

## Residential Market Activity

October 2017



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

## London and St. Thomas Residential Market Activity

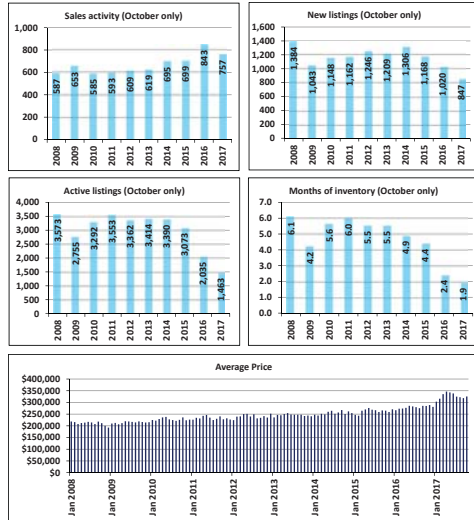
Actual	October 2017	Compared to <sup>1</sup>									
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago				
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007				
Sales Activity	797	-10.2	8.3	8.9	24.3	29.4	10.3				
Dollar Volume	\$246,276,717	2.5	33.1	41.5	67.5	78.4	80.2				
New Listings	847	-17.0	27.5	35.1	32.0	29.3	-30.0				
Active Listings	1,463	-26.1	-52.4	-56.8	-56.5	-55.6	-46.5				
Sales to New Listings Ratio <sup>2</sup>	89.4	82.6	59.8	53.2	48.9	51.0	56.7				
Months of Inventory <sup>3</sup>	1.9	2.4	4.4	4.9	5.5	5.6	4.0				
Average Price	\$326,331	14.2	22.9	30.0	34.8	37.8	63.3				

Year-to-date	October 2017	Compared to <sup>1</sup>									
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago				
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD				
Sales Activity	10,111	10.8	21.4	33.0	39.8	40.8	18.6				
Dollar Volume	\$3,341,655,300	30.9	51.6	72.3	91.5	103.0	95.4				
New Listings	13,149	-0.9	-10.1	-9.7	-6.4	-3.6	-3.3				
Active Listings <sup>4</sup>	1,895	-36.5	-52.3	-54.2	-53.9	-50.3	-42.6				
Sales to New Listings Ratio <sup>2</sup>	78.9	68.9	66.9	52.2	51.5	52.6	62.3				
Months of Inventory <sup>3</sup>	1.6	2.7	4.0	4.6	4.8	4.5	3.3				
Average Price	\$330,497	18.3	24.8	29.5	36.9	44.1	63.4				

<sup>1</sup> Sales / new listings \* 100  
<sup>2</sup> Active listings at month end / monthly sales  
<sup>3</sup> 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  
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month  
<sup>5</sup> Average active listings from January to current month / average sales from January to current month  
<sup>6</sup> Sales to new listings ratio and months of inventory shown as values; all others calculated as percentage changes

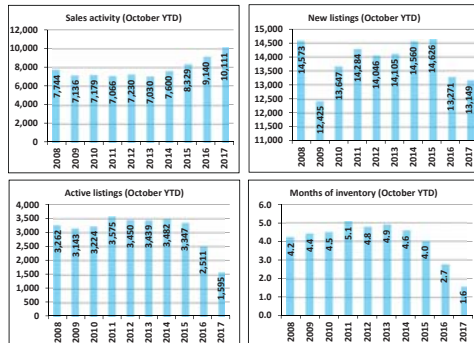
Source: Canadian MLS® Systems, CREA

## London and St. Thomas Residential Market Activity



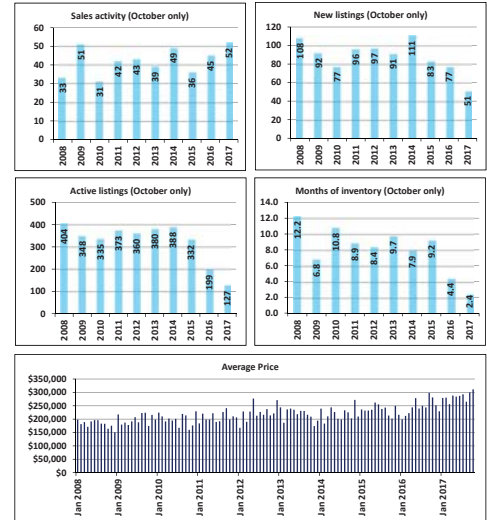
Source: Canadian MLS® Systems, CREA

## London and St. Thomas Residential Market Activity



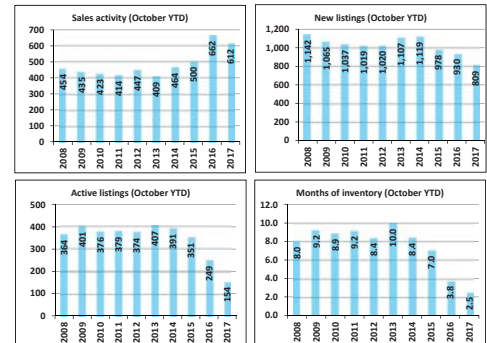
Source: Canadian MLS® Systems, CREA

## Elgin County Residential Market Activity



Source: Canadian MLS® Systems, CREA

## Elgin County Residential Market Activity



Source: Canadian MLS® Systems, CREA

**Elgin County**  
Residential Market Activity

Actual	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	82	-15.6	44.4	6.1	20.9	67.7	14.8
Dollar Volume	\$16,194,878	28.0	122.3	83.1	76.1	226.5	62.6
New Listings	91	-33.8	-38.6	-54.1	-47.4	-33.8	-36.3
Active Listings	127	-36.2	-61.7	-67.3	-64.7	-62.1	-67.2
Sales to New Listings Ratio <sup>2</sup>	102.0	58.4	43.4	44.1	44.3	40.3	76.3
Months of Inventory <sup>3</sup>	2.4	4.4	9.2	7.9	8.4	10.8	4.9
Average Price	\$311,434	10.8	53.9	53.7	45.6	94.6	90.8

Year-to-date	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	612	-7.8	22.4	31.5	36.8	44.7	22.5
Dollar Volume	\$173,852,004	5.5	46.7	72.9	74.8	106.8	95.8
New Listings	899	-13.0	-17.3	-27.7	-20.7	-22.0	-17.3
Active Listings <sup>4</sup>	154	-35.2	-56.1	-60.6	-58.8	-59.0	-48.7
Sales to New Listings Ratio <sup>2</sup>	75.8	71.2	51.1	41.5	43.8	40.8	51.2
Months of Inventory <sup>3</sup>	2.5	3.8	7.0	8.4	8.4	8.9	6.0
Average Price	\$284,072	14.2	19.9	31.1	27.7	42.9	60.3

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

<sup>4</sup> Sum of sales from January to current month / Sum of new listings from January to current month

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

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

Source: Canadian MLS® Systems, CREA

**London**  
Residential Market Activity

Actual	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	509	-8.1	7.6	6.3	21.6	26.0	11.1
Dollar Volume	\$167,018,228	5.7	36.0	36.7	61.1	73.1	75.8
New Listings	465	-14.0	-24.7	-24.0	-33.3	-29.3	-29.5
Active Listings	601	-25.1	-48.5	-54.8	-56.7	-57.8	-48.5
Sales to New Listings Ratio <sup>2</sup>	90.1	84.3	63.1	56.0	49.4	51.3	57.2
Months of Inventory <sup>3</sup>	1.6	1.9	3.3	3.7	4.4	4.7	3.4
Average Price	\$328,136	15.0	28.4	28.6	32.3	37.4	58.2

Year-to-date	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	6,926	13.4	22.1	33.2	36.3	37.8	15.5
Dollar Volume	\$2,341,222,730	34.7	54.7	74.5	90.8	100.3	89.3
New Listings	8,922	1.5	-6.7	-6.6	-5.2	-2.8	-4.1
Active Listings <sup>4</sup>	842	-37.3	-52.0	-53.8	-55.4	-52.2	-46.8
Sales to New Listings Ratio <sup>2</sup>	77.8	69.5	69.3	54.5	53.8	54.7	64.6
Months of Inventory <sup>3</sup>	1.2	2.2	3.1	3.5	3.7	3.5	2.6
Average Price	\$338,034	18.7	26.7	31.0	39.3	45.2	64.3

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

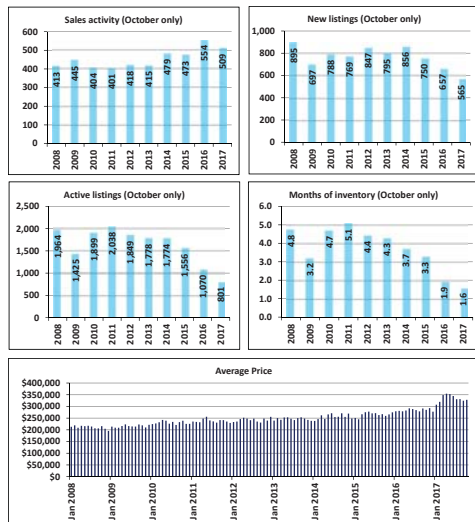
<sup>4</sup> Sum of sales from January to current month / Sum of new listings from January to current month

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

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

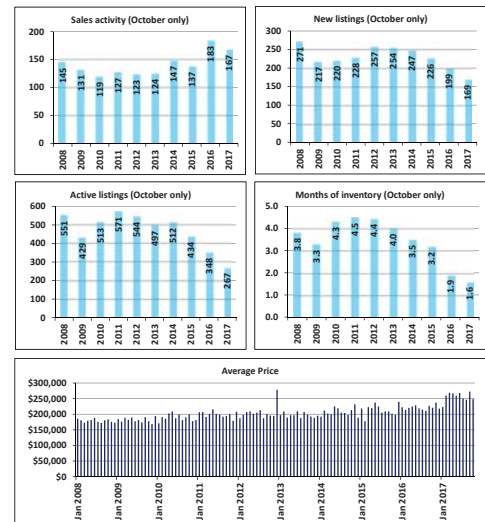
Source: Canadian MLS® Systems, CREA

**London**  
Residential Market Activity



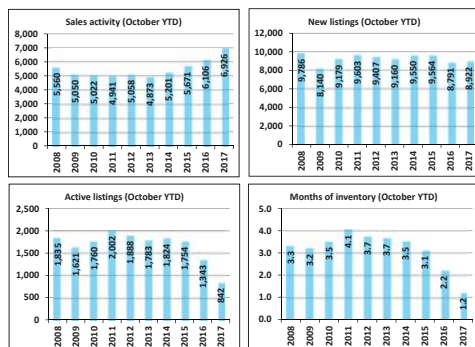
Source: Canadian MLS® Systems, CREA

**London East**  
Residential Market Activity



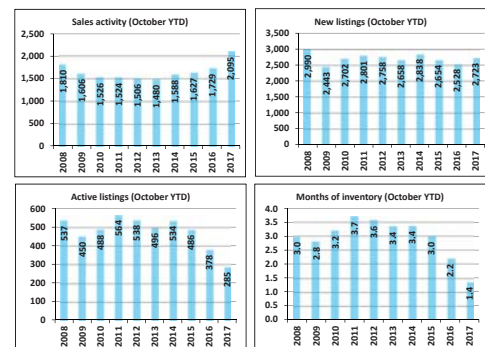
Source: Canadian MLS® Systems, CREA

**London**  
Residential Market Activity



Source: Canadian MLS® Systems, CREA

**London East**  
Residential Market Activity



Source: Canadian MLS® Systems, CREA

**London East**  
Residential Market Activity

Actual	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	187	-8.7	21.9	13.8	35.8	40.3	22.8
Dollar Volume	\$41,440,954	2.6	50.0	32.3	71.9	74.5	73.3
New Listings	169	-15.1	25.2	31.8	34.2	23.2	-35.2
Active Listings	287	-23.3	-38.5	-47.9	-50.9	-48.0	-41.2
Sales to New Listings Ratio <sup>2</sup>	98.8	92.0	60.6	59.5	47.9	54.1	52.1
Months of Inventory <sup>3</sup>	1.6	1.9	3.2	3.5	4.4	4.3	3.3
Average Price	\$248,149	12.4	23.1	16.4	26.6	24.4	41.1

Year-to-date	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	2,095	21.2	28.8	31.5	39.1	37.3	8.6
Dollar Volume	\$542,128,849	42.4	55.2	63.7	78.7	84.2	58.7
New Listings	2,723	7.7	2.6	-4.1	-1.3	0.8	-5.8
Active Listings <sup>4</sup>	285	-24.5	-41.4	-45.9	-47.0	-41.0	-38.0
Sales to New Listings Ratio <sup>2</sup>	78.9	68.4	61.3	56.0	54.6	58.5	67.4
Months of Inventory <sup>3</sup>	1.4	2.2	3.0	3.4	3.6	3.2	2.3
Average Price	\$258,773	17.5	20.6	24.1	28.5	34.2	47.0

<sup>1</sup> Sales / new listings \* 100  
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<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month  
<sup>5</sup> Average active listings from January to current month / average sales from January to current month  
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentages changes

Source: Canadian MLS® Systems, CREA

**London North**  
Residential Market Activity

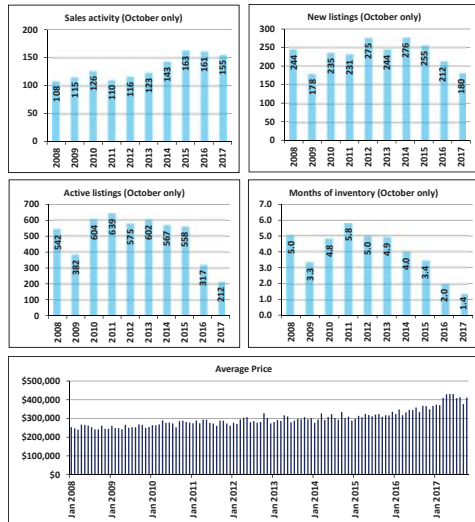
Actual	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	155	-3.7	-4.9	8.4	33.6	23.0	21.1
Dollar Volume	\$63,752,984	8.3	23.3	47.2	67.6	75.7	89.0
New Listings	180	-15.1	-29.4	-34.8	-34.5	-23.4	-15.5
Active Listings	212	-33.1	-62.0	-62.6	-63.1	-64.9	-50.0
Sales to New Listings Ratio <sup>2</sup>	86.1	75.9	63.9	51.8	42.2	53.8	59.8
Months of Inventory <sup>3</sup>	1.4	2.0	3.4	4.0	5.0	4.8	3.3
Average Price	\$411,316	12.4	29.8	35.9	25.5	42.8	56.0

Year-to-date	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	2,224	6.5	20.4	29.4	38.3	46.5	38.5
Dollar Volume	\$913,782,939	27.2	56.9	82.3	91.8	119.1	125.7
New Listings	2,841	-4.9	-13.0	-5.9	-6.8	-0.4	9.6
Active Listings <sup>4</sup>	234	-51.5	-62.1	-61.3	-61.3	-57.5	-48.8
Sales to New Listings Ratio <sup>2</sup>	78.3	69.9	66.0	54.1	53.8	53.2	63.0
Months of Inventory <sup>3</sup>	1.1	2.3	3.3	3.7	3.7	3.6	2.8
Average Price	\$410,865	10.4	30.3	33.8	41.3	49.5	65.5

<sup>1</sup> Sales / new listings \* 100  
<sup>2</sup> Active listings at month end / monthly sales  
<sup>3</sup> 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  
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month  
<sup>5</sup> Average active listings from January to current month / average sales from January to current month  
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentages changes

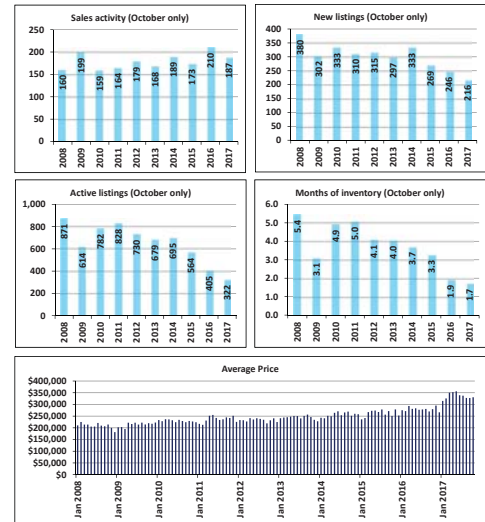
Source: Canadian MLS® Systems, CREA

**London North**  
Residential Market Activity



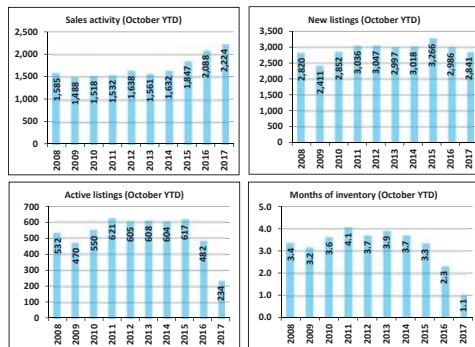
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**London South**  
Residential Market Activity



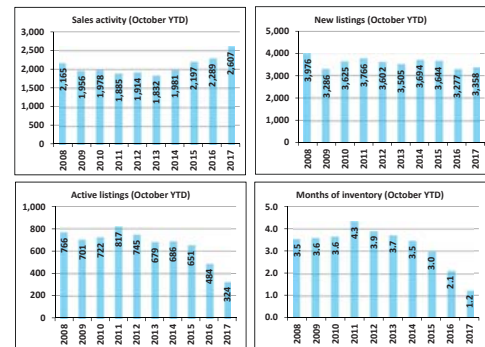
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**London North**  
Residential Market Activity



Source: Canadian MLS® Systems, CREA

**London South**  
Residential Market Activity



Source: Canadian MLS® Systems, CREA

**London South**  
Residential Market Activity

Actual	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	187	-11.0	8.1	-1.1	4.5	17.8	-3.8
Dollar Volume	\$61,824,290	5.2	42.4	30.0	48.8	69.6	65.5
New Listings	216	-12.2	-19.7	-35.1	-31.4	35.1	-33.3
Active Listings	322	-20.5	-42.9	-53.7	-55.9	-58.8	-52.4
Sales to New Listings Ratio <sup>2</sup>	86.6	85.4	64.3	56.8	56.8	47.7	59.5
Months of Inventory <sup>3</sup>	1.7	1.9	3.3	3.7	4.1	4.9	3.5
Average Price	\$330,811	18.2	31.8	31.4	42.4	44.2	71.1

Year-to-date	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	2,607	13.9	18.7	18.7	18.7	18.7	18.7
Dollar Volume	\$885,331,142	38.4	52.2	73.7	97.8	93.5	80.4
New Listings	3,388	2.5	-7.8	-9.1	-6.8	-7.4	-12.0
Active Listings <sup>4</sup>	524	-33.1	-50.2	-52.9	-56.5	-55.1	-52.4
Sales to New Listings Ratio <sup>2</sup>	77.8	89.9	80.3	53.8	53.1	54.6	83.8
Months of Inventory <sup>3</sup>	1.2	2.1	3.0	3.5	3.9	3.6	2.8
Average Price	\$339,898	21.5	28.3	32.0	45.2	46.8	68.7

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

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

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

<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentages changes

Source: Canadian MLS® Systems, CREA

**Middlesex County**  
Residential Market Activity

Actual	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	87	-24.0	5.6	21.3	26.7	45.2	21.3
Dollar Volume	\$22,850,700	-9.8	29.9	65.7	68.8	85.6	111.0
New Listings	72	-15.3	-41.0	-51.4	-43.3	49.8	-37.5
Active Listings	199	-10.8	-47.6	-51.1	-43.8	-36.2	-30.4
Sales to New Listings Ratio <sup>2</sup>	79.2	88.2	44.3	31.8	35.4	49.4	40.5
Months of Inventory <sup>3</sup>	3.5	3.0	7.0	8.7	7.9	8.0	6.1
Average Price	\$395,626	18.7	23.0	36.6	33.3	27.0	74.0

Year-to-date	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	729	6.8	18.0	28.1	28.1	28.1	28.1
Dollar Volume	\$288,101,710	27.4	45.0	55.7	96.2	113.2	134.5
New Listings	1,127	-3.8	-19.4	-17.7	-3.3	6.9	10.3
Active Listings <sup>4</sup>	199	-32.2	-46.3	-52.1	-42.8	-37.3	-22.0
Sales to New Listings Ratio <sup>2</sup>	64.7	87.3	44.2	42.2	42.5	46.5	50.7
Months of Inventory <sup>3</sup>	2.7	4.3	6.2	7.1	7.0	6.4	4.8
Average Price	\$395,201	17.3	22.9	23.5	33.2	43.3	66.6

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

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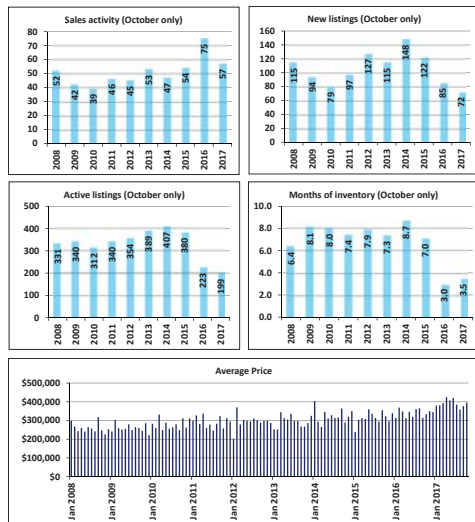
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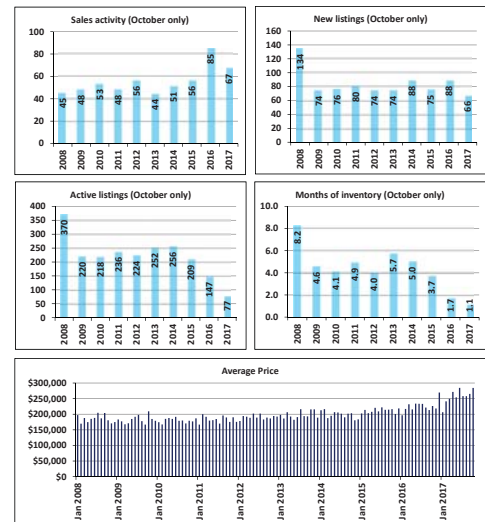
Source: Canadian MLS® Systems, CREA

**Middlesex County**  
Residential Market Activity



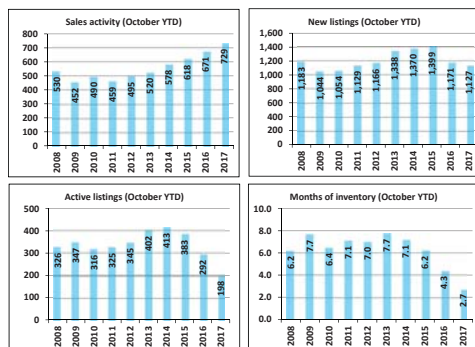
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**St. Thomas**  
Residential Market Activity



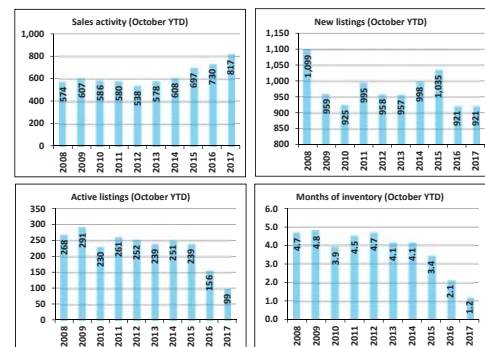
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**Middlesex County**  
Residential Market Activity



Source: Canadian MLS® Systems, CREA

**St. Thomas**  
Residential Market Activity



Source: Canadian MLS® Systems, CREA

**St. Thomas**  
Residential Market Activity

Actual	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	87	-21.2	19.6	31.4	19.6	26.4	11.7
Dollar Volume	\$19,051,071	-9.9	57.3	83.9	82.5	100.7	81.7
New Listings	86	-25.9	-12.0	-25.9	-10.9	-13.2	-18.5
Active Listings	77	-47.6	-63.2	-69.9	-65.6	-64.7	-59.9
Sales to New Listings Ratio <sup>2</sup>	101.6	98.6	74.7	58.0	75.7	69.7	74.1
Months of Inventory <sup>3</sup>	1.1	1.7	3.7	5.0	4.0	4.1	3.2
Average Price	\$284,344	25.7	31.4	40.0	52.6	58.8	62.2

Year-to-date	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	817	11.9	17.2	34.4	51.8	38.4	8.6
Dollar Volume	\$212,183,844	29.2	42.8	73.5	106.4	100.1	64.4
New Listings	921	0.0	-11.0	-7.7	-3.9	-0.4	-7.0
Active Listings <sup>4</sup>	99	-36.5	-58.6	-60.9	-60.7	-57.0	-56.4
Sales to New Listings Ratio <sup>2</sup>	88.7	79.3	87.3	60.9	56.2	83.6	76.0
Months of Inventory <sup>3</sup>	1.2	2.1	3.4	4.1	4.7	3.9	3.0
Average Price	\$259,711	15.5	21.8	29.1	35.9	43.5	51.3

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

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

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

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

Source: Canadian MLS® Systems, CREA

**Strathroy**  
Residential Market Activity

Actual	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016	October 2015	October 2014	October 2012	October 2010	October 2007
Sales Activity	26	-38.9	31.6	47.1	76.6	47.1	31.6
Dollar Volume	\$7,245,077	50.3	65.8	87.6	148.7	88.5	118.3
New Listings	30	6.7	-22.0	14.3	14.3	19.3	-23.8
Active Listings	66	6.5	-35.9	-29.0	-32.0	-32.7	-39.4
Sales to New Listings Ratio <sup>2</sup>	78.1	60.0	46.3	60.7	50.0	63.0	45.2
Months of Inventory <sup>3</sup>	2.6	3.4	5.4	5.5	6.9	5.8	5.7
Average Price	\$289,803	8.2	28.0	27.6	39.3	28.2	65.8

Year-to-date	October 2017	Compared to <sup>1</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2016 YTD	October 2015 YTD	October 2014 YTD	October 2012 YTD	October 2010 YTD	October 2007 YTD
Sales Activity	296	6.9	21.4	31.7	62.1	59.5	27.9
Dollar Volume	\$89,392,736	31.4	51.8	77.0	129.4	120.3	112.7
New Listings	379	-1.8	1.1	2.2	15.9	14.8	-5.7
Active Listings <sup>4</sup>	81	-21.8	-31.5	-44.0	-54.4	-31.5	-41.5
Sales to New Listings Ratio <sup>2</sup>	77.8	73.8	64.8	60.4	55.7	59.4	57.5
Months of Inventory <sup>3</sup>	2.1	2.8	3.7	4.8	5.1	4.5	4.5
Average Price	\$303,026	23.4	25.0	34.4	41.5	46.3	66.5

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

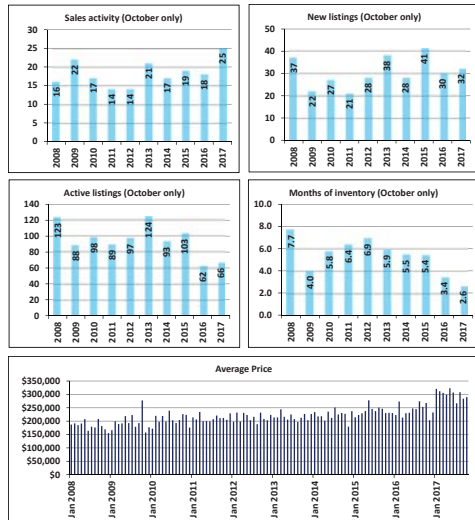
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

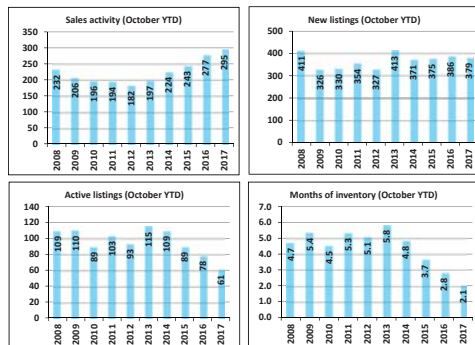
Source: Canadian MLS® Systems, CREA

**Strathroy**  
Residential Market Activity



Source: Canadian MLS® Systems, CREA

**Strathroy**  
Residential Market Activity



Source: Canadian MLS® Systems, CREA