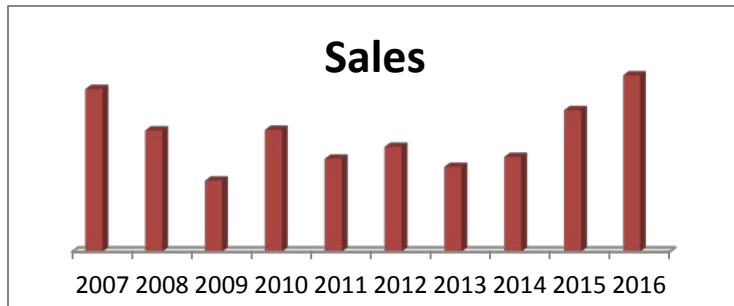


SECOND QUARTER 2016



LONDON AND ST. THOMAS ASSOCIATION OF REALTORS®

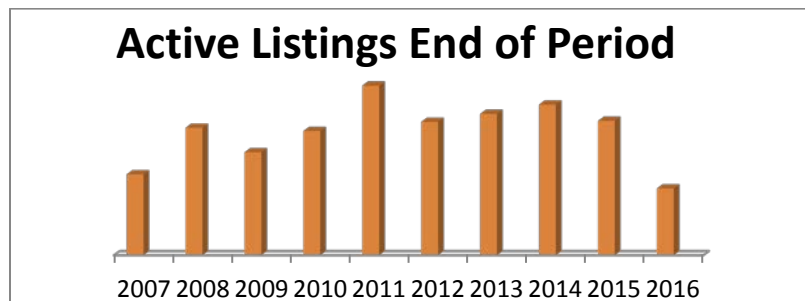


Over April, May and June a total of 3,347 homes exchanged hands, bringing the total number of homes sold thus far this year to 5,309. Altogether sales are up 8.6% from last year. Moreover, April was the best April ever, May 2016 lost out to May 2007 – the best month in the history of LSTAR -- by only seven units and June was the best June ever.



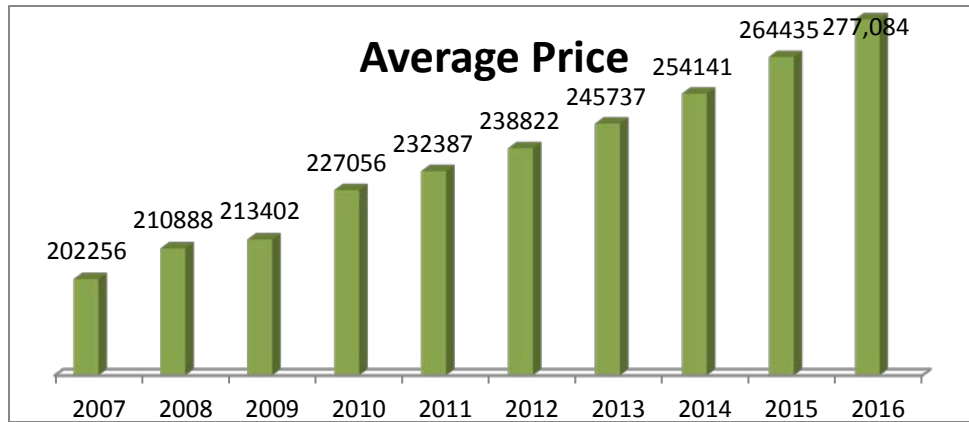
Sales are one sign of a vibrant market; supply is another. The number of MLS® listings so far this year stands at 8,758, down 8.6% over the previous year. That's an amount of stock, but not as much as it has been. That's because the market is beginning to tighten a bit.

In addition to supply, there's inventory – those listings that remain active at Quarter's End. Inventory was down 24.2% for detached homes, and 23.0% for condos.



A Sellers' Market is characterized by short supply and high demand, giving Sellers the advantage. A Buyers Market is characterized by plentiful supply and relatively low demand, giving Buyers the advantage. A balanced market cuts right down the middle, creating a level playing field for both Buyers and Sellers. For most of the past decade, our market has been a

balanced one and we continue to consider it balanced. However, as demand continues to put pressure on supply, we are beginning to see something of a Sellers market start to take shape.



Average sale price is another indication of a healthy real estate market. What we like to see is a moderate trending upward in average house price over time . . . exactly what we've seen here in London and St. Thomas over the past decade. Our market is not over-heated, nor is there any sign of a housing bubble.

At the end of June 2016, the average price for a home in LSTAR's jurisdiction stood at \$277,084. Compared to December 31, 2015, that was up 4.8% over all. The London Census Metropolitan Area continues affordable when compared to other centers. Here we have the Canadian Real Estate Association's latest Major Market Survey, published in May 2016. (The figure for London dates from June 2016).

