

## News Release

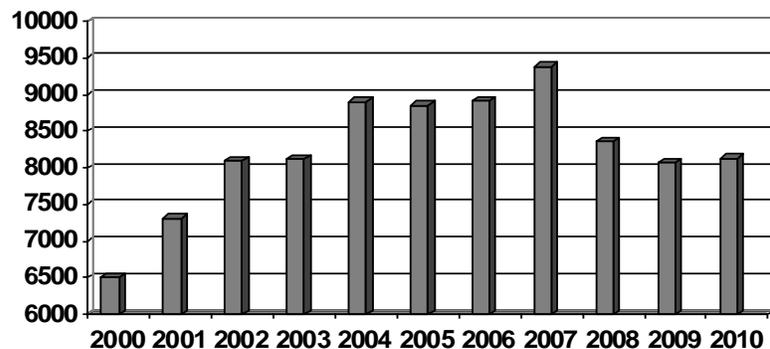
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London, January 3, 2011

### Home sales stay the course in 2010

By Year End, 2010 had managed to outstrip 2009 by a modest 0.7% in terms of sales. A total of 8,128 homes exchanged hands in 2010 – 6,587 detached homes (up 0.4%) and 1,541 condos (up 2.1%), putting sales for last year on par with those of 2002 and 2003.

“Both of those years were banner years for real estate,” says Richard Thyssen, 2010 President of the London and St. Thomas Association of REALTORS®. “Our Census Metropolitan Area took a hit with the Great Recession, but we bounced back. Holding our own over the past year is evidence that the sort of market stabilization that both the Canadian Real Estate Association and Canada Mortgage and Housing Corporation forecast in the autumn of 2010 is, indeed, taking place.”



A total of 381 homes exchanged hands last December – 301 detached homes and 80 condos, down 14.7% and 5.9% respectively from December 2009. However, to put these figures into perspective, December 2009 had the distinction of being the best December on record with 438 sales. “We were just coming out of the downturn,” explains Thyssen. “There was a lot of pent up demand that got met in December 2009, which accounts for the unusually high volume of sales.” The average number of sales during December over the past decade stands at 379.

The average price for a home in the Association’s jurisdiction in 2010 rose 6.3% for detached homes to stand at \$240,147, 7.9% for condos to stand at \$171,098, and 6.4% for total residential to stand at \$227,056. The average sale price is calculated based on the total dollar

volume of all properties sold. However, LSTAR cautions that, while average sale price information can be useful in establishing trends over time, it should not be used as an indicator that specific properties have increased or decreased in value. Moreover, although average home prices may appear to have increased significantly year over year, their increase from one month to the next is far more modest and more fully represents the level and pace of actual appreciation, as indicated by the following table.

Month 2010	Average Price
Jan.	\$222,798
Feb.	\$222,680
March	\$225,983
April	\$229,289
May	\$230,056
June	\$229,208
July	\$228,283
Aug.	\$227,794
Sept.	\$227,152
Oct.	\$227,636
Nov.	\$227,257
Dec.	\$227,056

This month, as in previous months and years, homes in LSTAR’s jurisdiction maintain their affordability compared to other major Ontario and Canadian centers. According to the CREA’s Major Market MLS® Statistical Survey for September 2010 (the most current available: the average price year-to-date for:

- **London and St. Thomas -- \$227,056**
- Vancouver -- \$679,381
- Victoria -- \$485,459
- Toronto --\$427,269
- Calgary -- \$401,080
- Edmonton -- \$325,060
- Ottawa -- \$324,841
- Hamilton --\$ 316,556
- Durham -- \$296,395
- Kitchener-Waterloo -- \$275,879
- St. Catharines -- \$250,390

House Style	Units Sold	Average Price
2 storey	1913	\$309,509
Bungalow	1386	\$176,611
Ranches	973	\$ 271,443
Townhouse Condo	781	\$ 155,998

The best-selling house style in LSTAR’s jurisdiction for 2010 was the two-storey, followed by the bungalow, the ranch and the townhouse condo.

Home sales in London’s Sister City of St. Thomas numbered 662 for the year, 5.7% down from 2009. The average price for a home in St. Thomas at the end of 2010 was \$182,719 which is relatively unchanged from 2009.

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 means that 2010's sales will generate \$377,139,200 of economic activity over the next few years, helping to drive our local economy," says Thyssen.

"All in all, 2010 has proven to be a very satisfactory year," concludes Thyssen. "Sales volumes were very respectable, the market became increasingly balanced over 2010 -- good news for both sellers and buyers -- and we saw modest, but real price increases over time."

*The London and St. Thomas Association of REALTORS® (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. 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.*