



Residential Market Activity

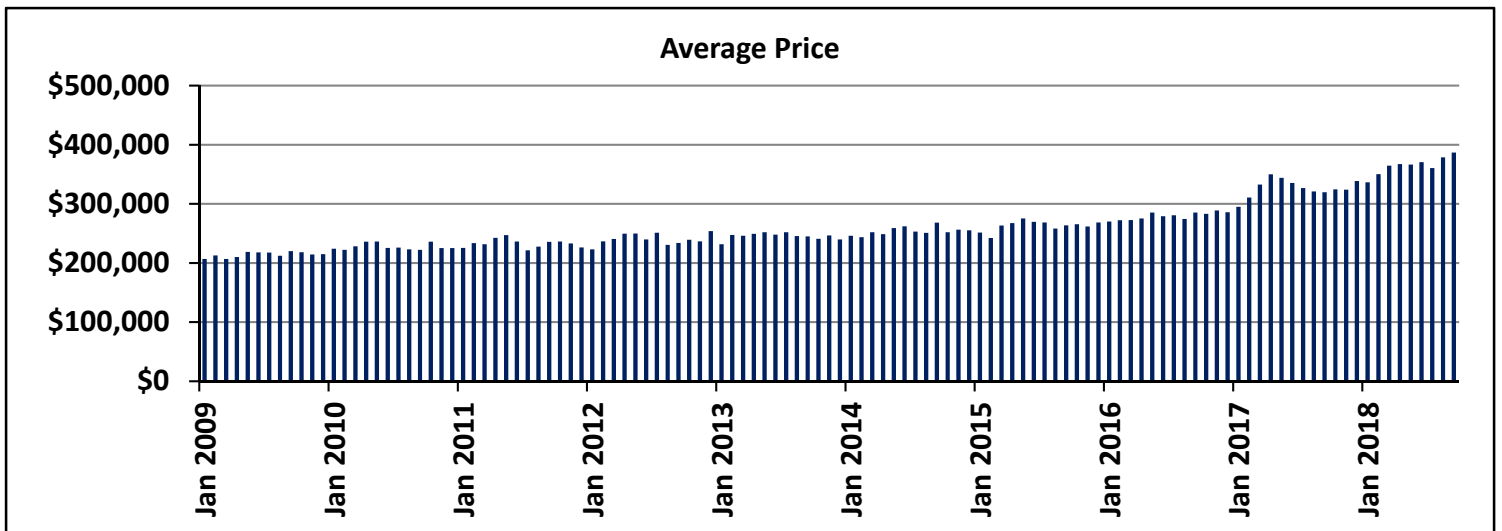
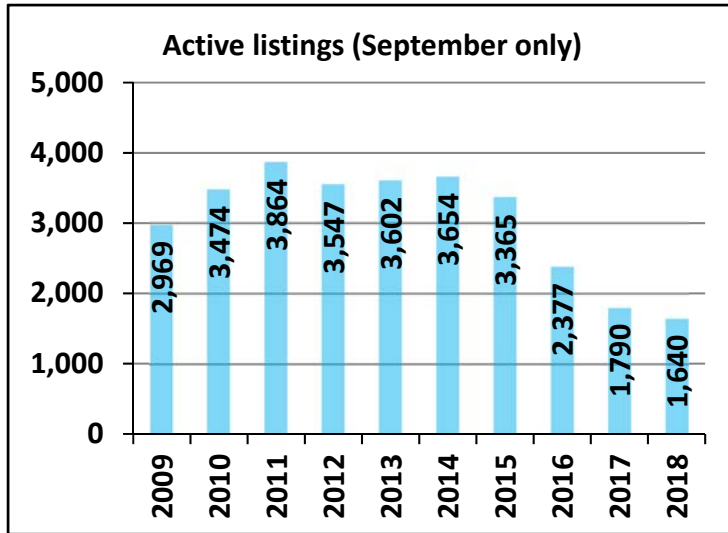
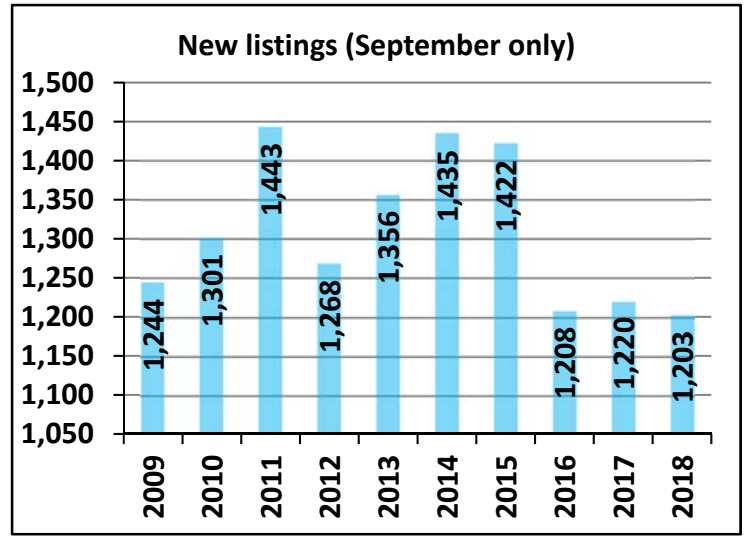
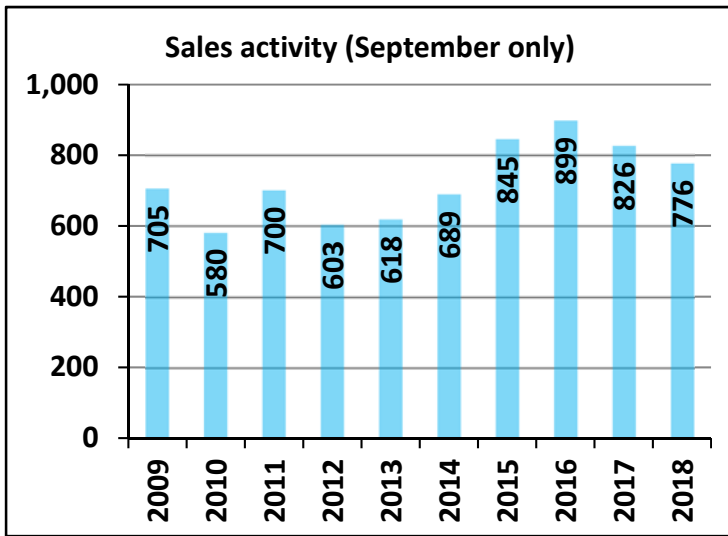
September 2018



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

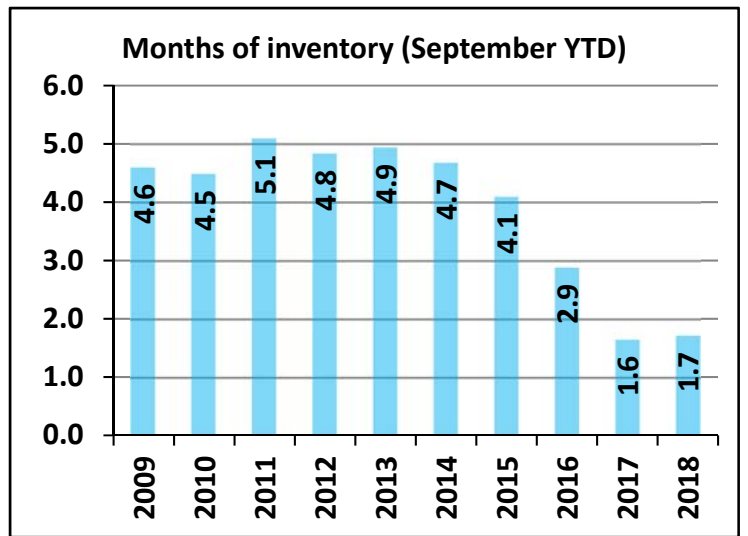
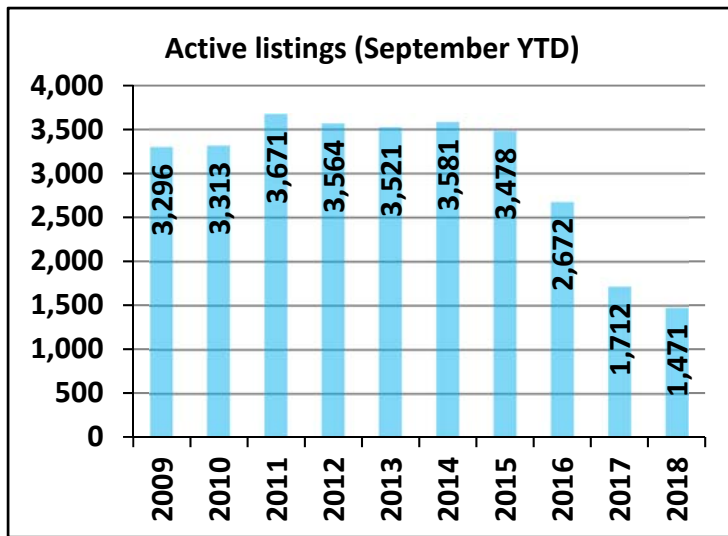
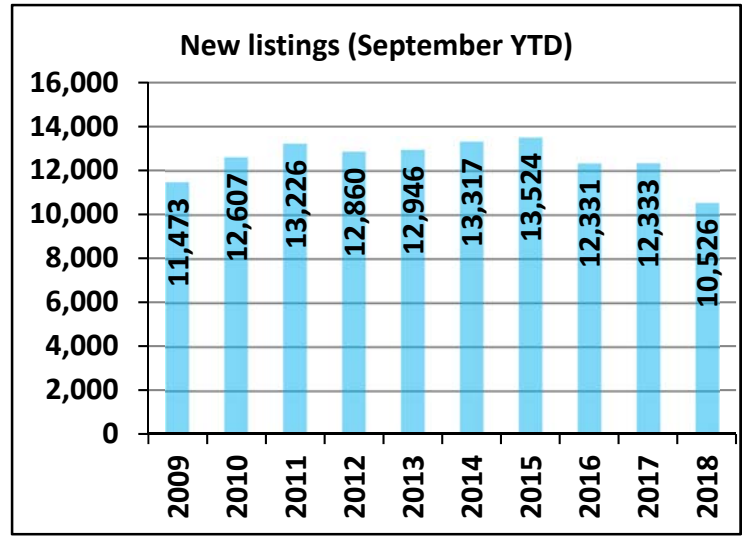
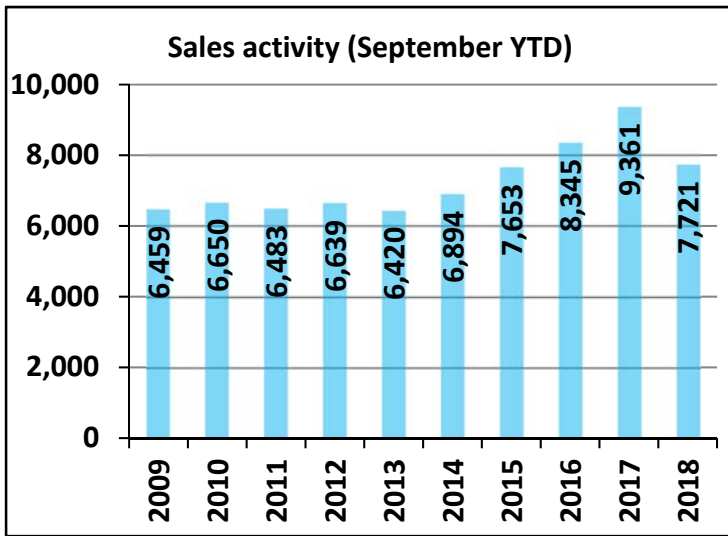
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	776	-6.1	-13.7	-8.2	25.6	10.9	-0.9
Dollar Volume	\$299,939,625	13.6	17.0	34.7	98.2	81.9	76.2
New Listings	1,203	-1.4	-0.4	-15.4	-11.3	-16.6	-17.2
Active Listings	1,640	-8.4	-31.0	-51.3	-54.5	-57.6	-53.4
Sales to New Listings Ratio¹	64.5	67.7	74.4	59.4	45.6	48.5	53.9
Months of Inventory²	2.1	2.2	2.6	4.0	5.8	5.5	4.5
Average Price	\$386,520	21.0	35.6	46.6	57.9	64.1	77.8

Year-to-date	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
Sales Activity	7,721	-17.5	-7.5	0.9	20.3	19.1	7.2
Dollar Volume	\$2,830,481,298	-8.4	22.0	40.0	78.3	86.5	84.0
New Listings	10,526	-14.7	-14.6	-22.2	-18.7	-20.4	-20.9
Active Listings³	1,471	-14.1	-44.9	-57.7	-58.2	-59.9	-55.7
Sales to New Listings Ratio⁴	73.4	75.9	67.7	56.6	49.6	49.0	54.1
Months of Inventory⁵	1.7	1.6	2.9	4.1	4.9	5.1	4.2
Average Price	\$366,595	11.1	31.9	38.7	48.3	56.6	71.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

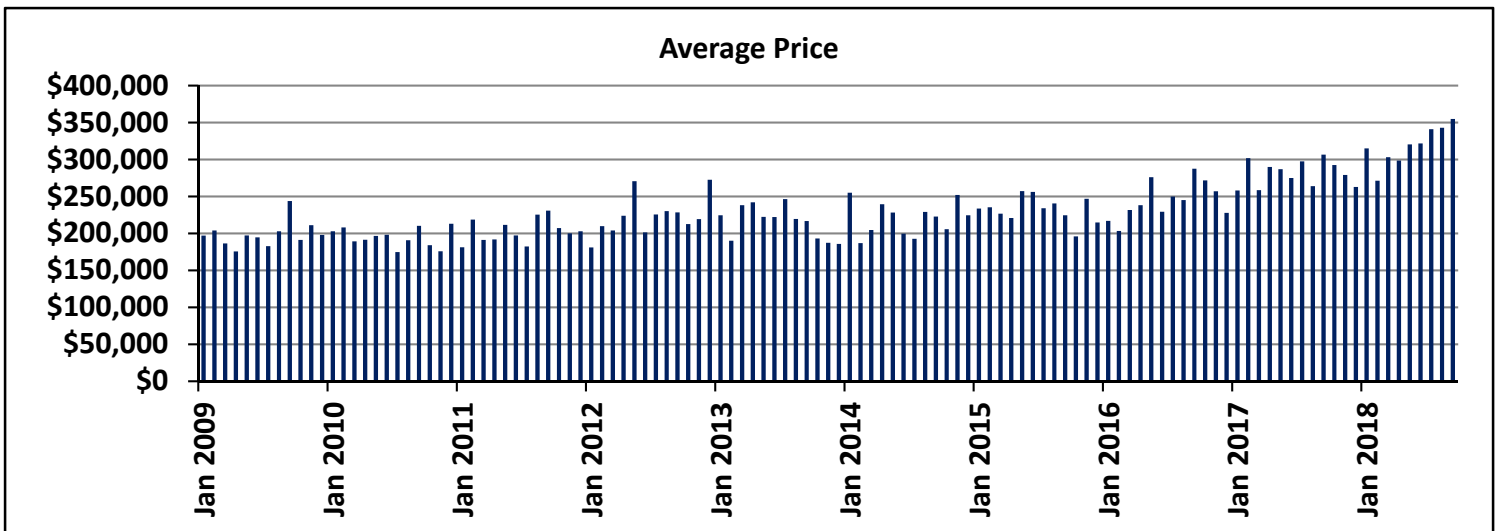
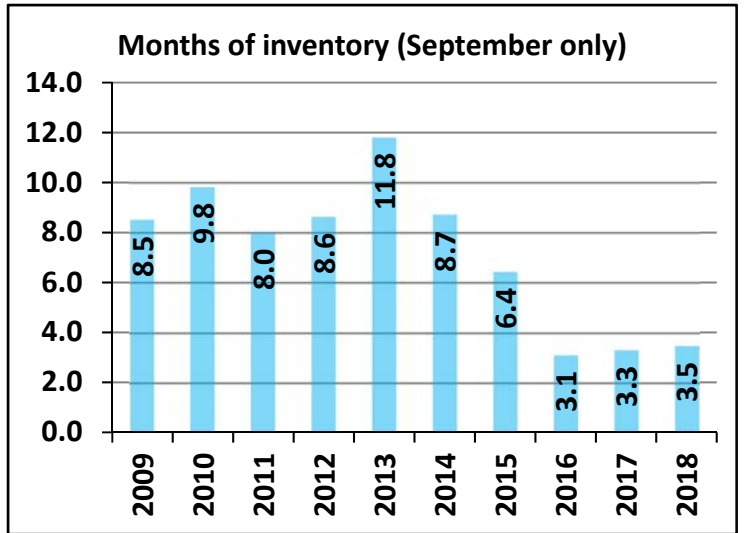
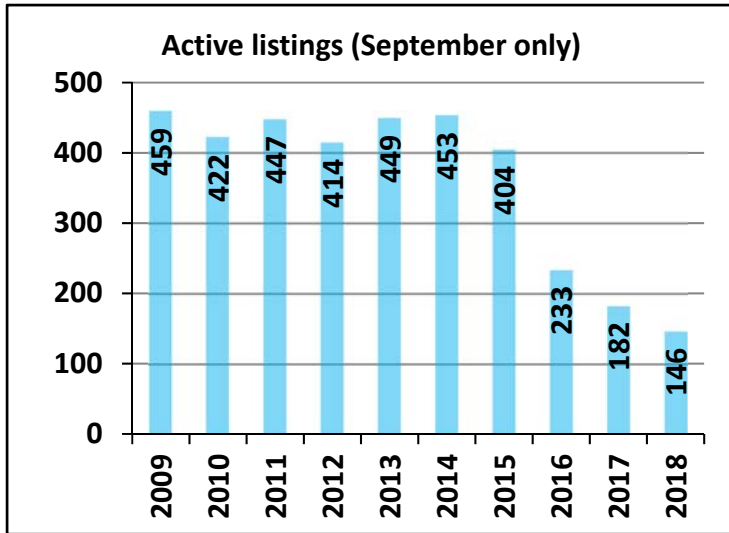
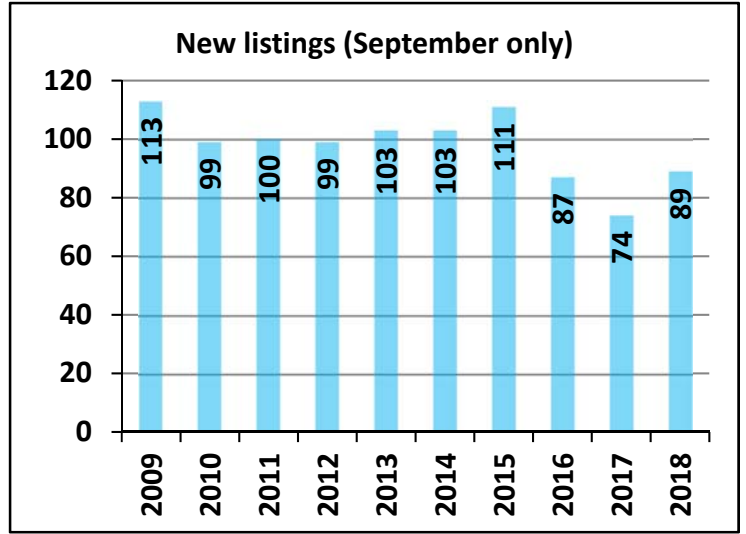
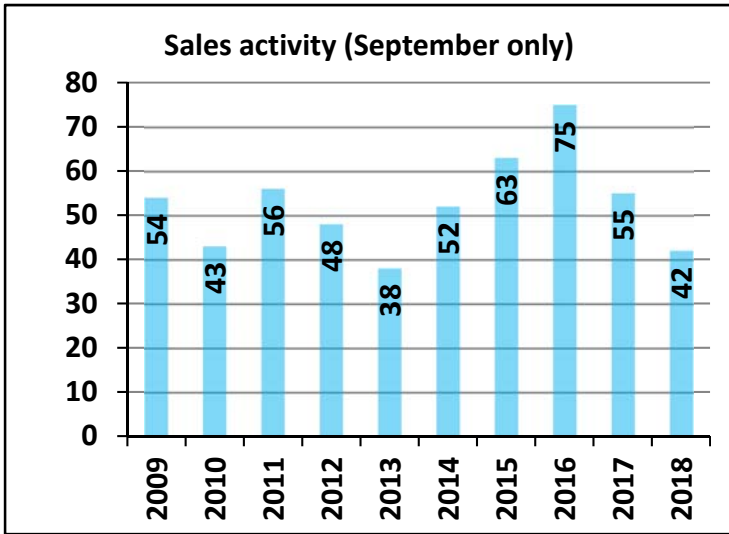
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

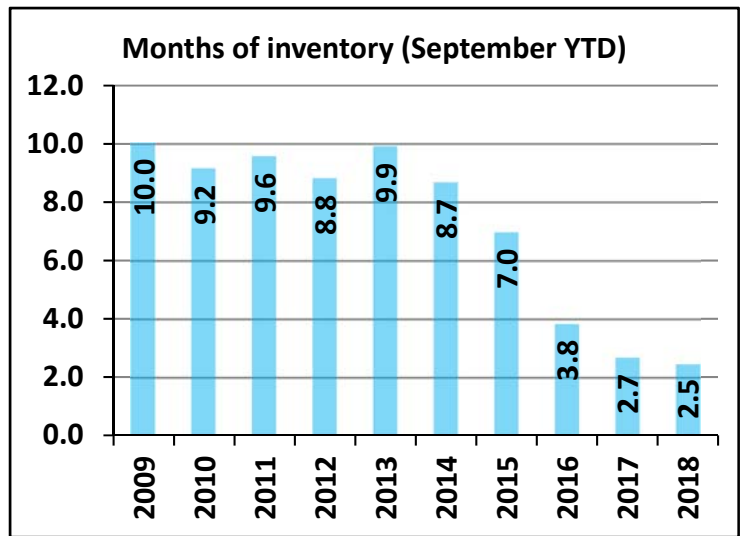
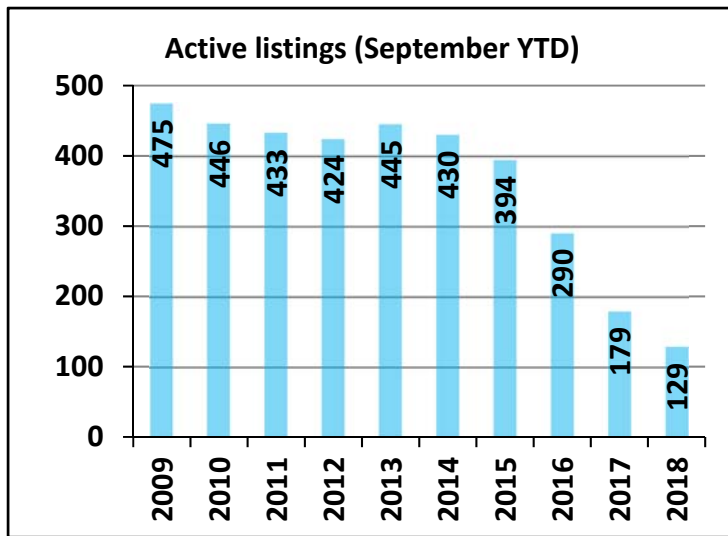
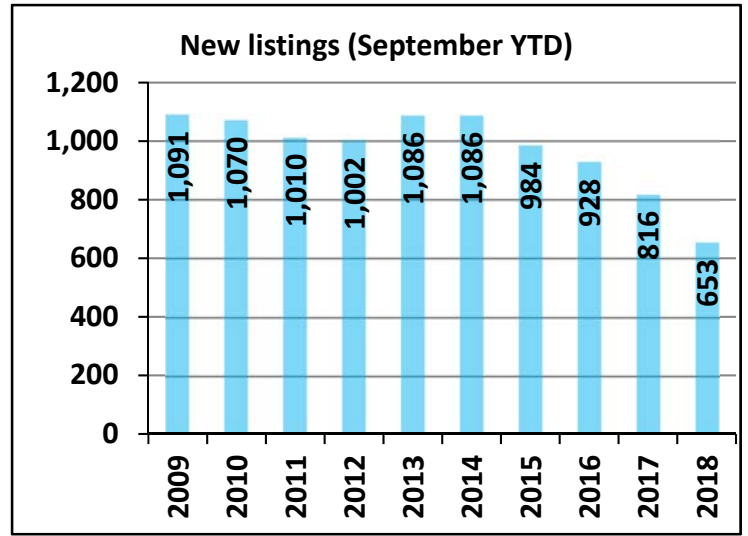
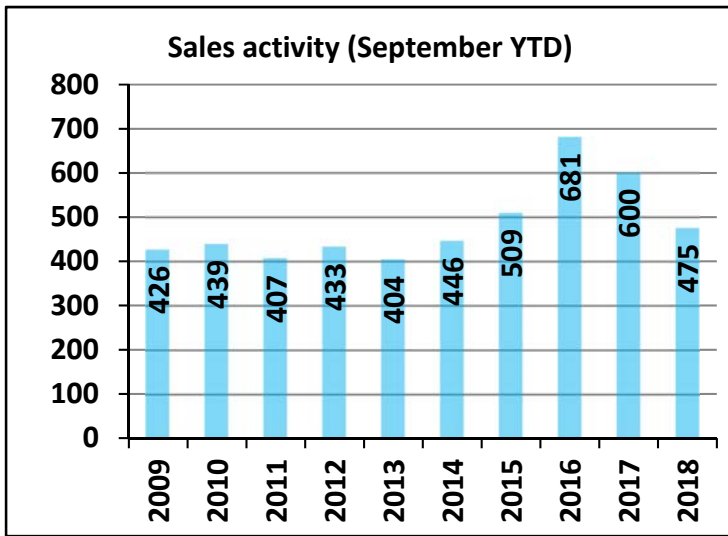
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	42	-23.6	-44.0	-33.3	10.5	-25.0	-23.6
Dollar Volume	\$14,896,550	-11.6	-30.9	5.4	81.0	15.3	40.2
New Listings	89	20.3	2.3	-19.8	-13.6	-11.0	-34.6
Active Listings	146	-19.8	-37.3	-63.9	-67.5	-67.3	-68.3
Sales to New Listings Ratio¹	47.2	74.3	86.2	56.8	36.9	56.0	40.4
Months of Inventory²	3.5	3.3	3.1	6.4	11.8	8.0	8.4
Average Price	\$354,680	15.7	23.3	58.1	63.8	53.8	83.6

Year-to-date	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
Sales Activity	475	-20.8	-30.2	-6.7	17.6	16.7	3.0
Dollar Volume	\$151,824,381	-10.3	-8.8	25.5	67.0	81.3	76.8
New Listings	653	-20.0	-29.6	-33.6	-39.9	-35.3	-43.4
Active Listings³	129	-27.9	-55.5	-67.3	-71.0	-70.2	-68.4
Sales to New Listings Ratio⁴	72.7	73.5	73.4	51.7	37.2	40.3	40.0
Months of Inventory⁵	2.5	2.7	3.8	7.0	9.9	9.6	8.0
Average Price	\$319,630	13.3	30.7	34.4	42.0	55.3	71.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

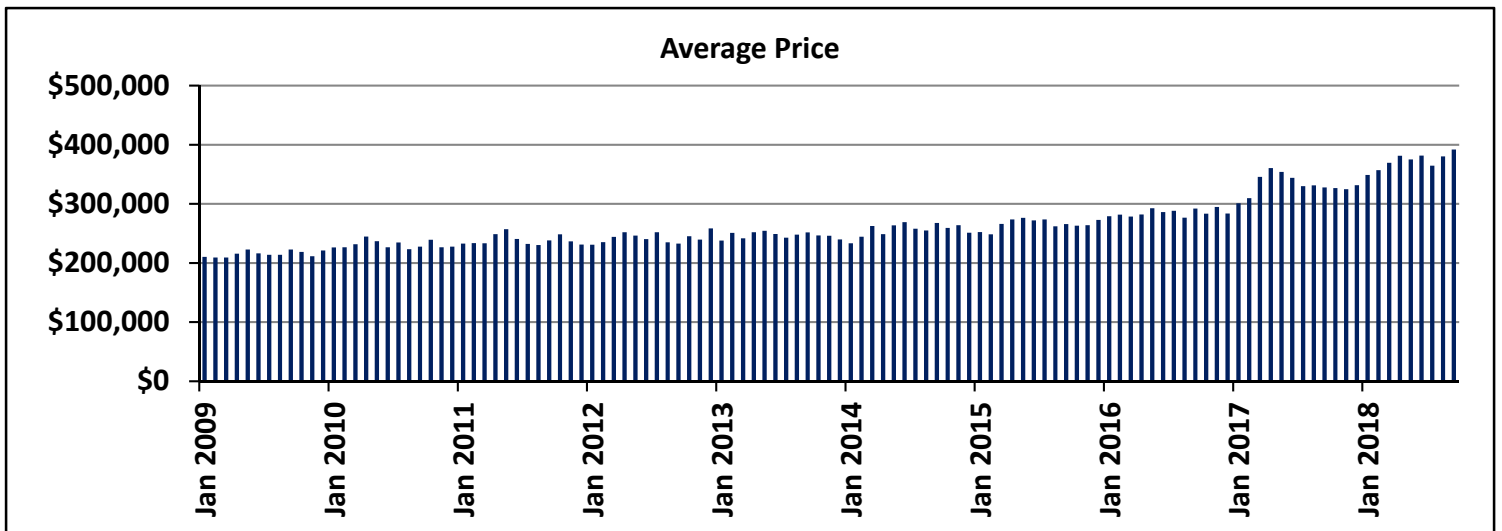
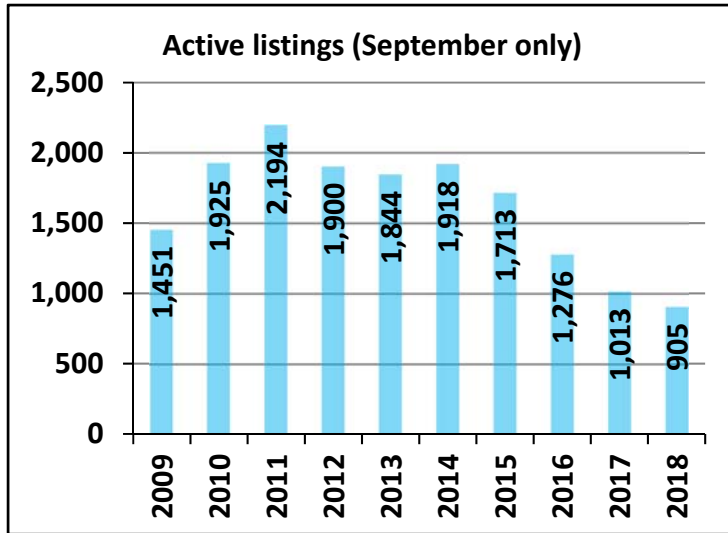
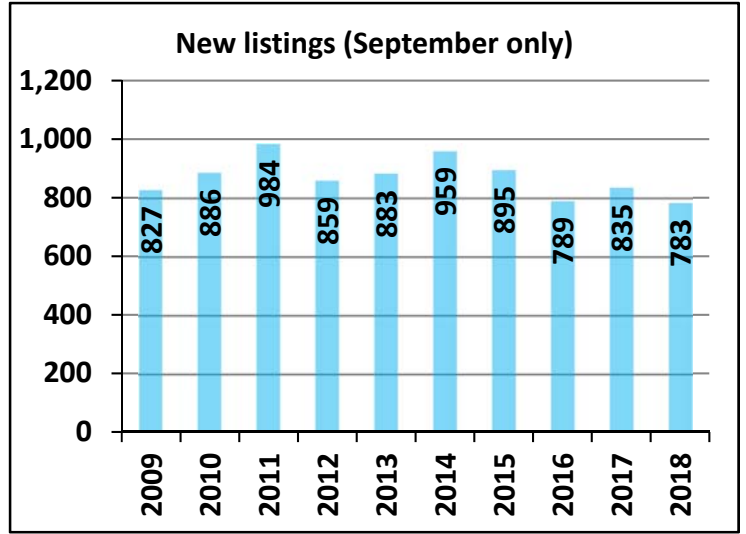
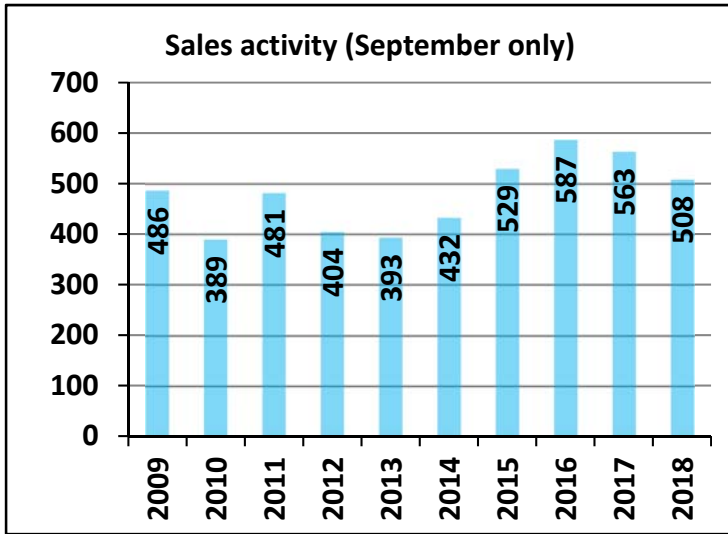
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

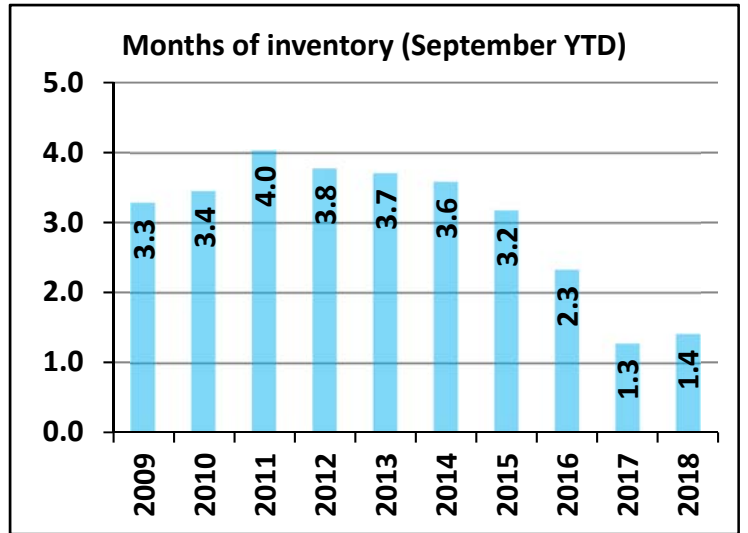
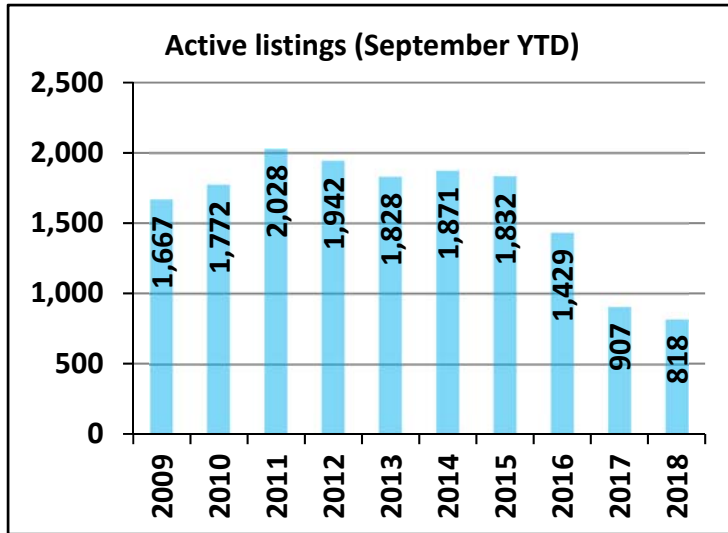
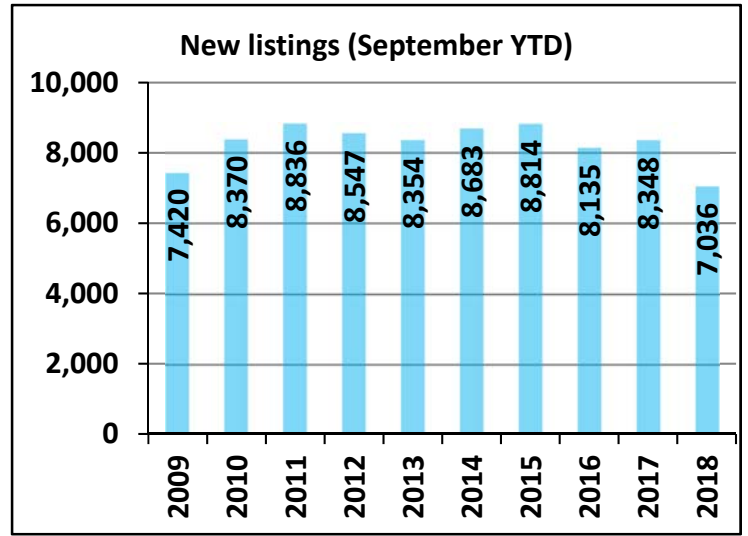
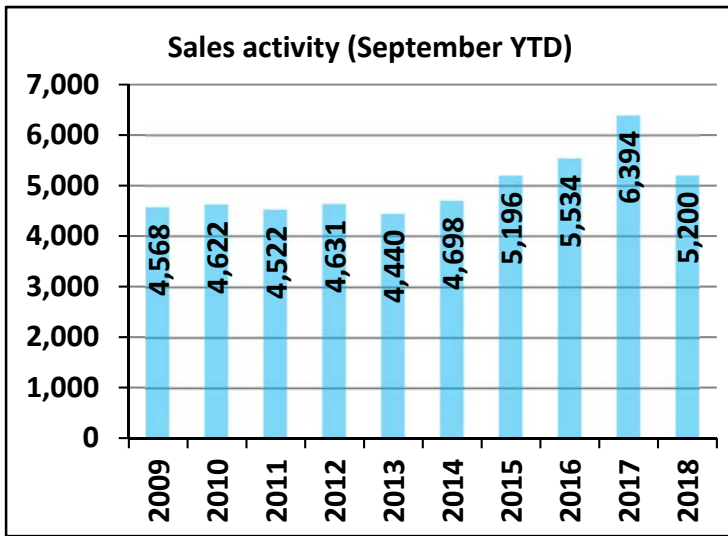
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	508	-9.8	-13.5	-4.0	29.3	5.6	-2.1
Dollar Volume	\$199,057,739	7.9	16.2	41.6	101.3	73.7	86.0
New Listings	783	-6.2	-0.8	-12.5	-11.3	-20.4	-14.8
Active Listings	905	-10.7	-29.1	-47.2	-50.9	-58.8	-51.9
Sales to New Listings Ratio¹	64.9	67.4	74.4	59.1	44.5	48.9	56.5
Months of Inventory²	1.8	1.8	2.2	3.2	4.7	4.6	3.6
Average Price	\$391,846	19.6	34.2	47.5	55.7	64.5	90.0

Year-to-date	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
Sales Activity	5,200	-18.7	-6.0	0.1	17.1	15.0	1.0
Dollar Volume	\$1,945,993,238	-10.1	23.6	39.9	76.6	79.8	76.8
New Listings	7,036	-15.7	-13.5	-20.2	-15.8	-20.4	-20.7
Active Listings³	818	-9.8	-42.8	-55.3	-55.3	-59.7	-55.9
Sales to New Listings Ratio⁴	73.9	76.6	68.0	59.0	53.1	51.2	58.0
Months of Inventory⁵	1.4	1.3	2.3	3.2	3.7	4.0	3.2
Average Price	\$374,229	10.6	31.5	39.8	50.8	56.4	75.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

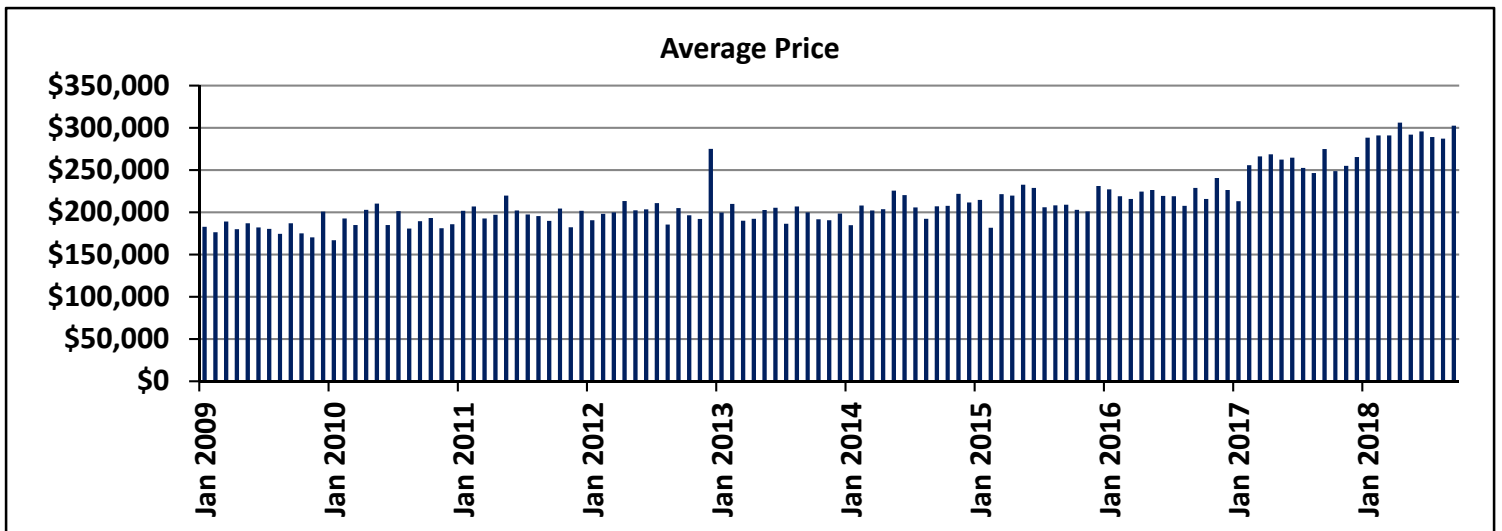
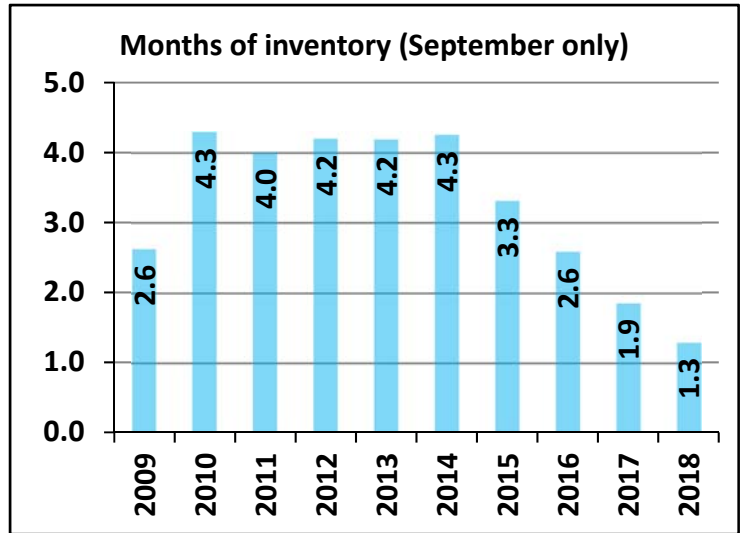
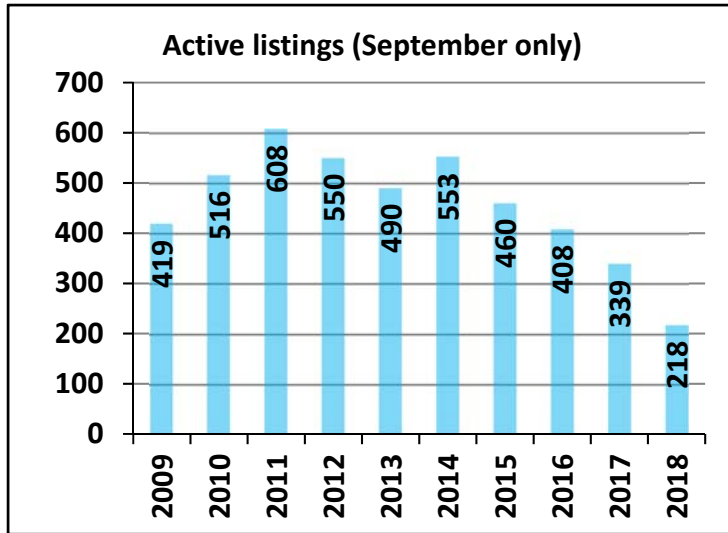
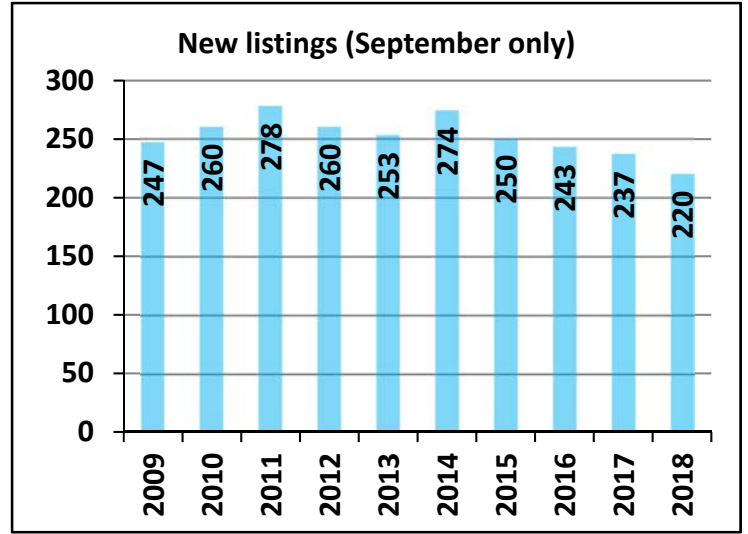
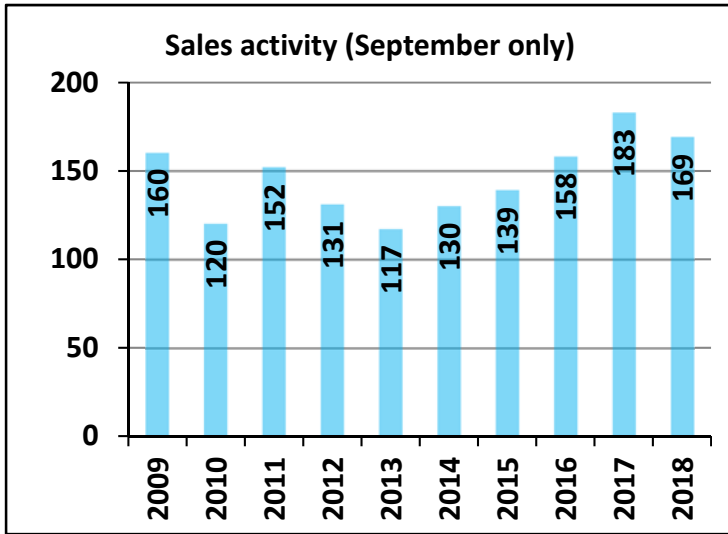
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

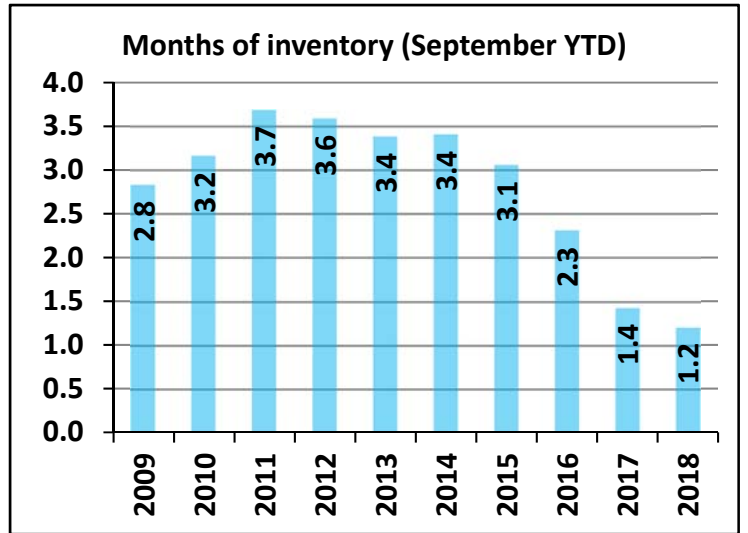
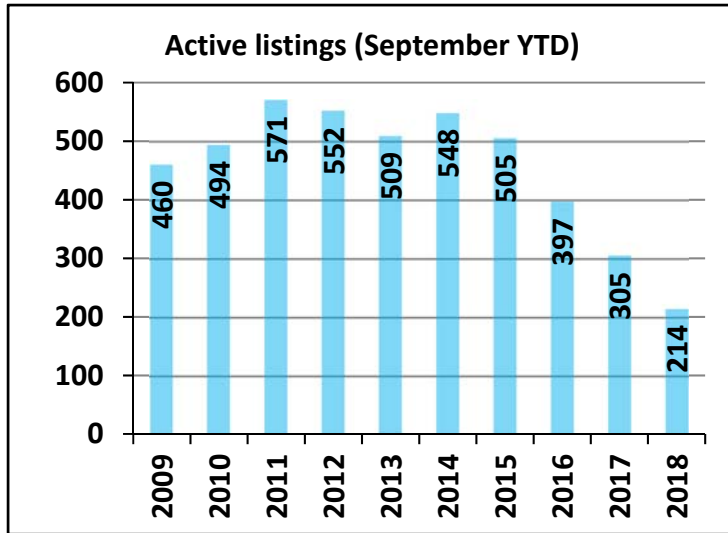
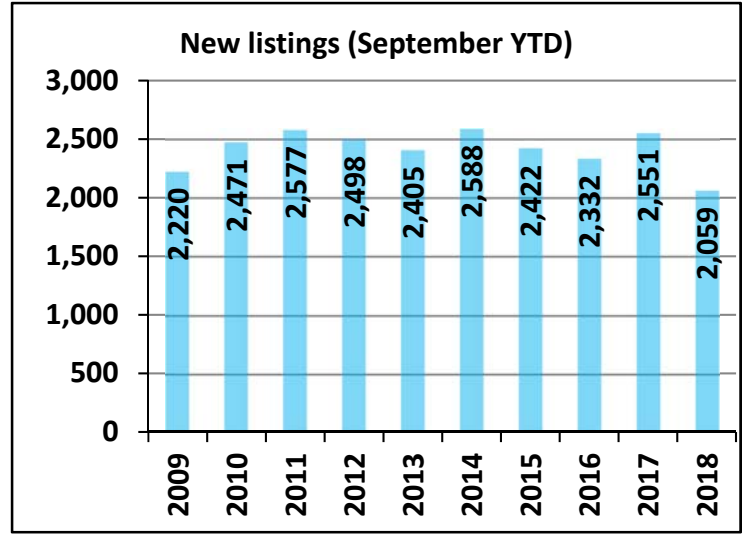
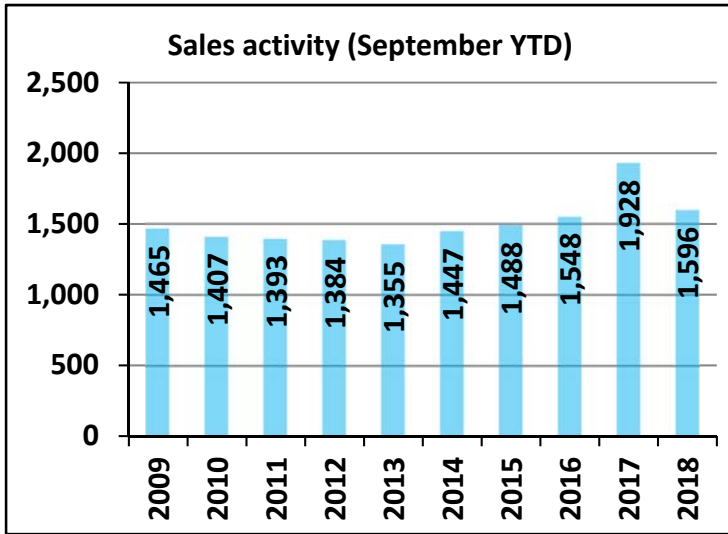
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	169	-7.7	7.0	21.6	44.4	11.2	0.0
Dollar Volume	\$51,114,466	1.6	41.4	76.1	118.6	77.2	65.8
New Listings	220	-7.2	-9.5	-12.0	-13.0	-20.9	-18.5
Active Listings	218	-35.7	-46.6	-52.6	-55.5	-64.1	-59.2
Sales to New Listings Ratio¹	76.8	77.2	65.0	55.6	46.2	54.7	62.6
Months of Inventory²	1.3	1.9	2.6	3.3	4.2	4.0	3.2
Average Price	\$302,452	10.0	32.2	44.8	51.4	59.4	65.8

Year-to-date	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
Sales Activity	1,596	-17.2	3.1	7.3	17.8	14.6	-4.0
Dollar Volume	\$468,961,023	-6.0	37.5	46.1	74.0	68.1	57.0
New Listings	2,059	-19.3	-11.7	-15.0	-14.4	-20.1	-23.9
Active Listings³	214	-29.8	-46.1	-57.6	-58.0	-62.5	-60.9
Sales to New Listings Ratio⁴	77.5	75.6	66.4	61.4	56.3	54.1	61.4
Months of Inventory⁵	1.2	1.4	2.3	3.1	3.4	3.7	3.0
Average Price	\$293,835	13.5	33.3	36.2	47.7	46.7	63.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

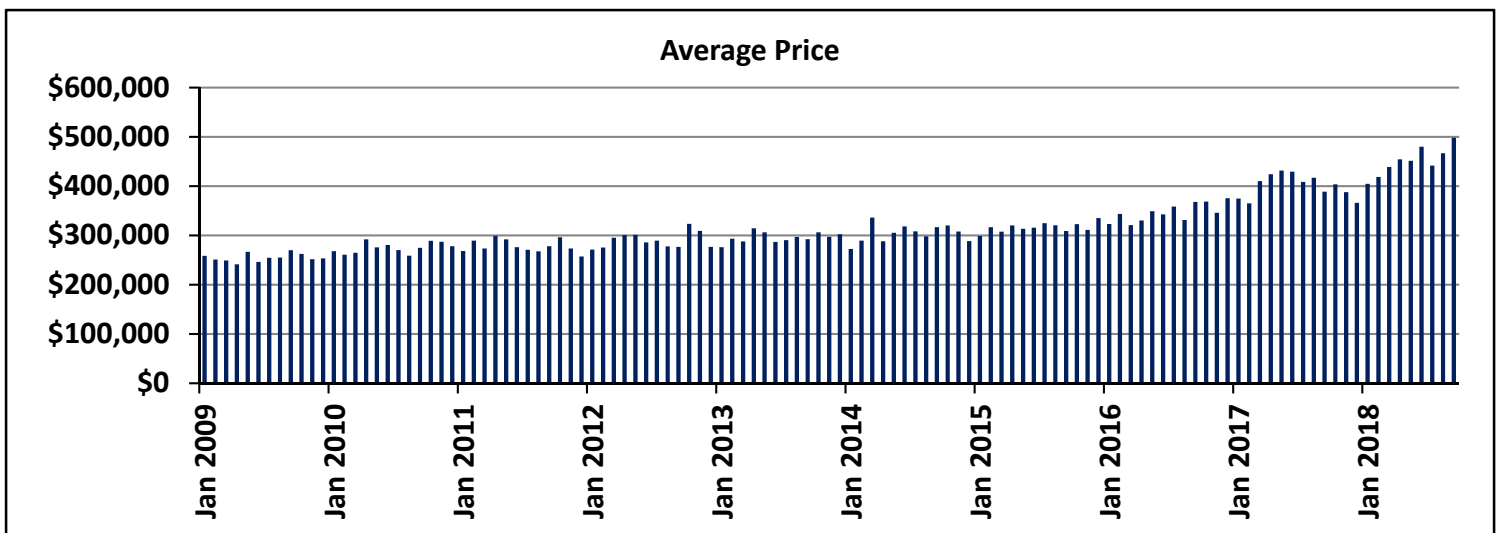
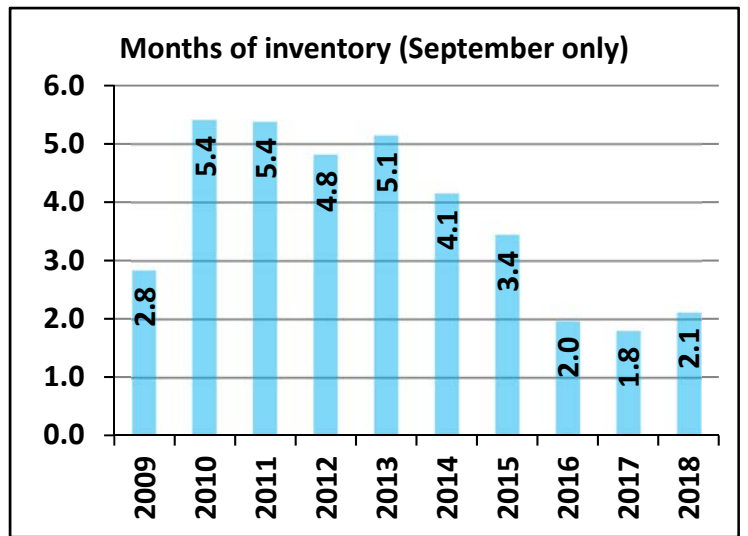
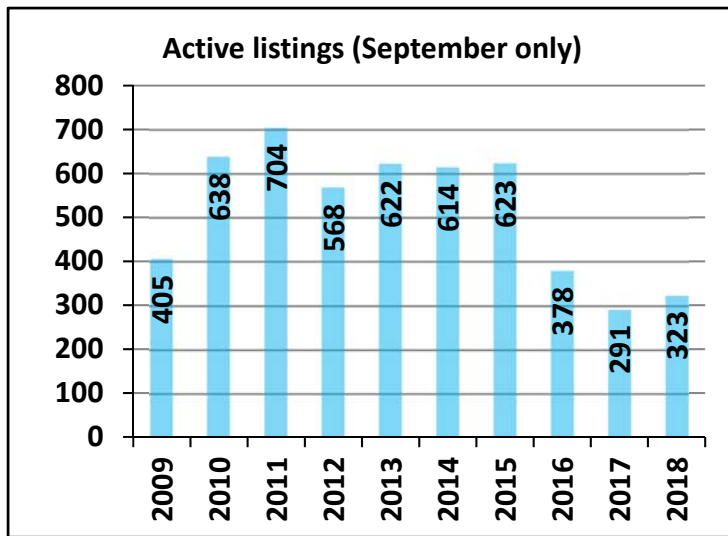
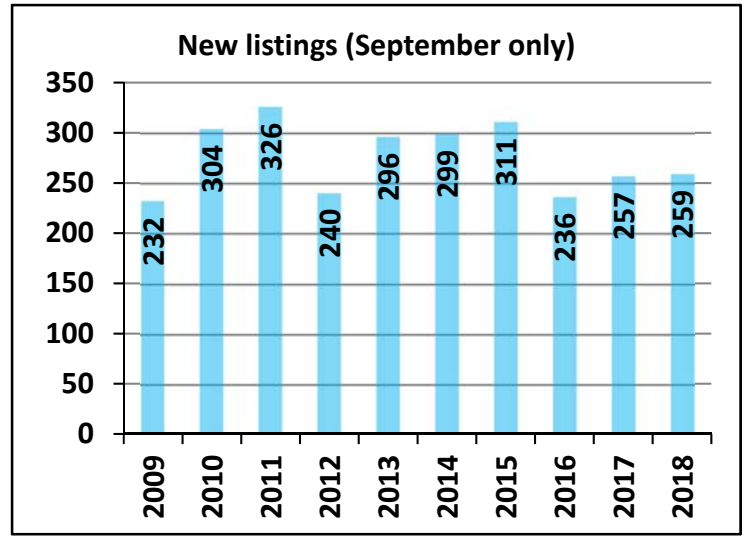
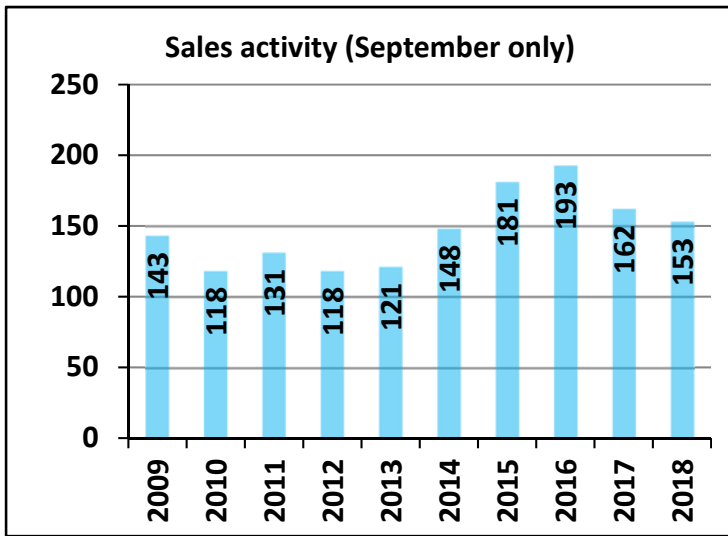
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

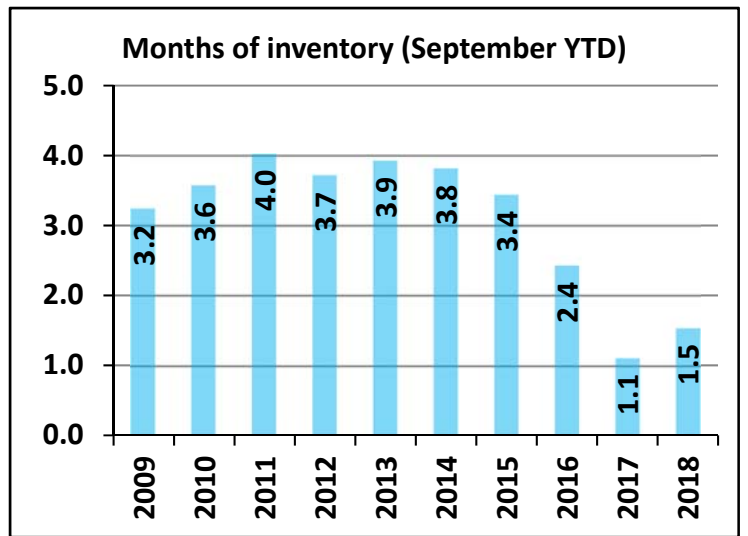
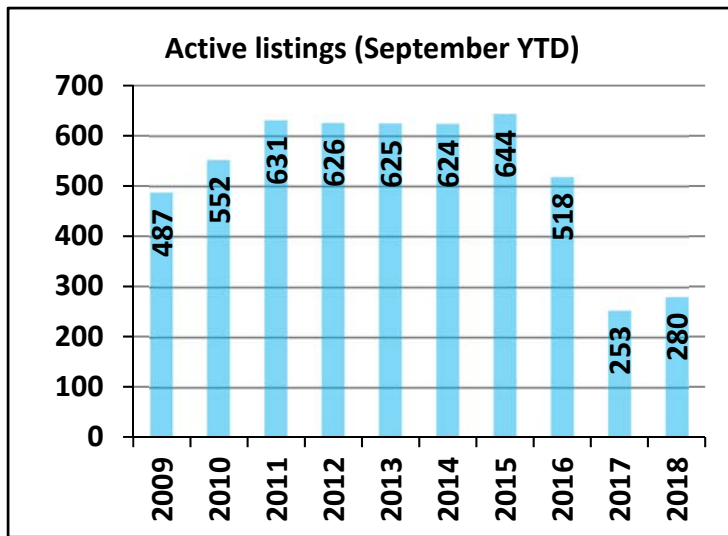
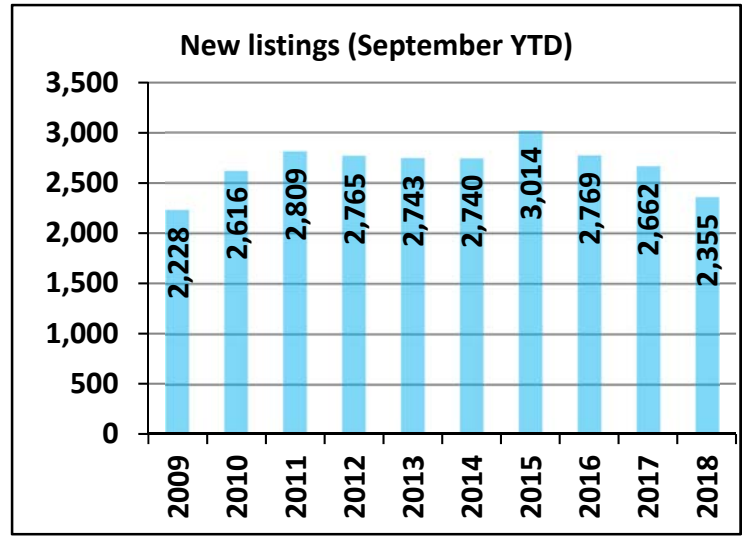
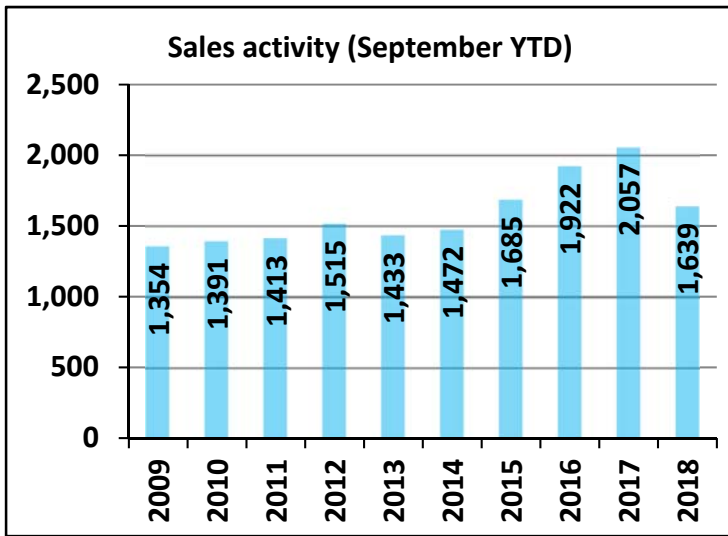
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	153	-5.6	-20.7	-15.5	26.4	16.8	18.6
Dollar Volume	\$76,215,108	21.0	7.4	36.4	115.5	109.3	148.4
New Listings	259	0.8	9.7	-16.7	-12.5	-20.6	7.0
Active Listings	323	11.0	-14.6	-48.2	-48.1	-54.1	-38.1
Sales to New Listings Ratio¹	59.1	63.0	81.8	58.2	40.9	40.2	53.3
Months of Inventory²	2.1	1.8	2.0	3.4	5.1	5.4	4.0
Average Price	\$498,138	28.1	35.5	61.3	70.5	79.2	109.4

Year-to-date	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
Sales Activity	1,639	-20.3	-14.7	-2.7	14.4	16.0	10.4
Dollar Volume	\$744,744,878	-11.9	13.4	40.3	76.0	88.5	97.9
New Listings	2,355	-11.5	-15.0	-21.9	-14.1	-16.2	-8.7
Active Listings³	280	10.7	-45.9	-56.5	-55.2	-55.6	-48.1
Sales to New Listings Ratio⁴	69.6	77.3	69.4	55.9	52.2	50.3	57.6
Months of Inventory⁵	1.5	1.1	2.4	3.4	3.9	4.0	3.3
Average Price	\$454,390	10.5	33.0	44.2	53.9	62.5	79.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

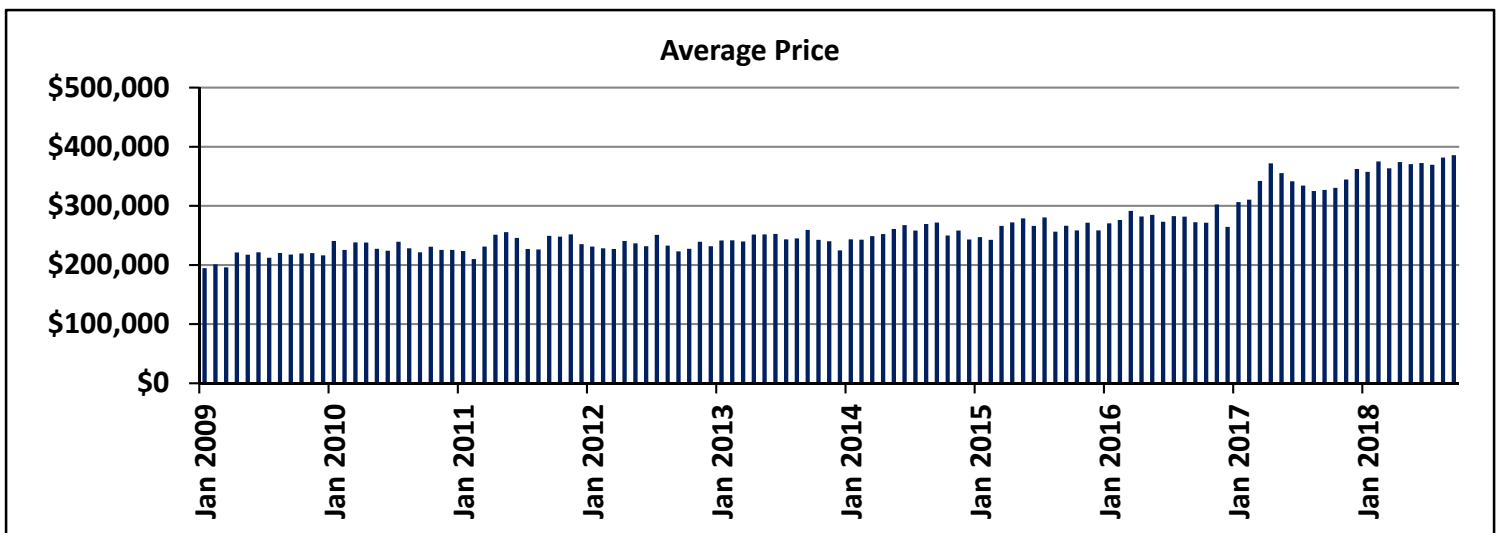
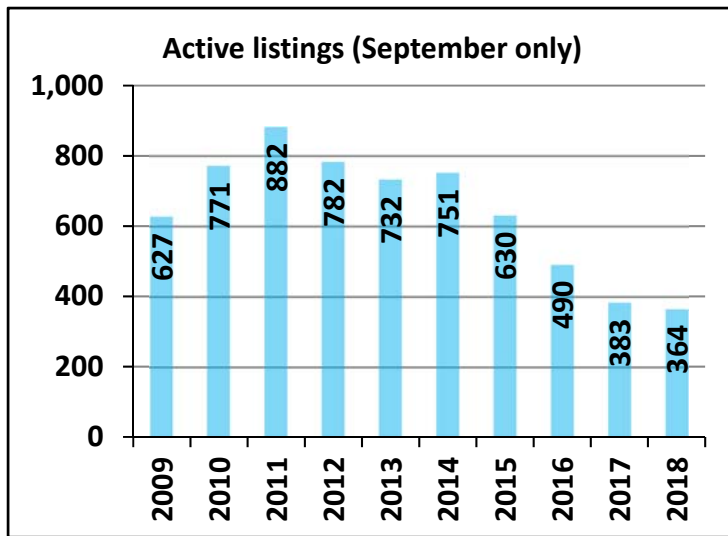
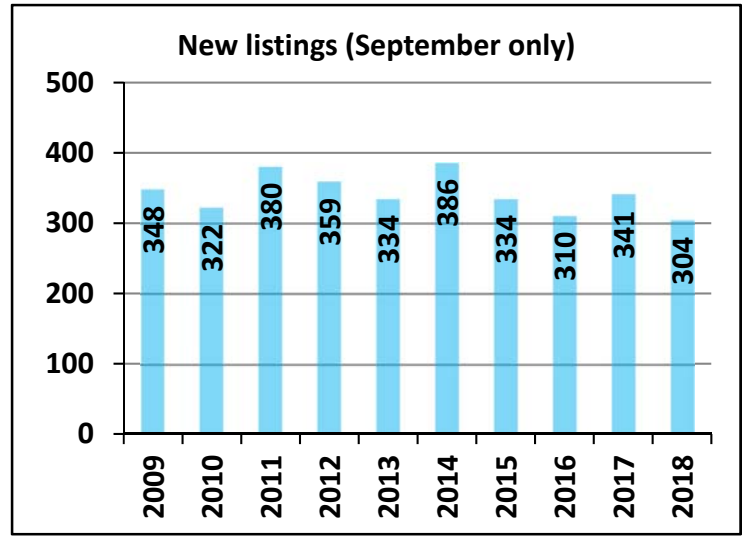
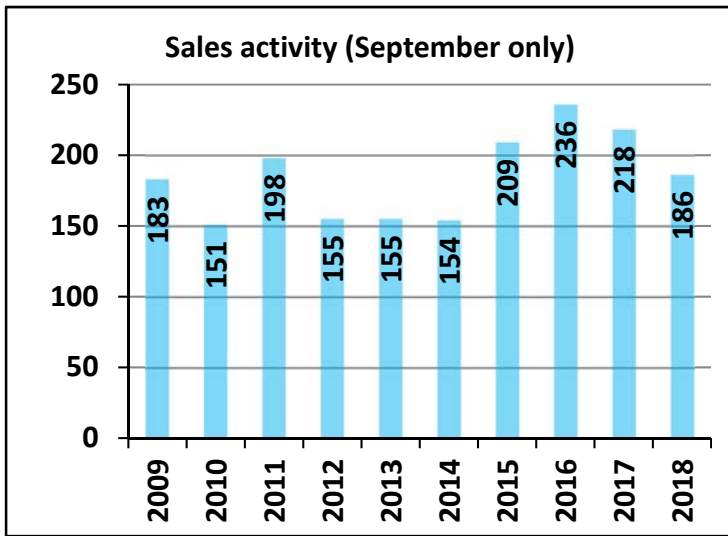
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

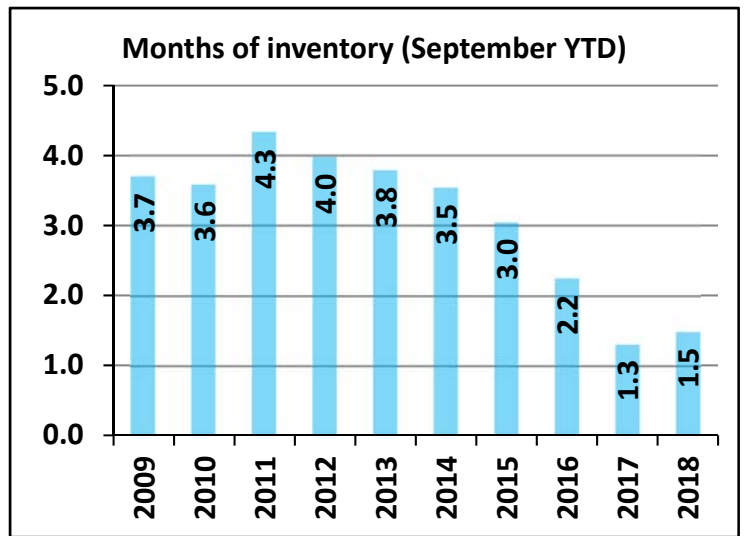
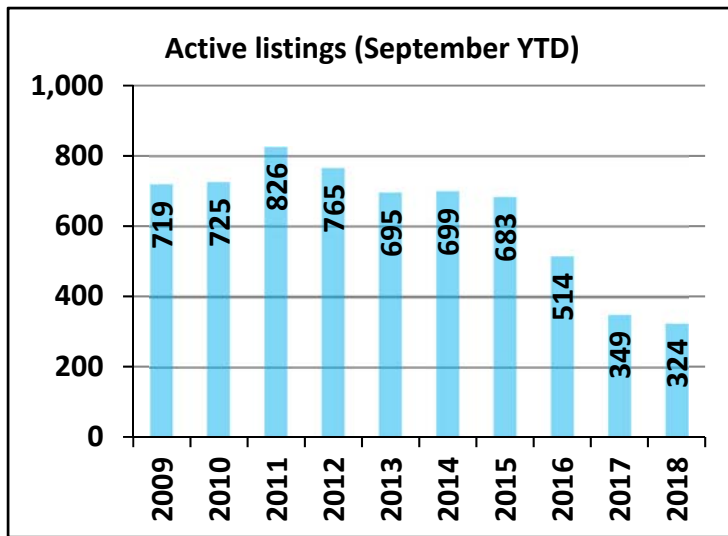
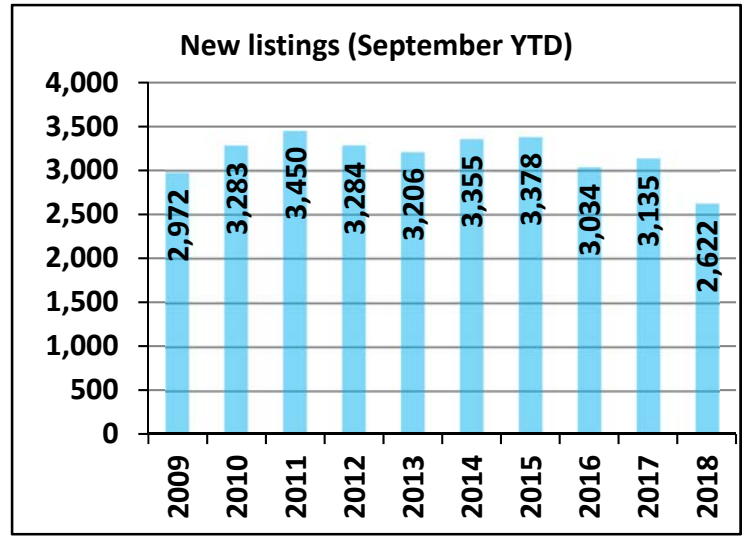
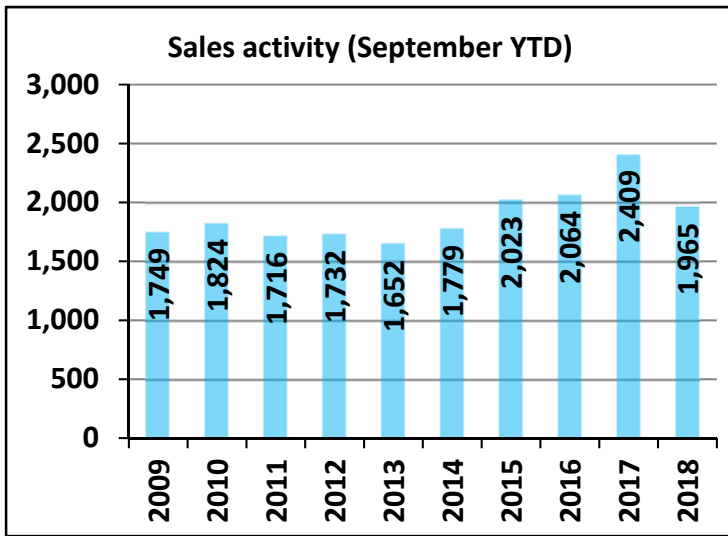
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	186	-14.7	-21.2	-11.0	20.0	-6.1	-15.8
Dollar Volume	\$71,728,165	0.7	11.6	28.9	78.6	45.4	57.6
New Listings	304	-10.9	-1.9	-9.0	-9.0	-20.0	-25.3
Active Listings	364	-5.0	-25.7	-42.2	-50.3	-58.7	-55.9
Sales to New Listings Ratio¹	61.2	63.9	76.1	62.6	46.4	52.1	54.3
Months of Inventory²	2.0	1.8	2.1	3.0	4.7	4.5	3.7
Average Price	\$385,635	18.0	41.6	44.9	48.8	54.8	87.2

Year-to-date	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
Sales Activity	1,965	-18.4	-4.8	-2.9	18.9	14.5	-1.9
Dollar Volume	\$732,287,337	-10.6	26.9	35.9	78.9	79.4	71.9
New Listings	2,622	-16.4	-13.6	-22.4	-18.2	-24.0	-27.0
Active Listings³	324	-7.2	-37.0	-52.6	-53.4	-60.8	-57.7
Sales to New Listings Ratio⁴	74.9	76.8	68.0	59.9	51.5	49.7	55.8
Months of Inventory⁵	1.5	1.3	2.2	3.0	3.8	4.3	3.4
Average Price	\$372,665	9.6	33.2	39.9	50.4	56.7	75.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

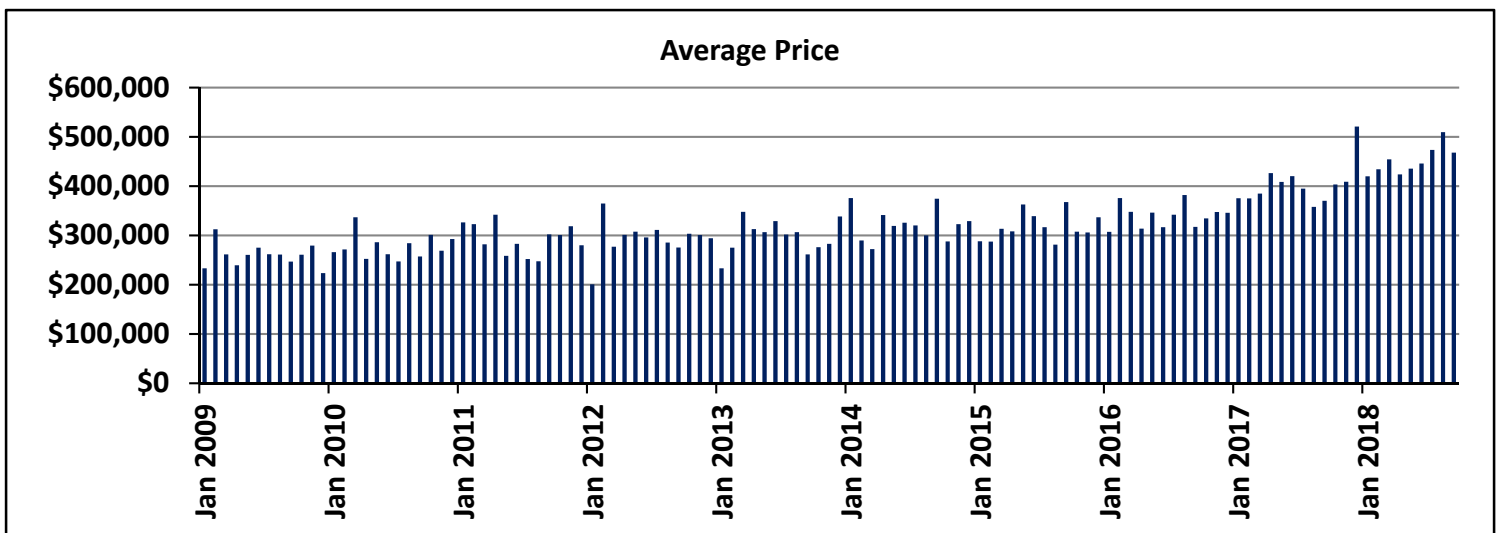
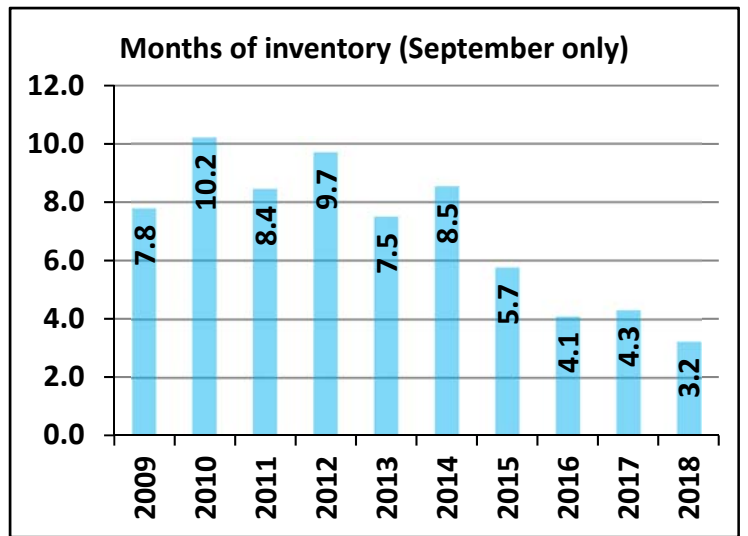
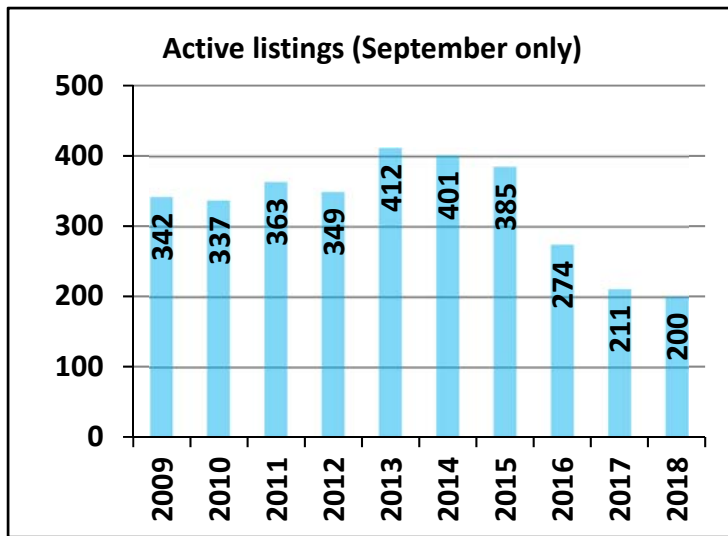
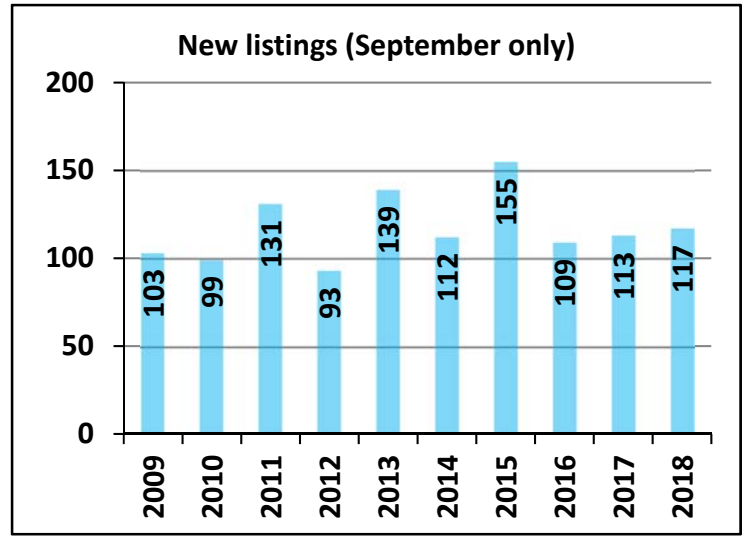
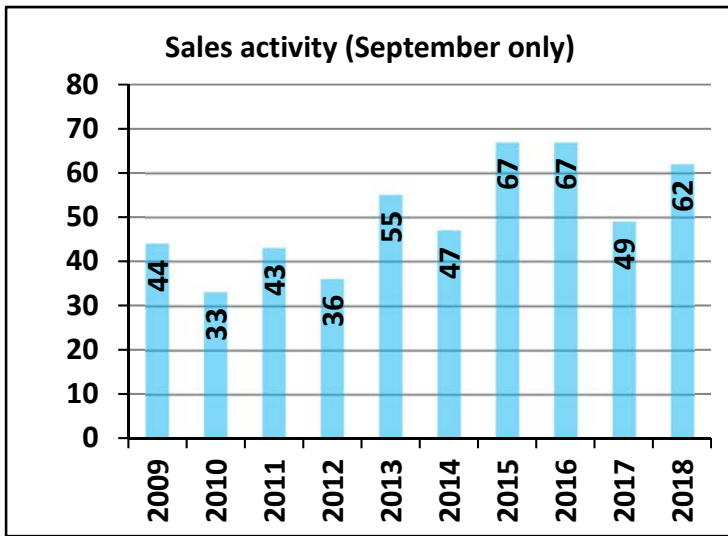
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

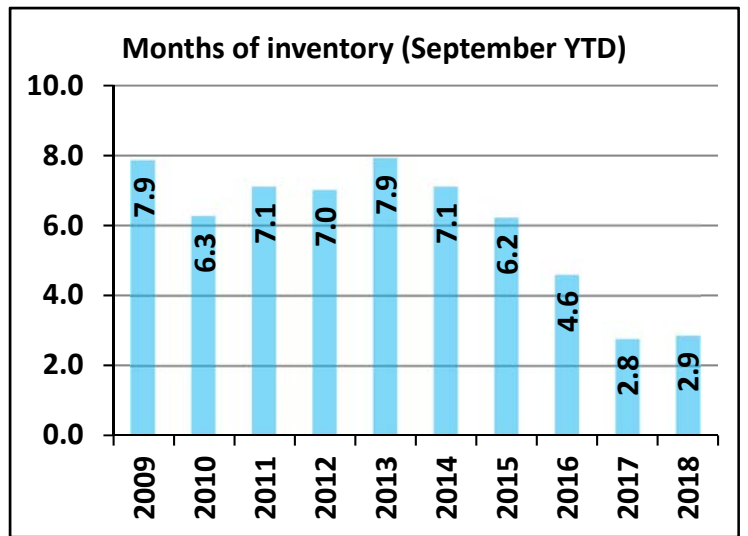
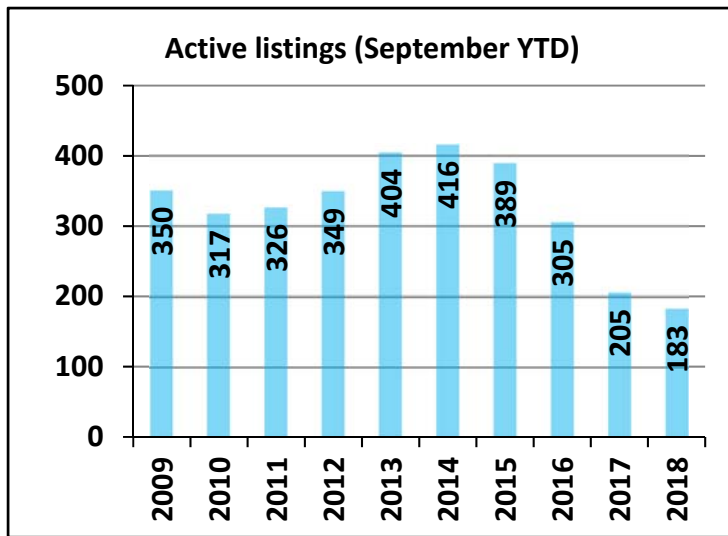
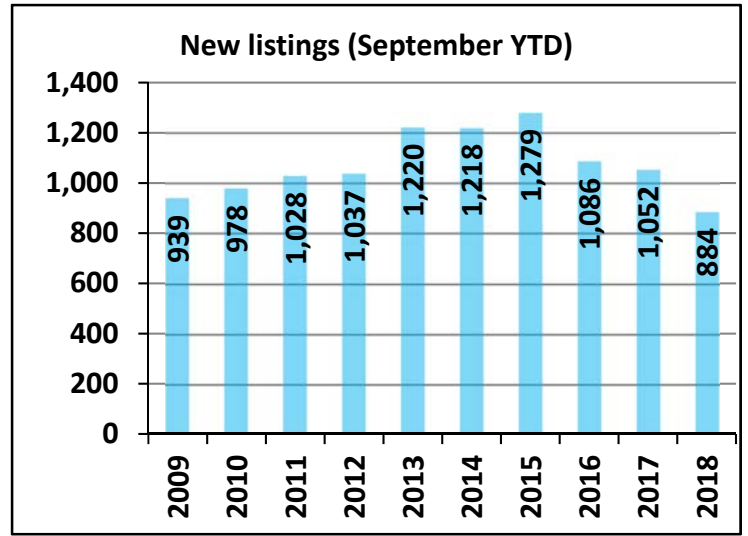
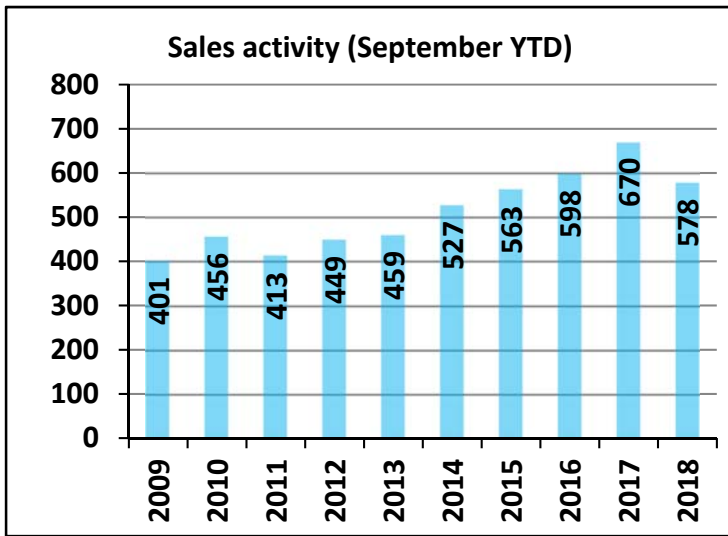
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	62	26.5	-7.5	-7.5	12.7	44.2	-12.7
Dollar Volume	\$29,008,629	60.0	36.5	17.8	101.7	123.5	35.1
New Listings	117	3.5	7.3	-24.5	-15.8	-10.7	-15.2
Active Listings	200	-5.2	-27.0	-48.1	-51.5	-44.9	-44.1
Sales to New Listings Ratio¹	53.0	43.4	61.5	43.2	39.6	32.8	51.4
Months of Inventory²	3.2	4.3	4.1	5.7	7.5	8.4	5.0
Average Price	\$467,881	26.4	47.5	27.3	78.9	55.0	54.7

Year-to-date	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
Sales Activity	578	-13.7	-3.3	2.7	25.9	40.0	21.7
Dollar Volume	\$261,764,734	-0.9	29.8	43.4	89.5	121.0	108.7
New Listings	884	-16.0	-18.6	-30.9	-27.5	-14.0	-17.8
Active Listings³	183	-10.7	-40.0	-53.0	-54.7	-43.9	-44.7
Sales to New Listings Ratio⁴	65.4	63.7	55.1	44.0	37.6	40.2	44.1
Months of Inventory⁵	2.9	2.8	4.6	6.2	7.9	7.1	6.3
Average Price	\$452,880	14.8	34.3	39.7	50.5	57.9	71.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

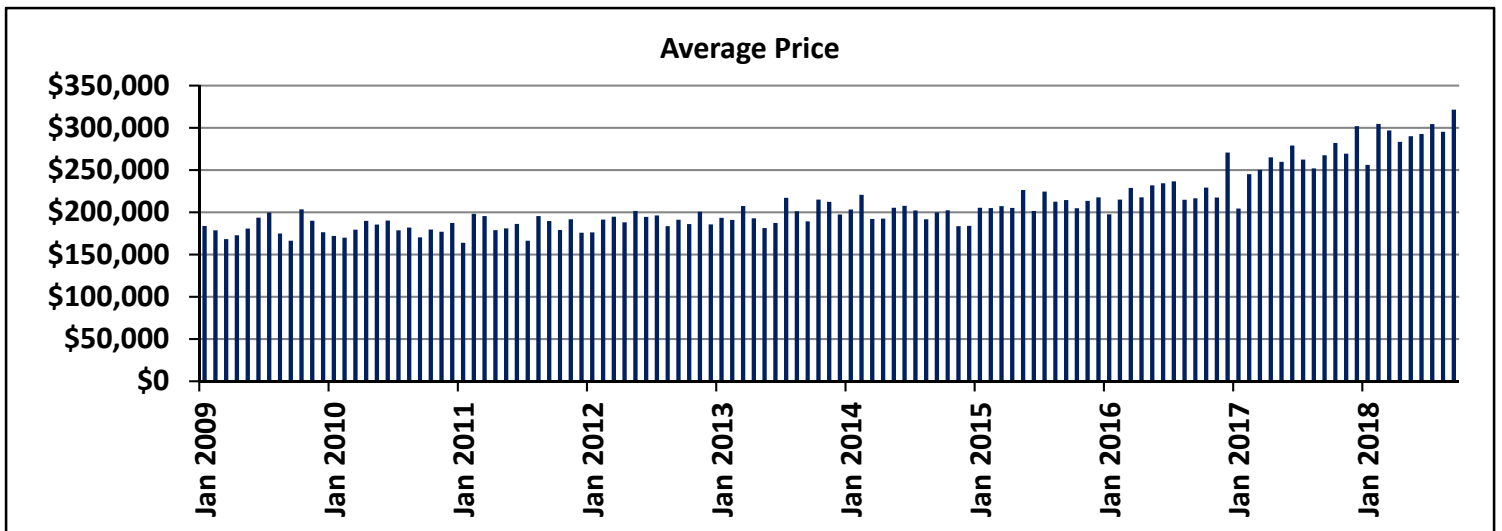
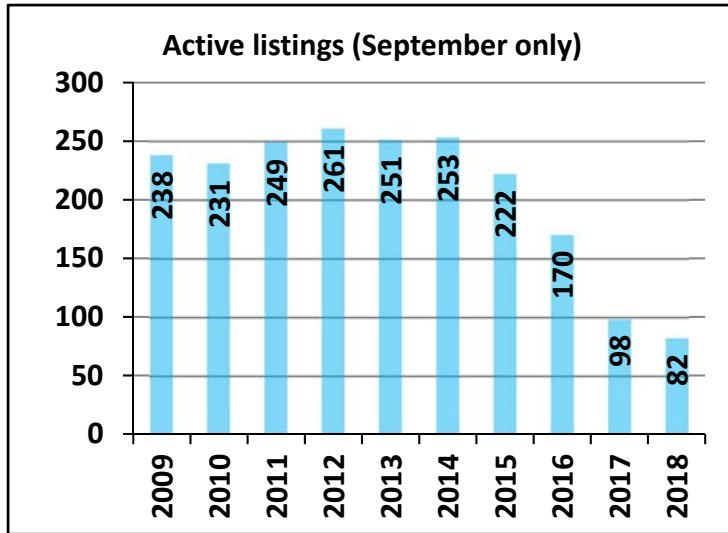
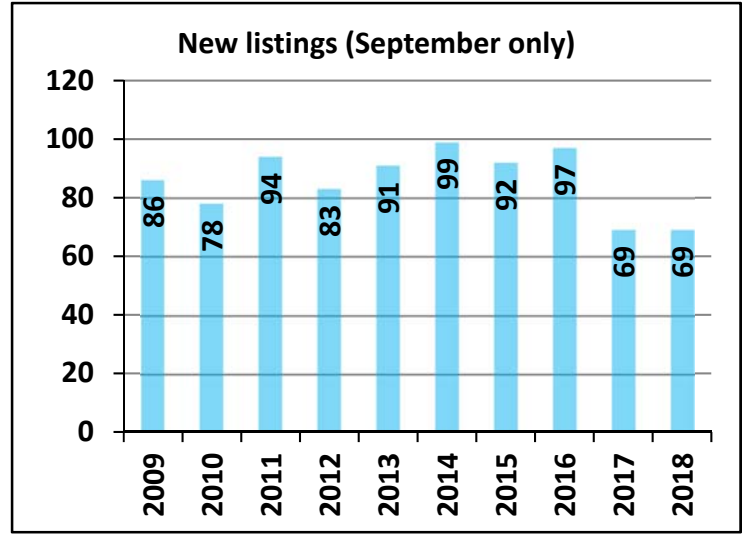
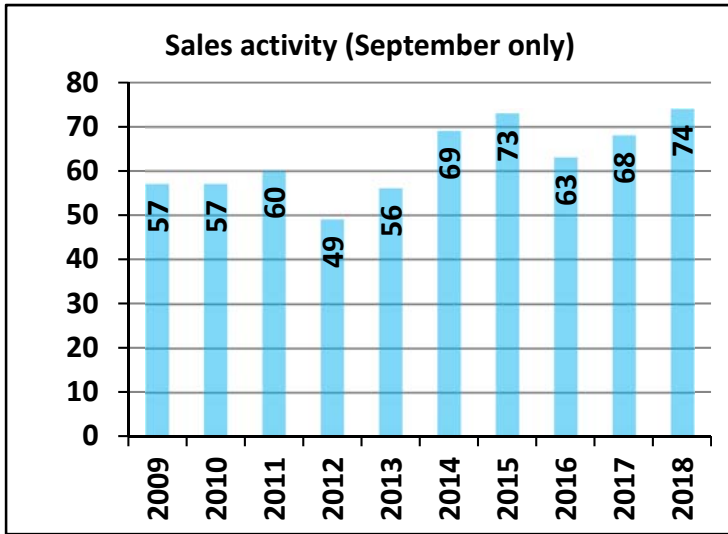
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

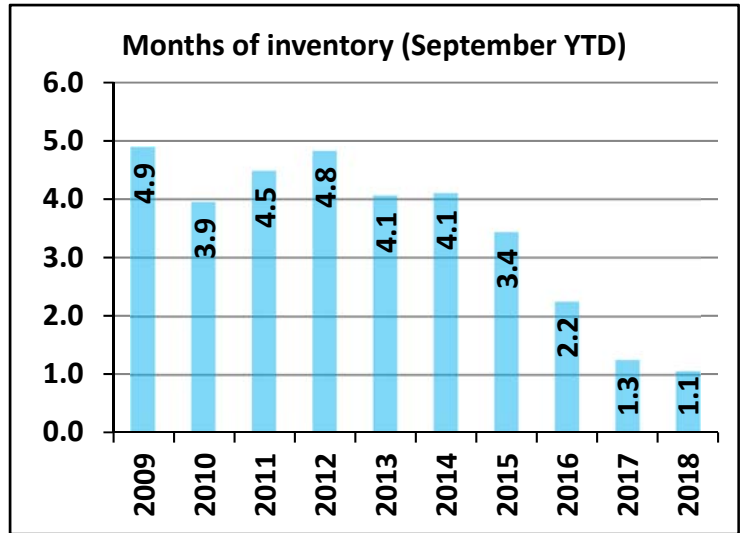
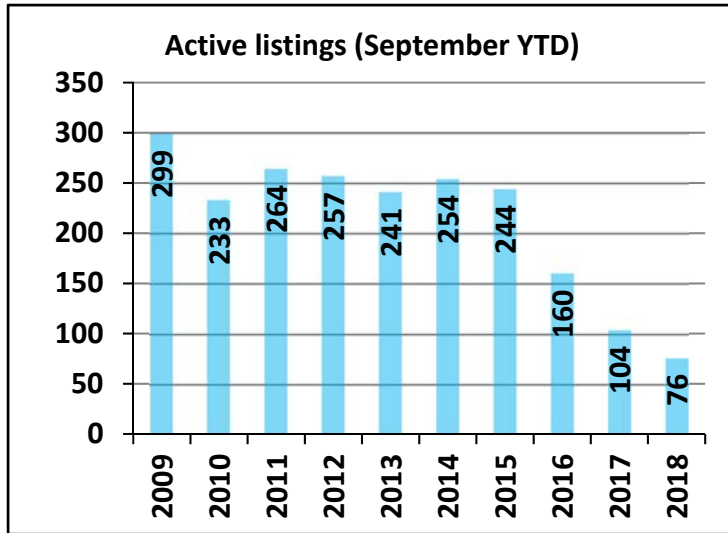
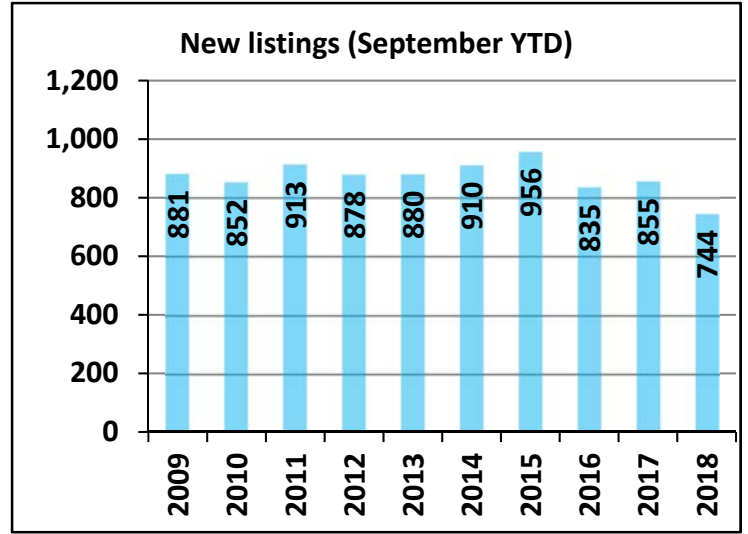
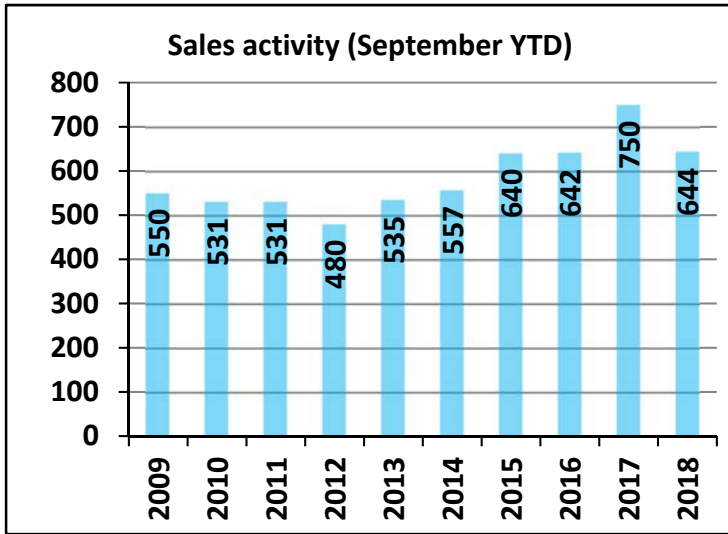
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	74	8.8	17.5	1.4	32.1	23.3	51.0
Dollar Volume	\$23,789,016	30.9	74.4	52.0	124.6	109.2	133.3
New Listings	69	0.0	-28.9	-25.0	-24.2	-26.6	-38.4
Active Listings	82	-16.3	-51.8	-63.1	-67.3	-67.1	-74.8
Sales to New Listings Ratio¹	107.2	98.6	64.9	79.3	61.5	63.8	43.8
Months of Inventory²	1.1	1.4	2.7	3.0	4.5	4.2	6.7
Average Price	\$321,473	20.2	48.5	50.0	69.9	69.6	54.5

Year-to-date	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
Sales Activity	644	-14.1	0.3	0.6	20.4	21.3	22.0
Dollar Volume	\$190,441,992	-1.3	32.0	40.0	81.9	94.8	92.1
New Listings	744	-13.0	-10.9	-22.2	-15.5	-18.5	-22.7
Active Listings³	76	-26.9	-52.5	-68.9	-68.5	-71.2	-70.8
Sales to New Listings Ratio⁴	86.6	87.7	76.9	66.9	60.8	58.2	54.9
Months of Inventory⁵	1.1	1.3	2.2	3.4	4.1	4.5	4.4
Average Price	\$295,717	15.0	31.6	39.2	51.1	60.7	57.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

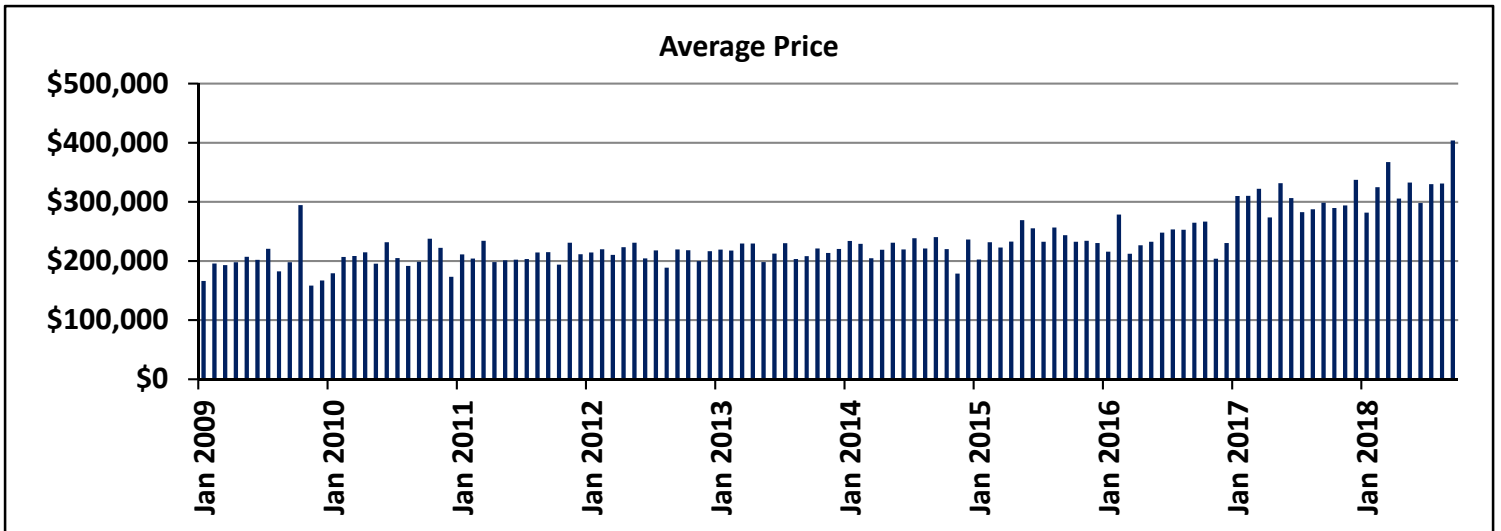
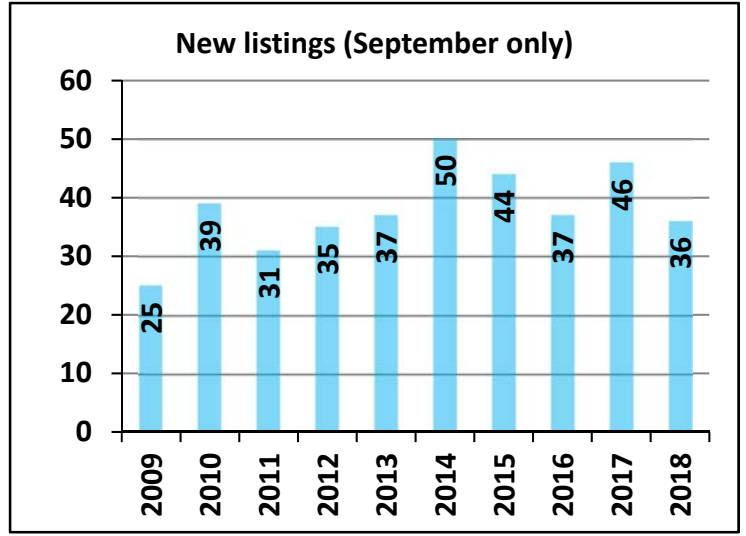
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

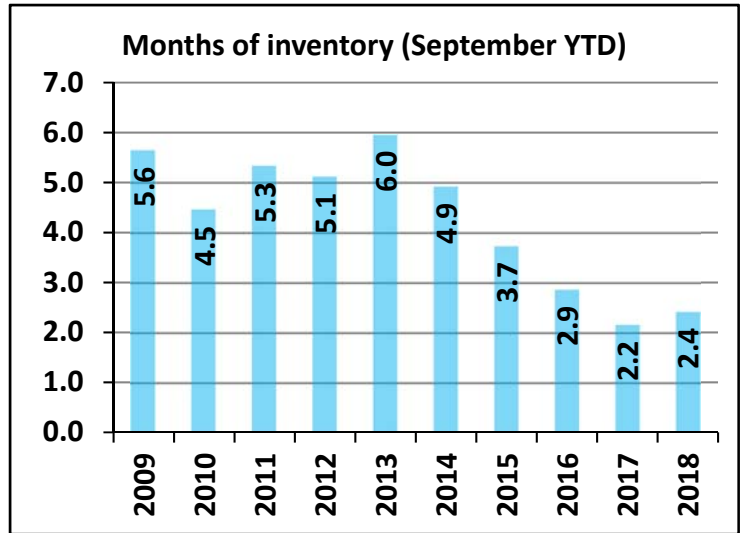
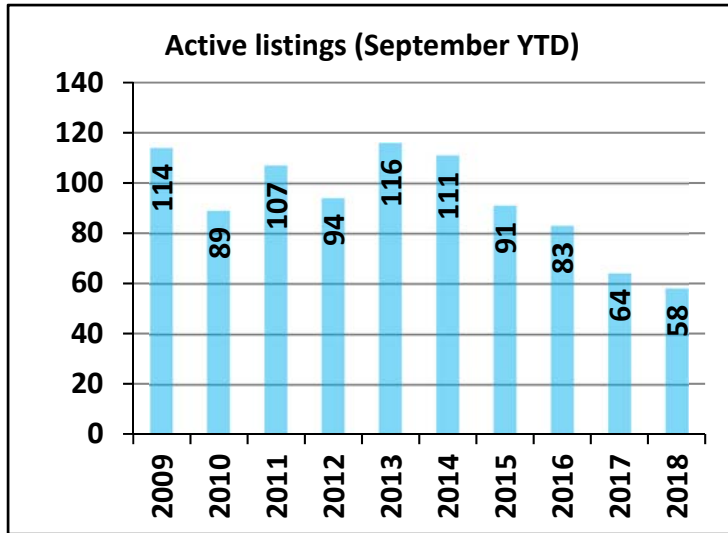
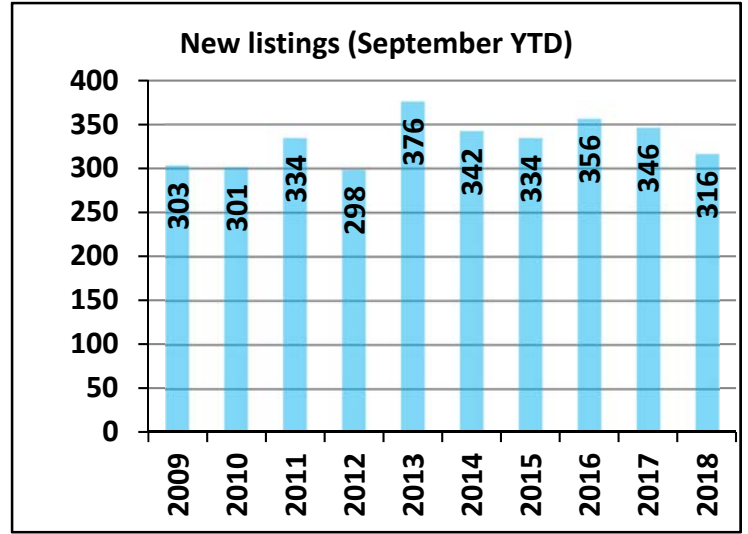
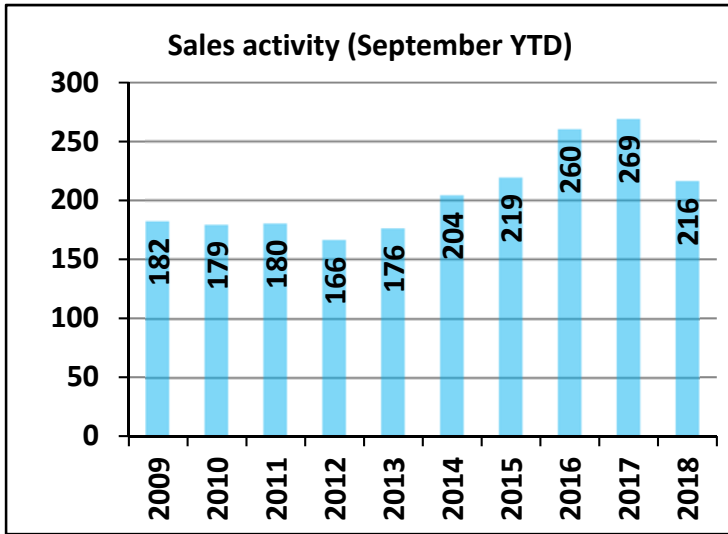
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	19	-20.8	-45.7	-38.7	-17.4	26.7	-26.9
Dollar Volume	\$7,668,492	7.1	-17.2	1.6	60.3	137.9	54.8
New Listings	36	-21.7	-2.7	-18.2	-2.7	16.1	-14.3
Active Listings	70	-1.4	14.8	-27.1	-47.4	-32.7	-43.5
Sales to New Listings Ratio¹	52.8	52.2	94.6	70.5	62.2	48.4	61.9
Months of Inventory²	3.7	3.0	1.7	3.1	5.8	6.9	4.8
Average Price	\$403,605	35.2	52.5	65.8	94.0	87.8	111.9

Year-to-date	September 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
Sales Activity	216	-19.7	-16.9	-1.4	22.7	20.0	0.0
Dollar Volume	\$70,867,505	-13.7	11.8	33.1	87.1	88.8	74.1
New Listings	316	-8.7	-11.2	-5.4	-16.0	-5.4	-15.3
Active Listings³	58	-9.4	-30.1	-36.3	-50.0	-45.8	-46.8
Sales to New Listings Ratio⁴	68.4	77.7	73.0	65.6	46.8	53.9	57.9
Months of Inventory⁵	2.4	2.2	2.9	3.7	6.0	5.3	4.5
Average Price	\$328,090	7.5	34.6	34.9	52.5	57.3	74.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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 Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes