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London, Ontario N6J 1Y3

STATISTICAL REPORT



(for month ending May 31, 2013)

Table of Contents

| | |
|--|----|
| News Release for May 2013 | 3 |
| Market Report for May 2013 | 5 |
| Statistical Report for the Month Ending | 6 |
| Residential Statistical Report for the Month Ending | 7 |
| St. Thomas Statistics | 8 |
| St. Thomas Sales by Month | 9 |
| MLS® Residential Sales, Jan.1 – Dec. 31, a 10-year review | 10 |
| MLS® Residential Sales, May. to May., a 10-year review | 11 |
| MLS® Listings, Jan. 1 – Dec. 31, a 10-year review | 12 |
| MLS® Listings, May. to May., a 10-year review | 13 |
| Active MLS® Residential Listings, Jan. 1 – Dec. 31, a 10-year review | 14 |
| Active MLS® Residential Listings, May. to May., a 10-year review | 15 |
| Average Residential Price in Association's Jurisdiction | 16 |
| Total MLS® Dollar Volume, Jan. 1 – Dec. 31, a 10-year review | 17 |
| Total MLS® Dollar Volume, May. to May., a 10-year review | 18 |
| Residential Sales by May | 19 |
| Average Residential Prices, including London and St. Thomas, 1987-2013 | 22 |
| Fifteen-Year Condo Review | 23 |
| Breakdown by Area | 24 |

News Release

For Comment: Doug Pedlar, President, 519-238-5700
For Background: Betty Doré, Executive Vice-President, 519-641-1400

London, June 1, 2013

May finishes strong

The Spring market continued to gain traction in May, with 941 homes sales, up 3.1%. “The market appears to be rallying after a somewhat slow start to the year,” says Doug Pedlar, President of the London and St. Thomas Association of REALTORS®. “Condos were a little soft (down 6.2%) but detached homes were up by 5.1%. “ He adds, “We’re also pleased to note that new listings are up 8.2% and inventory – the number of active listings end of period -- is up 3.8%. Those figures indicate that we remain in a balanced market overall – good news for buyers and sellers alike.”

St. Thomas is another story – a good news one. Sales in that City were up 32.3%, with 86 homes exchanging hands in May, while new listings were down 3.5% and inventory was down 8.2%. “It’s important to point out that May 2012 sales in St. Thomas were down 10%,” cautions President Doug. “However, even taking that into consideration, it’s good news for St. Thomas.” Average price for a home in St. Thomas Year-to-Date (compared to December 31, 2012) stands at \$191,133, down a modest 0.2%.

The average price of a detached home in the whole of LSTAR’s jurisdiction Year-to-Date since December 31, 2012 stands at \$261,996, up 3%, while the average price of a condo for the same period stands at \$176,363, up 2.9%. Taken altogether, the average price of a home in LSTAR’s jurisdiction Year-to-Date since December 31, 2012 stands at \$246,545, up 3.2%.

“A modest rise in price over time is what we always hope for,” says President Doug. “But the best news is how affordable our jurisdiction continues to be, especially compared to other centres across Canada.” The following chart contains data provided by the Canadian Real Estate Association (dating from April 2013 -- the latest information available).

| City | Average Sale \$\$ |
|---------------------|-------------------|
| Vancouver | \$ 767,263 |
| Victoria | \$ 495,505 |
| Toronto | \$519,994 |
| Calgary | \$442,183 |
| Hamilton-Burlington | \$388,999 |
| Ottawa | \$358,334 |
| Kitchener-Waterloo | \$351,641 |
| Edmonton | \$357,127 |
| Saskatoon | \$325,755 |
| Regina | \$311,943 |
| Halifax-Dartmouth | \$271,898 |
| London St. Thomas | \$246,545 |
| CANADA | \$371,588 |

| House Style | Units Sold | Average Price |
|-----------------|------------|---------------|
| 2 storey | 240 | \$337,809 |
| Bungalow | 167 | \$199,767 |
| Ranch | 128 | \$305,588 |
| Townhouse Condo | 76 | \$155,116 |

The best-selling house style in LSTAR's jurisdiction in May 2013 was the two-storey, followed by the bungalow, then the ranch, then the townhouse condominium.

The London and St. Thomas Association of REALTORS® (LSTAR) is one of Canada's fifteen largest real estate associations, representing over 1,500 REALTORS® working in Middlesex and Elgin Counties, a trading area of 500,000 residents.

LSTAR adheres to a Quality of Life philosophy, supporting growth that fosters economic vitality, provides housing opportunities, respects the environment and builds good communities and safe neighbourhoods and is a proud participant in the REALTORS Care Foundation's Every REALTOR™ Campaign.

As members of the Canadian Real Estate Association, LSTAR members may use the REALTOR® trademark, which identifies them as real estate professionals who subscribe to a strict code of ethics. The Association operates the local Multiple Listing Service® (MLS®) and provides ongoing professional education courses for its members.

LSTAR's Market Report for May 2013

| Market Activity | 789 detached homes and 152 condos exchanged hands in May 2013, for a total of 941 transactions. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|---------------------------------|------|-------------------|-----------|-----------|----------|-----------|---------|-----------|---------|-----------|---------------------|-----------|--------|-----------|--------------------|-----------|----------|-----------|-----------|-----------|--------|-----------|-------------------|-----------|-------------------|-----------|--------|-----------|
| Type of Market | Balanced | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Listings | Active detached home listings end of period were up 1.4%. Active condo listings end of period were up 14.8% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Average Price May 2013 (Compared to April 2013) | Total Residential (Detached & Condo) | \$251,576 up 0.7% (\$249,880) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All detached homes in LSTAR's jurisdiction | \$265,129 up 0.8% (\$262,996) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All condos in LSTAR'S jurisdiction | \$181,225 down 1.7% (\$184,300) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All two-storeys in LSTAR's jurisdiction | \$337,809 up 1.6% (\$332,598) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All bungalows in LSTAR's jurisdiction | \$199,767 up 4.8% (\$190,694) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All ranches in LSTAR'S jurisdiction | \$305,588 up 1.7% (\$300,569) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All townhouse condos in LSTAR's jurisdiction | \$155,116 down 6.5% (\$165,912) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Most Popular in May | Two-storeys, then bungalows, then ranches, and then townhouse condos. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordability | <p>"A modest rise in price over time is what we always hope for," says President Doug. "But the best news is how affordable our jurisdiction continues to be, especially compared to other centers across Canada." The following chart contains data provided by the Canadian Real Estate Association (dating from April 2013 -- the latest information available).</p> <table border="1"> <thead> <tr> <th>City</th> <th>Average Sale \$\$</th> </tr> </thead> <tbody> <tr> <td>Vancouver</td> <td>\$767,263</td> </tr> <tr> <td>Victoria</td> <td>\$495,505</td> </tr> <tr> <td>Toronto</td> <td>\$519,994</td> </tr> <tr> <td>Calgary</td> <td>\$442,183</td> </tr> <tr> <td>Hamilton-Burlington</td> <td>\$388,999</td> </tr> <tr> <td>Ottawa</td> <td>\$358,334</td> </tr> <tr> <td>Kitchener-Waterloo</td> <td>\$351,641</td> </tr> <tr> <td>Edmonton</td> <td>\$357,127</td> </tr> <tr> <td>Saskatoon</td> <td>\$325,755</td> </tr> <tr> <td>Regina</td> <td>\$311,943</td> </tr> <tr> <td>Halifax-Dartmouth</td> <td>\$271,898</td> </tr> <tr> <td>London St. Thomas</td> <td>\$246,545</td> </tr> <tr> <td>CANADA</td> <td>\$371,588</td> </tr> </tbody> </table> | | City | Average Sale \$\$ | Vancouver | \$767,263 | Victoria | \$495,505 | Toronto | \$519,994 | Calgary | \$442,183 | Hamilton-Burlington | \$388,999 | Ottawa | \$358,334 | Kitchener-Waterloo | \$351,641 | Edmonton | \$357,127 | Saskatoon | \$325,755 | Regina | \$311,943 | Halifax-Dartmouth | \$271,898 | London St. Thomas | \$246,545 | CANADA | \$371,588 |
| | City | Average Sale \$\$ | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Vancouver | \$767,263 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Victoria | \$495,505 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Toronto | \$519,994 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Calgary | \$442,183 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Hamilton-Burlington | \$388,999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ottawa | \$358,334 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Kitchener-Waterloo | \$351,641 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Edmonton | \$357,127 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Saskatoon | \$325,755 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Regina | \$311,943 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Halifax-Dartmouth | \$271,898 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| London St. Thomas | \$246,545 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| CANADA | \$371,588 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Factors | <p>The Spring market continued to gain traction in May, with 941 homes sales, up 3.1%. "The market appears to be rallying after a somewhat slow start to the year," says Doug Pedlar, President of the London and St. Thomas Association of REALTORS®. "Condos were a little soft (down 6.2%) but detached homes were up by 5.1%. " He adds, "We're also pleased to note that new listings are up 8.2% and inventory – the number of active listings end of period -- is up 3.8%. Those figures indicate that we remain in a balanced market overall – good news for buyers and sellers alike."</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| <u>2013 Monthly Data</u> | | | | | | | <u>2012 Monthly Data</u> | | | | |
|--------------------------|---------------|-------|--------------|-------|--------------|---------------|--------------------------|---------------|--------------|--------------|---------------|
| DETACHED | % | CONDO | % | OTHER | TOTAL | % | DETACHED | CONDO | OTHER | TOTAL | |
| Units Sold | 789 | 5.1 | 152 | -6.2 | 64 | 1005 | 2.3 | 751 | 162 | 69 | 982 |
| Dollar Volume | \$209,186,584 | 4.8 | \$27,546,242 | 0.4 | \$19,768,262 | \$256,501,088 | 0.1 | \$199,582,561 | \$27,436,076 | \$29,280,300 | \$256,298,937 |
| No.of Listings | 1520 | 6.4 | 358 | 16.2 | 293 | 2171 | 7.1 | 1428 | 308 | 291 | 2,027 |

| <u>2013 Year-to Date</u> | | | | | | | <u>2012 Year-to-Date</u> | | | | |
|------------------------------------|---------------|-------|---------------|-------|--------------|---------------|--------------------------|---------------|---------------|---------------|---------------|
| DETACHED | % | CONDO | % | OTHER | TOTAL | % | DETACHED | CONDO | OTHER | TOTAL | |
| Units Sold | 2807 | -5.0 | 618 | -9.4 | 218 | 3643 | -7.4 | 2954 | 682 | 300 | 3,936 |
| Dollar Volume | \$735,423,459 | -3.1 | \$108,992,562 | -5.4 | \$82,282,178 | \$926,698,199 | -6.4 | \$759,245,675 | \$115,157,379 | \$116,021,768 | \$990,424,822 |
| No.of Listings | 6042 | -0.5 | 1480 | 0.5 | 1295 | 8,817 | -0.7 | 6072 | 1472 | 1,334 | 8,878 |
| Active Listings (end of period) | 3171 | 1.4 | 793 | 14.8 | 1510 | 5474 | 3.0 | 3127 | 691 | 1,499 | 5,317 |

| Detached | <u>2013</u> | | <u>2012</u> |
|----------------------|-------------|------|-------------|
| Average Price(Month) | \$265,129 | -0.2 | \$265,756 |
| Average Price (YTD) | \$261,996 | 1.9 | \$257,023 |

| Condo | <u>2013</u> | | <u>2012</u> |
|----------------------|-------------|-----|-------------|
| Average Price(Month) | \$181,225 | 7.0 | \$169,358 |
| Average Price (YTD) | \$176,363 | 4.4 | \$168,852 |

| Total Residential | <u>2013</u> | | <u>2012</u> |
|----------------------|-------------|-----|-------------|
| Average Price(Month) | \$251,576 | 1.2 | \$248,651 |
| Average Price (YTD) | \$246,545 | 2.5 | \$240,485 |

| <u>2013 Monthly Data</u> | | | | | | <u>2012 Monthly Data</u> | | | | |
|---|---------------|-----|--------------|------|---------------|--------------------------|---------------|--------------|---------------|-------|
| DETACHED | | % | CONDO | | % | TOTAL | % | DETACHED | CONDO | TOTAL |
| Units Sold | 789 | 5.1 | 152 | -6.2 | 941 | 3.1 | 751 | 162 | 913 | |
| Dollar Volume | \$209,186,584 | 4.8 | \$27,546,242 | 0.4 | \$236,732,826 | 4.3 | \$199,582,561 | \$27,436,076 | \$227,018,637 | |
| No.of Listings | 1520 | 6.4 | 358 | 16.2 | 1878 | 8.2 | 1428 | 308 | 1,736 | |
| Average Price (May) | \$265,129 | 0.8 | \$181,225 | -1.7 | \$251,576 | 0.7 | | | | |
| Average Price (Apr) | \$262,996 | | \$184,300 | | \$249,880 | | | | | |
| * % Difference in Average Price in Current Month Compared to Previous Month | | | | | | | | | | |

| <u>2013 Year-to Date</u> | | | | | | <u>2012 Year-to-Date</u> | | | | |
|--|---------------|------|---------------|------|----------------|--------------------------|---------------|---------------|---------------|-------|
| DETACHED | | % | CONDO | | % | TOTAL | % | DETACHED | CONDO | TOTAL |
| Units Sold | 2807 | -5.0 | 618 | -9.4 | 3425 | -5.8 | 2954 | 682 | 3,636 | |
| Dollar Volume | \$735,423,459 | -3.1 | \$108,992,562 | -5.4 | \$ 844,416,021 | -3.4 | \$759,245,675 | \$115,157,379 | \$874,403,054 | |
| No.of Listings | 6042 | -0.5 | 1480 | 0.5 | 7522 | -0.3 | 6072 | 1472 | 7,544 | |
| Active Listings (end of period) | 3171 | 1.4 | 793 | 14.8 | 3964 | 3.8 | 3127 | 691 | 3,818 | |
| Average Price YTD | \$261,996 | 3.0 | \$176,363 | 2.9 | \$246,545 | 3.2 | | | | |
| Average Price (Dec.31/12)* | \$254,434 | | \$171,403 | | \$238,822 | | | | | |
| * % Difference in Average Price Year-to-Date Compared to December 31, 2012 | | | | | | | | | | |

**RESIDENTIAL STATISTICS
May 2013**

ST. THOMAS STATISTICS

2013 Monthly Data

2012 Monthly Data

| | | % | |
|-----------------------|--------------|------|--------------|
| Units Sold | 86 | 32.3 | 65 |
| Dollar Volume | \$15,399,169 | 20.0 | \$12,833,300 |
| No.of Listings | 136 | -3.5 | 141 |
| Active at End | 349 | -8.2 | 380 |

2013 Year-to Date

2012 Year-to-Date

| | | % | |
|-----------------------|--------------|------|--------------|
| Units Sold | 303 | 22.2 | 248 |
| Dollar Volume | \$57,913,266 | 23.4 | \$46,928,748 |
| No.of Listings | 571 | -2.4 | 585 |

| | | | |
|------------------------------------|-----------|------|---------------------------------|
| Average Price (May 2013) | \$179,060 | -6.3 | Average Price (May 2012) |
| Average Price (Apr 2013) | \$191,038 | | \$197,435 |
| Average Price YTD | \$191,133 | -0.2 | Average Price (YTD 2012) |
| Average Price (Dec.31/12) * | \$191,607 | | \$189,229 |

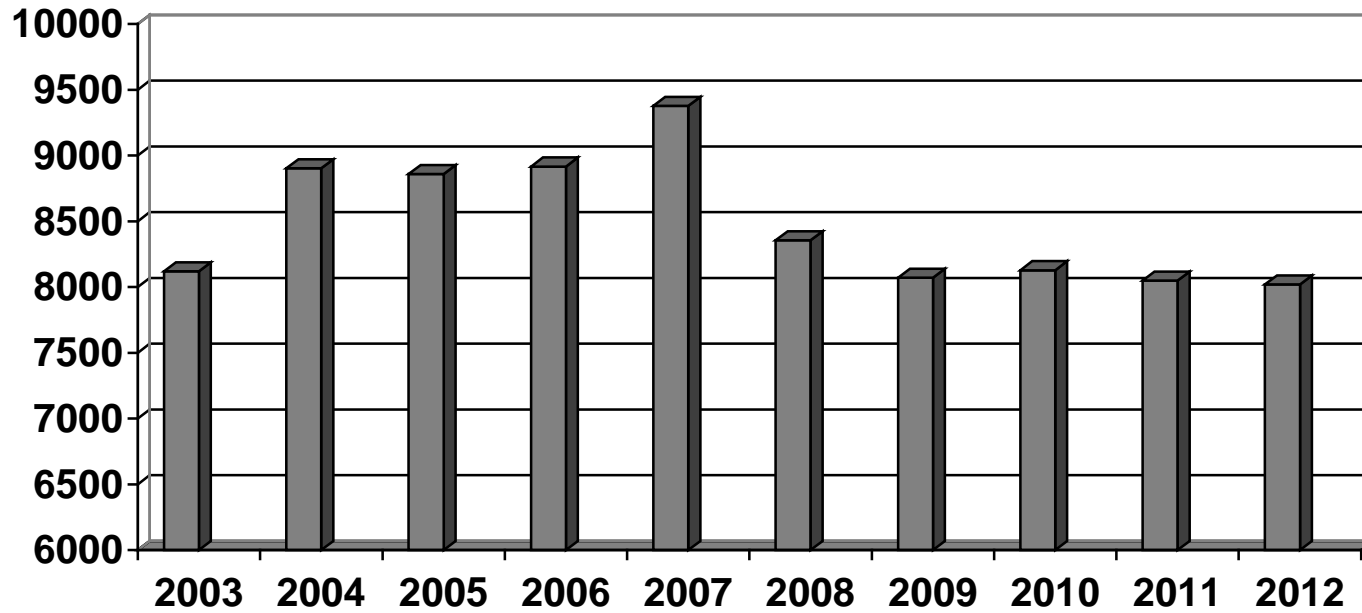
* Difference in Average Price Year-to-Date Compared to December 31, 2012

**ST. THOMAS
Sales by Month**

| YEAR | JANUARY | FEBRUARY | MARCH | APRIL | MAY | JUNE | JULY | AUGUST | SEPTEMBER | OCTOBER | NOVEMBER | DECEMBER |
|---|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|
| 2013 | 42 | 50 | 50 | 76 | 86 | | | | | | | |
| 2012 | 40 | 36 | 50 | 59 | 65 | 57 | 69 | 64 | 51 | 59 | 42 | 24 |
| 2011 | 44 | 40 | 67 | 60 | 72 | 73 | 59 | 64 | 61 | 51 | 50 | 42 |
| 2010 | 37 | 44 | 61 | 89 | 77 | 63 | 63 | 55 | 58 | 53 | 41 | 24 |
| 2009 | 23 | 52 | 55 | 55 | 75 | 90 | 72 | 75 | 59 | 55 | 57 | 37 |
| 2008 | 36 | 53 | 48 | 76 | 86 | 68 | 70 | 50 | 52 | 48 | 25 | 23 |
| 2007 | 58 | 80 | 86 | 82 | 97 | 92 | 93 | 84 | 47 | 64 | 52 | 32 |
| 2006 | 47 | 36 | 76 | 82 | 87 | 88 | 55 | 67 | 57 | 60 | 59 | 38 |
| 2005 | 42 | 46 | 76 | 65 | 76 | 81 | 79 | 78 | 74 | 66 | 58 | 39 |
| 2004 | 43 | 59 | 96 | 78 | 79 | 80 | 64 | 75 | 65 | 61 | 59 | 27 |
| 2003 | 35 | 52 | 60 | 66 | 63 | 74 | 74 | 53 | 77 | 63 | 55 | 31 |
| 10 Year Average (2004- 2013) | 41 | 50 | 67 | 72 | 80 | 69 | 62 | 61 | 52 | 52 | 44 | 29 |

MLS® Residential Sales

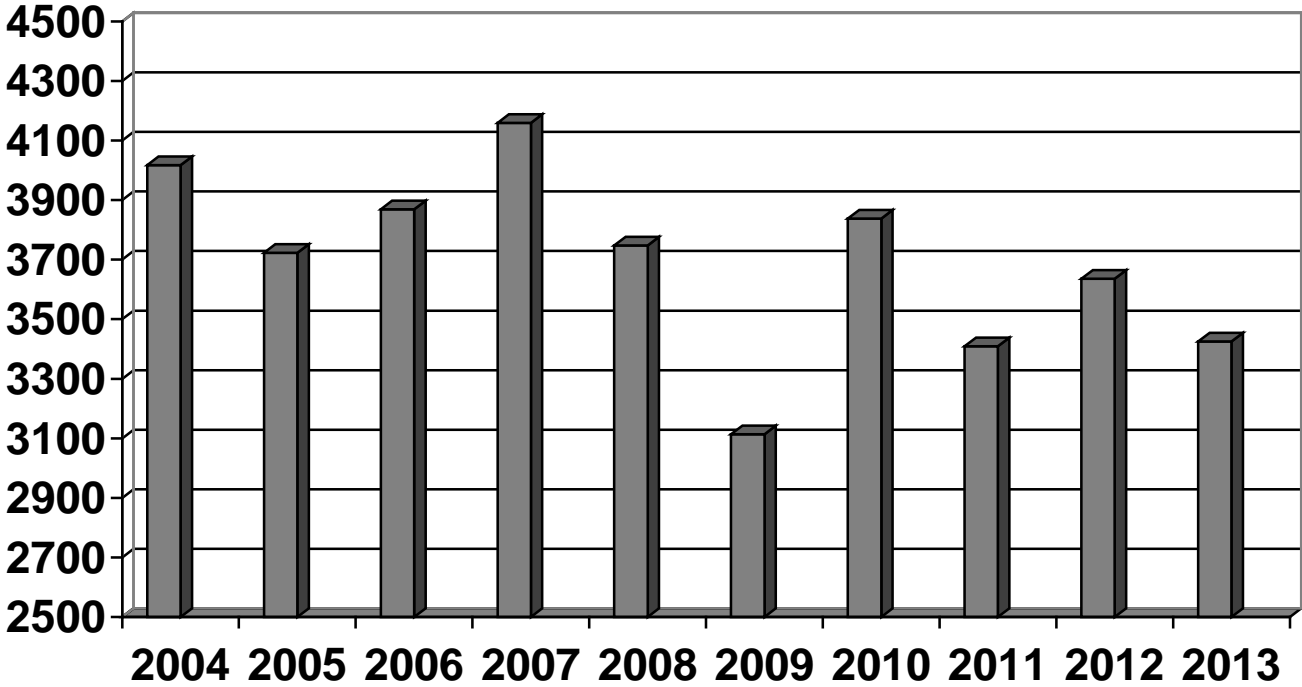
(Jan. 1 to Dec. 31 – a 10 year review)



| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------|------|------|------|------|------|------|------|------|------|
| 8120 | 8903 | 8859 | 8916 | 9378 | 8356 | 8070 | 8128 | 8048 | 8020 |

MLS® Residential Sales

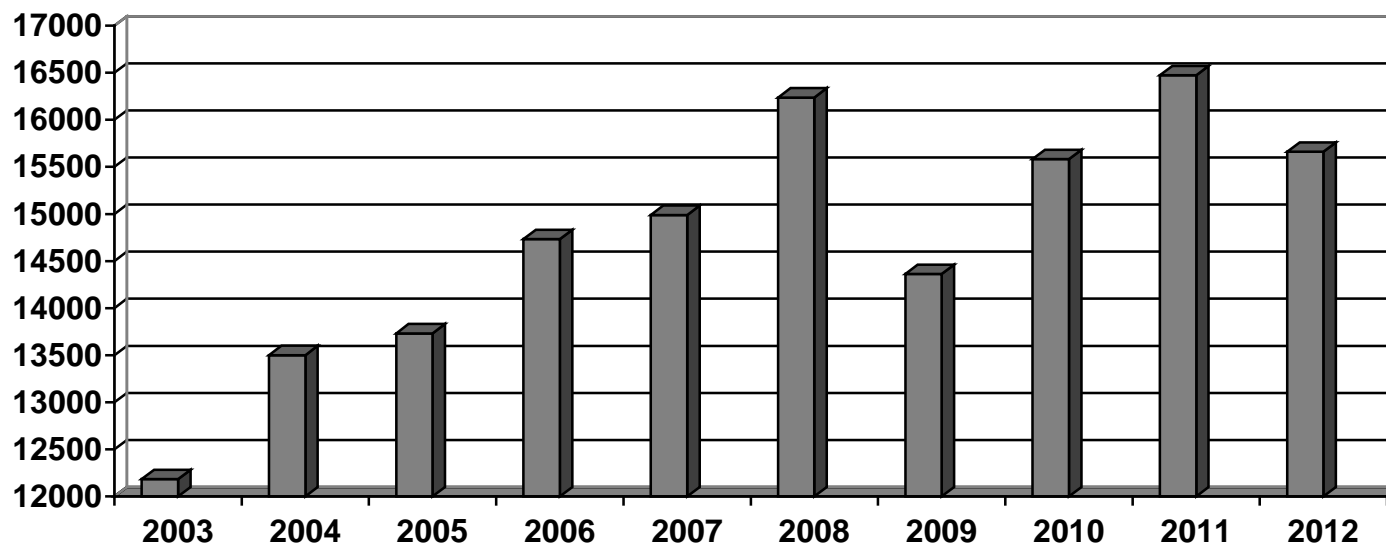
(May YTD – a 10 year review)



| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|------|------|------|------|------|------|------|------|------|------|
| 4017 | 3723 | 3869 | 4159 | 3748 | 3114 | 3838 | 3409 | 3636 | 3425 |

MLS® Residential Listings

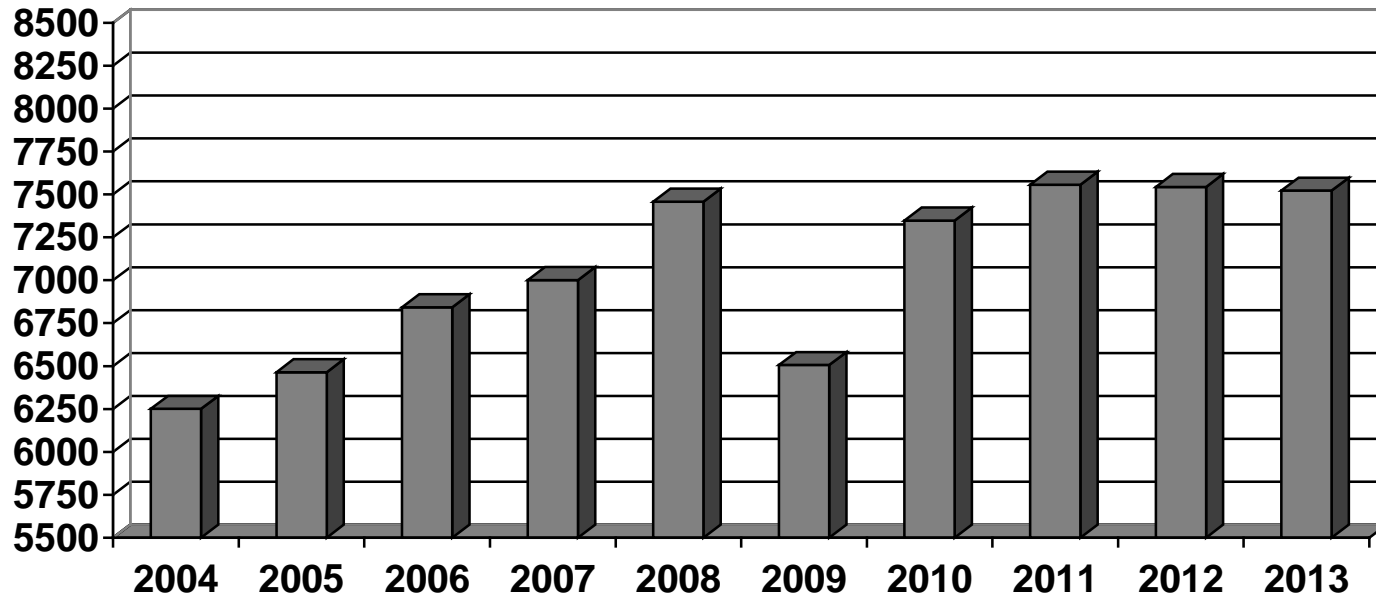
(Jan. 1 to Dec. 31 – a 10 year review)



| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 12184 | 13501 | 13732 | 14732 | 14990 | 16236 | 14362 | 15582 | 16473 | 15661 |

MLS® Residential Listings

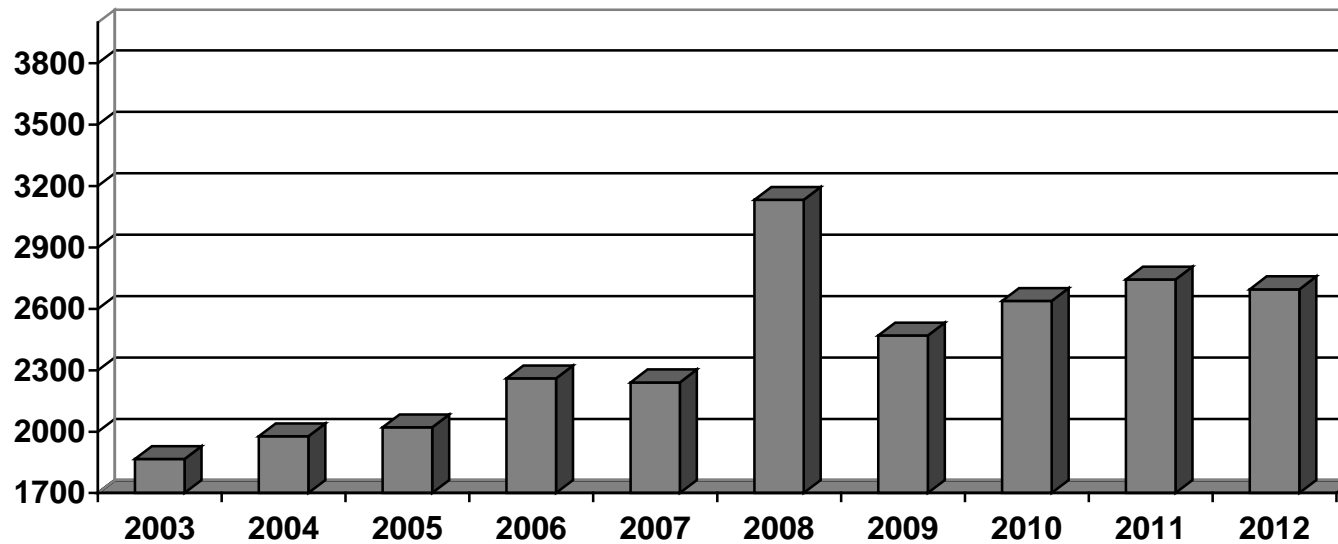
(May YTD – a 10 year review)



| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|------|------|------|------|------|------|------|------|------|------|
| 6251 | 6464 | 6842 | 7001 | 7458 | 6506 | 7348 | 7556 | 7544 | 7522 |

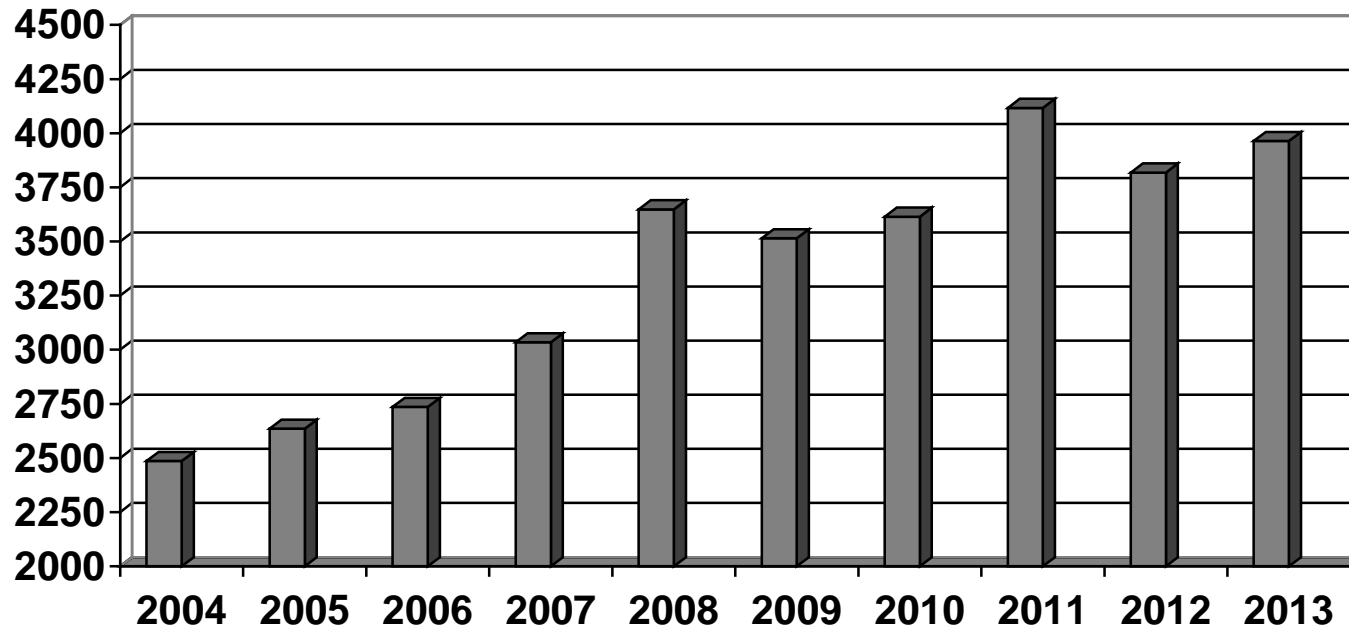
Active MLS® Residential Listings – End of Period

(10 year review)



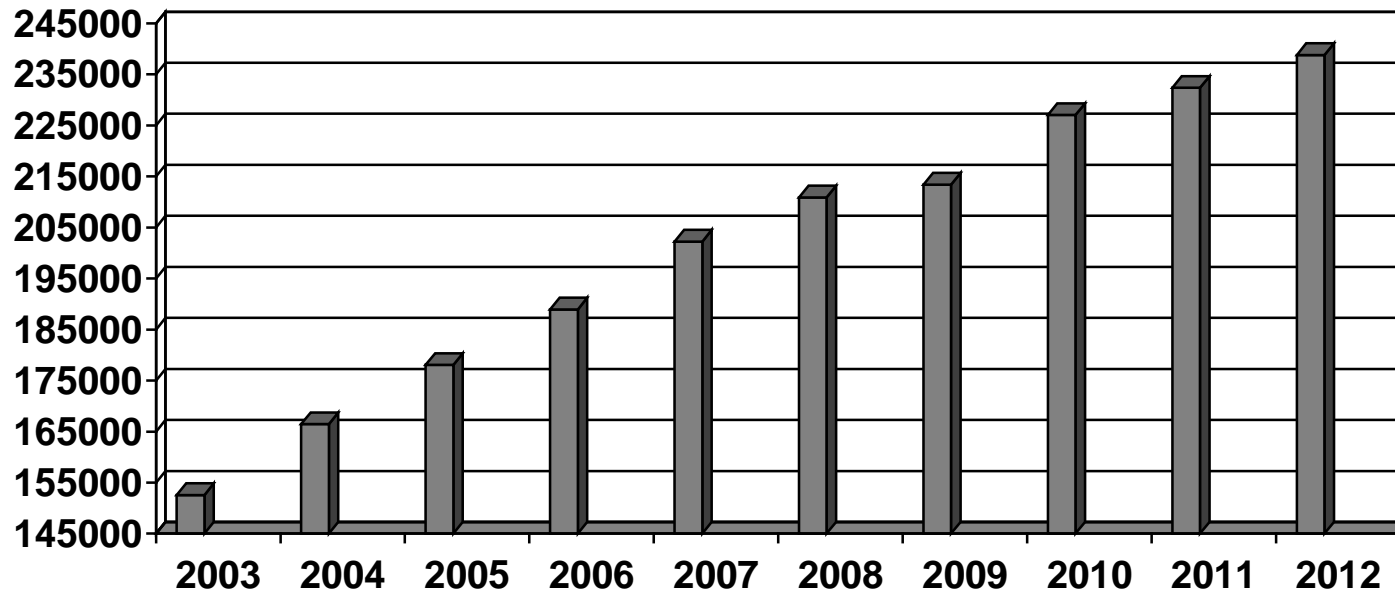
| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------|------|------|------|------|------|------|------|------|------|
| 1866 | 1978 | 2021 | 2260 | 2241 | 3133 | 2470 | 2639 | 2743 | 2696 |

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



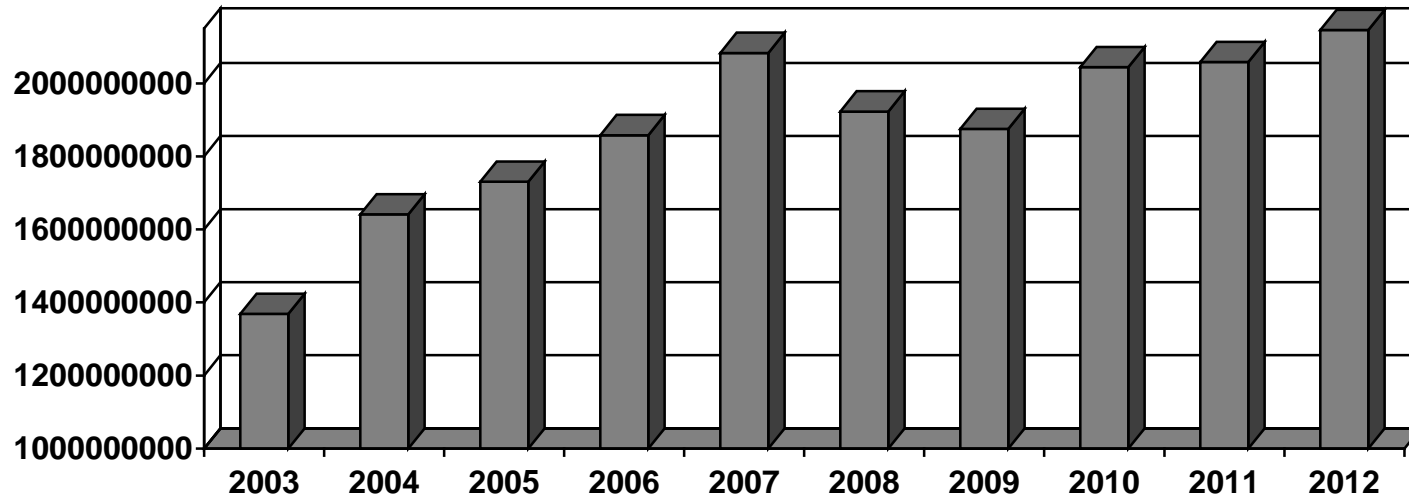
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|------|------|------|------|------|------|------|------|------|------|
| 2486 | 2635 | 2736 | 3034 | 3648 | 3515 | 3614 | 4117 | 3818 | 3964 |

Average Residential Price in Association's Jurisdiction (10 year review)



| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| \$152,586 | \$166,465 | \$178,058 | \$188,942 | \$202,256 | \$210,888 | \$213,402 | \$227,056 | \$232,387 | \$238,822 |

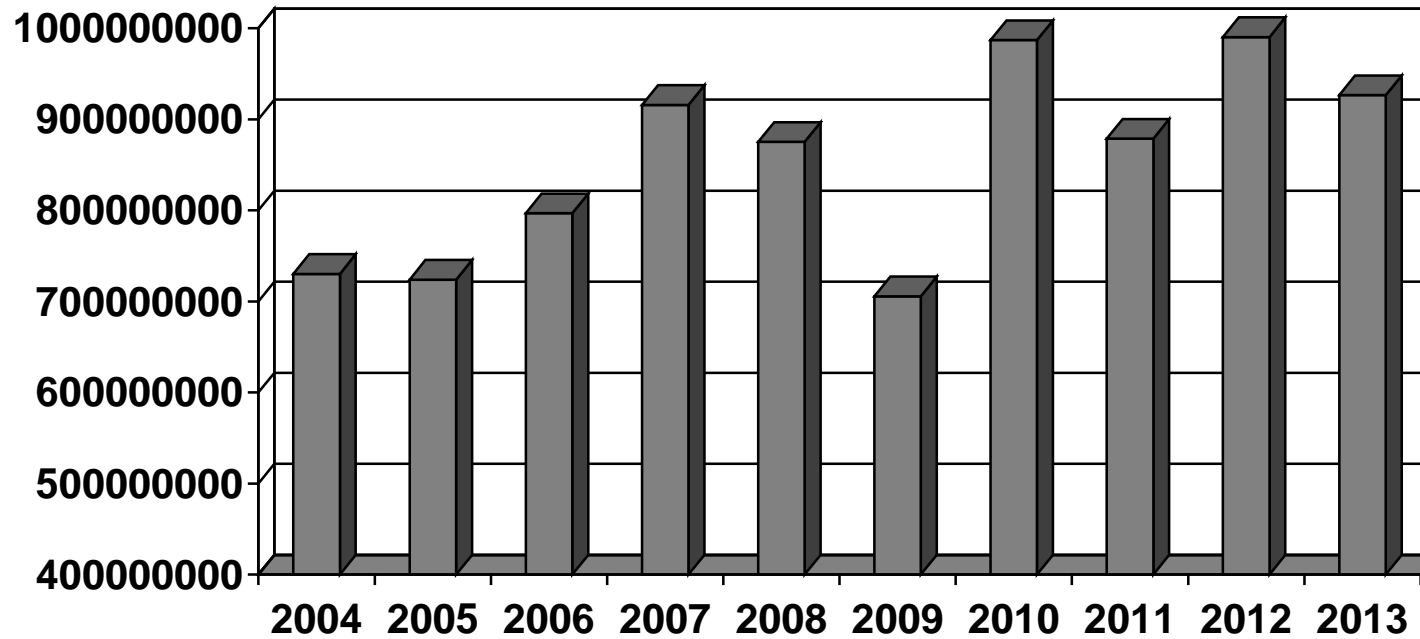
Total MLS® Dollar Volume (10 year review)



| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 1,368,440,059 | 1,640,903,052 | 1,730,728,695 | 1,857,909,942 | 2,083,113,745 | 1,922,848,300 | 1,874,879,343 | 2,044,092,298 | 2,058,184,156 | 2,145,684,491 |

Total MLS® Dollar Volume YTD as of May

(10 year review)



| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 730,227,781 | 723,874,084 | 796,951,934 | 915,813,946 | 875,297,238 | 705,634,725 | 986,954,697 | 878,856,436 | 990,424,822 | 926,698,199 |

Residential Sales by Month

| YEAR | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| 10 Year Average: Condos | 86.5 | 131.9 | 155.6 | 166.6 | 190.2 | 165.5 | 150.5 | 141.5 | 117.4 | 109.8 | 96.2 | 74.3 |
| 10 Year Average: Detached | 363.2 | 486.9 | 642.7 | 708.8 | 773.7 | 665.3 | 603.6 | 558.5 | 496.4 | 468.3 | 423.8 | 269.4 |
| 2013 | 438 | 576 | 612 | 864 | 941 | | | | | | | |
| Condo | 77 | 128 | 117 | 144 | 152 | | | | | | | |
| Detached | 361 | 448 | 495 | 720 | 789 | | | | | | | |
| 2012 | 454 | 637 | 770 | 880 | 913 | 825 | 746 | 723 | 596 | 624 | 512 | 381 |
| Condo | 75 | 137 | 147 | 164 | 162 | 162 | 126 | 139 | 103 | 122 | 95 | 82 |
| Detached | 379 | 500 | 623 | 716 | 751 | 663 | 620 | 584 | 493 | 502 | 417 | 299 |
| 2011 | 428 | 552 | 809 | 750 | 882 | 913 | 742 | 763 | 702 | 583 | 576 | 384 |
| Condo | 81 | 116 | 162 | 131 | 180 | 172 | 155 | 143 | 113 | 88 | 80 | 78 |
| Detached | 347 | 436 | 647 | 619 | 702 | 741 | 587 | 620 | 589 | 495 | 496 | 306 |
| 2010 | 472 | 605 | 859 | 1017 | 898 | 816 | 714 | 627 | 589 | 566 | 620 | 381 |
| Condo | 95 | 117 | 157 | 182 | 184 | 156 | 125 | 118 | 114 | 101 | 115 | 80 |
| Detached | 377 | 488 | 702 | 835 | 714 | 660 | 589 | 509 | 475 | 465 | 505 | 301 |
| 2009 | 305 | 480 | 669 | 804 | 864 | 946 | 904 | 747 | 708 | 664 | 584 | 438 |
| Condo | 60 | 98 | 118 | 138 | 166 | 179 | 170 | 147 | 136 | 121 | 99 | 85 |
| Detached | 245 | 382 | 551 | 666 | 698 | 767 | 734 | 600 | 572 | 543 | 485 | 353 |
| 2008 | 466 | 687 | 745 | 842 | 1021 | 905 | 950 | 762 | 769 | 581 | 386 | 281 |
| Condo | 87 | 140 | 151 | 188 | 196 | 185 | 207 | 155 | 144 | 106 | 87 | 63 |
| Detached | 379 | 547 | 594 | 654 | 825 | 720 | 743 | 607 | 625 | 475 | 299 | 218 |
| 2007 | 538 | 708 | 846 | 916 | 1161 | 992 | 1009 | 871 | 650 | 705 | 654 | 375 |

Residential Sales by Month

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

Residential Sales by Month

| YEAR | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|------|------|------|------|------|-----|------|------|------|-------|------|------|------|
| 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 2013 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 | \$247,993 | \$191,133 | \$246,545 |

Condos – 15 Year Review

| Year | Total | % Increase | Average Price | Townhouse | % Increase | Average Price |
|------|-------|------------|---------------|-----------|------------|---------------|
| 1998 | 948 | 1.1 | \$94,275 | 509 | -5.4 | \$89,513 |
| 1999 | 1129 | 19.1 | \$93,015 | 607 | 19.3 | \$90,308 |
| 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 |

Statistical Breakdown by Area for May 2013 London

| Item | 2012 Average Sale Price * | 2013 Year to Date | % |
|-----------------------|---------------------------|-------------------|--------|
| NORTH | | | |
| Total Detached North | \$318,346 | \$326,645 | 2.6% |
| Total Condo North | \$209,957 | \$213,834 | 1.8% |
| Bungalow North | \$252,050 | \$326,645 | 29.6% |
| Two Storey North | \$344,319 | \$352,068 | 2.3% |
| Ranch North | \$367,893 | \$361,651 | -1.7% |
| Townhouse Condo North | \$192,739 | \$213,834 | 10.9% |
| SOUTH | | | |
| Total Detached South | \$269,941 | \$283,354 | 5.0% |
| Total Condo South | \$153,782 | \$155,441 | 1.1% |
| Bungalow South | \$201,111 | \$283,354 | 40.9% |
| Two Storey South | \$334,382 | \$251,602 | -24.8% |
| Ranch South | \$288,109 | \$300,875 | 4.4% |
| Townhouse Condo South | \$141,778 | \$155,441 | 9.6% |
| EAST | | | |
| Total Detached East | \$204,486 | \$198,890 | -2.7% |
| Total Condo East | \$147,403 | \$154,249 | 4.6% |
| Bungalow East | \$165,345 | \$159,573 | -3.5% |
| Two Storey East | \$272,202 | \$269,707 | -0.9% |
| Ranch East | \$202,905 | \$202,910 | 0.0% |
| Townhouse Condo East | \$122,821 | \$154,249 | 25.6% |

* up-to-date figures based on January 1, 2012 to December 31, 2012

Statistical Breakdown by Area for May 2013

Elgin

| Item | 2012 Average Sale Price * | 2013 Year to Date | % |
|-----------------|---------------------------|-------------------|--------|
| Total Detached | \$229,221 | \$227,784 | -0.6% |
| Total Condo | \$225,667 | \$135,900 | -39.8% |
| Bungalow | \$179,060 | \$227,784 | 27.2% |
| Two Storey | \$317,989 | \$295,444 | -7.1% |
| Ranch | \$265,556 | \$283,360 | 6.7% |
| Townhouse Condo | \$233,875 | \$135,900 | -41.9% |

St. Thomas

| Item | 2012 Average Sale Price * | 2013 Year to Date | % |
|-----------------|---------------------------|-------------------|--------|
| Total Detached | \$191,949 | \$194,029 | 1.1% |
| Total Condo | \$227,143 | \$180,500 | -20.5% |
| Bungalow | \$177,004 | \$191,522 | 8.2% |
| Two Storey | \$237,513 | \$228,796 | -3.7% |
| Ranch | \$197,621 | \$217,016 | 9.8% |
| Townhouse Condo | \$0 | \$0 | n/a |

* up-to-date figures based on January 1, 2012 to December 31, 2012

Statistical Breakdown by Area for May 2013

Middlesex County

| Item | 2012 Average Sale Price * | 2013 Year to Date | % |
|-----------------|---------------------------|-------------------|-------|
| Total Detached | \$295,540 | \$300,808 | 1.8% |
| Total Condo | \$252,656 | \$275,000 | 8.8% |
| Bungalow | \$194,557 | \$300,808 | 54.6% |
| Two Storey | \$360,149 | \$378,677 | 5.1% |
| Ranch | \$320,454 | \$315,429 | -1.6% |
| Townhouse Condo | \$263,500 | \$275,000 | 4.4% |

Strathroy

| Item | 2012 Average Sale Price * | 2013 Year to Date | % |
|-----------------|---------------------------|-------------------|---------|
| Total Detached | \$217,860 | \$221,385 | 1.6% |
| Total Condo | \$154,711 | \$162,000 | 4.7% |
| Bungalow | \$196,885 | \$181,933 | -7.6% |
| Two Storey | \$260,290 | \$278,858 | 7.1% |
| Ranch | \$259,220 | \$254,656 | -1.8% |
| Townhouse Condo | \$138,333 | \$0 | -100.0% |

* up-to-date figures based on January 1, 2012 to December 31, 2012