



Residential Market Activity

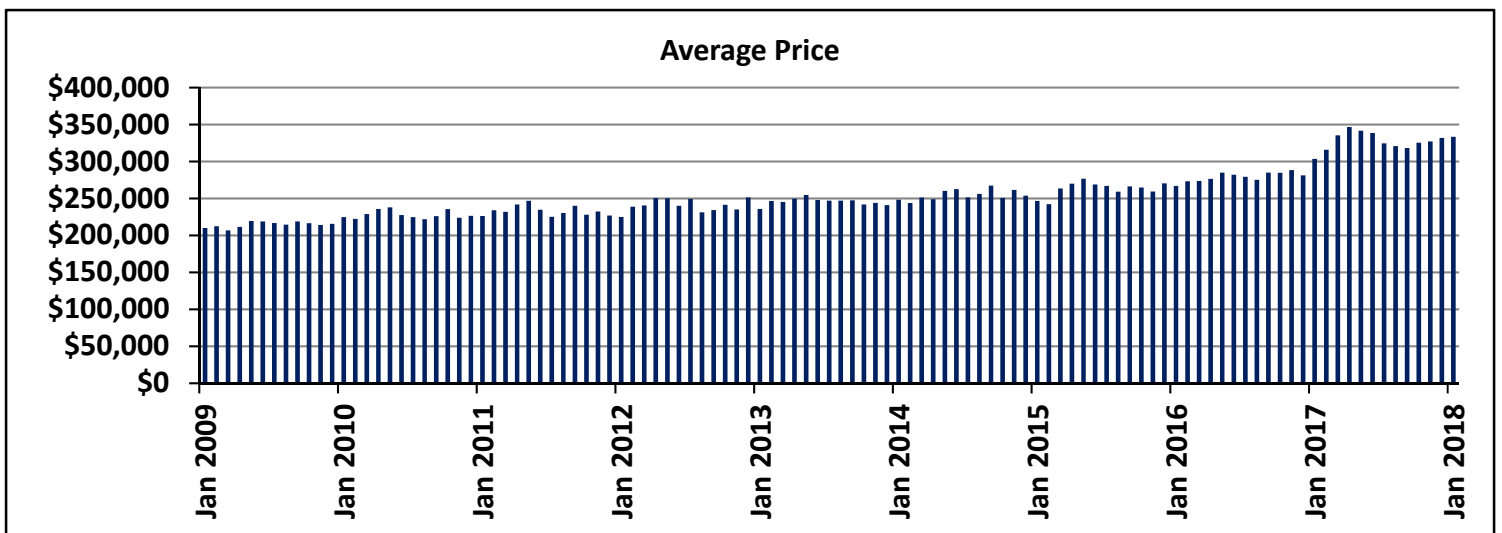
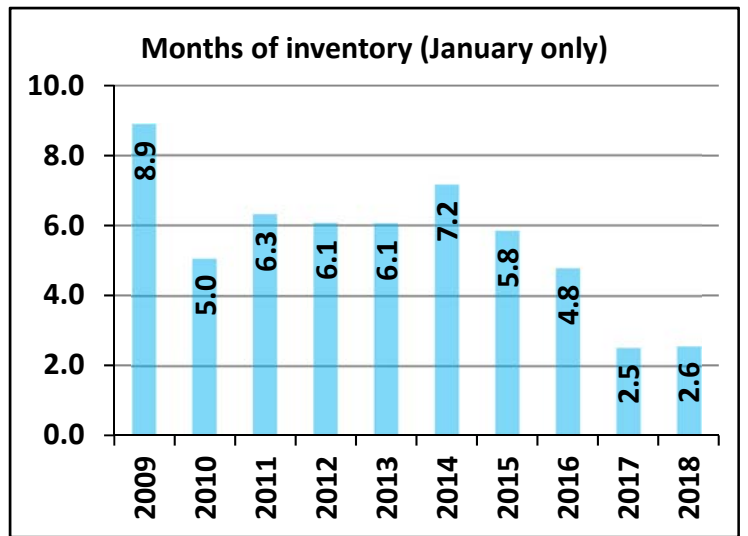
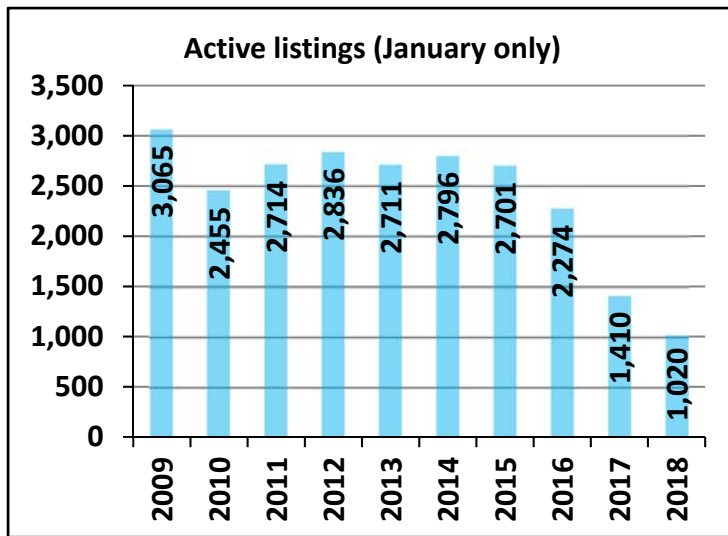
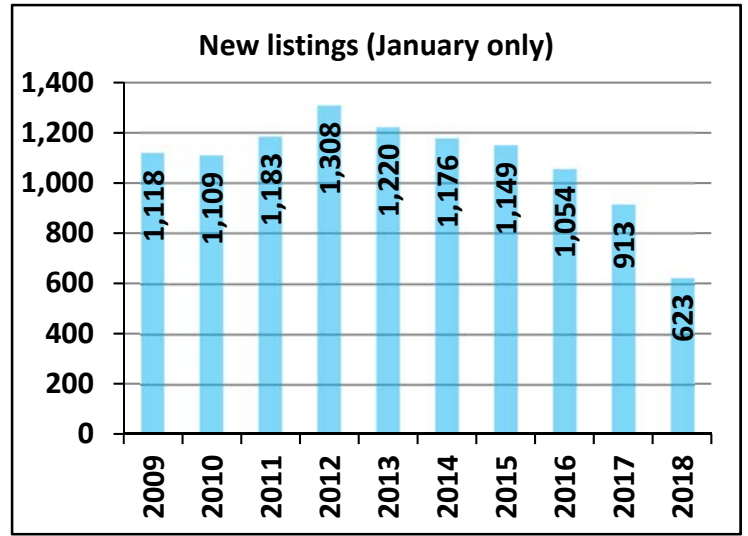
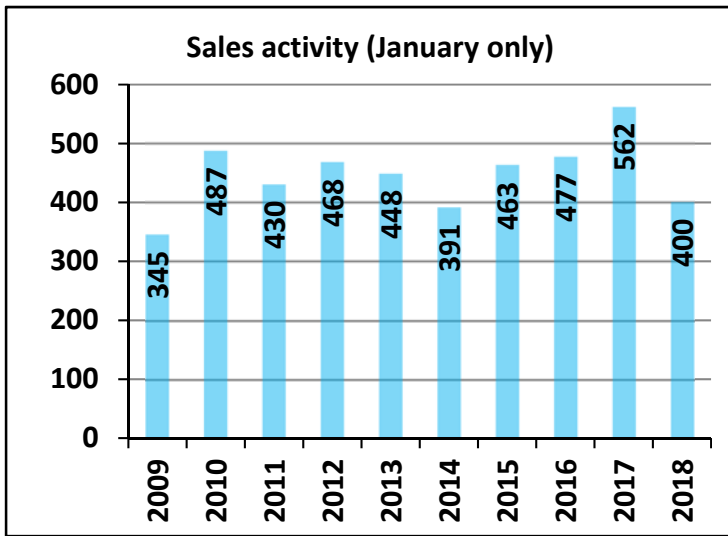
January 2018



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

Actual	January 2018	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
Sales Activity	400	-28.8	-16.1	-13.6	-10.7	-7.0	-17.4
Dollar Volume	\$133,369,538	-21.8	4.8	16.9	26.3	37.2	26.1
New Listings	623	-31.8	-40.9	-45.8	-48.9	-47.3	-55.0
Active Listings	1,020	-27.7	-55.1	-62.2	-62.4	-62.4	-59.8
Sales to New Listings Ratio¹	64.2	61.6	45.3	40.3	36.7	36.3	35.0
Months of Inventory²	2.6	2.5	4.8	5.8	6.1	6.3	5.2
Average Price	\$333,424	9.8	25.0	35.3	41.5	47.5	52.6

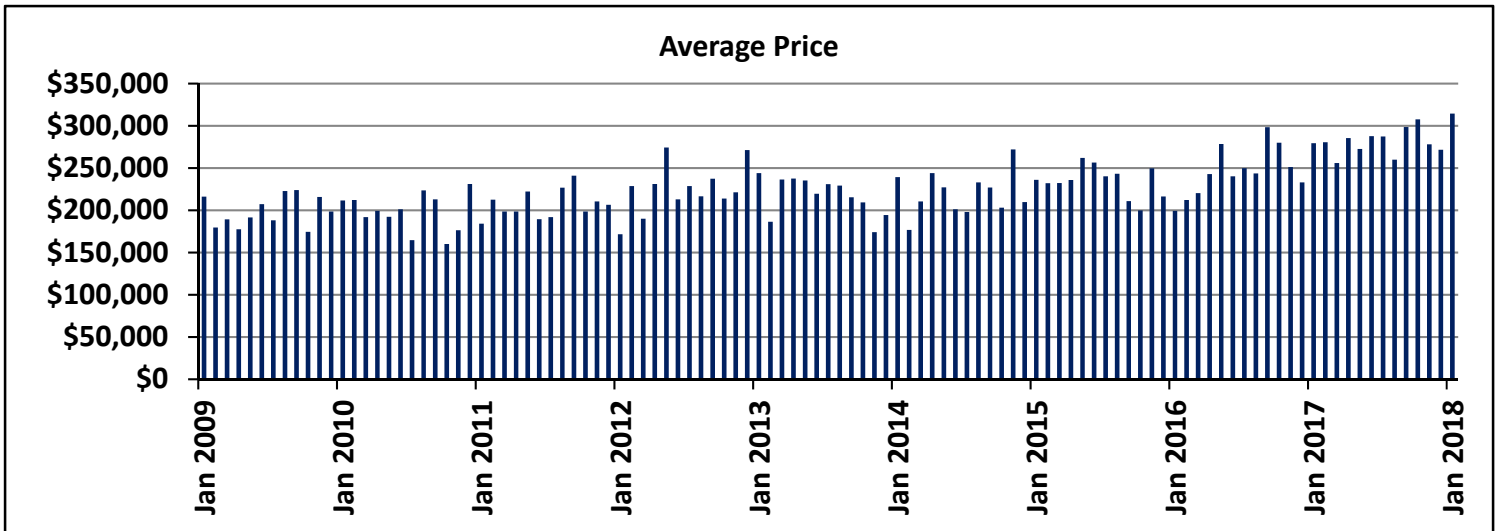
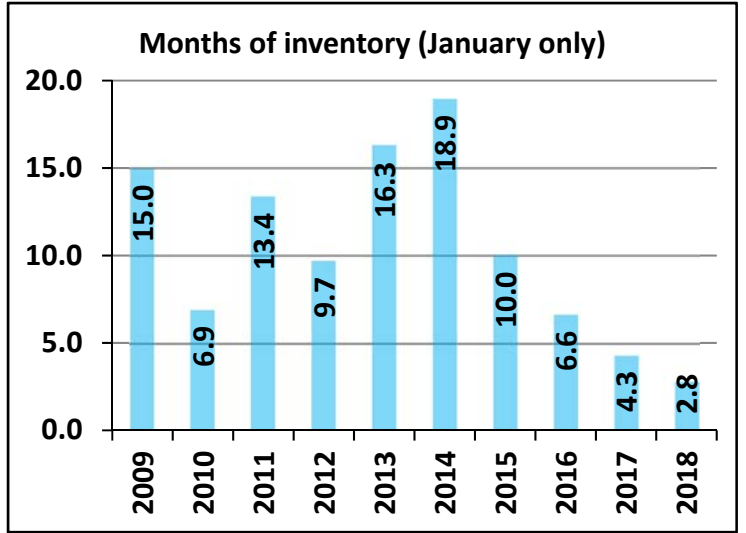
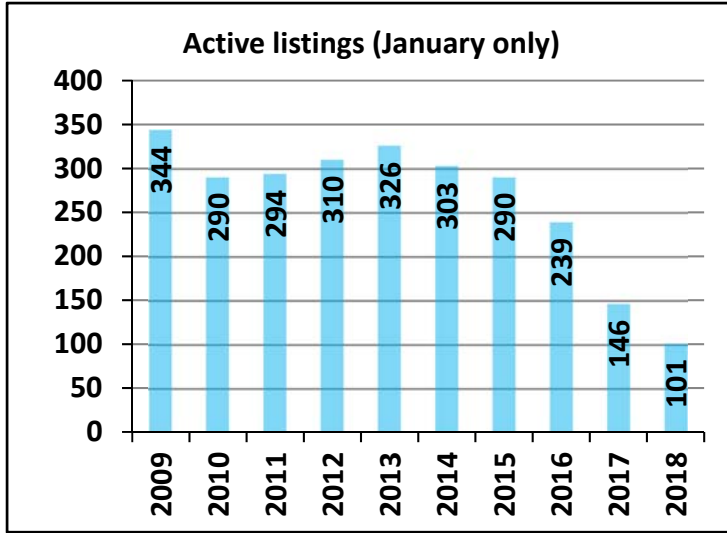
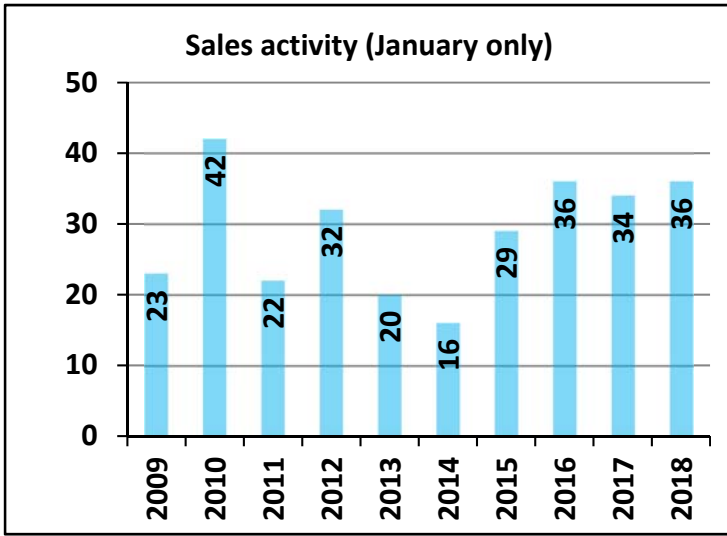
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2018	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
Sales Activity	36	5.9	0.0	24.1	80.0	63.6	16.1
Dollar Volume	\$11,321,300	19.2	57.8	65.4	132.0	179.6	84.2
New Listings	42	-31.1	-43.2	-35.4	-59.6	-48.8	-57.1
Active Listings	101	-30.8	-57.7	-65.2	-69.0	-65.6	-58.9
Sales to New Listings Ratio¹	85.7	55.7	48.6	44.6	19.2	26.8	31.6
Months of Inventory²	2.8	4.3	6.6	10.0	16.3	13.4	7.9
Average Price	\$314,481	12.5	57.8	33.2	28.9	70.8	58.6

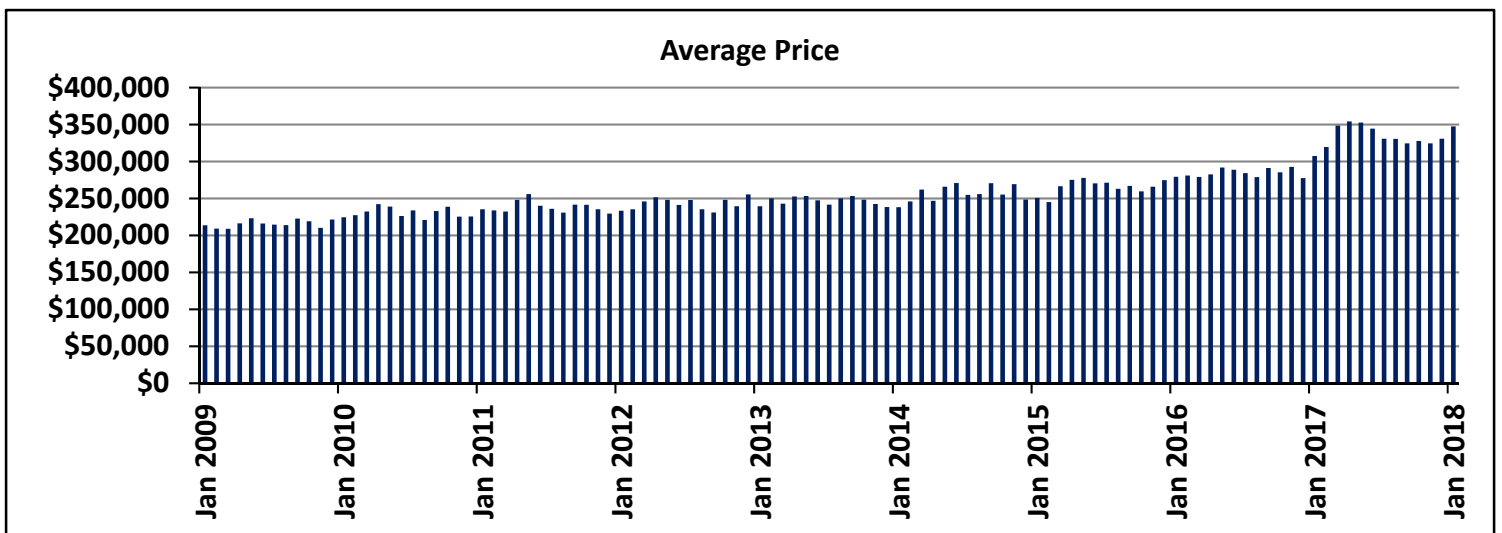
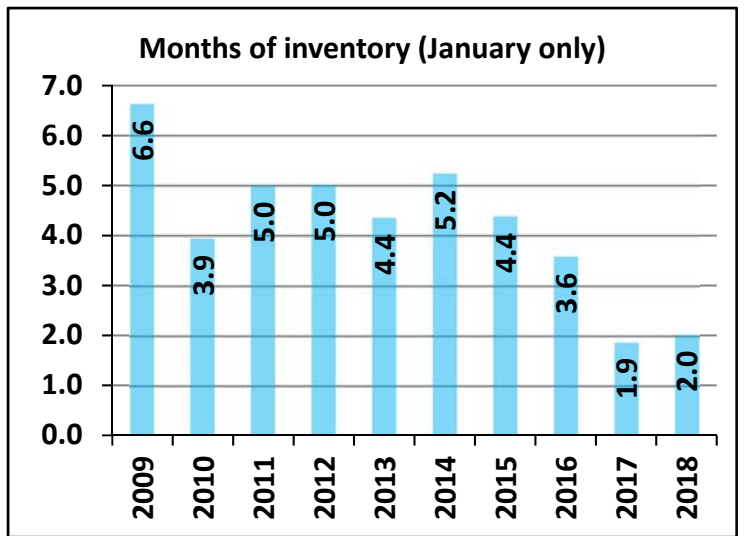
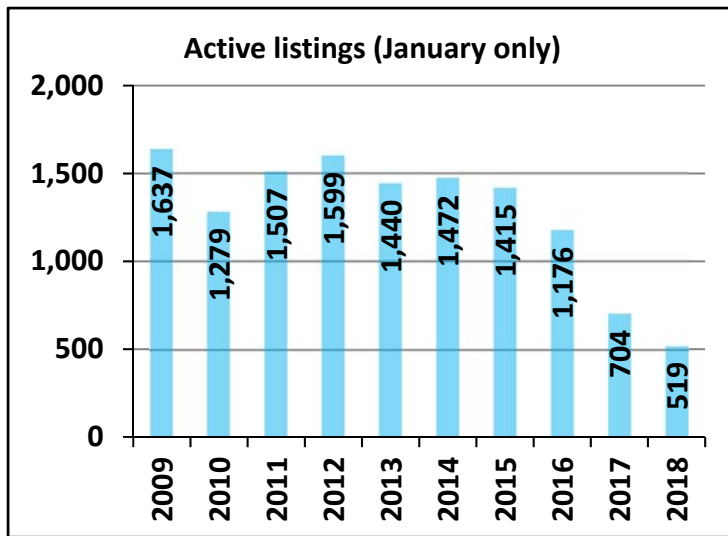
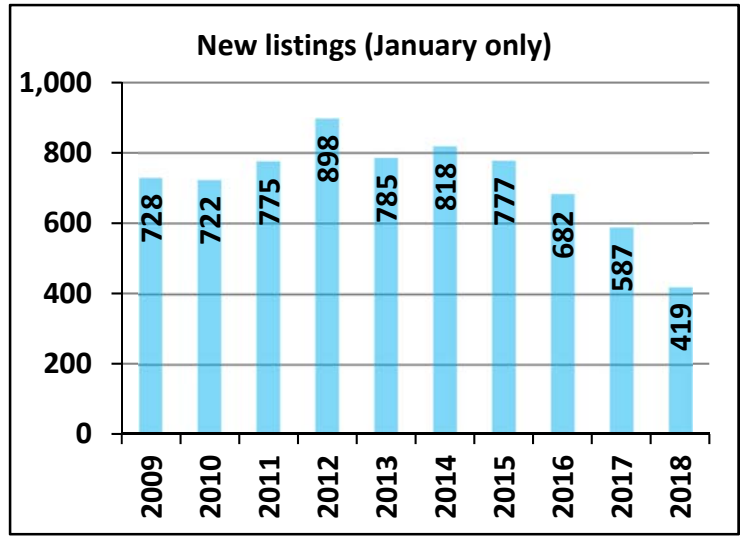
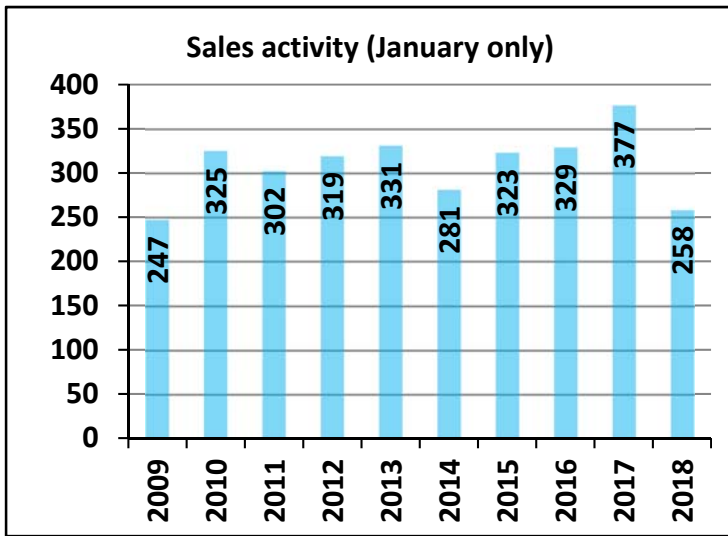
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2018	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
Sales Activity	258	-31.6	-21.6	-20.1	-22.1	-14.6	-25.6
Dollar Volume	\$89,636,393	-22.6	-2.4	10.7	13.1	26.2	21.3
New Listings	419	-28.6	-38.6	-46.1	-46.6	-45.9	-56.3
Active Listings	519	-26.3	-55.9	-63.3	-64.0	-65.6	-64.7
Sales to New Listings Ratio¹	61.6	64.2	48.2	41.6	42.2	39.0	36.2
Months of Inventory²	2.0	1.9	3.6	4.4	4.4	5.0	4.2
Average Price	\$347,428	13.1	24.4	38.6	45.1	47.7	63.2

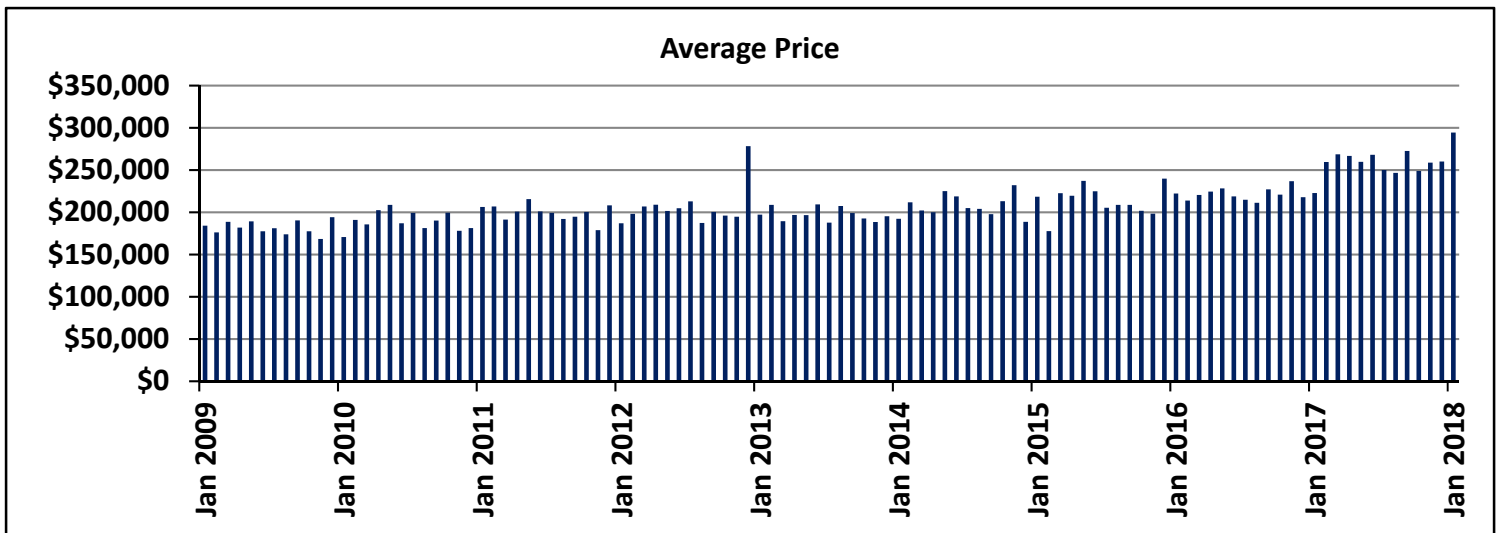
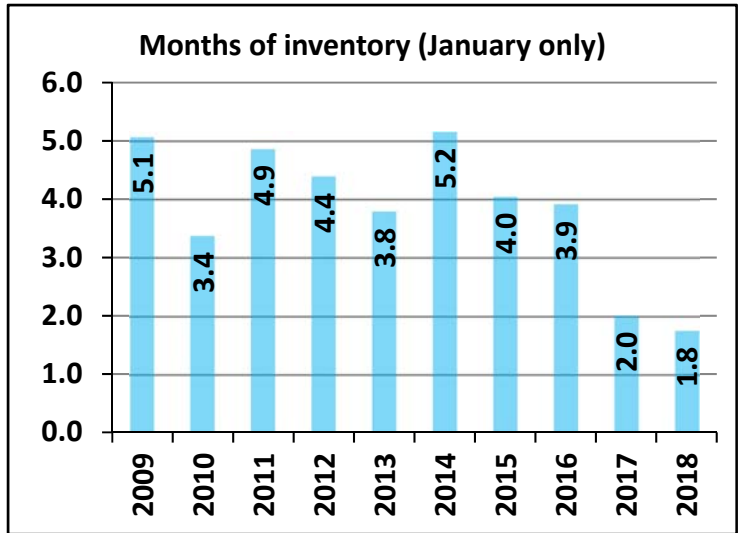
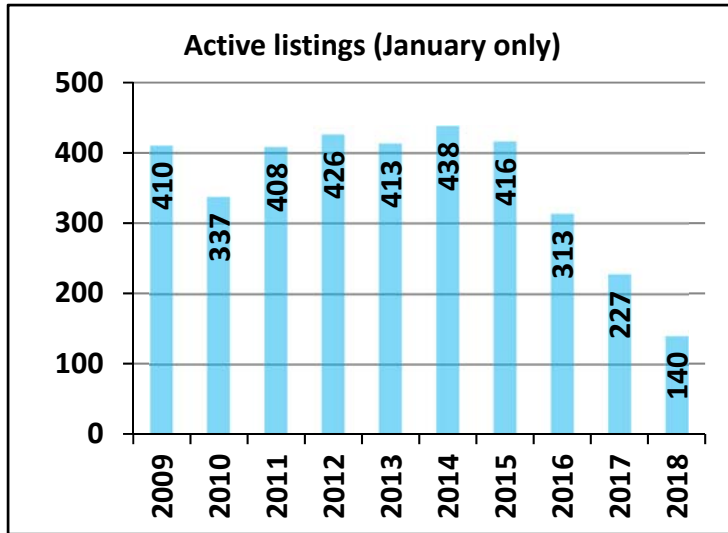
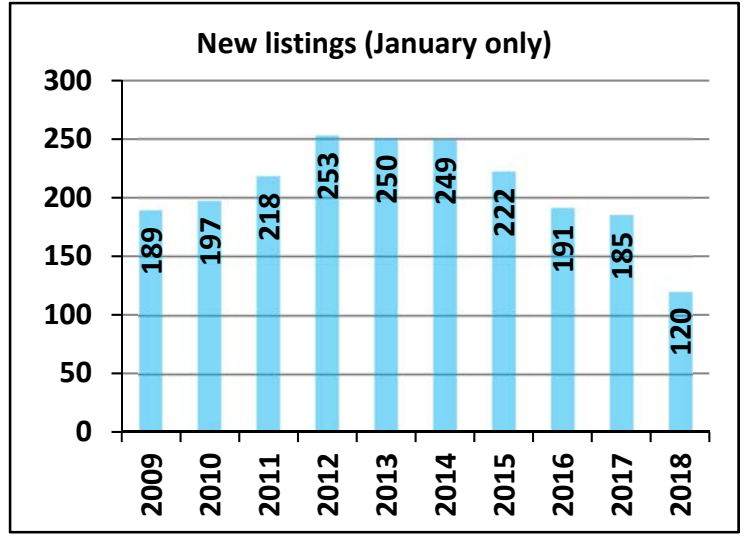
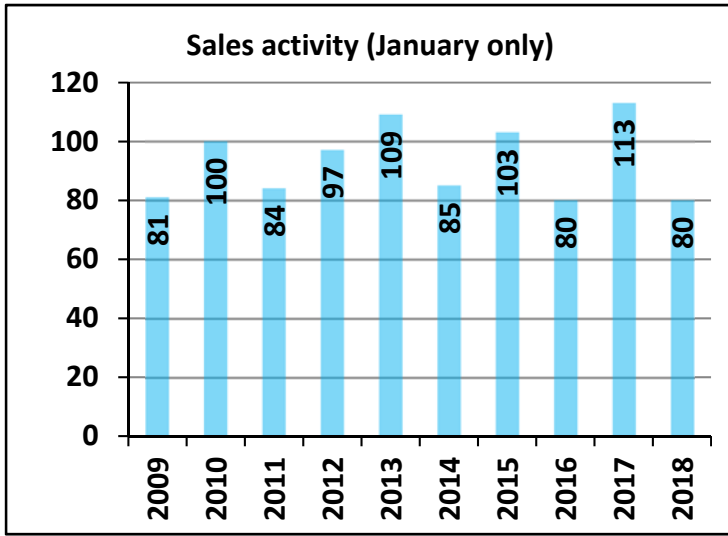
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2018	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
Sales Activity	80	-29.2	0.0	-22.3	-26.6	-4.8	-29.2
Dollar Volume	\$23,547,800	-6.5	32.4	4.7	9.5	35.9	12.3
New Listings	120	-35.1	-37.2	-45.9	-52.0	-45.0	-58.8
Active Listings	140	-38.3	-55.3	-66.3	-66.1	-65.7	-67.5
Sales to New Listings Ratio¹	66.7	61.1	41.9	46.4	43.6	38.5	38.8
Months of Inventory²	1.8	2.0	3.9	4.0	3.8	4.9	3.8
Average Price	\$294,348	32.1	32.4	34.8	49.2	42.7	58.6

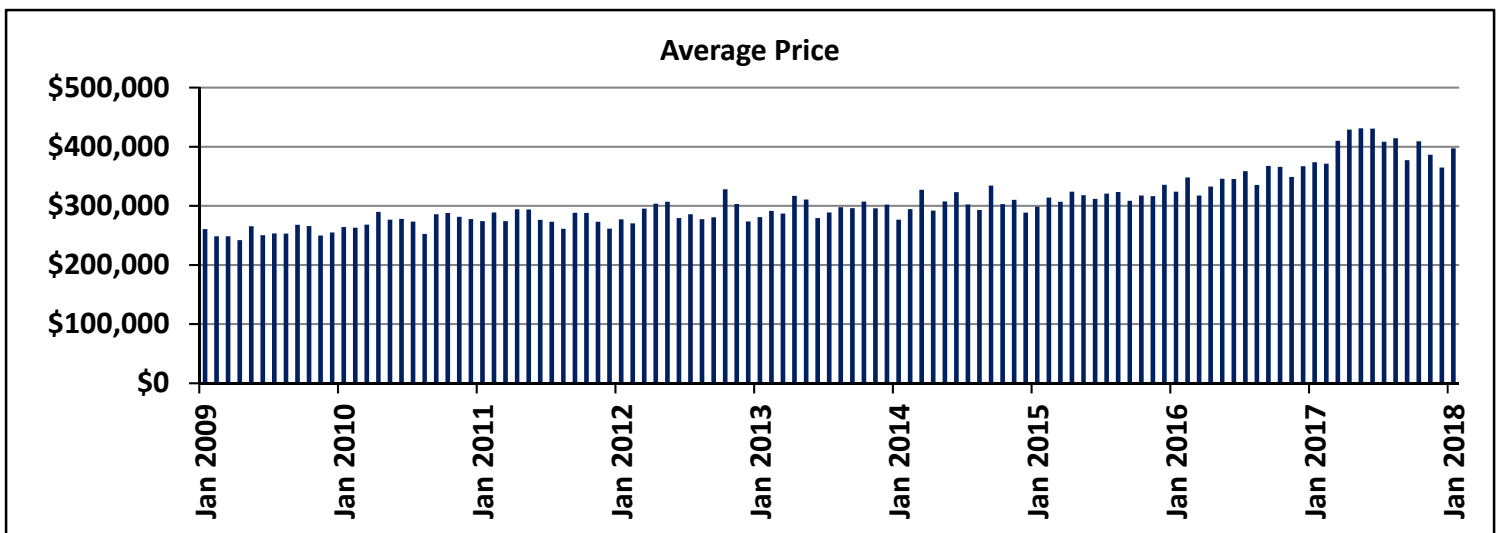
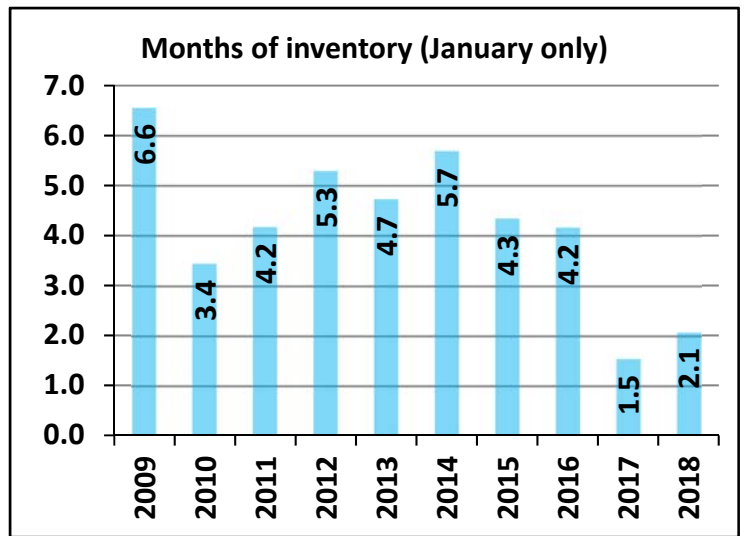
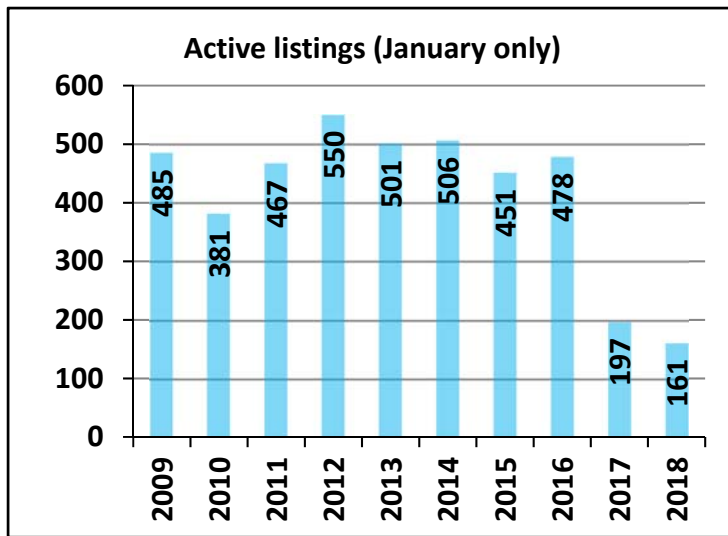
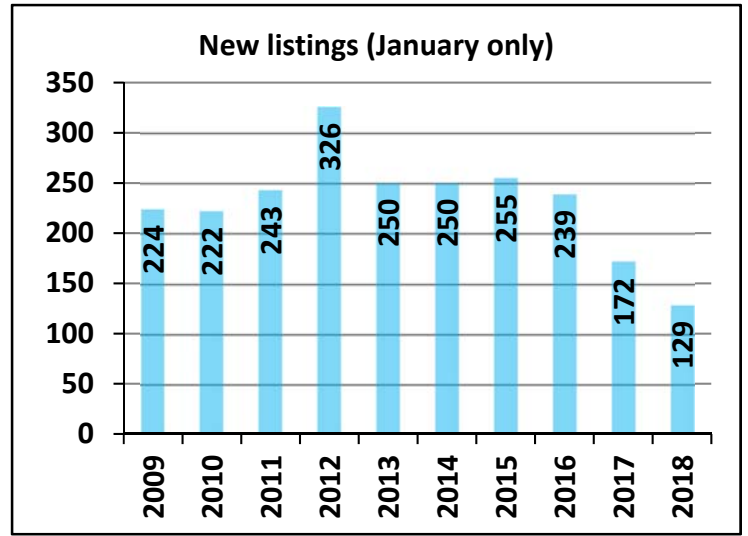
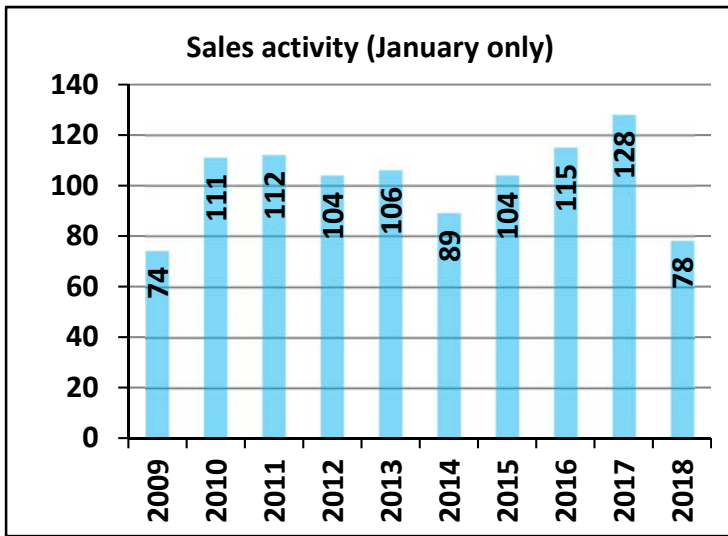
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2018	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
Sales Activity	78	-39.1	-32.2	-25.0	-26.4	-30.4	-8.2
Dollar Volume	\$30,971,881	-35.3	-16.8	-0.2	4.0	0.9	43.8
New Listings	129	-25.0	-46.0	-49.4	-48.4	-46.9	-56.9
Active Listings	161	-18.3	-66.3	-64.3	-67.9	-65.5	-65.2
Sales to New Listings Ratio¹	60.5	74.4	48.1	40.8	42.4	46.1	28.4
Months of Inventory²	2.1	1.5	4.2	4.3	4.7	4.2	5.4
Average Price	\$397,075	6.2	22.6	33.0	41.3	44.9	56.7

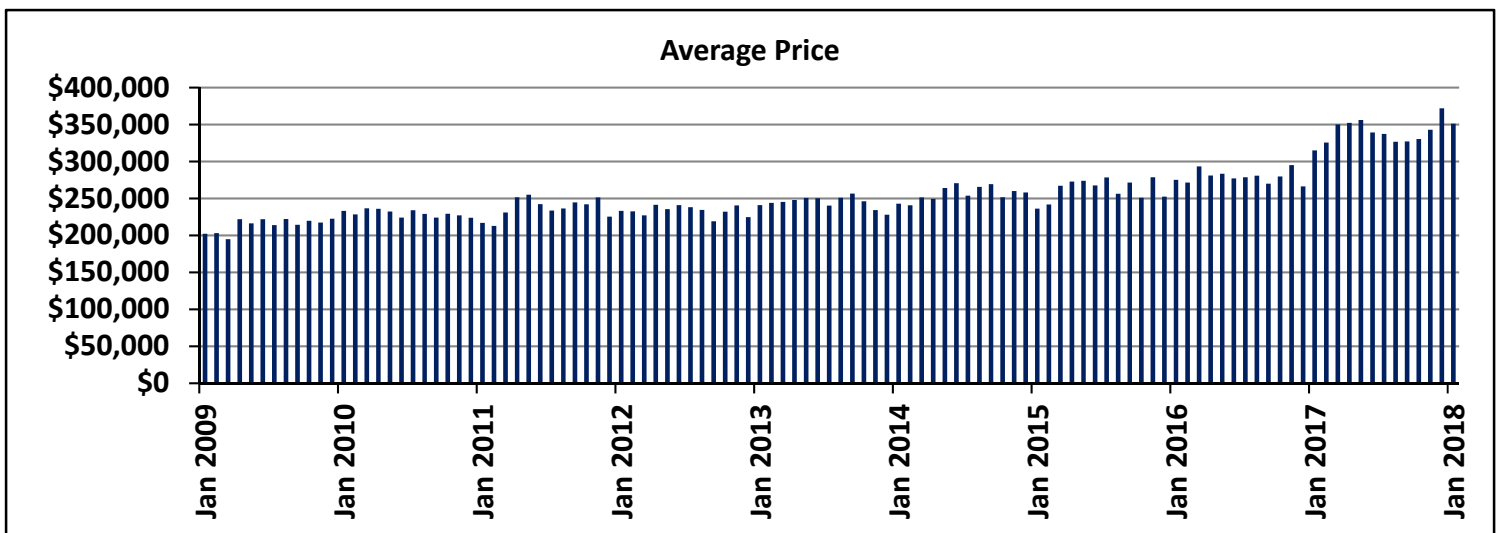
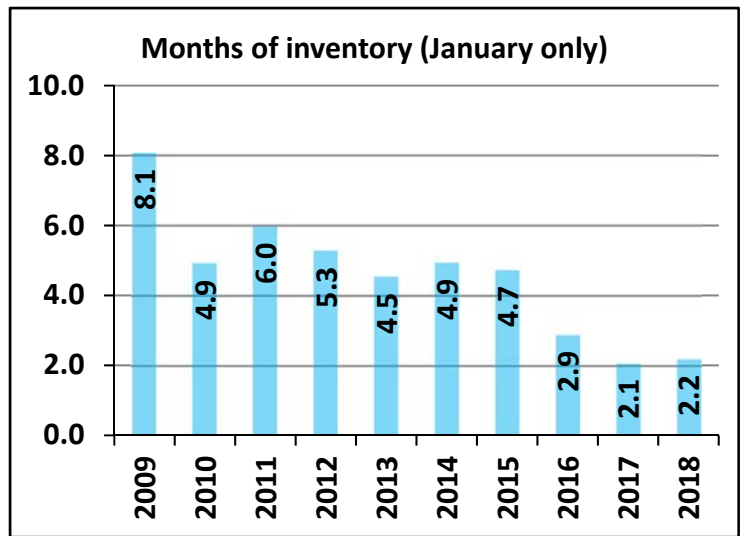
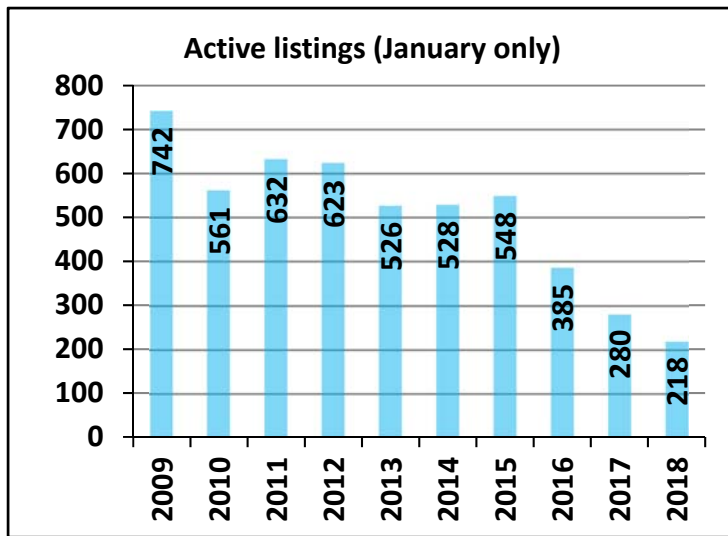
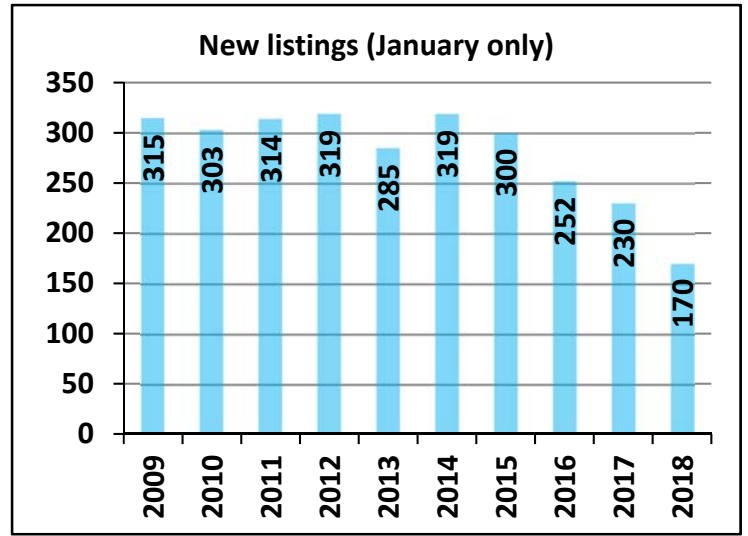
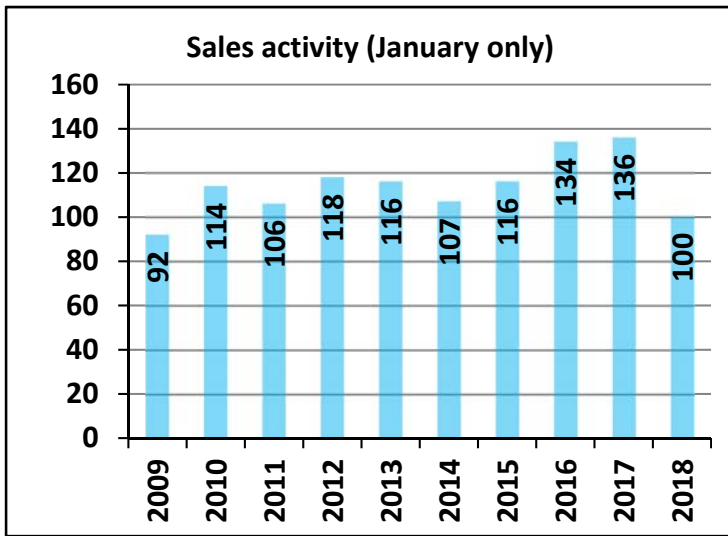
¹ Sales / new listings * 100

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London South

Residential Market Activity



London South

Residential Market Activity

Actual	January 2018	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
Sales Activity	100	-26.5	-25.4	-13.8	-13.8	-5.7	-32.9
Dollar Volume	\$35,116,712	-18.0	-4.7	28.2	25.6	52.7	12.0
New Listings	170	-26.1	-32.5	-43.3	-40.4	-45.9	-53.9
Active Listings	218	-22.1	-43.4	-60.2	-58.6	-65.5	-62.2
Sales to New Listings Ratio¹	58.8	59.1	53.2	38.7	40.7	33.8	40.4
Months of Inventory²	2.2	2.1	2.9	4.7	4.5	6.0	3.9
Average Price	\$351,167	11.5	27.7	48.7	45.7	61.9	66.8

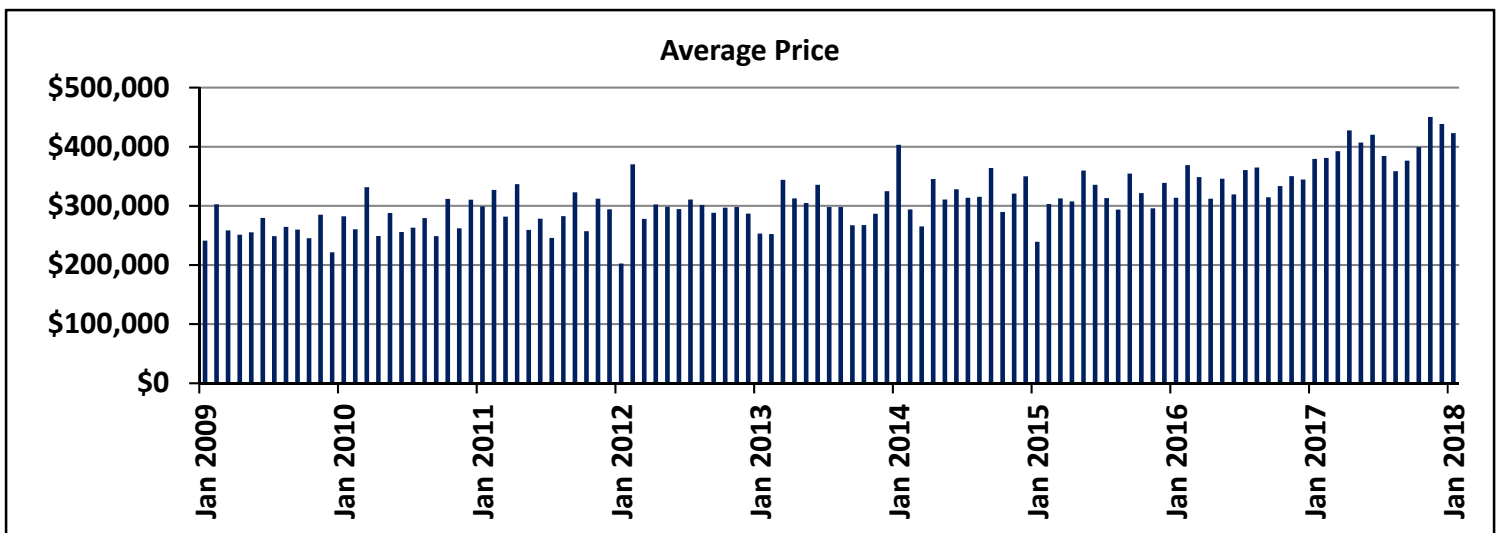
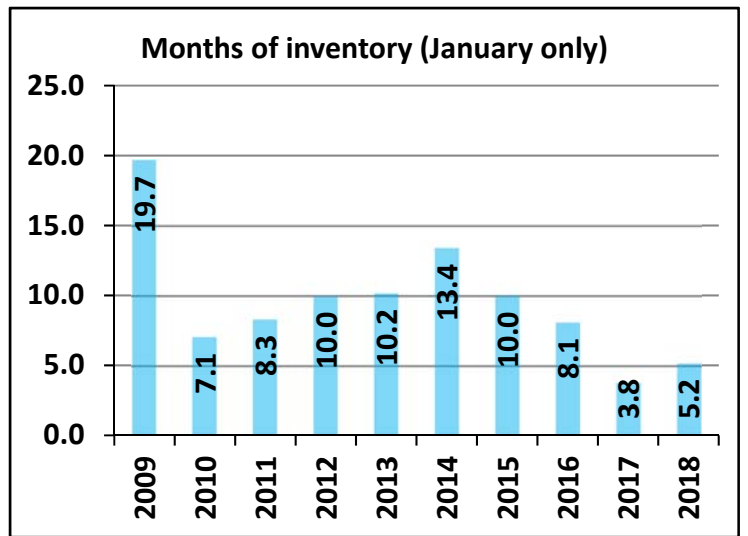
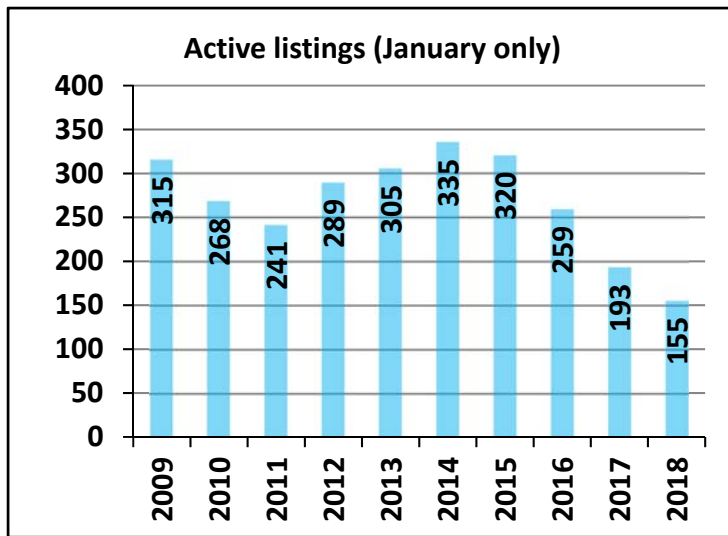
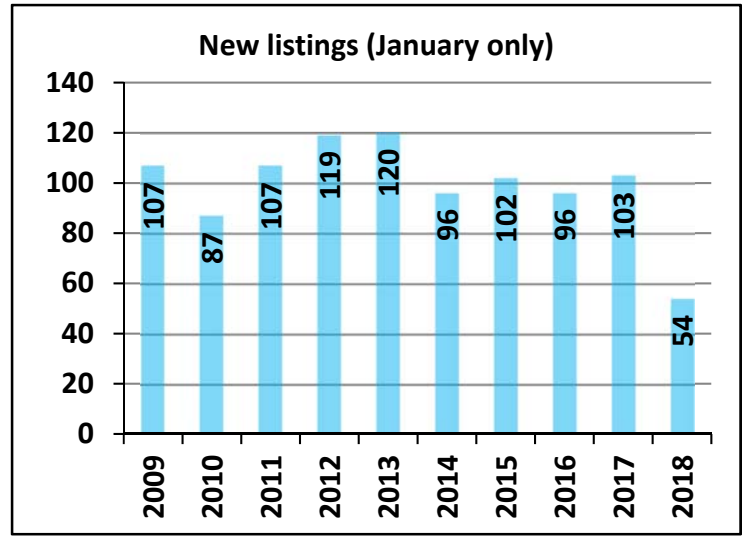
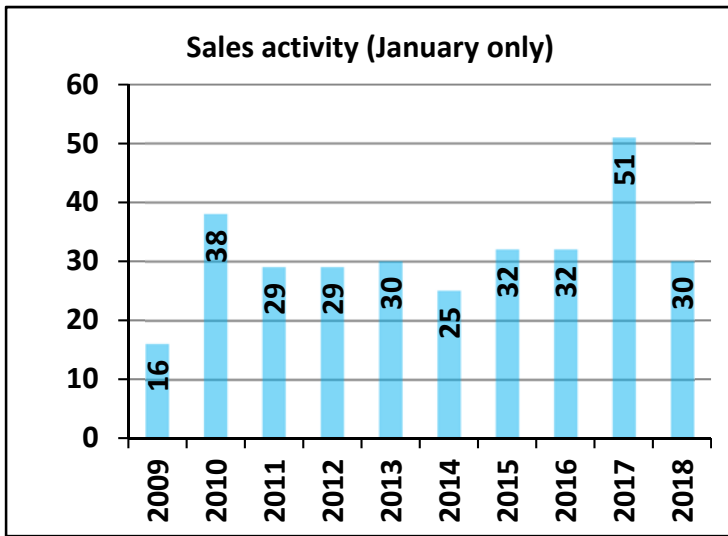
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2018	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
Sales Activity	30	-41.2	-6.3	-6.3	0.0	3.4	-6.3
Dollar Volume	\$12,686,336	-34.4	26.5	65.8	67.2	46.3	32.8
New Listings	54	-47.6	-43.8	-47.1	-55.0	-49.5	-51.4
Active Listings	155	-19.7	-40.2	-51.6	-49.2	-35.7	-37.5
Sales to New Listings Ratio¹	55.6	49.5	33.3	31.4	25.0	27.1	28.8
Months of Inventory²	5.2	3.8	8.1	10.0	10.2	8.3	7.8
Average Price	\$422,878	11.5	34.9	76.8	67.2	41.5	41.7

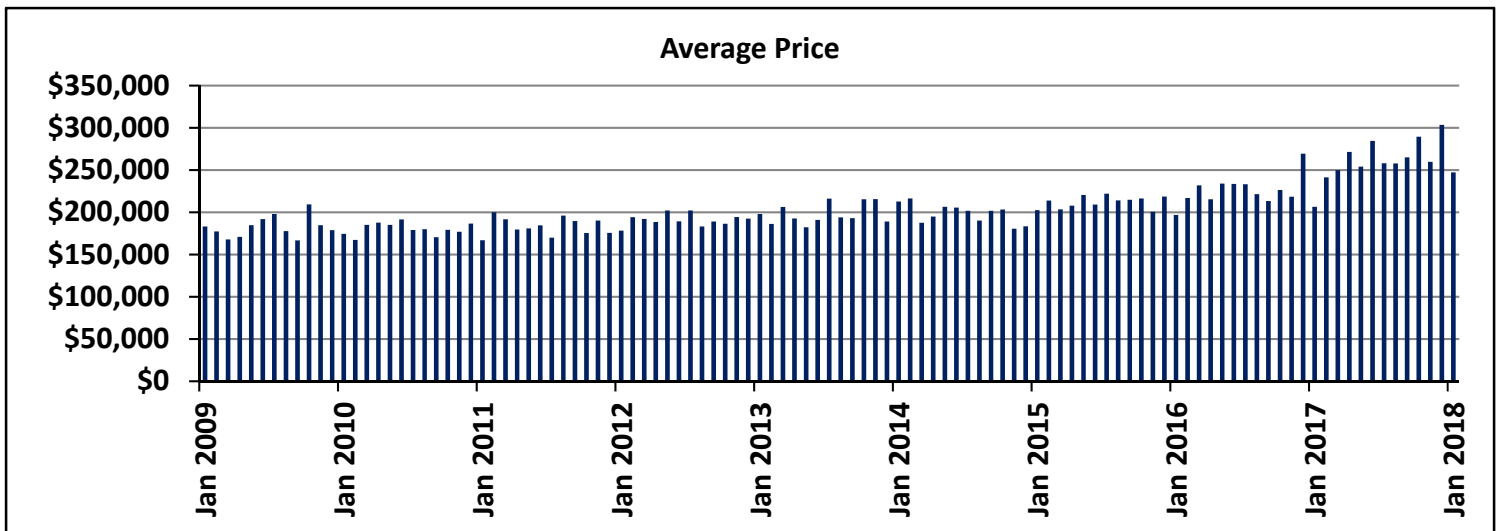
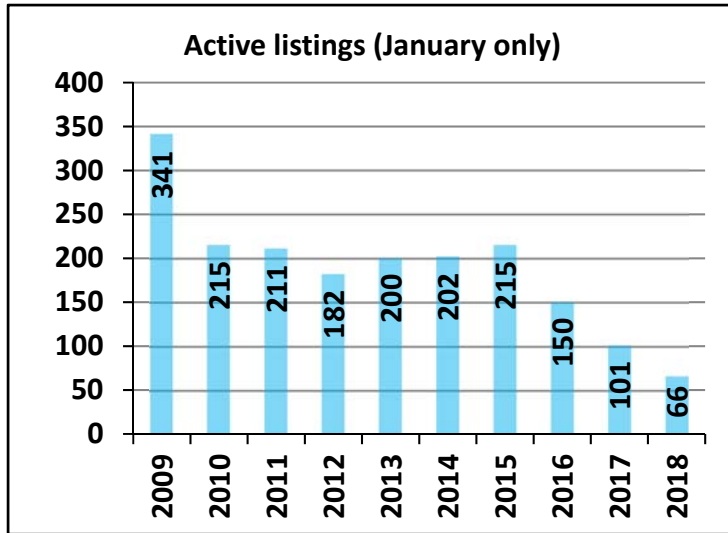
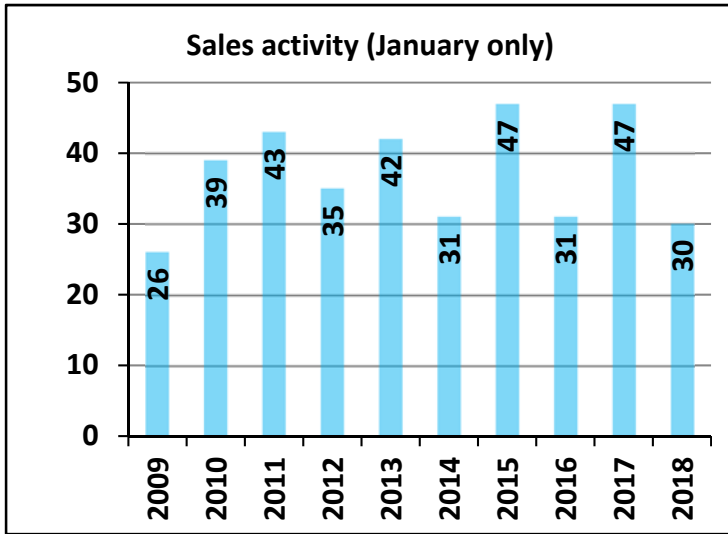
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St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	January 2018	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
Sales Activity	30	-36.2	-3.2	-36.2	-28.6	-30.2	-16.7
Dollar Volume	\$7,414,050	-23.6	21.5	-22.1	-10.8	3.4	4.4
New Listings	46	-32.4	-44.6	-48.9	-51.1	-45.9	-47.7
Active Listings	66	-34.7	-56.0	-69.3	-67.0	-68.7	-67.6
Sales to New Listings Ratio¹	65.2	69.1	37.3	52.2	44.7	50.6	40.9
Months of Inventory²	2.2	2.1	4.8	4.6	4.8	4.9	5.7
Average Price	\$247,135	19.7	25.6	22.1	24.9	48.2	25.3

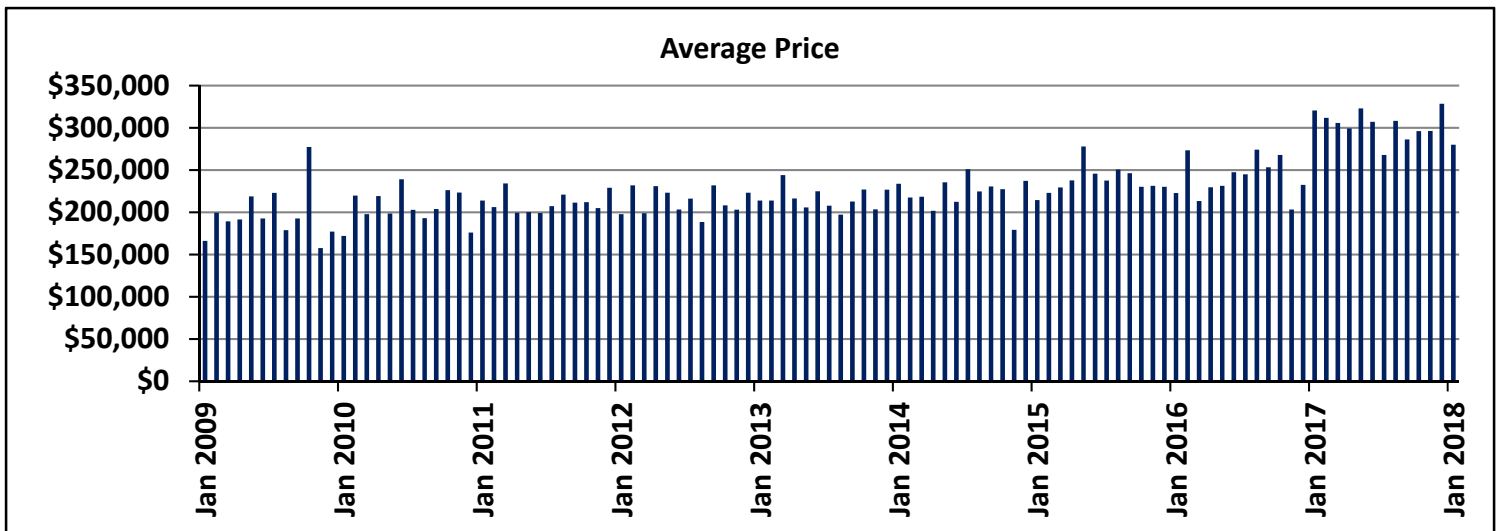
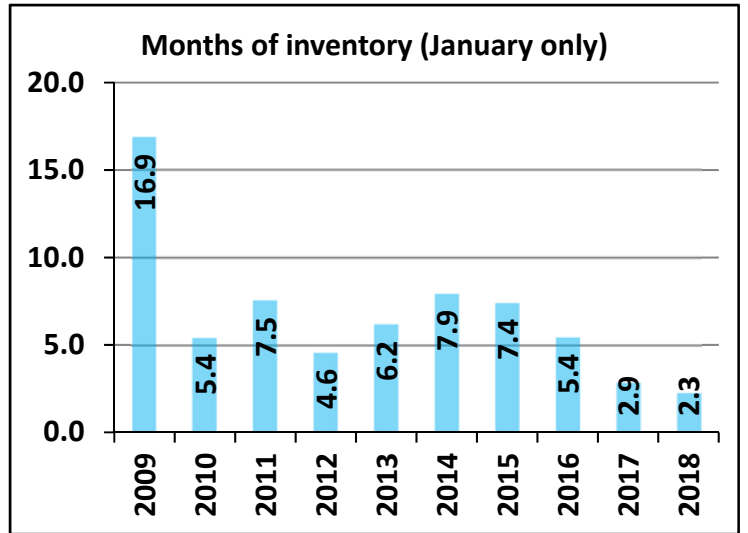
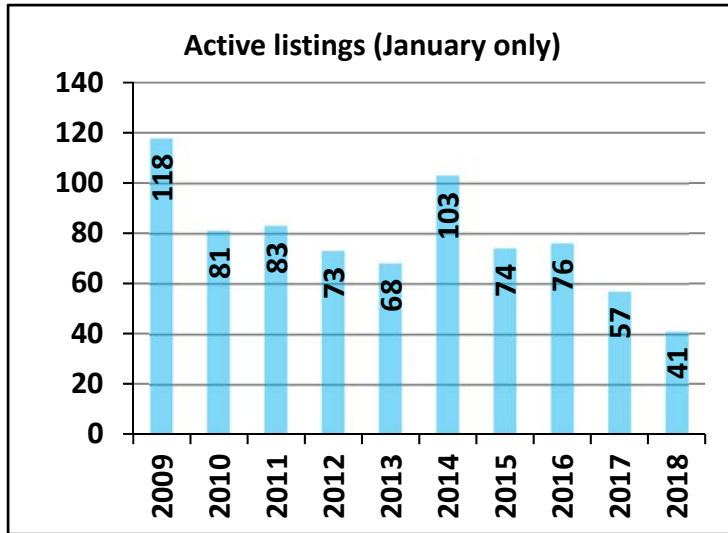
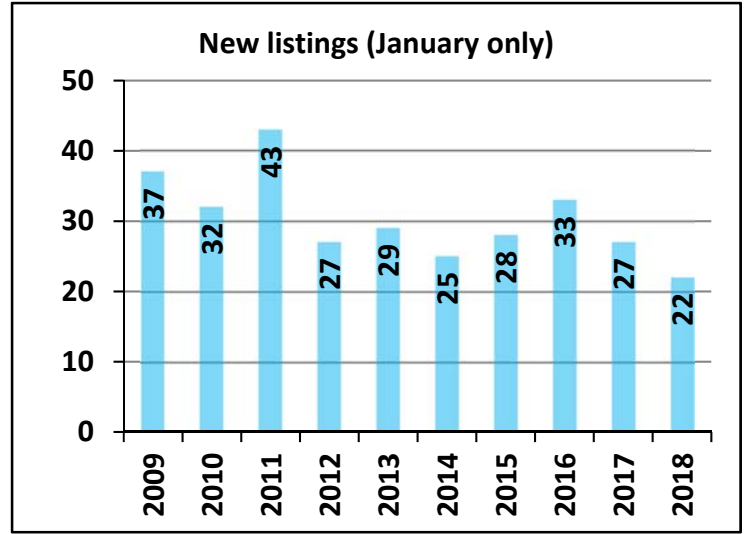
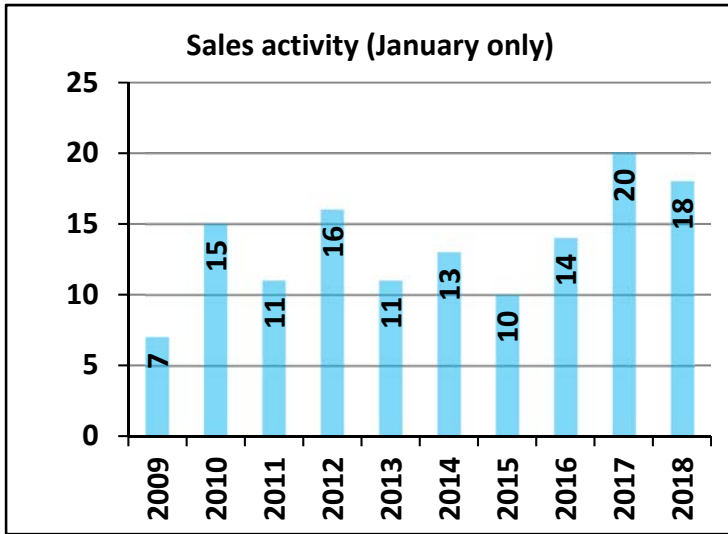
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Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	January 2018	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2017	January 2016	January 2015	January 2013	January 2011	January 2008
Sales Activity	18	-10.0	28.6	80.0	63.6	63.6	38.5
Dollar Volume	\$5,038,460	-21.4	61.6	135.1	114.1	114.3	107.1
New Listings	22	-18.5	-33.3	-21.4	-24.1	-48.8	-43.6
Active Listings	41	-28.1	-46.1	-44.6	-39.7	-50.6	-52.3
Sales to New Listings Ratio¹	81.8	74.1	42.4	35.7	37.9	25.6	33.3
Months of Inventory²	2.3	2.9	5.4	7.4	6.2	7.5	6.6
Average Price	\$279,914	-12.7	25.7	30.6	30.9	31.0	49.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes