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STATISTICAL REPORT



(for month ending September 30, 2013)

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News Release

For Comment: Doug Pedlar, President, 519-238-5700

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

London, October 1, 2013

September sales up

Overall sales were up 3% in September, with a total of 614 homes exchanging hands in LSTAR's jurisdiction. Detached homes were up 5.3%, while condos were down 7.8%. "To put this into perspective, overall sales were a little down in September 2012, says Doug Pedlar, President of the London and St. Thomas Association of REALTORS®. "This September was a little more like business as usual."

The City of St. Thomas's market performed well last month. 56 homes sold in that City, up 9.8%. The average price for a home in St. Thomas Year to Date stands at \$195,537, up 2.1%.

The average price of a detached home Year to Date in LSTAR's jurisdiction is \$262,001, up 3%, while the average price of a condo for the same period stands at \$179,021, up 4.4%. The average price of all homes Year to Date in LSTAR's jurisdiction is \$246,849, up 3.4%.

The following table, based on data taken from CREA's National MLS® Report for August 2013 (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	\$775,811
Victoria	\$481,837
Fraser Valley	\$478,212
Toronto	\$523,228
Calgary	\$452,066
Hamilton-Burlington	\$390,859
Edmonton	\$365,467
Saskatoon	\$349,626
Ottawa	\$348,453
Kitchener-Waterloo	\$337,755
Montreal	\$332,141
Regina	\$311,696
St. Catharines	\$298,124

City	Average Sale \$\$
Newfoundland & Labrador	\$281,619
Quebec City	\$266,282
Halifax-Dartmouth	\$265,001
London St. Thomas	\$246,849
CANADA	\$382,083

House Style	Units Sold	Average Price
2 storey	159	\$320,718
Bungalow	123	\$191,368
Ranch	68	\$290,694
Townhouse	46	\$157,863

The best-selling house style in LSTAR's jurisdiction in September 2013 was the two-storey, then 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 September 2013

Market Activity	519 detached homes and 95 condos exchanged hands in September 2013, for a total of 614 transactions.																												
Type of Market	Balanced																												
Listings	Active detached home listings end of period were up 2.0%. Active condo listings end of period were up 3.05%																												
Average Price September 2013 (Compared to August 2013)	Total Residential (Detached & Condo)	\$245,395 up 0.2% (\$244,985)																											
	All detached homes in LSTAR’s jurisdiction	\$256,578 down 2.3% (\$262,532)																											
	All condos in LSTAR’S jurisdiction	\$184,302 up 4.4% (\$176,524)																											
	All two-storeys in LSTAR’s jurisdiction	\$320,718 down 4.3% (\$335,095)																											
	All bungalows in LSTAR’s jurisdiction	\$191,368 up 2.6% (\$186,469)																											
	All ranches in LSTAR’S jurisdiction	\$290,694 up 1.6% (\$286,101)																											
	All townhouse condos in LSTAR’s jurisdiction	\$157,863 up 2.0% (\$154,720)																											
Most Popular in September	Two-storeys, then bungalows, then ranch, and then the townhouse condominiums.																												
Affordability	<p>The average price of a detached home Year to Date in LSTAR’s jurisdiction is \$262,001, up 3%, while the average price of a condo for the same period stands at \$179,021, up 4.4%. The average price of all homes Year to Date in LSTAR’s jurisdiction is \$246,849, up 3.4%.</p> <p>The following table, based on data taken from CREA’s National MLS® Report for August 2013 (the latest information available), demonstrates how homes in LSTAR’s jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centers.</p>																												
	<table><tr><th>City</th><th>Average Sale \$\$</th></tr><tr><td>Vancouver</td><td>\$775,811</td></tr><tr><td>Victoria</td><td>\$481,837</td></tr><tr><td>Toronto</td><td>\$523,228</td></tr><tr><td>Calgary</td><td>\$452,066</td></tr><tr><td>Hamilton-Burlington</td><td>\$390,859</td></tr><tr><td>Ottawa</td><td>\$348,453</td></tr><tr><td>Kitchener-Waterloo</td><td>\$337,755</td></tr><tr><td>Edmonton</td><td>\$365,467</td></tr><tr><td>Saskatoon</td><td>\$349,626</td></tr><tr><td>Regina</td><td>\$311,696</td></tr><tr><td>Halifax-Dartmouth</td><td>\$265,001</td></tr><tr><td>London St. Thomas</td><td>\$246,849</td></tr><tr><td>CANADA</td><td>\$382,083</td></tr></table>		City	Average Sale \$\$	Vancouver	\$775,811	Victoria	\$481,837	Toronto	\$523,228	Calgary	\$452,066	Hamilton-Burlington	\$390,859	Ottawa	\$348,453	Kitchener-Waterloo	\$337,755	Edmonton	\$365,467	Saskatoon	\$349,626	Regina	\$311,696	Halifax-Dartmouth	\$265,001	London St. Thomas	\$246,849	CANADA
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Market Factors	<p>Overall sales were up 3% in September, with a total of 614 homes exchanging hands in LSTAR’s jurisdiction. Detached homes were up 5.3%, while condos were down 7.8%. “To put this into perspective, overall sales were a little down in September 2012, says Doug Pedlar, President of the London and St. Thomas Association of REALTORS®. “This September was a little more like business as usual.”</p>																												

2013 Monthly Data							2012 Monthly Data				
DETACHED		%	CONDO	%	OTHER	TOTAL	%	DETACHED	CONDO	OTHER	TOTAL
Units Sold	519	5.3	95	-7.8	41	655	1.1	493	103	52	648
Dollar Volume	\$133,163,982	9.6	\$17,508,644	5.7	\$15,340,401	\$166,013,027	8.6	\$121,463,200	\$16,569,522	\$14,829,060	\$152,861,782
No.of Listings	1109	5.4	253	2.4	221	1583	2.1	1052	247	251	1550

<u>2013 Year-to Date</u>							<u>2012 Year-to-Date</u>				
DETACHED		%	CONDO	%	OTHER	TOTAL	%	DETACHED	CONDO	OTHER	TOTAL
Units Sold	5157	-2.7	1152	-4.8	395	6704	-4.4	5301	1210	503	7014
Dollar Volume	\$1,351,138,314	0.2	\$206,232,616	-0.3	\$152,672,152	\$1,710,043,082	-1.7	\$1,347,930,454	\$206,948,698	\$184,981,237	\$1,739,860,389
No.of Listings	10561	1.1	2524	1.6	2218	15,303	0.3	10442	2484	2328	15,254
Active Listings (end of period)	3016	2.0	658	3.0	1461	5135	3.7	2958	639	1356	4953

Detached	<u>2013</u>		<u>2012</u>
Average Price(Month)	\$256,578	4.1	\$246,376
Average Price (YTD)	\$262,001	3.0	\$254,279

Condo	<u>2013</u>		<u>2012</u>
Average Price(Month)	\$184,302	14.6	\$160,869
Average Price (YTD)	\$179,021	4.7	\$171,032

Total Residential	<u>2013</u>		<u>2012</u>
Average Price(Month)	\$245,395	6.0	\$231,599
Average Price (YTD)	\$246,849	3.4	\$238,808

2013 Monthly Data						2012 Monthly Data			
DETACHED		%	CONDO	%	TOTAL	%	DETACHED	CONDO	TOTAL
Units Sold	519	5.3	95	-7.8	614	3.0	493	103	596
Dollar Volume	\$133,163,982	9.6	\$17,508,644	5.7	\$150,672,626	9.2	\$121,463,200	\$16,569,522	\$138,032,722
No.of Listings	1109	5.4	253	2.4	1362	4.8	1052	247	1,299
Average Price (Sept)	\$256,578	-2.3	\$184,302	4.4	\$245,395	0.2			
Average Price (August)	\$262,532		\$176,524		\$244,985				
% 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	5157	-2.7	1152	-4.8	6309	-3.1	5301	1210	6,511
Dollar Volume	\$1,351,138,314	0.2	\$206,232,616	-0.3	\$ 1,557,370,930	0.2	\$1,347,930,454	\$206,948,698	\$1,554,879,152
No.of Listings	10561	1.1	2524	1.6	13085	1.2	10442	2484	12,926
Active Listings (end of period)	3016	2.0	658	3.0	3674	2.1	2958	639	3,597
Average Price YTD	\$262,001	3.0	\$179,021	4.4	\$246,849	3.4	<div>RESIDENTIAL STATISTICS Sept 2013</div>		
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
Sept 2013

ST. THOMAS STATISTICS**2013 Monthly Data****2012 Monthly Data**

		%	
Units Sold	56	9.8	51
Dollar Volume	\$10,593,200	6.8	\$9,918,200
No.of Listings	104	3.0	101
Active at End	344	-3.1	355

2013 Year-to Date**2012 Year-to-Date**

		%	
Units Sold	544	10.8	491
Dollar Volume	\$106,372,091	13.2	\$93,947,847
No.of Listings	986	-1.6	1002

Average Price (Sept 2013)	\$189,164	-6.9	Average Price (Sept 2012)
Average Price (August 2013)	\$203,265		\$194,475
Average Price YTD	\$195,537	2.1	Average Price (YTD 2012)
Average Price (Dec.31/12) *	\$191,607		\$191,340

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

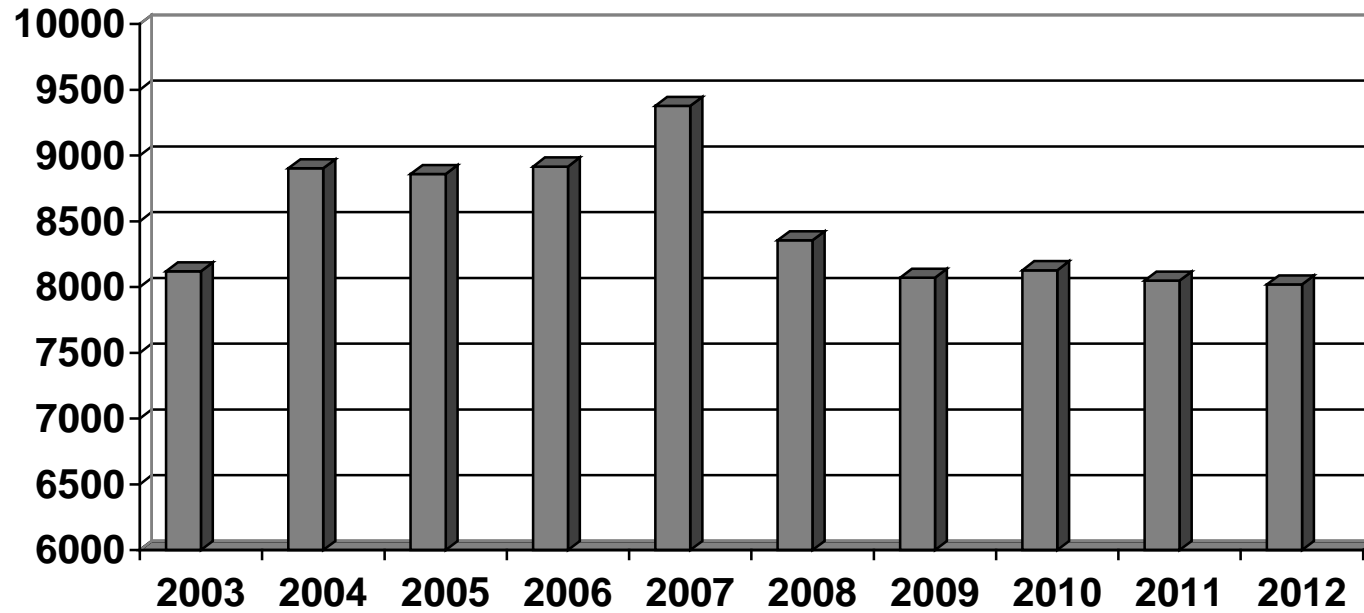
ST. THOMAS

Sales by Month

YEAR	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
2013	42	50	50	76	86	53	78	54	56			
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	75	70	67	58	52	44	29

MLS® Residential Sales

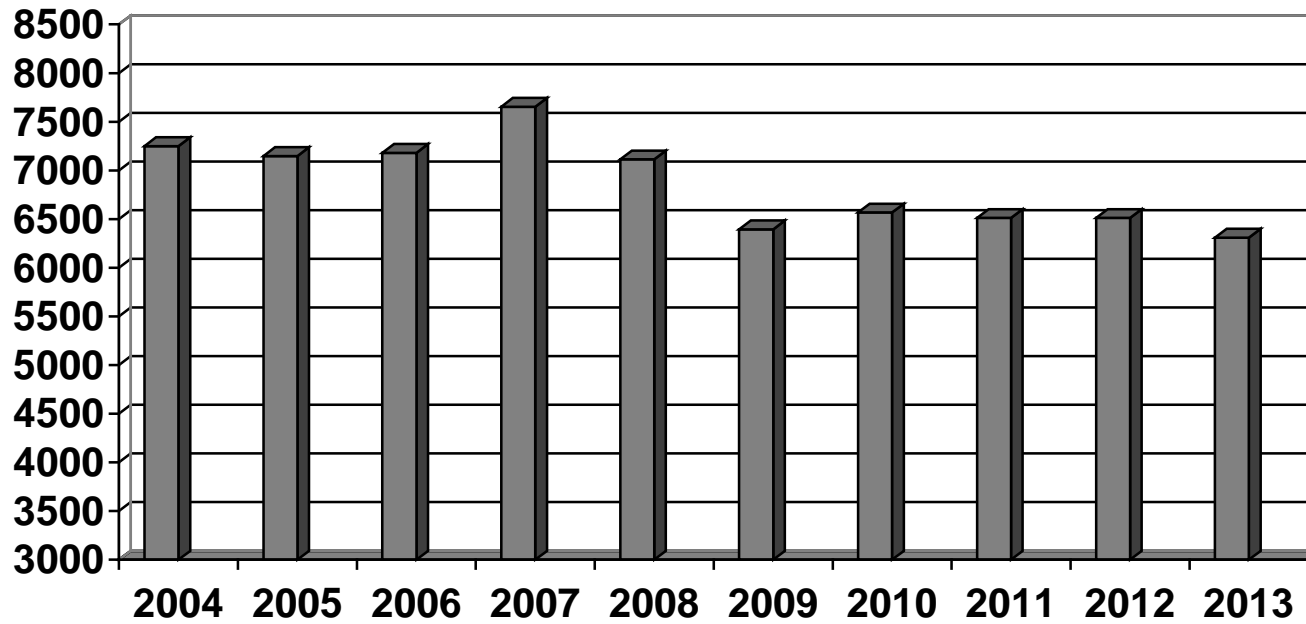
(Jan. 1 to Dec. 31 – a 10 year review)



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

MLS® Residential Sales

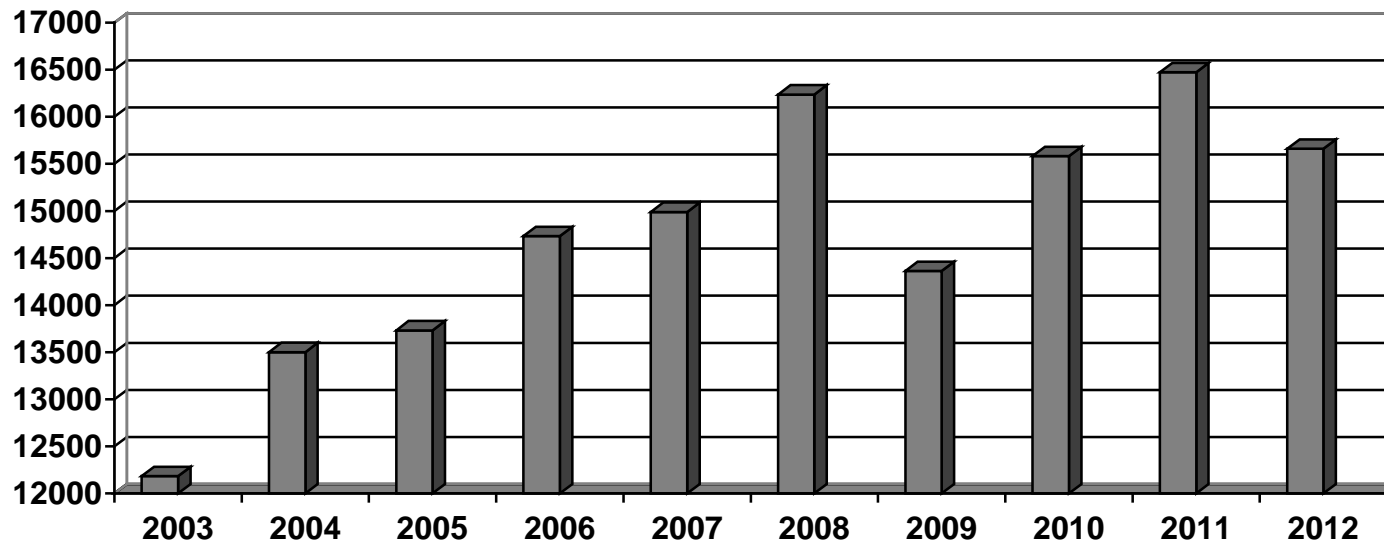
(September YTD – a 10 year review)



2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
7249	7147	7181	7654	7113	6395	6567	6512	6511	6309

MLS® Residential Listings

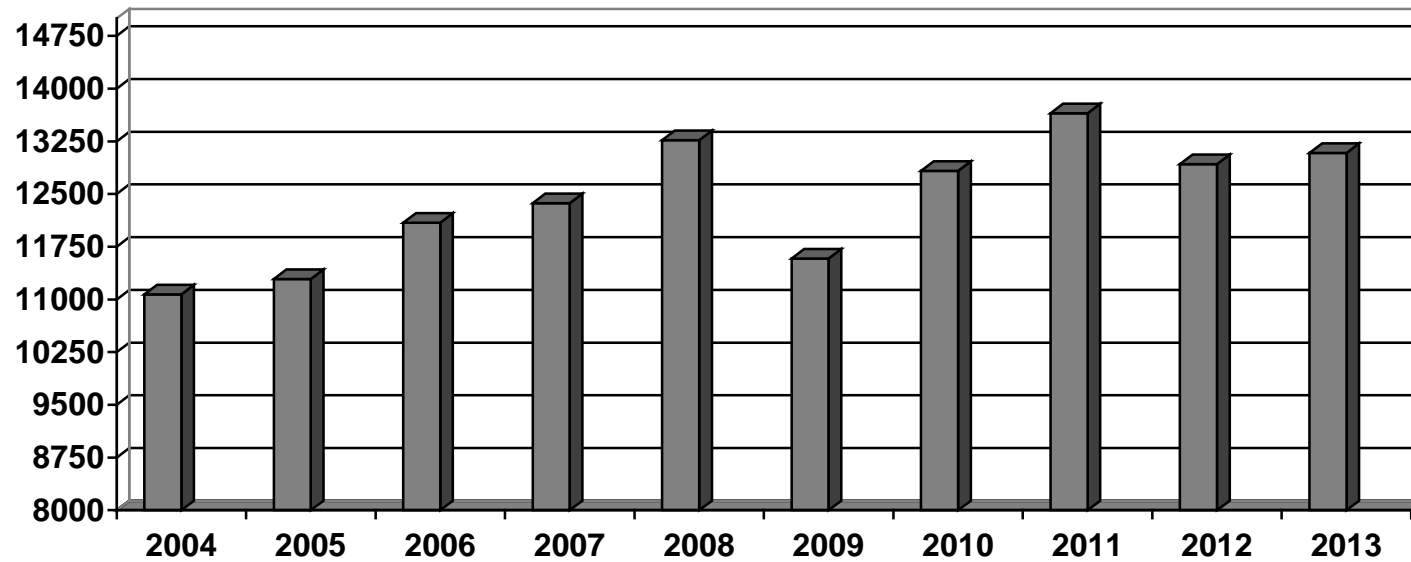
(Jan. 1 to Dec. 31 – a 10 year review)



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

MLS® Residential Listings

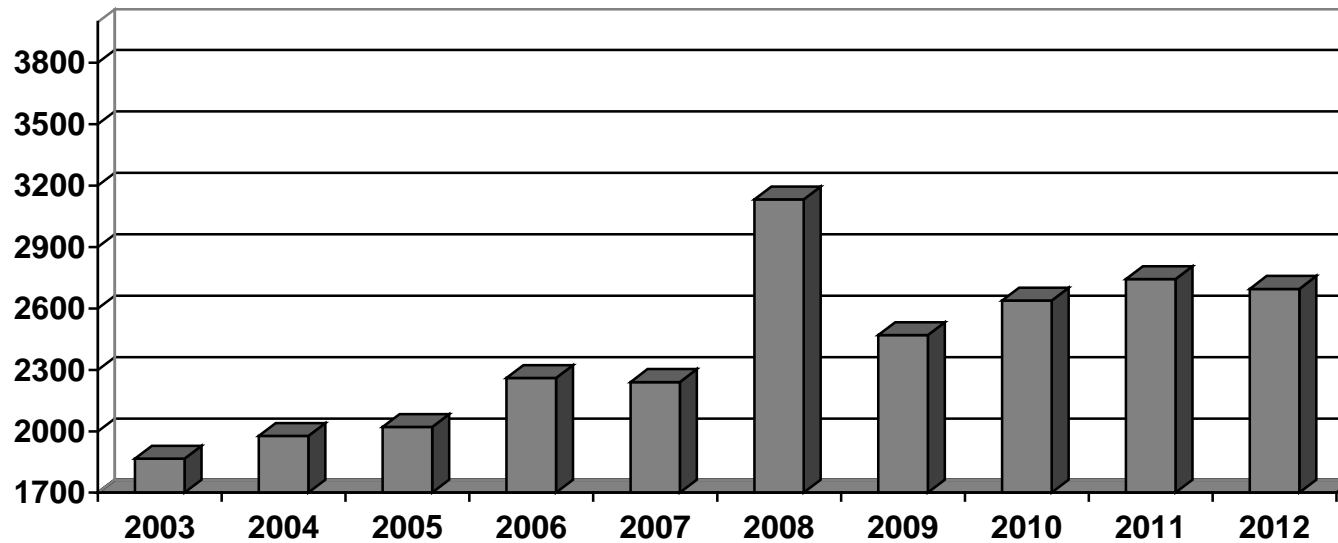
(September YTD – a 10 year review)



2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
11071	11292	12094	12368	13268	11581	12829	13649	12926	13085

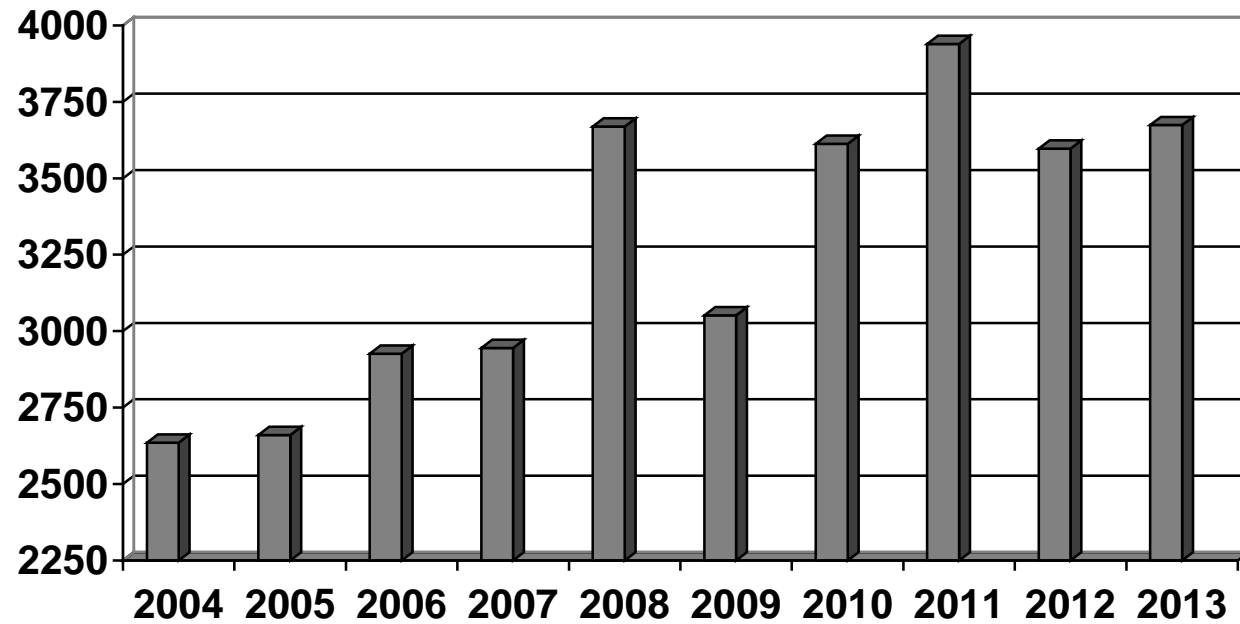
Active MLS® Residential Listings – End of Period

(10 year review)



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

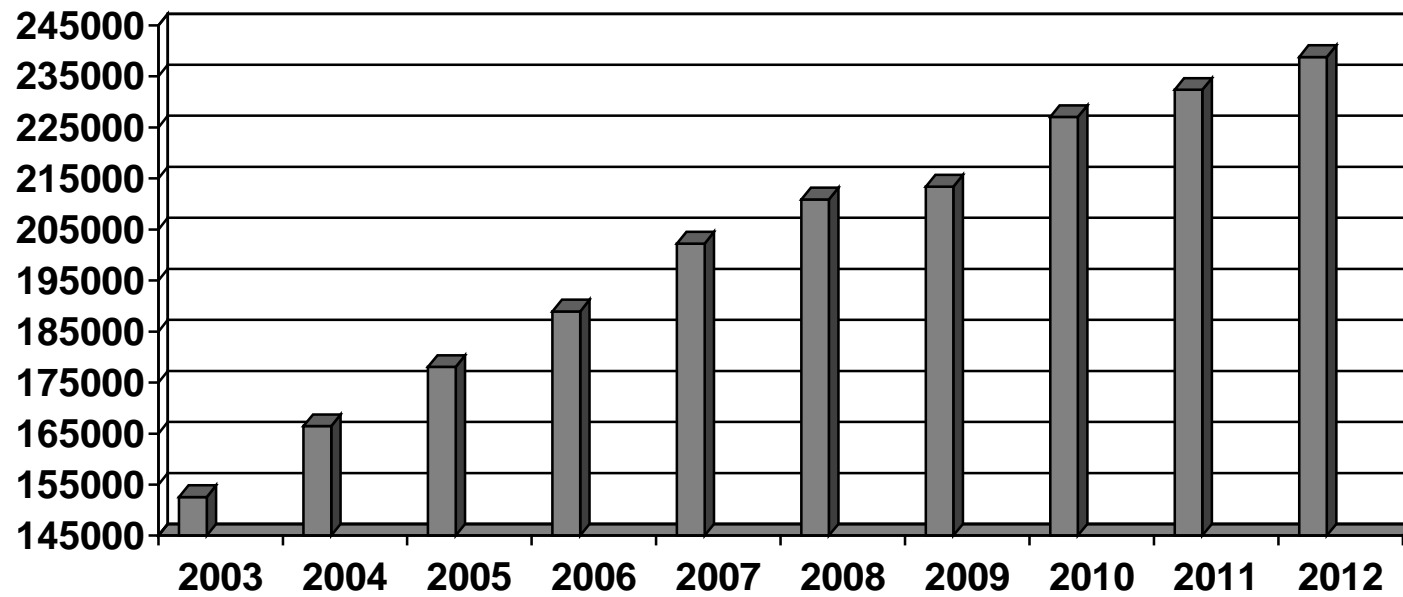
Active MLS® Residential Listings End of Period as of September (10 year review)



2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
2635	2660	2926	2945	3669	3052	3613	3939	3597	3674

Average Residential Price in Association's Jurisdiction

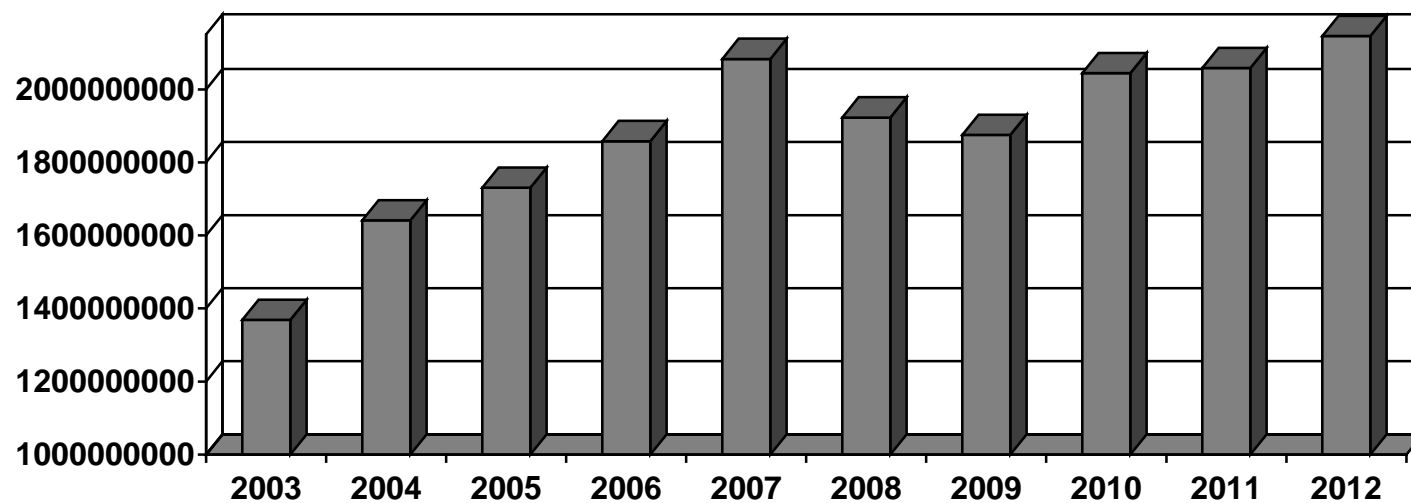
(10 year review)



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

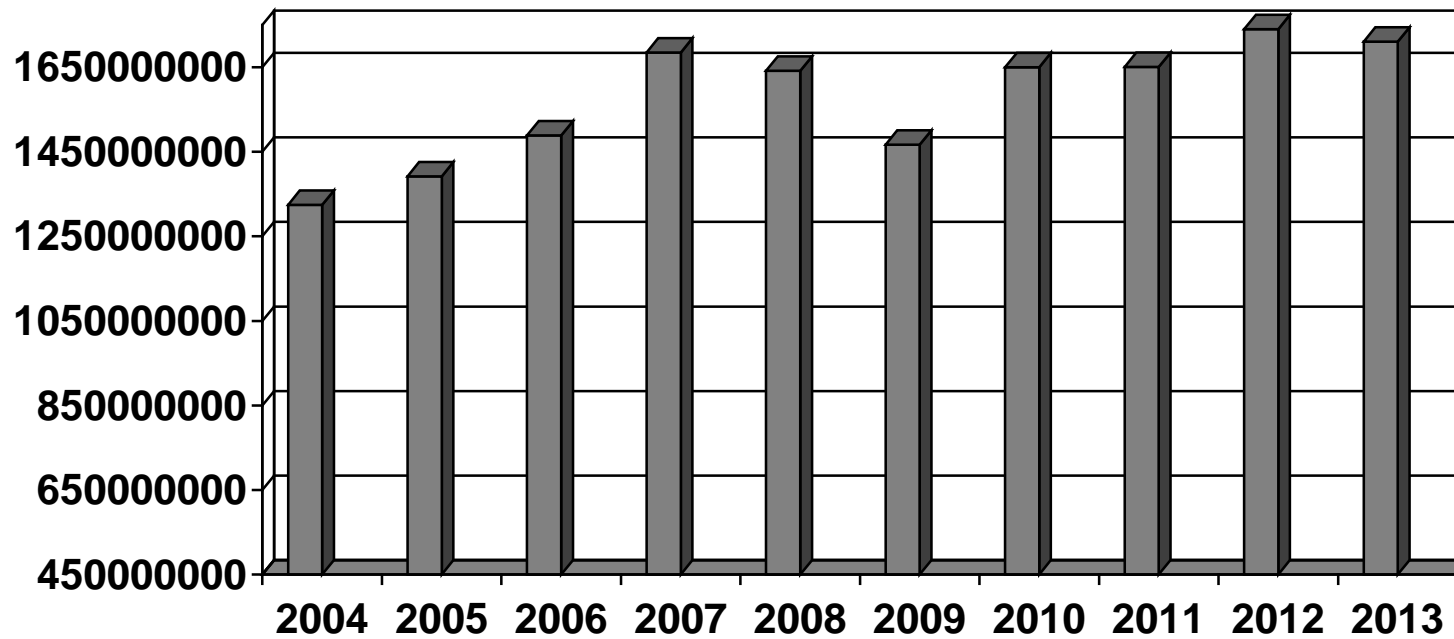
(10 year review)



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 September

(10 year review)



2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
1,324,583,258	1,391,903,903	1,488,369,801	1,684,839,575	1,641,710,812	1,466,373,515	1,649,719,421	1,650,448,117	1,739,860,389	1,710,043,082

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	179.6	166.3	155.7	126.9	109.8	96.2	74.3
10 Year Average: Detached	363.2	486.9	642.7	708.8	773.7	730.7	666.6	613.9	548.3	468.3	423.8	269.4
2013	438	576	612	864	941	795	788	696	614			
Condo	77	128	117	144	152	141	158	142	95			
Detached	361	448	495	720	789	654	630	554	519			
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	\$247,448	\$195,537	\$246,849

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 September 2013

London

Item	2012 Average Sale Price *	2013 Year to Date	%
NORTH			
Total Detached North	\$318,346	\$322,026	1.2%
Total Condo North	\$209,957	\$216,372	3.1%
Bungalow North	\$252,050	\$248,423	-1.4%
Two Storey North	\$344,319	\$346,823	0.7%
Ranch North	\$367,893	\$359,931	-2.2%
Townhouse Condo North	\$192,739	\$193,534	0.4%
SOUTH			
Total Detached South	\$269,941	\$283,963	5.2%
Total Condo South	\$153,782	\$159,934	4.0%
Bungalow South	\$201,111	\$213,392	6.1%
Two Storey South	\$334,382	\$350,937	5.0%
Ranch South	\$288,109	\$306,642	6.4%
Townhouse Condo South	\$141,778	\$143,859	1.5%
EAST			
Total Detached East	\$204,486	\$202,043	-1.2%
Total Condo East	\$147,403	\$156,562	6.2%
Bungalow East	\$165,345	\$161,852	-2.1%
Two Storey East	\$272,202	\$271,304	-0.3%
Ranch East	\$202,905	\$201,626	-0.6%
Townhouse Condo East	\$122,821	\$120,236	-2.1%

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

Statistical Breakdown by Area for September 2013

Elgin

Item	2012 Average Sale Price *	2013 Year to Date	%
Total Detached	\$229,221	\$231,592	1.0%
Total Condo	\$225,667	\$166,500	-26.2%
Bungalow	\$179,060	\$174,229	-2.7%
Two Storey	\$317,989	\$301,631	-5.1%
Ranch	\$265,556	\$288,940	8.8%
Townhouse Condo	\$233,875	\$183,357	-21.6%

St. Thomas

Item	2012 Average Sale Price *	2013 Year to Date	%
Total Detached	\$191,949	\$197,595	2.9%
Total Condo	\$227,143	\$181,714	-20.0%
Bungalow	\$177,004	\$189,769	7.2%
Two Storey	\$237,513	\$237,245	-0.1%
Ranch	\$197,621	\$219,535	11.1%
Townhouse Condo	\$0	\$0	n/a

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

Statistical Breakdown by Area for September 2013

Middlesex County

Item	2012 Average Sale Price *	2013 Year to Date	%
Total Detached	\$295,540	\$306,734	3.8%
Total Condo	\$252,656	\$269,625	6.7%
Bungalow	\$194,557	\$237,004	21.8%
Two Storey	\$360,149	\$355,425	-1.3%
Ranch	\$320,454	\$331,292	3.4%
Townhouse Condo	\$263,500	\$287,500	9.1%

Strathroy

Item	2012 Average Sale Price *	2013 Year to Date	%
Total Detached	\$217,860	\$218,210	0.2%
Total Condo	\$154,711	\$159,914	3.4%
Bungalow	\$196,885	\$195,338	-0.8%
Two Storey	\$260,290	\$275,923	6.0%
Ranch	\$259,220	\$232,868	-10.2%
Townhouse Condo	\$138,333	\$122,000	-11.8%

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