

News Release

Thursday, July 4, 2019

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Sales edge down, but local real estate market still robust

London, ON – The London and St. Thomas Association of REALTORS® (LSTAR) announced that 1,050 homes were sold last month in its jurisdiction, 1.3% less units than in June 2018 and 9.6% less than in May 2019. During the same period, there were 1,463 new listings in our area, 0.9% less than a year ago, but the inventory increased slightly over June 2018.

“Even if the home sales edged down last month, our local real estate market is still robust: the year-to-date sales activity saw a 3% increase over June 2018 and a higher level than in any of the first five years of this decade,” said Earl Taylor, 2019 LSTAR President.

In London, there were 969 new listings in June and 715 homes exchanged hands, 0.6% more than last year, while the monthly average home price sat at \$408,274. In St. Thomas, there were 90 new listings and 73 home sales, 24.7% less than in June 2018, while the average home price was \$354,064.

“Looking at all sales-to-new-listings ratios across LSTAR’s jurisdiction, we can confidently say that the most of the Association’s regions are currently Sellers’ markets - with the exception of Middlesex County and Elgin County, which are in a more balanced territory,” Taylor stated.

According to reports by the Canadian Real Estate Association (CREA), last month, in London, the median number of days on market for residential properties was ten. In Elgin County, the median number of days on market was 21, in Middlesex County – 13, while in St. Thomas and Strathroy was 11.

Overall, the average home price in the Association’s jurisdiction was \$403,382.

Area	June Average Sale Price
Elgin County	\$335,678
London	\$408,274
Middlesex County	\$506,178
St. Thomas	\$354,064
Strathroy	\$370,828
LSTAR	\$403,382

By geographic area, the average price in London East was \$328,025 – up 11% from last June. In London North, the average home sales price was \$486,518 – up 1.4% compared to the previous year, while in London South, it was \$403,405 – an increase of 8.5% from June 2018. In St. Thomas, it was \$354,064 – up 21% over last June.

The following table is based on data taken from the CREA National MLS® Report for May 2019 (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	May Average Sale Price
Vancouver	\$976,302
Toronto	\$794,137
Fraser Valley	\$689,002
Victoria	\$668,365
Hamilton	\$568,226
Kitchener-Waterloo	\$534,244
Calgary	\$441,408
Niagara	\$440,769
Ottawa	\$429,664
London St. Thomas	\$399,751
Edmonton	\$357,890
Windsor-Essex	\$322,223
CANADA	\$488,219

According to a research report¹, a total of \$67,425 in ancillary expenditures is generated by the average housing transaction in Ontario over a period of three years from the date of purchase. “Based on the home resales in June, that’s generating potentially more than 70 million dollars back into the local economy for the next few years,” Taylor concluded.

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 July 1, 2019, based on processed home sales activity between June 1 and 30, 2019.*

¹ **Economic Impacts of MLS® Systems Home Sales and Purchases in Canada and the Provinces**, Altus Group Economic Consulting, 2017.



Residential Market Activity

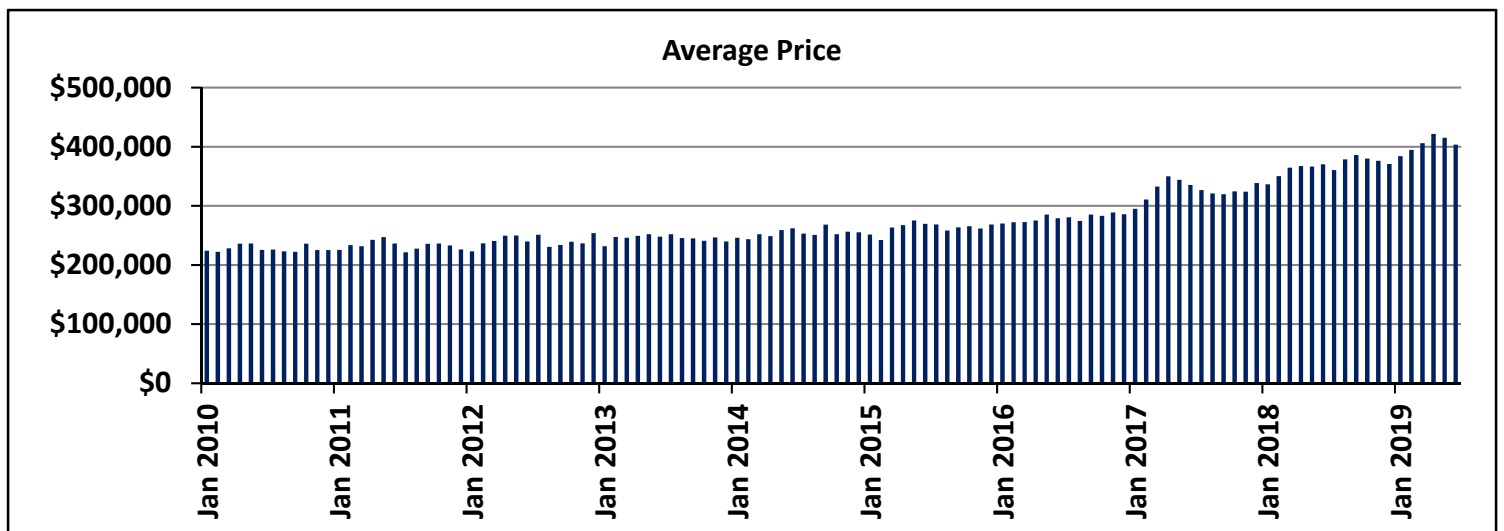
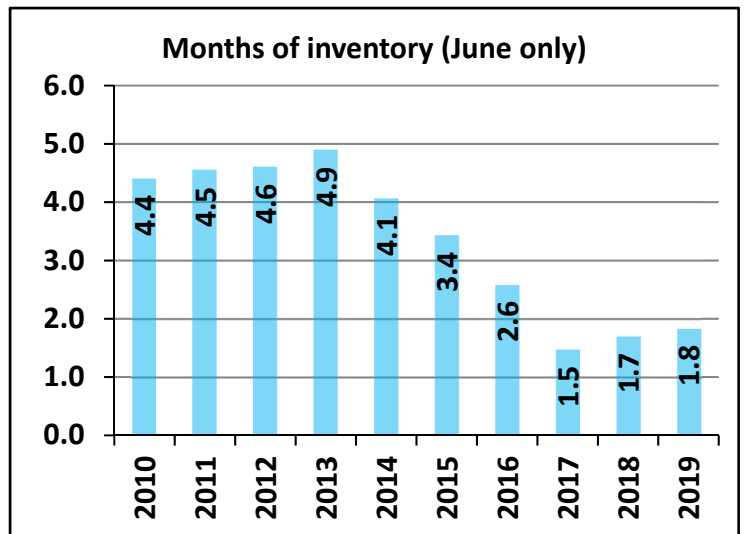
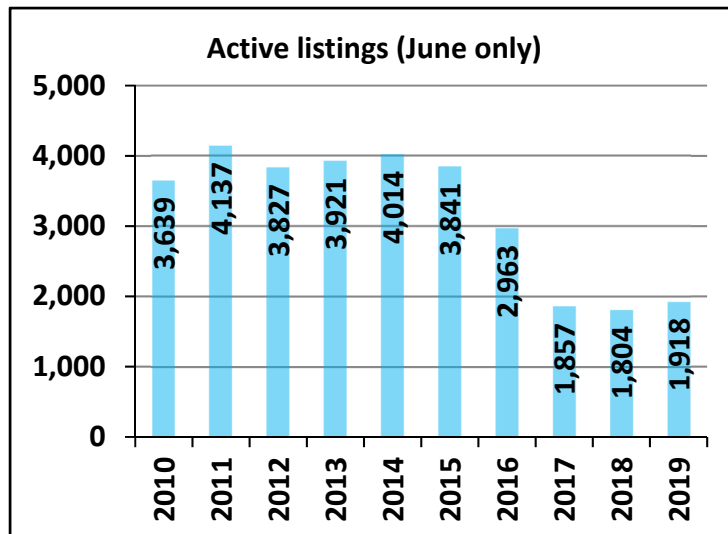
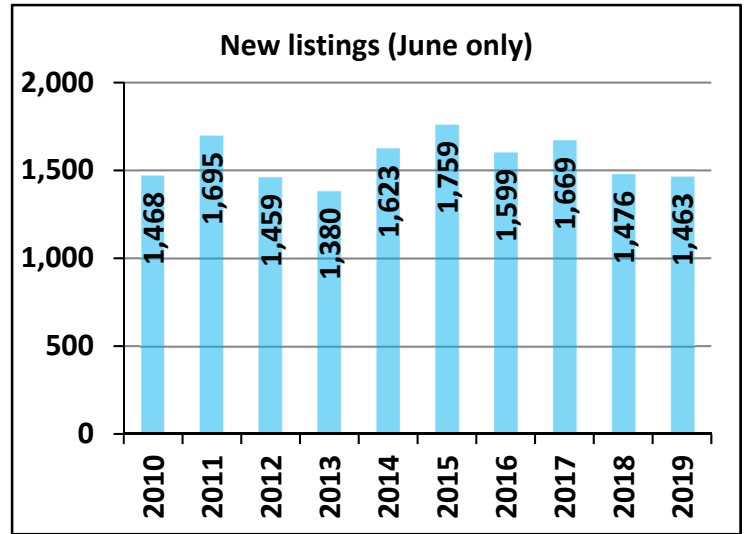
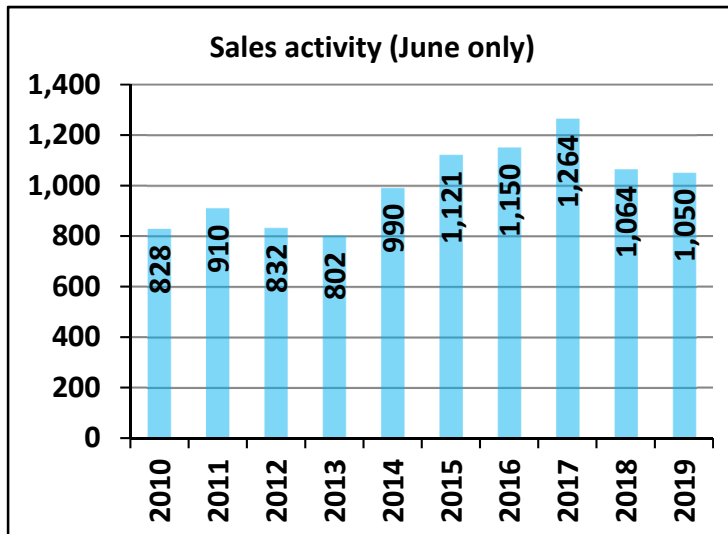
June 2019



Prepared for the London & St. Thomas Association of REALTORS®
by the Canadian Real Estate Association

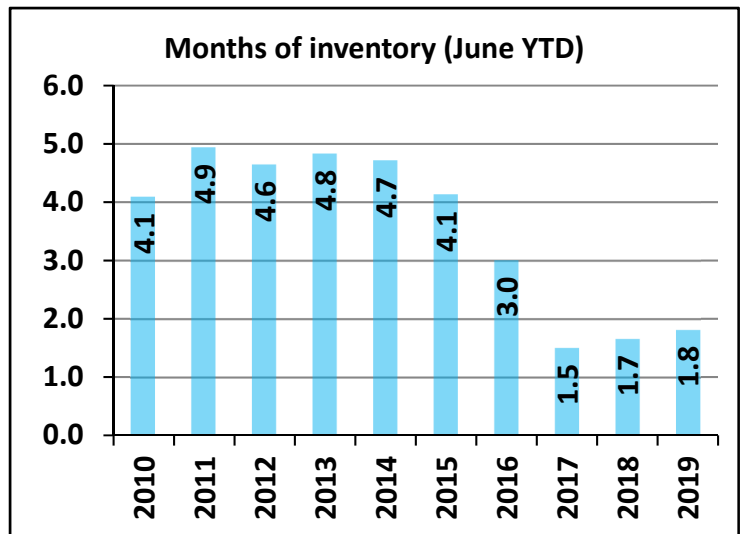
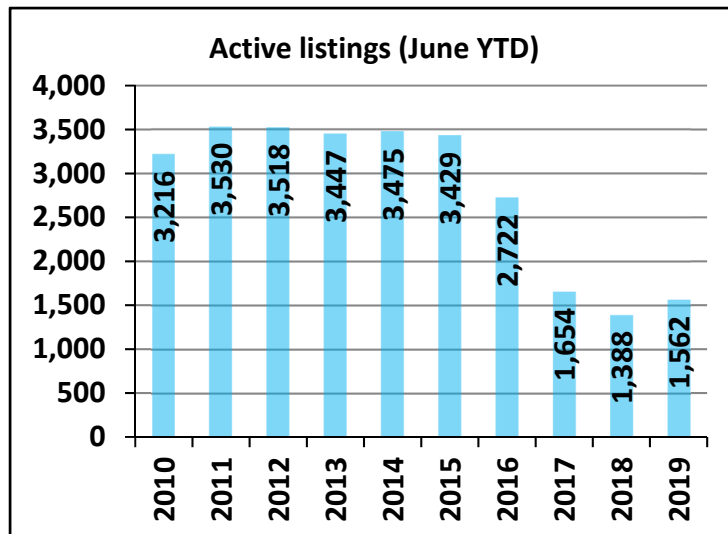
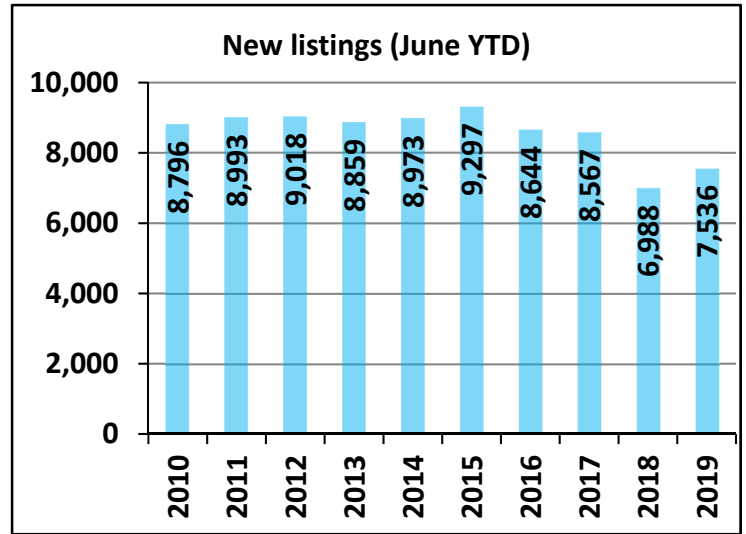
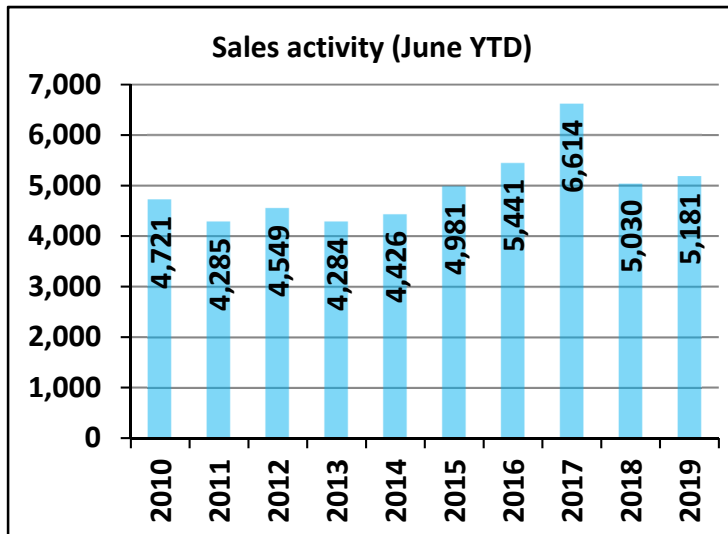
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	1,050	-1.3	-16.9	-8.7	6.1	26.2	10.9
Dollar Volume	\$423,551,007	7.5	0.0	32.0	63.4	112.3	105.3
New Listings	1,463	-0.9	-12.3	-8.5	-9.9	0.3	9.0
Active Listings	1,918	6.3	3.3	-35.3	-52.2	-49.9	-43.0
Sales to New Listings Ratio ¹	71.8	72.1	75.7	71.9	61.0	57.0	70.6
Months of Inventory ²	1.8	1.7	1.5	2.6	4.1	4.6	3.6
Average Price	\$403,382	9.0	20.4	44.6	54.0	68.3	85.1

Year-to-date	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018 YTD	June 2017 YTD	June 2016 YTD	June 2014 YTD	June 2012 YTD	June 2009 YTD
Sales Activity	5,181	3.0	-21.7	-4.8	17.1	13.9	26.2
Dollar Volume	\$2,108,838,227	15.7	-4.3	40.0	87.9	91.8	140.8
New Listings	7,536	7.8	-12.0	-12.8	-16.0	-16.4	-3.6
Active Listings ³	1,562	12.5	-5.6	-42.6	-55.1	-55.6	-54.2
Sales to New Listings Ratio ⁴	68.8	72.0	77.2	62.9	49.3	50.4	52.5
Months of Inventory ⁵	1.8	1.7	1.5	3.0	4.7	4.6	5.0
Average Price	\$407,033	12.3	22.2	47.0	60.5	68.4	90.9

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

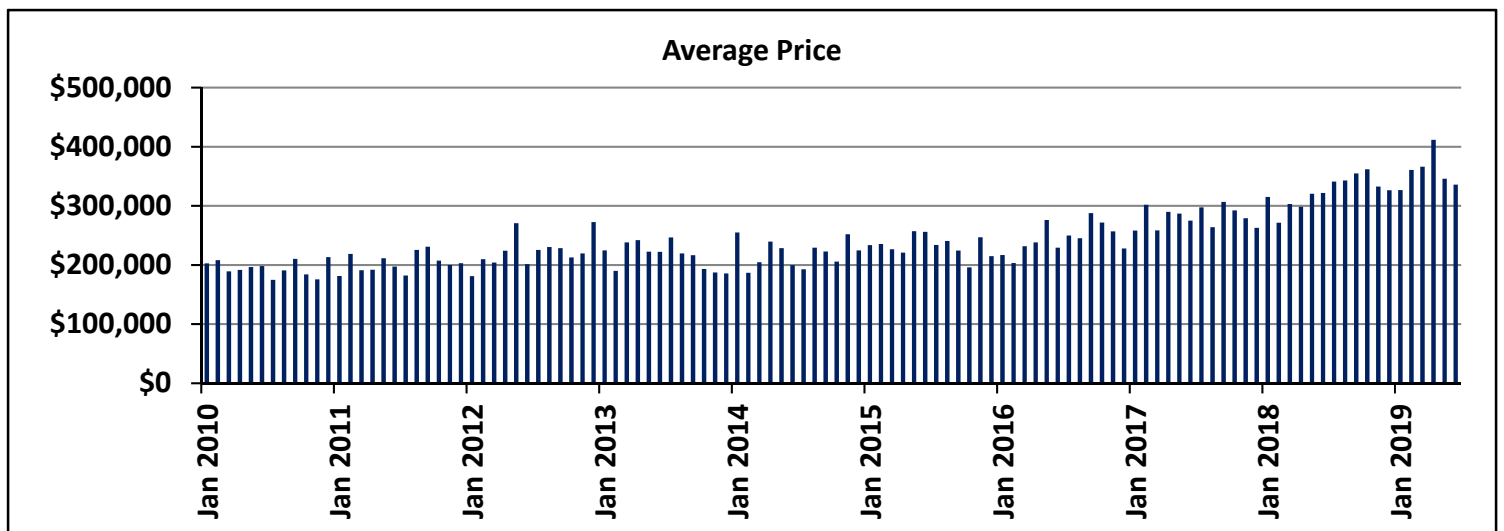
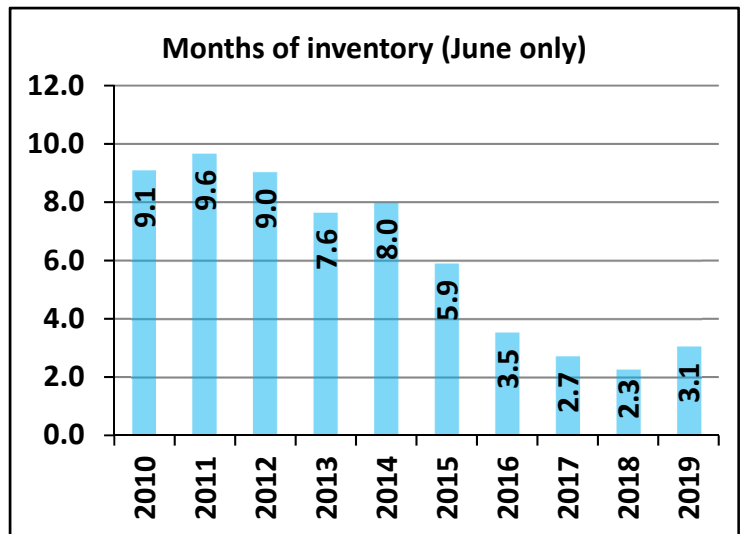
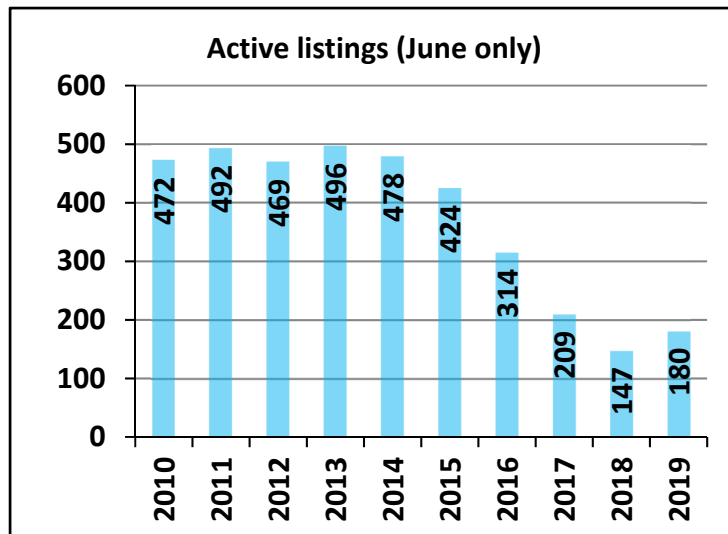
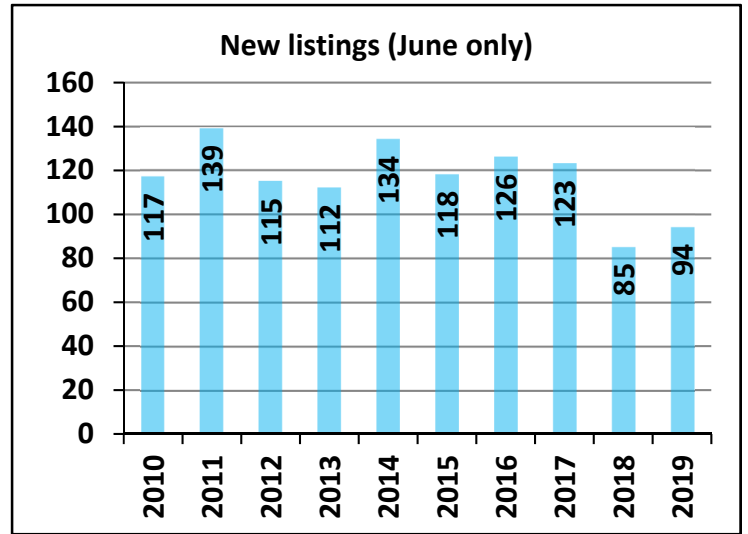
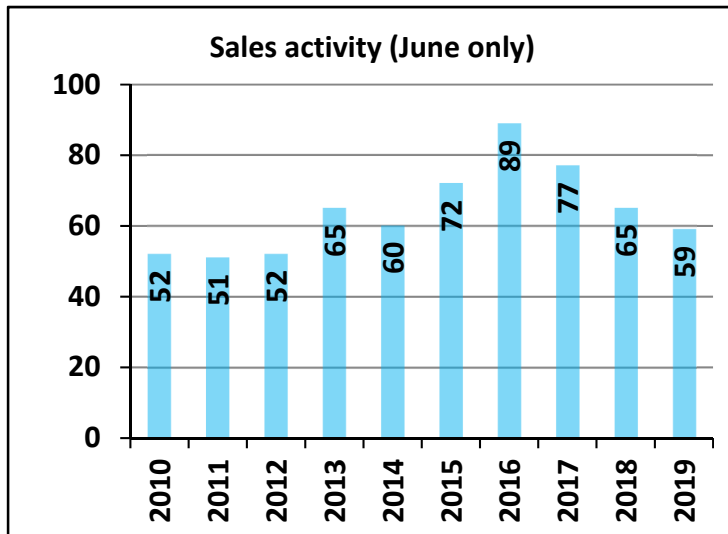
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

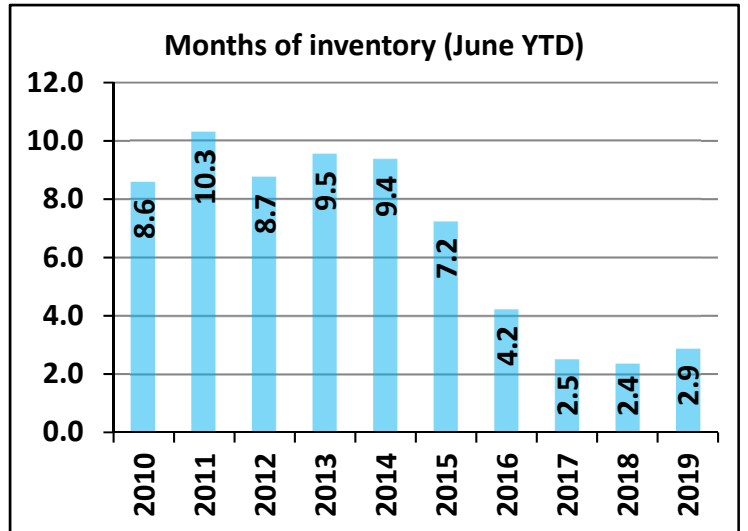
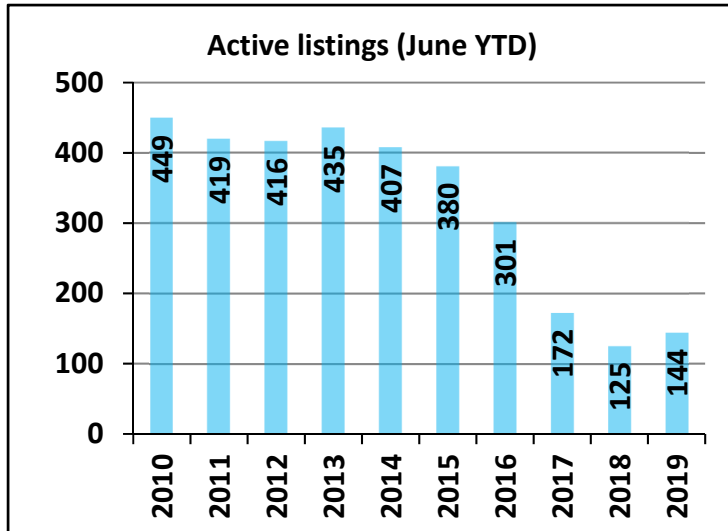
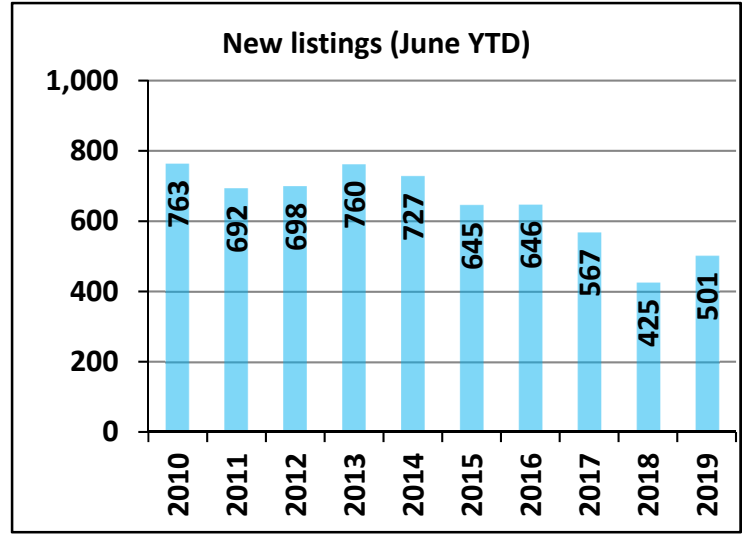
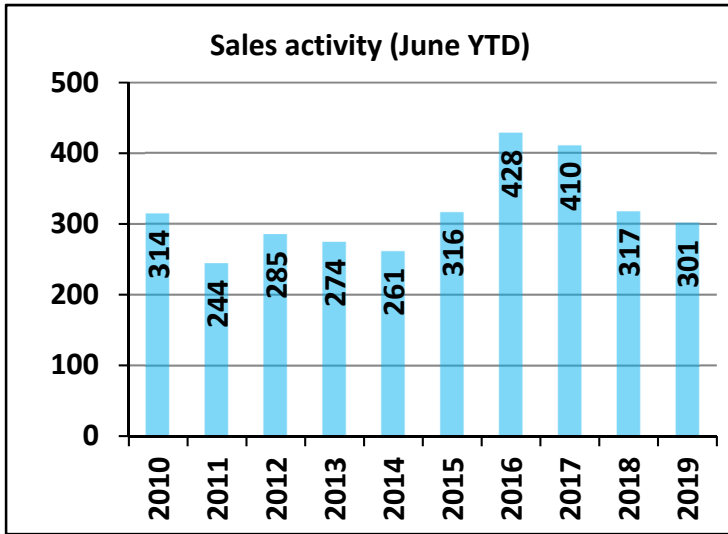
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	59	-9.2	-23.4	-33.7	-1.7	13.5	25.5
Dollar Volume	\$19,804,983	-5.3	-6.4	-2.9	65.4	89.3	116.5
New Listings	94	10.6	-23.6	-25.4	-29.9	-18.3	-36.5
Active Listings	180	22.4	-13.9	-42.7	-62.3	-61.6	-65.8
Sales to New Listings Ratio ¹	62.8	76.5	62.6	70.6	44.8	45.2	31.8
Months of Inventory ²	3.1	2.3	2.7	3.5	8.0	9.0	11.2
Average Price	\$335,678	4.3	22.1	46.4	68.2	66.8	72.4

Year-to-date	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018 YTD	June 2017 YTD	June 2016 YTD	June 2014 YTD	June 2012 YTD	June 2009 YTD
Sales Activity	301	-5.0	-26.6	-29.7	15.3	5.6	20.4
Dollar Volume	\$108,252,449	11.3	-5.2	7.3	89.2	73.7	126.6
New Listings	501	17.9	-11.6	-22.4	-31.1	-28.2	-32.8
Active Listings ³	144	15.2	-16.3	-52.2	-64.6	-65.4	-69.4
Sales to New Listings Ratio ⁴	60.1	74.6	72.3	66.3	35.9	40.8	33.5
Months of Inventory ⁵	2.9	2.4	2.5	4.2	9.4	8.7	11.3
Average Price	\$359,643	17.2	29.1	52.6	64.1	64.5	88.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

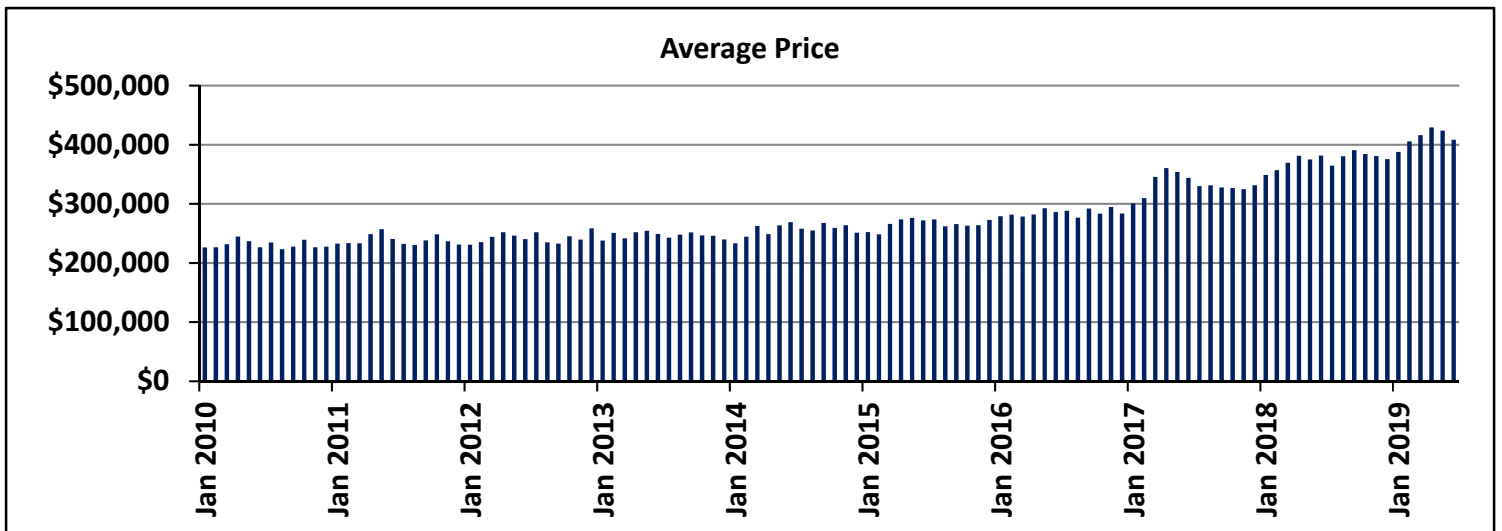
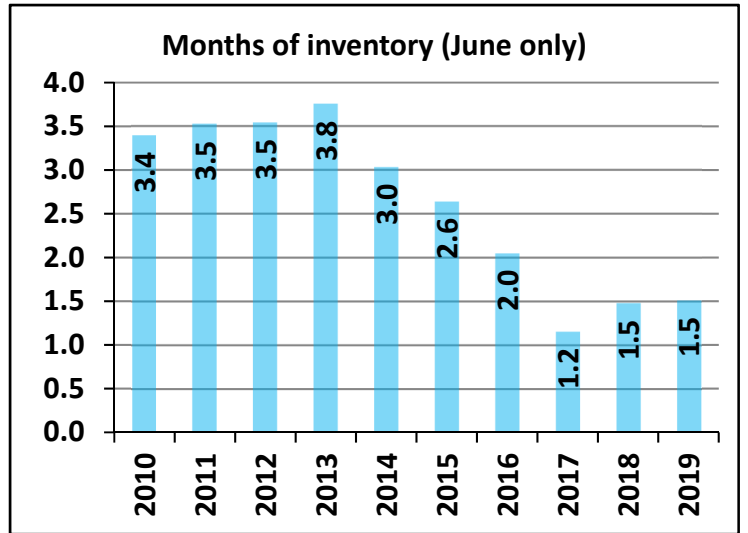
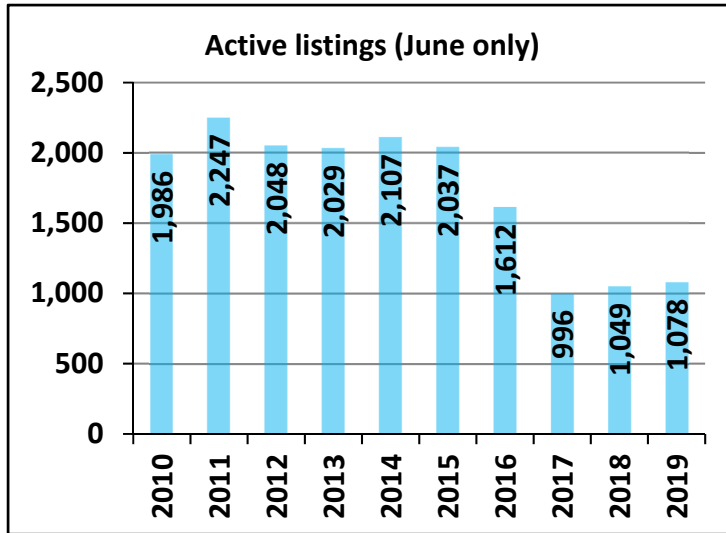
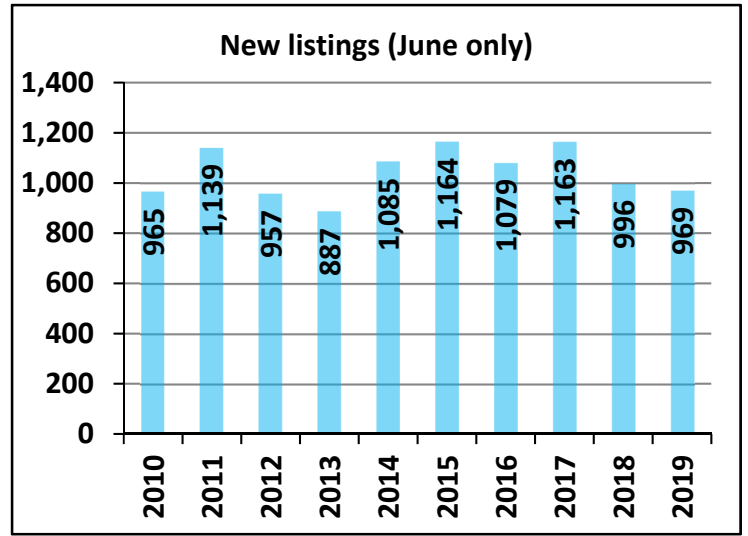
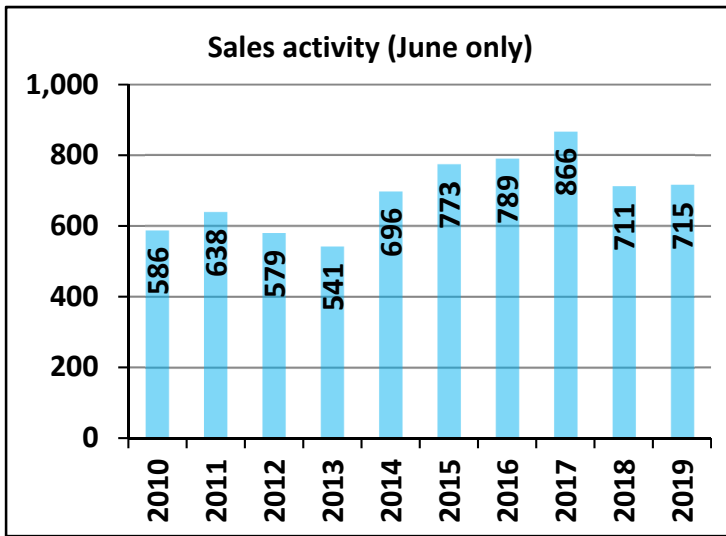
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

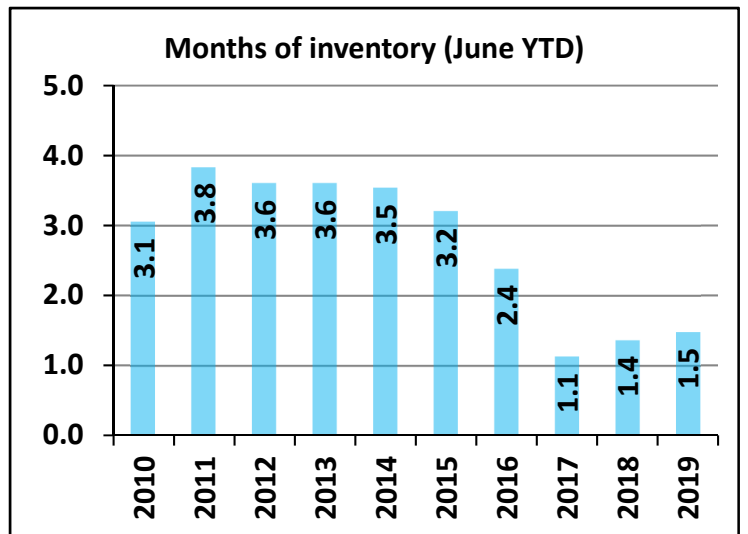
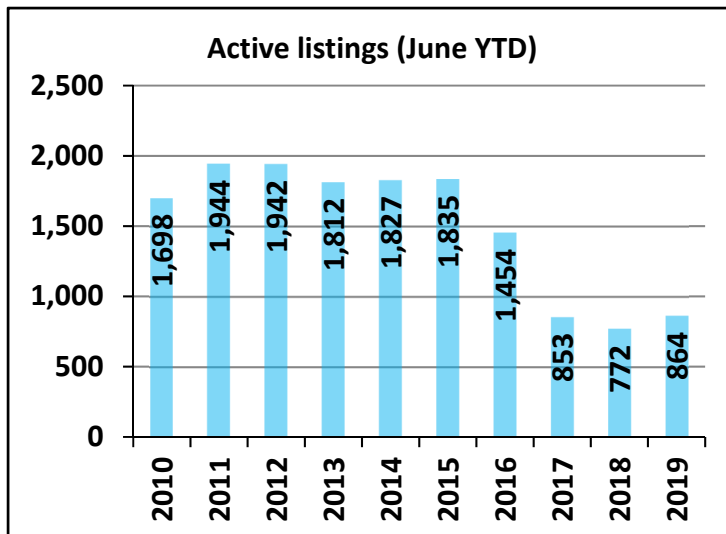
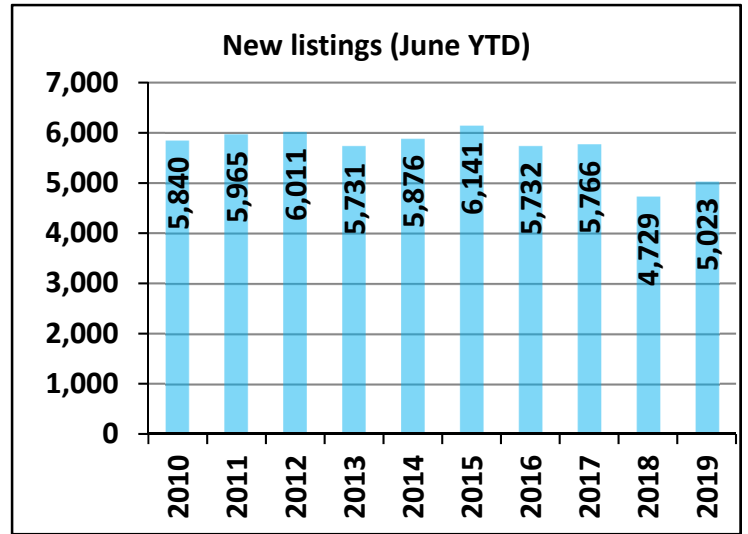
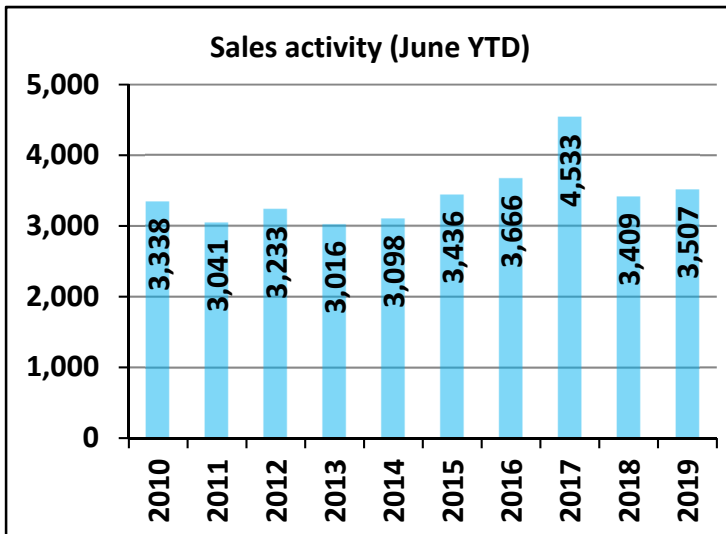
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	715	0.6	-17.4	-9.4	2.7	23.5	4.2
Dollar Volume	\$291,915,993	7.7	-1.9	29.4	55.9	109.9	96.7
New Listings	969	-2.7	-16.7	-10.2	-10.7	1.3	12.2
Active Listings	1,078	2.8	8.2	-33.1	-48.8	-47.4	-34.3
Sales to New Listings Ratio ¹	73.8	71.4	74.5	73.1	64.1	60.5	79.4
Months of Inventory ²	1.5	1.5	1.2	2.0	3.0	3.5	2.4
Average Price	\$408,274	7.0	18.8	42.7	51.8	70.0	88.8

Year-to-date	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018 YTD	June 2017 YTD	June 2016 YTD	June 2014 YTD	June 2012 YTD	June 2009 YTD
Sales Activity	3,507	2.9	-22.6	-4.3	13.2	8.5	18.8
Dollar Volume	\$1,455,209,384	14.6	-6.1	39.7	83.0	85.4	129.4
New Listings	5,023	6.2	-12.9	-12.4	-14.5	-16.4	-1.3
Active Listings ³	864	11.9	1.3	-40.6	-52.7	-55.5	-51.1
Sales to New Listings Ratio ⁴	69.8	72.1	78.6	64.0	52.7	53.8	58.0
Months of Inventory ⁵	1.5	1.4	1.1	2.4	3.5	3.6	3.6
Average Price	\$414,944	11.4	21.3	46.0	61.7	70.9	93.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

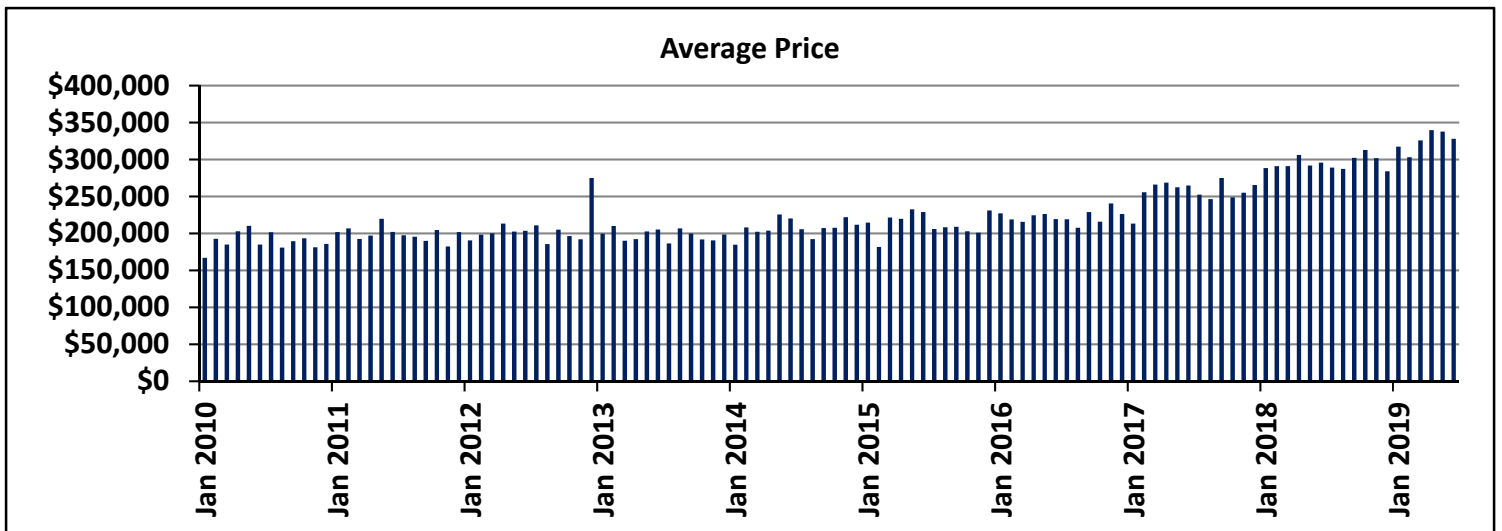
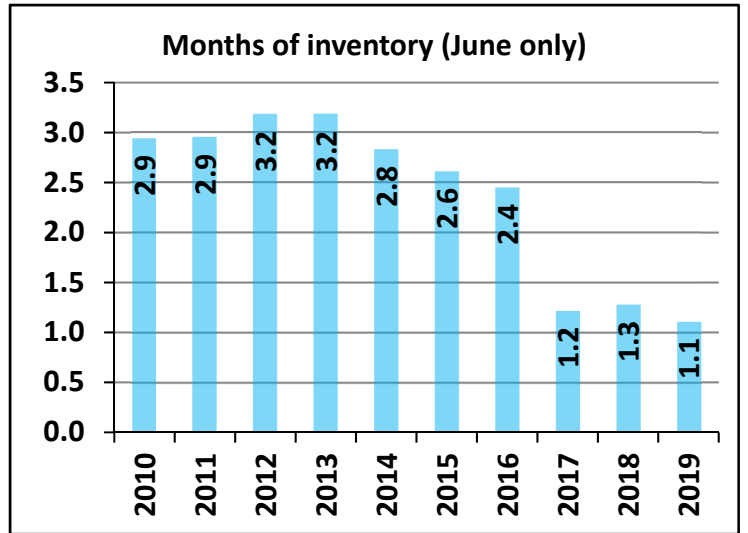
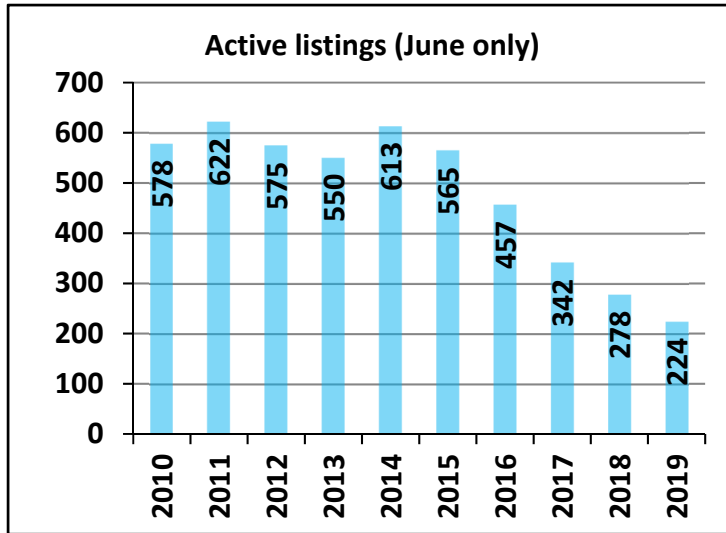
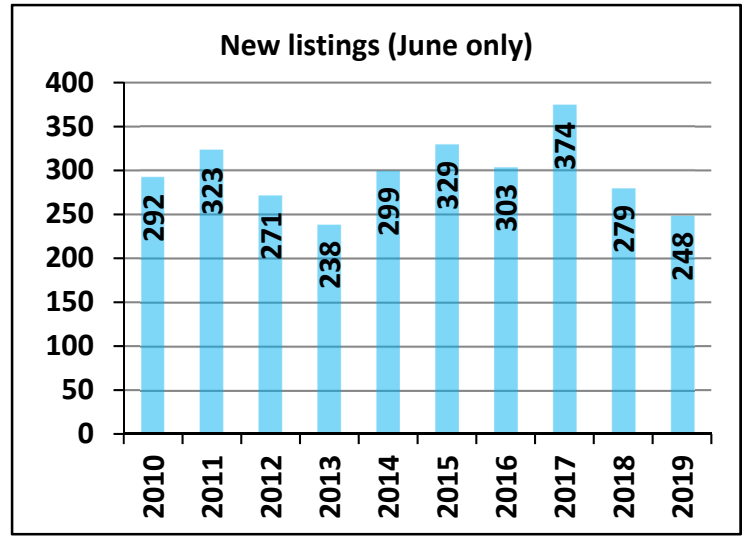
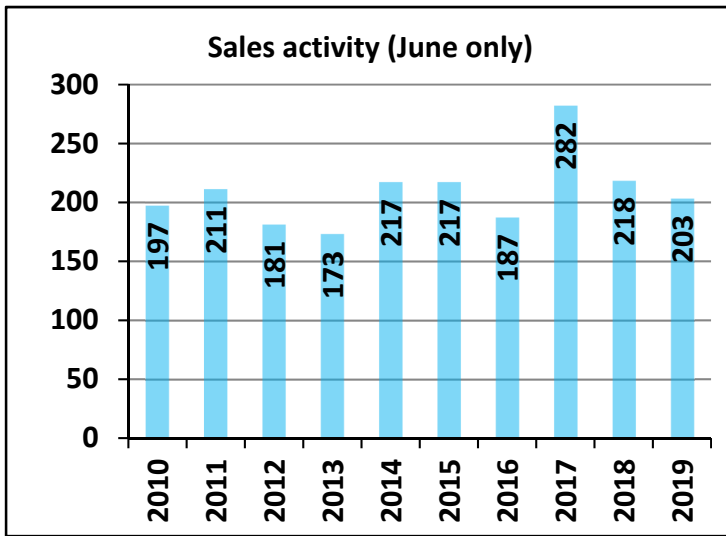
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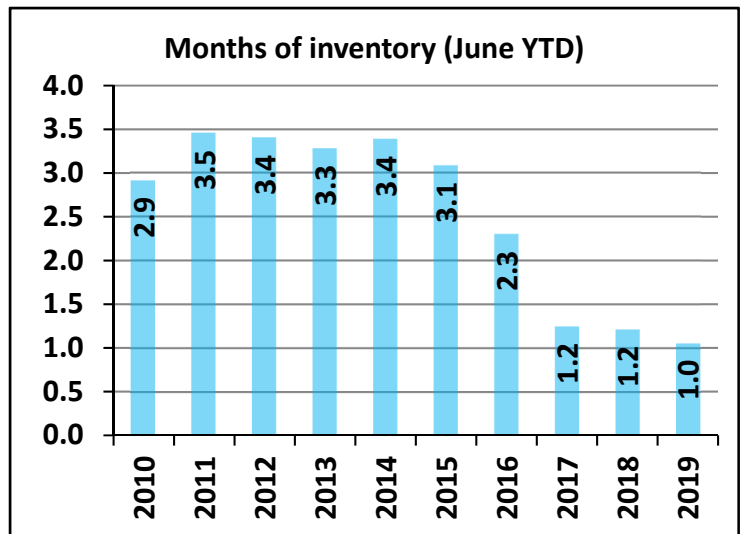
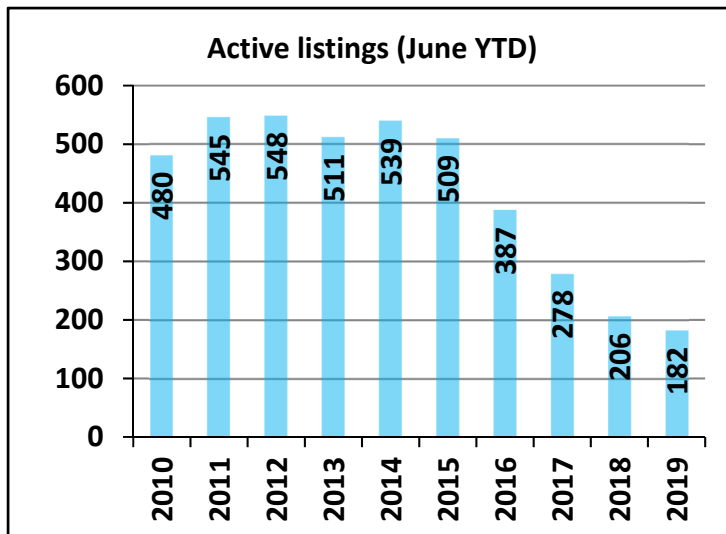
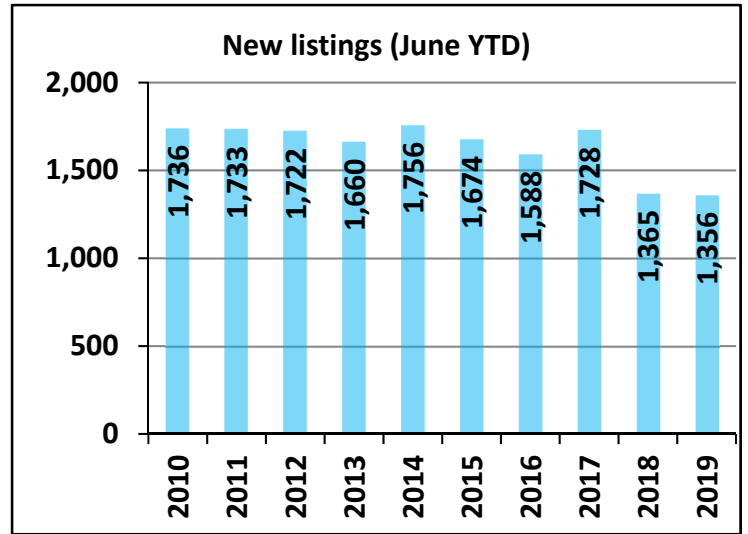
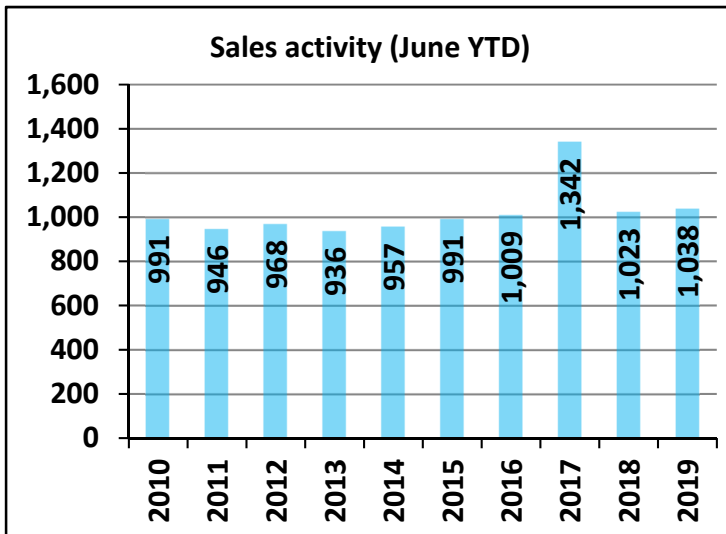
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	203	-6.9	-28.0	8.6	-6.5	12.2	-6.5
Dollar Volume	\$66,589,135	3.3	-10.8	62.3	39.3	80.9	68.7
New Listings	248	-11.1	-33.7	-18.2	-17.1	-8.5	-5.7
Active Listings	224	-19.4	-34.5	-51.0	-63.5	-61.0	-50.1
Sales to New Listings Ratio ¹	81.9	78.1	75.4	61.7	72.6	66.8	82.5
Months of Inventory ²	1.1	1.3	1.2	2.4	2.8	3.2	2.1
Average Price	\$328,025	11.0	23.9	49.6	49.0	61.3	80.3

Year-to-date	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018 YTD	June 2017 YTD	June 2016 YTD	June 2014 YTD	June 2012 YTD	June 2009 YTD
Sales Activity	1,038	1.5	-22.7	2.9	8.5	7.2	10.5
Dollar Volume	\$341,205,951	13.2	-2.0	52.5	69.3	74.1	98.1
New Listings	1,356	-0.7	-21.5	-14.6	-22.8	-21.3	-8.9
Active Listings ³	182	-11.7	-34.5	-53.0	-66.2	-66.8	-62.1
Sales to New Listings Ratio ⁴	76.5	74.9	77.7	63.5	54.5	56.2	63.1
Months of Inventory ⁵	1.0	1.2	1.2	2.3	3.4	3.4	3.1
Average Price	\$328,715	11.6	26.7	48.2	56.1	62.4	79.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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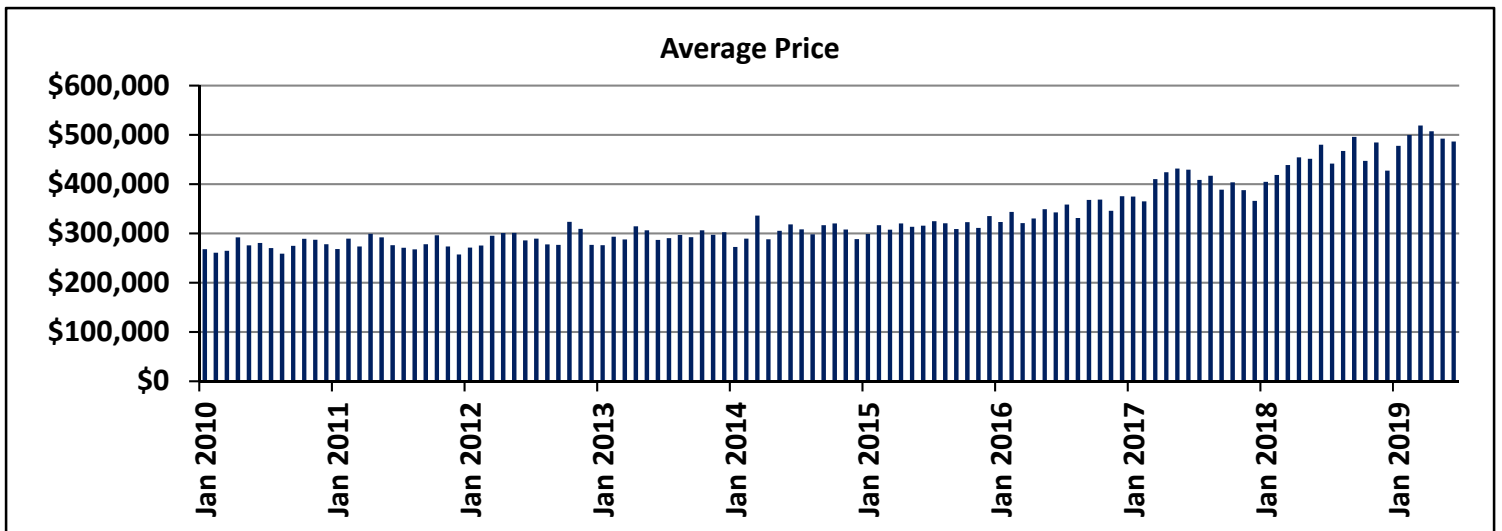
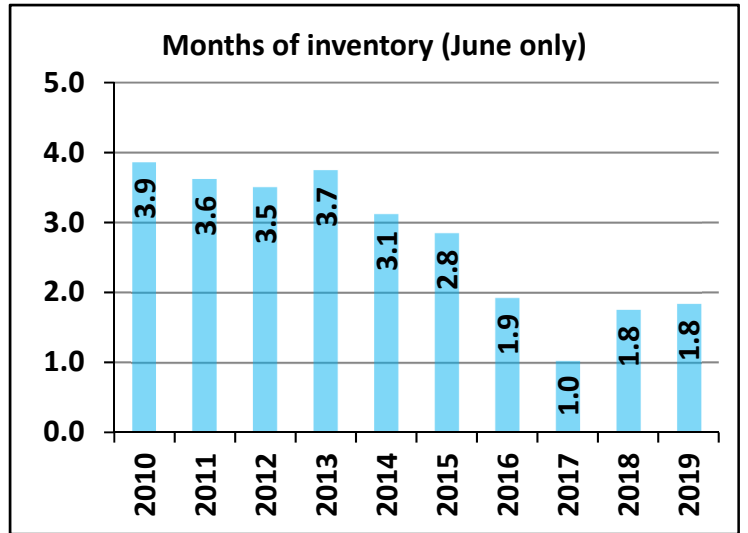
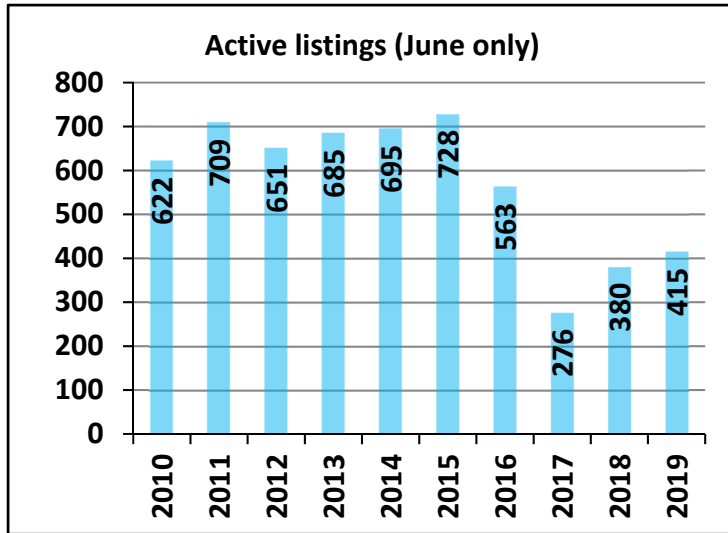
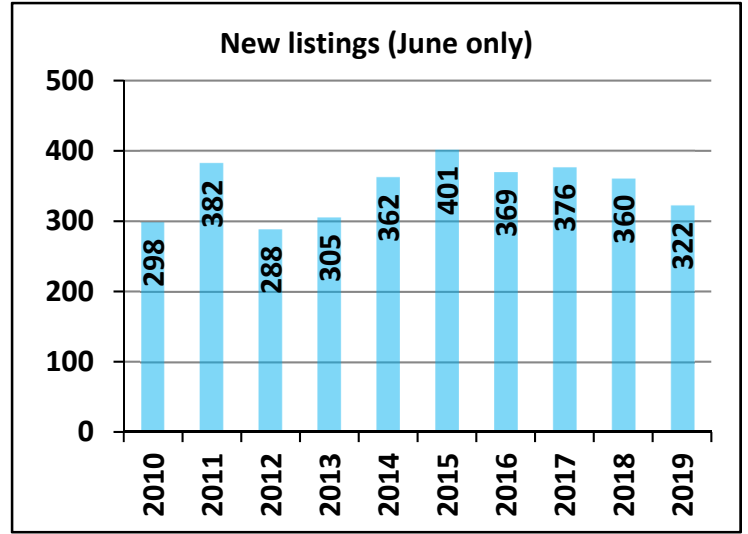
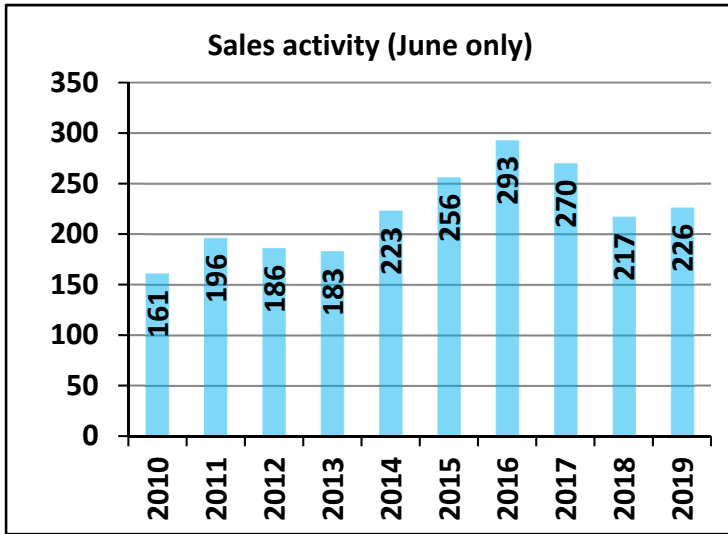
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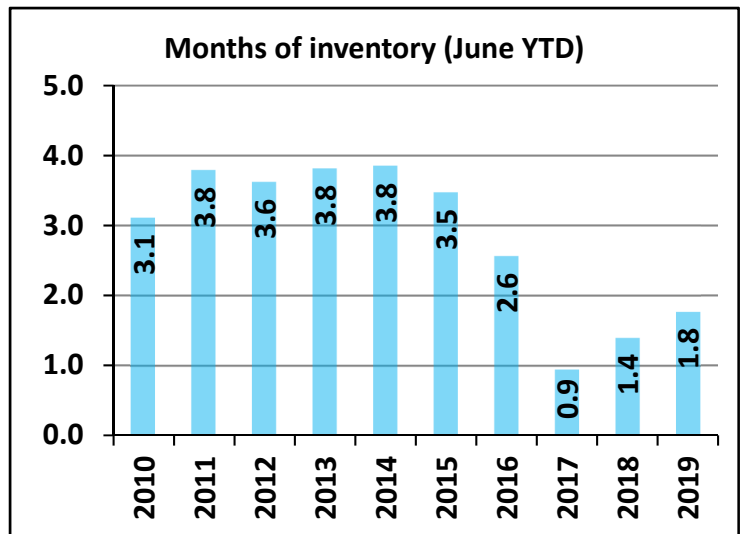
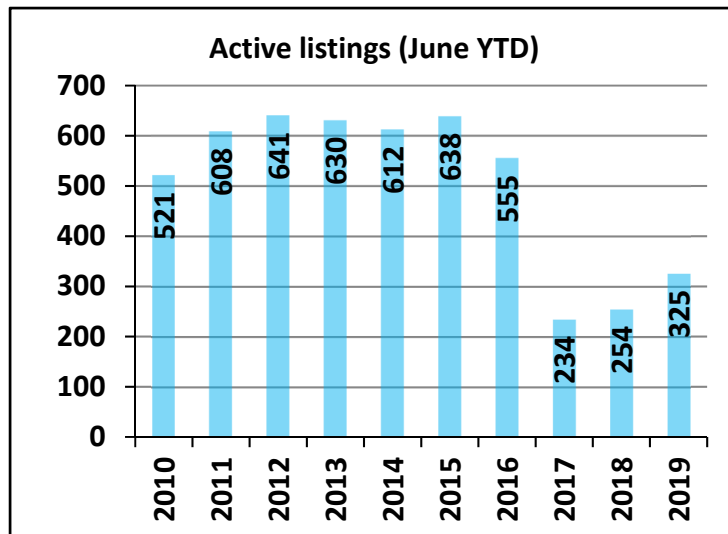
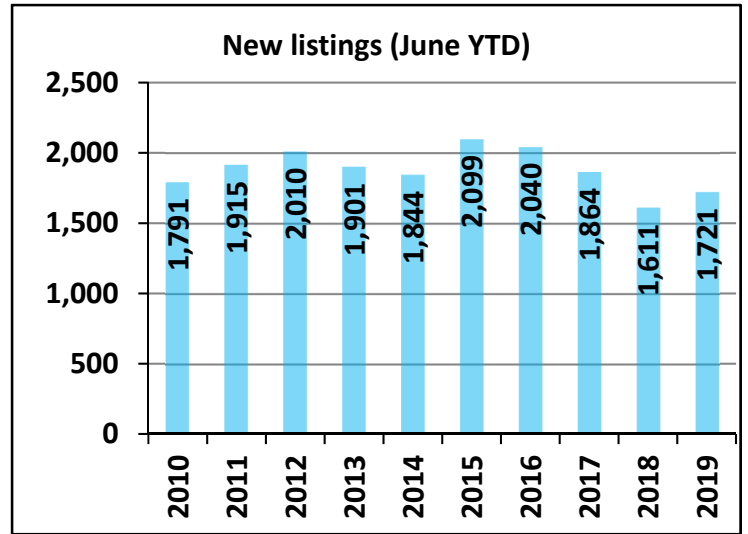
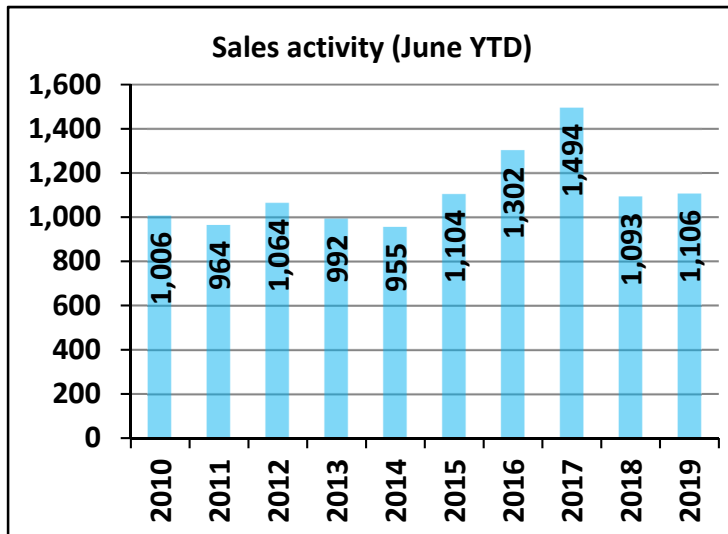
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	226	4.1	-16.3	-22.9	1.3	21.5	10.2
Dollar Volume	\$109,952,991	5.6	-5.1	9.6	54.9	107.0	117.8
New Listings	322	-10.6	-14.4	-12.7	-11.0	11.8	25.3
Active Listings	415	9.2	50.4	-26.3	-40.3	-36.3	-10.4
Sales to New Listings Ratio ¹	70.2	60.3	71.8	79.4	61.6	64.6	79.8
Months of Inventory ²	1.8	1.8	1.0	1.9	3.1	3.5	2.3
Average Price	\$486,518	1.4	13.3	42.1	52.8	70.3	97.6

Year-to-date	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018 YTD	June 2017 YTD	June 2016 YTD	June 2014 YTD	June 2012 YTD	June 2009 YTD
Sales Activity	1,106	1.2	-26.0	-15.1	15.8	3.9	21.8
Dollar Volume	\$550,514,887	12.3	-10.8	25.5	88.9	78.2	141.3
New Listings	1,721	6.8	-7.7	-15.6	-6.7	-14.4	10.8
Active Listings ³	325	28.0	38.9	-41.4	-46.9	-49.3	-37.4
Sales to New Listings Ratio ⁴	64.3	67.8	80.2	63.8	51.8	52.9	58.5
Months of Inventory ⁵	1.8	1.4	0.9	2.6	3.8	3.6	3.4
Average Price	\$497,753	11.0	20.5	47.8	63.1	71.4	98.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

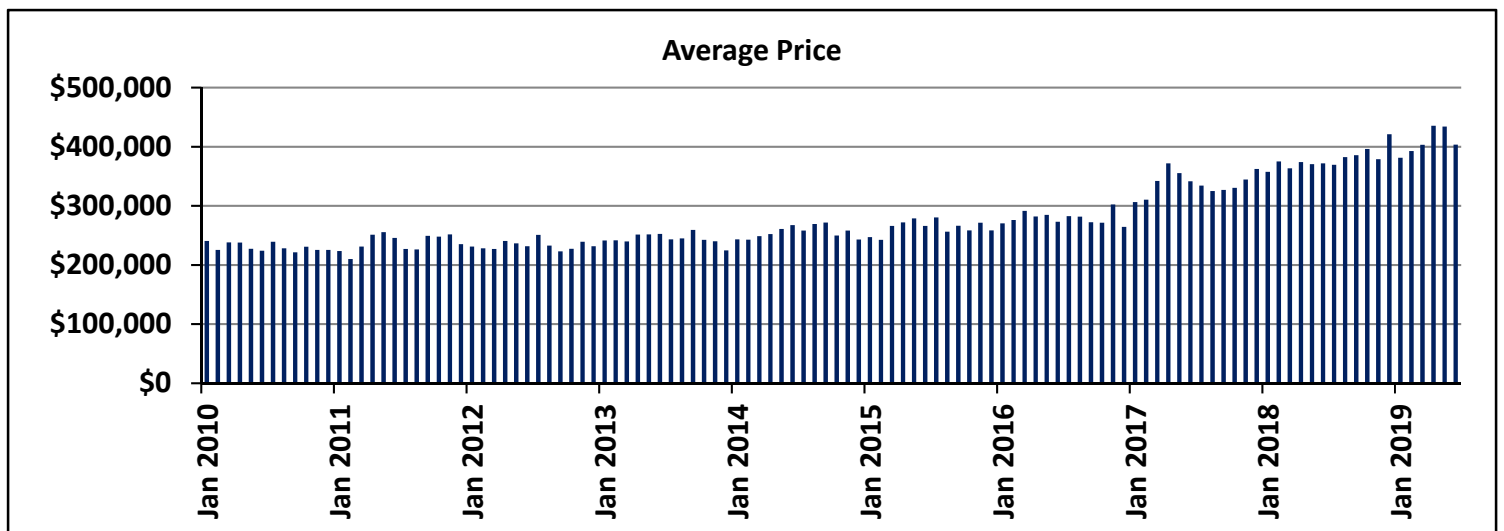
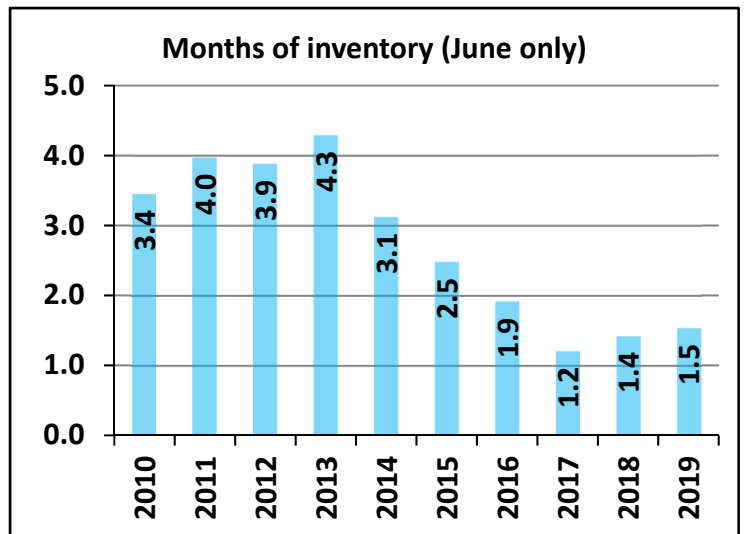
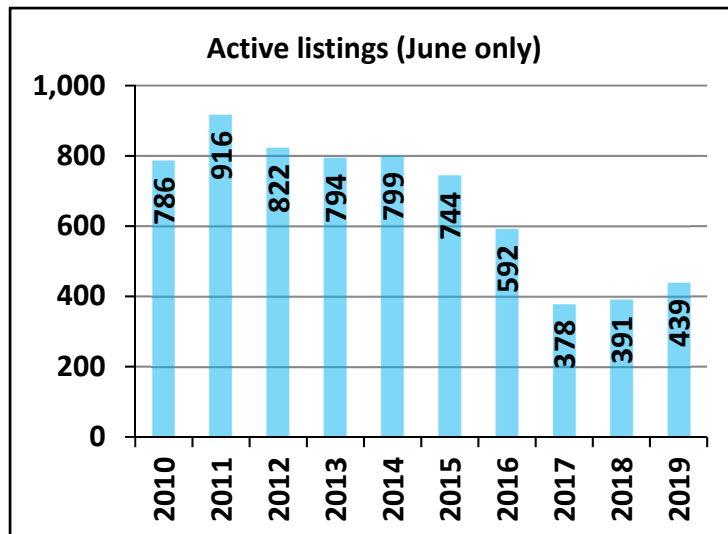
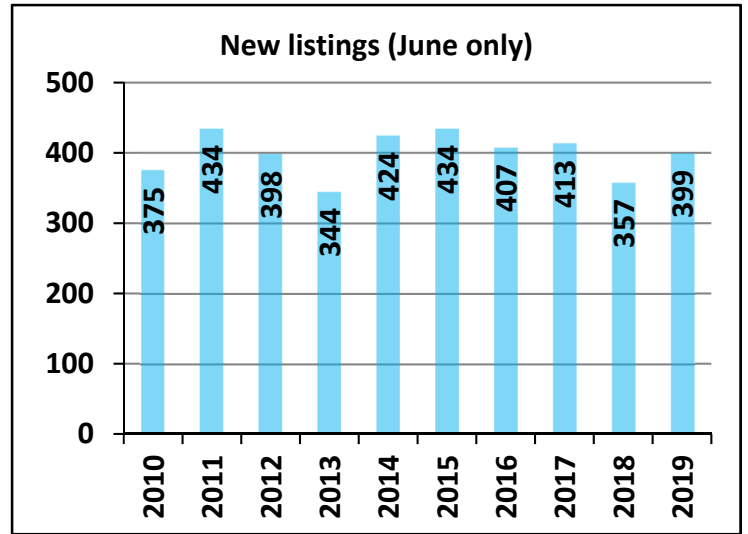
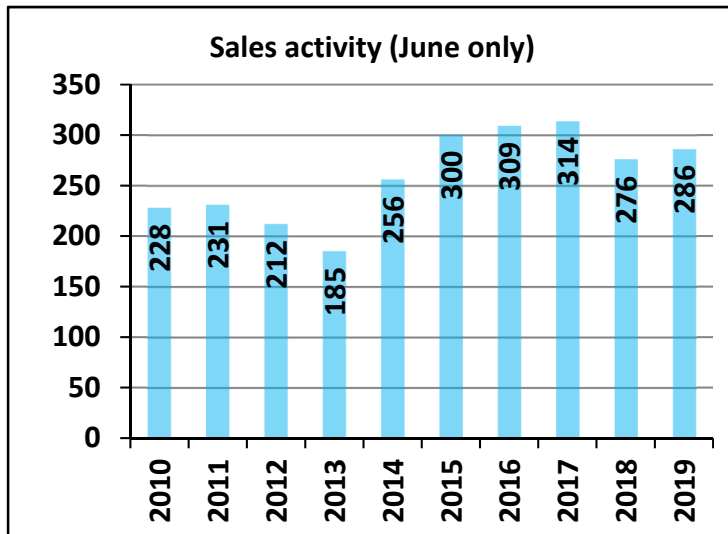
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

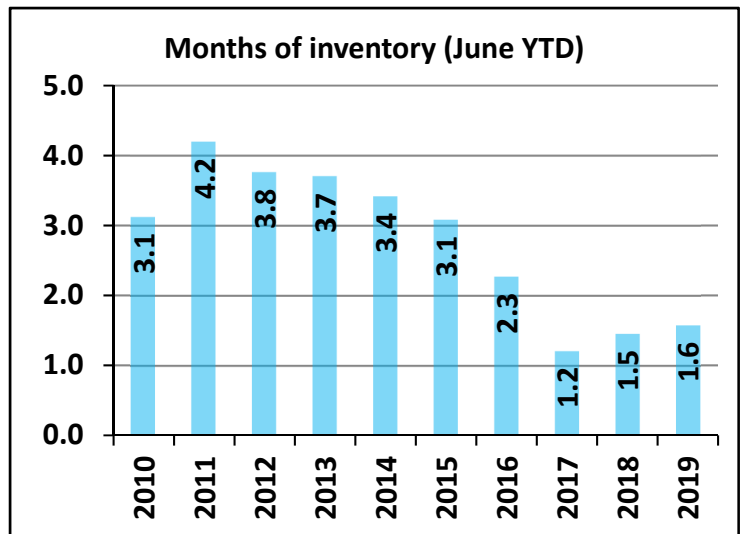
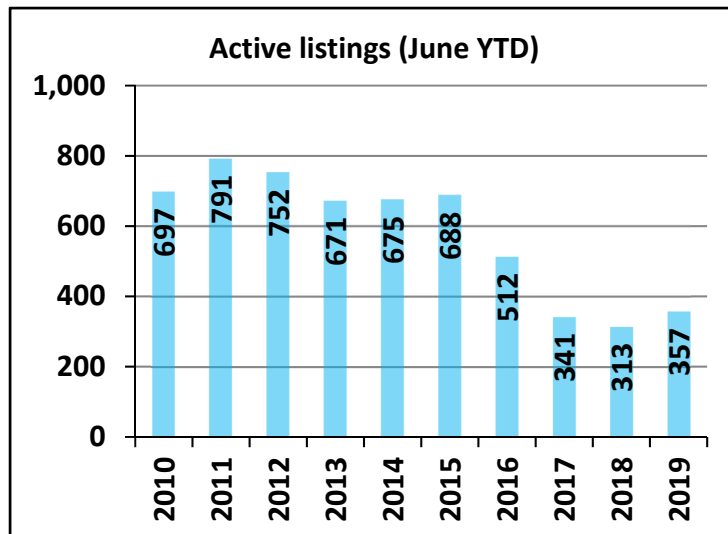
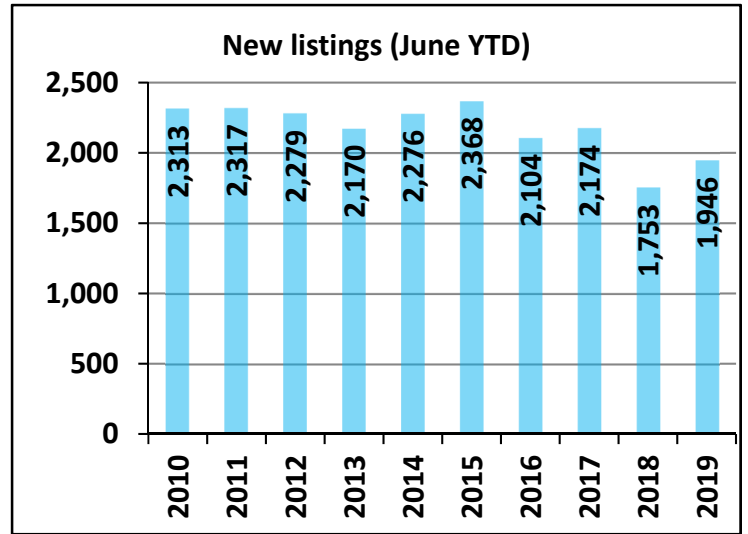
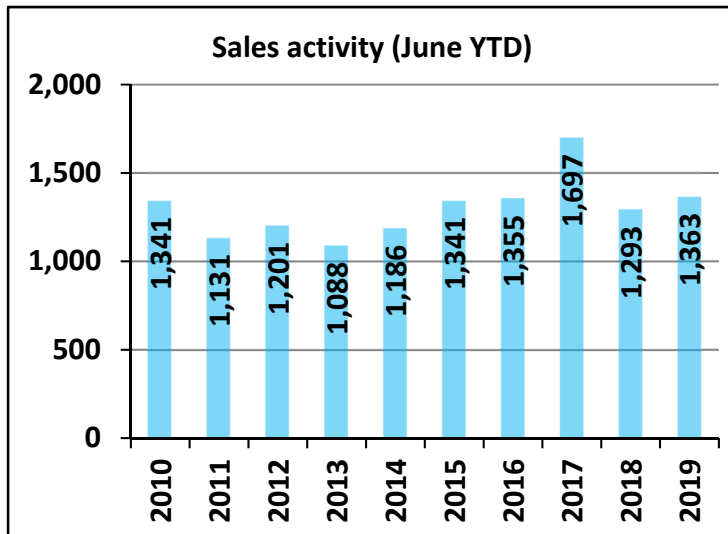
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	286	3.6	-8.9	-7.4	11.7	34.9	8.3
Dollar Volume	\$115,373,867	12.5	7.6	36.8	68.6	134.9	97.5
New Listings	399	11.8	-3.4	-2.0	-5.9	0.3	16.0
Active Listings	439	12.3	16.1	-25.8	-45.1	-46.6	-39.7
Sales to New Listings Ratio ¹	71.7	77.3	76.0	75.9	60.4	53.3	76.7
Months of Inventory ²	1.5	1.4	1.2	1.9	3.1	3.9	2.8
Average Price	\$403,405	8.5	18.2	47.8	50.9	74.1	82.3

Year-to-date	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018 YTD	June 2017 YTD	June 2016 YTD	June 2014 YTD	June 2012 YTD	June 2009 YTD
Sales Activity	1,363	5.4	-19.7	0.6	14.9	13.5	23.5
Dollar Volume	\$563,488,546	17.9	-3.7	48.4	86.5	101.3	140.9
New Listings	1,946	11.0	-10.5	-7.5	-14.5	-14.6	-5.0
Active Listings ³	357	14.1	4.7	-30.3	-47.1	-52.5	-53.5
Sales to New Listings Ratio ⁴	70.0	73.8	78.1	64.4	52.1	52.7	53.9
Months of Inventory ⁵	1.6	1.5	1.2	2.3	3.4	3.8	4.2
Average Price	\$413,418	11.8	19.9	47.6	62.2	77.4	95.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

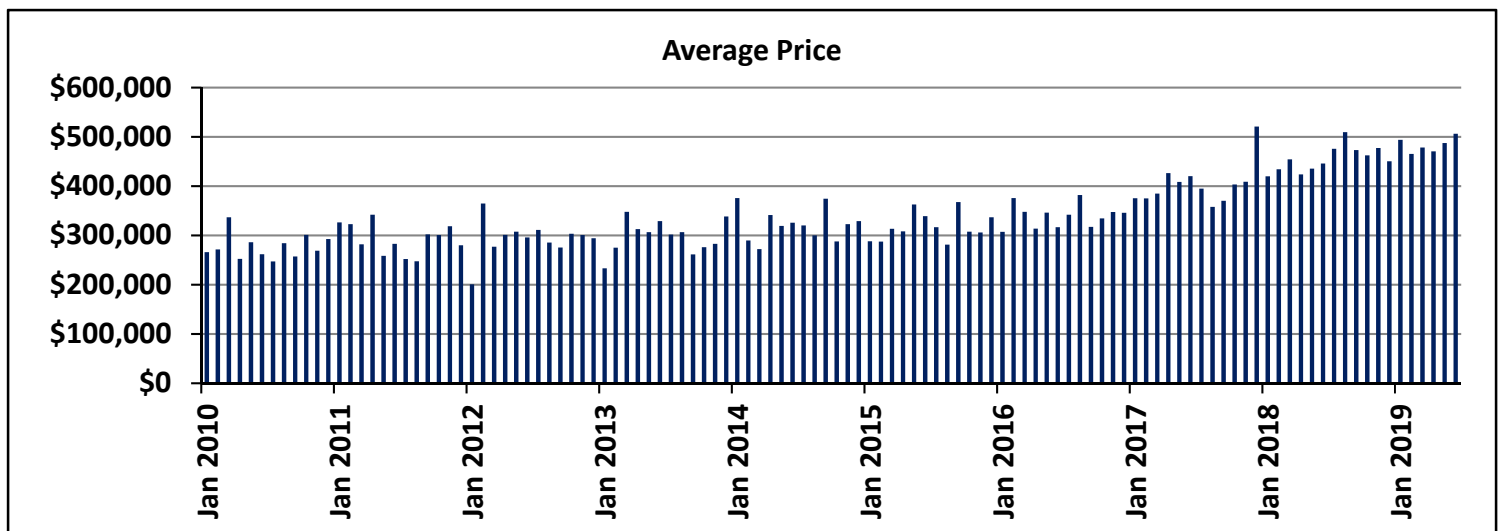
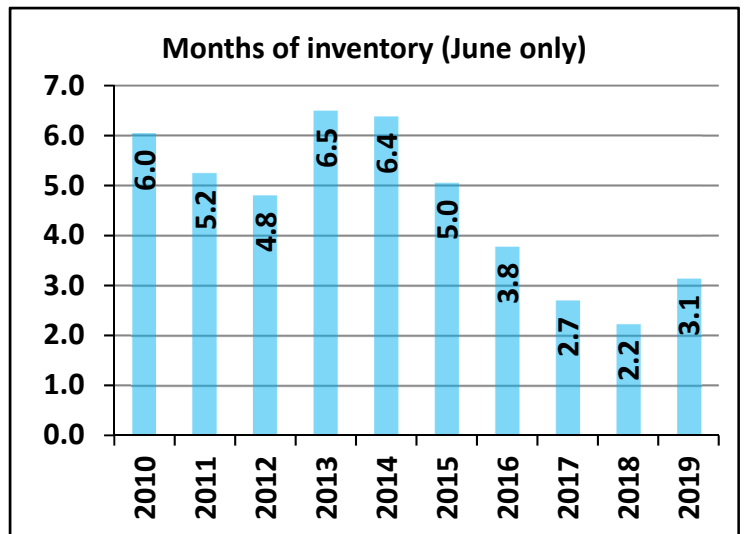
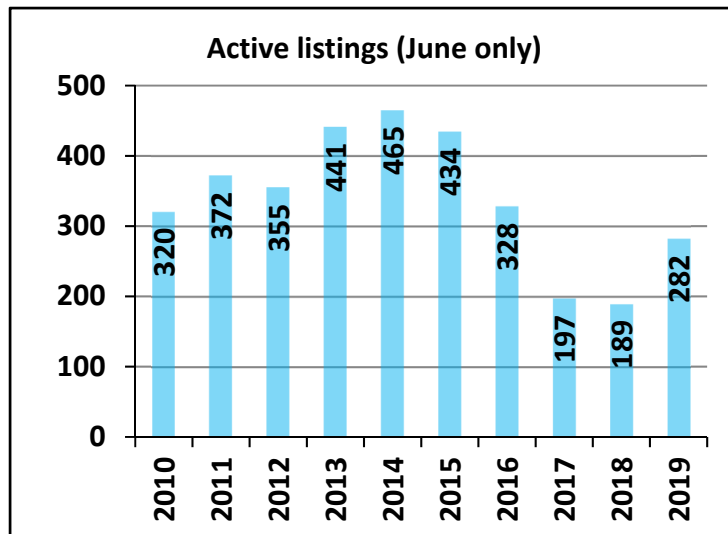
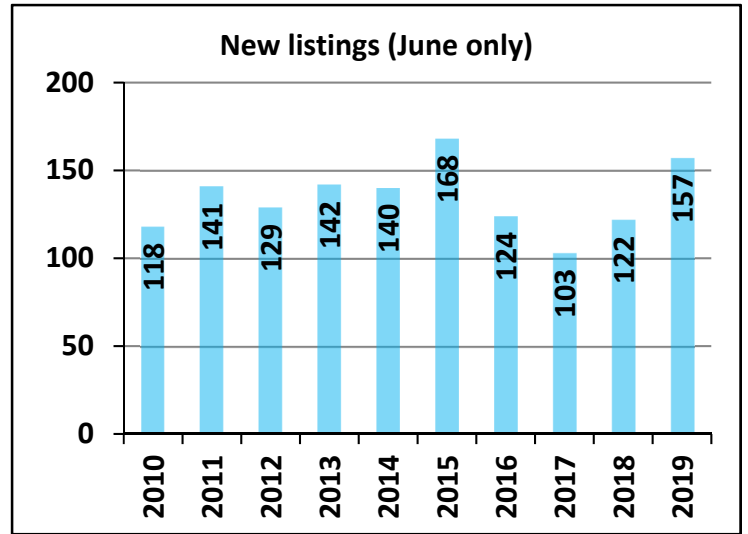
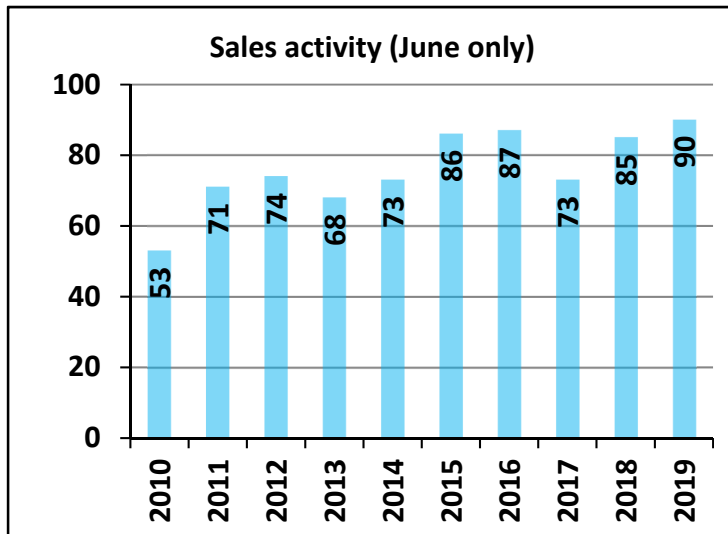
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

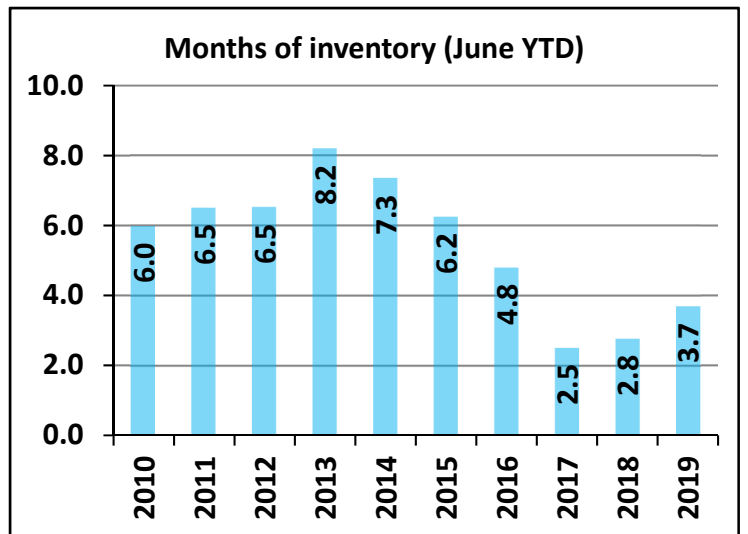
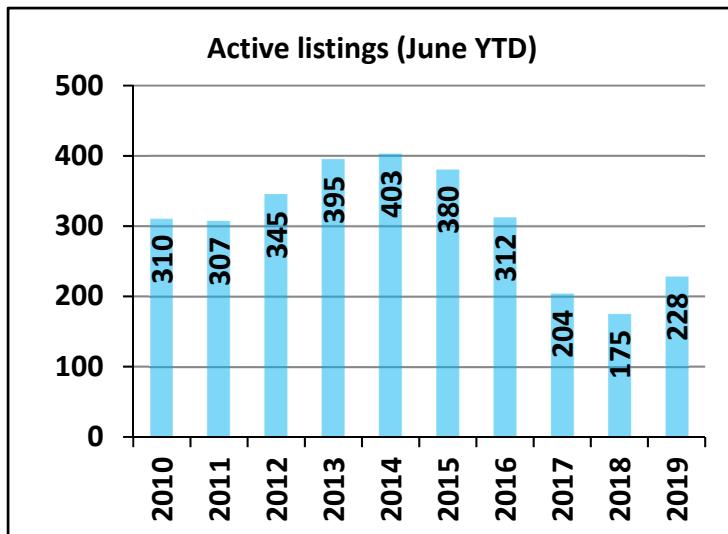
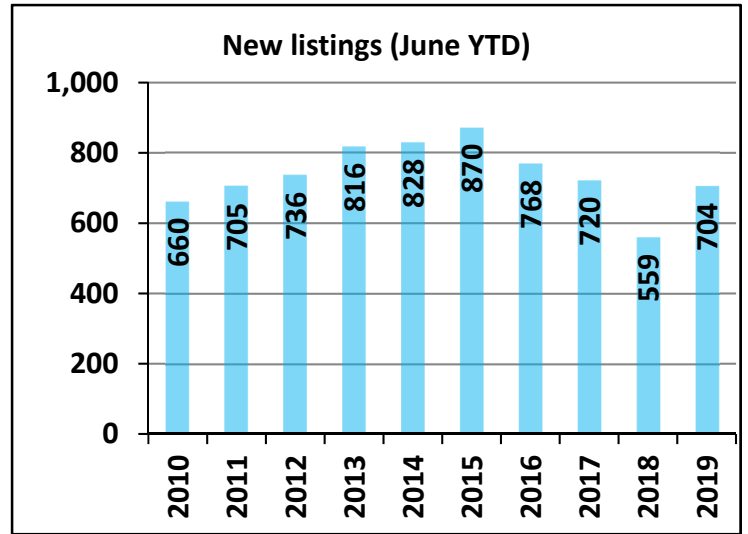
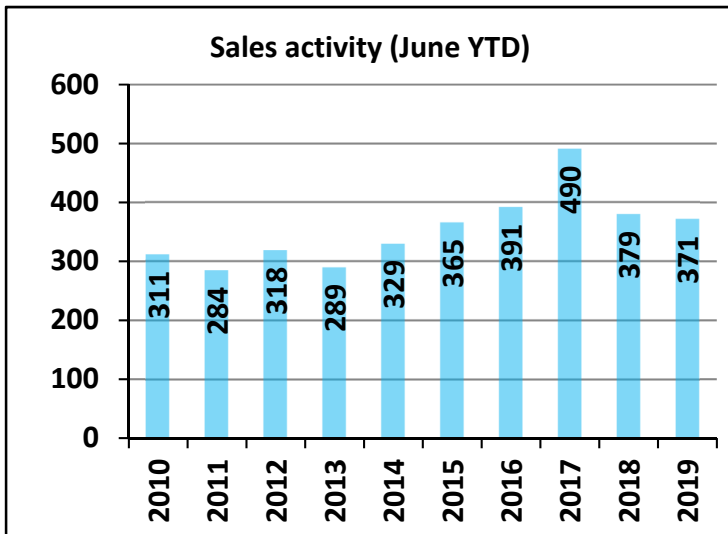
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	90	5.9	23.3	3.4	23.3	21.6	47.5
Dollar Volume	\$45,555,986	20.2	48.6	65.5	91.6	108.2	171.5
New Listings	157	28.7	52.4	26.6	12.1	21.7	58.6
Active Listings	282	49.2	43.1	-14.0	-39.4	-20.6	-21.0
Sales to New Listings Ratio ¹	57.3	69.7	70.9	70.2	52.1	57.4	61.6
Months of Inventory ²	3.1	2.2	2.7	3.8	6.4	4.8	5.9
Average Price	\$506,178	13.5	20.5	60.0	55.4	71.2	84.0

Year-to-date	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018 YTD	June 2017 YTD	June 2016 YTD	June 2014 YTD	June 2012 YTD	June 2009 YTD
Sales Activity	371	-2.1	-24.3	-5.1	12.8	16.7	47.8
Dollar Volume	\$180,115,322	8.9	-8.5	38.6	71.6	91.9	172.0
New Listings	704	25.9	-2.2	-8.3	-15.0	-4.3	10.5
Active Listings ³	228	30.3	11.8	-26.9	-43.4	-33.9	-35.6
Sales to New Listings Ratio ⁴	52.7	67.8	68.1	50.9	39.7	43.2	39.4
Months of Inventory ⁵	3.7	2.8	2.5	4.8	7.3	6.5	8.5
Average Price	\$485,486	11.2	20.8	46.0	52.1	64.5	84.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

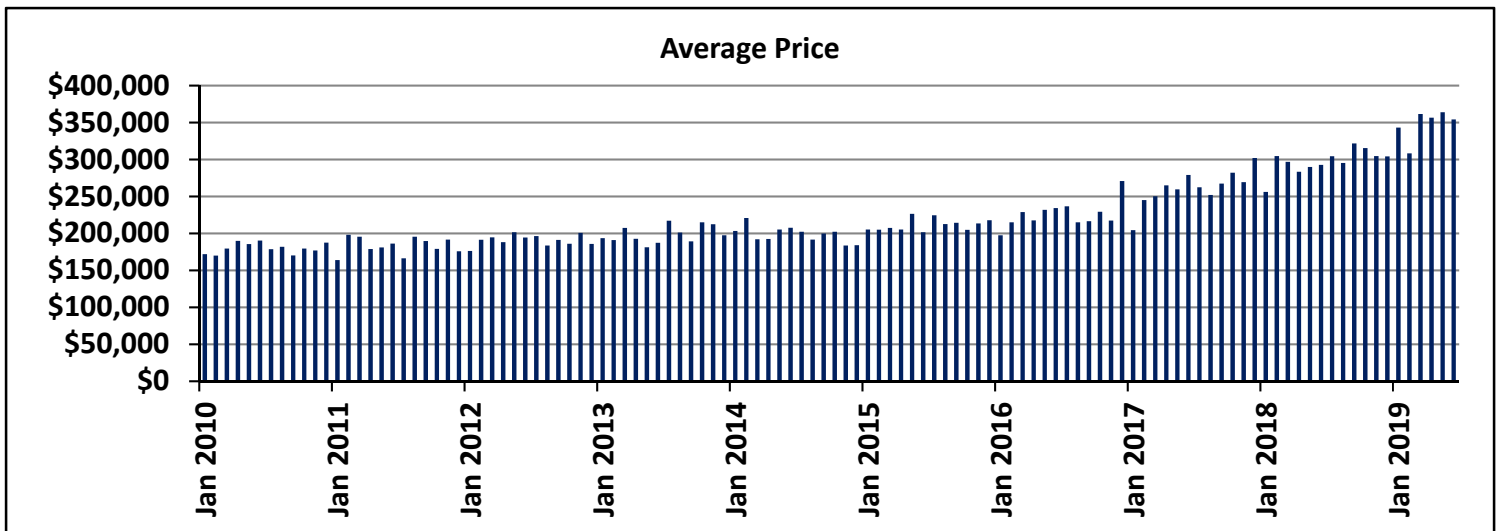
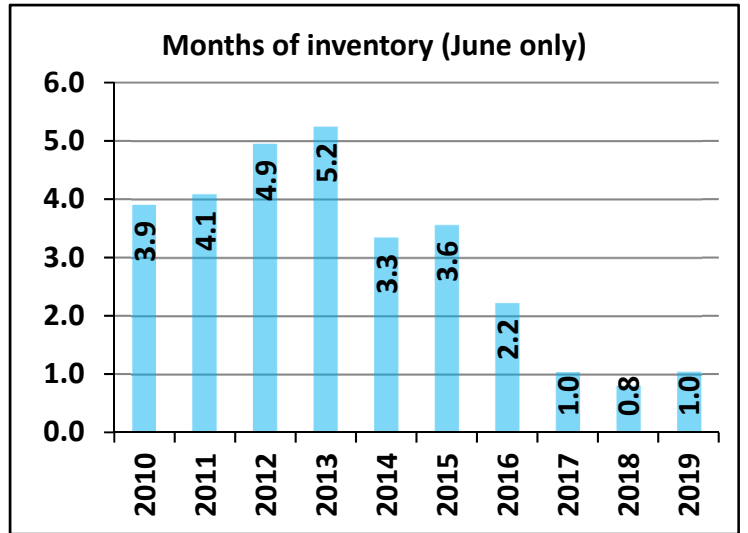
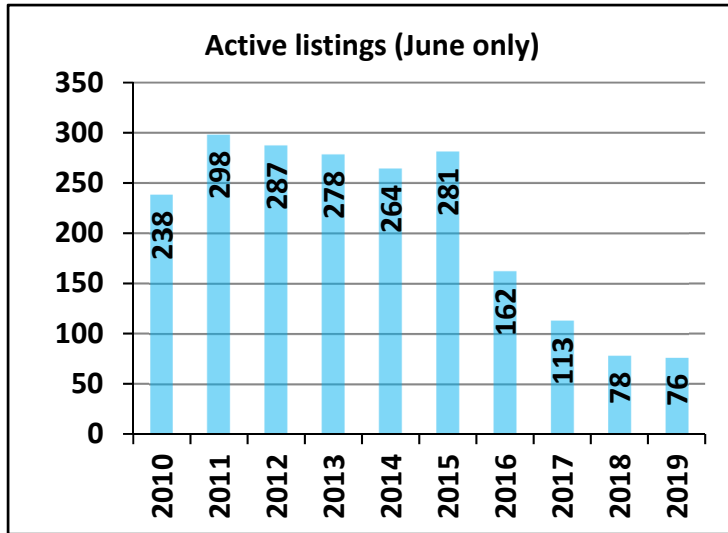
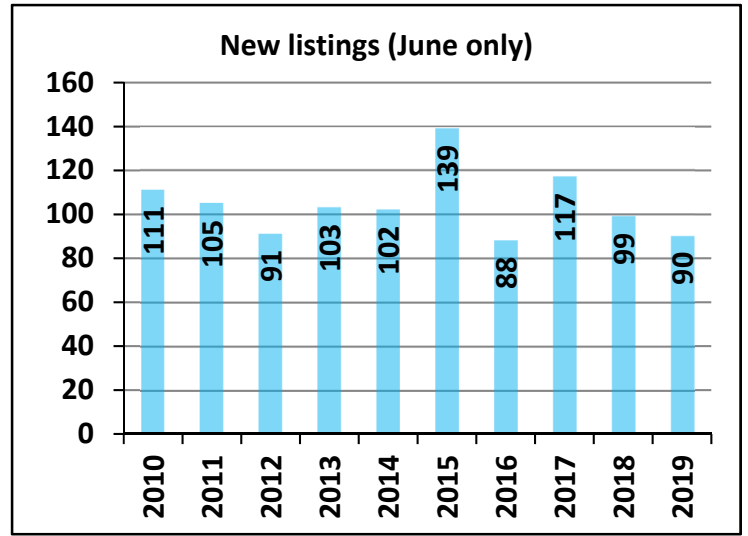
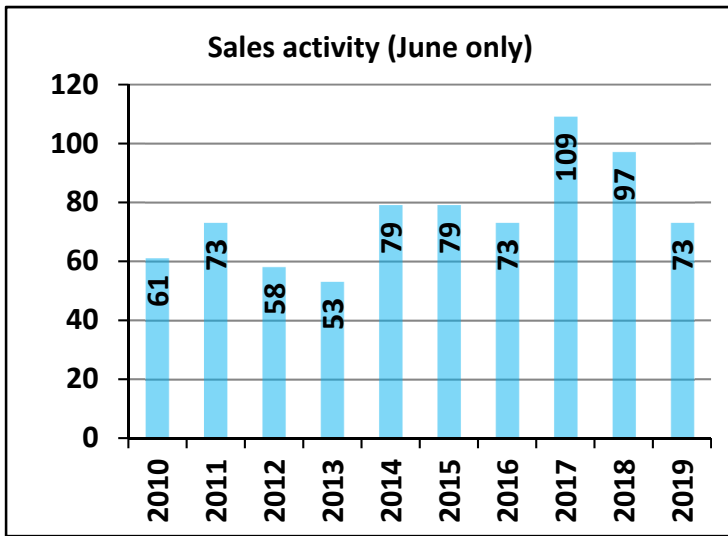
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

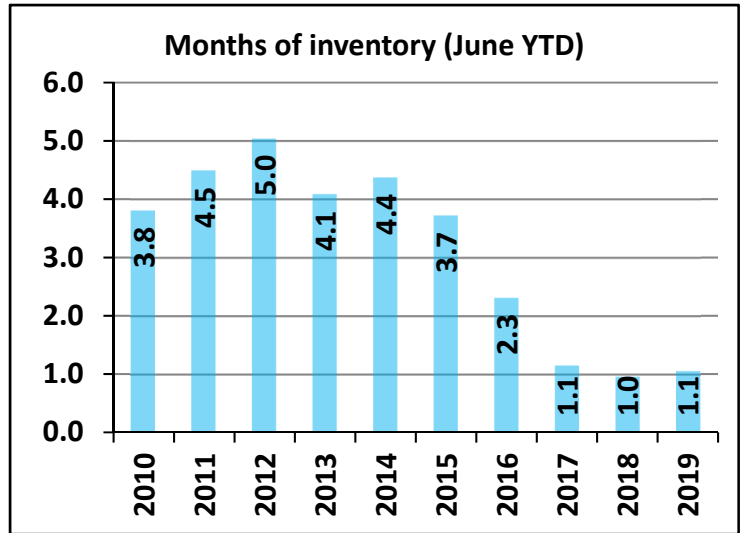
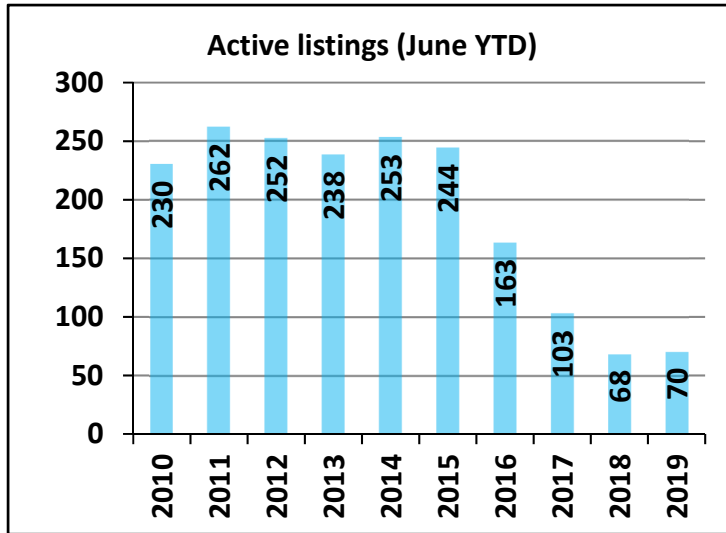
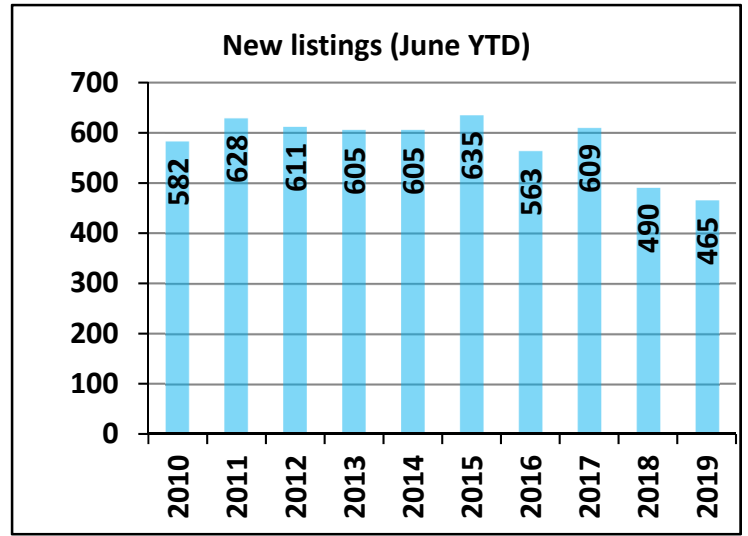
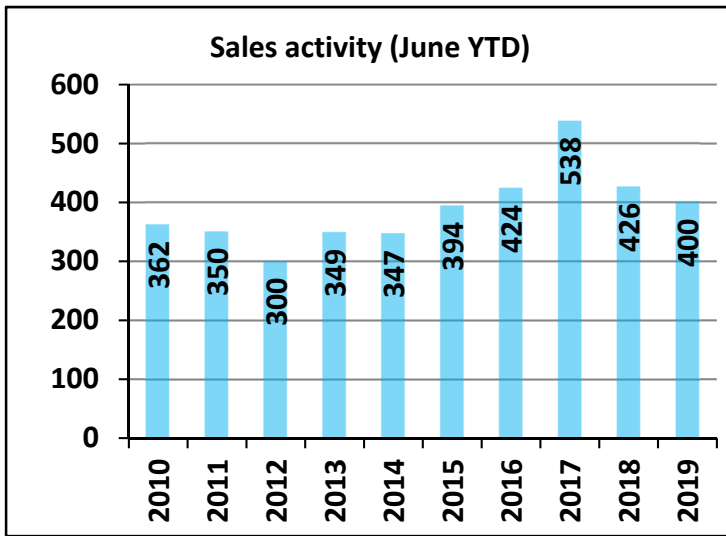
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	73	-24.7	-33.0	0.0	-7.6	25.9	-18.9
Dollar Volume	\$25,846,701	-9.0	-15.0	51.2	57.6	129.2	48.4
New Listings	90	-9.1	-23.1	2.3	-11.8	-1.1	-11.8
Active Listings	76	-2.6	-32.7	-53.1	-71.2	-73.5	-73.1
Sales to New Listings Ratio ¹	81.1	98.0	93.2	83.0	77.5	63.7	88.2
Months of Inventory ²	1.0	0.8	1.0	2.2	3.3	4.9	3.1
Average Price	\$354,064	21.0	26.9	51.2	70.6	82.1	83.0

Year-to-date	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018 YTD	June 2017 YTD	June 2016 YTD	June 2014 YTD	June 2012 YTD	June 2009 YTD
Sales Activity	400	-6.1	-25.7	-5.7	15.3	33.3	15.3
Dollar Volume	\$140,603,335	13.9	2.2	47.6	99.9	143.8	124.3
New Listings	465	-5.1	-23.6	-17.4	-23.1	-23.9	-20.8
Active Listings ³	70	2.9	-32.0	-57.1	-72.3	-72.2	-78.3
Sales to New Listings Ratio ⁴	86.0	86.9	88.3	75.3	57.4	49.1	59.1
Months of Inventory ⁵	1.1	1.0	1.1	2.3	4.4	5.0	5.6
Average Price	\$351,508	21.3	37.5	56.4	73.4	82.9	94.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

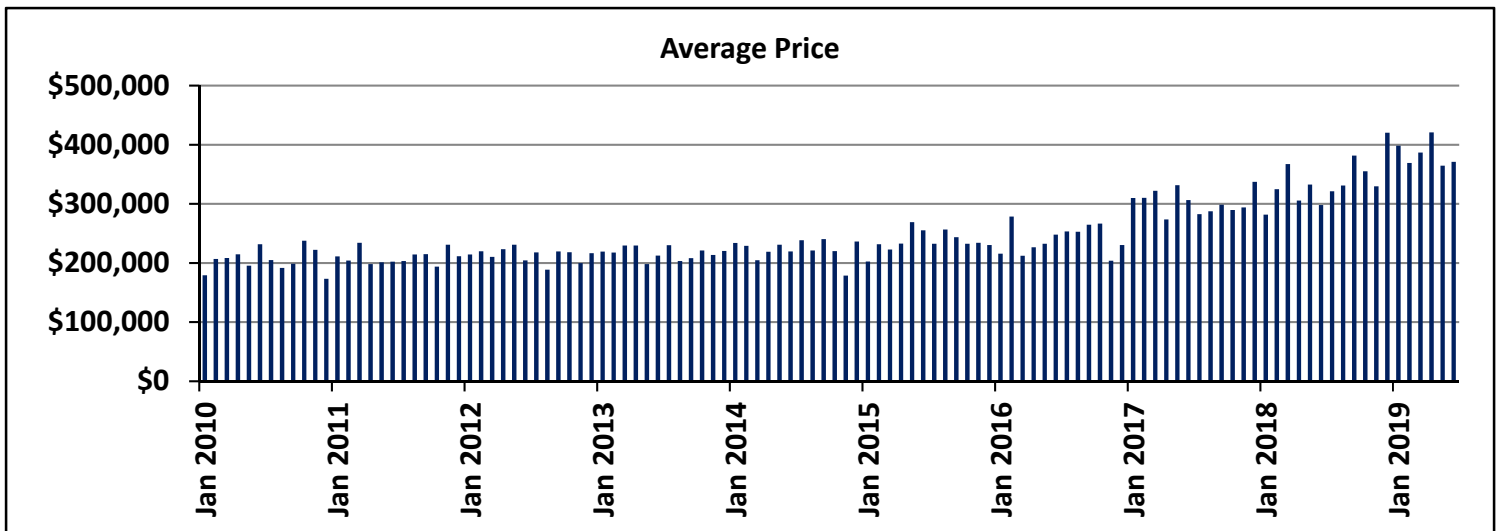
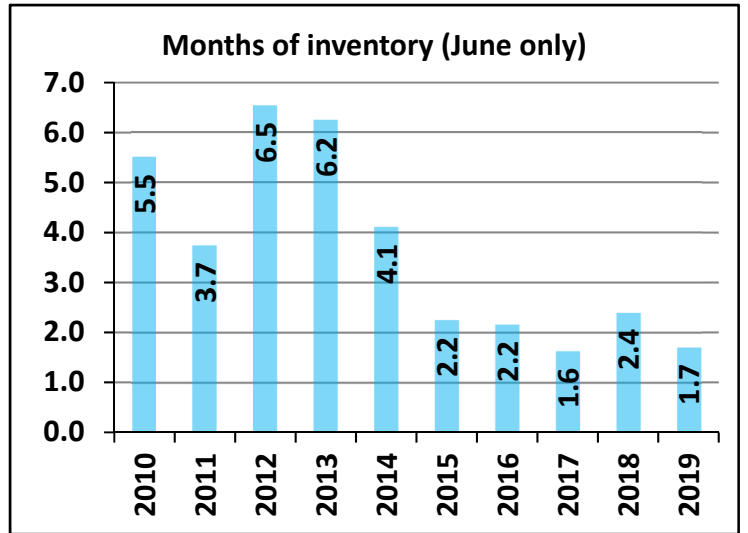
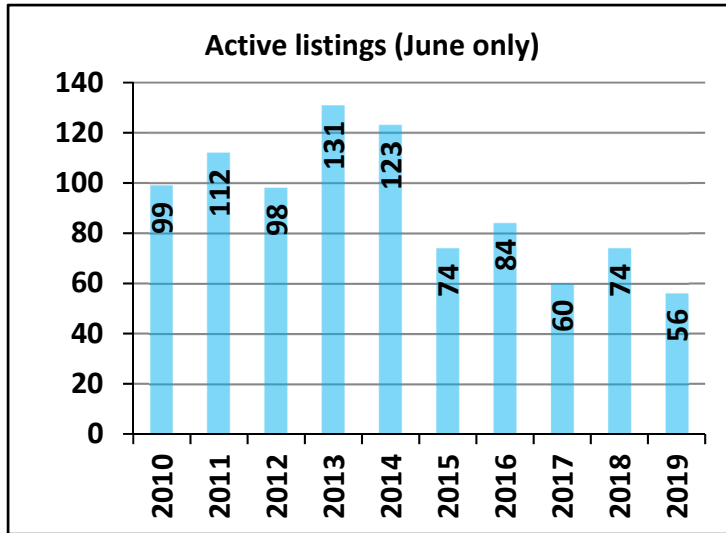
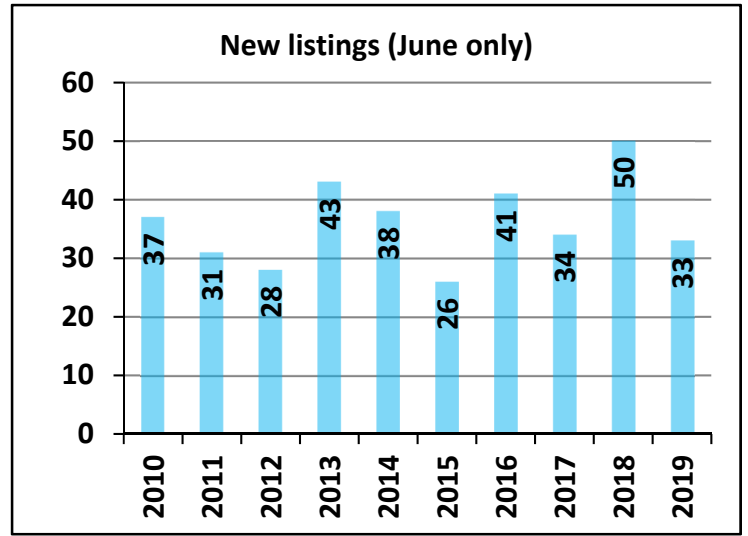
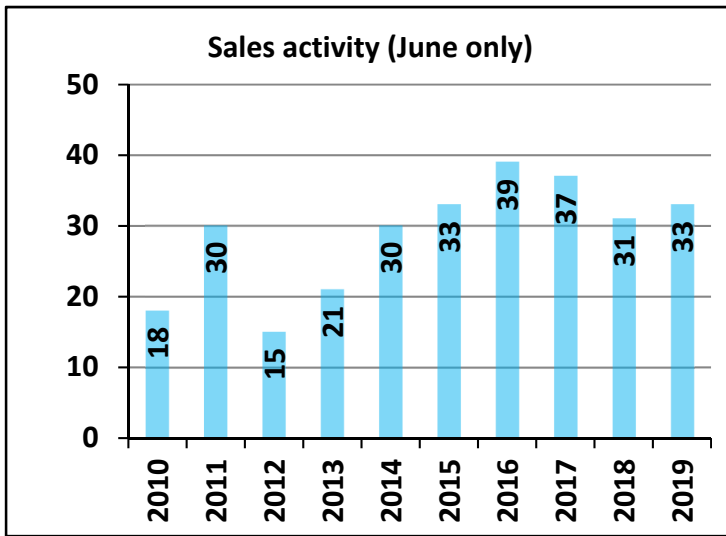
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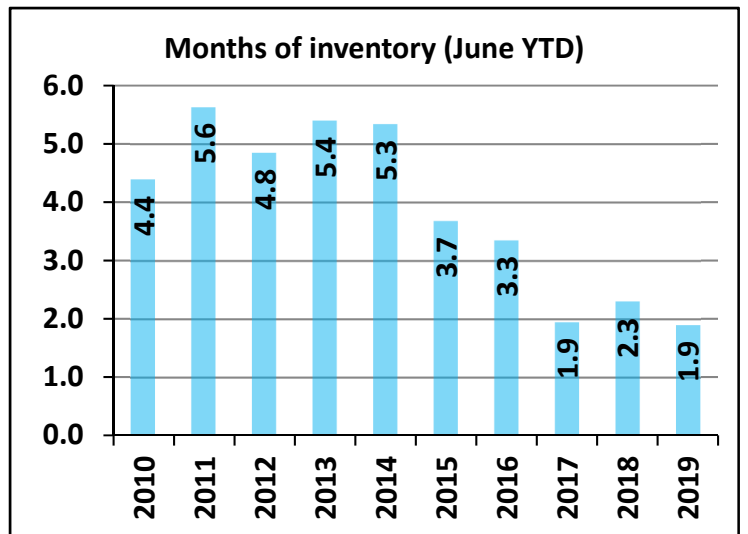
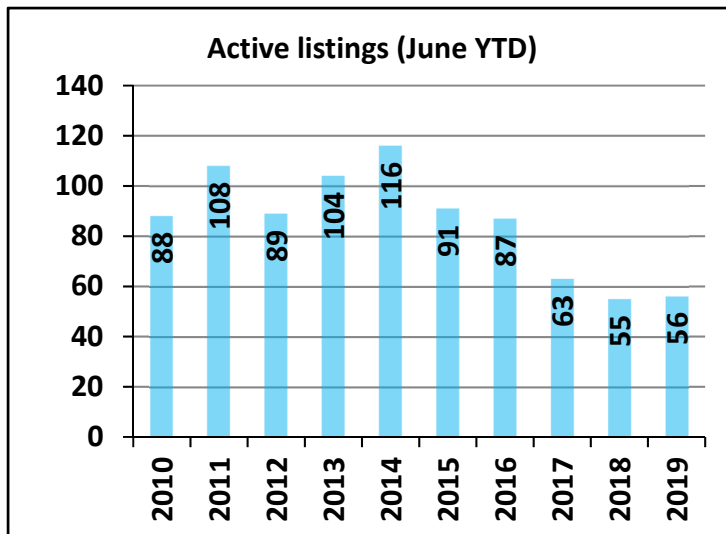
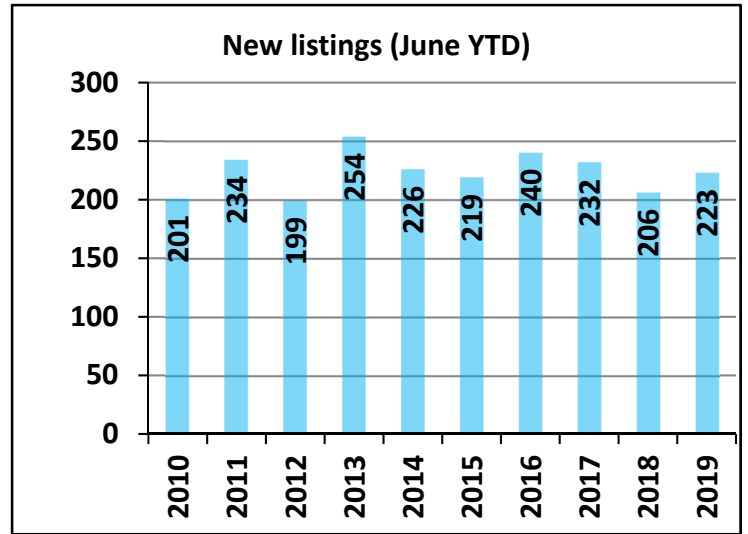
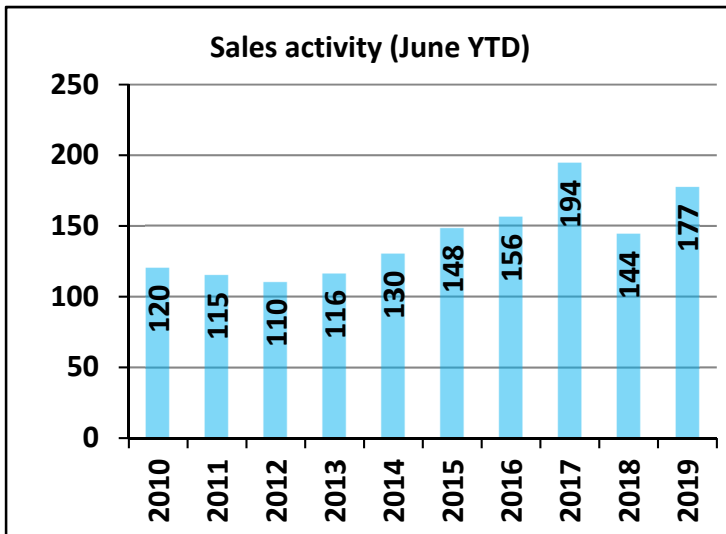
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	33	6.5	-10.8	-15.4	10.0	120.0	32.0
Dollar Volume	\$12,237,323	32.5	8.0	26.6	86.0	299.2	142.4
New Listings	33	-34.0	-2.9	-19.5	-13.2	17.9	-2.9
Active Listings	56	-24.3	-6.7	-33.3	-54.5	-42.9	-50.4
Sales to New Listings Ratio ¹	100.0	62.0	108.8	95.1	78.9	53.6	73.5
Months of Inventory ²	1.7	2.4	1.6	2.2	4.1	6.5	4.5
Average Price	\$370,828	24.4	21.1	49.6	69.1	81.5	83.6

Year-to-date	June 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2018 YTD	June 2017 YTD	June 2016 YTD	June 2014 YTD	June 2012 YTD	June 2009 YTD
Sales Activity	177	22.9	-8.8	13.5	36.2	60.9	42.7
Dollar Volume	\$68,008,180	48.8	12.6	85.4	136.1	182.7	177.2
New Listings	223	8.3	-3.9	-7.1	-1.3	12.1	7.2
Active Listings ³	56	1.8	-11.1	-35.6	-51.7	-37.1	-51.7
Sales to New Listings Ratio ⁴	79.4	69.9	83.6	65.0	57.5	55.3	59.6
Months of Inventory ⁵	1.9	2.3	1.9	3.3	5.3	4.8	5.6
Average Price	\$384,227	21.1	23.4	63.4	73.4	75.7	94.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

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