 | 990 | 999 | 866 | 825 | 722 | 504 | 10228 |
| Condo | 78 | 133 | 175 | 199 | 214 | 214 | 183 | 195 | 150 | 156 | 139 | 100 | 1936 |
| Detached | 377 | 519 | 685 | 869 | 940 | 919 | 807 | 804 | 716 | 669 | 583 | 404 | 8292 |
| 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 |

Residential Sales by Month 2017

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

| 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 2017 YTD

| | Average Resident | | |
|------|------------------|---------------|---------------|
| Year | Average Price | Average Price | Average Price |
| | (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 |
| 2015 | \$265,831 | \$216,800 | \$264,435 |
| 2016 | \$283,778 | \$233,476 | \$279,057 |
| 2017 | \$342,599 | \$256,122 | \$331,524 |
| | | | |

| Year | Total | % Increase | Average Price | Townhouse | % Increase | Average Price |
|------|-------|------------|------------------|-----------|------------|------------------|
| 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 |
| 2016 | 1933 | 7.2 | \$200,335 | 895 | 10.6 | \$173,161 |

Condos - 15 Year Review

| Item | 2016 Average Sale Price * | 2017 Year to Date | % |
|-----------------------|---------------------------|-------------------|-------|
| NORTH | | | |
| Total Detached North | \$378,091 | \$462,656 | 22.4% |
| Total Condo North | \$245,901 | \$283,313 | 15.2% |
| Bungalow North | \$289,726 | \$366,275 | 26.4% |
| Two Storey North | \$411,984 | \$503,817 | 22.3% |
| Ranch North | \$412,835 | \$490,306 | 18.8% |
| Townhouse Condo North | \$209,561 | \$247,091 | 17.9% |
| SOUTH | | | |
| Total Detached South | \$324,649 | \$401,884 | 23.8% |
| Total Condo South | \$178,541 | \$210,741 | 18.0% |
| Bungalow South | \$252,304 | \$302,607 | 19.9% |
| Two Storey South | \$396,626 | \$494,120 | 24.6% |
| Ranch South | \$364,611 | \$427,938 | 17.4% |
| Townhouse Condo South | \$161,119 | \$193,748 | 20.3% |
| EAST | | | |
| Total Detached East | \$228,114 | \$273,055 | 19.7% |
| Total Condo East | \$167,998 | \$200,178 | 19.2% |
| Bungalow East | \$189,809 | \$223,991 | 18.0% |
| Two Storey East | \$304,938 | \$380,048 | 24.6% |
| Ranch East | \$231,313 | \$279,113 | 20.7% |
| Townhouse Condo East | \$138,500 | \$154,139 | 11.3% |

Statistical Breakdown by Area for June 2017 London

* up-to-date figures based on January 1, 2016 to December 31, 2016

Statistical Breakdown by Area for June 2017 Elgin

| ltem | 2016 Average Sale Price * | 2017 Year to Date | % |
|-----------------|---------------------------|-------------------|-------|
| Total Detached | \$250,947 | \$275,295 | 9.7% |
| Total Condo | \$184,865 | \$185,680 | 0.4% |
| Bungalow | \$205,078 | \$223,358 | 8.9% |
| Two Storey | \$348,129 | \$366,396 | 5.2% |
| Ranch | \$287,054 | \$333,289 | 16.1% |
| Townhouse Condo | \$234,140 | \$215,883 | -7.8% |

St. Thomas

| Item | 2016 Year to Date | 2017 Year to Date | % |
|-----------------|-------------------|-------------------|--------|
| Total Detached | \$224,203 | \$252,084 | 12.4% |
| Total Condo | \$294,163 | \$229,905 | -21.8% |
| Bungalow | \$224,714 | \$246,614 | 9.7% |
| Two Storey | \$265,420 | \$319,718 | 20.5% |
| Ranch | \$264,993 | \$278,297 | 5.0% |
| Townhouse Condo | \$0 | \$0 | 0.0% |

* up-to-date figures based on January 1, 2016 to December 31, 2016

Statistical Breakdown by Area for June 2017 <u>Middlesex County</u>

| Item | 2016 Average Sale Price * | 2017 Year to Date | % |
|-----------------|---------------------------|-------------------|-------|
| Total Detached | \$338,978 | \$405,637 | 19.7% |
| Total Condo | \$319,235 | \$407,036 | 27.5% |
| Bungalow | \$260,637 | \$315,399 | 21.0% |
| Two Storey | \$415,590 | \$488,722 | 17.6% |
| Ranch | \$396,116 | \$443,800 | 12.0% |
| Townhouse Condo | \$264,425 | \$285,000 | 7.8% |

Strathroy

| ltem | 2016 Year to Date | 2017 Year to Date | % |
|-----------------|-------------------|-------------------|---------|
| Total Detached | \$243,459 | \$311,519 | 28.0% |
| Total Condo | \$241,819 | \$215,083 | -11.1% |
| Bungalow | \$227,045 | \$296,302 | 30.5% |
| Two Storey | \$307,336 | \$366,145 | 19.1% |
| Ranch | \$281,289 | \$365,625 | 30.0% |
| Townhouse Condo | \$188,500 | \$0 | -100.0% |

* up-to-date figures based on January 1, 2016 to December 31, 2016