

News Release

For Comment: Joe Hough, President, 519-670-6011

For Background: Katherine Low, Director of Communications, 519.641.1400

342 Commissioners Road, W.
London, Ontario N6J 1Y3

LONDON – October 1, 2009

Recovery continues with third-best September ever for area home sales

Last month, 708 homes exchanged hands in the jurisdiction of the London and St. Thomas Association of REALTORS® (LSTAR), a 7.9-per-cent decrease over September 2008. This includes 572 detached homes (down 8.5 per cent from September 2008) and 136 condos (down 5.6 per cent from September 2008). The sale of 708 homes in September 2009 is an increase over September sales in every other year but 2008 and 2005. Year to date, 5,190 detached homes and 1,205 condos have been sold – down 8.4 per cent and 16.8 per cent respectively compared to the same period in 2008.

Year-to-date until September, sales have decreased 10.1 per cent over the same period last year, but the average residential price for September 2009 actually increased by 1.9 per cent to \$217,832. Year-to-date for September 2009, the total residential average price is up 0.5% to \$213,376.

Sales in St. Thomas improved – 59 homes exchanged hands in September 2009, a 13.5-per-cent increase over September 2008. The average residential price year-to-date in St. Thomas is \$179,989, a 4.5-per-cent decrease over last year.

“I am very pleased that September sales were the third best on record,” says Joe Hough, President of LSTAR. “September 2008 was our best September ever, so it’s wonderful to see September 2009 back up there.”

“National sales activity in the third quarter is on track for a significant increase compared to the second quarter,” says Canadian Real Estate Association (CREA) President, Dale Ripplinger. “Low interest rates and affordability continue to attract homebuyers to the housing market. Consumer confidence continues to rise, which bodes well for activity in the coming months.”

“The balance of sentiment making big-ticket purchases pushed into positive territory in August for the first time since early last year,” said Chief Economist Gregory Klump. “Recent cuts to mortgage interest rates will no doubt provide further support for this indicator, which is an important factor underlying the housing market.”

The number of sales and average prices year-to-date for September 2009 were:

Type	Units Sold	Average Price	\$\$ Change from YTD 2008
Total Detached	5,190	\$226,074	-0.6
Total Condo	1,205	\$158,683	3.6
Total Residential	6,395	\$213,376	0.5

The average residential price year-to-date for September 2009 is \$213,376. The following table compares year-end average home prices in LSTAR's jurisdiction over the past 10 years:

Year	Prices
2008	\$210,888
2007	\$202,256
2006	\$188,942
2005	\$178,058
2004	\$166,138
2003	\$152,586
2002	\$142,106
2001	\$136,636
2000	\$134,593
1999	\$131,899

September residential sales year-to-date over the last 10 years:

Year	Sales
2009	6,395
2008	7,113
2007	7,654
2006	7,181
2005	7,147
2004	7,249
2003	6,581
2002	6,559
2001	5,767
2000	5,270

The best-selling house style in LSTAR's jurisdiction for the month of September was the two-storey, followed by the bungalow, the ranch, and the townhouse condo:

House Style	Units Sold	Average Price
2 storey	159	\$309,691
Bungalow	112	\$163,135
Ranches	77	\$255,435
Townhouse Condo	66	\$147,998

Homes in LSTAR's jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centres. According to the Canadian Real Estate Association's Residential MLS Report for August 2009 (the most current available), the average price year-to-date for:

- **London and St. Thomas was \$ 213,683;**
- Calgary was \$ 380,489;
- Durham Region was \$ 275,114;
- Edmonton was \$320,164;
- Hamilton-Burlington and District was \$ 286,554;
- Kitchener-Waterloo was \$ 271,289;
- Ottawa was \$ 301,684;
- St. Catharines & District was \$ 221,537;
- Toronto was \$ 386,540; and
- Greater Vancouver was \$ 574,061.

The London and St. Thomas Association of REALTORS® is a professional organization committed to serving the real estate needs of the community and to providing its Members with the services and education required to promote excellence, knowledge and a high standard of ethics and business practices. The Association's jurisdiction includes Middlesex and Elgin Counties, home to nearly 500,000 residents. The Multiple Listing Service® is a cooperative marketing system used only by Canada's real estate boards and associations to ensure maximum exposure of properties for sale. All of LSTAR's listings may be found on the public website at www.REALTOR.ca.