

News Release

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London, March 1, 2016

Strong Homes Sales in February

652 homes sold in February, up 21.9% over February 2015. “That makes last month the best February since 2008!” says Stacey Evoy, 2016 President of the London and St. Thomas Association of REALTORS®, adding, by way of caveat, “This being a Leap Year, however, we had an extra day in which 39 sales took place, so, in order to make a meaningful comparison with February 2015, we have to factor that in.” Year to Date home sales are up 9.6%.

1,146 homes were listed in February, down 2.7%, and Active Listings End of Period – or inventory – was down 19.1%. “According to the Canada Mortgage and Housing Corporation’s forecast, sales are expected to grow more than new listings in 2016,” says Evoy. “If you’re thinking of putting your home on the market, this would be a great time to do that.”

55 homes sold in St. Thomas in February, up 1.9% over last year. The average price of a home in St. Thomas so far in 2016 stands at \$209,849 down 3.2%.

House Style	Units Sold	Average Price
2 storey	187	\$374,923
Bungalow	113	\$217,943
Ranch	64	\$314,278
Townhouse	64	\$159,801
High rise apt. condo	33	\$194,109

The best-selling house style in LSTAR’s jurisdiction for February 2016 was the two-storey, then the bungalow, followed by ranches, then townhouse condominiums, then high rise apartment condos. The average price for a detached home Year to Date stood at \$289,572 up 2.6%, while the average price for a condo over the same period stood at \$191,940, up 1.1%. The

average price of all homes sold through LSTAR’s MLS® Year to Date stood at \$271,018 up 2.5%

The following table, based on data taken from CREA’s National MLS® Report for January 2016 (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	\$1,052,613
Fraser Valley	\$679,787
Toronto	\$655,884
Victoria	\$527,079
Hamilton-Burlington	\$456,684
Calgary	\$455,270
Montreal	\$367,657
Saskatoon	\$362,707
Ottawa	\$361,302
Edmonton	\$348,029
Regina	\$347,186
Kitchener-Waterloo	\$322,051
London St. Thomas	\$271,018 ¹
CANADA	\$470,913

According to recent research conducted by the Altus Group, one job is created for every three real estate transactions and approximately \$55,000 in ancillary spending is generated every time a house changes hands in Ontario. “That means February home sales in LSTAR’s jurisdiction spun approximately \$25,860,000 into our local economy and created approximately 217 jobs,” says Evoy. “Here at LSTAR, we’re very proud about the vital role real estate plays in ensuring the prosperity of our community.”

The London and St. Thomas Association of REALTORS® (LSTAR) exists to provide our REALTOR® Members with the support and tools they need to succeed in their profession. LSTAR is one of Canada’s fifteen largest real estate associations, representing 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.

¹ Average price in February 2016

<u>2016 Monthly Data</u>						<u>2015 Monthly Data</u>				
DETACHED		%	CONDO		%	TOTAL	%	DETACHED	CONDO	TOTAL
Units Sold	519	20.1	133	29.1	652	21.9	432	103	535	
Dollar Volume	\$151,392,865	34.7	\$25,695,850	42.8	\$177,088,715	35.8	\$112,386,603	\$17,995,920	\$130,382,523	
No.of Listings	895	-4.0	251	2.0	1146	-2.7	932	246	1178	
Average Price (February)	\$291,701	1.9	\$193,202	2.2	\$271,608	0.7				
Average Price (January)	\$286,308		\$189,033		\$269,633					
% Difference in Average Price in Current Month Compared to Previous Month										

<u>2016 Year-to-Date</u>						<u>2015 Year-to-Date</u>				
DETACHED		%	CONDO		%	TOTAL	%	DETACHED	CONDO	TOTAL
Units Sold	895	10.5	210	6.1	1105	9.6	810	198	1008	
Dollar Volume	\$259,167,101	20.9	\$40,307,409	13.0	\$ 299,474,510	19.8	\$214,362,475	\$35,677,664	\$ 250,040,139	
No.of Listings	1710	-7.1	489	-7.6	2199	-7.2	1840	529	2369	
Active Listings (end of period)	1855	-18.9	544	-19.9	2399	-19.1	2288	679	2967	
Average Price YTD	\$289,572	2.6	\$191,940	1.1	\$271,018	2.5				
Average Price (Dec.31/15)*	\$282,229		\$189,798		\$264,435					
* % Difference in Average Price Year-to-Date Compared to December 31, 2015										

RESIDENTIAL STATISTICS
February 2016

ST. THOMAS STATISTICS

2016 Monthly Data

2015 Monthly Data

		%	
Units Sold	55	1.9	54
Dollar Volume	\$11,819,050	8.1	\$10,934,300
No.of Listings	88	2.3	86
Active at End	259	-20.1	324

2016 Year-to Date

2015 Year-to-Date

		%	
Units Sold	78	-23.5	102
Dollar Volume	\$16,368,260	-21.0	\$20,706,850
No.of Listings	188	-1.1	190

Average Price (Feb 2016)	\$214,892	8.6	Average Price (Feb 2015)
Average Price (Jan 2016)	\$197,792		\$202,487
Average Price YTD	\$209,849	-3.2	Average Price (YTD 2015)
Average Price (Dec.31/15) *	\$216,800		\$203,008

* Difference in Average Price Year-to-Date Compared to December 31, 2015