

News Release

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Best April Ever

Strong April sales continued to fuel the market rebound that began in October of 2009. 835 detached homes and 182 condos exchanged hands last month, up 25.4% and 31.9% respectively. All in all, residential sales were up 26.5% over last. “It’s not just sales that are up,” adds LSTAR President Richard Thyssen. “Listings are up 22% over last year. That points to an uptick in consumer confidence.”

Type	Units Sold	Average Price	% Change from April 2009
Total Detached	835	\$248,570	13.1%
Total Condo	182	\$175,811	13.1%
Total Residential	1017	\$235,548	12.8%

“While these figures are great news for our local market, it’s important to remember that we are in recovery,” cautions LSTAR President Richard Thyssen. “We took a hit in 2009 and we’re just getting back up to speed. That being said, having the best April in LSTAR’s history is pretty exciting. The next best April was 2004, with 935 sales.”

Year	April Sales
2010	1017
2009	804
2008	842
2007	916
2006	857
2005	889
2004	935
2003	876
2002	931
2001	722

Another harbinger of a market's health – average house price – also points to recovery. House prices continued to inch up, 13.1% for detached homes to an average for the month of \$248,870 and the same percentage for condos, for an average price of \$175,811.

Year	Average Price Total Residential
2010 YTD	\$229,289
2009	\$213,402
2008	\$210,888
2007	\$202,256
2006	\$188,942
2005	\$178,058
2004	\$166,138
2003	\$152,586
2002	\$142,106
2001	\$136,636

“That doesn't necessarily mean that *all* house prices are going up,” says Thyssen. “It could just mean that there were more pricey homes in the mix for a particular month than previously and, indeed, that is what appears to have happened in April. Our hunch is that the owners and prospective buyers of these homes were just waiting out the Great Recession before jumping in. For example, in April 2009 only fifteen homes priced at over half a

million sold, compared to this April when forty \$500,000+ homes sold, an increase of 166%. There was a similar increase in the number of homes priced \$300,000 to \$500,000. 104 such homes sold in April 2009.compared to 171 homes in this range in April 2010

Despite price gains, London remains affordable when compared to other Canadian centres. Homes in LSTAR's jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centers. According to the Canadian Real Estate Association's Major Market MLS® Statistical Survey for February 2010 (the most current available), the average price year-to-date for:

- **London and St. Thomas, \$221,956**
- Calgary, \$389,388
- Durham Region, \$286,635
- Edmonton, \$316,927
- Hamilton-Burlington and District, \$314,656
- Kitchener-Waterloo, \$293,133
- Ottawa, \$318,894
- St. Catharine's & District, \$218,893
- Toronto, \$431,509 ; and
- Greater Vancouver, \$662,741

House Style	Units Sold	Average Price
2 storey	254	\$322,212
Bungalow	155	\$174,628
Ranches	128	\$268,830
Townhouse Condo	93	\$161,233

The best-selling house style in London for the month of April was the two-storey, followed by the bungalow, the ranch, and the

townhouse condo:

London's Sister City of St. Thomas is also back to pre-Great Recession numbers. 89 homes sold in St. Thomas over the month of April, compared to 55 in April 2009. (In April 2006, 87 homes sold; in April 2007, 99.) The average price of a home in St. Thomas is up 2.8% over last year; it now sits at \$179,837 Year to Date.

"A vibrant real estate market drives our economy, especially locally," says Thyssen. "According to a recent study prepared for the Canadian Real Estate Association by Altus Group Economic Consulting in Toronto, a total of \$46,400 in ancillary expenditure is generated by the average housing transaction in Canada over a period of three years from the date of purchase. That would mean that this month's sales alone will generate \$47,188,800 of economic activity over the next few years and that's a win/win for everybody."

According to the Canadian Real Estate Association (CREA), activity in the first half of 2010 is expected to remain strong as the last of pent-up demand is exhausted and homebuyers make purchase decisions in advance of interest rate increases and the introduction of the HST in British Columbia and Ontario. CREA forecasts national housing activity will decrease over the second half of 2010 and into 2011 as pent-up demand is exhausted and housing affordability erodes.

The London and St. Thomas Association of REALTORS® (LSTAR) is one of Canada's fifteen largest real estate associations, representing 1,475 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. As members of the Canadian Real Estate Association, LSTAR members may use the REALTOR® trademark, which identifies them as real estate professionals who subscribe to a strict code of ethics. The Association operates the local Multiple Listing Service® (MLS®) and provides ongoing professional education courses for its members. Advertisements of local MLS® property listings and information about the services provided by a REALTOR® can be found at www.lstar.ca. More information about LSTAR is available at www.lstar.ca.