

News Release

Friday, August 2, 2019

For Comment: Earl Taylor, 519-633-5570;

John Geha, 519-641-1400



Best July ever for LSTAR home sales

London, ON – The London and St. Thomas Association of REALTORS® (LSTAR) had another record-breaking month: in July, 1,043 homes* exchanged hands in LSTAR's jurisdiction, 5.4% more than in July 2018 and only 7 units less than in June 2019.

"This makes last month the best July on record for LSTAR residential sales since the Association started tracking home sales back in 1978," said Earl Taylor, 2019 LSTAR President.

"Looking at last month's home sales in the five main regions of LSTAR, it's worth to note that Middlesex County saw its best July in the last decade, with 99 units sold" Taylor stated.

"Moreover, during this same period, 678 homes were sold in London, which marks the second best July ever for residential sales in this city. In addition, Elgin County had its third best July on record, with 76 homes sold," he added.

"In St. Thomas, there were 73 home sales last month, which is right on par with the 10-year average number of residential sales in this city for the month of July. On the other hand, in Strathroy, where 29 home sales were recorded last month, the volume of July home sales is slightly higher than the ten-year average," Taylor observed.

Overall, the number of new listings increased in July to 1,415, 13% more than a year ago. There were 912 listings in London, 109 in Elgin County, 121 in Middlesex County, 84 in St. Thomas and 57 in Strathroy.

"Analyzing the sales-to-new-listings ratios across LSTAR's jurisdiction, it's safe to say that most of the Association's regions are currently Sellers' markets, with the exception of Middlesex County, where this ratio sits at 56.7%, which moves this market into a more balanced territory," Taylor emphasized.

According to a report by the Canadian Real Estate Association, last month, in London, the median number of days that a home was on the market was 13.5 - up from 10 days last month.

In Elgin County, the median number of days on the market was 20 - down from 21, in Middlesex County it was 24 - up from 13 days, while in St. Thomas and Strathroy, it was 12 days - as compared to 11 days last month.

The average home price in the Association's jurisdiction was \$404,950.

Area	July Average Sale Price
Elgin County	\$354,758
London	\$414,684
Middlesex County	\$477,616
St. Thomas	\$322,868
Strathroy	\$378,752
LSTAR	\$404,950

By geographic area, the average sale price in London East was \$330,846, up 14.4% from last July. In London North, the average sale price was \$488,418, up 10.6%, as compared to the previous year, while in London South, it was \$430,034 - an increase of 16.4% over July 2018.

The following table is based on data taken from the CREA National MLS® Report for June 2019 (the latest CREA statistics available). It provides a snapshot of how seasonally adjusted average home prices** in London and St. Thomas compare to other major Ontario and Canadian centres.

City	June Average Sale Price (Seasonally Adjusted)
Vancouver	\$970,428
Toronto	\$809,996
Fraser Valley	\$712,661
Victoria	\$682,869
Hamilton	\$576,493
Kitchener-Waterloo	\$535,243
Calgary	\$437,470
Niagara	\$443,266
Ottawa	\$440,699
London St. Thomas	\$396,777
Edmonton	\$358,963
Windsor-Essex	\$323,797
CANADA	\$494,606

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 July, that’s generating potentially more than 70 million dollars back into the local economy for the next few years,” Taylor concluded.

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

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 August 1, 2019, based on processed home sales activity between July 1st and 31st, 2019.*

*** Seasonal adjustment is widely used in CREA's statistics as a technique for enabling timely interpretation of data. The purpose of seasonal adjustment is to remove systematic calendar-related variations associated with the time of the year (seasonal effects).*



Residential Market Activity

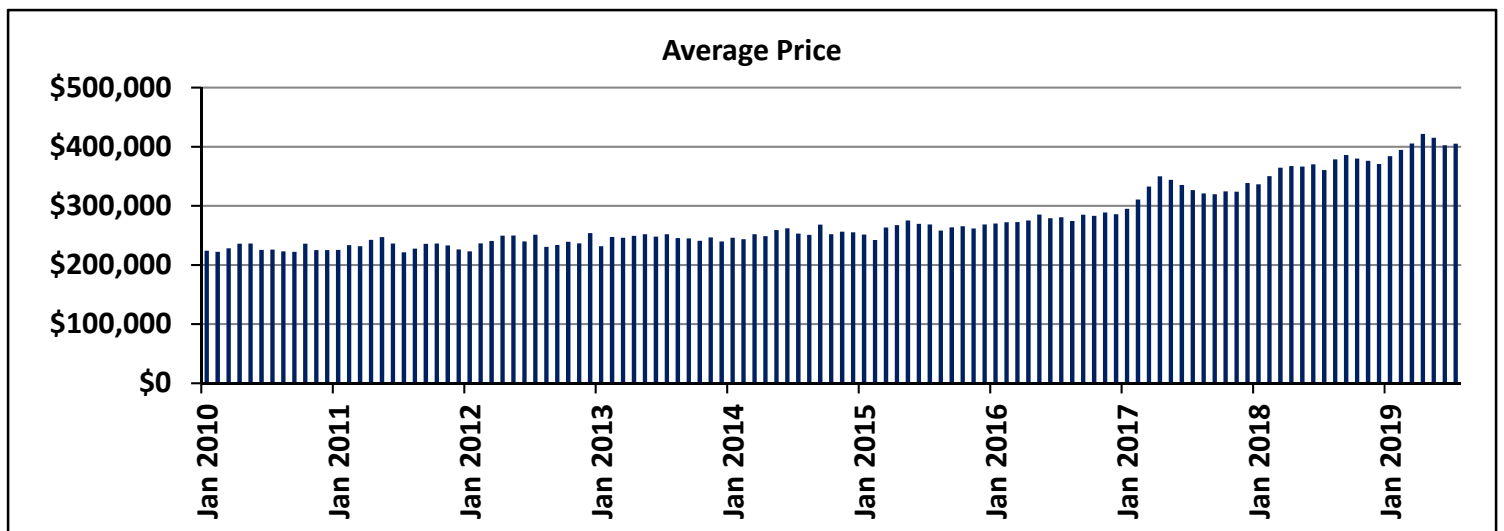
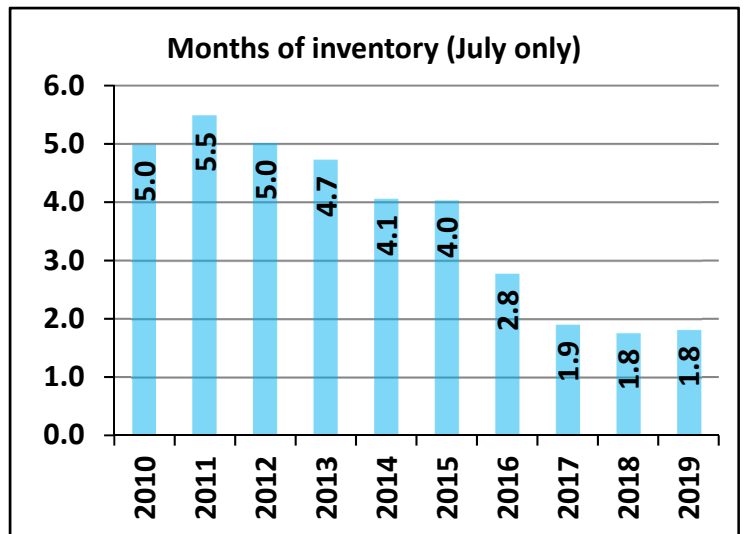
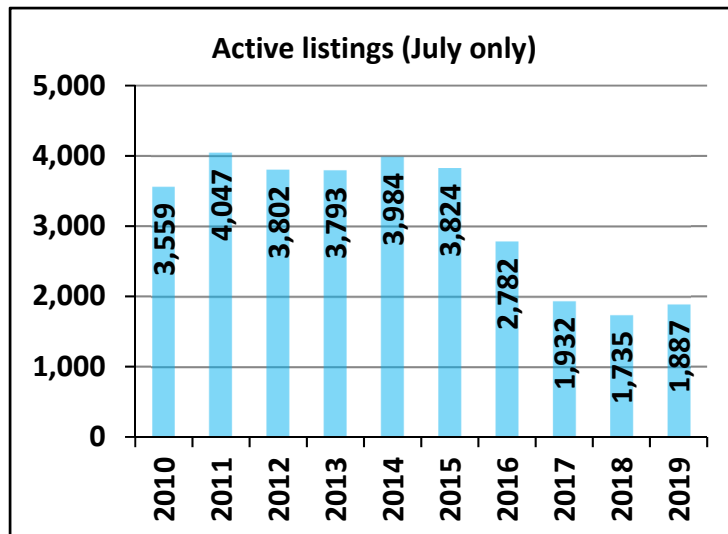
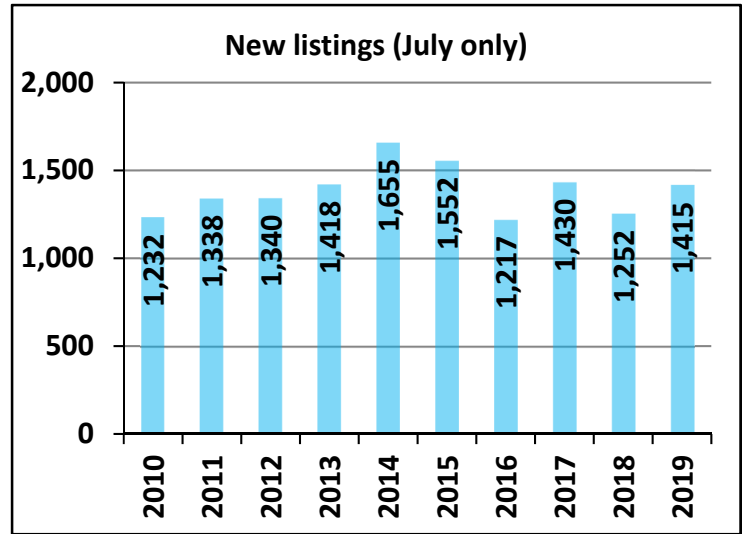
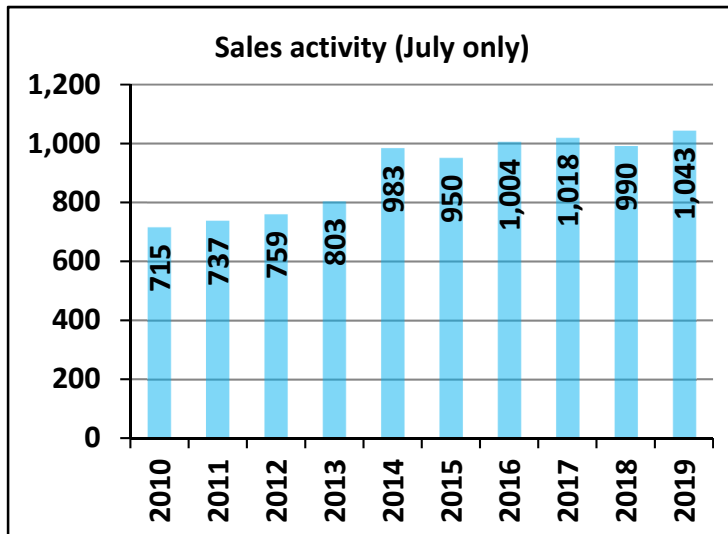
July 2019



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

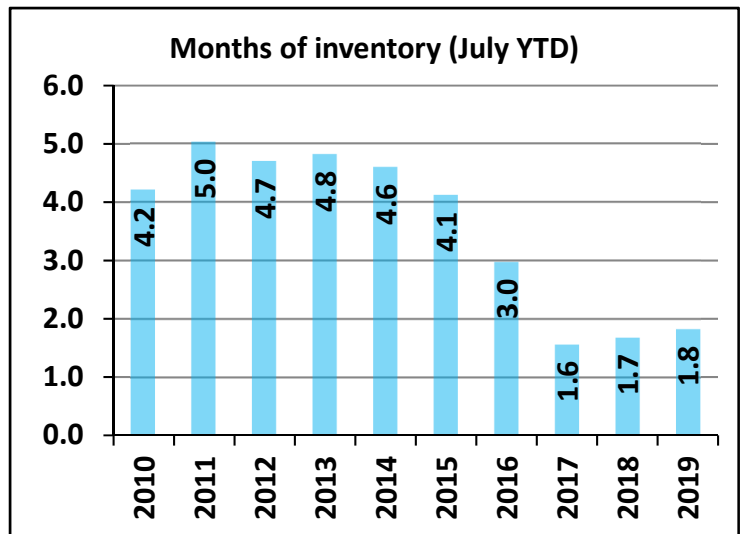
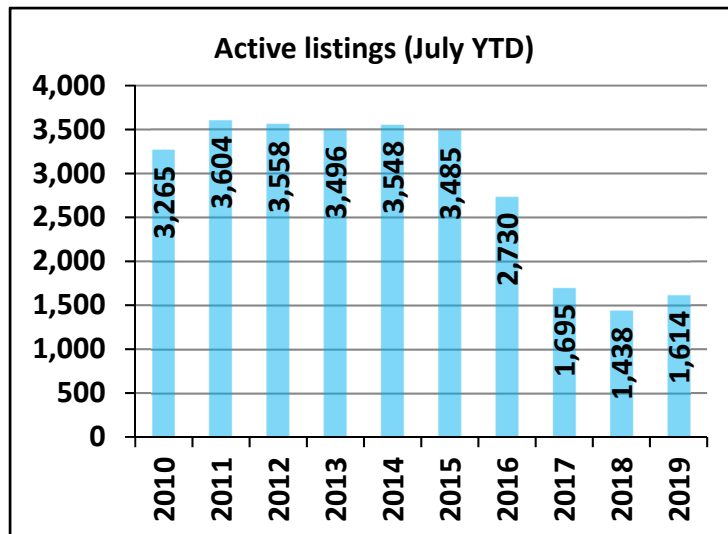
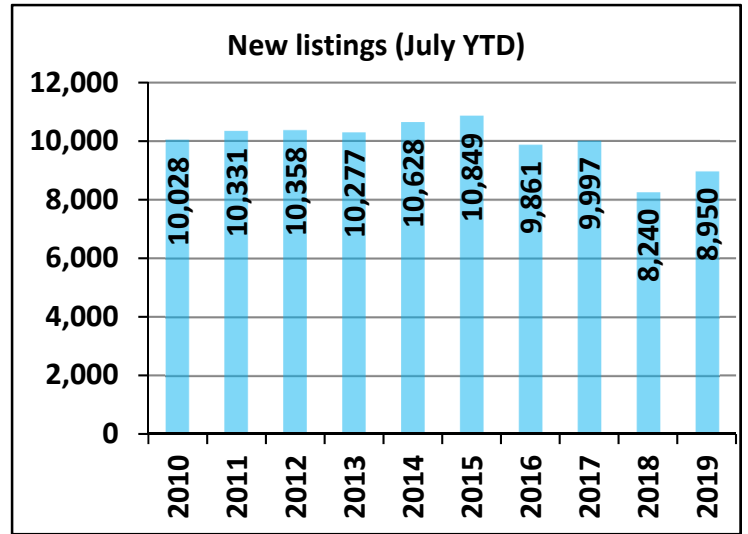
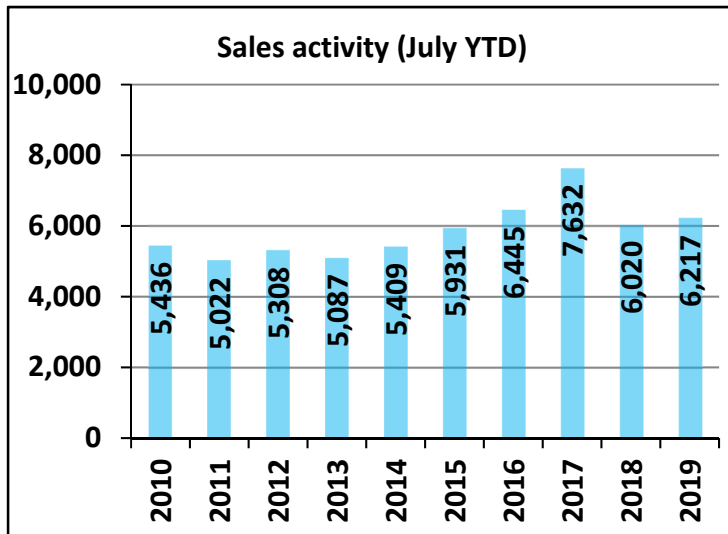
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	1,043	5.4	2.5	3.9	6.1	37.4	16.5
Dollar Volume	\$422,363,204	18.3	27.1	49.9	69.8	121.6	116.8
New Listings	1,415	13.0	-1.0	16.3	-14.5	5.6	11.2
Active Listings	1,887	8.8	-2.3	-32.2	-52.6	-50.4	-40.8
Sales to New Listings Ratio ¹	73.7	79.1	71.2	82.5	59.4	56.6	70.3
Months of Inventory ²	1.8	1.8	1.9	2.8	4.1	5.0	3.6
Average Price	\$404,950	12.3	24.0	44.3	60.1	61.2	86.1

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	6,217	3.3	-18.5	-3.5	14.9	17.1	24.3
Dollar Volume	\$2,527,068,781	15.9	-0.3	41.3	84.3	95.9	136.1
New Listings	8,950	8.6	-10.5	-9.2	-15.8	-13.6	-1.6
Active Listings ³	1,614	12.2	-4.8	-40.9	-54.5	-54.6	-52.2
Sales to New Listings Ratio ⁴	69.5	73.1	76.3	65.4	50.9	51.2	55.0
Months of Inventory ⁵	1.8	1.7	1.6	3.0	4.6	4.7	4.7
Average Price	\$406,477	12.2	22.3	46.5	60.3	67.3	89.9

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

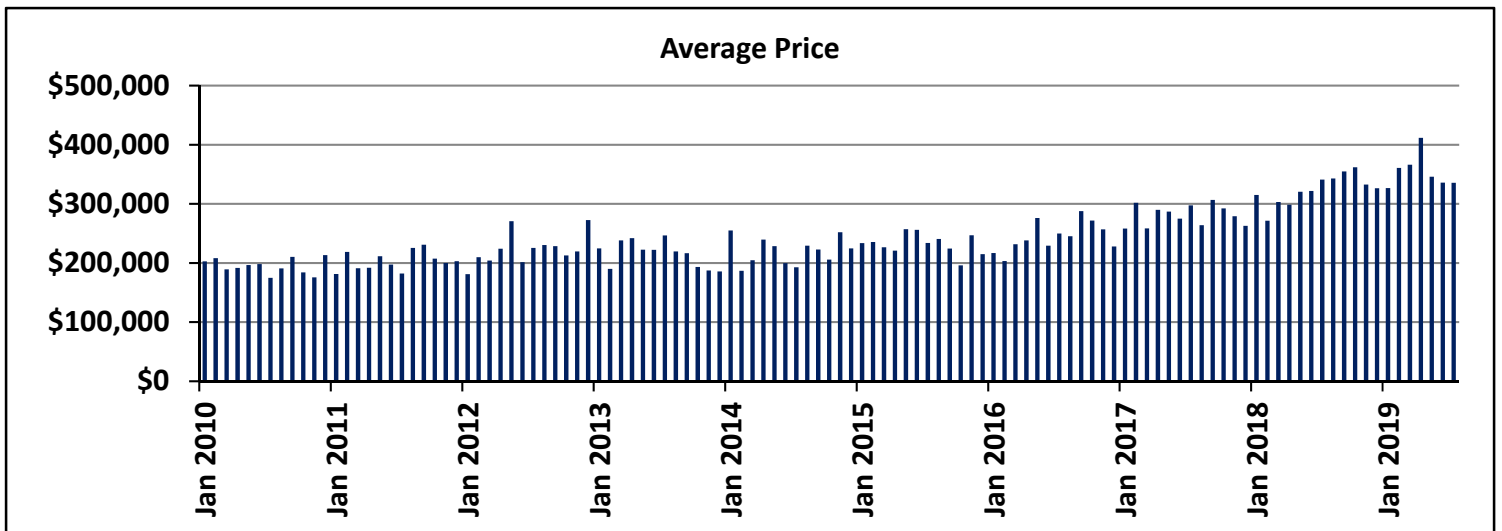
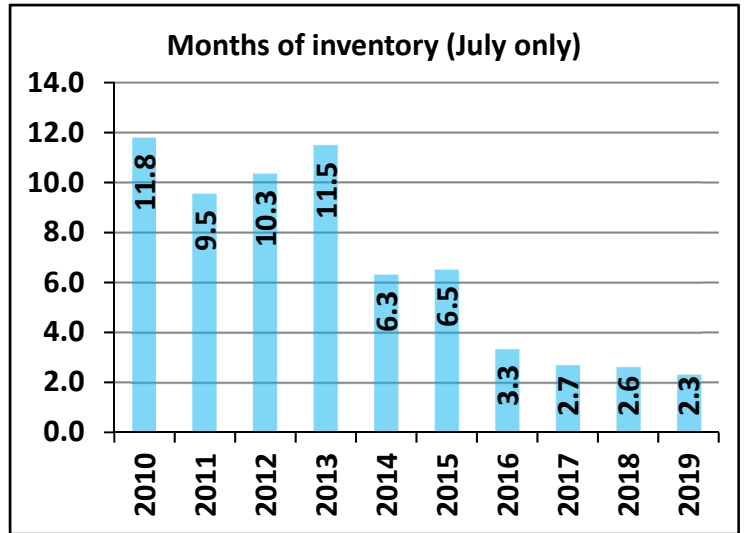
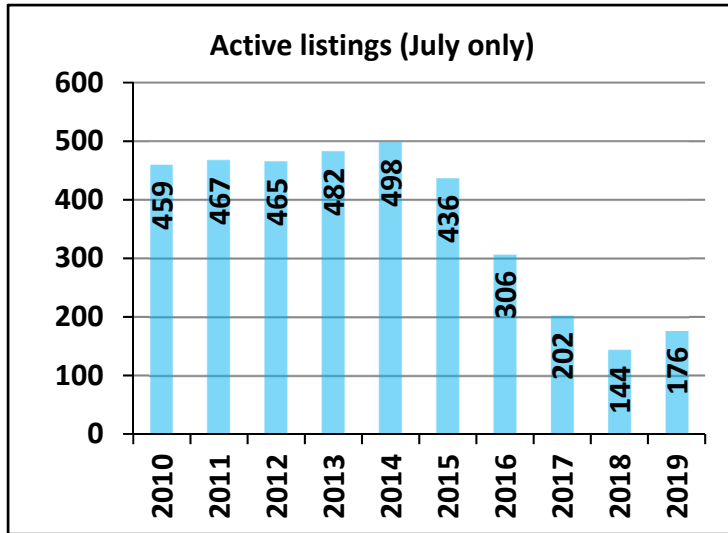
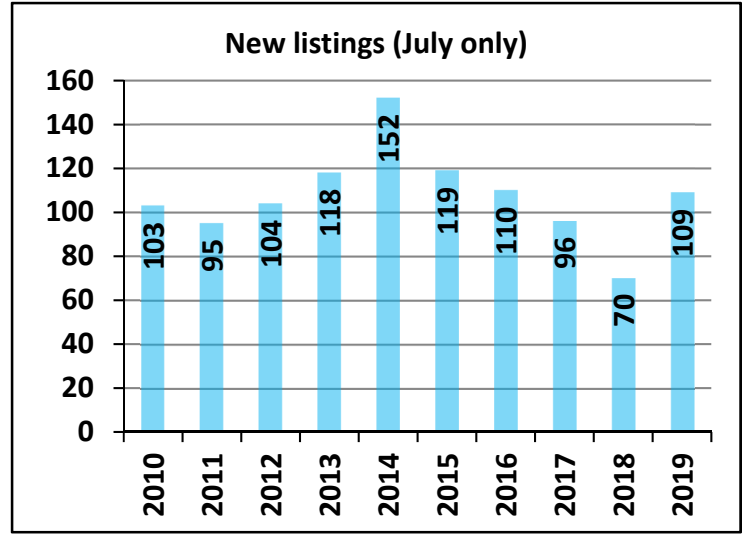
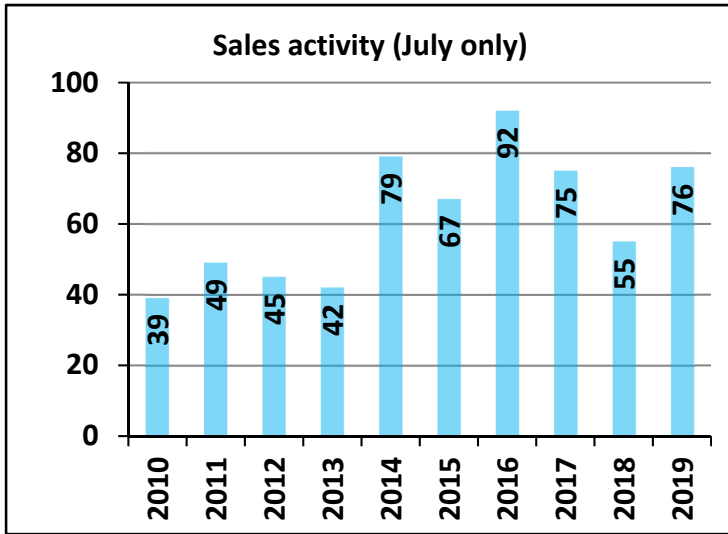
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

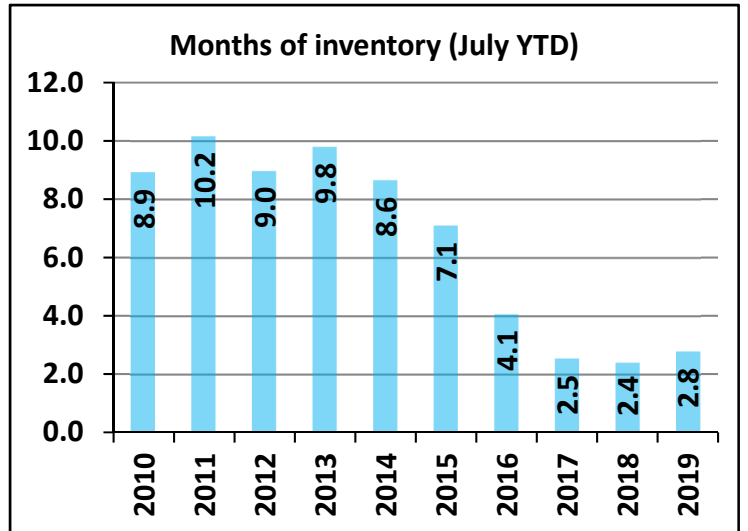
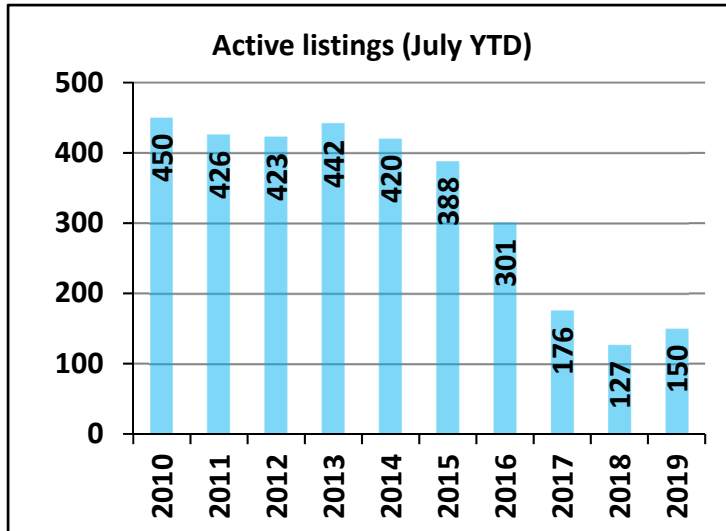
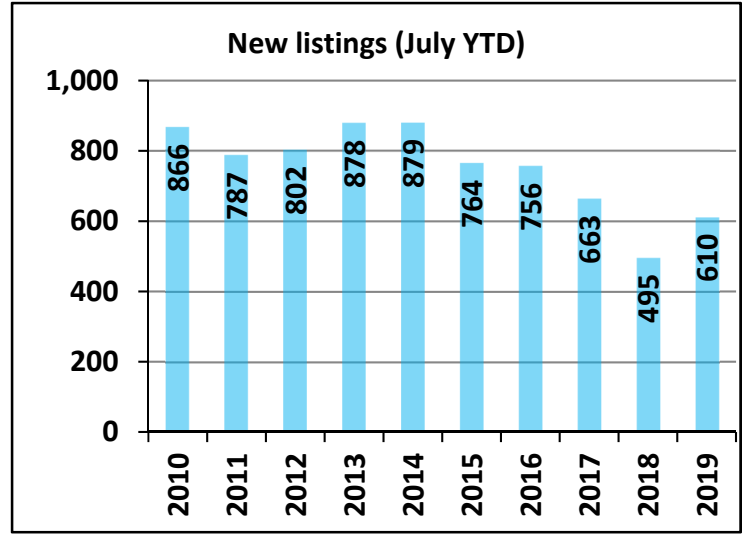
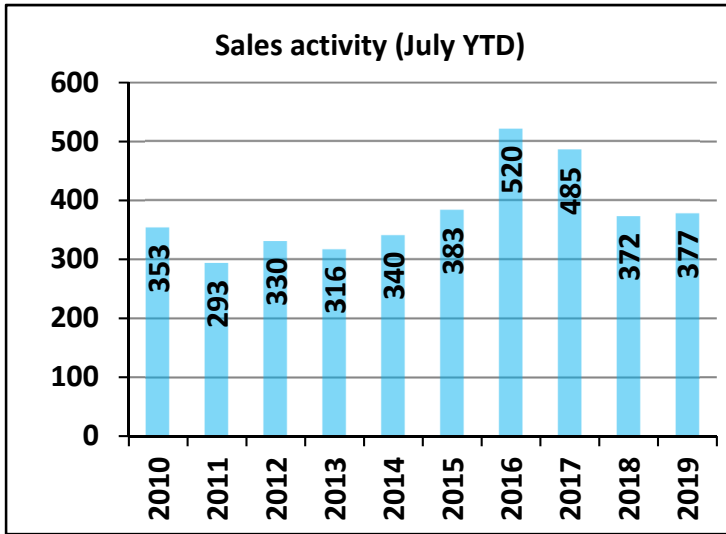
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	76	38.2	1.3	-17.4	-3.8	68.9	24.6
Dollar Volume	\$25,491,188	36.0	14.3	10.9	67.6	151.3	128.7
New Listings	109	55.7	13.5	-0.9	-28.3	4.8	-6.0
Active Listings	176	22.2	-12.9	-42.5	-64.7	-62.2	-64.8
Sales to New Listings Ratio ¹	69.7	78.6	78.1	83.6	52.0	43.3	52.6
Months of Inventory ²	2.3	2.6	2.7	3.3	6.3	10.3	8.2
Average Price	\$335,410	-1.6	12.8	34.3	74.2	48.8	83.5

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	377	1.3	-22.3	-27.5	10.9	14.2	21.2
Dollar Volume	\$133,743,637	15.3	-2.1	8.0	84.7	84.6	127.0
New Listings	610	23.2	-8.0	-19.3	-30.6	-23.9	-29.2
Active Listings ³	150	18.1	-14.8	-50.2	-64.3	-64.5	-68.4
Sales to New Listings Ratio ⁴	61.8	75.2	73.2	68.8	38.7	41.1	36.1
Months of Inventory ⁵	2.8	2.4	2.5	4.1	8.6	9.0	10.7
Average Price	\$354,758	13.8	26.0	49.0	66.6	61.6	87.3

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

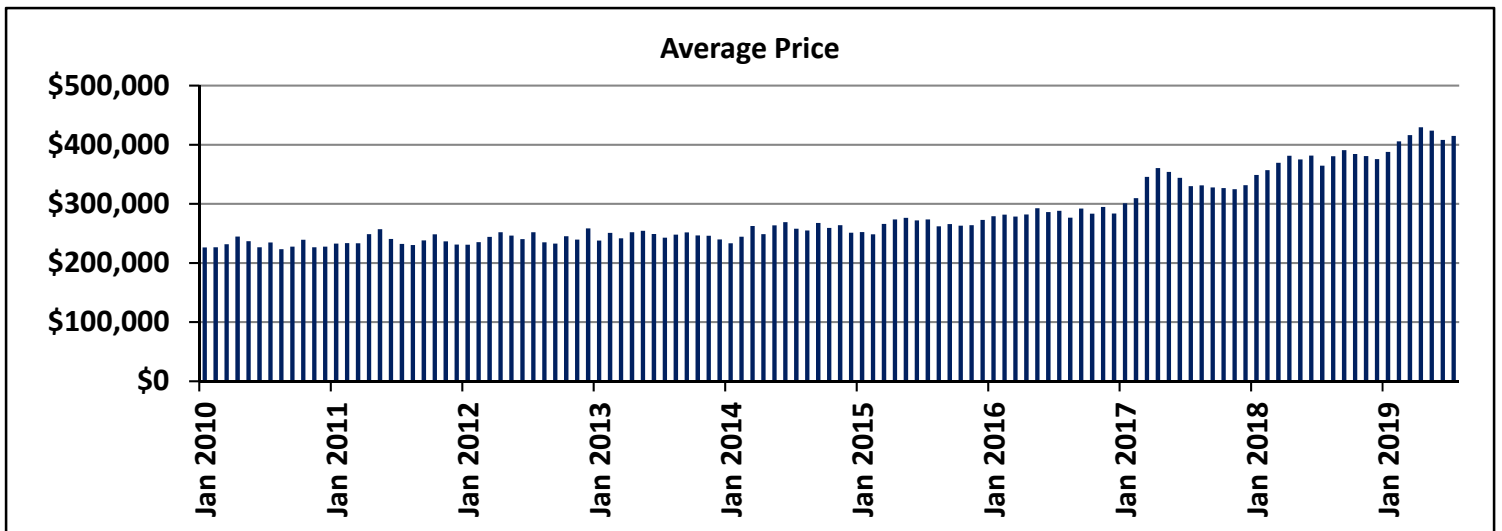
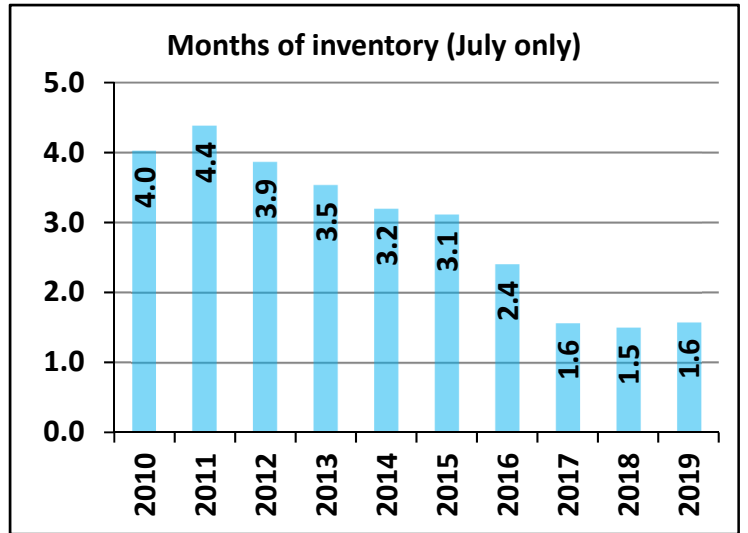
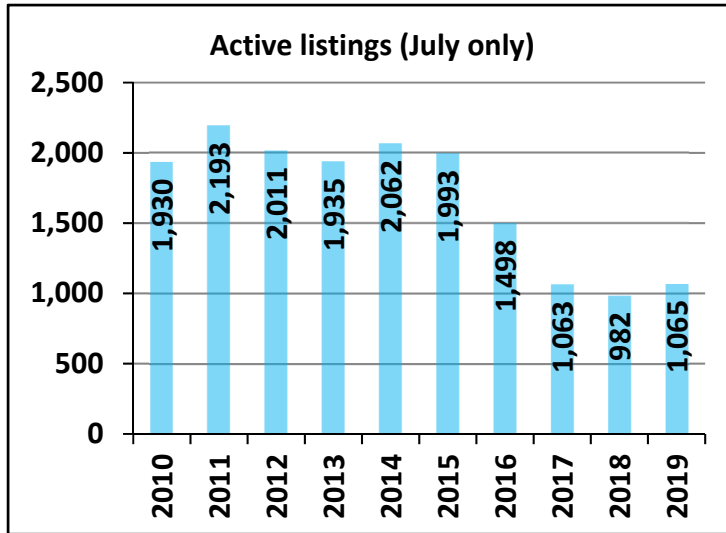
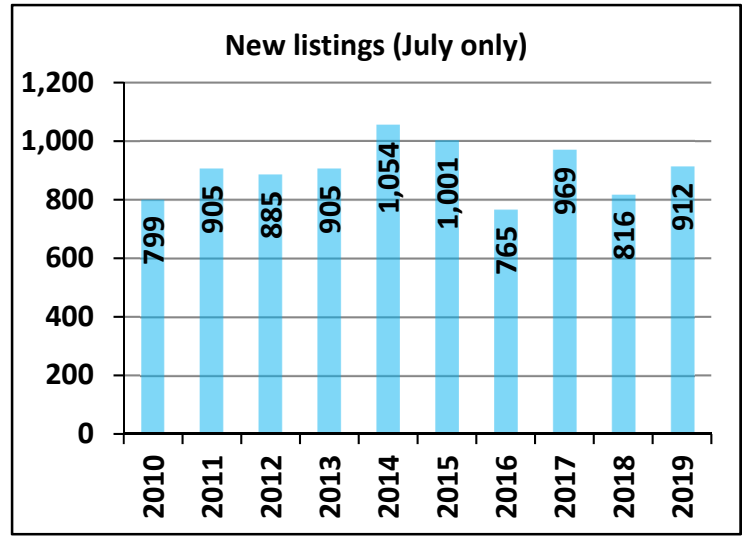
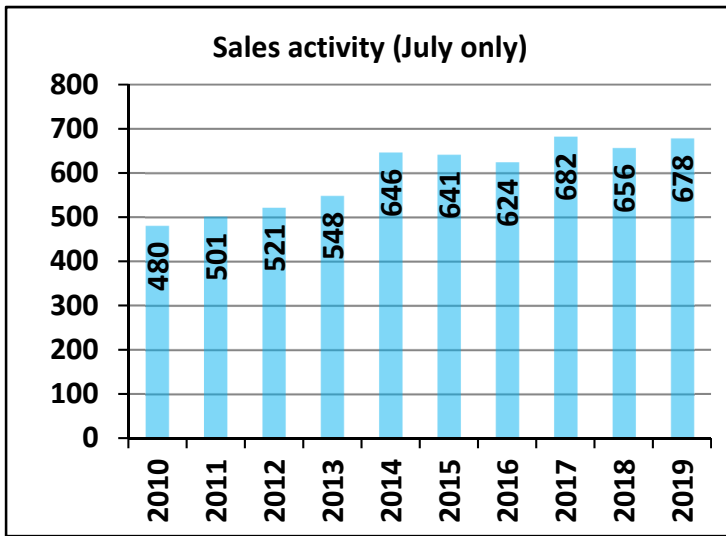
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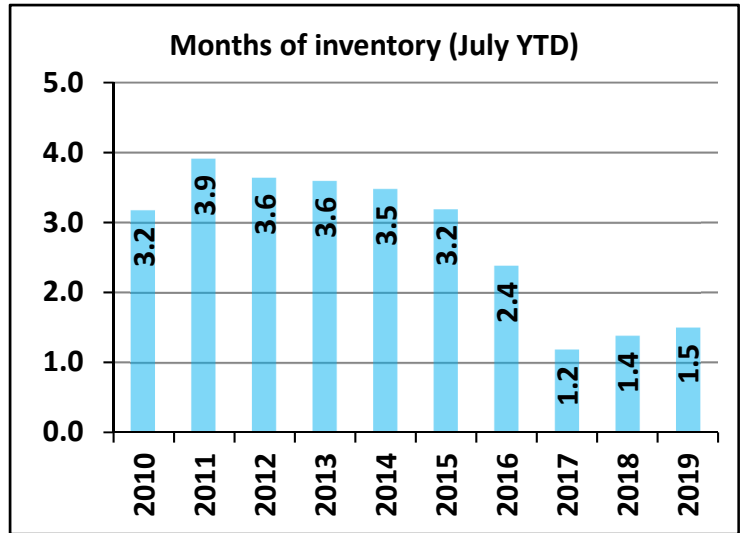
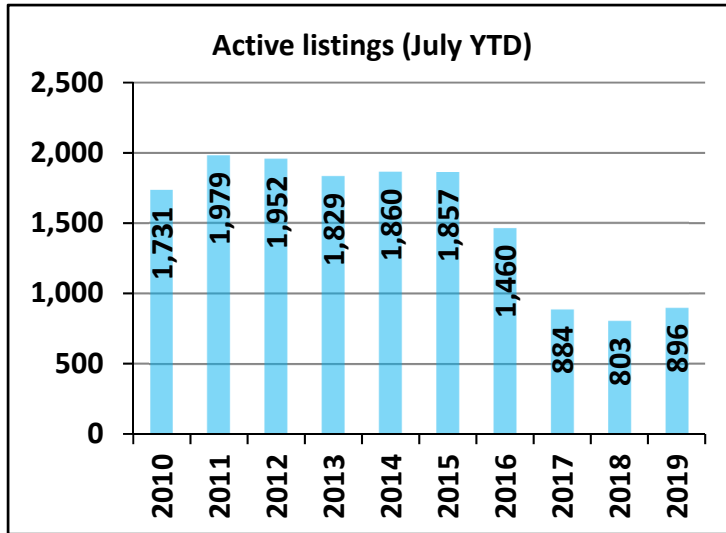
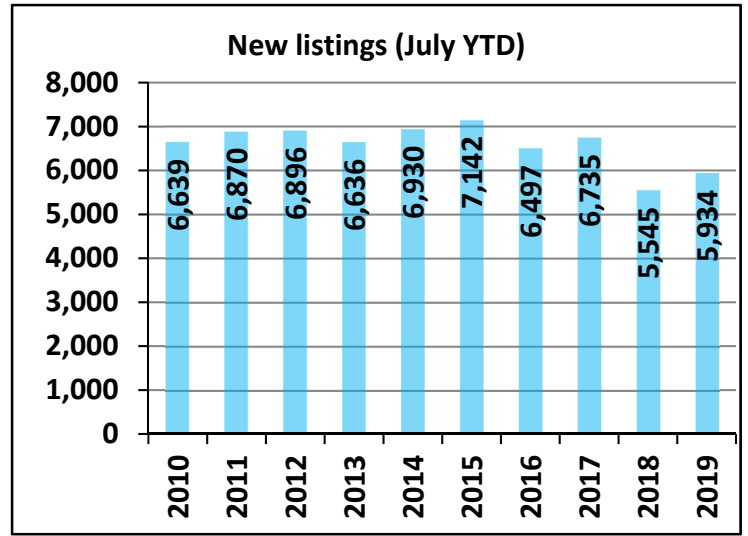
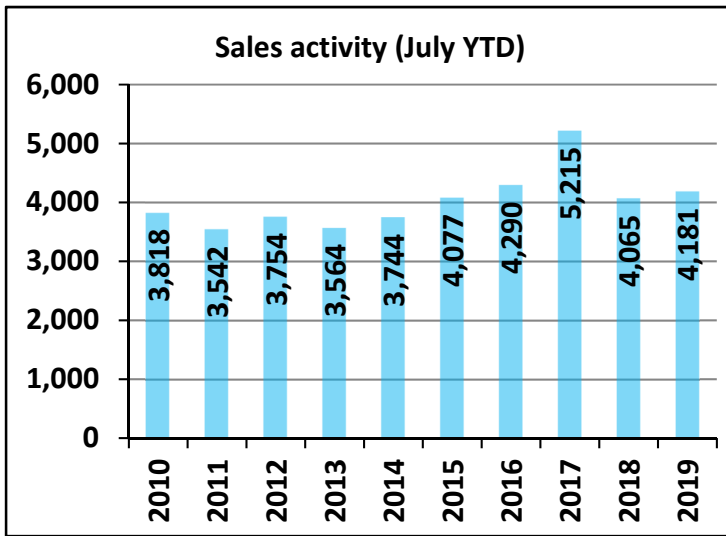
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	678	3.4	-0.6	8.7	5.0	30.1	7.1
Dollar Volume	\$281,156,045	17.6	25.0	56.3	68.8	114.3	107.7
New Listings	912	11.8	-5.9	19.2	-13.5	3.1	10.0
Active Listings	1,065	8.5	0.2	-28.9	-48.4	-47.0	-30.1
Sales to New Listings Ratio ¹	74.3	80.4	70.4	81.6	61.3	58.9	76.4
Months of Inventory ²	1.6	1.5	1.6	2.4	3.2	3.9	2.4
Average Price	\$414,684	13.8	25.8	43.9	60.8	64.7	93.9

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	4,181	2.9	-19.8	-2.5	11.7	11.4	16.7
Dollar Volume	\$1,734,627,679	15.0	-2.3	42.0	80.4	89.4	125.4
New Listings	5,934	7.0	-11.9	-8.7	-14.4	-14.0	0.2
Active Listings ³	896	11.6	1.4	-38.6	-51.8	-54.1	-48.2
Sales to New Listings Ratio ⁴	70.5	73.3	77.4	66.0	54.0	54.4	60.5
Months of Inventory ⁵	1.5	1.4	1.2	2.4	3.5	3.6	3.4
Average Price	\$414,883	11.8	21.9	45.7	61.5	70.0	93.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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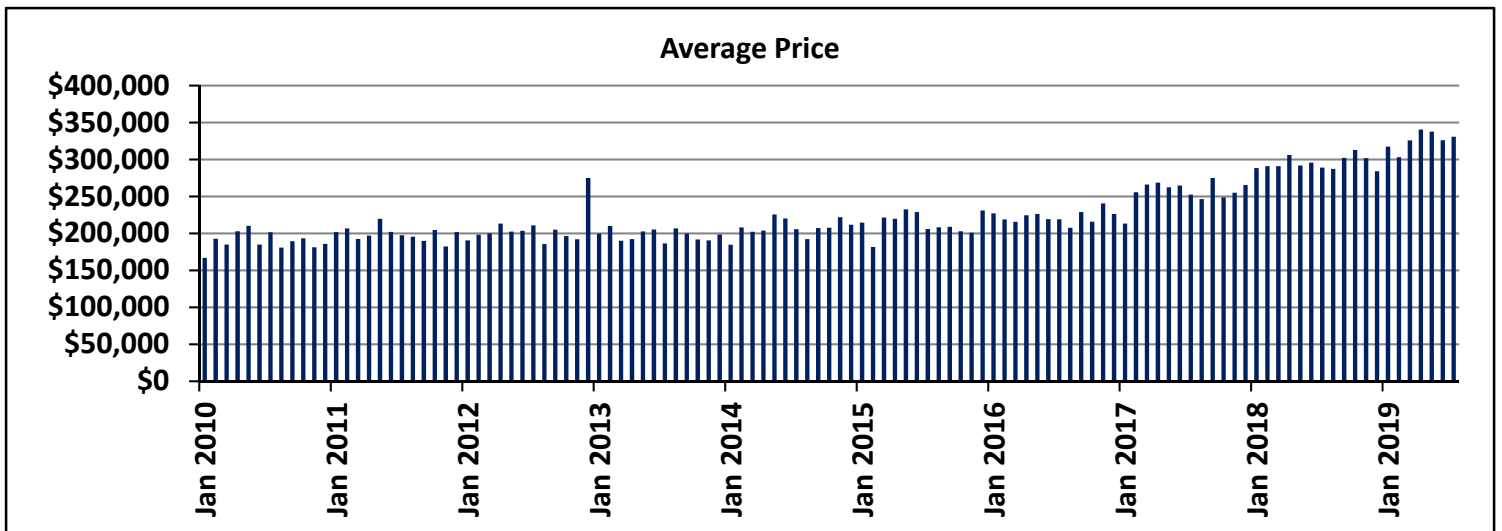
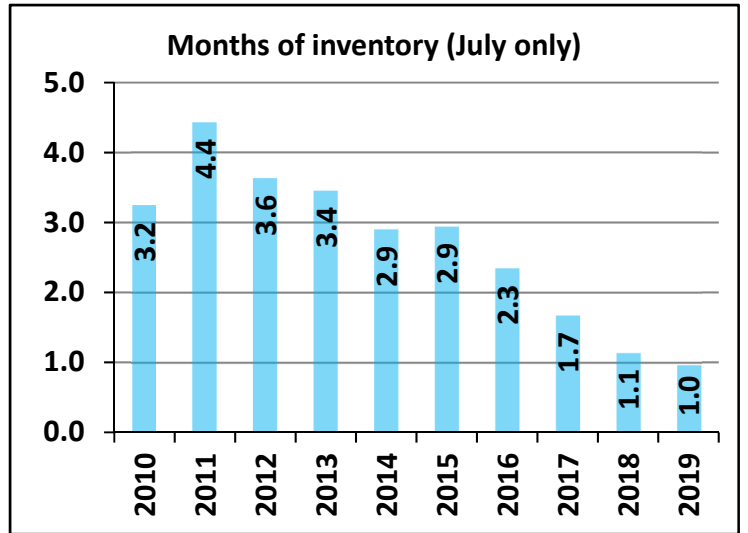
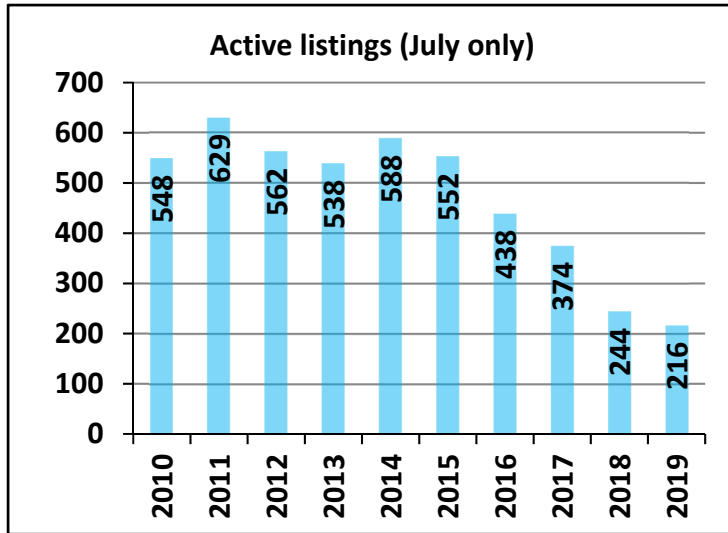
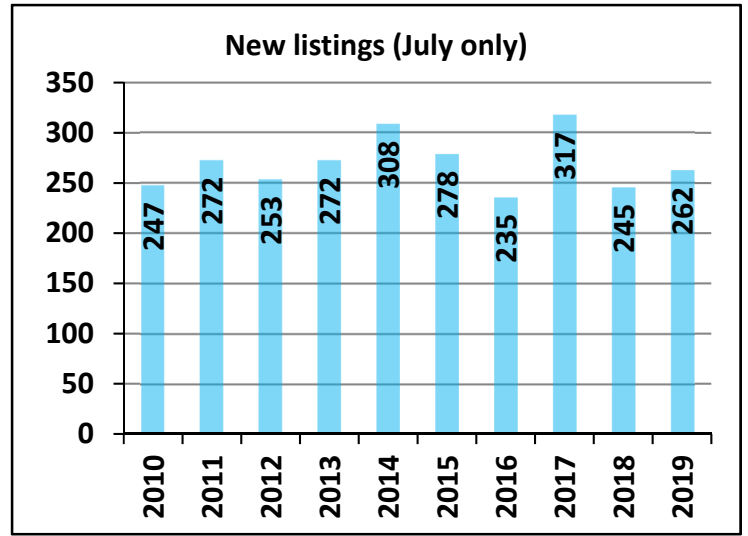
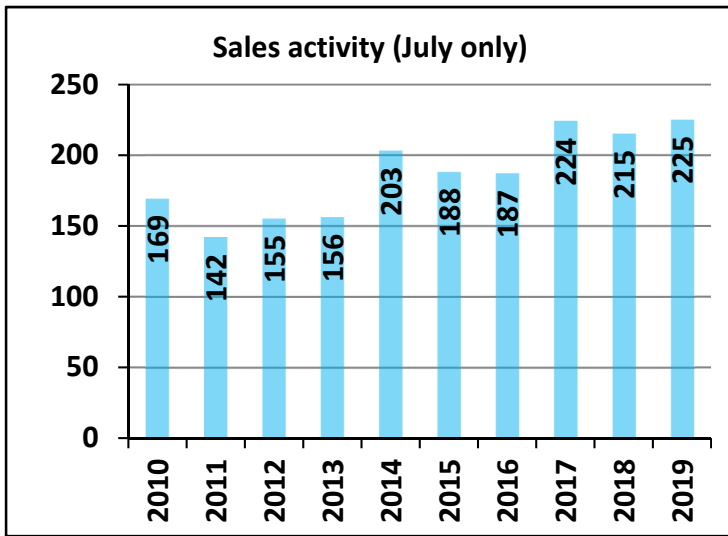
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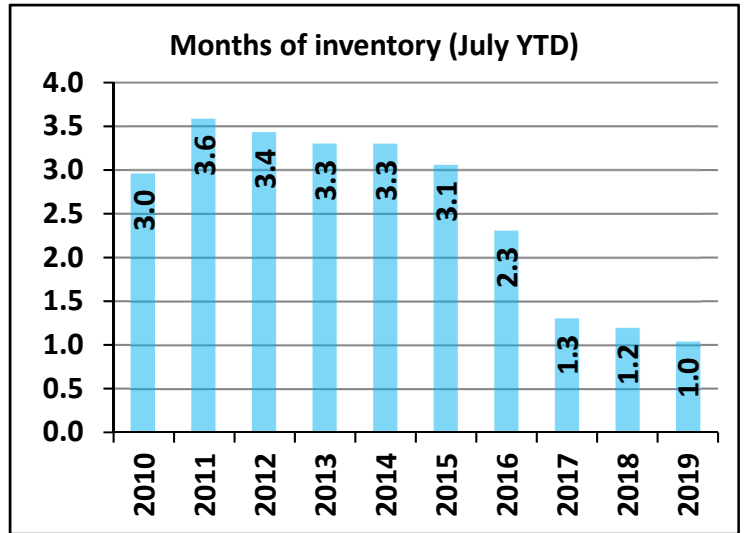
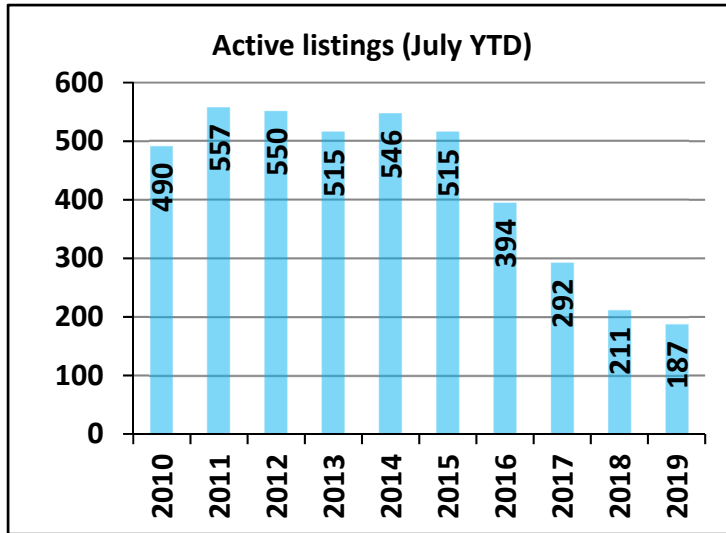
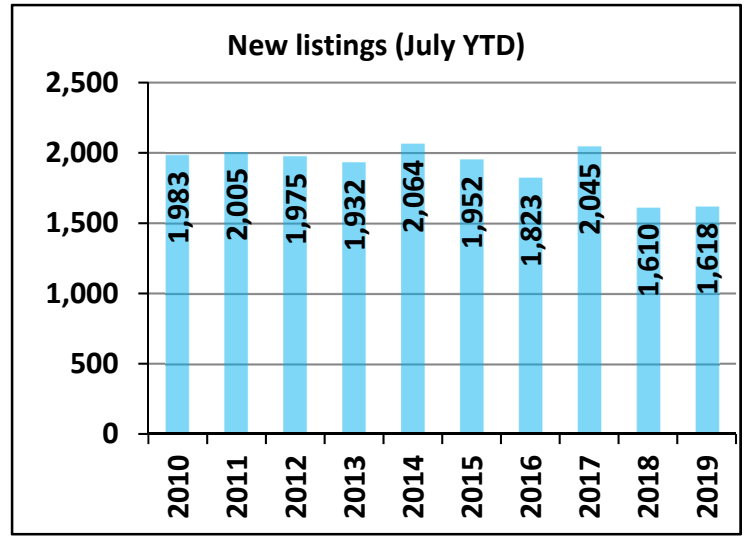
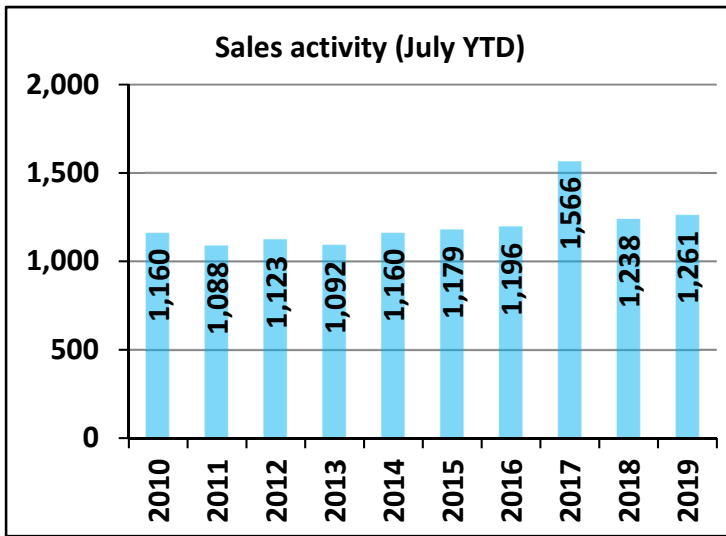
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	225	4.7	0.4	20.3	10.8	45.2	13.6
Dollar Volume	\$74,440,244	19.8	31.6	81.8	78.3	127.8	108.4
New Listings	262	6.9	-17.4	11.5	-14.9	3.6	2.7
Active Listings	216	-11.5	-42.2	-50.7	-63.3	-61.6	-48.9
Sales to New Listings Ratio ¹	85.9	87.8	70.7	79.6	65.9	61.3	77.6
Months of Inventory ²	1.0	1.1	1.7	2.3	2.9	3.6	2.1
Average Price	\$330,846	14.4	31.1	51.1	60.9	56.9	83.4

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	1,261	1.9	-19.5	5.4	8.7	12.3	10.9
Dollar Volume	\$414,738,695	14.1	2.5	56.7	70.4	81.4	99.4
New Listings	1,618	0.5	-20.9	-11.2	-21.6	-18.1	-7.2
Active Listings ³	187	-11.4	-36.0	-52.5	-65.8	-66.0	-60.4
Sales to New Listings Ratio ⁴	77.9	76.9	76.6	65.6	56.2	56.9	65.2
Months of Inventory ⁵	1.0	1.2	1.3	2.3	3.3	3.4	2.9
Average Price	\$328,897	12.0	27.3	48.6	56.8	61.6	79.8

¹ Sales / new listings * 100

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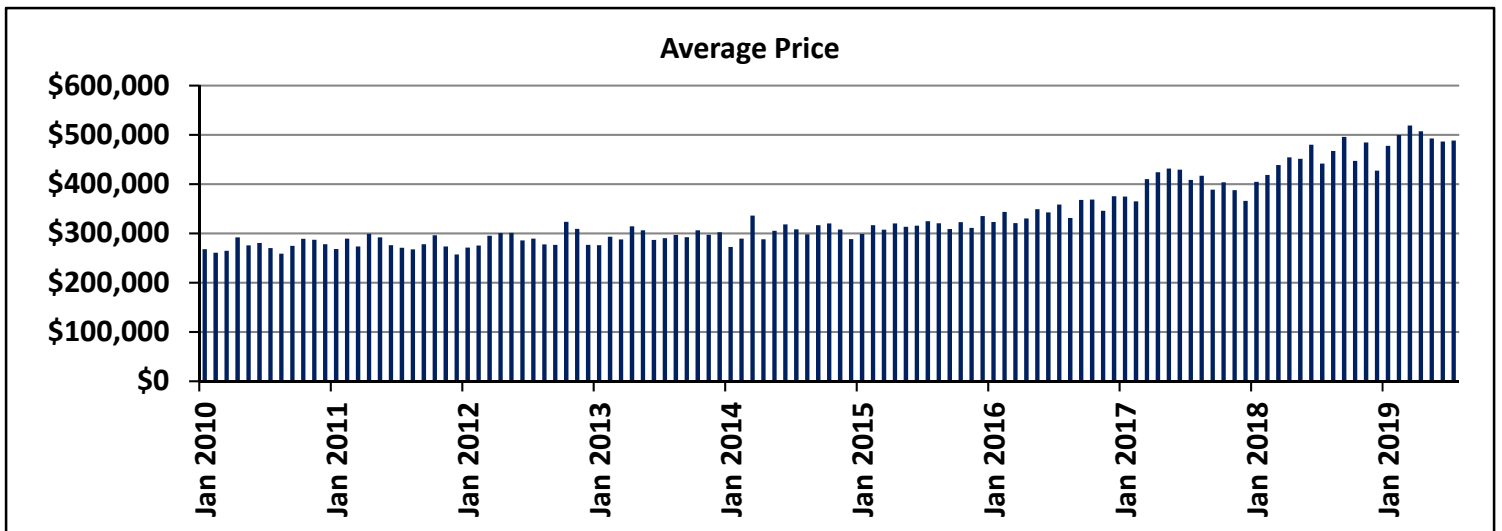
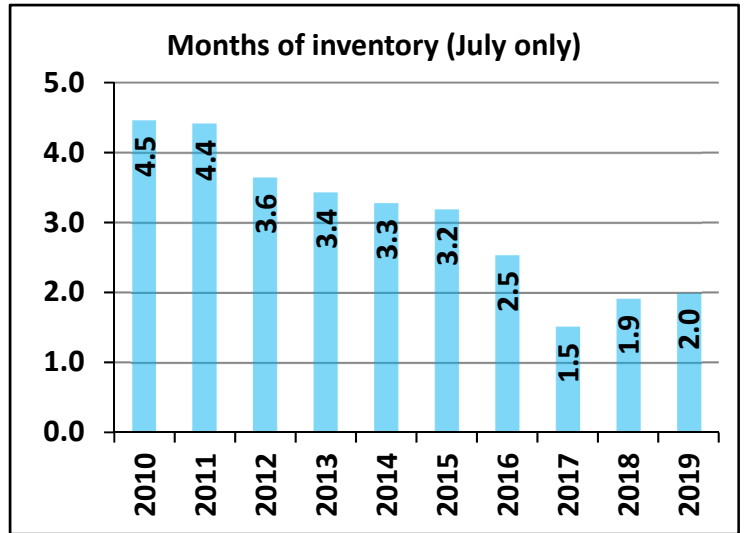
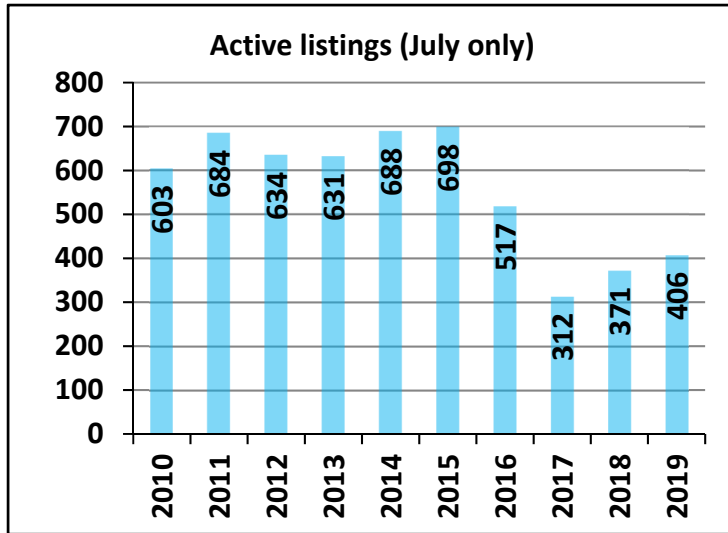
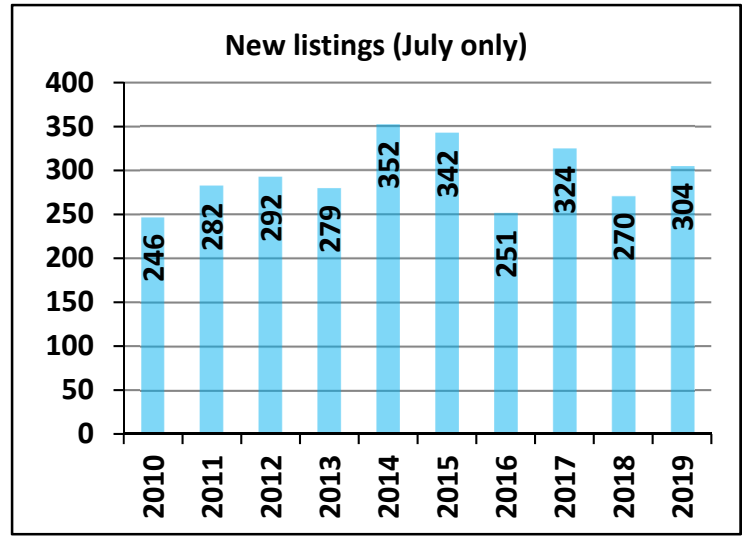
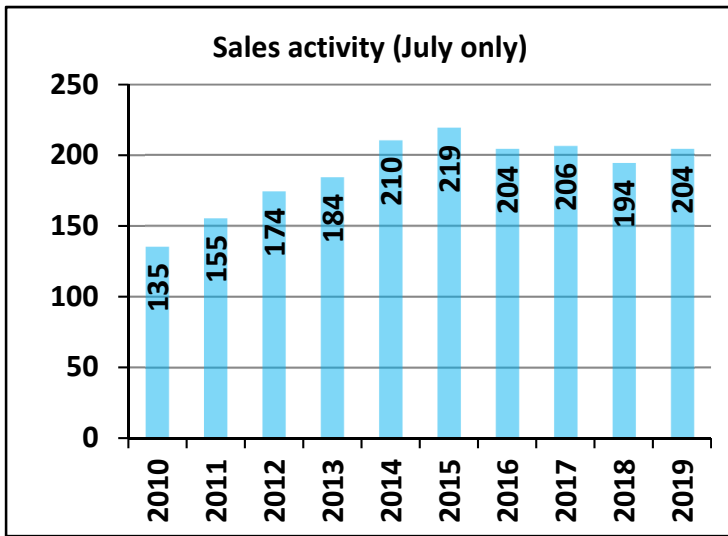
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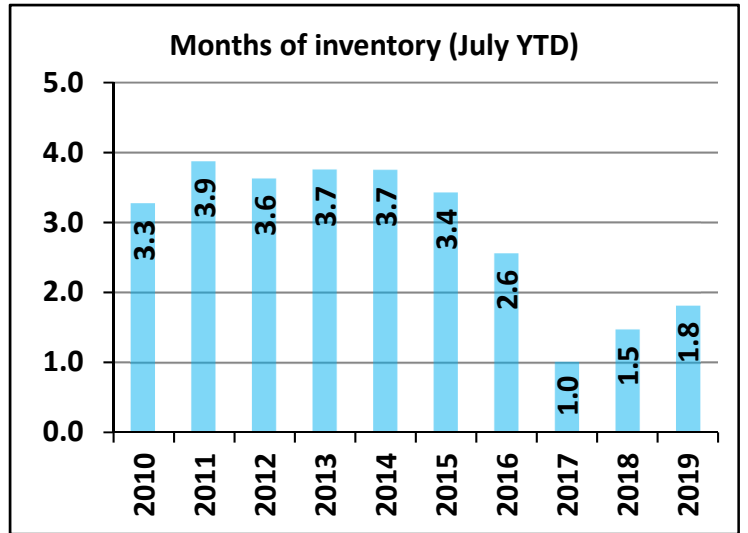
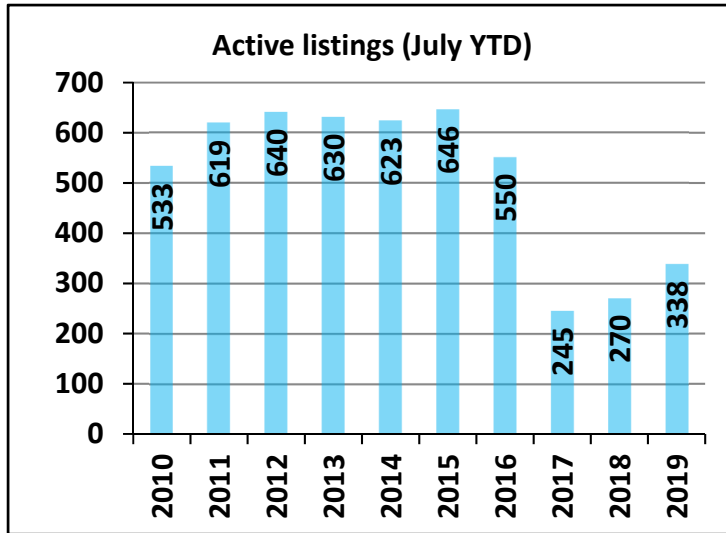
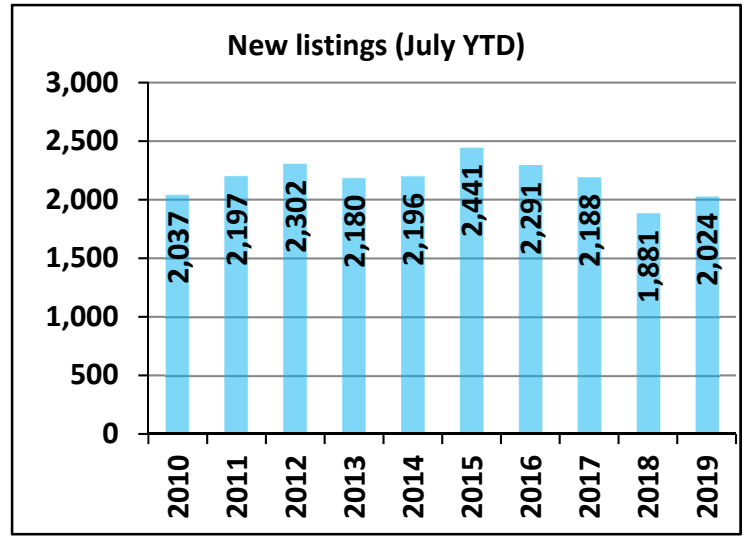
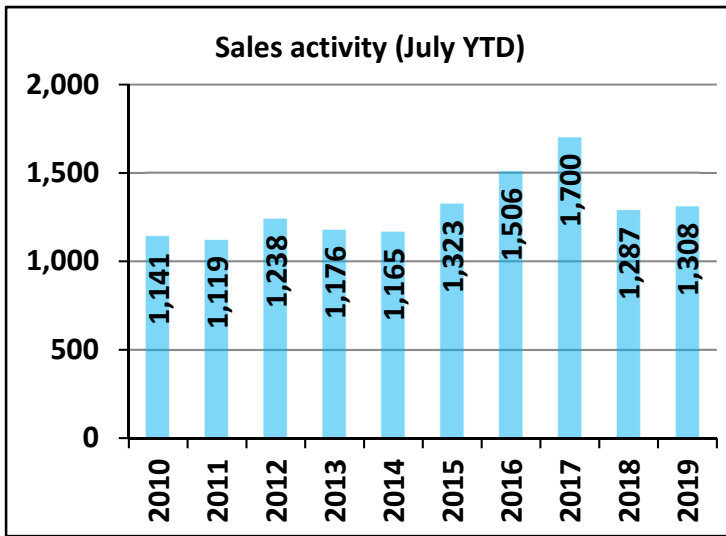
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	204	5.2	-1.0	0.0	-2.9	17.2	17.2
Dollar Volume	\$99,637,251	16.3	18.4	36.3	54.0	98.0	124.9
New Listings	304	12.6	-6.2	21.1	-13.6	4.1	17.8
Active Listings	406	9.4	30.1	-21.5	-41.0	-36.0	-9.4
Sales to New Listings Ratio ¹	67.1	71.9	63.6	81.3	59.7	59.6	67.4
Months of Inventory ²	2.0	1.9	1.5	2.5	3.3	3.6	2.6
Average Price	\$488,418	10.6	19.6	36.3	58.5	68.9	91.8

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	1,308	1.6	-23.1	-13.1	12.3	5.7	20.9
Dollar Volume	\$649,267,138	12.8	-7.4	26.9	82.3	80.7	138.3
New Listings	2,024	7.6	-7.5	-11.7	-7.8	-12.1	11.8
Active Listings ³	338	25.2	38.0	-38.5	-45.7	-47.2	-33.5
Sales to New Listings Ratio ⁴	64.6	68.4	77.7	65.7	53.1	53.8	59.7
Months of Inventory ⁵	1.8	1.5	1.0	2.6	3.7	3.6	3.3
Average Price	\$496,382	11.0	20.3	46.1	62.4	71.1	97.1

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

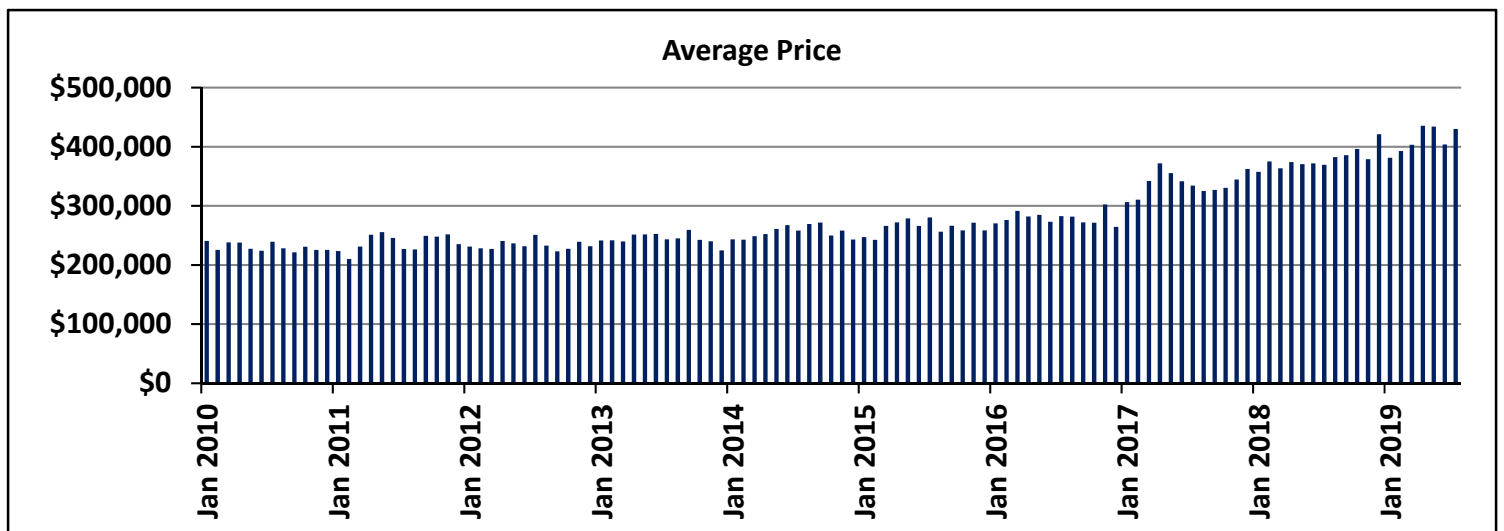
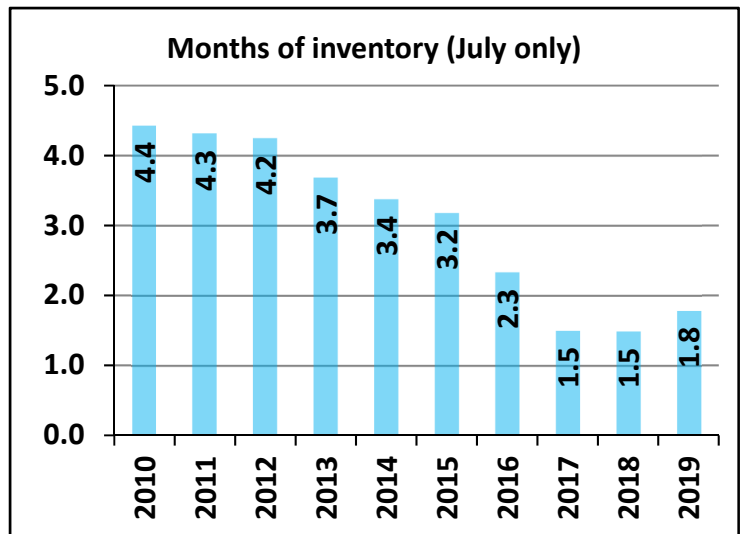
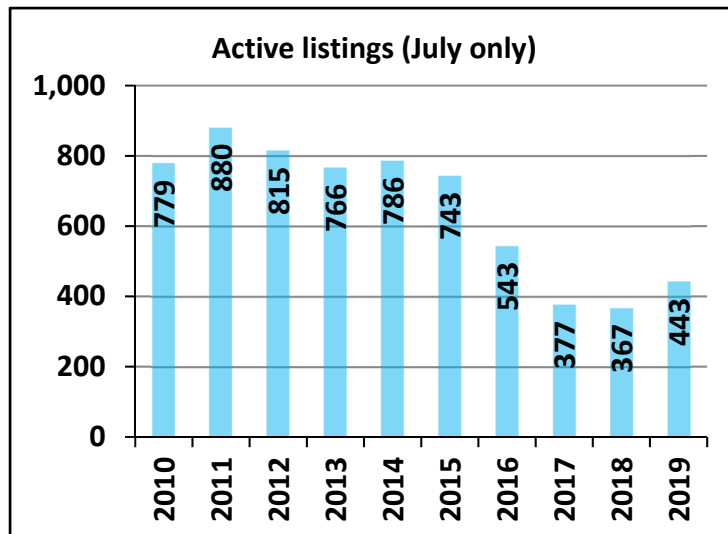
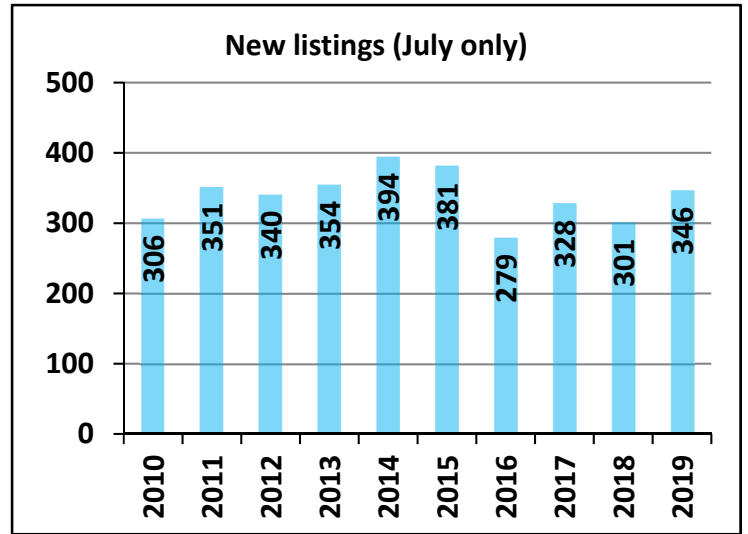
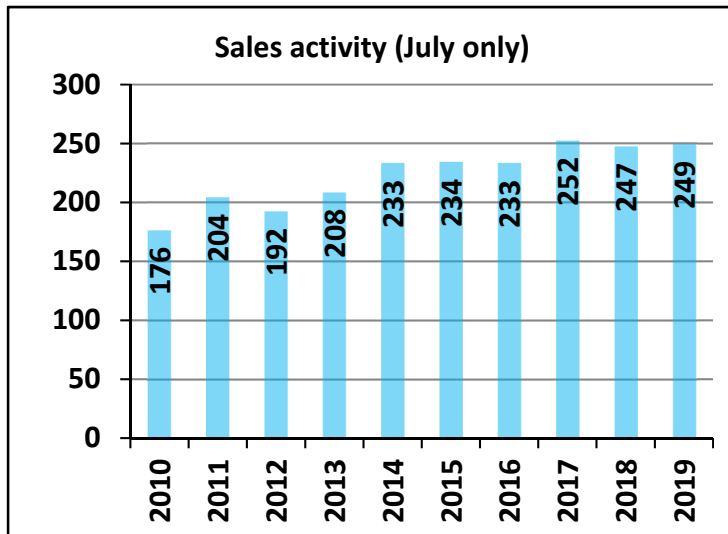
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

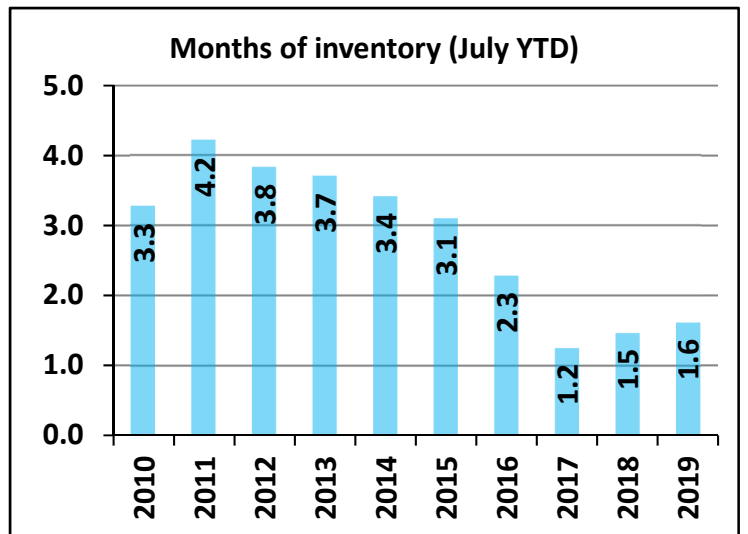
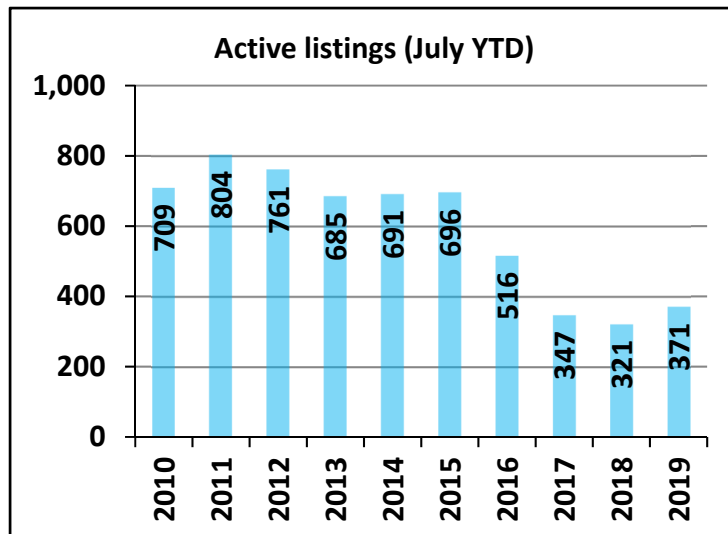
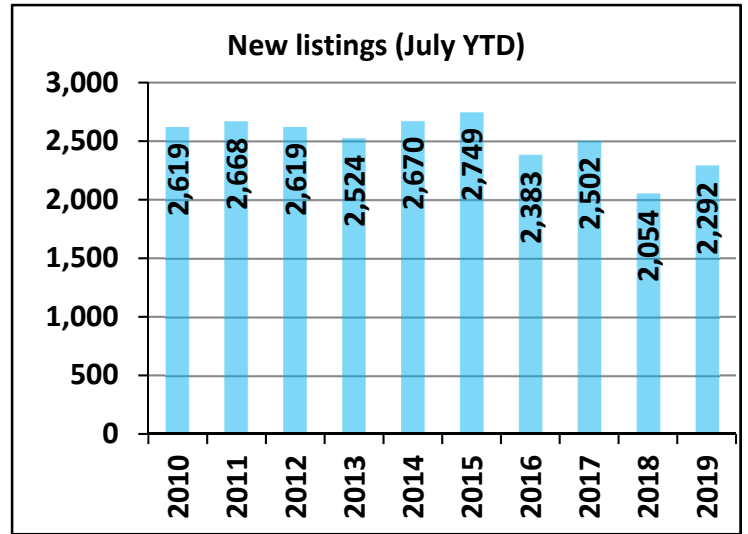
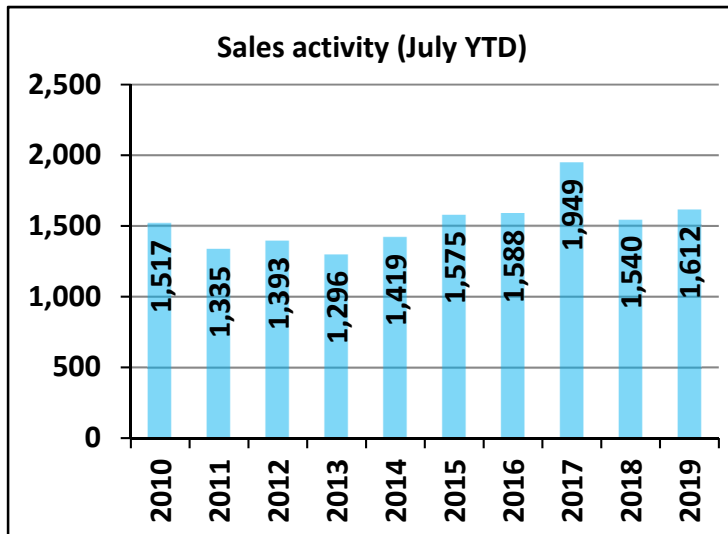
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	249	0.8	-1.2	6.9	6.9	29.7	-4.6
Dollar Volume	\$107,078,550	17.4	27.2	62.7	78.1	122.2	93.5
New Listings	346	15.0	5.5	24.0	-12.2	1.8	9.5
Active Listings	443	20.7	17.5	-18.4	-43.6	-45.6	-32.2
Sales to New Listings Ratio ¹	72.0	82.1	76.8	83.5	59.1	56.5	82.6
Months of Inventory ²	1.8	1.5	1.5	2.3	3.4	4.2	2.5
Average Price	\$430,034	16.4	28.7	52.3	66.6	71.4	102.8

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	1,612	4.7	-17.3	1.5	13.6	15.7	18.1
Dollar Volume	\$670,621,846	17.8	0.2	50.6	85.1	104.4	131.9
New Listings	2,292	11.6	-8.4	-3.8	-14.2	-12.5	-3.1
Active Listings ³	371	15.6	6.9	-28.1	-46.3	-51.2	-50.6
Sales to New Listings Ratio ⁴	70.3	75.0	77.9	66.6	53.1	53.2	57.7
Months of Inventory ⁵	1.6	1.5	1.2	2.3	3.4	3.8	3.9
Average Price	\$416,019	12.6	21.2	48.3	62.9	76.6	96.3

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

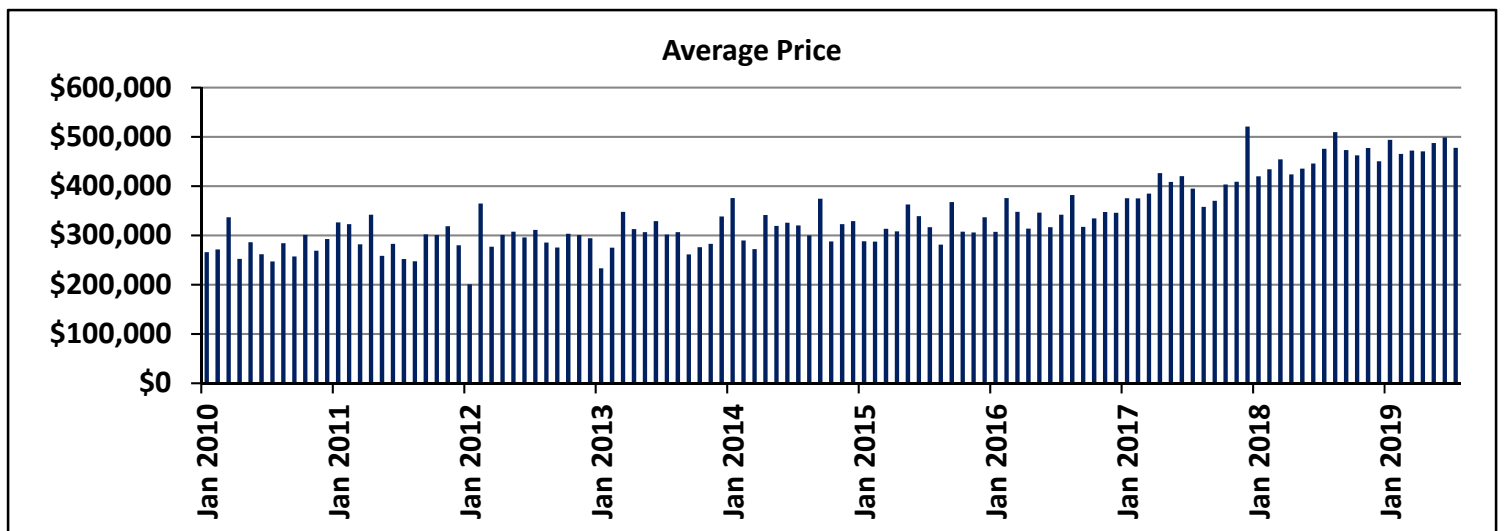
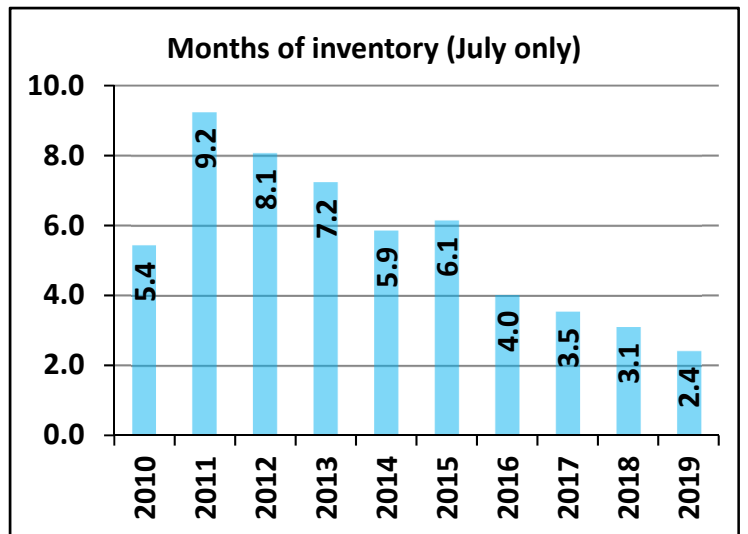
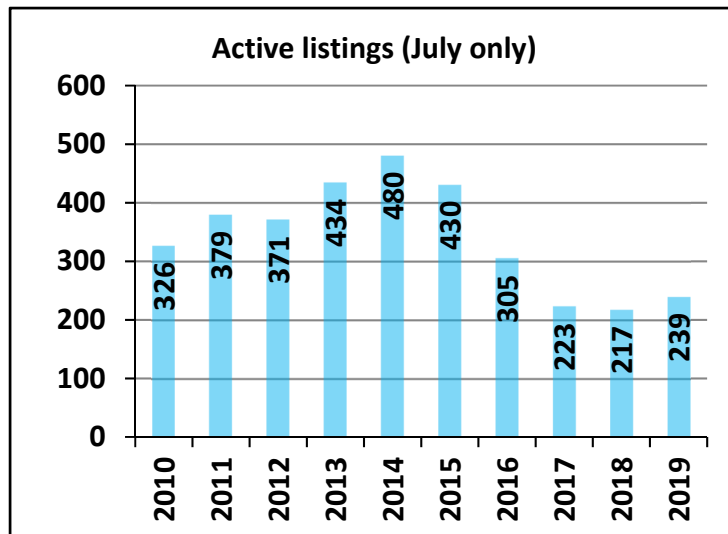
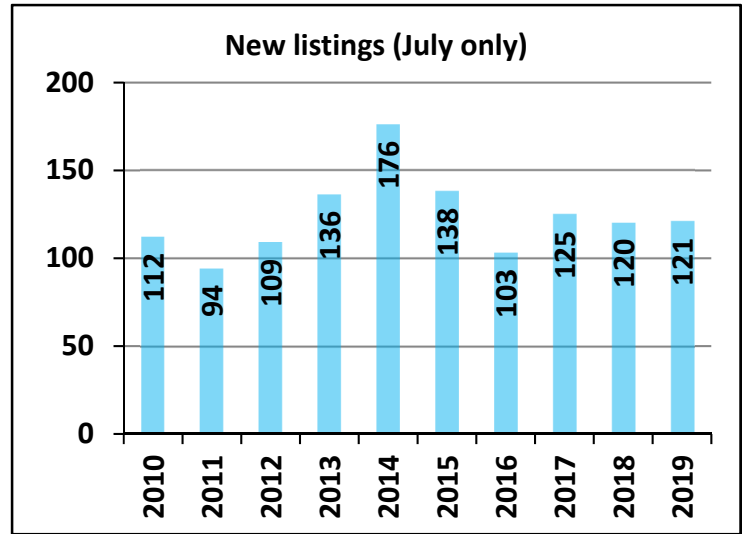
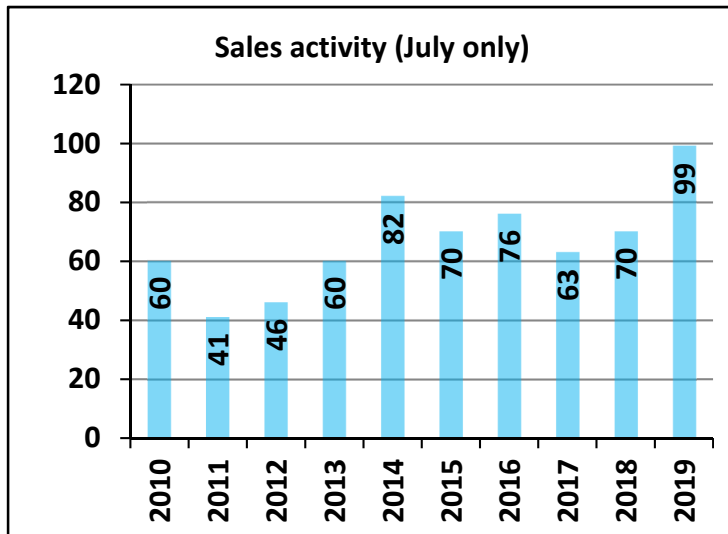
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

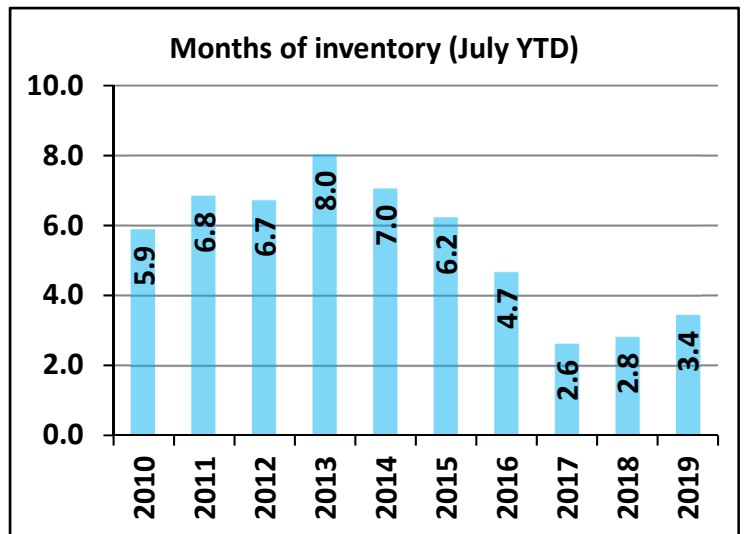
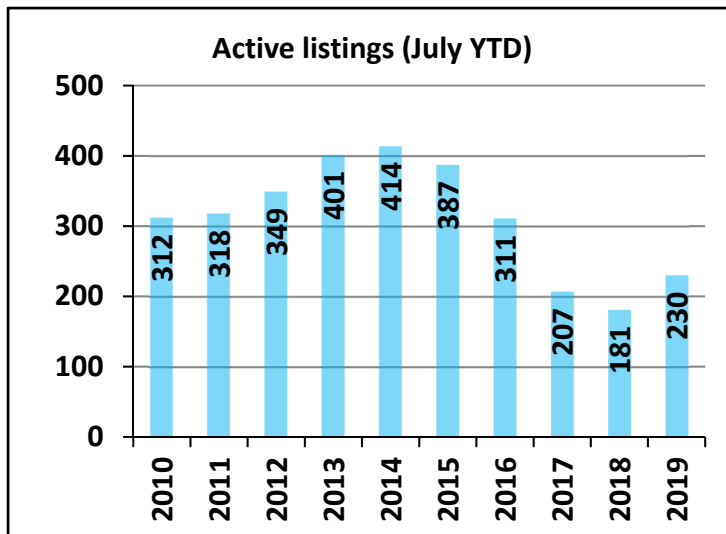
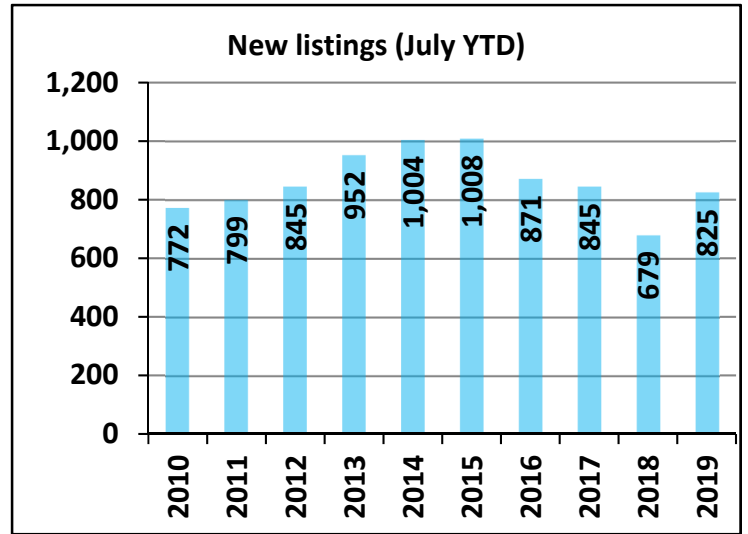
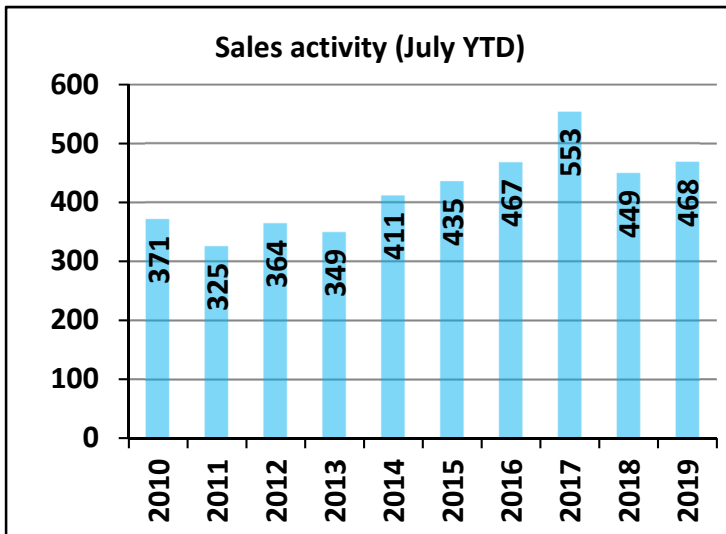
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	99	41.4	57.1	30.3	20.7	115.2	86.8
Dollar Volume	\$47,283,942	42.0	90.0	81.9	80.0	230.4	241.1
New Listings	121	0.8	-3.2	17.5	-31.3	11.0	23.5
Active Listings	239	10.1	7.2	-21.6	-50.2	-35.6	-30.5
Sales to New Listings Ratio ¹	81.8	58.3	50.4	73.8	46.6	42.2	54.1
Months of Inventory ²	2.4	3.1	3.5	4.0	5.9	8.1	6.5
Average Price	\$477,616	0.4	20.9	39.7	49.1	53.5	82.6

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	468	4.2	-15.4	0.2	13.9	28.6	53.9
Dollar Volume	\$225,424,364	13.4	1.7	44.5	71.8	108.4	181.5
New Listings	825	21.5	-2.4	-5.3	-17.8	-2.4	12.2
Active Listings ³	230	27.1	11.1	-26.0	-44.4	-34.1	-34.8
Sales to New Listings Ratio ⁴	56.7	66.1	65.4	53.6	40.9	43.1	41.4
Months of Inventory ⁵	3.4	2.8	2.6	4.7	7.0	6.7	8.1
Average Price	\$481,676	8.8	20.1	44.2	50.8	62.1	82.8

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

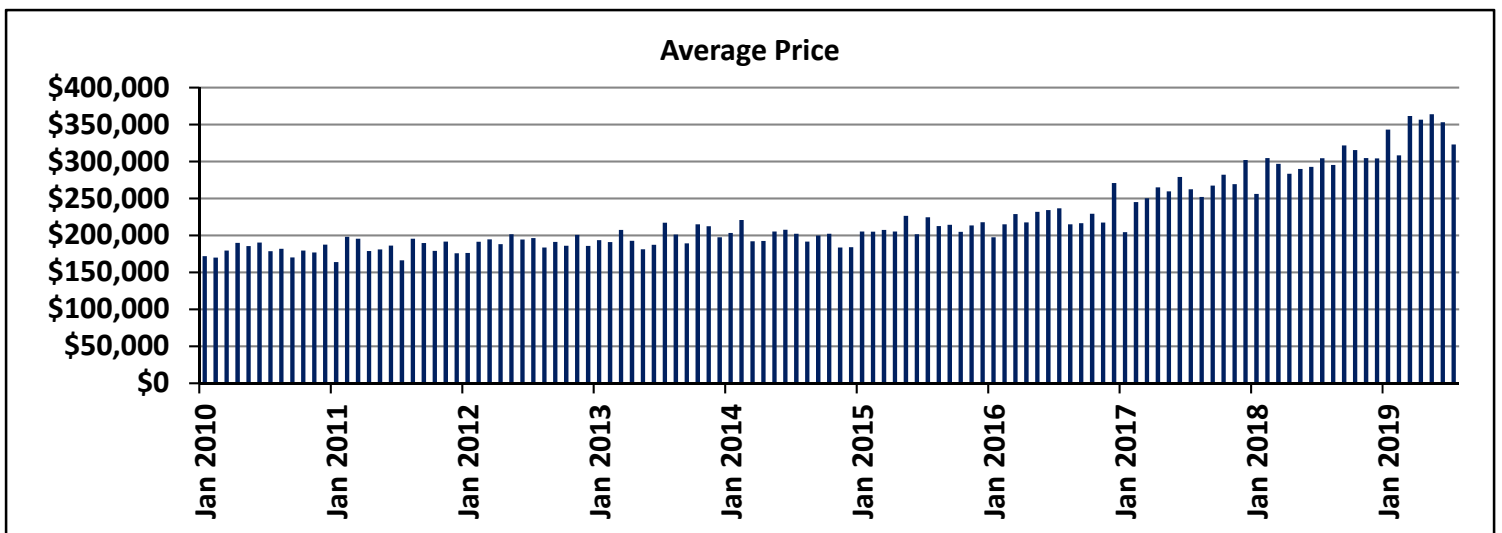
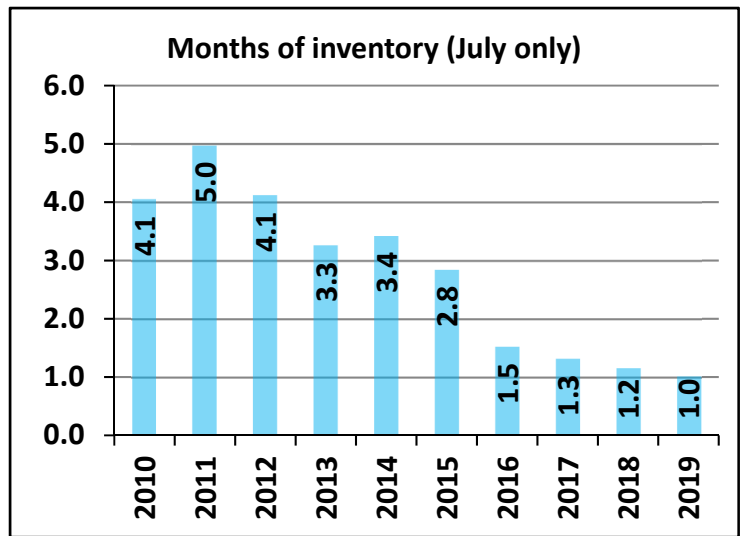
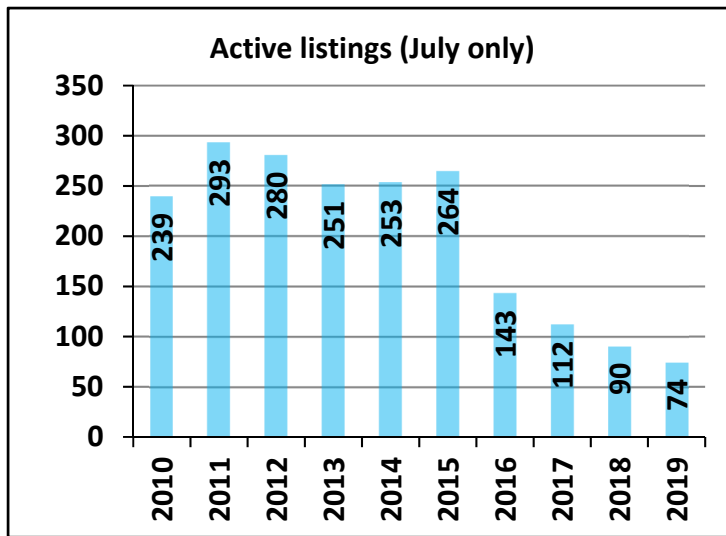
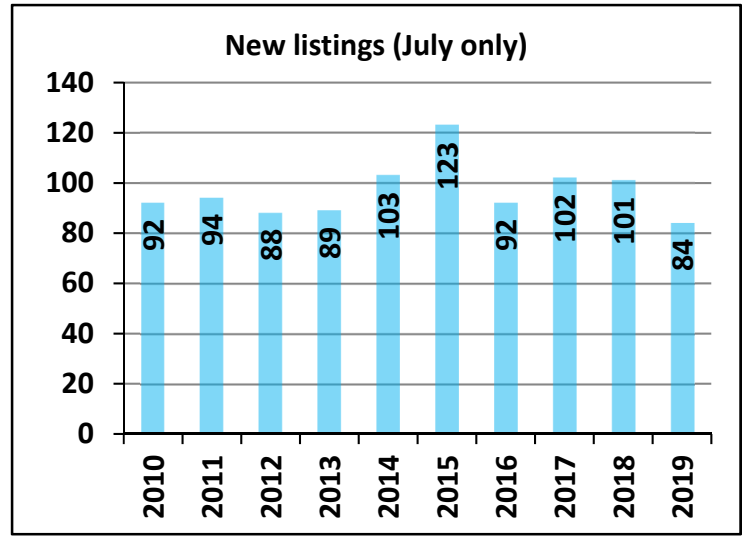
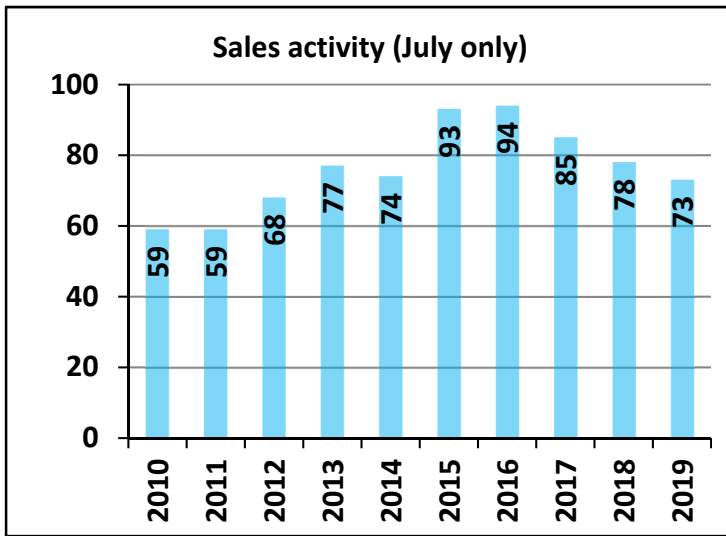
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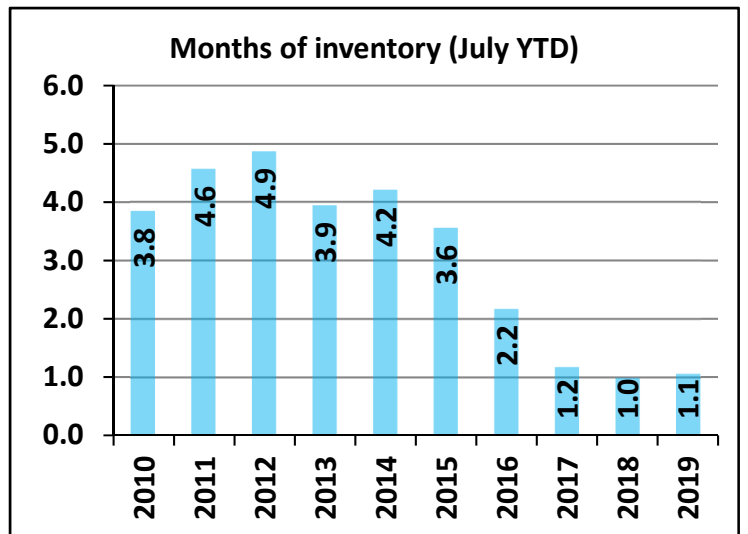
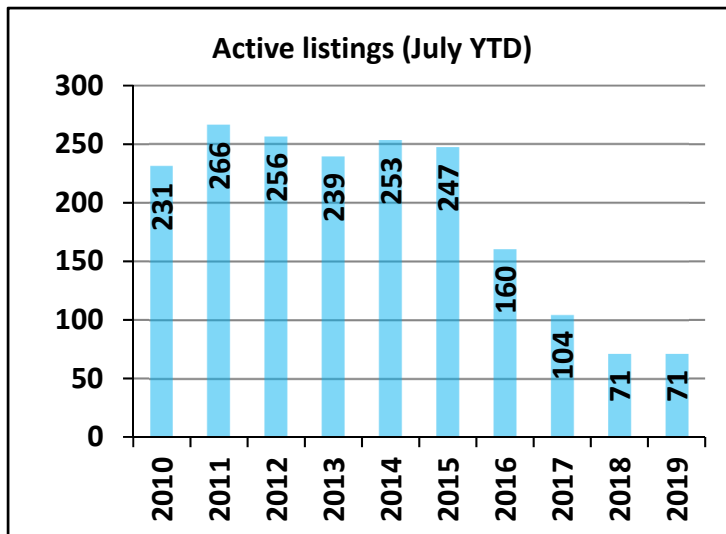
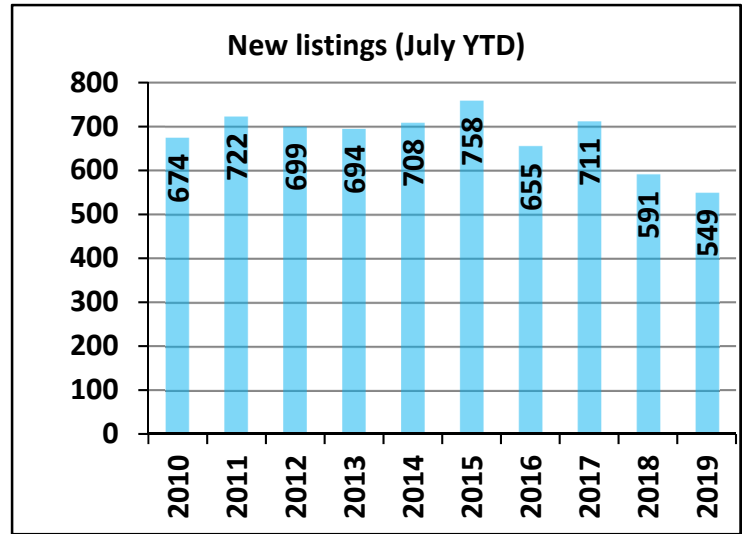
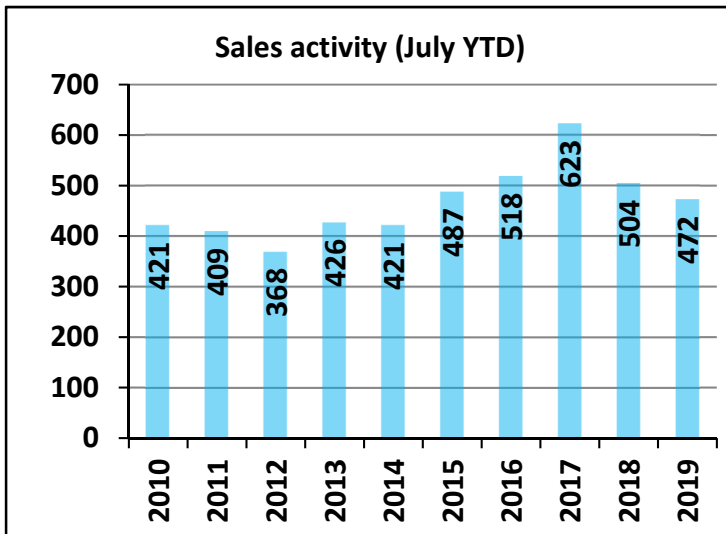
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	73	-6.4	-14.1	-22.3	-1.4	7.4	1.4
Dollar Volume	\$23,569,329	-0.7	5.7	6.0	57.5	76.6	64.0
New Listings	84	-16.8	-17.6	-8.7	-18.4	-4.5	-18.4
Active Listings	74	-17.8	-33.9	-48.3	-70.8	-73.6	-72.1
Sales to New Listings Ratio ¹	86.9	77.2	83.3	102.2	71.8	77.3	69.9
Months of Inventory ²	1.0	1.2	1.3	1.5	3.4	4.1	3.7
Average Price	\$322,868	6.1	23.1	36.4	59.7	64.5	61.7

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	472	-6.3	-24.2	-8.9	12.1	28.3	12.6
Dollar Volume	\$163,752,664	11.3	2.5	39.3	92.0	130.6	112.5
New Listings	549	-7.1	-22.8	-16.2	-22.5	-21.5	-20.4
Active Listings ³	71	0.0	-31.7	-55.6	-71.9	-72.3	-77.4
Sales to New Listings Ratio ⁴	86.0	85.3	87.6	79.1	59.5	52.6	60.7
Months of Inventory ⁵	1.1	1.0	1.2	2.2	4.2	4.9	5.3
Average Price	\$346,934	18.8	35.2	52.9	71.2	79.8	88.6

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

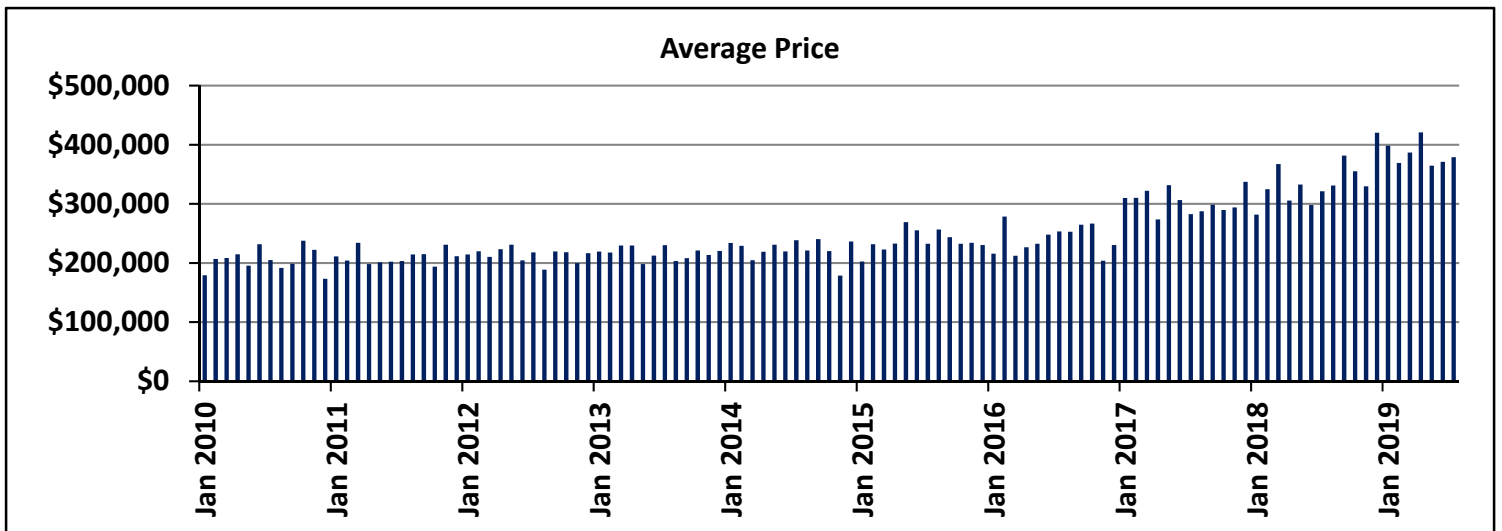
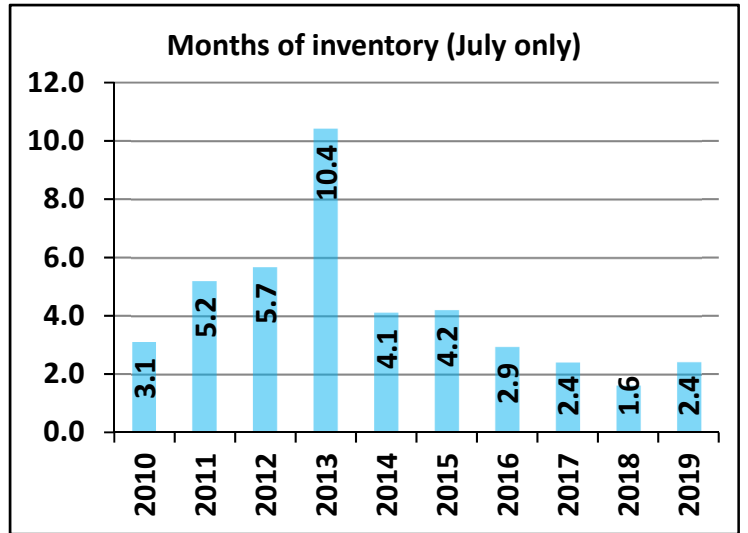
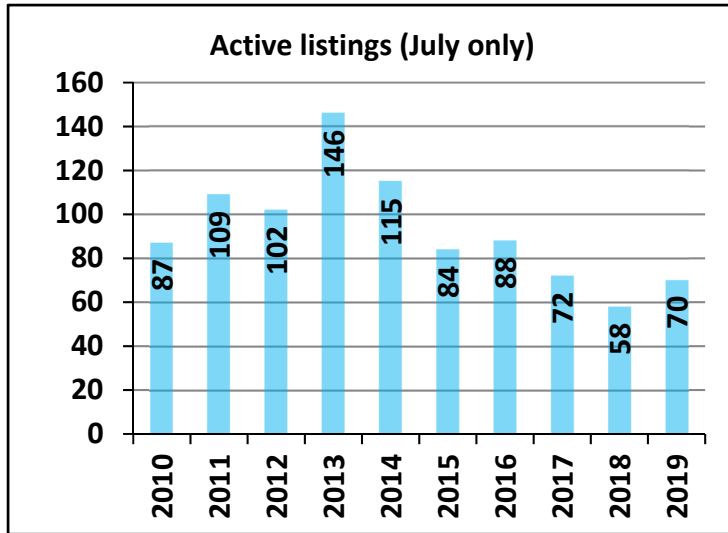
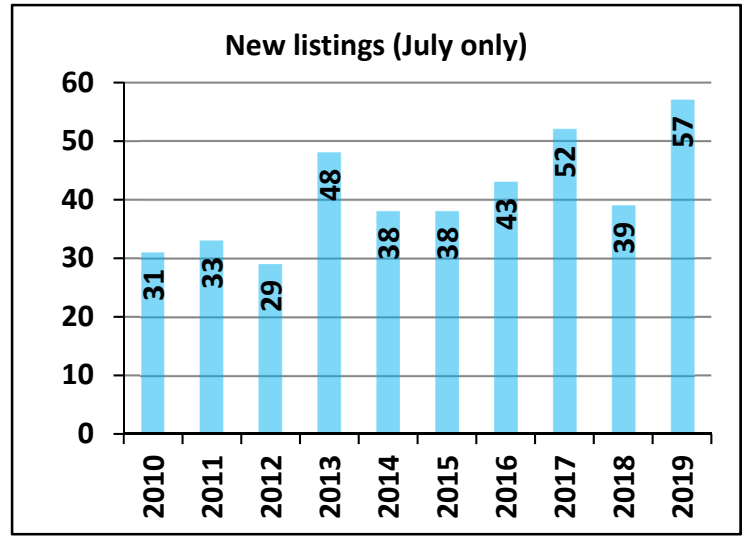
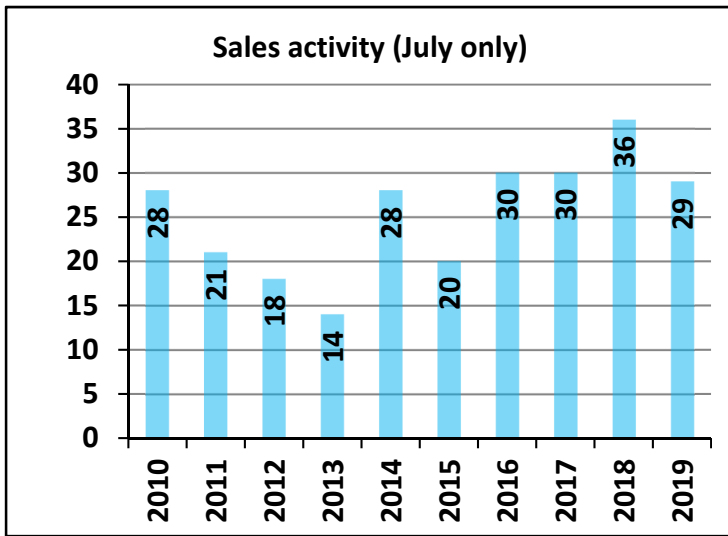
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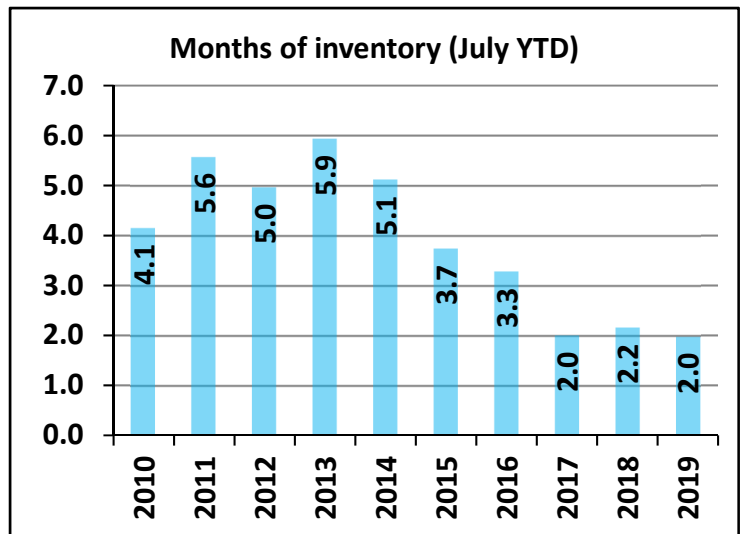
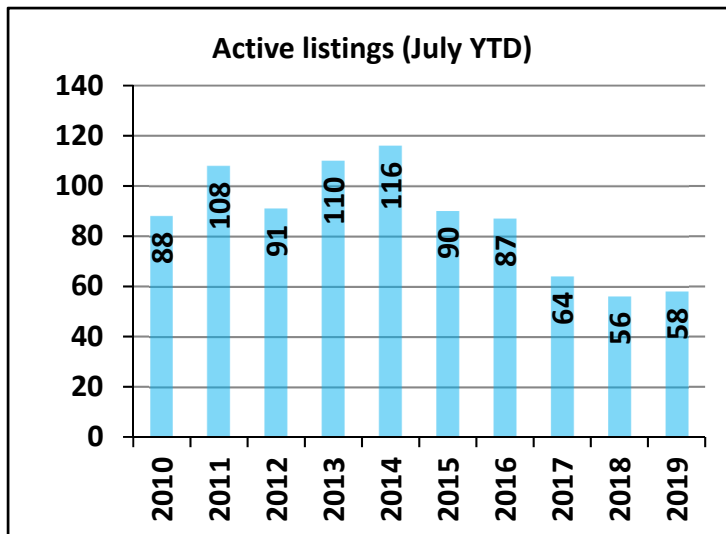
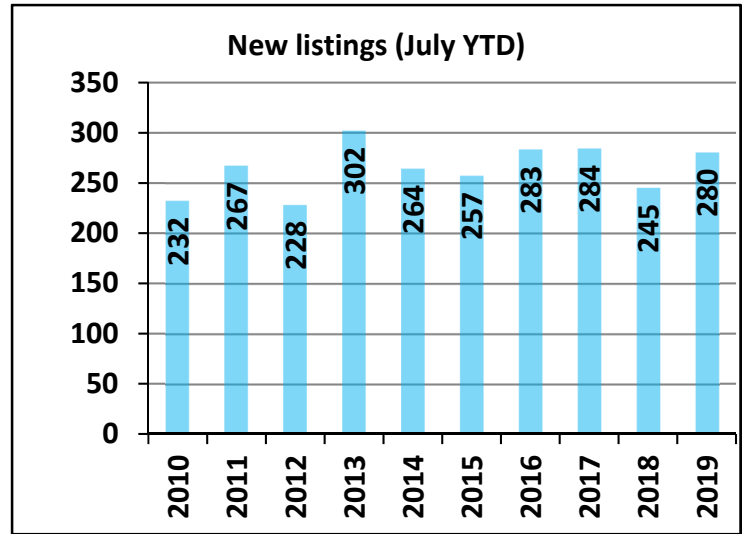
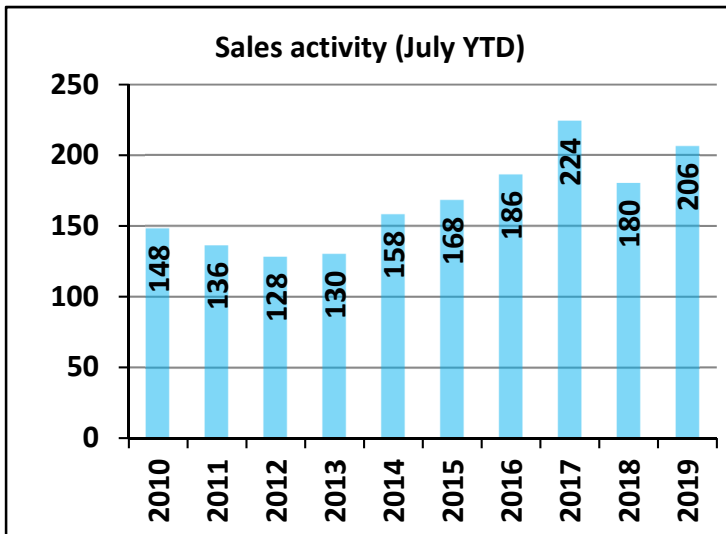
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	29	-19.4	-3.3	-3.3	3.6	61.1	107.1
Dollar Volume	\$10,983,800	-5.0	29.6	44.6	64.5	180.1	255.7
New Listings	57	46.2	9.6	32.6	50.0	96.6	42.5
Active Listings	70	20.7	-2.8	-20.5	-39.1	-31.4	-45.3
Sales to New Listings Ratio ¹	50.9	92.3	57.7	69.8	73.7	62.1	35.0
Months of Inventory ²	2.4	1.6	2.4	2.9	4.1	5.7	9.1
Average Price	\$378,752	17.9	34.1	49.6	58.8	73.9	71.7

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	206	14.4	-8.0	10.8	30.4	60.9	49.3
Dollar Volume	\$78,991,980	38.0	14.7	78.4	122.6	182.3	186.0
New Listings	280	14.3	-1.4	-1.1	6.1	22.8	12.9
Active Listings ³	58	3.6	-9.4	-33.3	-50.0	-36.3	-50.4
Sales to New Listings Ratio ⁴	73.6	73.5	78.9	65.7	59.8	56.1	55.6
Months of Inventory ⁵	2.0	2.2	2.0	3.3	5.1	5.0	5.9
Average Price	\$383,456	20.5	24.7	61.1	70.8	75.4	91.6

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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