

News Release

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Home sales strong in May, with best monthly numbers in 2018

London, ON – The London and St. Thomas Association of REALTORS® (LSTAR) announced 1,171 homes* were sold in May, down 24.4% over the same time last year, which saw a record-setting month for May with 1,549 homes sold. The May 2017 home sales stands as the highest ever sales month in LSTAR’s history, since the Association began tracking sales data in 1978.

“We’re very encouraged by the sales in May, which represent the third best May results LSTAR has had,” said Jeff Nethercott, 2018 LSTAR President. “The homes sold are actually above the 10-year average, despite the ongoing challenge of low inventory in the marketplace. Similar to what’s happened each month this year, home prices continue to gradually increase across the region, as fewer homes are available for sale.”

The average May sales price in London and St. Thomas was \$366,096 up 6.4% over May 2017 and up 28.4% over May 2016. By geographic area, London South was \$370,851 up 4.4% from last May. In London North, average home sales price was \$451,556 up 4.7% compared to the previous year, while in London East, it was \$291,359 an increase of 11.1% from May 2017. In St. Thomas, it was \$288,723 up 11.2% over last May.

“The big trend we continue to see in the marketplace is low inventory, which remains at its lowest level in 10 years,” Nethercott said. “In May, there were 1,643 active listings, down 7.7% from this time last year and down 44.6% from May 2016. The sales-to-new listings ratio was 70.8%, which the Canadian Real Estate Association (CREA) says represents conditions in the marketplace that favour sellers. With warmer temperatures and summer around the corner, it’s a great time to contact your local REALTOR® if you’re considering selling your home.”

St. Thomas saw a total of 100 homes sold in May, down 12.3% from the same period last year. For inventory, there were 82 active listings, down 28.1% from last May and down 49.7% from May 2016.

The following table is based on data taken from the CREA National MLS® Report for April 2018 (the latest CREA statistics available). It provides a snapshot of how average home prices in London and St. Thomas compare to other major Ontario and Canadian centres.

City	Average Sale
Vancouver	\$1,020,126
Toronto	\$751,068
Fraser Valley	\$750,559
Victoria	\$686,873
Hamilton	\$548,411
Kitchener-Waterloo	\$479,497
Calgary	\$461,375
Ottawa	\$400,491
Niagara	\$410,234
Edmonton	\$368,567
London St. Thomas	\$356,447
Windsor-Essex	\$289,548
CANADA	\$471,450

According to a research report¹, one job is created for every three real estate transactions and approximately \$53,000 in ancillary spending is generated every time a home changes hands in Ontario. “The robust home sales in May provided a huge boost from the real estate space, generating potentially more than \$62 million,” Nethercott said. “It’s a huge force in growing the local economy, helping to create approximately 390 jobs in May, further contributing to the economic engine of southwestern Ontario and beyond.”

The London and St. Thomas Association of REALTORS® (LSTAR) exists to provide its REALTOR® Members with the support and tools they need to succeed in their profession. LSTAR is one of Canada’s 15 largest real estate associations, representing over 1,700 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.

**These statistics are prepared for LSTAR by the Canadian Real Estate Association (CREA) and represent a data snapshot taken on June 1, 2018, based on processed home sales activity between May 1 and 31, 2018.*

¹ **Economic Impacts of MLS® System Home Sales and Purchases in Canada and the Provinces**, Altus Group Consulting, 2013.