



**LONDON
ST. THOMAS
ASSOCIATION OF
REALTORS®**

Bringing people and properties together

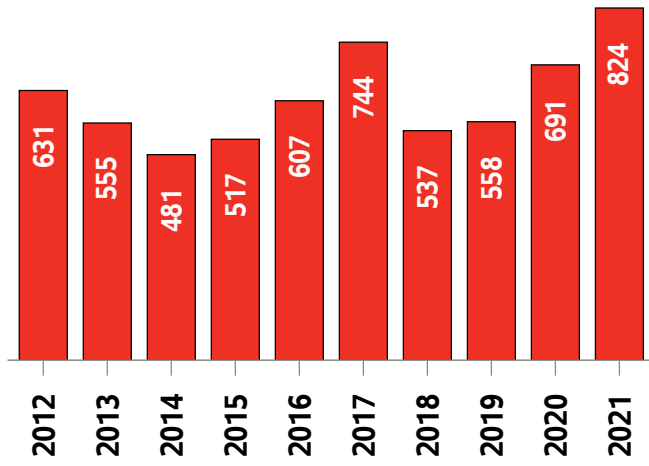
**London and St. Thomas Association of
REALTORS®
Residential Market Activity and MLS® HPI
Report
February 2021**



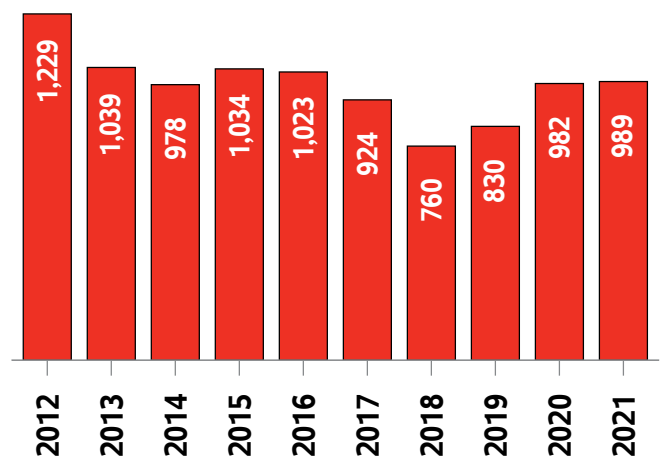
Prepared for the London and St. Thomas Association of REALTORS® by the Canadian Real Estate Association

London and St. Thomas MLS® Residential Market Activity

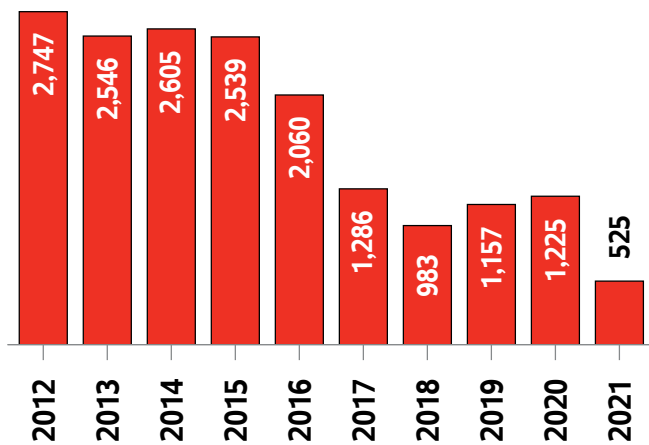
Sales Activity (February only)



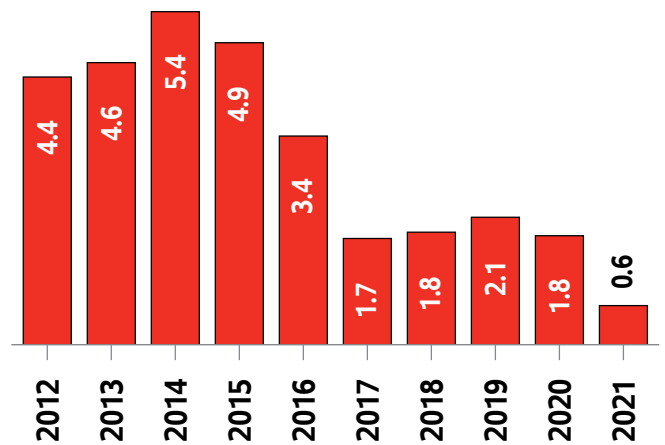
New Listings (February only)



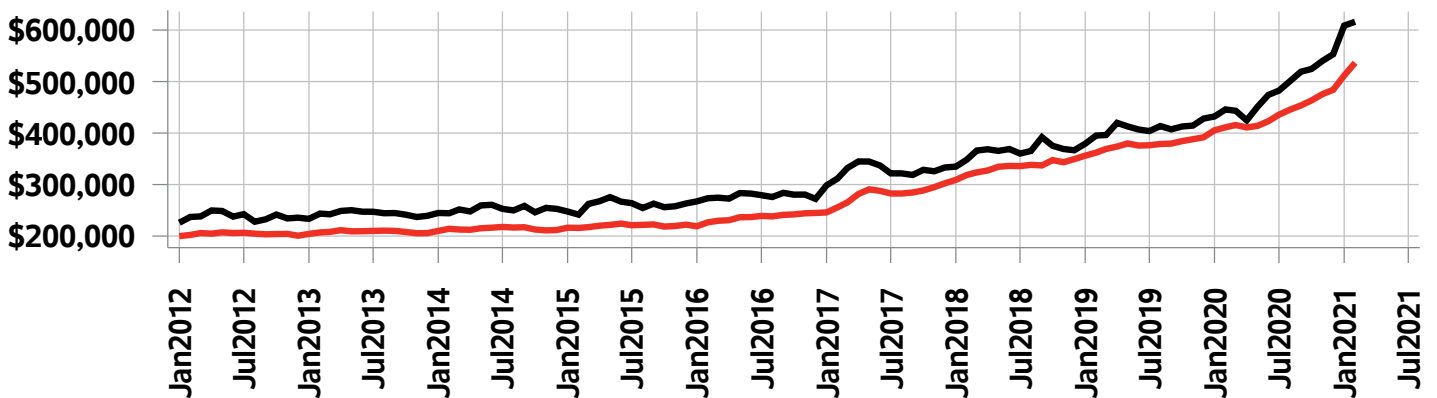
Active Listings (February only)



Months of Inventory (February only)

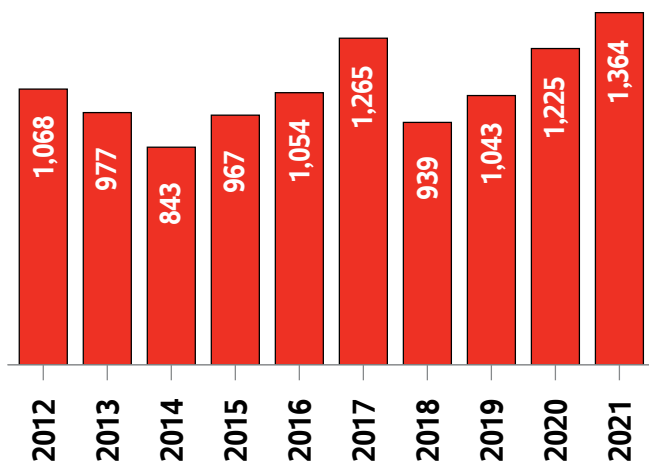


MLS® HPI Composite Benchmark Price and Average Price

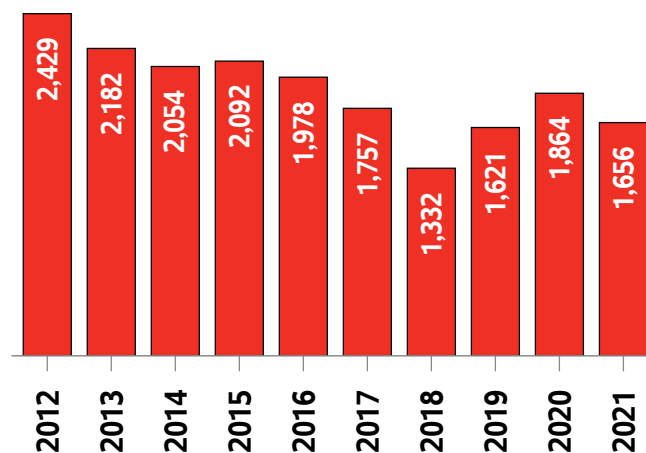


London and St. Thomas MLS® Residential Market Activity

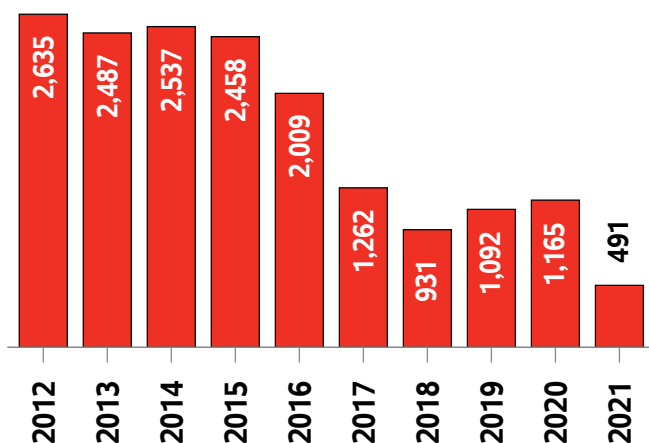
Sales Activity (February Year-to-date)



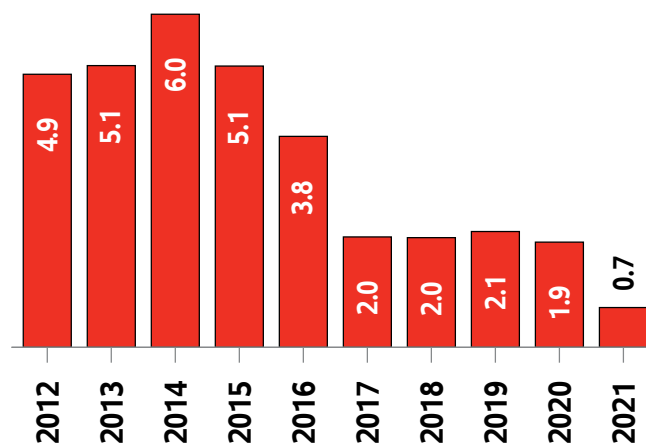
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

London and St. Thomas MLS® Residential Market Activity

Actual	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	824	19.2	47.7	53.4	35.7	71.3	56.1
Dollar Volume	\$507,637,403	64.8	130.2	171.3	205.8	332.0	311.7
New Listings	989	0.7	19.2	30.1	-3.3	1.1	-10.1
Active Listings	525	-57.1	-54.6	-46.6	-74.5	-79.8	-80.5
Sales to New Listings Ratio ¹	83.3	70.4	67.2	70.7	59.3	49.2	48.0
Months of Inventory ²	0.6	1.8	2.1	1.8	3.4	5.4	5.1
Average Price	\$616,065	38.2	55.9	76.8	125.3	152.2	163.8
Median Price	\$587,150	39.5	58.1	77.9	144.6	157.5	177.0
Sales to List Price Ratio	114.1	103.7	103.1	102.6	98.0	97.3	97.3
Median Days on Market	7.0	8.0	9.0	10.0	24.0	27.0	32.0
Year-to-date	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	1,364	11.3	30.8	45.3	29.4	61.8	47.0
Dollar Volume	\$836,259,835	55.2	106.8	159.9	192.9	305.7	291.5
New Listings	1,656	-11.2	2.2	24.3	-16.3	-19.4	-25.3
Active Listings ³	491	-57.9	-55.1	-47.3	-75.6	-80.7	-80.9
Sales to New Listings Ratio ⁴	82.4	65.7	64.3	70.5	53.3	41.0	41.8
Months of Inventory ⁵	0.7	1.9	2.1	2.0	3.8	6.0	5.5
Average Price	\$613,094	39.4	58.1	79.0	126.4	150.8	166.4
Median Price	\$580,000	38.4	60.8	83.8	136.7	161.3	174.9
Sales to List Price Ratio	112.4	102.7	102.6	101.9	97.7	97.1	97.2
Median Days on Market	7.0	10.0	10.0	13.0	28.0	33.0	36.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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

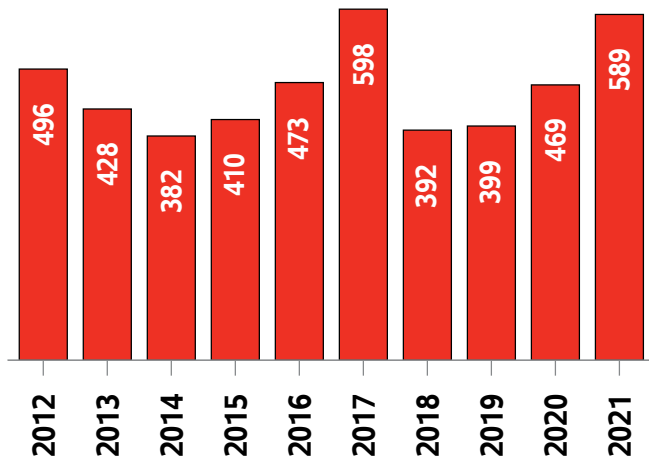
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

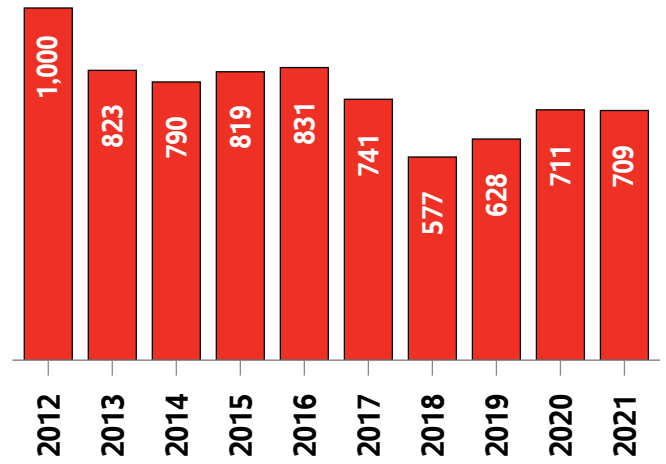
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

London and St. Thomas MLS® Single Family Market Activity

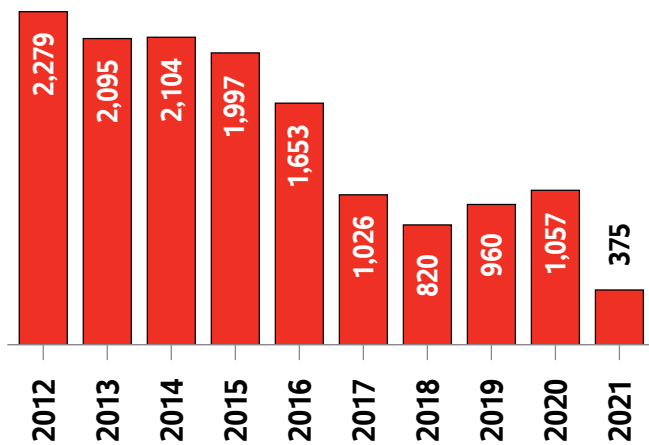
Sales Activity (February only)



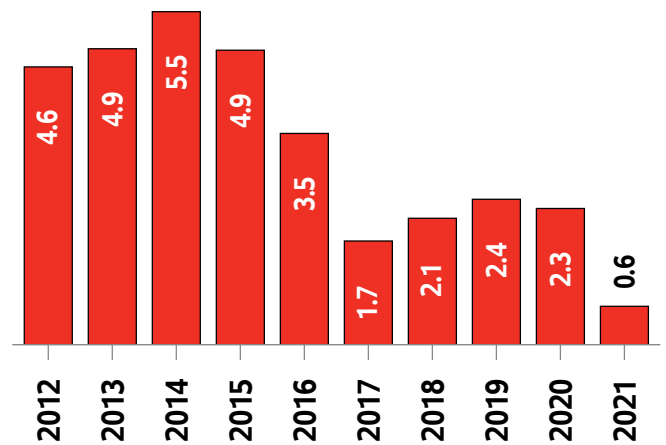
New Listings (February only)



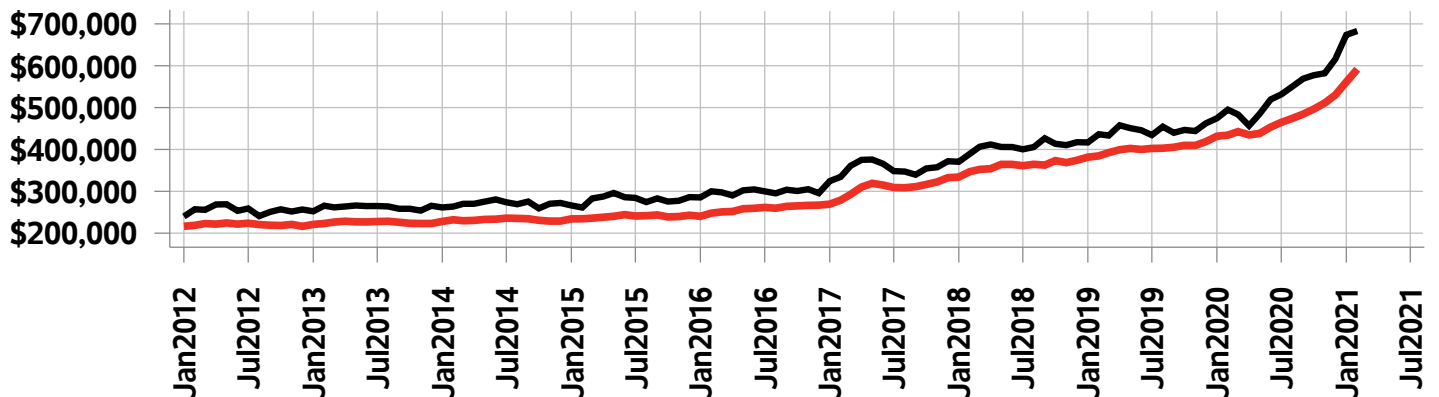
Active Listings (February only)



Months of Inventory (February only)

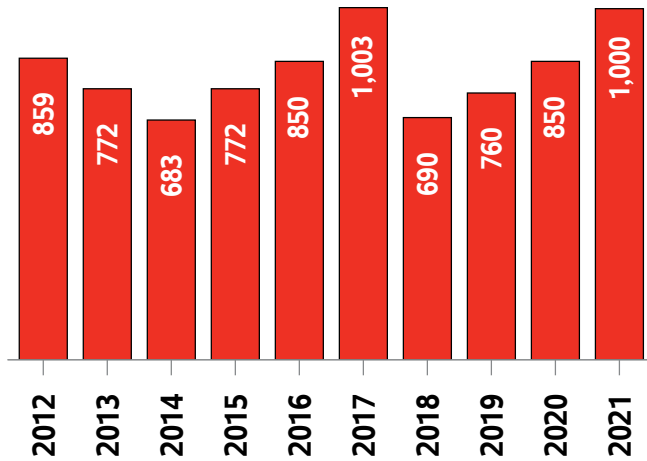


MLS® HPI Single Family Benchmark Price and Average Price

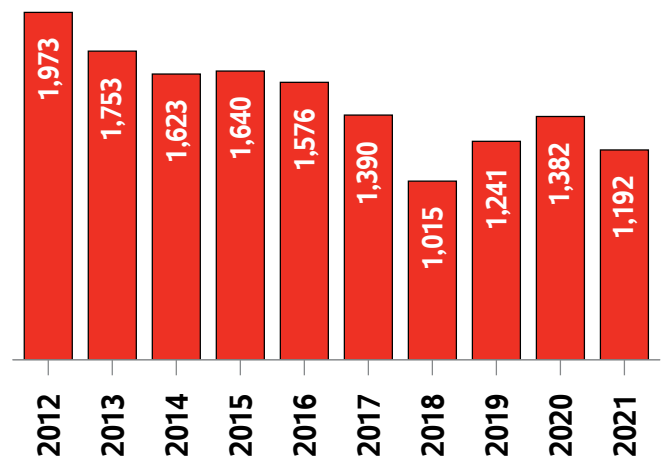


London and St. Thomas MLS® Single Family Market Activity

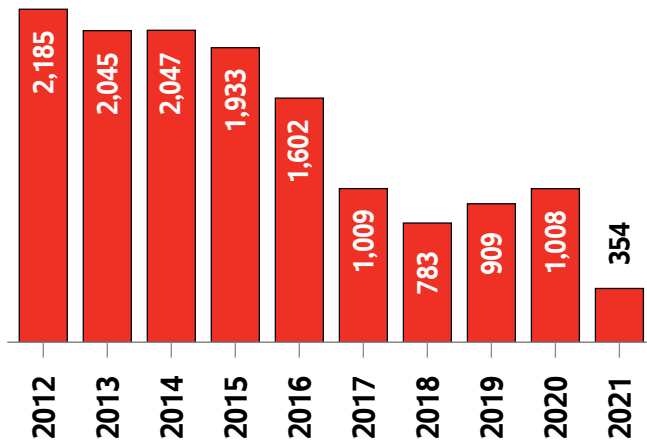
Sales Activity (February Year-to-date)



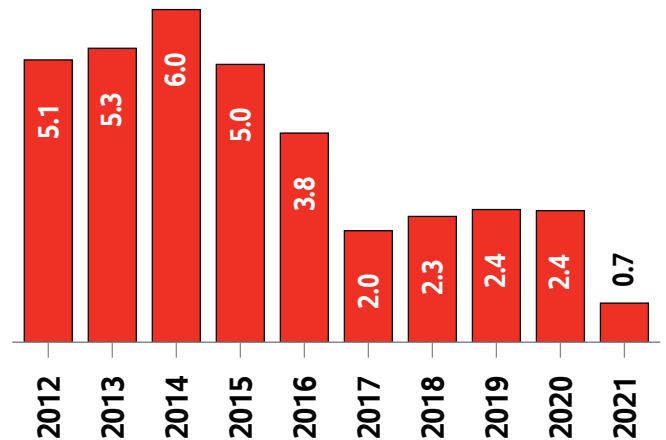
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

London and St. Thomas MLS® Single Family Market Activity

Actual	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	589	25.6	47.6	50.3	24.5	54.2	39.2
Dollar Volume	\$402,309,955	73.3	131.1	163.5	183.5	299.7	280.4
New Listings	709	-0.3	12.9	22.9	-14.7	-10.3	-18.9
Active Listings	375	-64.5	-60.9	-54.3	-77.3	-82.2	-83.1
Sales to New Listings Ratio ¹	83.1	66.0	63.5	67.9	56.9	48.4	48.4
Months of Inventory ²	0.6	2.3	2.4	2.1	3.5	5.5	5.2
Average Price	\$683,039	38.0	56.5	75.4	127.7	159.2	173.2
Median Price	\$650,000	38.0	58.7	78.1	144.4	170.8	182.6
Sales to List Price Ratio	113.5	102.9	102.0	101.7	98.1	97.3	97.3
Median Days on Market	7.0	10.0	11.0	11.0	21.0	26.0	31.0
Year-to-date	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	1,000	17.6	31.6	44.9	17.6	46.4	34.2
Dollar Volume	\$679,180,348	64.5	109.3	158.2	172.2	278.7	272.4
New Listings	1,192	-13.7	-3.9	17.4	-24.4	-26.6	-33.1
Active Listings ³	354	-64.9	-61.1	-54.8	-77.9	-82.7	-83.4
Sales to New Listings Ratio ⁴	83.9	61.5	61.2	68.0	53.9	42.1	41.8
Months of Inventory ⁵	0.7	2.4	2.4	2.3	3.8	6.0	5.7
Average Price	\$679,180	39.8	59.0	78.1	131.4	158.6	177.4
Median Price	\$640,000	37.6	60.0	77.8	138.5	168.9	184.4
Sales to List Price Ratio	111.8	102.0	101.6	101.0	97.8	97.2	97.2
Median Days on Market	7.0	12.0	11.0	14.0	27.0	32.0	37.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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

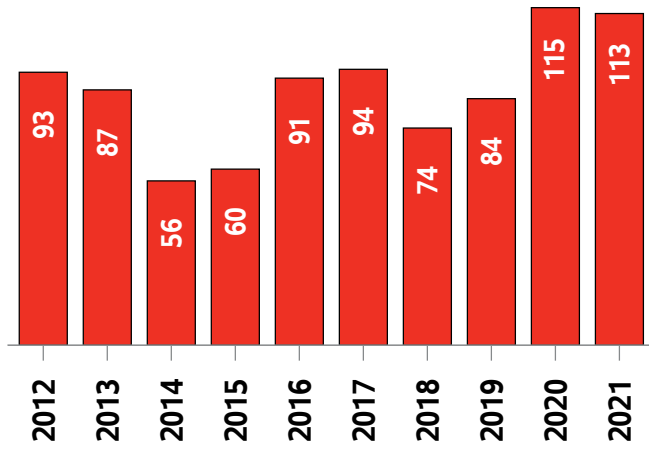
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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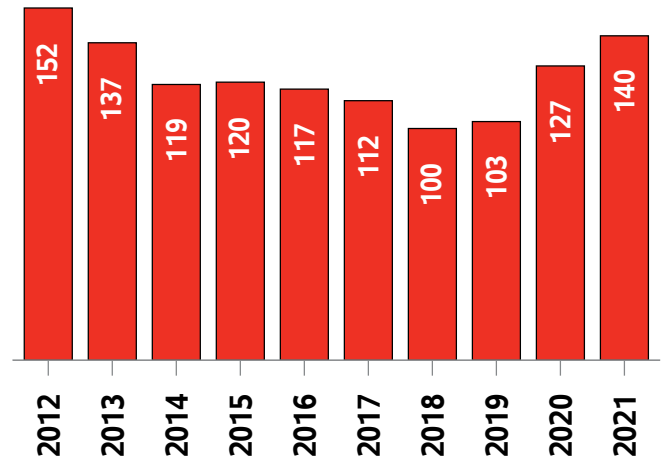
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

London and St. Thomas MLS® Townhouse Market Activity

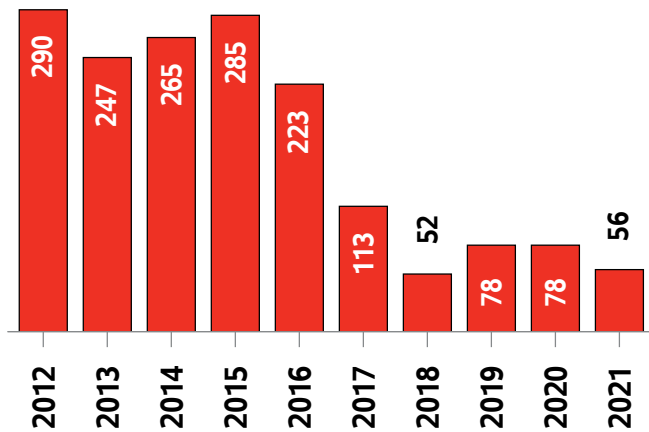
Sales Activity (February only)



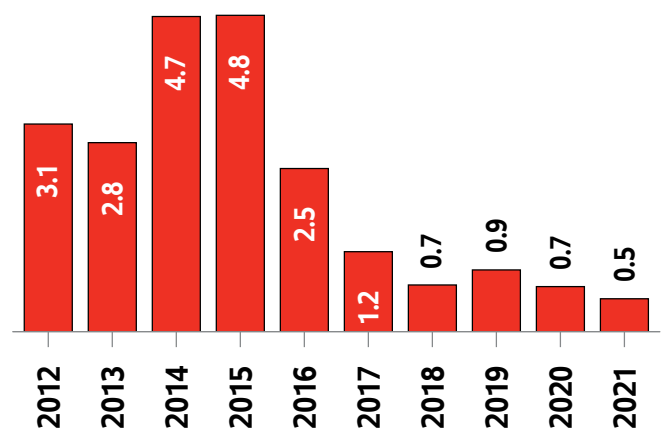
New Listings (February only)



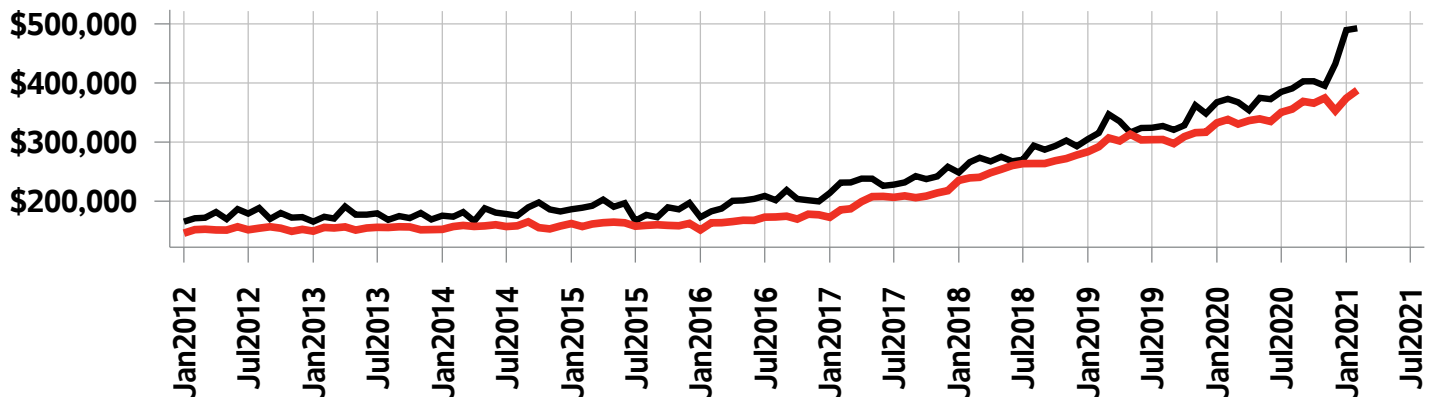
Active Listings (February only)



Months of Inventory (February only)

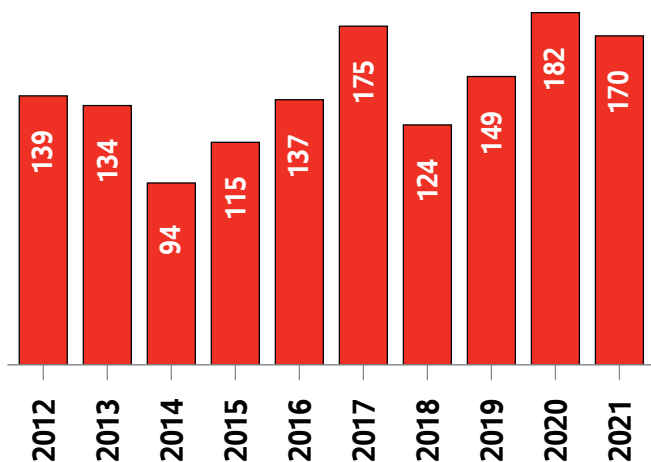


MLS® HPI Townhouse Benchmark Price and Average Price

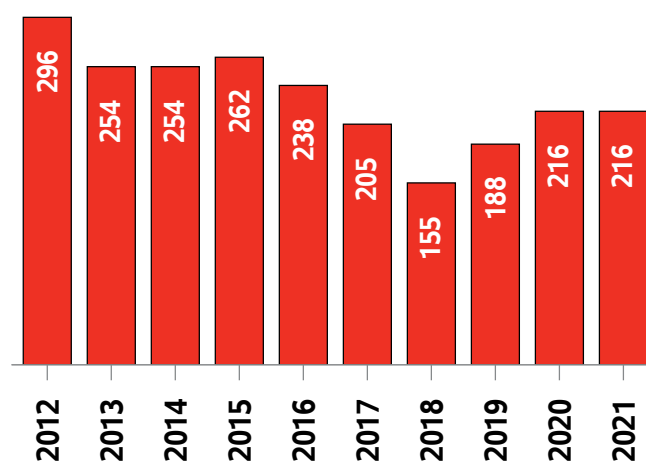


London and St. Thomas MLS® Townhouse Market Activity

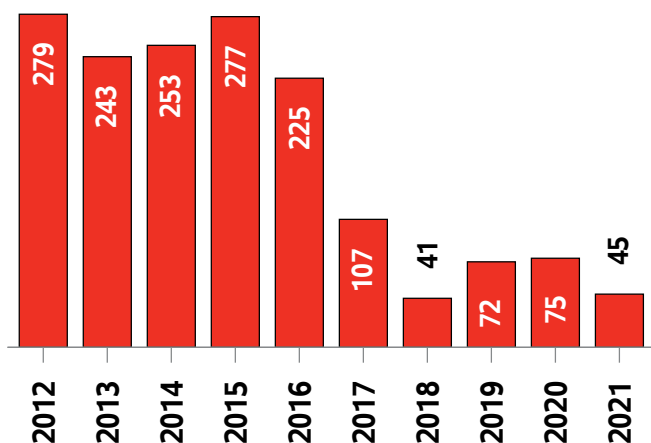
Sales Activity (February Year-to-date)



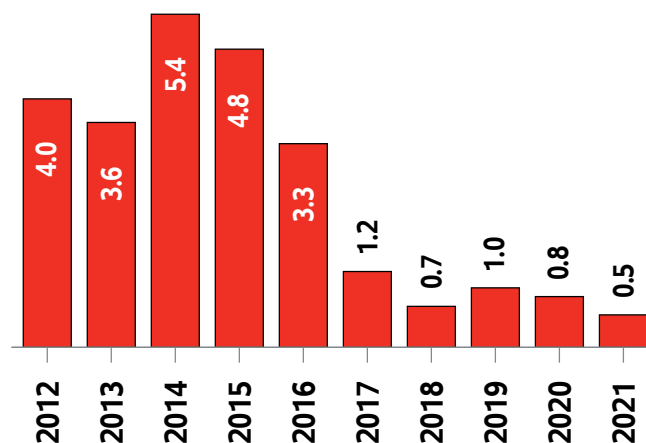
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

London and St. Thomas MLS® Townhouse Market Activity

Actual	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	113	-1.7	34.5	52.7	24.2	101.8	50.7
Dollar Volume	\$55,659,227	29.7	110.0	182.7	234.5	472.1	328.2
New Listings	140	10.2	35.9	40.0	19.7	17.6	10.2
Active Listings	56	-28.2	-28.2	7.7	-74.9	-78.9	-79.8
Sales to New Listings Ratio ¹	80.7	90.6	81.6	74.0	77.8	47.1	59.1
Months of Inventory ²	0.5	0.7	0.9	0.7	2.5	4.7	3.7
Average Price	\$492,560	32.0	56.1	85.1	169.4	183.5	184.2
Median Price	\$471,499	25.7	52.6	96.0	177.4	211.7	194.7
Sales to List Price Ratio	119.7	106.4	107.1	107.2	97.9	97.6	97.9
Median Days on Market	7.0	6.0	7.5	7.0	33.0	26.5	29.0
Year-to-date	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	170	-6.6	14.1	37.1	24.1	80.9	34.9
Dollar Volume	\$83,563,452	23.8	80.4	160.2	239.7	409.6	260.8
New Listings	216	0.0	14.9	39.4	-9.2	-15.0	-18.5
Active Listings ³	45	-40.3	-37.8	8.5	-80.2	-82.4	-83.5
Sales to New Listings Ratio ⁴	78.7	84.3	79.3	80.0	57.6	37.0	47.5
Months of Inventory ⁵	0.5	0.8	1.0	0.7	3.3	5.4	4.3
Average Price	\$491,550	32.5	58.1	89.8	173.8	181.8	167.4
Median Price	\$473,250	24.9	57.6	97.2	186.0	212.9	188.7
Sales to List Price Ratio	118.6	105.5	105.7	106.7	97.9	97.5	97.9
Median Days on Market	7.0	6.5	8.0	7.0	36.0	28.5	33.5

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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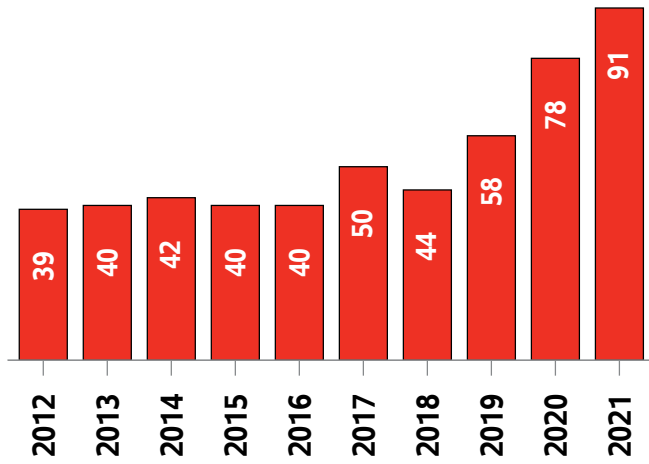
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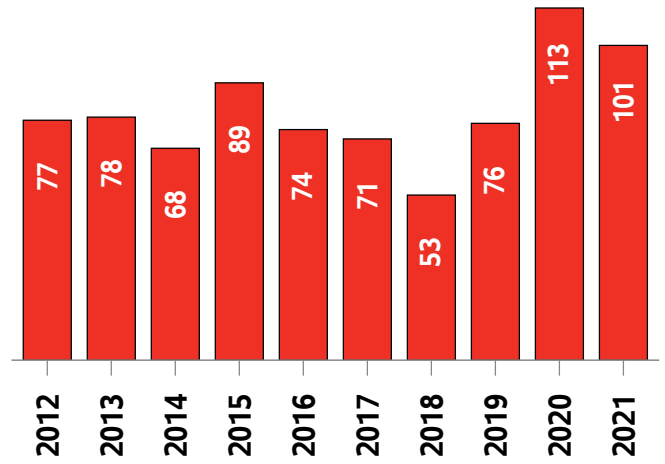
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London and St. Thomas MLS® Apartment Market Activity

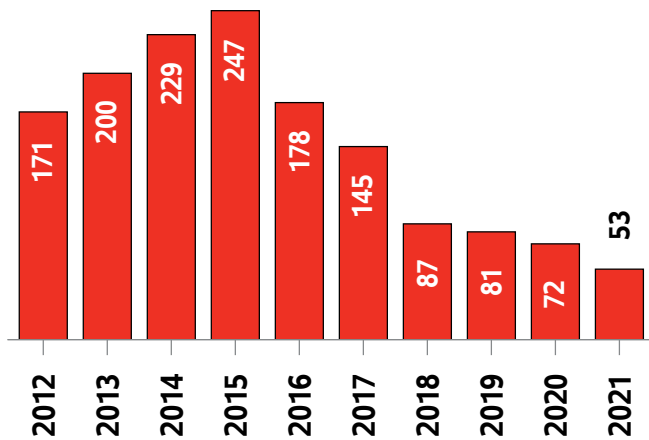
Sales Activity (February only)



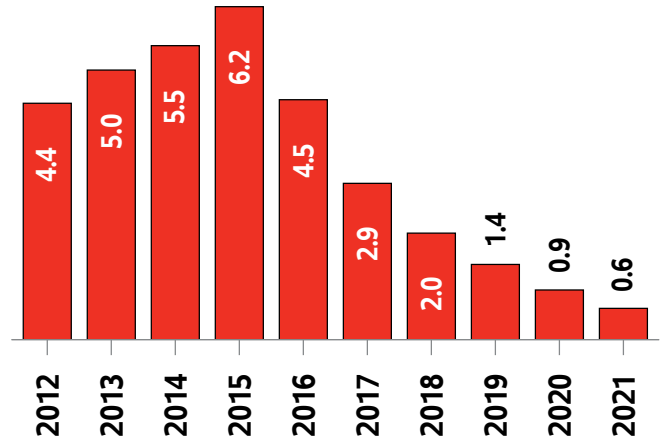
New Listings (February only)



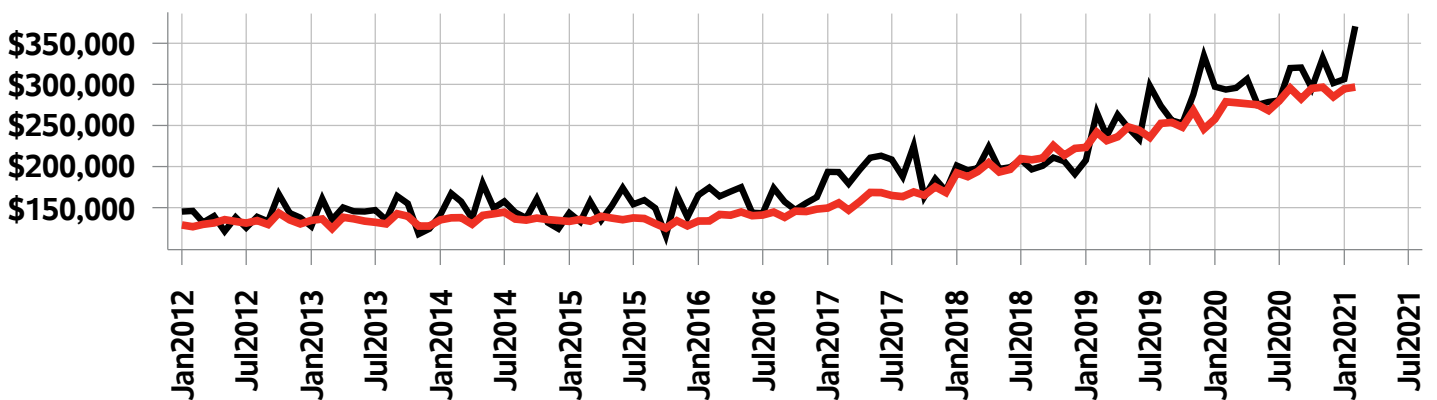
Active Listings (February only)



Months of Inventory (February only)

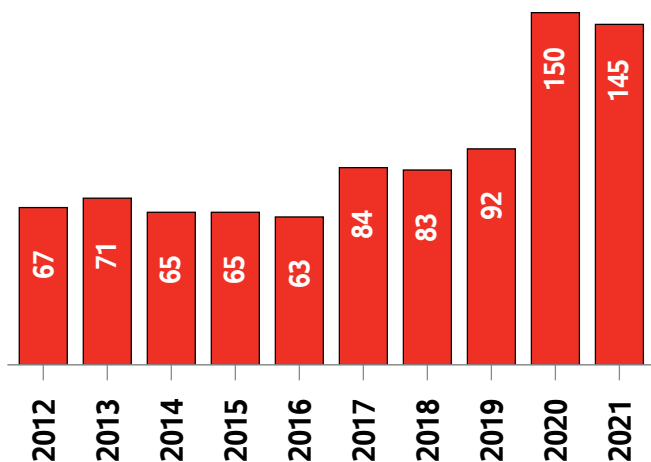


MLS® HPI Apartment Benchmark Price and Average Price

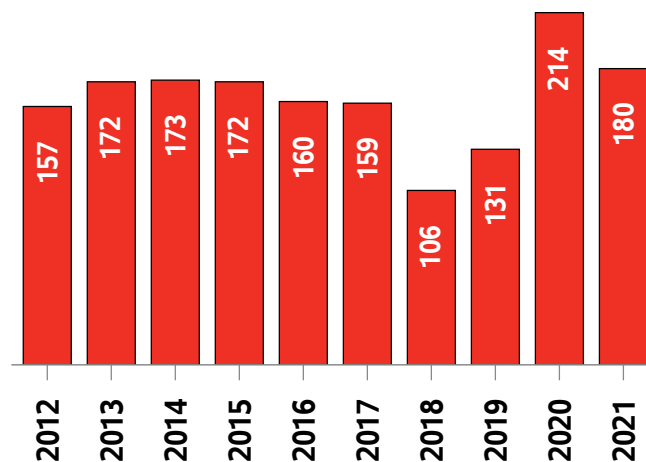


London and St. Thomas MLS® Apartment Market Activity

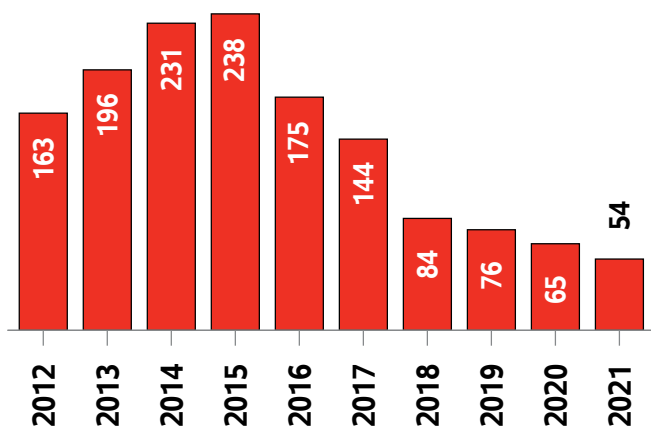
Sales Activity (February Year-to-date)



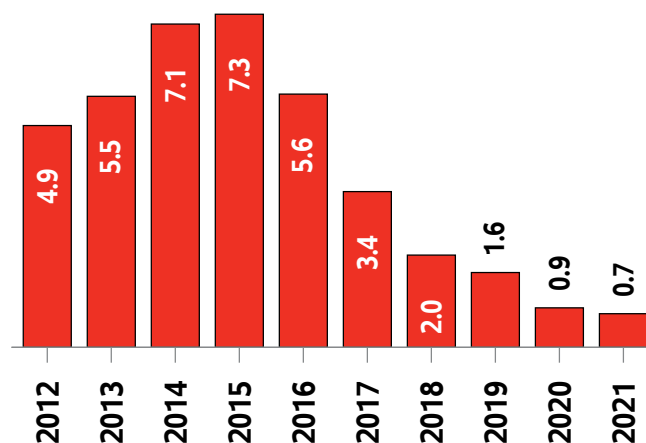
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February Year-to-date)



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² Average active listings January to the current month/average of sales January to the current month

London and St. Thomas MLS® Apartment Market Activity

Actual	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	91	16.7	56.9	106.8	127.5	116.7	203.3
Dollar Volume	\$33,726,521	47.2	118.8	292.1	383.3	380.0	641.5
New Listings	101	-10.6	32.9	90.6	36.5	48.5	6.3
Active Listings	53	-26.4	-34.6	-39.1	-70.2	-76.9	-72.3
Sales to New Listings Ratio ¹	90.1	69.0	76.3	83.0	54.1	61.8	31.6
Months of Inventory ²	0.6	0.9	1.4	2.0	4.5	5.5	6.4
Average Price	\$370,621	26.2	39.4	89.6	112.4	121.6	144.4
Median Price	\$330,000	18.8	50.0	69.0	143.6	144.5	154.9
Sales to List Price Ratio	108.6	103.7	104.8	102.2	97.4	96.5	96.4
Median Days on Market	8.0	8.0	8.0	14.0	41.0	37.0	40.5
Year-to-date	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	145	-3.3	57.6	74.7	130.2	123.1	158.9
Dollar Volume	\$50,265,269	13.5	123.6	205.6	366.3	389.3	536.7
New Listings	180	-15.9	37.4	69.8	12.5	4.0	8.4
Active Listings ³	54	-17.7	-29.1	-36.3	-69.4	-76.8	-68.4
Sales to New Listings Ratio ⁴	80.6	70.1	70.2	78.3	39.4	37.6	33.7
Months of Inventory ⁵	0.7	0.9	1.6	2.0	5.6	7.1	6.1
Average Price	\$346,657	17.4	41.9	74.9	102.6	119.3	145.9
Median Price	\$320,000	20.8	52.3	64.1	141.5	138.8	149.5
Sales to List Price Ratio	107.9	103.1	103.8	101.4	96.8	96.5	96.7
Median Days on Market	8.0	8.0	11.0	14.0	39.0	42.0	37.0

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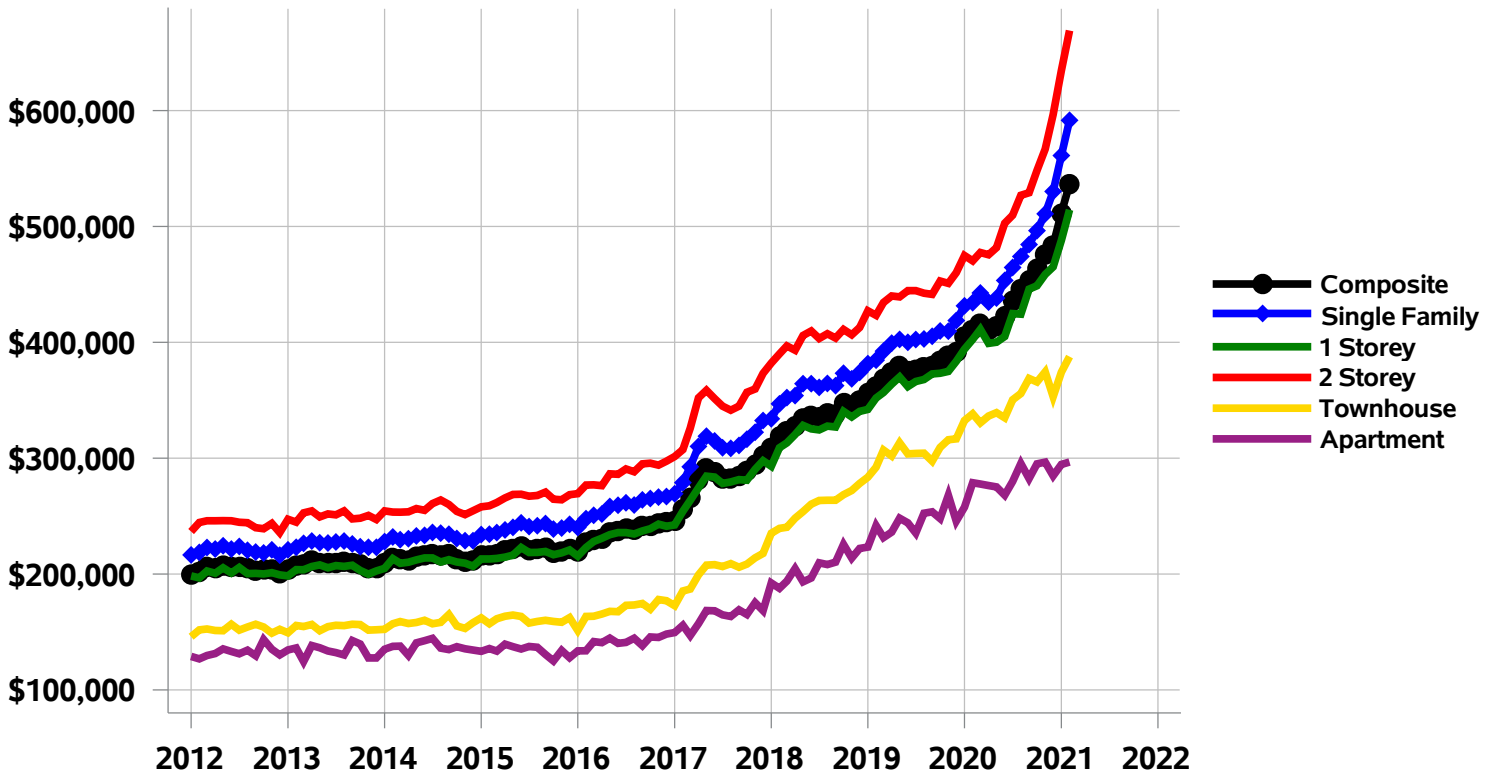
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

London and St. Thomas MLS® HPI Benchmark Price

MLS® Home Price Index Benchmark Price

Benchmark Type:	February 2021	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$536,500	4.9	12.8	20.5	30.5	68.3	136.7
Single Family	\$591,600	5.4	15.8	24.8	36.3	70.5	138.7
One Storey	\$514,400	5.4	12.2	21.2	27.8	66.5	130.8
Two Storey	\$669,100	5.5	18.0	27.0	42.3	71.6	141.7
Townhouse	\$387,700	3.6	3.5	9.0	14.6	61.9	137.3
Apartment	\$296,700	0.7	0.0	0.4	6.4	58.1	121.7

MLS® HPI Benchmark Price



London and St. Thomas MLS® HPI Benchmark Descriptions

Composite

Features	Value
Above Ground Bedrooms	3
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1355
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	1
Total Number Of Rooms	10
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

Single Family

Features	Value
Above Ground Bedrooms	3
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1433
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5980
Number of Fireplaces	1
Total Number Of Rooms	10
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

London and St. Thomas MLS® HPI Benchmark Descriptions

1 Storey

Features	Value
Above Ground Bedrooms	3
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1277
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6427
Number of Fireplaces	1
Total Number Of Rooms	10
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

2 Storey

Features	Value
Above Ground Bedrooms	3
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1671
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5612
Number of Fireplaces	1
Total Number Of Rooms	11
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

London and St. Thomas MLS® HPI Benchmark Descriptions

Townhouse

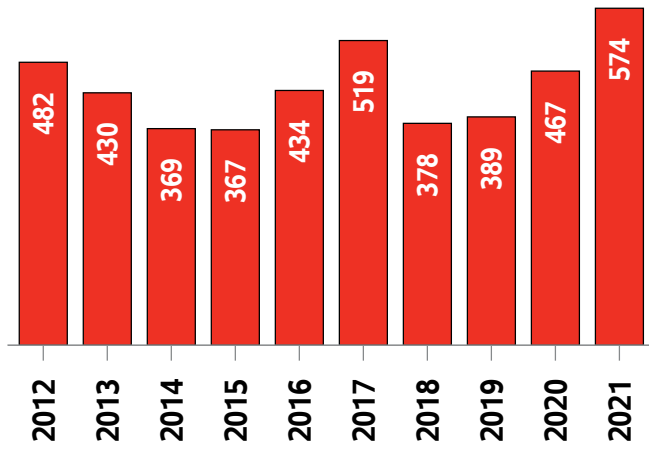
Features	Value
Above Ground Bedrooms	3
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1266
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	9
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

Apartment

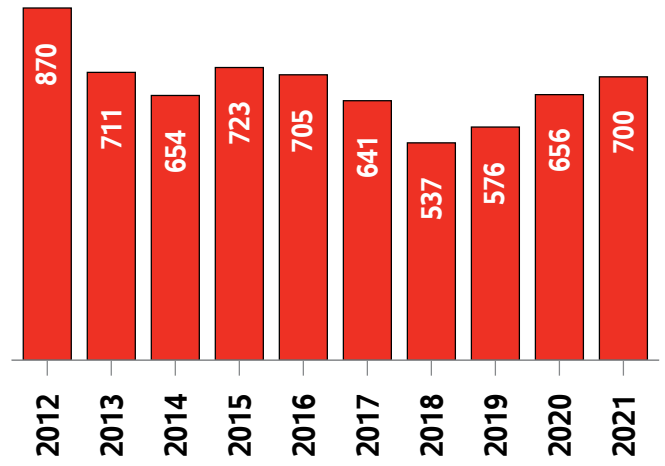
Features	Value
Above Ground Bedrooms	2
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1046
Half Bathrooms	0
Heating Fuel	Electricity
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Poured concrete
Wastewater Disposal	Municipal sewers

London MLS® Residential Market Activity

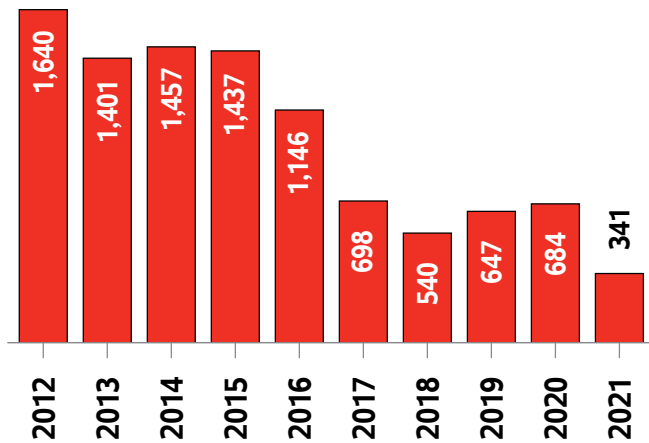
Sales Activity (February only)



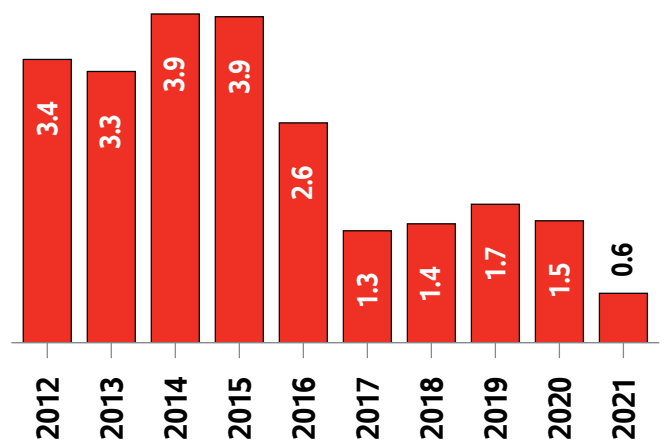
New Listings (February only)



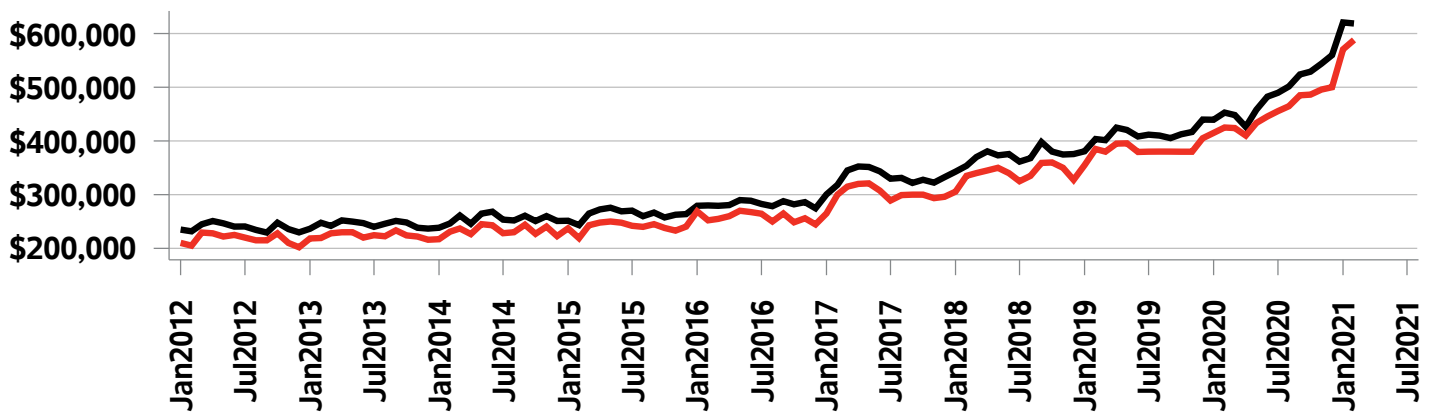
Active Listings (February only)



Months of Inventory (February only)

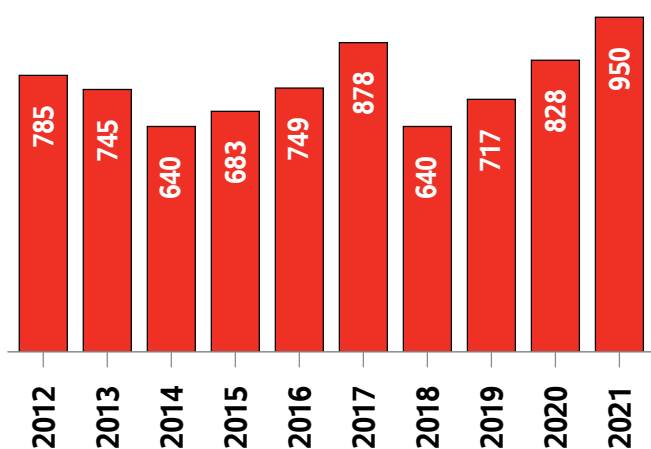


Average Price and Median Price

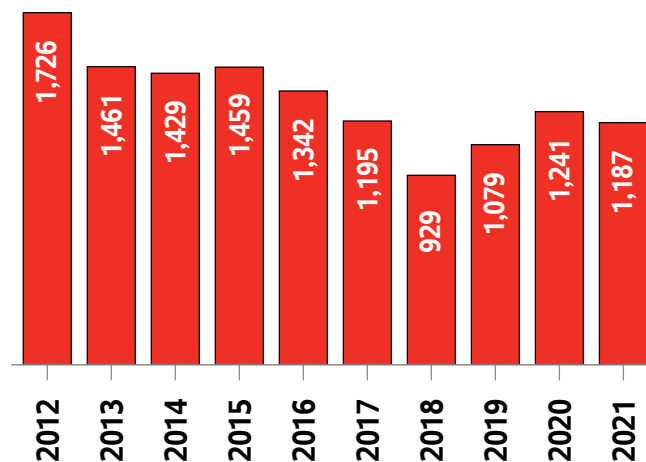


London MLS® Residential Market Activity

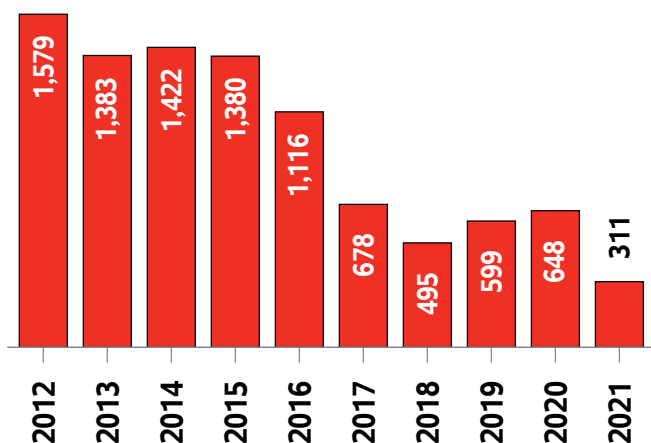
Sales Activity (February Year-to-date)



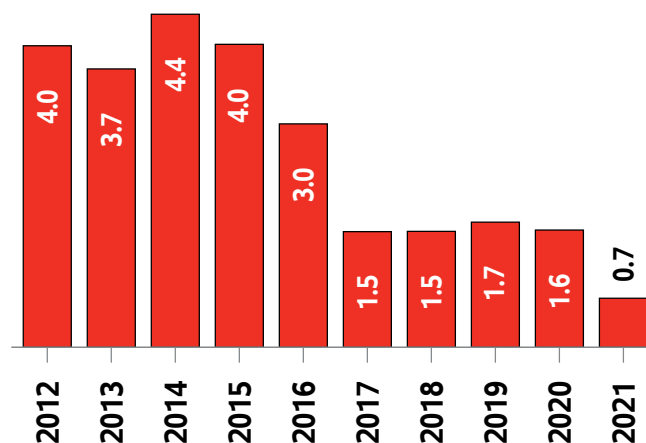
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

London MLS® Residential Market Activity

Actual	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	574	22.9	47.6	51.9	32.3	55.6	44.2
Dollar Volume	\$355,138,069	68.0	126.2	165.6	192.4	290.8	281.7
New Listings	700	6.7	21.5	30.4	-0.7	7.0	-10.5
Active Listings	341	-50.1	-47.3	-36.9	-70.2	-76.6	-78.7
Sales to New Listings Ratio ¹	82.0	71.2	67.5	70.4	61.6	56.4	50.9
Months of Inventory ²	0.6	1.5	1.7	1.4	2.6	3.9	4.0
Average Price	\$618,707	36.7	53.3	74.9	121.1	151.2	164.7
Median Price	\$588,000	38.4	52.7	75.5	133.2	154.5	176.7
Sales to List Price Ratio	115.3	105.2	104.7	103.9	98.7	97.6	97.6
Median Days on Market	7.0	6.0	7.0	8.0	21.0	25.0	29.0
Year-to-date	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	950	14.7	32.5	48.4	26.8	48.4	38.7
Dollar Volume	\$588,492,871	59.0	108.8	163.3	181.0	278.5	267.2
New Listings	1,187	-4.4	10.0	27.8	-11.5	-16.9	-22.6
Active Listings ³	311	-52.0	-48.0	-37.2	-72.1	-78.1	-79.5
Sales to New Listings Ratio ⁴	80.0	66.7	66.5	68.9	55.8	44.8	44.7
Months of Inventory ⁵	0.7	1.6	1.7	1.5	3.0	4.4	4.4
Average Price	\$619,466	38.6	57.6	77.4	121.5	155.0	164.8
Median Price	\$580,000	37.9	57.6	80.7	121.4	160.3	167.4
Sales to List Price Ratio	113.9	104.2	104.1	103.2	98.5	97.4	97.6
Median Days on Market	7.0	7.0	7.0	10.0	23.0	29.0	33.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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

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

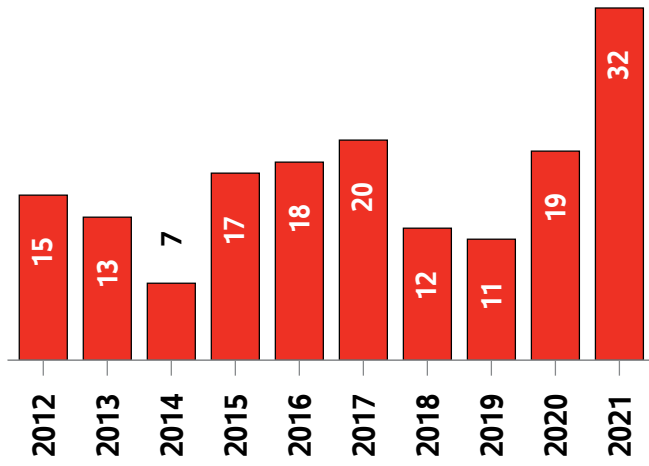
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

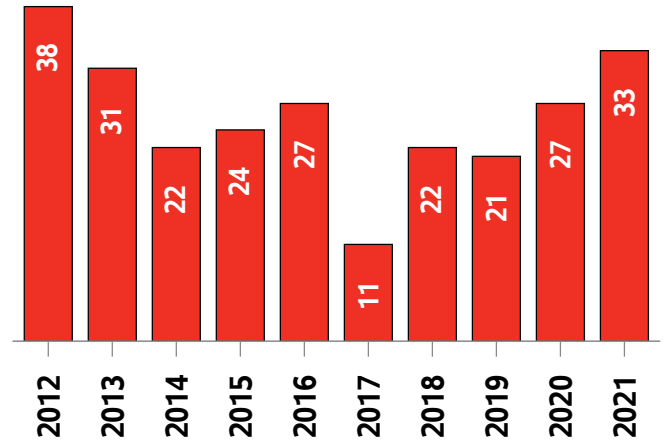
Elgin

MLS® Residential Market Activity

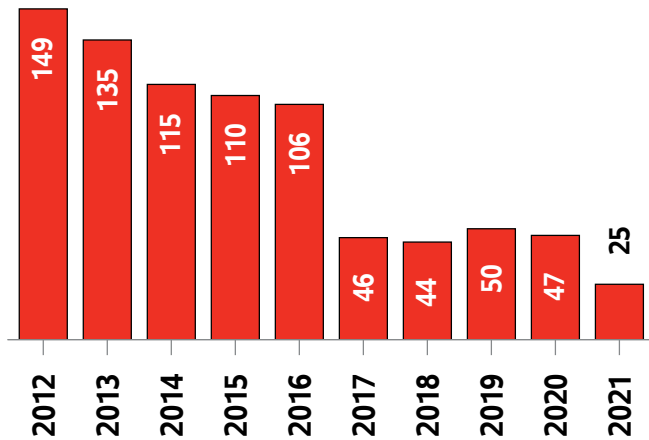
Sales Activity (February only)



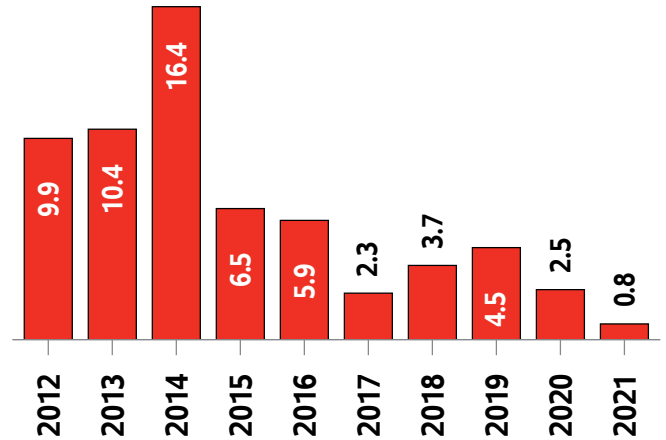
New Listings (February only)



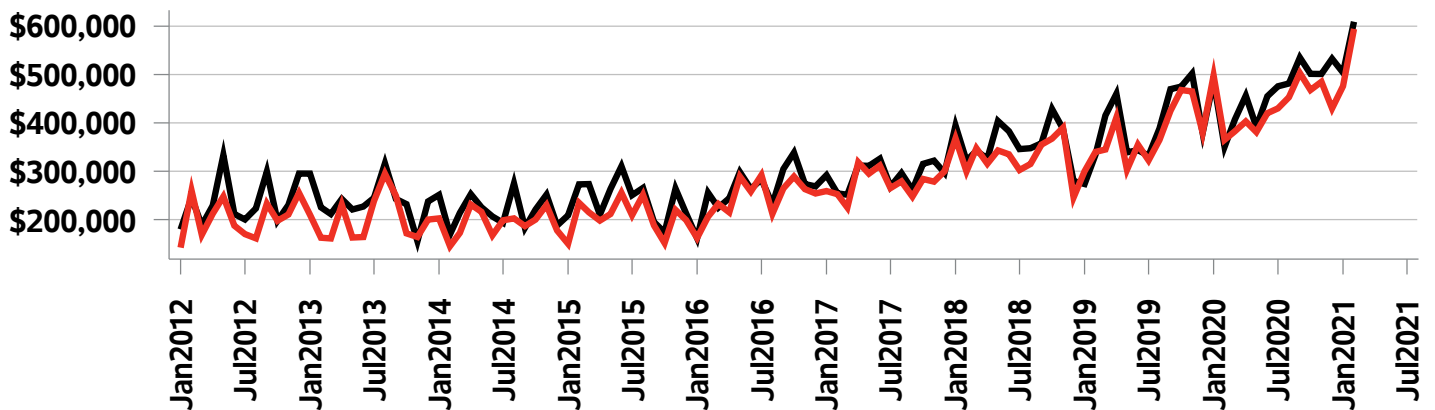
Active Listings (February only)



Months of Inventory (February only)



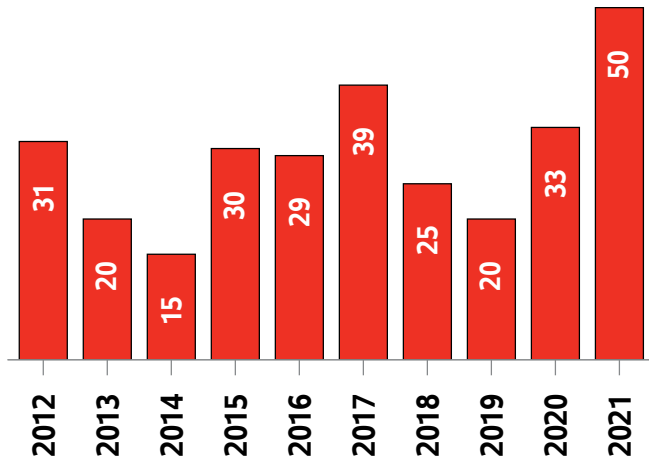
Average Price and Median Price



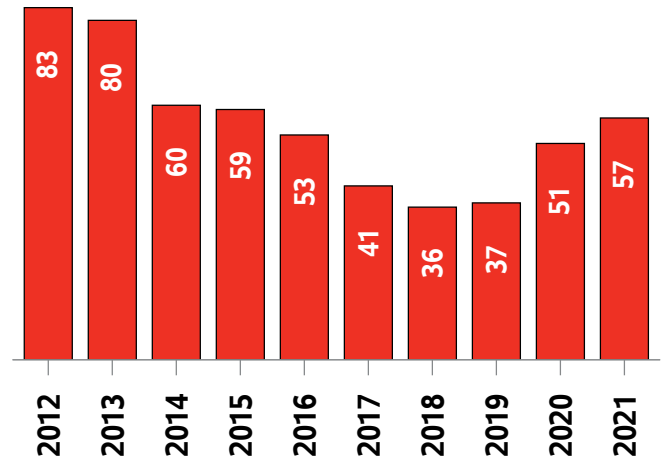
Elgin

MLS® Residential Market Activity

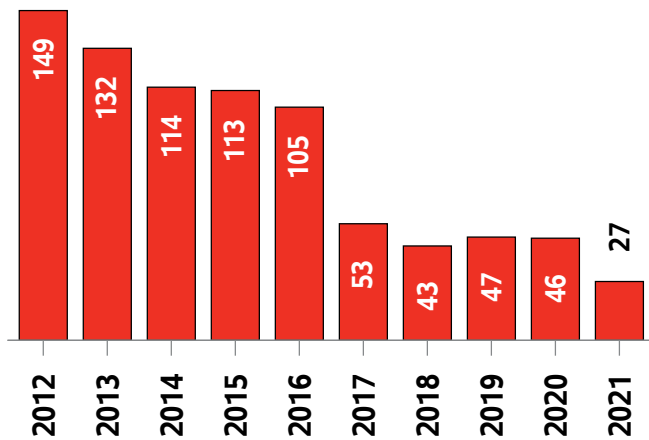
Sales Activity (February Year-to-date)



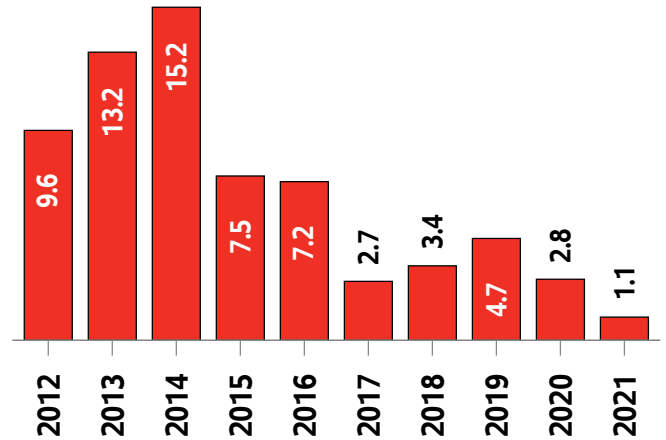
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Elgin MLS® Residential Market Activity

Actual	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	32	68.4	190.9	166.7	77.8	357.1	166.7
Dollar Volume	\$19,495,496	192.6	429.9	404.9	323.8	1,544.1	597.1
New Listings	33	22.2	57.1	50.0	22.2	50.0	0.0
Active Listings	25	-46.8	-50.0	-43.2	-76.4	-78.3	-80.3
Sales to New Listings Ratio ¹	97.0	70.4	52.4	54.5	66.7	31.8	36.4
Months of Inventory ²	0.8	2.5	4.5	3.7	5.9	16.4	10.6
Average Price	\$609,234	73.8	82.2	89.4	138.4	259.6	161.4
Median Price	\$594,400	62.8	74.8	98.5	188.5	309.9	242.6
Sales to List Price Ratio	105.5	98.0	97.2	99.2	96.0	96.0	94.5
Median Days on Market	11.0	27.0	50.0	24.0	84.5	29.0	58.5
Year-to-date	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	50	51.5	150.0	100.0	72.4	233.3	177.8
Dollar Volume	\$28,566,796	112.0	365.2	217.8	348.0	794.2	636.9
New Listings	57	11.8	54.1	58.3	7.5	-5.0	-13.6
Active Listings ³	27	-42.4	-43.0	-37.6	-74.8	-76.8	-78.5
Sales to New Listings Ratio ⁴	87.7	64.7	54.1	69.4	54.7	25.0	27.3
Months of Inventory ⁵	1.1	2.8	4.7	3.4	7.2	15.2	13.7
Average Price	\$571,336	39.9	86.1	58.9	159.8	168.2	165.3
Median Price	\$548,400	48.2	78.3	70.8	175.6	213.4	222.6
Sales to List Price Ratio	103.7	97.6	96.8	98.0	94.8	95.1	94.8
Median Days on Market	13.5	29.0	33.0	25.0	85.0	56.0	81.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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

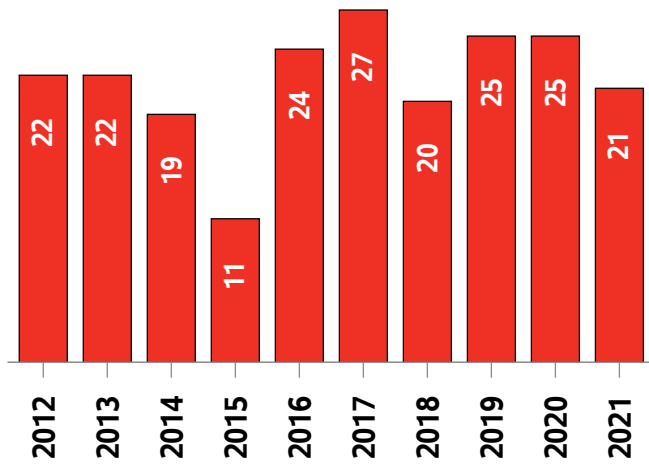
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

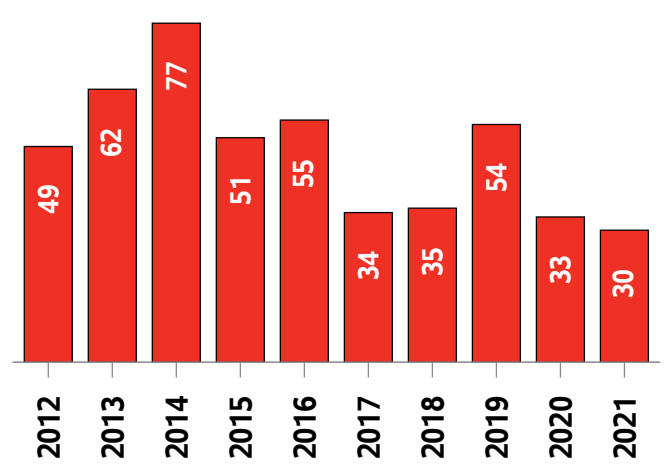
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Middlesex MLS® Residential Market Activity

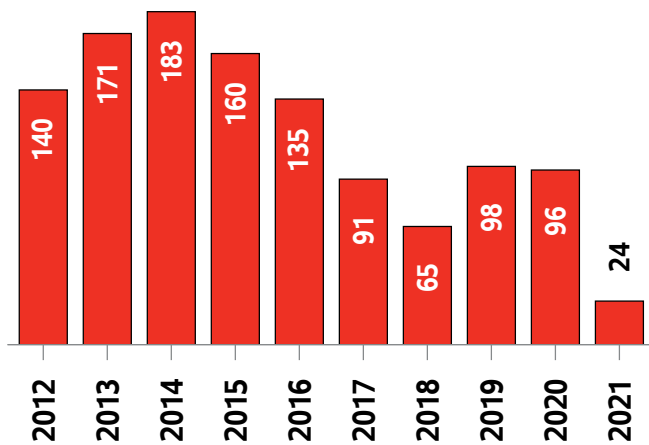
Sales Activity (February only)



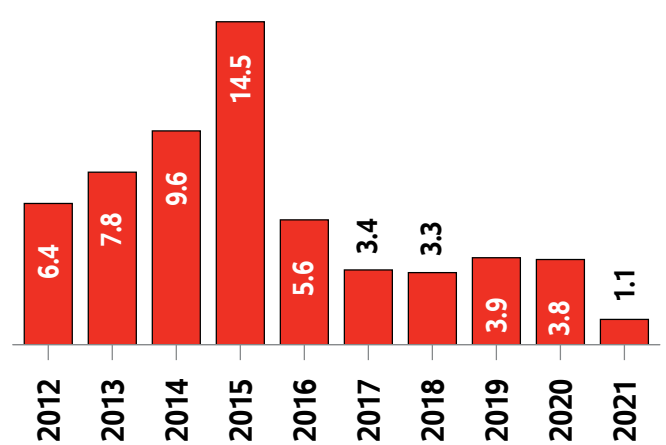
New Listings (February only)



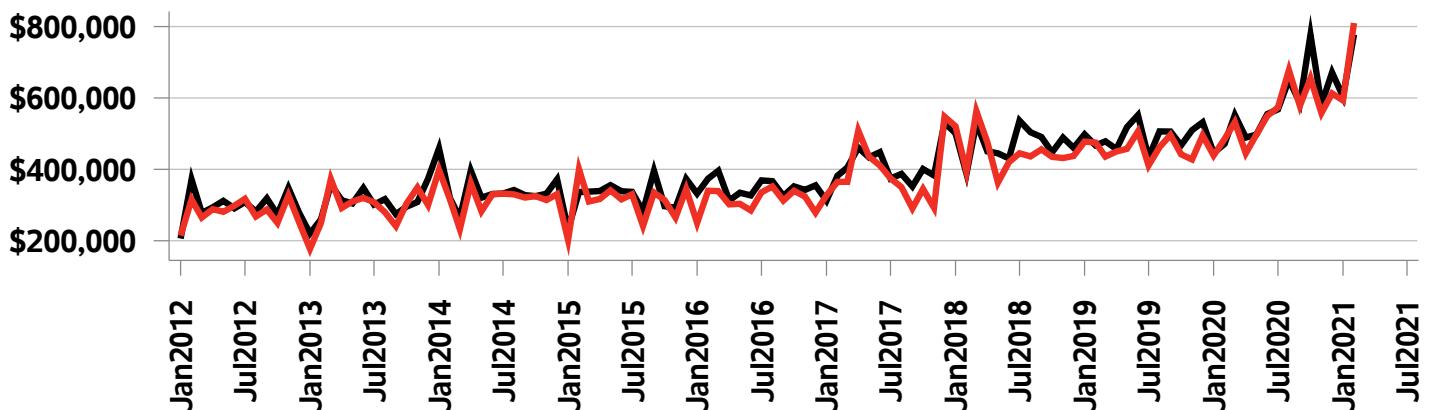
Active Listings (February only)



Months of Inventory (February only)

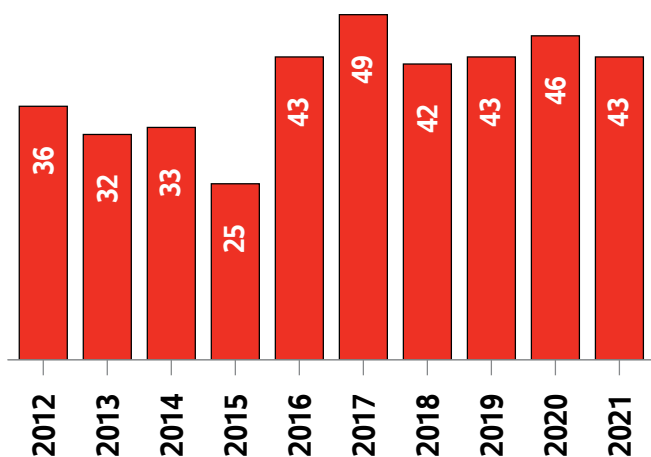


Average Price and Median Price

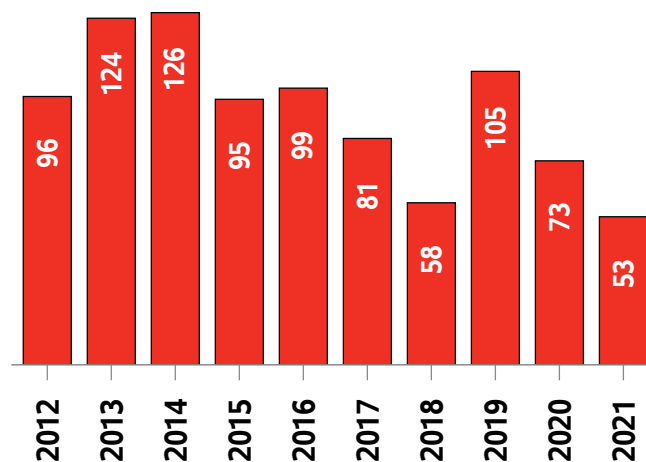


Middlesex MLS® Residential Market Activity

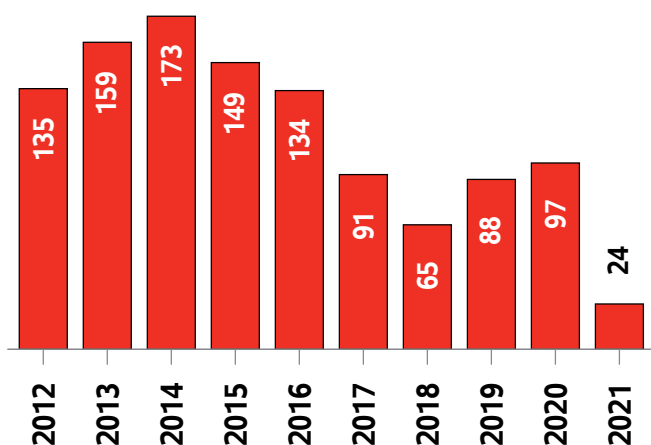
Sales Activity (February Year-to-date)



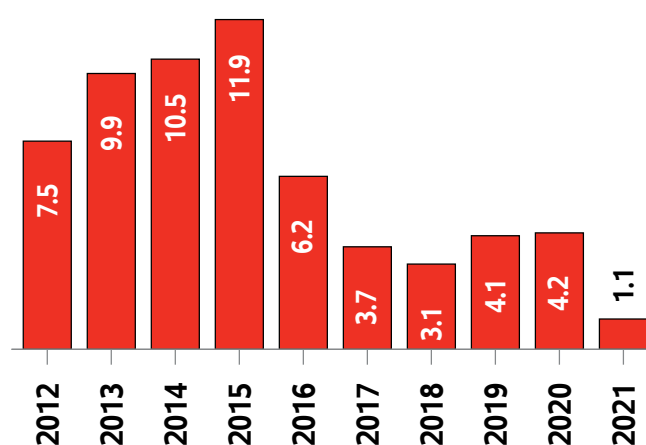
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Middlesex MLS® Residential Market Activity

Actual	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	21	-16.0	-16.0	5.0	-12.5	10.5	23.5
Dollar Volume	\$16,327,685	38.6	39.8	110.5	81.9	169.2	157.6
New Listings	30	-9.1	-44.4	-14.3	-45.5	-61.0	-18.9
Active Listings	24	-75.0	-75.5	-63.1	-82.2	-86.9	-81.7
Sales to New Listings Ratio ¹	70.0	75.8	46.3	57.1	43.6	24.7	45.9
Months of Inventory ²	1.1	3.8	3.9	3.3	5.6	9.6	7.7
Average Price	\$777,509	65.0	66.4	100.5	107.9	143.6	108.5
Median Price	\$810,000	67.0	70.5	105.3	138.2	156.6	200.0
Sales to List Price Ratio	112.8	102.2	100.2	100.1	95.8	95.1	95.0
Median Days on Market	8.0	15.0	23.0	12.5	45.0	24.0	62.0
Year-to-date	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	43	-6.5	0.0	2.4	0.0	30.3	48.3
Dollar Volume	\$29,609,955	40.0	43.4	57.7	93.7	137.2	202.5
New Listings	53	-27.4	-49.5	-8.6	-46.5	-57.9	-43.6
Active Listings ³	24	-75.6	-73.3	-63.6	-82.5	-86.4	-81.3
Sales to New Listings Ratio ⁴	81.1	63.0	41.0	72.4	43.4	26.2	30.9
Months of Inventory ⁵	1.1	4.2	4.1	3.1	6.2	10.5	8.7
Average Price	\$688,604	49.8	43.4	54.0	93.7	82.0	104.0
Median Price	\$655,268	44.0	37.8	47.8	118.4	104.8	142.7
Sales to List Price Ratio	109.9	101.5	100.0	100.0	96.8	96.0	95.8
Median Days on Market	8.0	14.5	12.0	30.0	53.0	34.0	57.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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

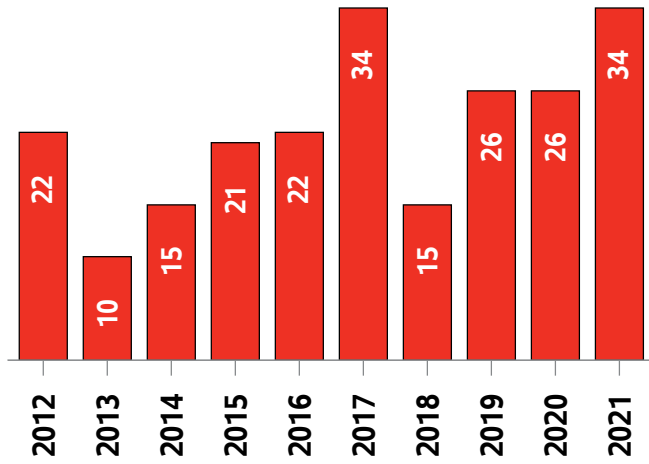
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

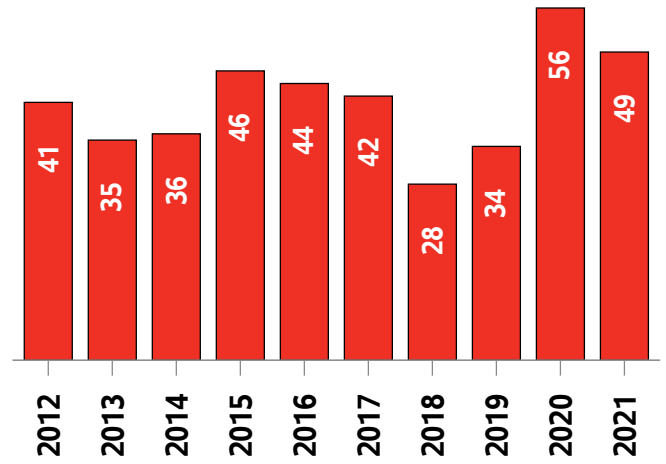
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Strathroy-Cardoc MLS® Residential Market Activity

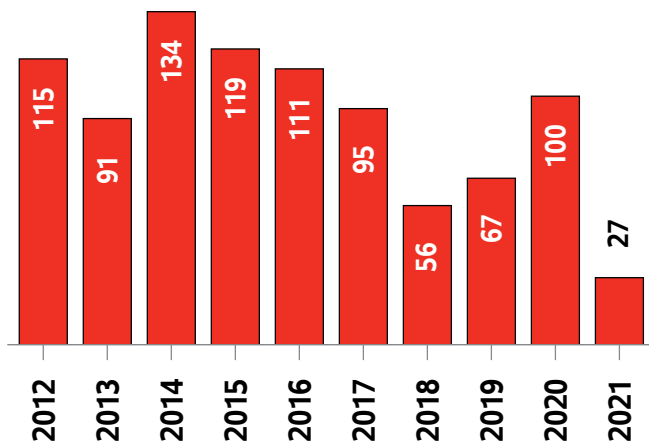
Sales Activity (February only)



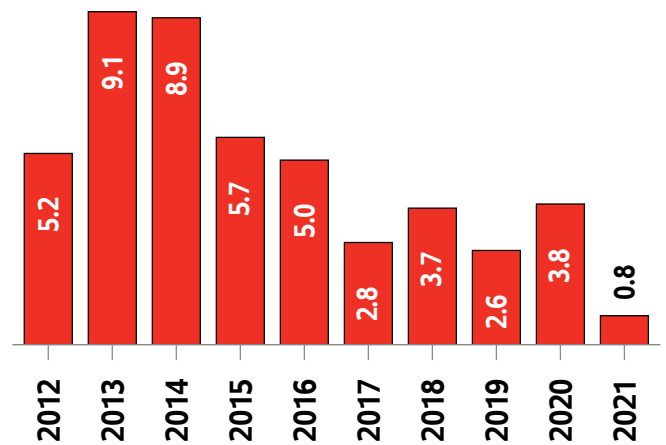
New Listings (February only)



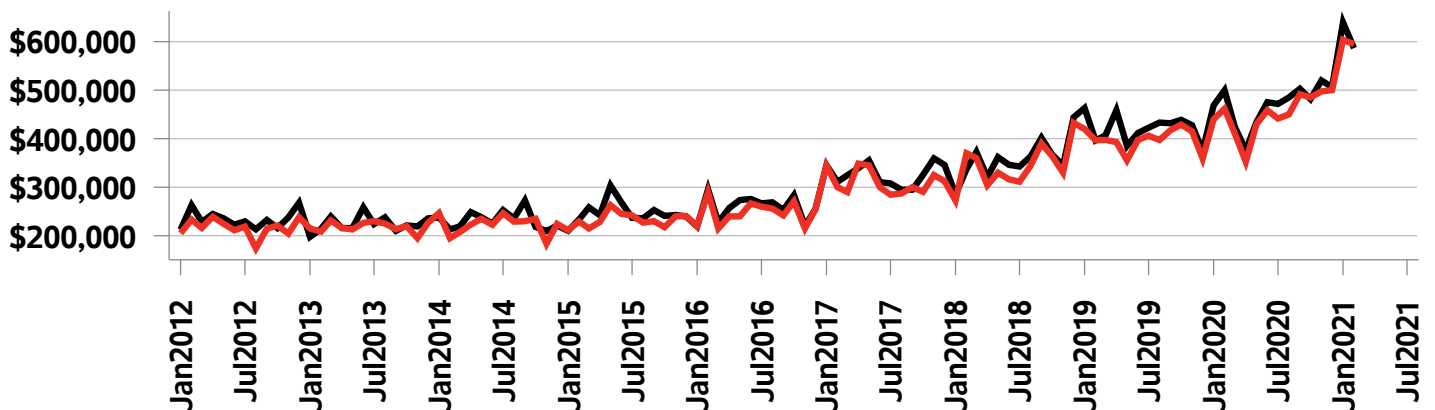
Active Listings (February only)



Months of Inventory (February only)

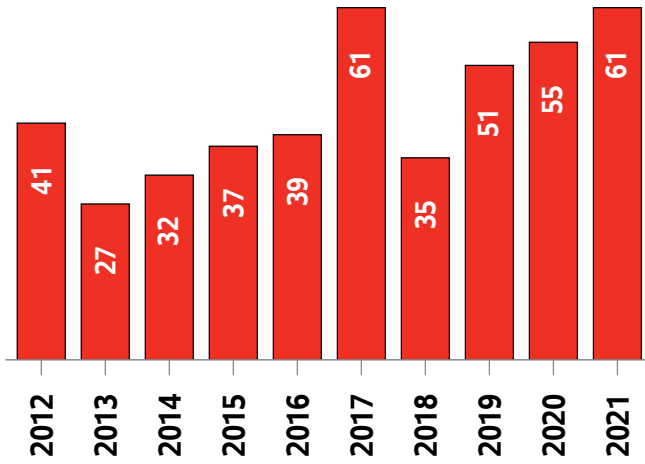


Average Price and Median Price

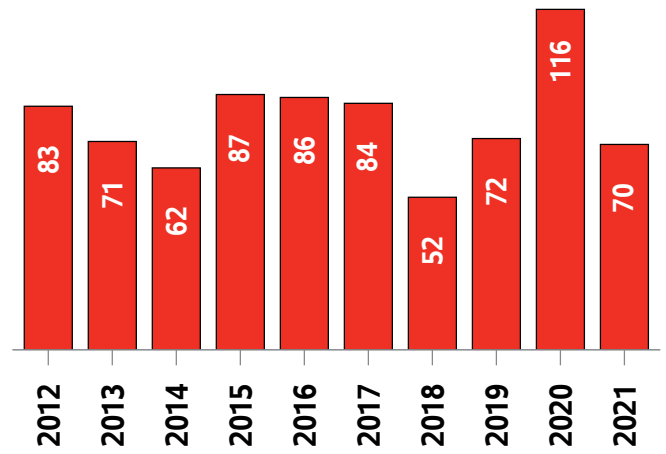


Strathroy-Cardoc MLS® Residential Market Activity

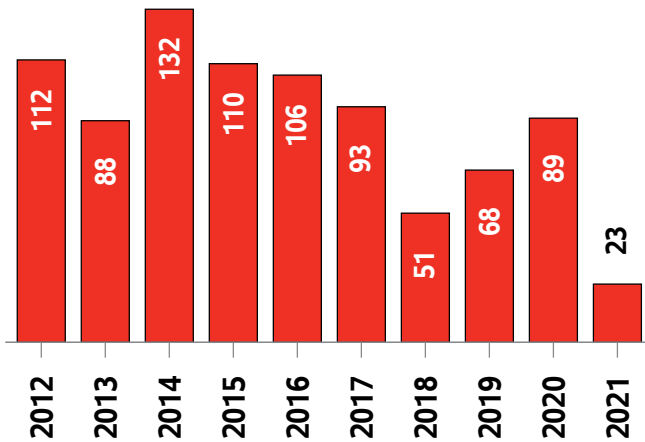
Sales Activity (February Year-to-date)



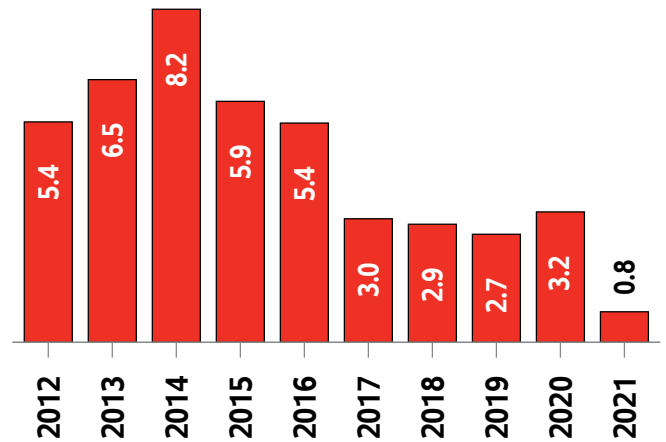
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Strathroy-Cardoc MLS® Residential Market Activity

Actual	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	34	30.8	30.8	126.7	54.5	126.7	126.7
Dollar Volume	\$19,943,179	53.5	93.5	294.4	206.9	524.1	558.1
New Listings	49	-12.5	44.1	75.0	11.4	36.1	28.9
Active Listings	27	-73.0	-59.7	-51.8	-75.7	-79.9	-77.5
Sales to New Listings Ratio ¹	69.4	46.4	76.5	53.6	50.0	41.7	39.5
Months of Inventory ²	0.8	3.8	2.6	3.7	5.0	8.9	8.0
Average Price	\$586,564	17.4	48.0	74.0	98.6	175.3	190.3
Median Price	\$595,000	28.9	50.0	60.8	105.8	205.1	240.0
Sales to List Price Ratio	117.1	100.2	99.2	100.5	96.4	96.0	97.5
Median Days on Market	7.0	25.0	30.5	22.0	34.0	91.0	23.0

Year-to-date	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	61	10.9	19.6	74.3	56.4	90.6	117.9
Dollar Volume	\$37,210,669	40.0	70.0	245.9	264.0	414.2	532.5
New Listings	70	-39.7	-2.8	34.6	-18.6	12.9	-23.9
Active Listings ³	23	-74.0	-66.2	-54.9	-78.2	-82.5	-79.9
Sales to New Listings Ratio ⁴	87.1	47.4	70.8	67.3	45.3	51.6	30.4
Months of Inventory ⁵	0.8	3.2	2.7	2.9	5.4	8.2	8.2
Average Price	\$610,011	26.2	42.2	98.5	132.7	169.8	190.3
Median Price	\$600,000	31.5	44.6	113.5	143.4	171.5	189.6
Sales to List Price Ratio	112.3	99.1	99.6	99.5	96.6	96.1	97.1
Median Days on Market	8.0	22.0	26.0	25.0	29.0	78.0	26.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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

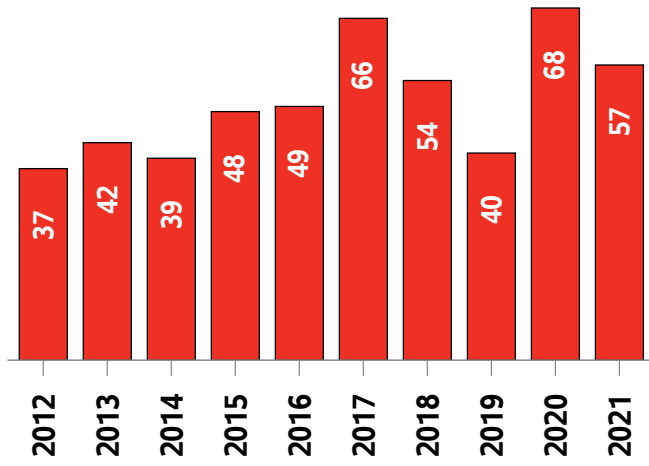
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

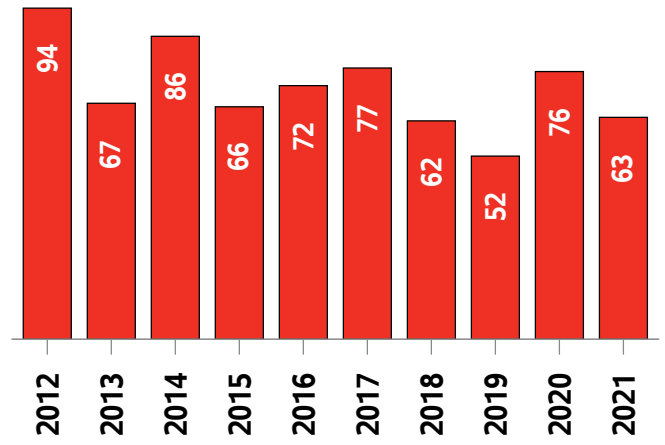
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

St. Thomas MLS® Residential Market Activity

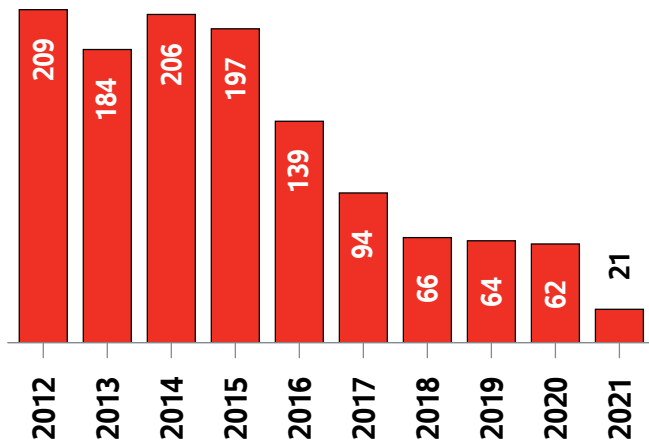
Sales Activity (February only)



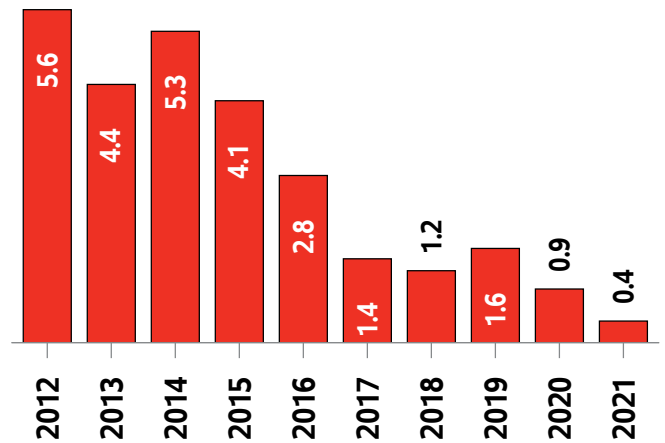
New Listings (February only)



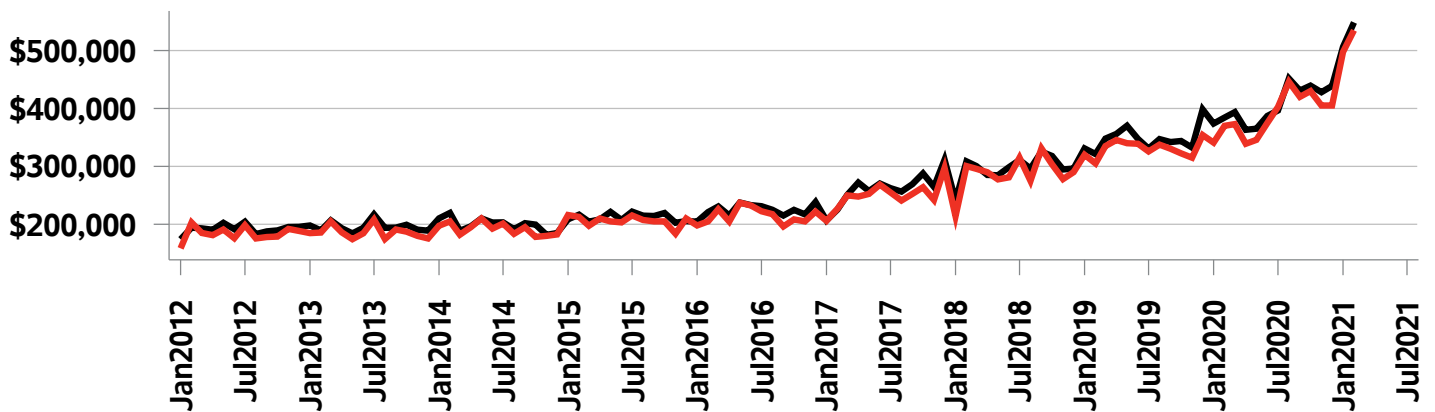
Active Listings (February only)



Months of Inventory (February only)

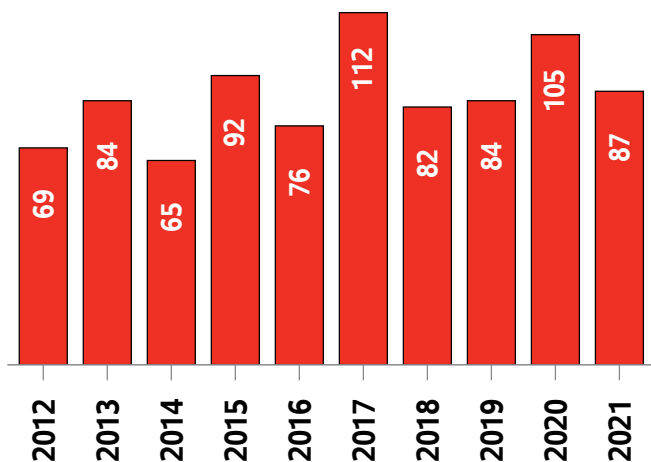


Average Price and Median Price

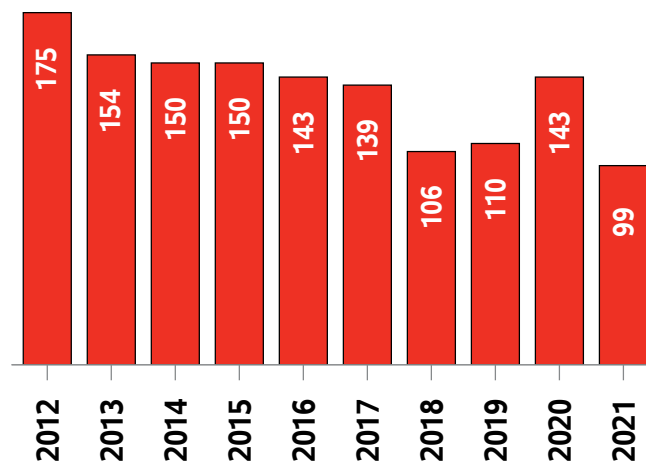


St. Thomas MLS® Residential Market Activity

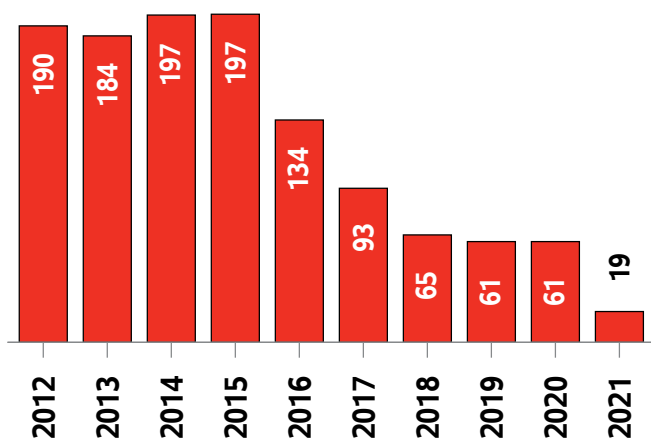
Sales Activity (February Year-to-date)



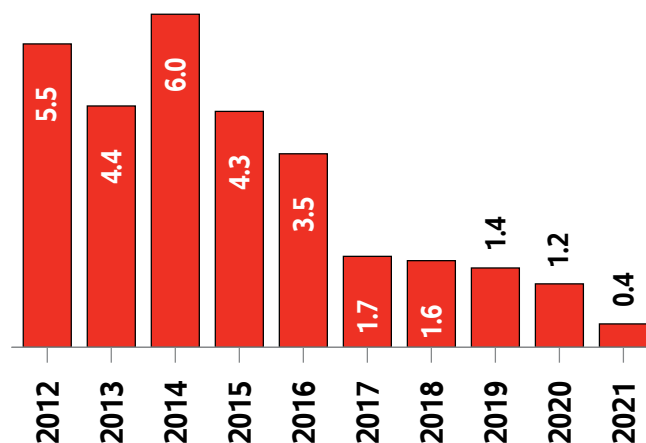
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

St. Thomas MLS® Residential Market Activity

Actual	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	57	-16.2	42.5	5.6	16.3	46.2	26.7
Dollar Volume	\$31,265,848	19.6	143.3	87.6	188.6	265.0	245.5
New Listings	63	-17.1	21.2	1.6	-12.5	-26.7	-26.7
Active Listings	21	-66.1	-67.2	-68.2	-84.9	-89.8	-90.0
Sales to New Listings Ratio ¹	90.5	89.5	76.9	87.1	68.1	45.3	52.3
Months of Inventory ²	0.4	0.9	1.6	1.2	2.8	5.3	4.7
Average Price	\$548,524	42.7	70.7	77.7	148.1	149.8	172.7
Median Price	\$535,000	44.6	75.4	78.0	161.0	161.0	167.6
Sales to List Price Ratio	116.5	101.7	101.4	99.9	96.8	97.2	97.1
Median Days on Market	6.0	11.0	16.0	11.5	25.0	37.0	54.0
Year-to-date	February 2021	Compared to ⁶					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	87	-17.1	3.6	6.1	14.5	33.8	2.4
Dollar Volume	\$46,456,382	16.2	69.5	98.5	184.0	231.1	193.8
New Listings	99	-30.8	-10.0	-6.6	-30.8	-34.0	-40.7
Active Listings ³	19	-69.4	-69.4	-71.3	-86.1	-90.6	-90.9
Sales to New Listings Ratio ⁴	87.9	73.4	76.4	77.4	53.1	43.3	50.9
Months of Inventory ⁵	0.4	1.2	1.4	1.6	3.5	6.0	4.8
Average Price	\$533,981	40.3	63.6	87.0	148.1	147.4	187.1
Median Price	\$525,000	45.8	65.1	99.0	162.5	156.1	193.3
Sales to List Price Ratio	114.6	101.0	100.4	99.9	96.7	97.2	96.9
Median Days on Market	6.0	10.0	14.5	14.0	28.5	37.0	50.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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

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

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