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STATISTICAL REPORT



(for month ending October 31, 2012)

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News Release

For Comment: Barb Whitney, President, 519-673-3390

For Background: Betty Doré, Executive Vice-President, 519-641-1400

London, November 1, 2012

Condos recover in October

Sales stabilized in October 2012, with 624 homes exchanging hands over the course of the month. Altogether 502 detached homes sold, 1.4 % up from the previous year, and 122 condos, up a resounding 38.6 % from October 2011. Altogether sales were up 7% from the previous year. "Condo sales have been quite slow over the past five months and they were significantly down in October last year, so pent-up demand was undoubtedly a factor last month," says Barb Whitney, President of the London and St. Thomas Association of REALTORS® (LSTAR). Year to Date sales total 7,132, up 0.6% over 2011.

New listings were also up, 3.6% for detached homes and 32.8% for condos. Overall new listings were up 8.5%. Inventory – the number of active listings at month end – was down 6.4%.

London's Sister City of St. Thomas also fared well in October. Fifty nine homes sold, up 15.7% from the previous year. The average price of a home in St. Thomas Year to Date stands at \$190,764, up 0.7% from December 31, 2011.

The average price for a detached home in LSTAR's jurisdiction Year to Date stands at \$254,522, up 4% compared to December 31, 2011, while the average price for a condo for that same period stands at \$172,080, down 4.2%. The average price for all housing types Year to Date stands at \$239,136, up 2.9%. As regards the average price for condos in October, Whitney cautions, "Two very expensive condos sold last month, which has skewed the average price for this house type upwards."

This table, based on data taken from CREA's National MLS® Report for September 2012 (the latest information available), demonstrates how homes in LSTAR's jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centers.

| City | Average Sale \$\$ |
|---------------------|-------------------|
| Vancouver | \$734,558 |
| Victoria | \$474,744 |
| Toronto | \$500,179 |
| Calgary | \$426,251 |
| Hamilton-Burlington | \$362,579 |
| Ottawa | \$346,693 |
| Kitchener-Waterloo | \$331,177 |
| Edmonton | \$343,014 |
| Saskatoon | \$315,803 |
| Regina | \$302,424 |
| Halifax-Dartmouth | \$264,021 |
| London St. Thomas | \$ 239,136 |
| CANADA | \$360,156 |

| House Style | Units Sold | Average Price |
|-----------------|------------|---------------|
| 2 storey | 153 | \$325,402 |
| Bungalow | 92 | \$193,077 |
| Ranch | 79 | \$306,614 |
| Townhouse Condo | 64 | \$155,762 |

The best-selling house style in LSTAR's jurisdiction last month 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 October 2012

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|---------------------------------|-------------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----------------------|-----------|----------|-----------|----------------------|-----------|------------|-----------|-------------|-----------|----------|-----------|---------------------|-----------|-------------------------|-----------|---------------|------------------|
| Market Activity | 502 detached homes and 122 condos exchanged hands in October 2012, for a total of 624 transactions. | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Type of Market | Balanced | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Listings | Active detached home listings end of period were down 8.1%. Active condo listings end of period were up 2.3% | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Average Price October 2012 (Compared to September 2012) | Total Residential (Detached & Condo) | \$242,623 up 4.6% (\$231,599) | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All detached homes in LSTAR’s jurisdiction | \$257,302 up 4.4% (\$246,376) | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All condos in LSTAR’S jurisdiction | \$182,223 up 13.3% (\$160,869) | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All two-storeys in LSTAR’s jurisdiction | \$325,402 up 3.4% (\$314,615) | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All bungalows in LSTAR’s jurisdiction | \$193,077 down 1.5% (\$196,043) | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All ranches in LSTAR’S jurisdiction | \$306,614 up 19.1% (\$257,506) | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All townhouse condos in LSTAR’s jurisdiction | \$155,762 up 5.8% (\$147,209) | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Most Popular in October | Two-storeys, then bungalows, then ranches, and then townhouse condos. | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordability | <p>Homes in LSTAR’s jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centres. According to the Canadian Real Estate Association’s Major Market MLS® Statistical Survey for <u>September 2012</u>, the average price year-to-date for:</p> <table><tr><td>• Vancouver</td><td>\$734,558</td></tr><tr><td>• Victoria</td><td>\$474,744</td></tr><tr><td>• Toronto</td><td>\$500,179</td></tr><tr><td>• Calgary</td><td>\$426,251</td></tr><tr><td>• Hamilton-Burlington</td><td>\$362,579</td></tr><tr><td>• Ottawa</td><td>\$346,693</td></tr><tr><td>• Kitchener-Waterloo</td><td>\$331,177</td></tr><tr><td>• Edmonton</td><td>\$343,014</td></tr><tr><td>• Saskatoon</td><td>\$315,803</td></tr><tr><td>• Regina</td><td>\$302,424</td></tr><tr><td>• Halifax-Dartmouth</td><td>\$264,021</td></tr><tr><td>• London and St. Thomas</td><td>\$239,136</td></tr><tr><td>CANADA</td><td>\$360,156</td></tr></table> | | • Vancouver | \$734,558 | • Victoria | \$474,744 | • Toronto | \$500,179 | • Calgary | \$426,251 | • Hamilton-Burlington | \$362,579 | • Ottawa | \$346,693 | • Kitchener-Waterloo | \$331,177 | • Edmonton | \$343,014 | • Saskatoon | \$315,803 | • Regina | \$302,424 | • Halifax-Dartmouth | \$264,021 | • London and St. Thomas | \$239,136 | CANADA | \$360,156 |
| • Vancouver | \$734,558 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| • Victoria | \$474,744 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| • Toronto | \$500,179 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| • Calgary | \$426,251 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| • Hamilton-Burlington | \$362,579 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| • Ottawa | \$346,693 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| • Kitchener-Waterloo | \$331,177 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| • Edmonton | \$343,014 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| • Saskatoon | \$315,803 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| • Regina | \$302,424 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| • Halifax-Dartmouth | \$264,021 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| • London and St. Thomas | \$239,136 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| CANADA | \$360,156 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Factors | The average price for a detached home in LSTAR’s jurisdiction Year to Date stands at \$254,522, up 4% compared to December 31, 2011, while the average price for a condo for that same period stands at \$172,080, down 4.2%. The average price for all housing types Year to Date stands at \$239,136, up 2.9%. As regards the average price for condos in October, Whitney cautions, “Two very expensive condos sold last month, which has skewed the average price for this house type upwards.” | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| 2012 Monthly Data | | | | | | | 2011 Monthly Data | | | | |
|-------------------|---------------|-----|--------------|------|--------------|---------------|-------------------|---------------|--------------|--------------|---------------|
| DETACHED | | % | CONDO | % | OTHER | TOTAL | % | DETACHED | CONDO | OTHER | TOTAL |
| Units Sold | 502 | 1.4 | 122 | 38.6 | 45 | 669 | 6.7 | 495 | 88 | 44 | 627 |
| Dollar Volume | \$129,165,651 | 6.0 | \$22,231,183 | 51.1 | \$15,624,980 | \$167,021,814 | 7.3 | \$121,833,744 | \$14,715,644 | \$19,130,956 | \$155,680,344 |
| No.of Listings | 1040 | 3.6 | 271 | 32.8 | 255 | 1566 | 8.1 | 1004 | 204 | 240 | 1448 |

| <u>2012 Year-to Date</u> | | | | | | | | <u>2011 Year-to-Date</u> | | | |
|------------------------------------|-----------------|------|---------------|------|---------------|-----------------|------|--------------------------|---------------|---------------|-----------------|
| DETACHED | | % | CONDO | % | OTHER | TOTAL | % | DETACHED | CONDO | OTHER | TOTAL |
| Units Sold | 5801 | 0.8 | 1331 | -0.4 | 546 | 7678 | 1.2 | 5755 | 1336 | 495 | 7586 |
| Dollar Volume | \$1,476,481,105 | 4.9 | \$229,038,881 | -5.7 | \$200,367,216 | \$1,905,887,202 | 5.6 | \$1,407,380,333 | \$242,797,056 | \$154,762,072 | \$1,804,939,461 |
| No.of Listings | 11482 | -5.6 | 2755 | 2.3 | 2583 | 16,820 | -3.6 | 12163 | 2694 | 2593 | 17450 |
| Active Listings (end of period) | 2823 | -8.1 | 620 | 2.3 | 1369 | 4812 | -8.0 | 3072 | 606 | 1555 | 5233 |

| Detached | <u>2012</u> | | <u>2011</u> |
|----------------------|-------------|-----|-------------|
| Average Price(Month) | \$257,302 | 4.5 | \$246,129 |
| Average Price (YTD) | \$254,522 | 4.1 | \$244,549 |

| Condo | <u>2012</u> | | <u>2011</u> |
|----------------------|-------------|------|-------------|
| Average Price(Month) | \$182,223 | 9.0 | \$167,223 |
| Average Price (YTD) | \$172,080 | -5.3 | \$181,734 |

| Total Residential | <u>2012</u> | | <u>2011</u> |
|----------------------|-------------|-----|-------------|
| Average Price(Month) | \$242,623 | 3.6 | \$234,219 |
| Average Price (YTD) | \$239,136 | 2.8 | \$232,714 |

| 2012 Monthly Data | | | | | | 2011 Monthly Data | | | |
|---|---------------|-----|--------------|------|---------------|-------------------|---------------|--------------|---------------|
| DETACHED | | % | CONDO | % | TOTAL | % | DETACHED | CONDO | TOTAL |
| Units Sold | 502 | 1.4 | 122 | 38.6 | 624 | 7.0 | 495 | 88 | 583 |
| Dollar Volume | \$129,165,651 | 6.0 | \$22,231,183 | 51.1 | \$151,396,834 | 10.9 | \$121,833,744 | \$14,715,644 | \$136,549,388 |
| No.of Listings | 1040 | 3.6 | 271 | 32.8 | 1311 | 8.5 | 1004 | 204 | 1208 |
| Average Price (Oct) | \$257,302 | 4.4 | \$182,223 | 13.3 | \$242,623 | 4.8 | | | |
| Average Price (Sept) | \$246,376 | | \$160,869 | | \$231,599 | | | | |
| % Difference in Average Price in Current Month Compared to Previous Month | | | | | | | | | |

| <u>2012 Year-to Date</u> | | | | | | <u>2011 Year-to-Date</u> | | | |
|--|-----------------|------|---------------|------|------------------|--------------------------|---|---------------|-----------------|
| DETACHED | | % | CONDO | % | TOTAL | % | DETACHED | CONDO | TOTAL |
| Units Sold | 5801 | 0.8 | 1331 | -0.4 | 7132 | 0.6 | 5755 | 1336 | 7091 |
| Dollar Volume | \$1,476,481,105 | 4.9 | \$229,038,881 | -5.7 | \$ 1,705,519,986 | 3.4 | \$1,407,380,333 | \$242,797,056 | \$1,650,177,389 |
| No.of Listings | 11482 | -5.6 | 2755 | 2.3 | 14237 | -4.2 | 12163 | 2694 | 14857 |
| Active Listings (end of period) | 2823 | -8.1 | 620 | 2.3 | 3443 | -6.4 | 3072 | 606 | 3678 |
| Average Price YTD | \$254,522 | 4.1 | \$172,080 | -4.2 | \$239,136 | 2.9 | <div>RESIDENTIAL STATISTICS Oct2012</div> | | |
| Average Price (Dec.31/11)* | \$244,560 | | \$179,560 | | \$232,387 | | | | |
| * % Difference in Average Price Year-to-Date Compared to December 31, 2011 | | | | | | | | | |

RESIDENTIAL STATISTICS
Oct2012

ST. THOMAS STATISTICS**2012 Monthly Data****2011 Monthly Data**

| | | % | |
|----------------|--------------|------|-------------|
| Units Sold | 59 | 15.7 | 51 |
| Dollar Volume | \$10,972,427 | 23.9 | \$8,856,225 |
| No.of Listings | 91 | -4.2 | 95 |
| Active at End | 325 | -5.2 | 343 |

2012 Year-to Date**2011 Year-to-Date**

| | | % | |
|----------------|---------------|------|---------------|
| Units Sold | 550 | -6.8 | 590 |
| Dollar Volume | \$104,920,274 | -3.8 | \$109,013,969 |
| No.of Listings | 1093 | -4.2 | 1141 |

| | | | |
|----------------------|-----------|------|--------------------------|
| Average Price (Oct) | \$185,973 | -4.4 | Average Price (Oct 2011) |
| Average Price (Sept) | \$194,475 | | \$173,651 |

| | | | |
|-----------------------------|-----------|-----|--------------------------|
| Average Price YTD | \$190,764 | 0.7 | Average Price (YTD 2011) |
| Average Price (Dec.31/11) * | \$189,413 | | \$184,769 |

* Difference in Average Price Year-to-Date Compared to December 31, 2011

ST. THOMAS

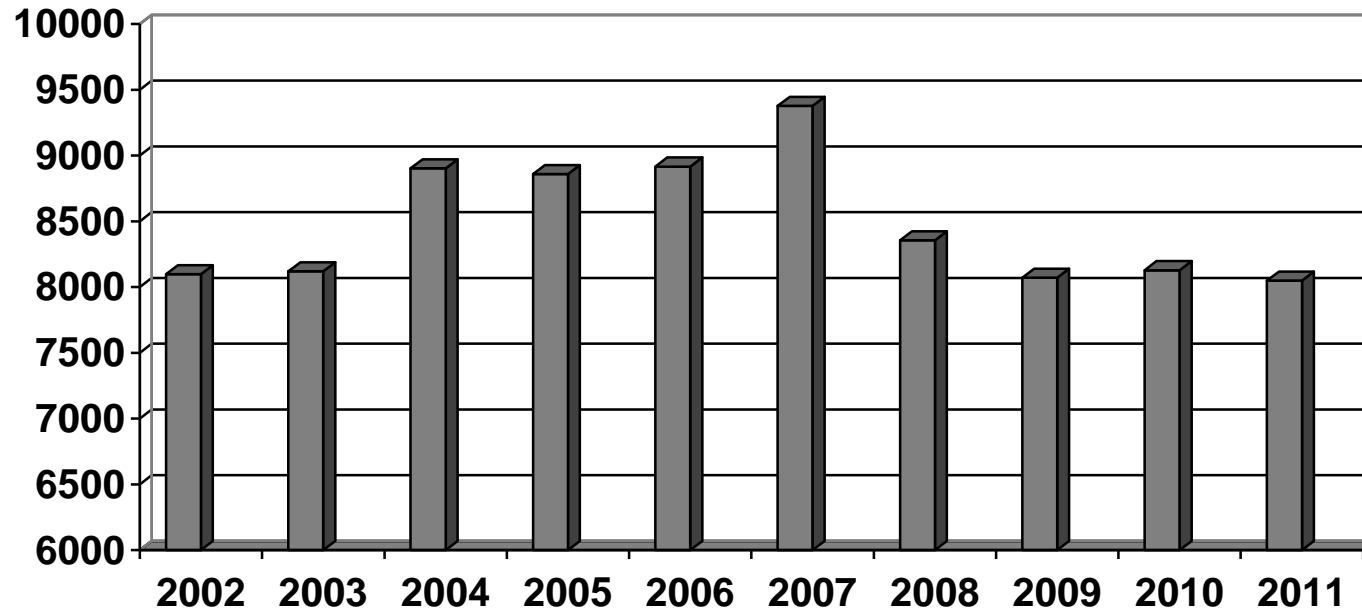
Sales by Month

| YEAR | JANUARY | FEBRUARY | MARCH | APRIL | MAY | JUNE | JULY | AUGUST | SEPTEMBER | OCTOBER | NOVEMBER | DECEMBER |
|------------------------------------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|
| 2012 | 40 | 36 | 50 | 59 | 65 | 57 | 69 | 64 | 51 | 59 | | |
| 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 |
| 2002 | 54 | 49 | 66 | 69 | 59 | 58 | 61 | 50 | 47 | 44 | 44 | 34 |
| 2001 | 37 | 34 | 52 | 51 | 84 | 55 | 51 | 65 | 52 | 46 | 41 | 33 |
| 10 Year Average (2000-2009)* | 41 | 51 | 68 | 71 | 78 | 75 | 68 | 65 | 59 | 56 | 49 | 32 |

** 10 Year Average does not include 2011*

MLS® Residential Sales

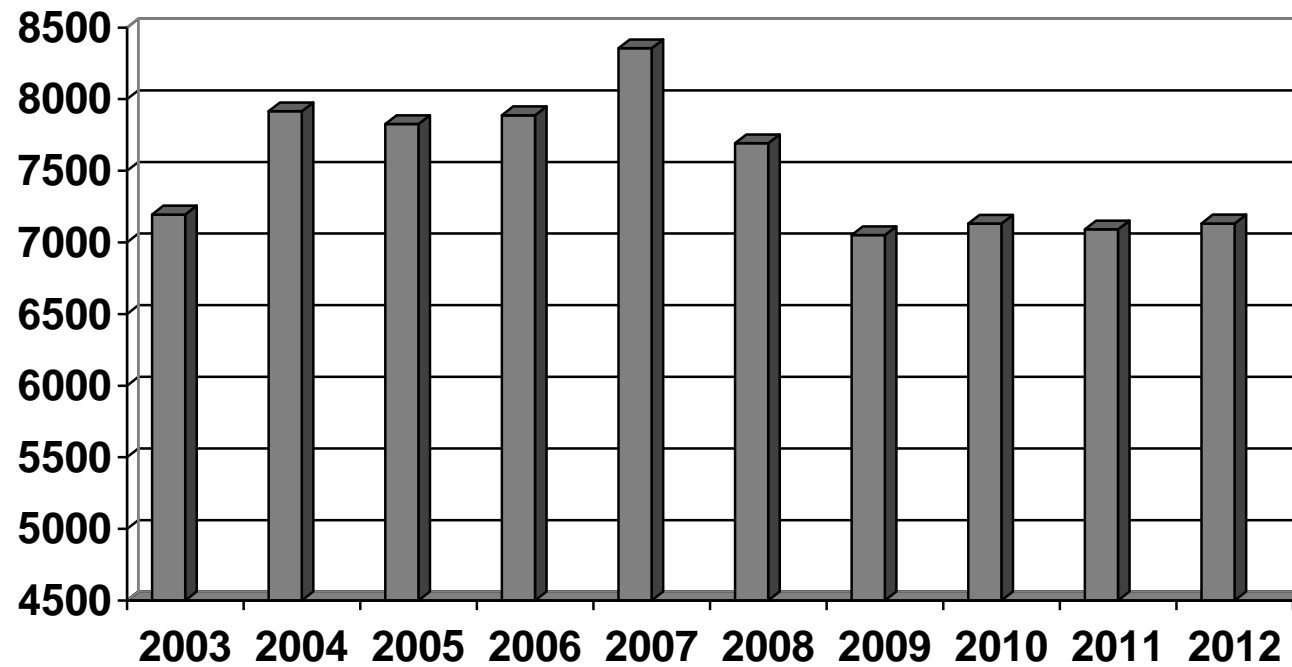
(Jan. 1 to Dec. 31 – a 10 year review)



| 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|------|------|------|------|------|------|------|------|------|------|
| 8097 | 8120 | 8903 | 8859 | 8916 | 9378 | 8356 | 8070 | 8128 | 8048 |

MLS® Residential Sales

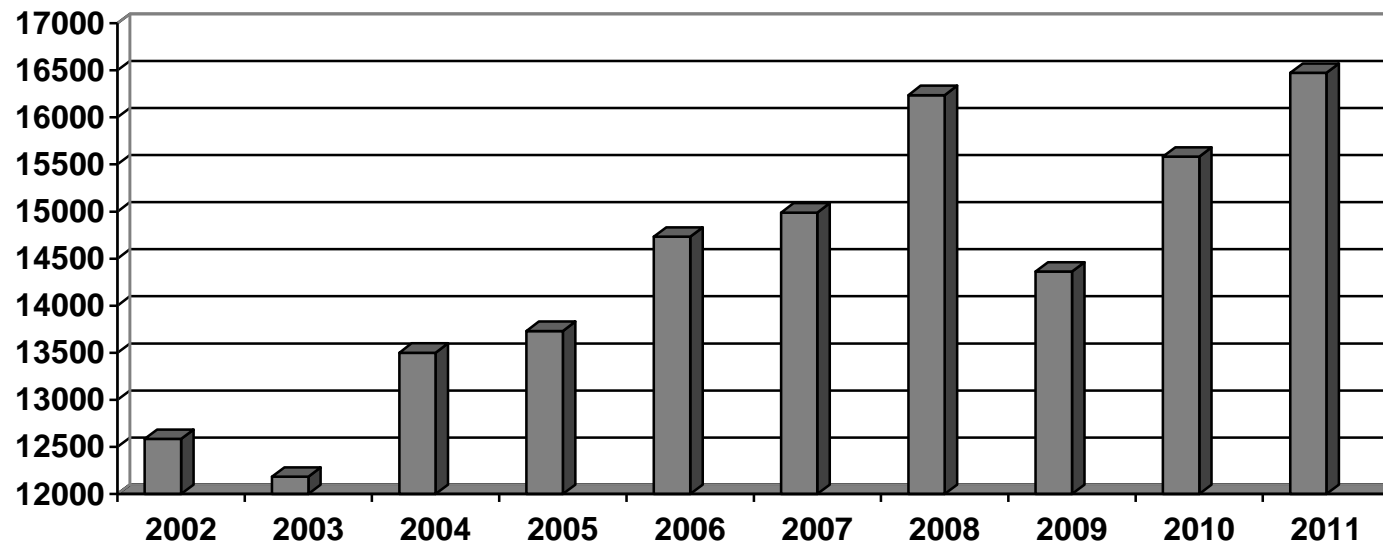
(October YTD – a 10 year review)



| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------|------|------|------|------|------|------|------|------|------|
| 7195 | 7915 | 7826 | 7888 | 8355 | 7692 | 7051 | 7131 | 7091 | 7132 |

MLS® Residential Listings

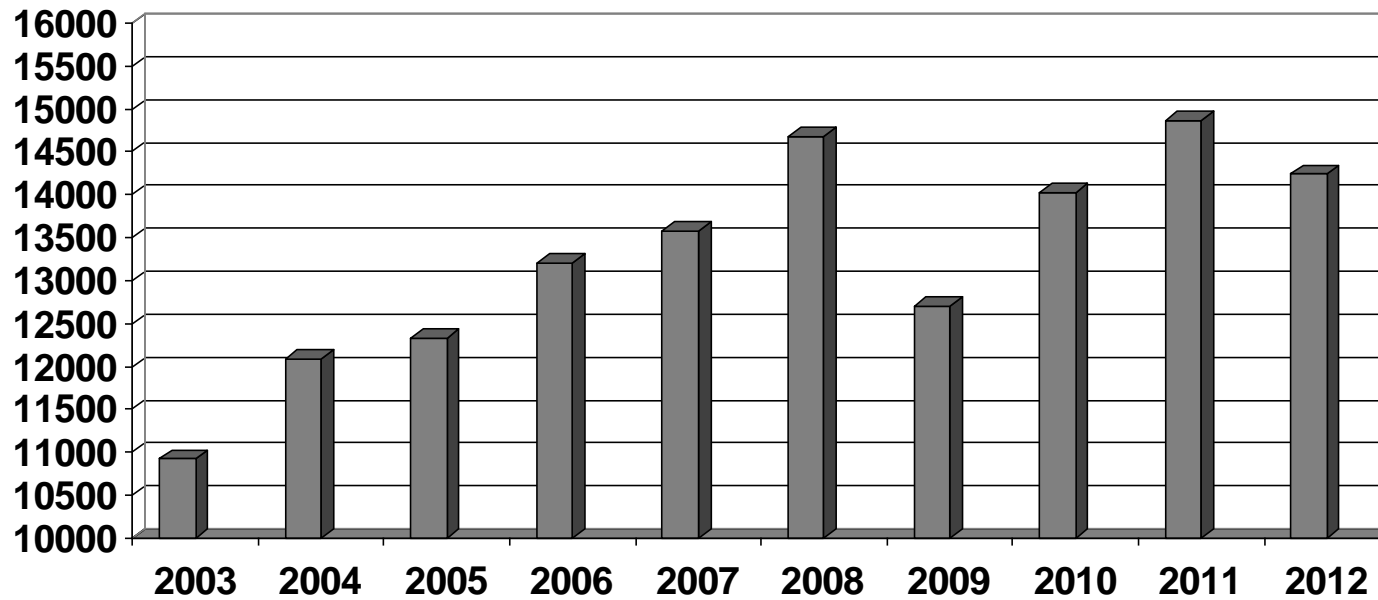
(Jan. 1 to Dec. 31 – a 10 year review)



| 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 12585 | 12184 | 13501 | 13732 | 14732 | 14990 | 16236 | 14362 | 15582 | 16473 |

MLS® Residential Listings

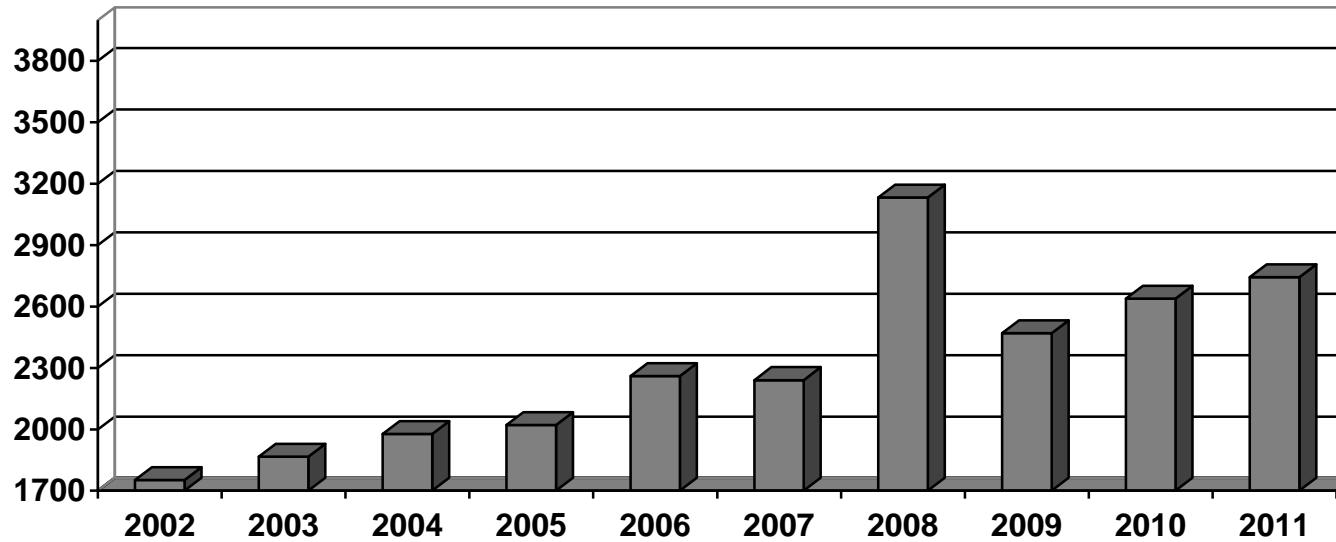
(October YTD – a 10 year review)



| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 10923 | 12087 | 12324 | 13198 | 13581 | 14683 | 12701 | 14021 | 14857 | 14237 |

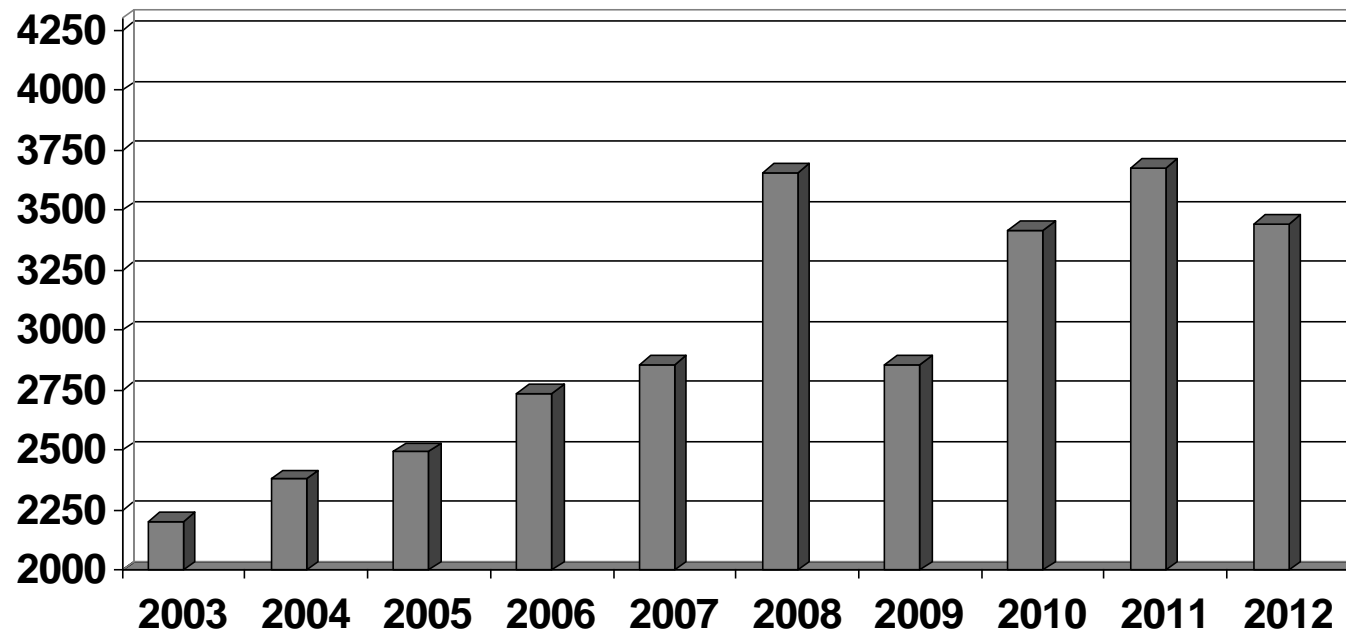
Active MLS® Residential Listings – End of Period

(10 year review)



| 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|------|------|------|------|------|------|------|------|------|------|
| 1753 | 1866 | 1978 | 2021 | 2260 | 2241 | 3133 | 2470 | 2639 | 2743 |

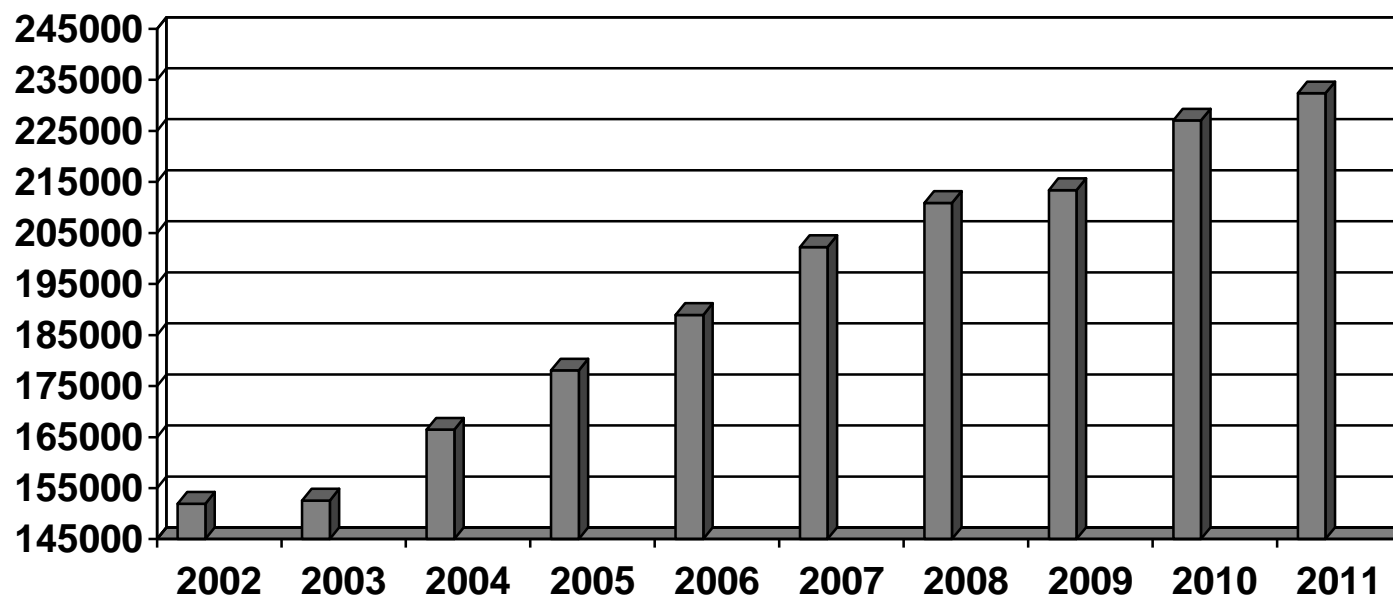
Active MLS® Residential Listings End of Period as of October (10 year review)



| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------|------|------|------|------|------|------|------|------|------|
| 2204 | 2381 | 2493 | 2737 | 2856 | 3655 | 2858 | 3416 | 3678 | 3443 |

Average Residential Price in Association's Jurisdiction

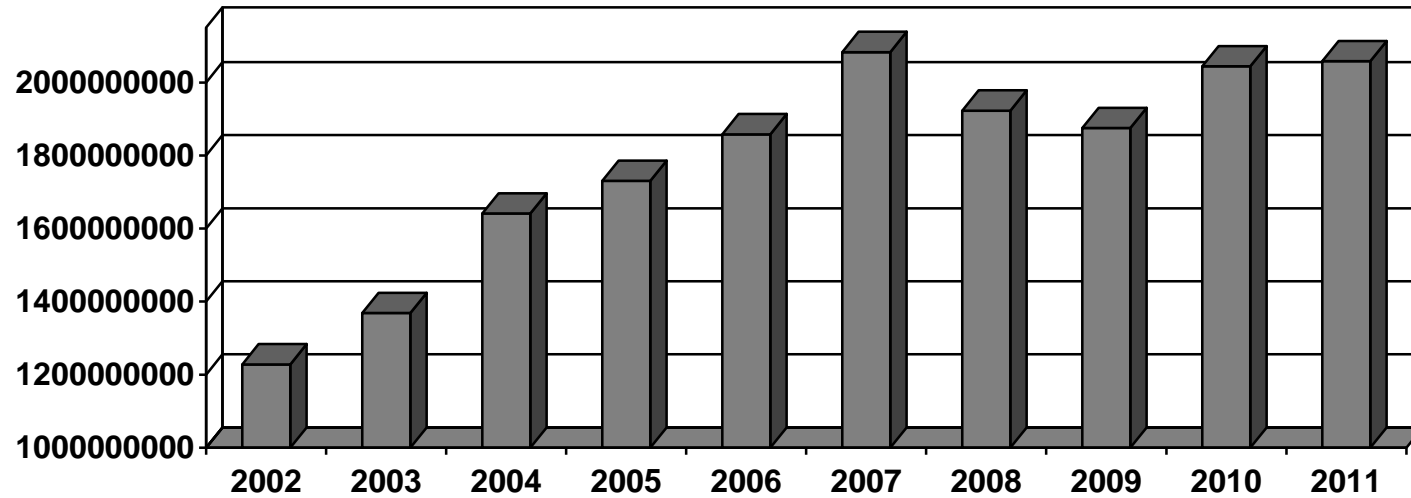
(10 year review)



| 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| \$151,956 | \$152,586 | \$166,465 | \$178,058 | \$188,942 | \$202,256 | \$210,888 | \$213,402 | \$227,056 | \$232,387 |

Total MLS® Dollar Volume

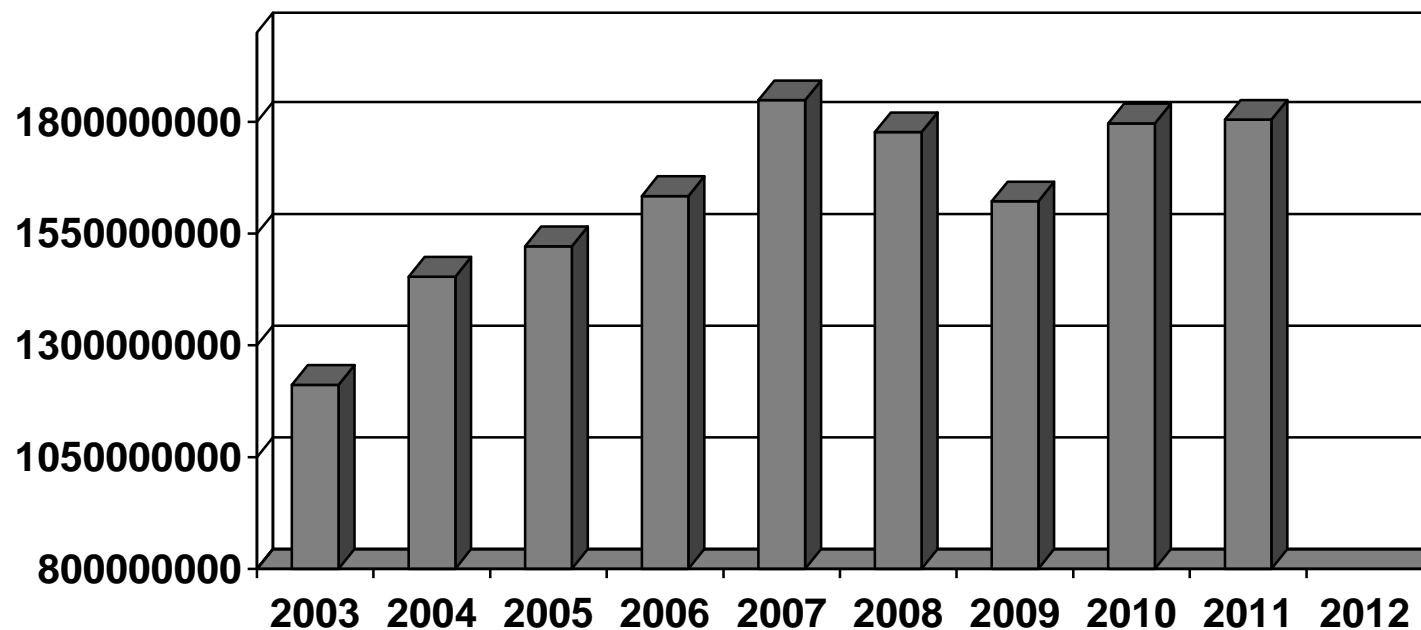
(10 year review)



| 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 1,227,904,141 | 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 |

Total MLS® Dollar Volume YTD as of October

(10 year review)



| 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 1,211,846,310 | 1,453,642,332 | 1,521,573,592 | 1,634,015,565 | 1,848,437,849 | 1,776,985,177 | 1,622,355,778 | 1,796,804,790 | 1,804,939,461 | 1,905,887,202 |

Residential Sales by Month

| YEAR | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|-------------|------------|------------|------------|-------------|-------------|-------------|-------------|------------|------------|------------|------------|------------|
| 2012 | 454 | 637 | 770 | 880 | 913 | 825 | 746 | 723 | 596 | 624 | | |
| Condo | 75 | 137 | 147 | 164 | 162 | 162 | 126 | 139 | 103 | 122 | | |
| Detached | 379 | 500 | 623 | 716 | 751 | 663 | 620 | 584 | 493 | 502 | | |
| 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 |
| 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 |

Residential Sales by Month

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

Residential Sales by Month

| YEAR | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|-------------|------|------|------|------|-----|------|------|------|-------|------|------|------|
| 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 2012 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 | \$240,935 | \$190,764 | \$239,136 |

Condos – 15 Year Review

| Year | Total | % Increase | Average Price | Townhouse | % Increase | Average Price |
|------|-------|------------|---------------|-----------|------------|---------------|
| 1997 | 938 | -8.8 | \$90,421 | 538 | -7.7 | \$90,706 |
| 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 |

Statistical Breakdown by Area for October 2012

London

| Item | 2011 Average Sale Price * | 2012 Year to Date | % |
|-----------------------|---------------------------|-------------------|--------|
| NORTH | | | |
| Total Detached North | \$303,622 | \$318,289 | 4.8% |
| Total Condo North | \$208,969 | \$208,641 | -0.2% |
| Bungalow North | \$219,866 | \$256,447 | 16.6% |
| Two Storey North | \$341,265 | \$343,629 | 0.7% |
| Ranch North | \$332,829 | \$372,250 | 11.8% |
| Townhouse Condo North | \$190,519 | \$193,665 | 1.7% |
| SOUTH | | | |
| Total Detached South | \$269,759 | \$269,215 | -0.2% |
| Total Condo South | \$151,805 | \$155,263 | 2.3% |
| Bungalow South | \$203,748 | \$200,790 | -1.5% |
| Two Storey South | \$328,724 | \$328,962 | 0.1% |
| Ranch South | \$304,749 | \$286,455 | -6.0% |
| Townhouse Condo South | \$143,901 | \$142,845 | -0.7% |
| EAST | | | |
| Total Detached East | \$199,007 | \$203,704 | 2.4% |
| Total Condo East | \$188,630 | \$149,723 | -20.6% |
| Bungalow East | \$161,733 | \$166,203 | 2.8% |
| Two Storey East | \$263,435 | \$268,320 | 1.9% |
| Ranch East | \$199,511 | \$204,659 | 2.6% |
| Townhouse Condo East | \$125,301 | \$123,447 | -1.5% |

* up-to-date figures based on January 1, 2011 to December 31, 2011

Statistical Breakdown by Area for October 2012

Elgin

| Item | 2011 Average Sale Price * | 2012 Year to Date | % |
|-----------------|---------------------------|-------------------|-------|
| Total Detached | \$208,022 | \$226,830 | 9.0% |
| Total Condo | \$195,591 | \$225,667 | 15.4% |
| Bungalow | \$166,108 | \$181,114 | 9.0% |
| Two Storey | \$285,344 | \$300,664 | 5.4% |
| Ranch | \$243,560 | \$264,891 | 8.8% |
| Townhouse Condo | \$195,591 | \$233,875 | 19.6% |

St. Thomas

| Item | 2011 Average Sale Price * | 2012 Year to Date | % |
|-----------------|---------------------------|-------------------|-------|
| Total Detached | \$184,089 | \$191,278 | 3.9% |
| Total Condo | \$212,579 | \$227,143 | 6.9% |
| Bungalow | \$168,315 | \$178,025 | 5.8% |
| Two Storey | \$227,987 | \$236,346 | 3.7% |
| Ranch | \$199,370 | \$196,666 | -1.4% |
| Townhouse Condo | \$0 | \$0 | n/a |

* up-to-date figures based on January 1, 2011 to December 31, 2011

Statistical Breakdown by Area for October 2012

Middlesex County

| Item | 2011 Average Sale Price * | 2012 Year to Date | % |
|-----------------|---------------------------|-------------------|-------|
| Total Detached | \$290,615 | \$295,342 | 1.6% |
| Total Condo | \$276,555 | \$254,875 | -7.8% |
| Bungalow | \$213,176 | \$195,962 | -8.1% |
| Two Storey | \$360,419 | \$351,854 | -2.4% |
| Ranch | \$327,532 | \$320,238 | -2.2% |
| Townhouse Condo | \$265,870 | \$263,500 | -0.9% |

Strathroy

| Item | 2011 Average Sale Price * | 2012 Year to Date | % |
|-----------------|---------------------------|-------------------|-------|
| Total Detached | 211,697 | \$219,173 | 3.5% |
| Total Condo | 158,650 | \$154,711 | -2.5% |
| Bungalow | 170,964 | \$196,376 | 14.9% |
| Two Storey | 261,318 | \$268,216 | 2.6% |
| Ranch | 239,131 | \$263,972 | 10.4% |
| Townhouse Condo | 128,000 | \$138,333 | 8.1% |

* up-to-date figures based on January 1, 2011 to December 31, 2011