



Residential Market Activity

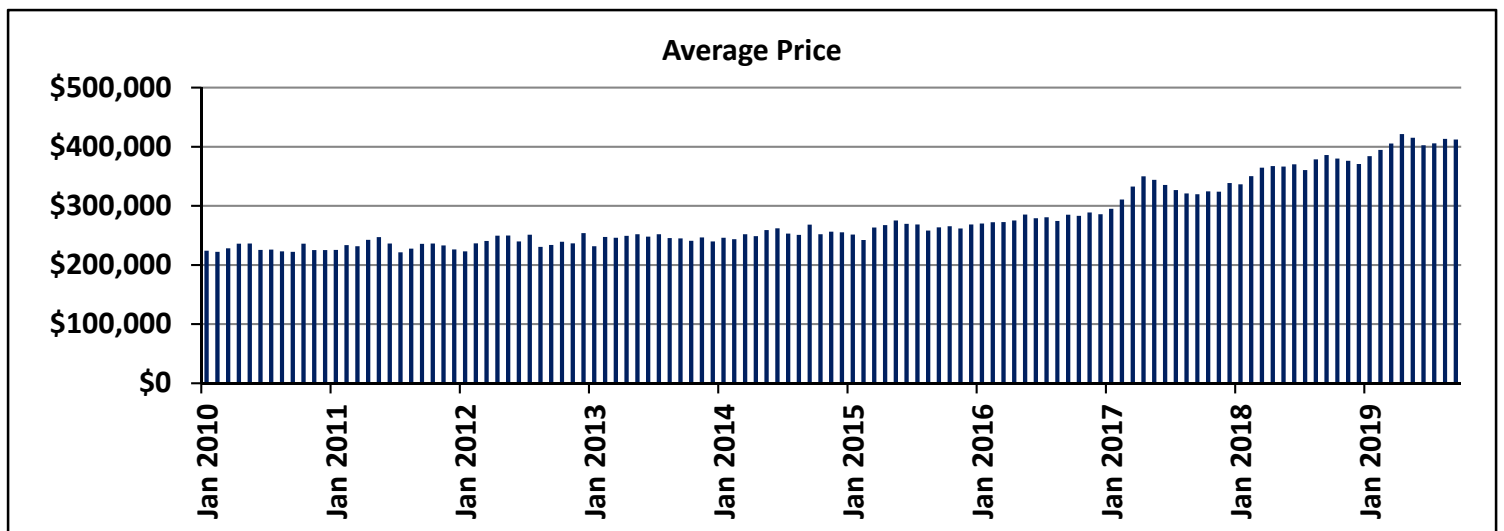
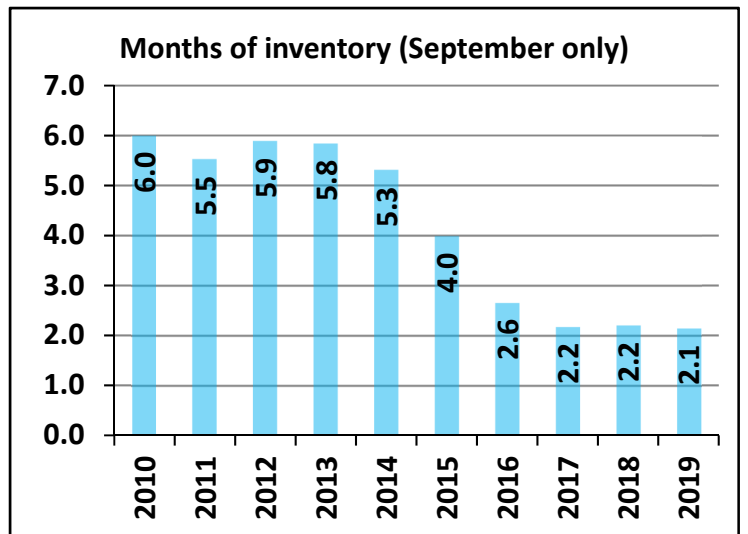
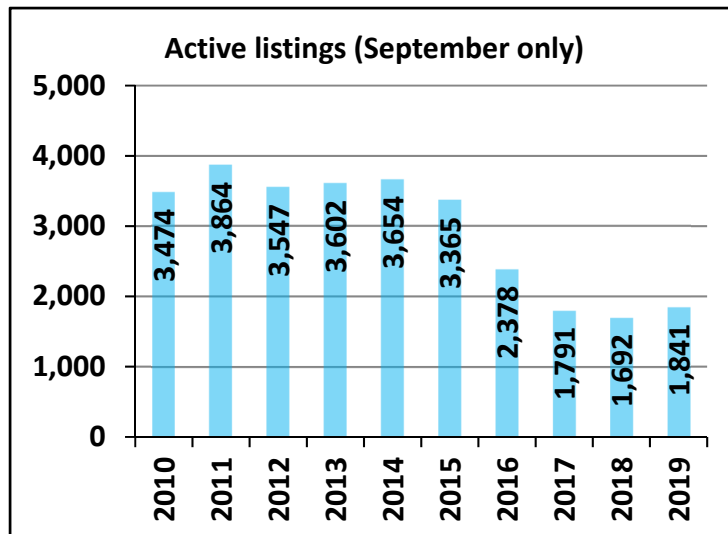
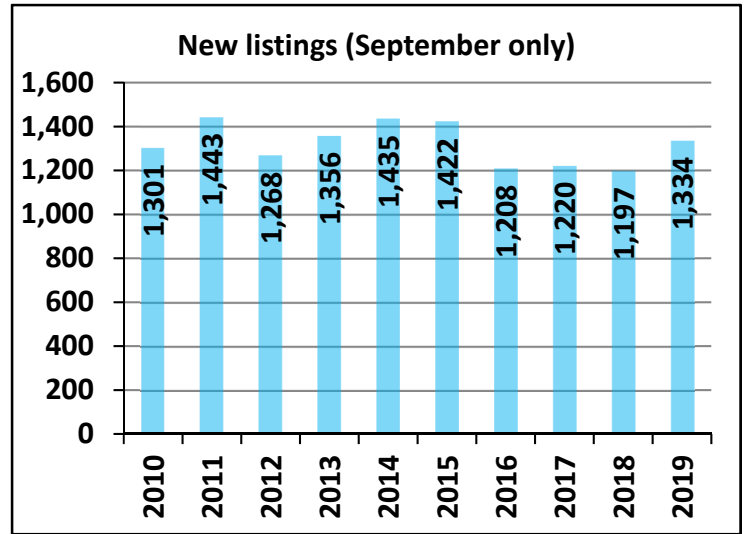
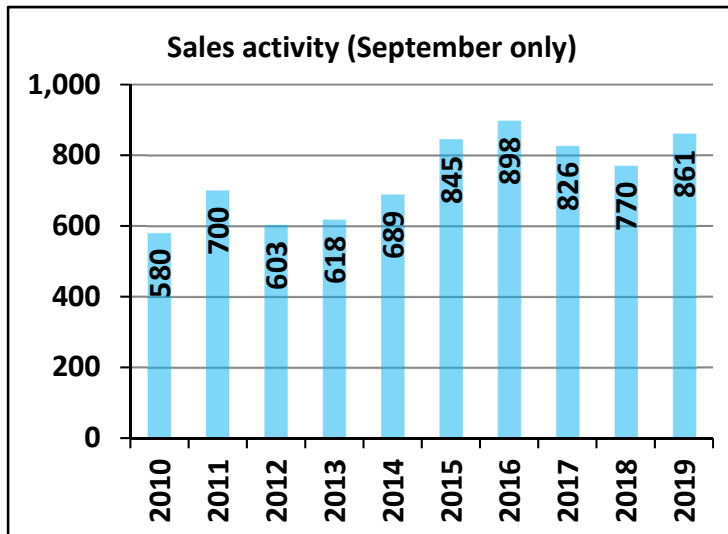
September 2019



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

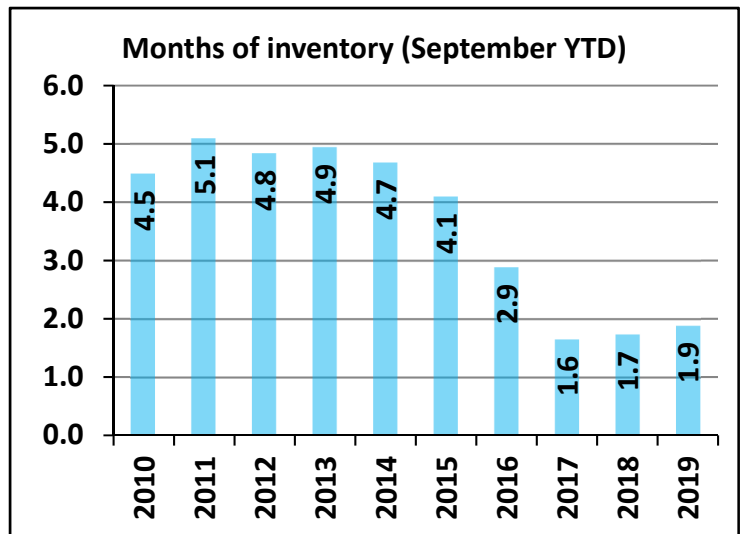
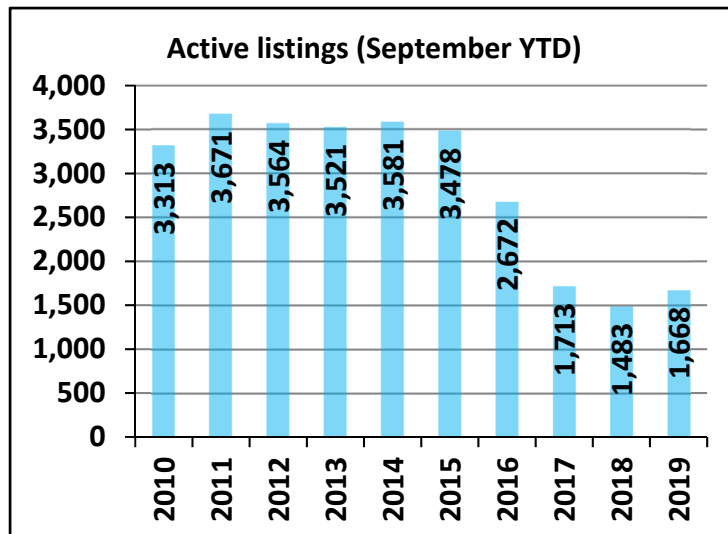
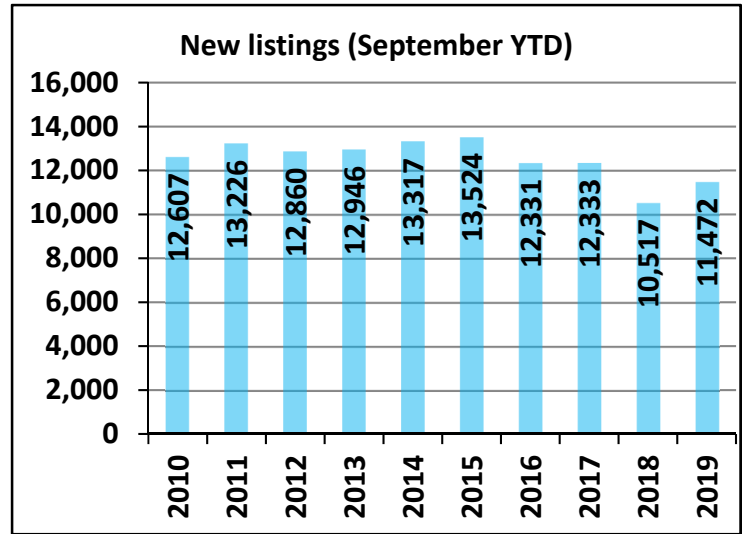
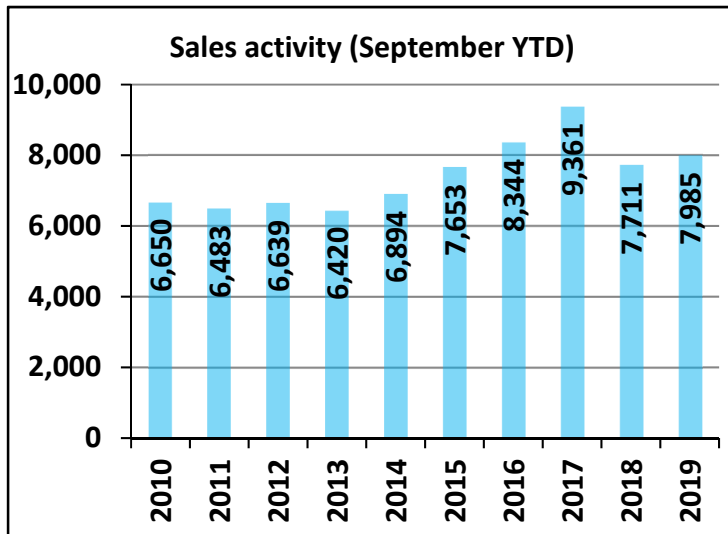
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	861	11.8	4.2	-4.1	25.0	42.8	22.1
Dollar Volume	\$354,911,005	19.4	34.5	38.7	92.2	151.8	128.8
New Listings	1,334	11.4	9.3	10.4	-7.0	5.2	7.2
Active Listings	1,841	8.8	2.8	-22.6	-49.6	-48.1	-38.0
Sales to New Listings Ratio ¹	64.5	64.3	67.7	74.3	48.0	47.6	56.7
Months of Inventory ²	2.1	2.2	2.2	2.6	5.3	5.9	4.2
Average Price	\$412,208	6.8	29.0	44.6	53.8	76.3	87.3

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	7,985	3.6	-14.7	-4.3	15.8	20.3	23.6
Dollar Volume	\$3,257,261,724	15.3	5.4	40.5	85.5	103.7	135.2
New Listings	11,472	9.1	-7.0	-7.0	-13.9	-10.8	0.0
Active Listings ³	1,668	12.5	-2.6	-37.6	-53.4	-53.2	-49.4
Sales to New Listings Ratio ⁴	69.6	73.3	75.9	67.7	51.8	51.6	56.3
Months of Inventory ⁵	1.9	1.7	1.6	2.9	4.7	4.8	4.6
Average Price	\$407,923	11.3	23.6	46.8	60.2	69.4	90.2

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

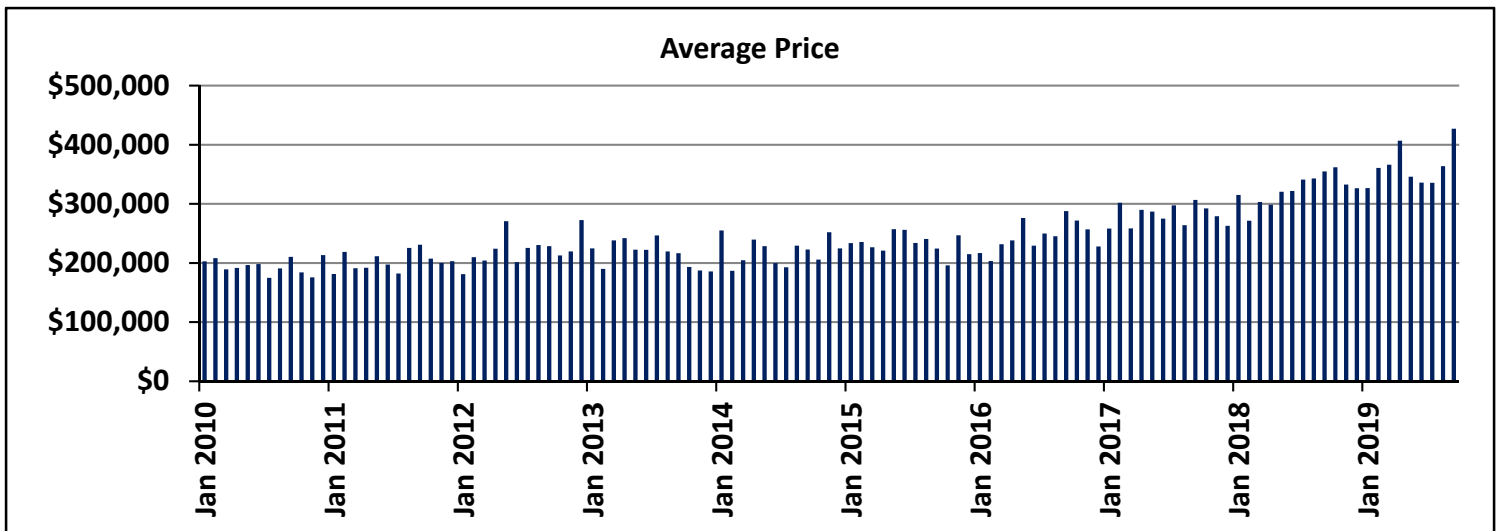
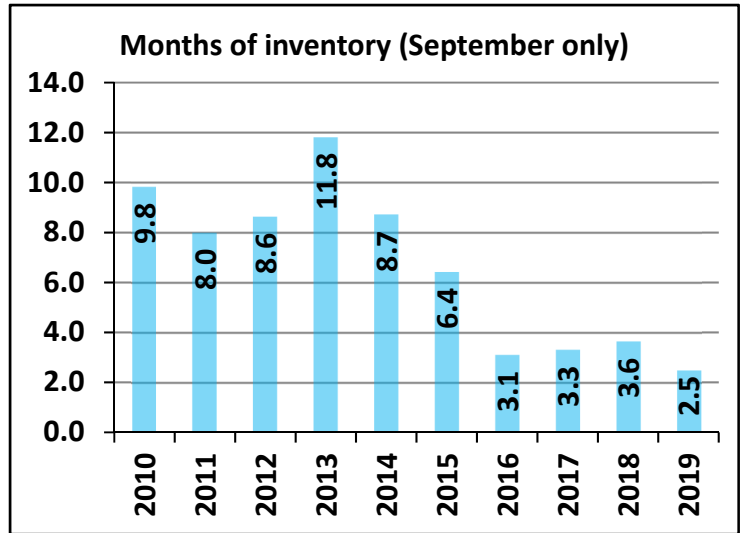
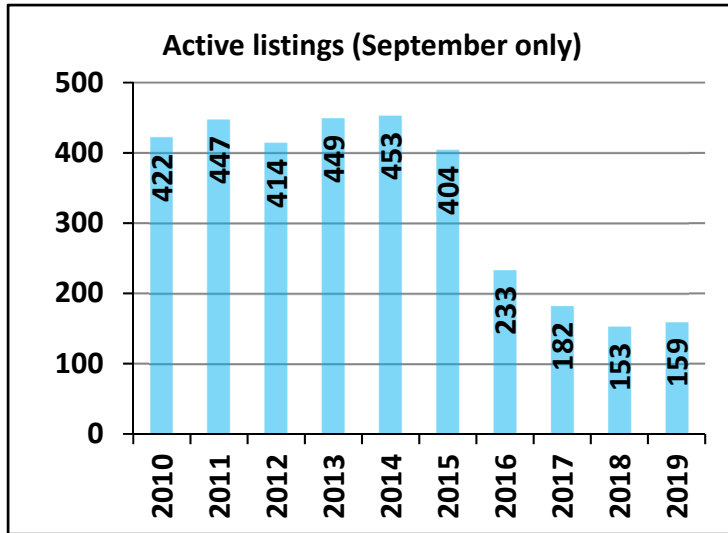
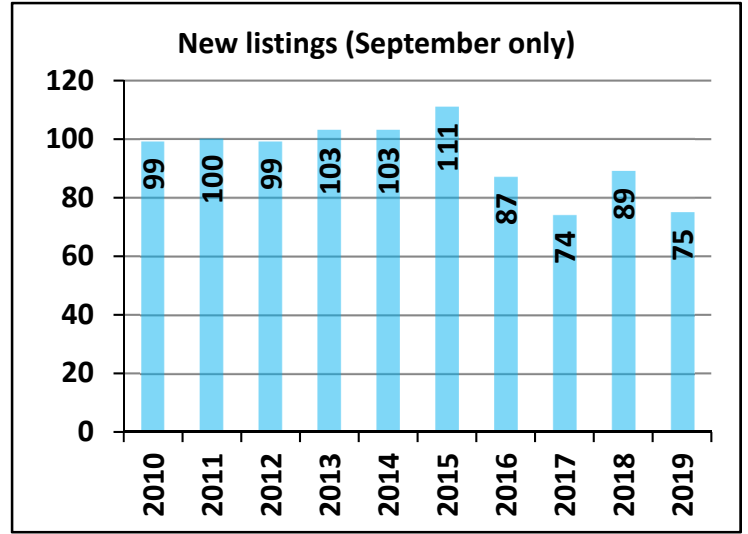
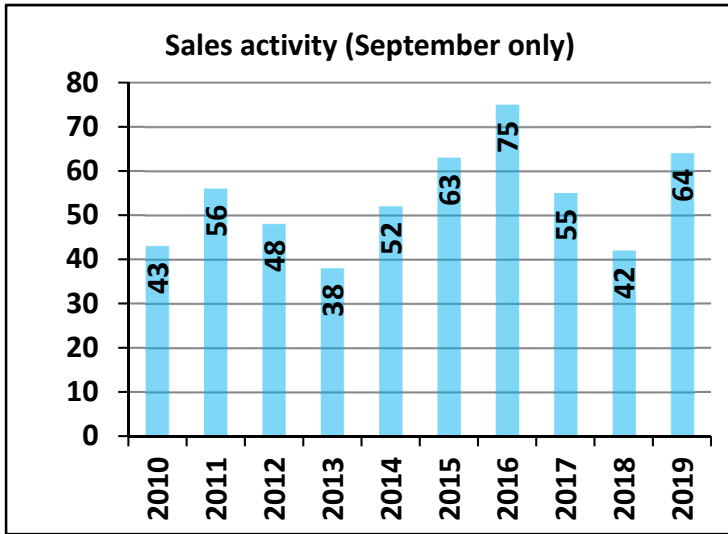
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

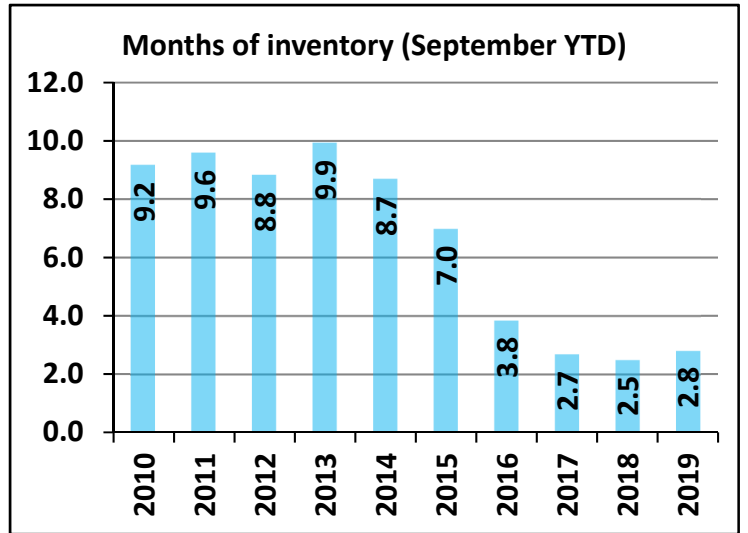
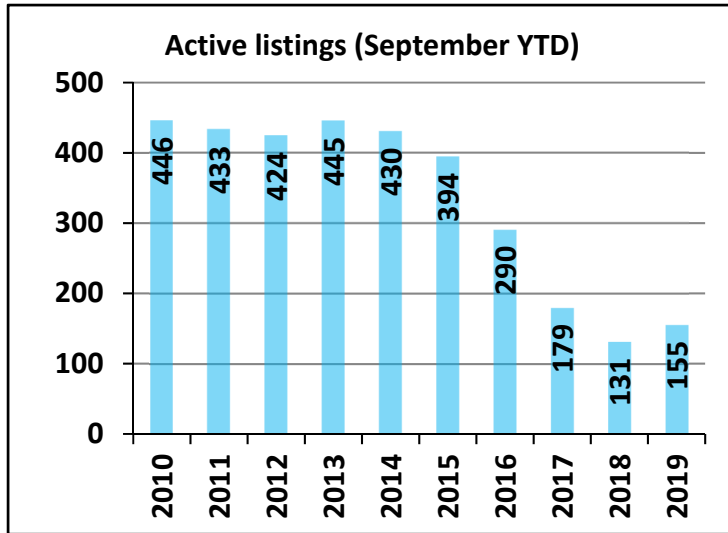
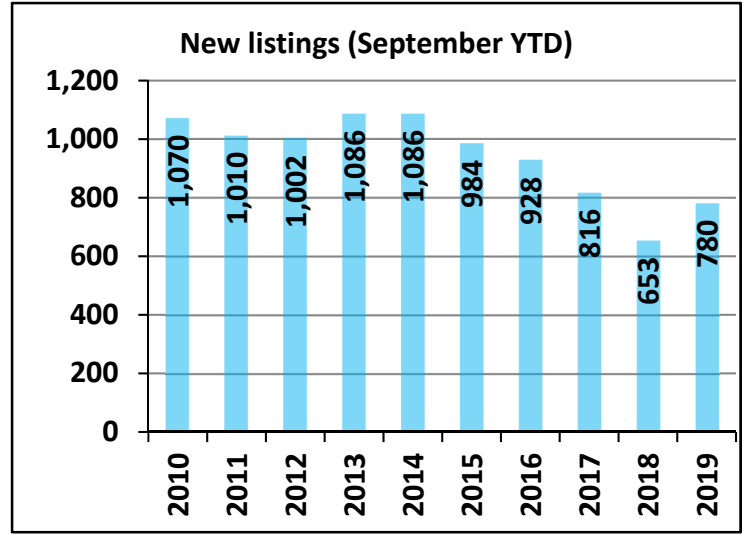
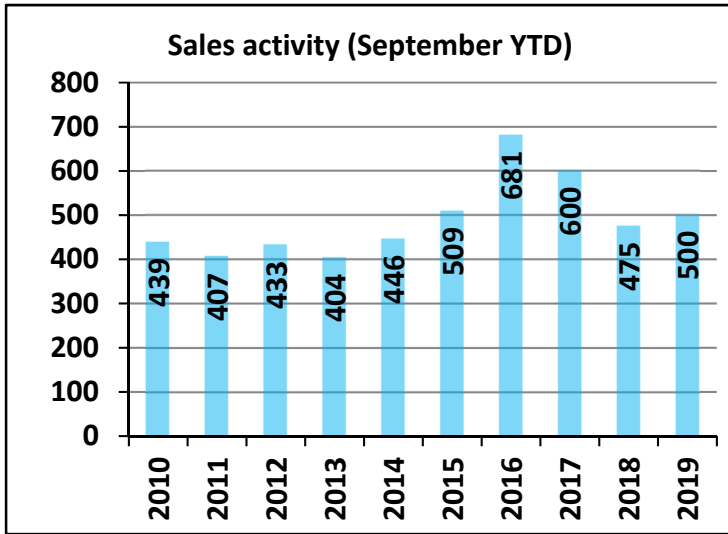
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	64	52.4	16.4	-14.7	23.1	33.3	18.5
Dollar Volume	\$27,327,500	83.4	62.1	26.7	135.9	149.4	107.7
New Listings	75	-15.7	1.4	-13.8	-27.2	-24.2	-33.6
Active Listings	159	3.9	-12.6	-31.8	-64.9	-61.6	-65.4
Sales to New Listings Ratio ¹	85.3	47.2	74.3	86.2	50.5	48.5	47.8
Months of Inventory ²	2.5	3.6	3.3	3.1	8.7	8.6	8.5
Average Price	\$426,992	20.4	39.3	48.5	91.7	87.0	75.3

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	500	5.3	-16.7	-26.6	12.1	15.5	17.4
Dollar Volume	\$182,196,098	20.0	7.7	9.4	89.1	89.6	115.8
New Listings	780	19.4	-4.4	-15.9	-28.2	-22.2	-28.5
Active Listings ³	155	18.3	-13.4	-46.6	-64.0	-63.4	-67.4
Sales to New Listings Ratio ⁴	64.1	72.7	73.5	73.4	41.1	43.2	39.0
Months of Inventory ⁵	2.8	2.5	2.7	3.8	8.7	8.8	10.0
Average Price	\$364,392	14.0	29.2	49.1	68.6	64.2	83.8

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

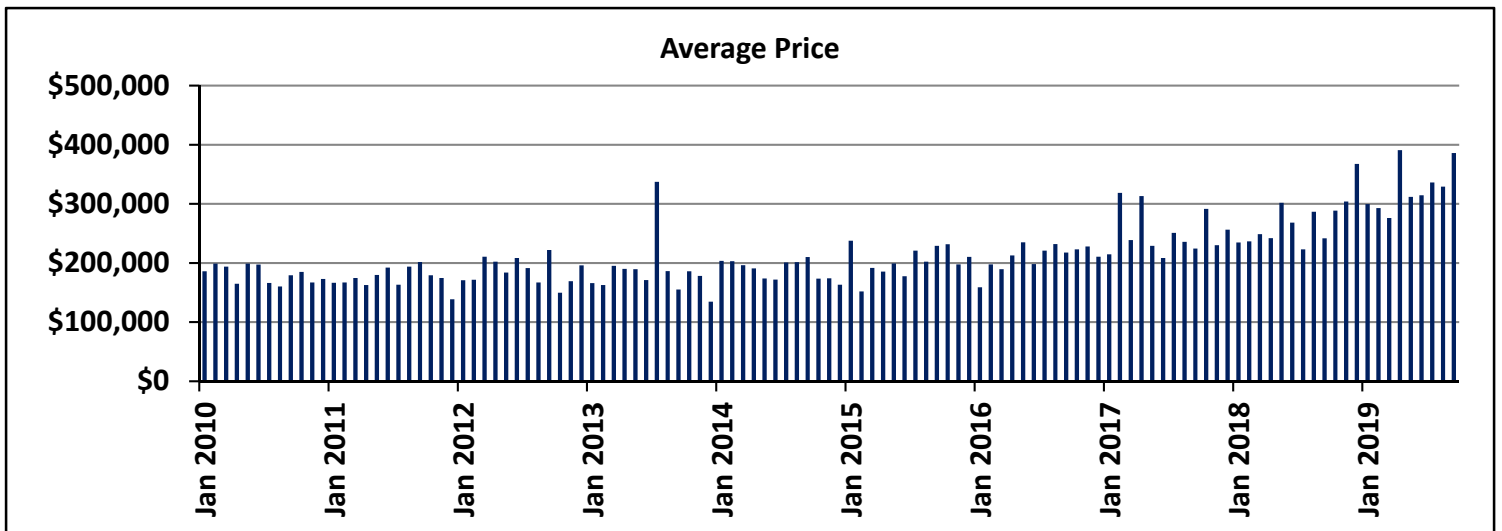
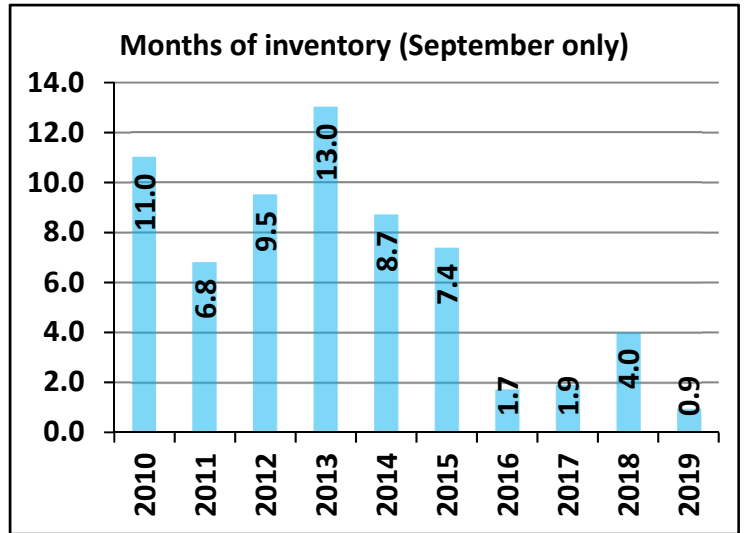
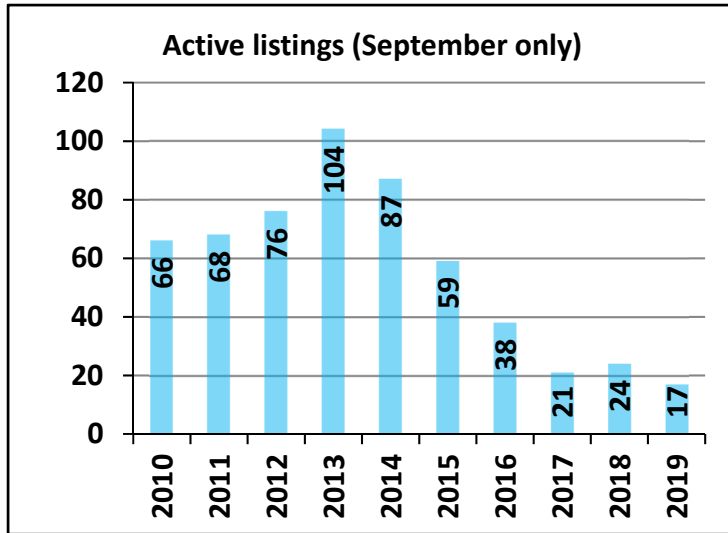
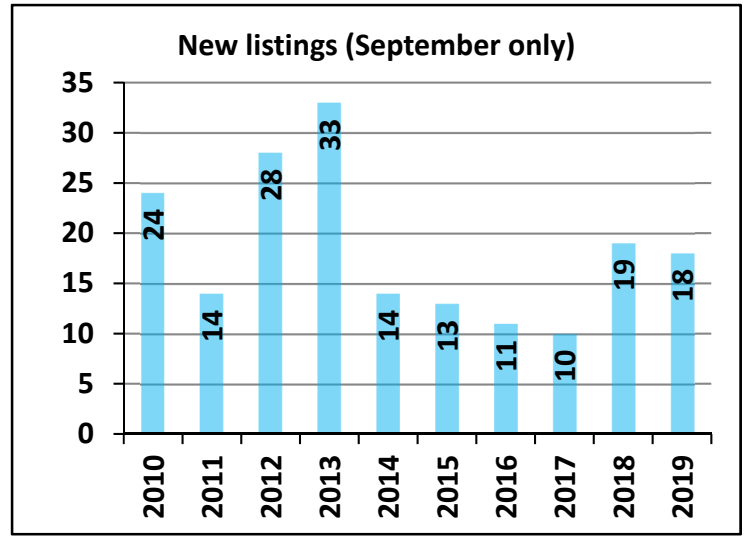
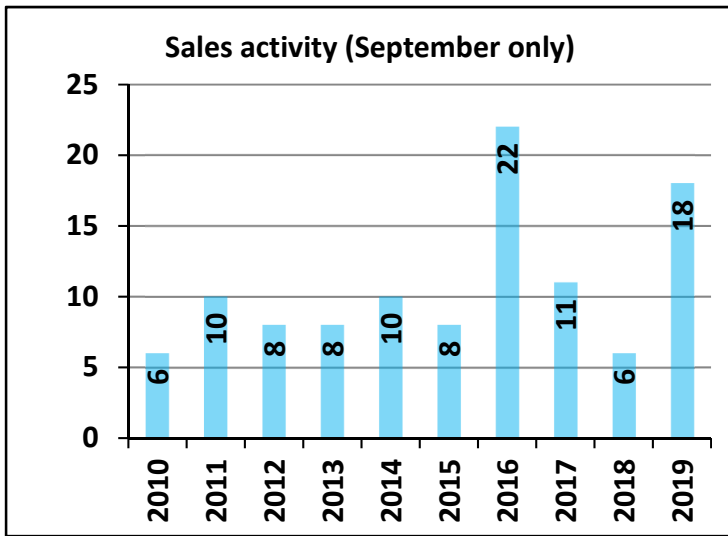
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

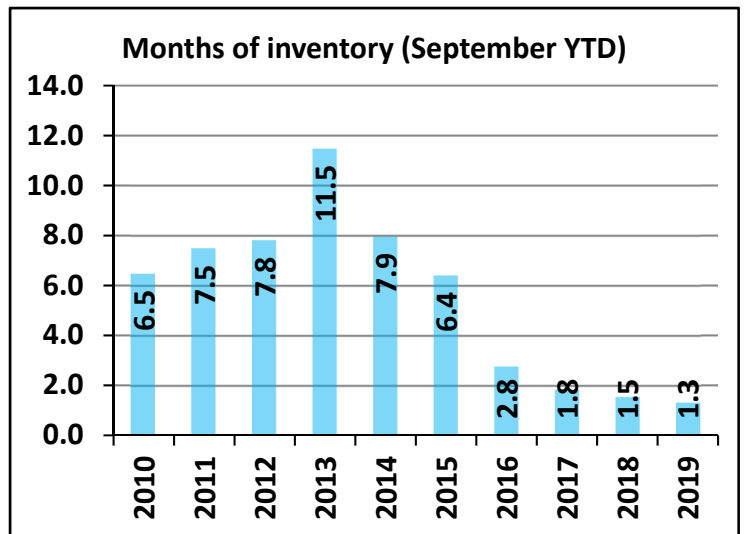
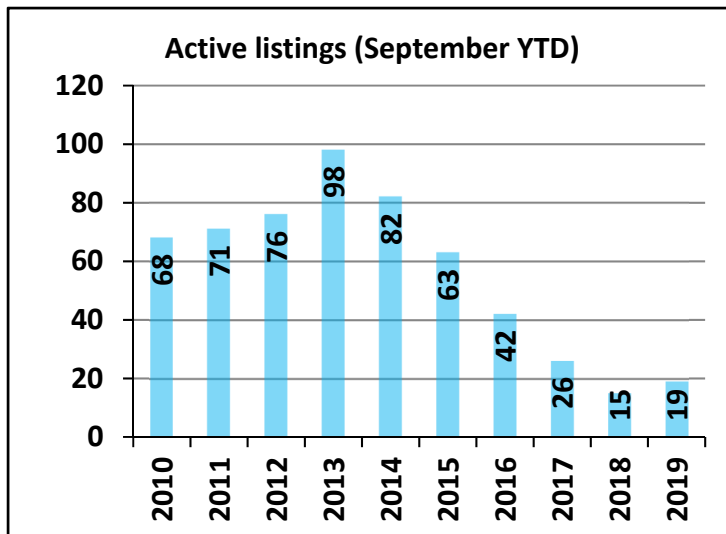
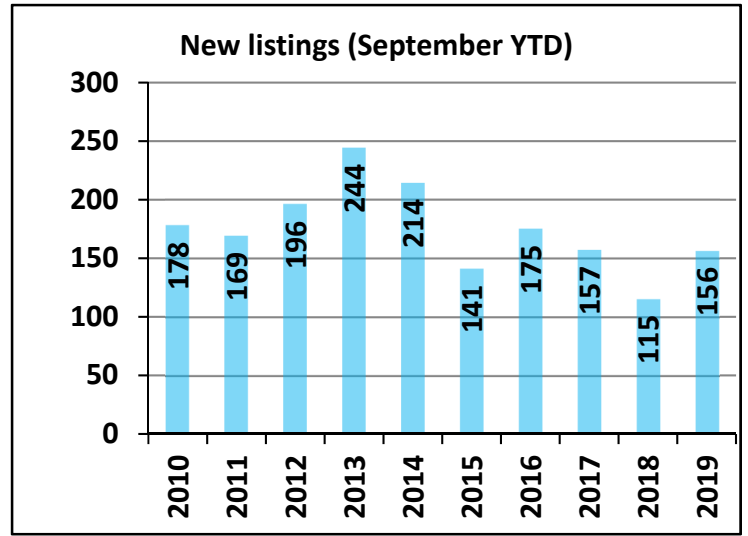
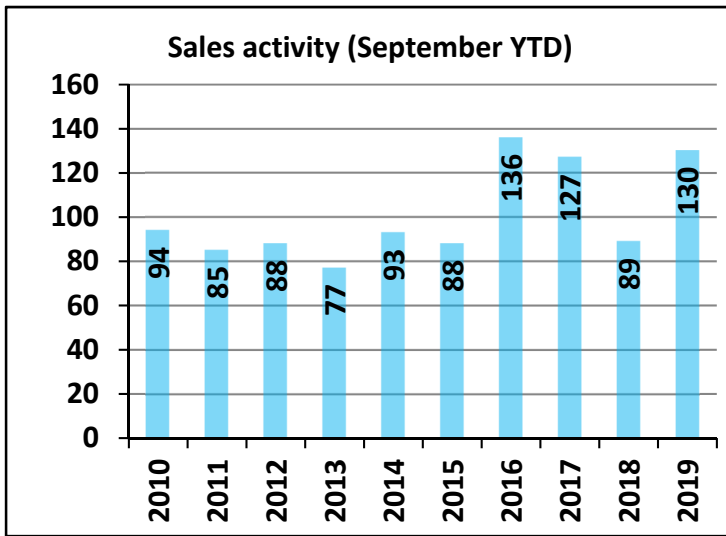
Aylmer

Residential Market Activity



Aylmer

Residential Market Activity



Aylmer

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	18	200.0	63.6	-18.2	80.0	125.0	260.0
Dollar Volume	\$6,944,500	379.0	181.4	45.1	230.9	291.5	729.7
New Listings	18	-5.3	80.0	63.6	28.6	-35.7	12.5
Active Listings	17	-29.2	-19.0	-55.3	-80.5	-77.6	-79.0
Sales to New Listings Ratio ¹	100.0	31.6	110.0	200.0	71.4	28.6	31.3
Months of Inventory ²	0.9	4.0	1.9	1.7	8.7	9.5	16.2
Average Price	\$385,806	59.7	72.0	77.4	83.8	74.0	130.5

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	130	46.1	2.4	-4.4	39.8	47.7	80.6
Dollar Volume	\$43,282,600	90.8	37.6	52.9	141.9	153.9	227.7
New Listings	156	35.7	-0.6	-10.9	-27.1	-20.4	-15.2
Active Listings ³	19	26.7	-26.9	-54.8	-76.8	-75.0	-77.4
Sales to New Listings Ratio ⁴	83.3	77.4	80.9	77.7	43.5	44.9	39.1
Months of Inventory ⁵	1.3	1.5	1.8	2.8	7.9	7.8	10.5
Average Price	\$332,943	30.6	34.4	59.9	73.1	71.9	81.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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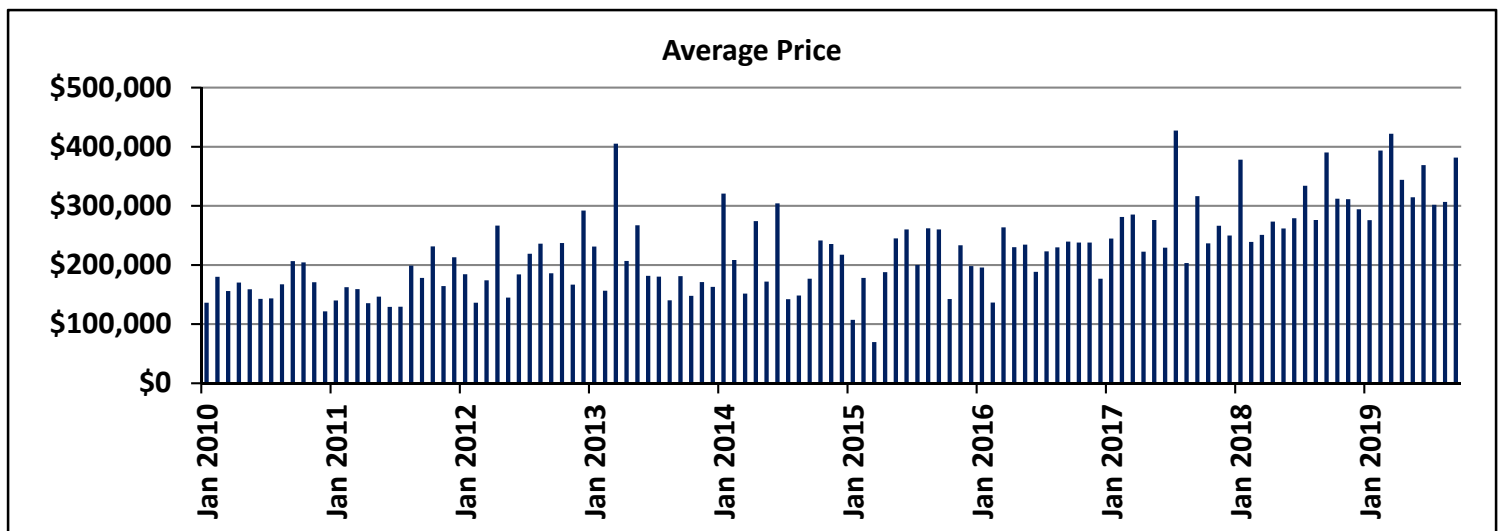
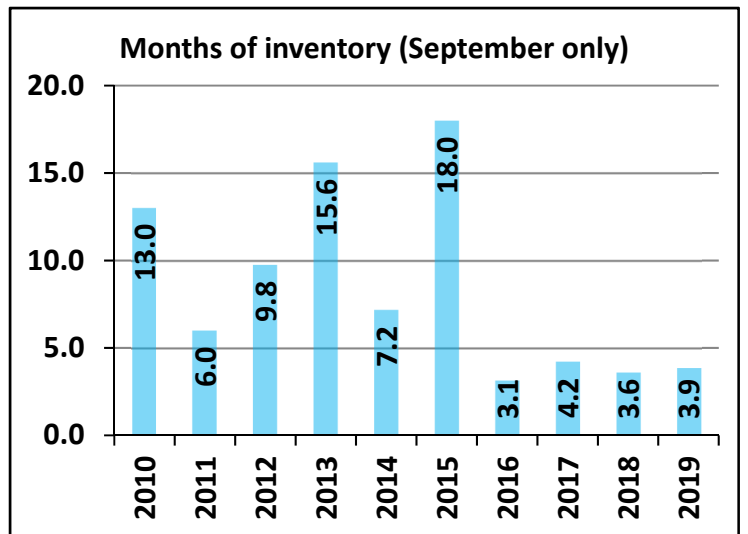
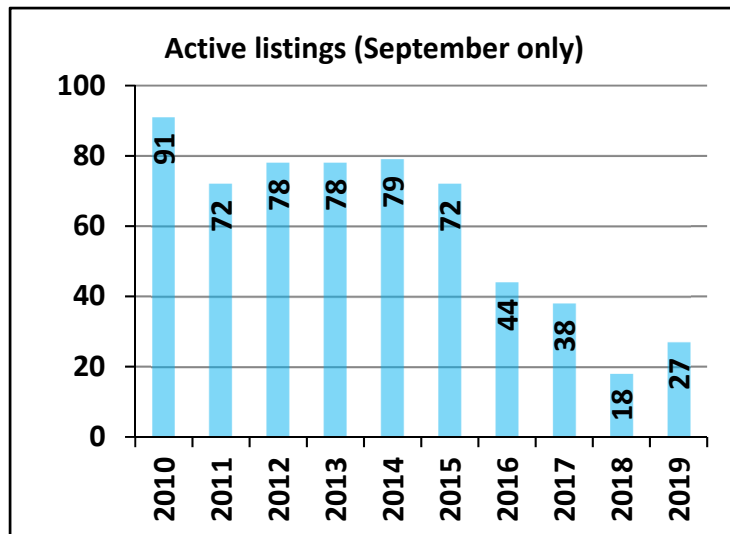
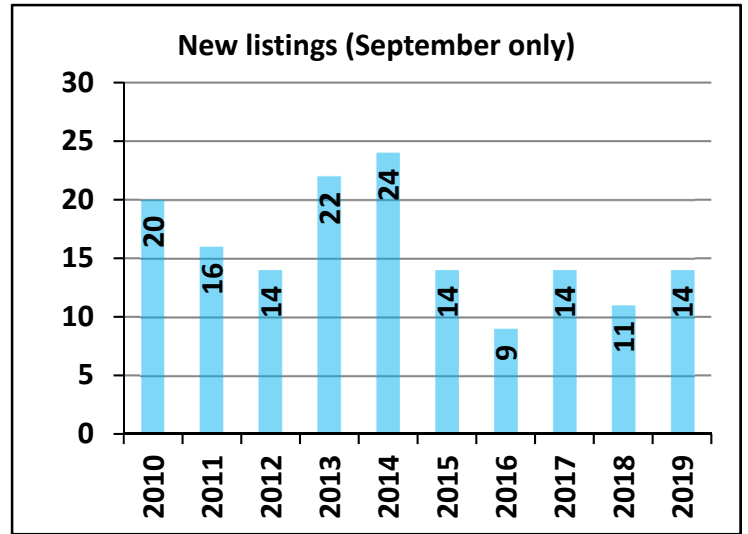
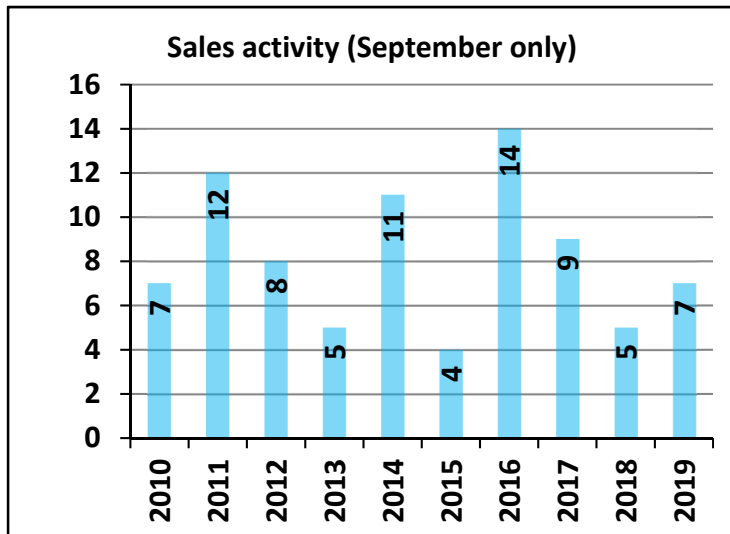
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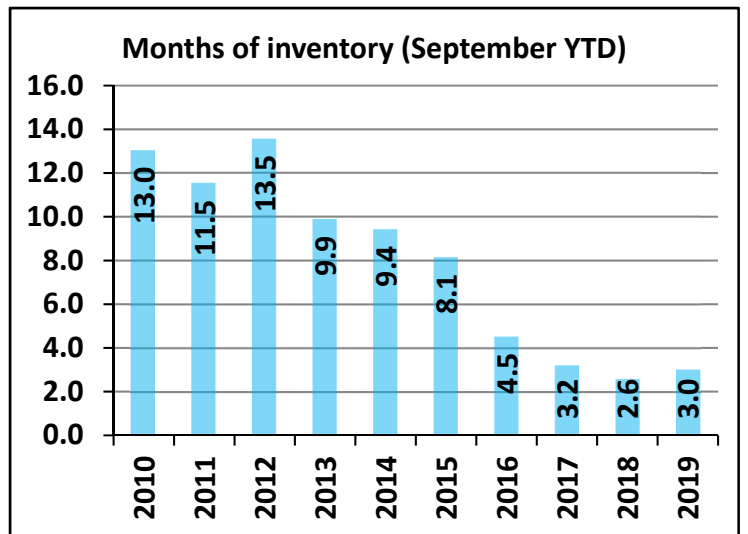
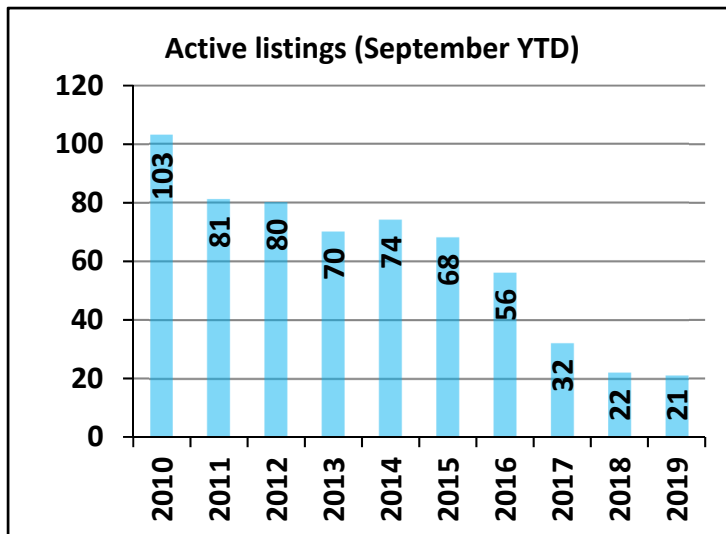
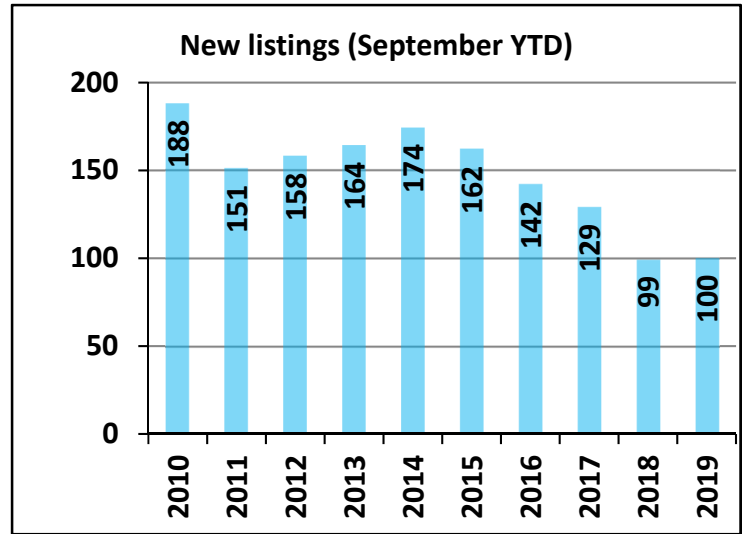
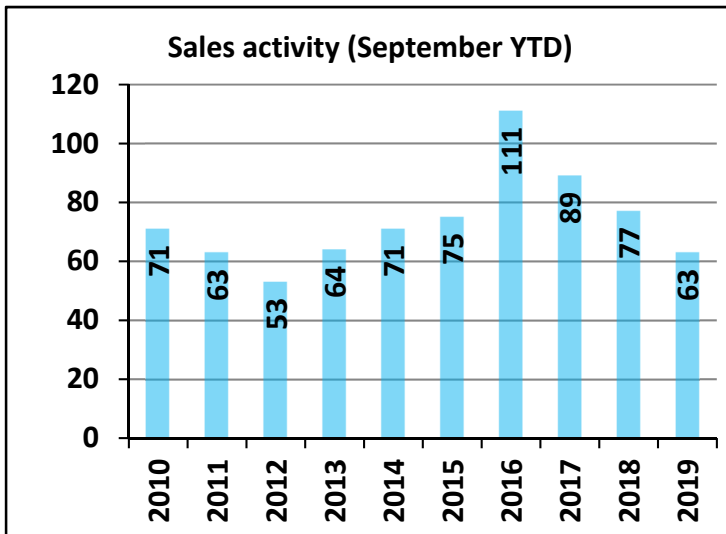
Bayham (Muni)

Residential Market Activity



Bayham (Muni)

Residential Market Activity



Bayham (Muni)

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	7	40.0	-22.2	-50.0	-36.4	-12.5	-53.3
Dollar Volume	\$2,669,800	36.9	-6.2	-20.3	37.3	79.7	-40.4
New Listings	14	27.3	0.0	55.6	-41.7	0.0	-22.2
Active Listings	27	50.0	-28.9	-38.6	-65.8	-65.4	-76.9
Sales to New Listings Ratio ¹	50.0	45.5	64.3	155.6	45.8	57.1	83.3
Months of Inventory ²	3.9	3.6	4.2	3.1	7.2	9.8	7.8
Average Price	\$381,400	-2.2	20.6	59.4	115.8	105.3	27.7

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	63	-18.2	-29.2	-43.2	-11.3	18.9	-29.2
Dollar Volume	\$21,303,550	-3.4	-13.8	-13.4	56.8	111.5	17.2
New Listings	100	1.0	-22.5	-29.6	-42.5	-36.7	-54.3
Active Listings ³	21	-4.5	-34.4	-62.5	-71.6	-73.8	-82.6
Sales to New Listings Ratio ⁴	63.0	77.8	69.0	78.2	40.8	33.5	40.6
Months of Inventory ⁵	3.0	2.6	3.2	4.5	9.4	13.5	12.3
Average Price	\$338,152	18.0	21.8	52.6	76.7	77.9	65.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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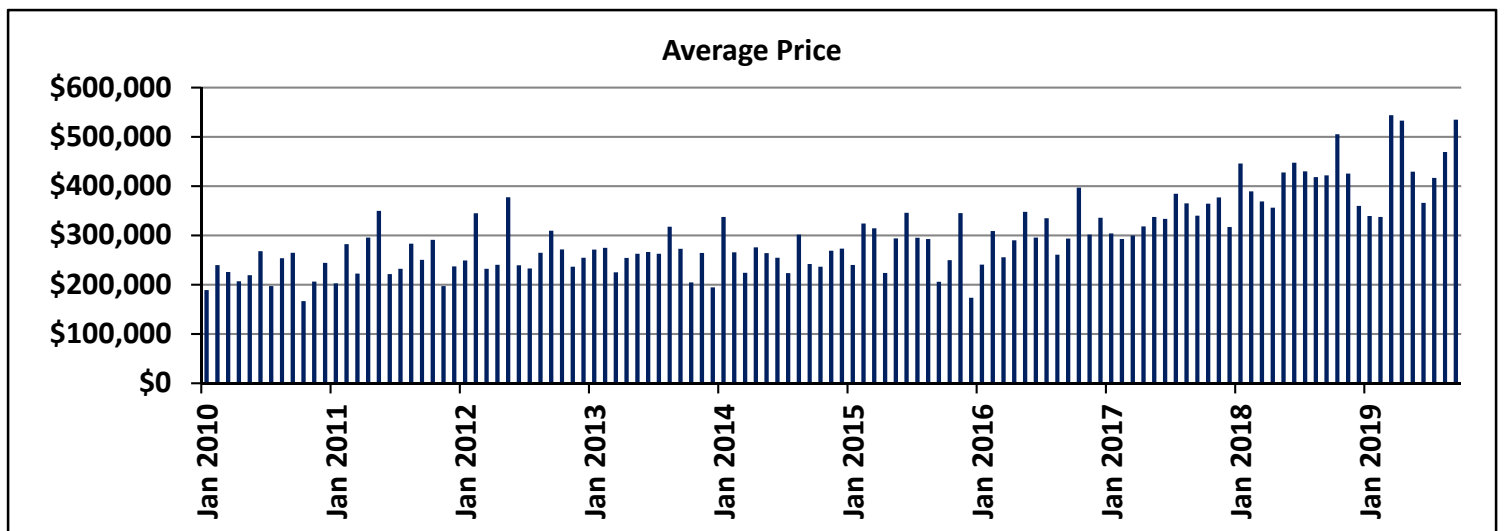
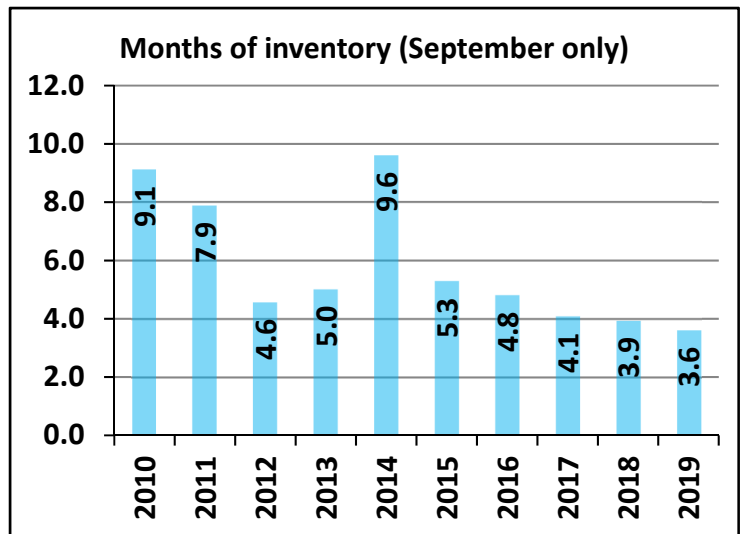
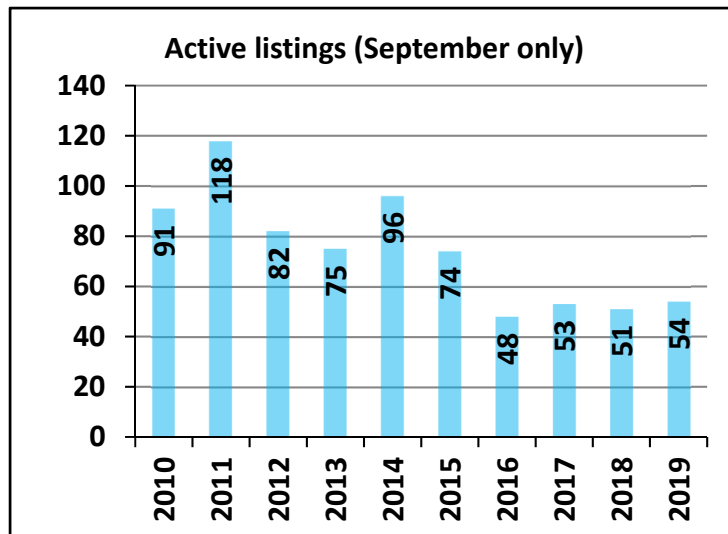
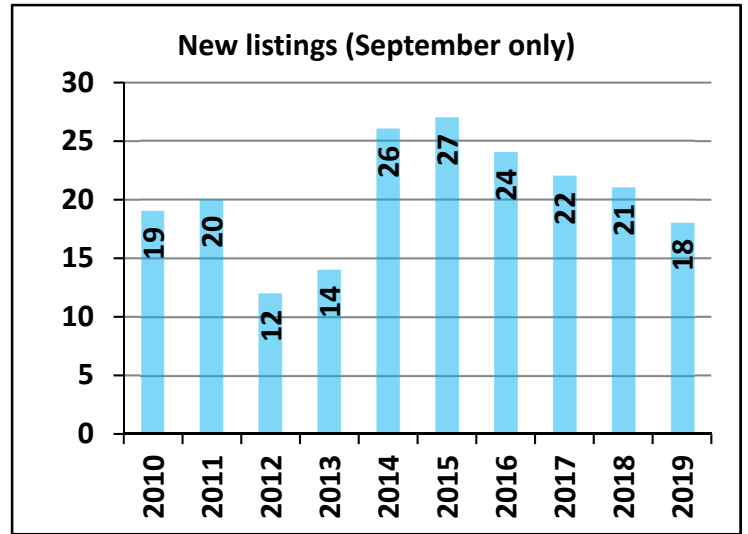
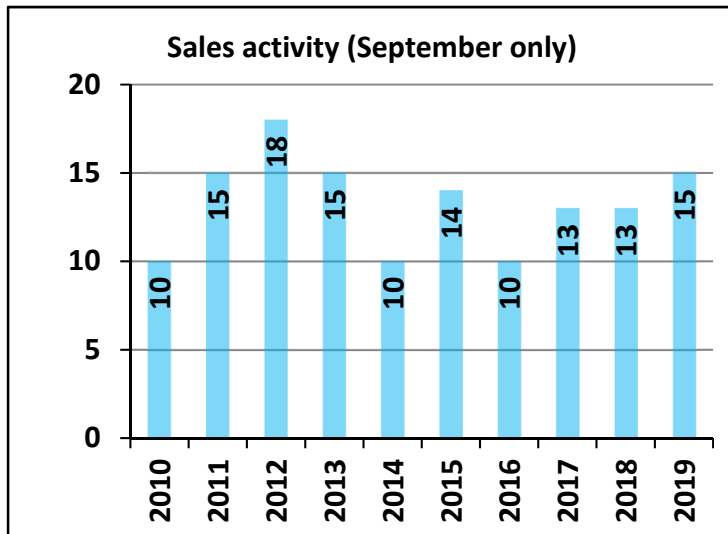
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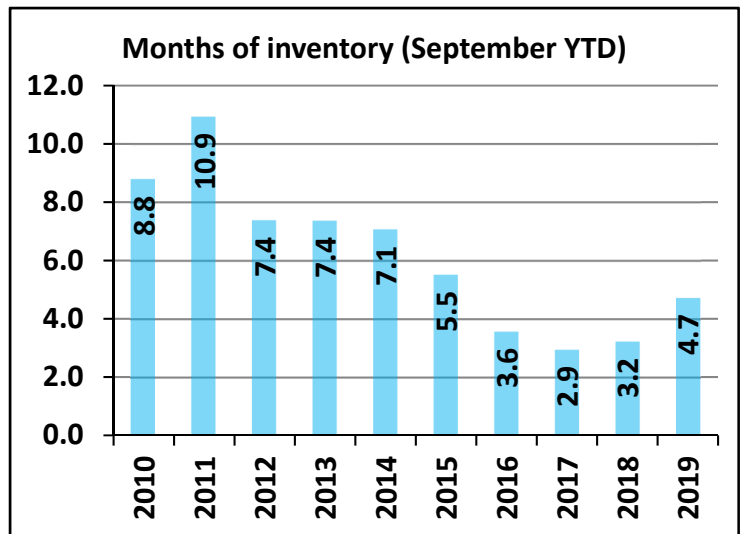
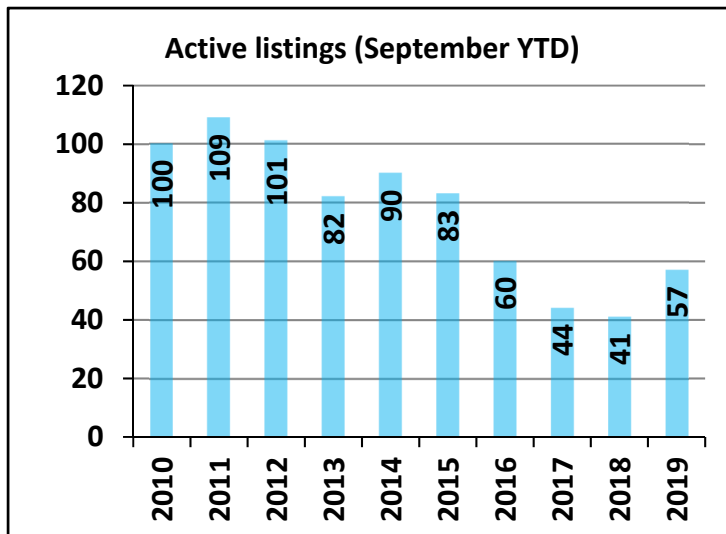
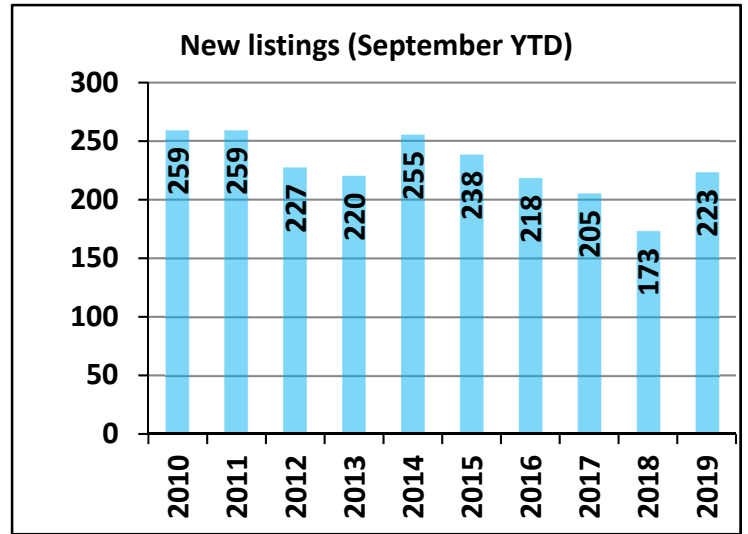
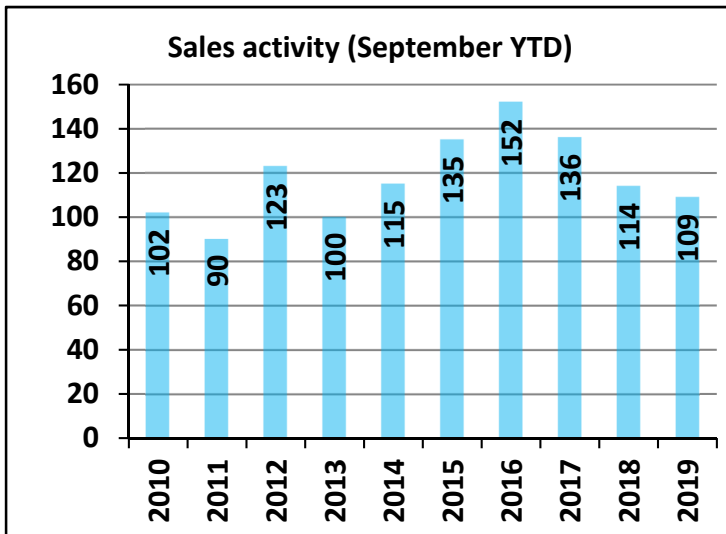
Central Elgin (Muni)

Residential Market Activity



Central Elgin (Muni)

Residential Market Activity



Central Elgin (Muni)

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	15	15.4	15.4	50.0	50.0	-16.7	-28.6
Dollar Volume	\$8,022,400	46.4	81.5	173.4	231.6	44.0	42.8
New Listings	18	-14.3	-18.2	-25.0	-30.8	50.0	-53.8
Active Listings	54	5.9	1.9	12.5	-43.8	-34.1	-41.9
Sales to New Listings Ratio ¹	83.3	61.9	59.1	41.7	38.5	150.0	53.8
Months of Inventory ²	3.6	3.9	4.1	4.8	9.6	4.6	4.4
Average Price	\$534,827	26.8	57.3	82.3	121.1	72.8	99.9

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	109	-4.4	-19.9	-28.3	-5.2	-11.4	2.8
Dollar Volume	\$49,812,000	5.9	10.6	10.0	66.7	46.4	105.6
New Listings	223	28.9	8.8	2.3	-12.5	-1.8	-19.5
Active Listings ³	57	39.0	29.5	-5.0	-36.7	-43.6	-43.0
Sales to New Listings Ratio ⁴	48.9	65.9	66.3	69.7	45.1	54.2	38.3
Months of Inventory ⁵	4.7	3.2	2.9	3.6	7.1	7.4	8.5
Average Price	\$456,991	10.8	38.0	53.4	75.9	65.2	99.9

¹ Sales / new listings * 100

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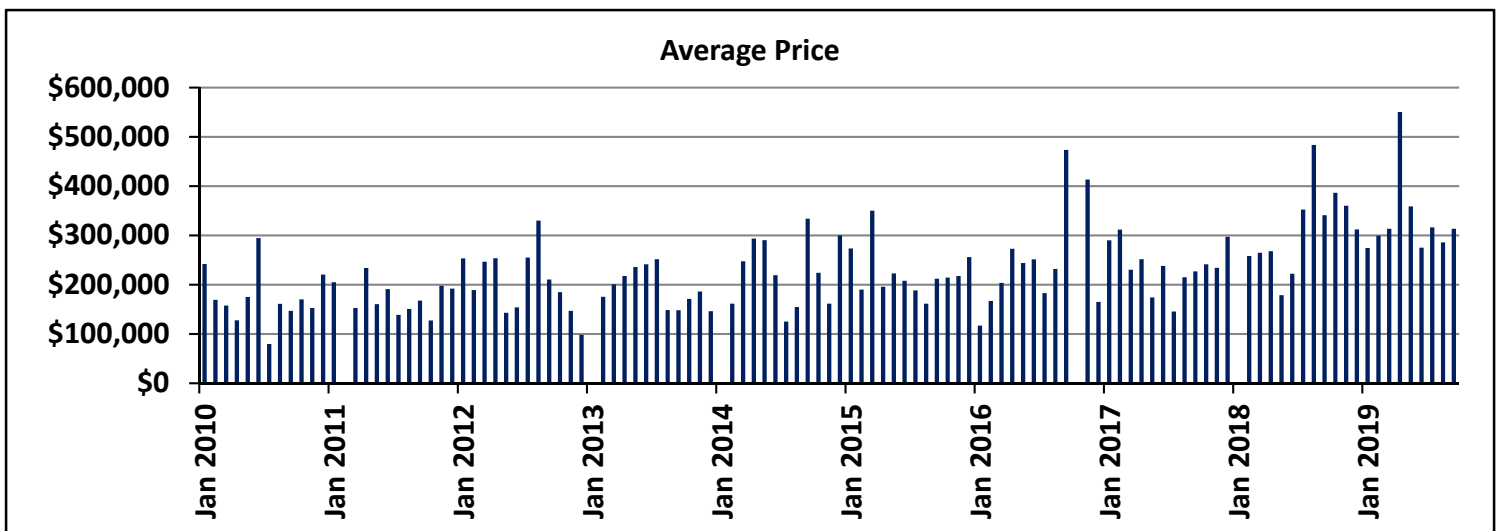
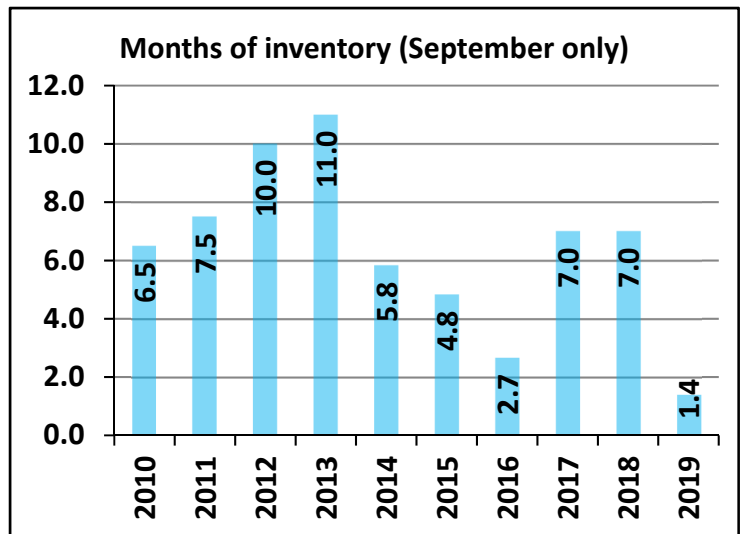
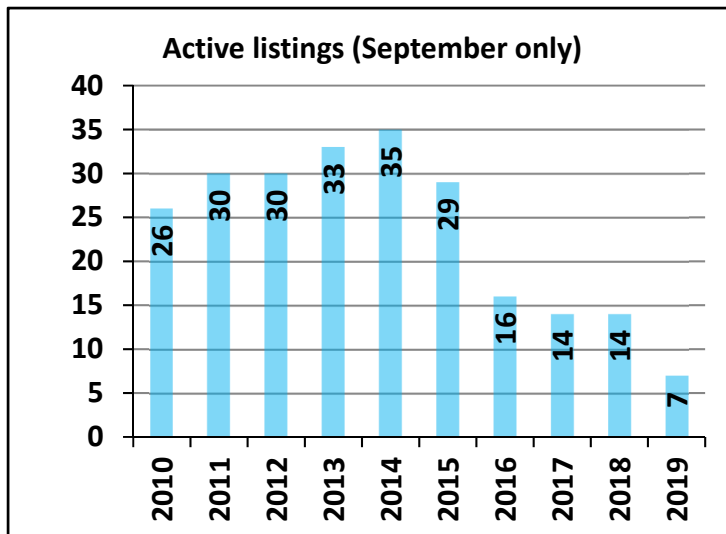
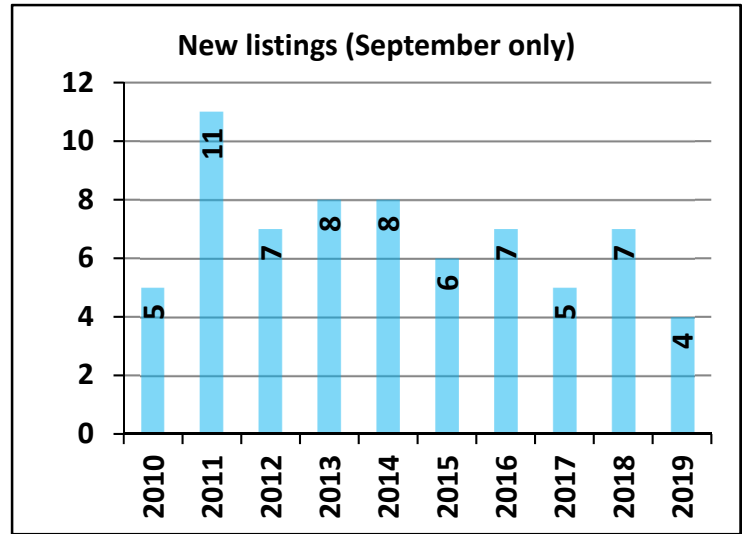
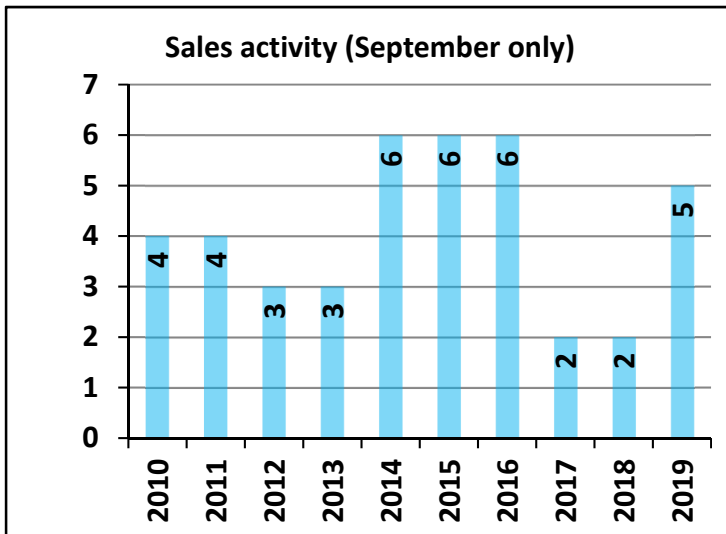
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

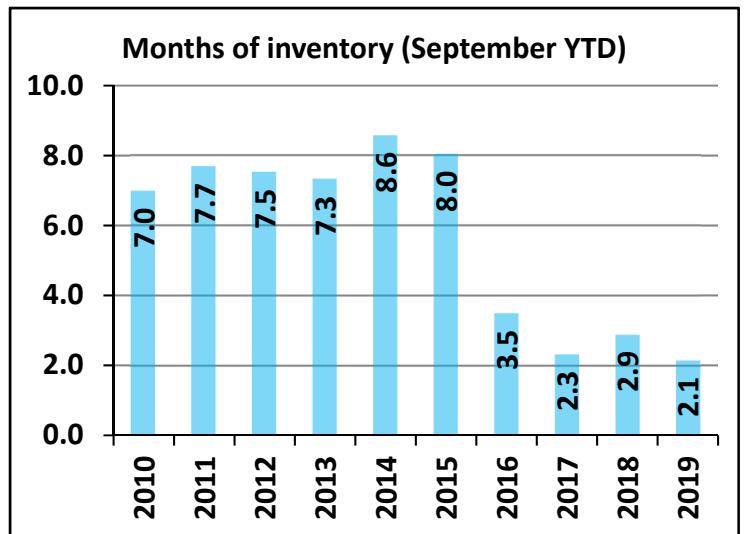
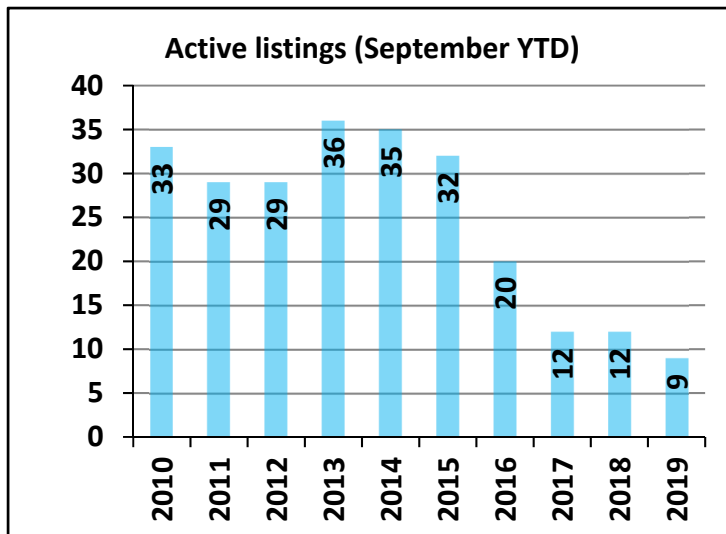
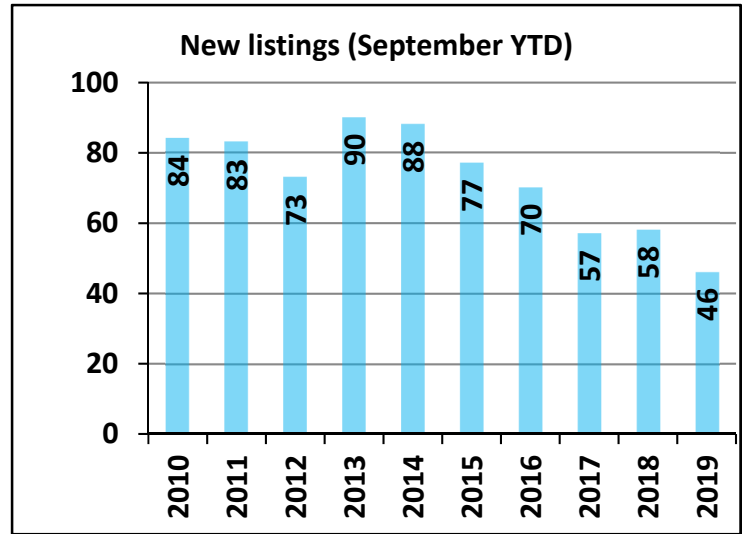
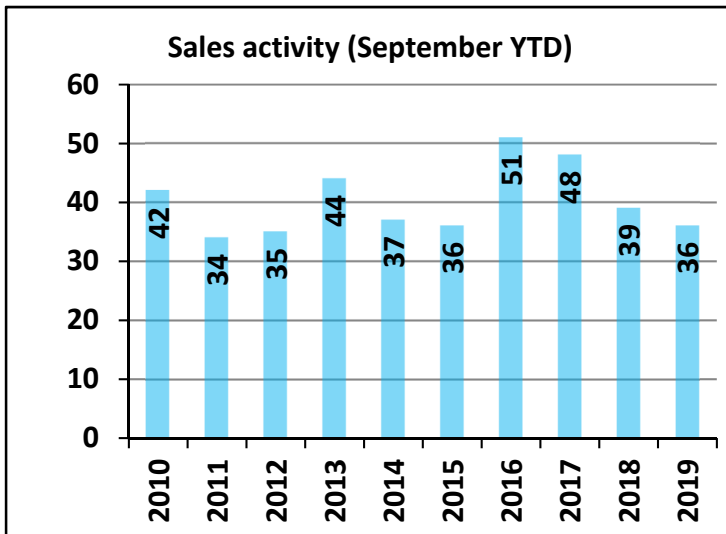
Dutton-Dunwich (Muni)

Residential Market Activity



Dutton-Dunwich (Muni)

Residential Market Activity



Dutton-Dunwich (Muni)

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	5	150.0	150.0	-16.7	-16.7	66.7	150.0
Dollar Volume	\$1,565,900	129.6	245.0	-44.9	-21.8	148.0	469.4
New Listings	4	-42.9	-20.0	-42.9	-50.0	-42.9	-20.0
Active Listings	7	-50.0	-50.0	-56.3	-80.0	-76.7	-74.1
Sales to New Listings Ratio ¹	125.0	28.6	40.0	85.7	75.0	42.9	40.0
Months of Inventory ²	1.4	7.0	7.0	2.7	5.8	10.0	13.5
Average Price	\$313,180	-8.1	38.0	-33.8	-6.1	48.8	127.8

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	36	-7.7	-25.0	-29.4	-2.7	2.9	9.1
Dollar Volume	\$11,411,044	-4.9	2.1	-11.5	25.6	33.5	100.4
New Listings	46	-20.7	-19.3	-34.3	-47.7	-37.0	-34.3
Active Listings ³	9	-25.0	-25.0	-55.0	-74.3	-69.0	-70.0
Sales to New Listings Ratio ⁴	78.3	67.2	84.2	72.9	42.0	47.9	47.1
Months of Inventory ⁵	2.1	2.9	2.3	3.5	8.6	7.5	8.2
Average Price	\$316,973	3.0	36.1	25.4	29.0	29.8	83.7

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

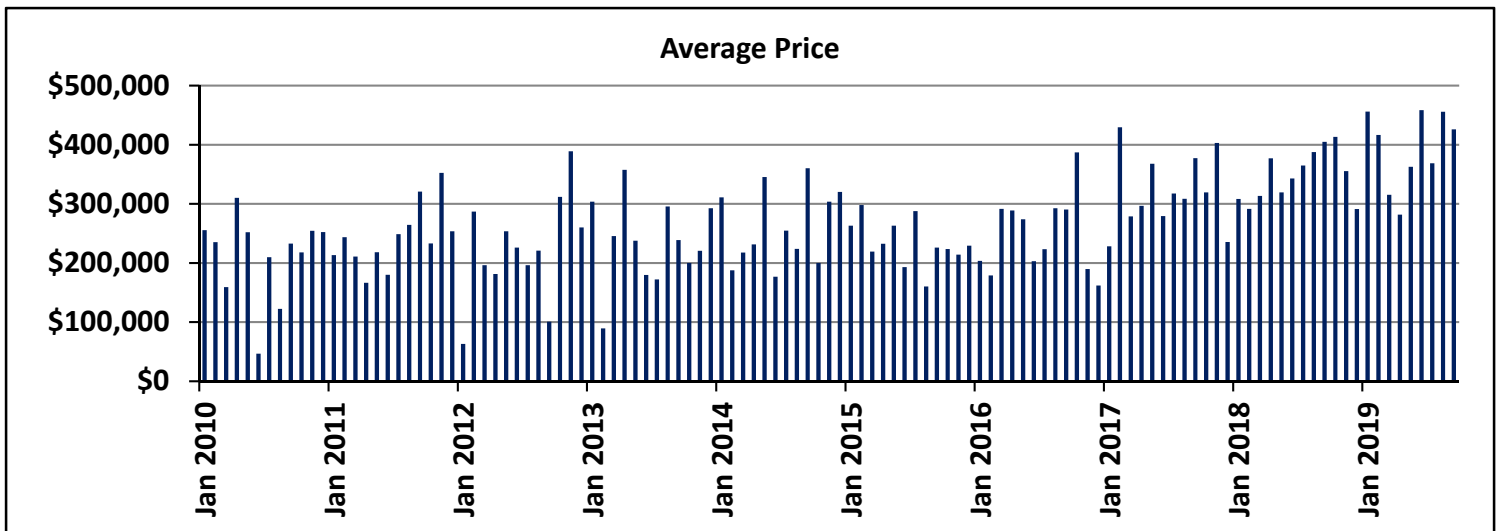
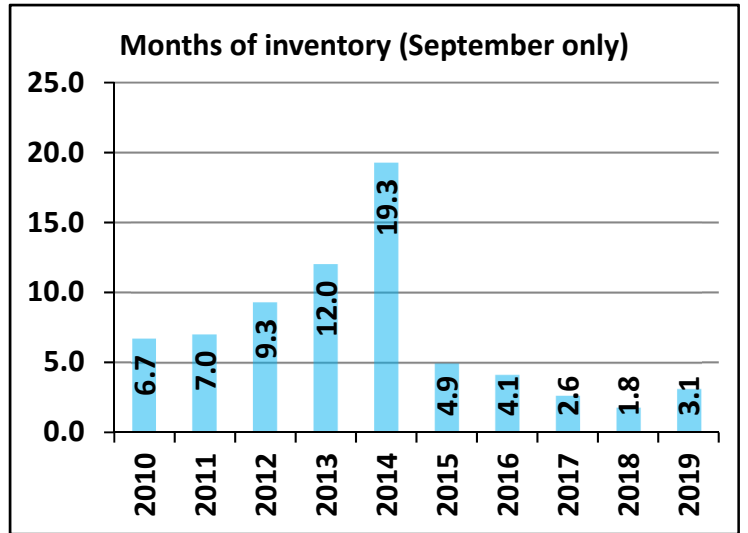
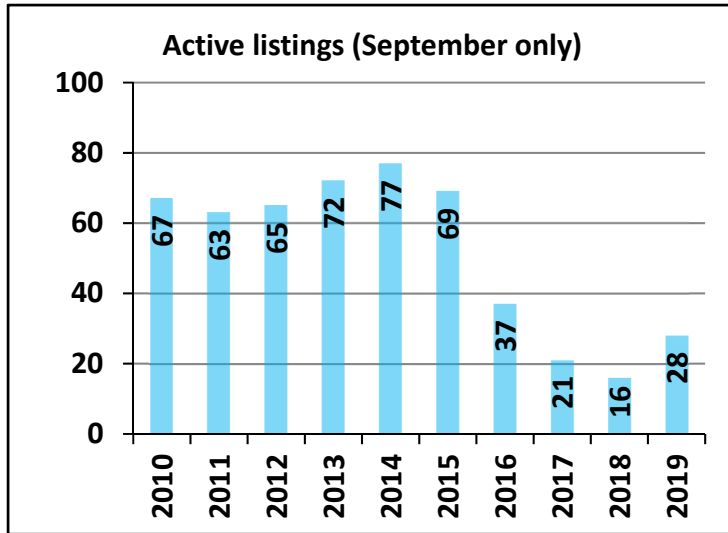
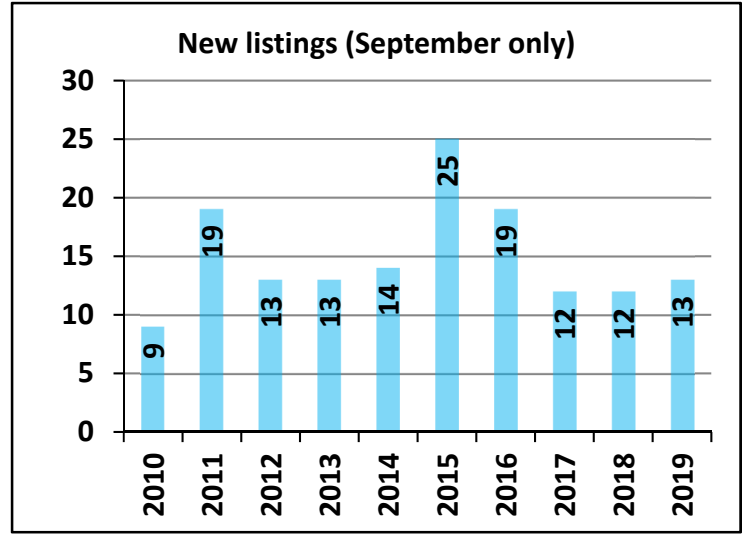
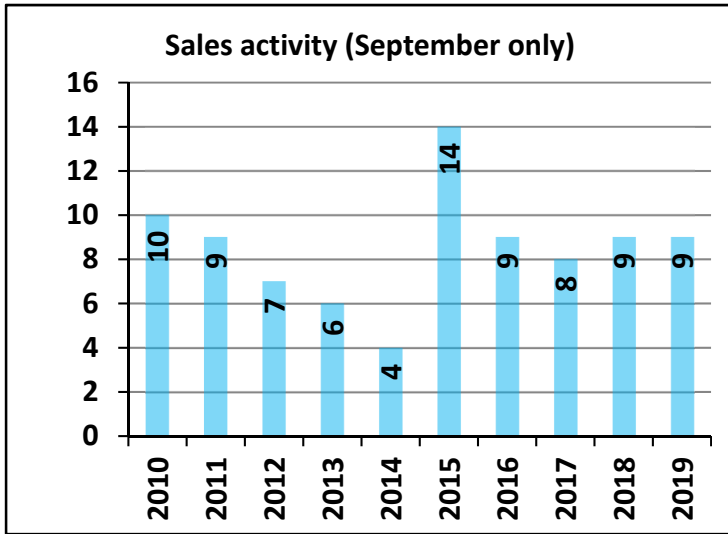
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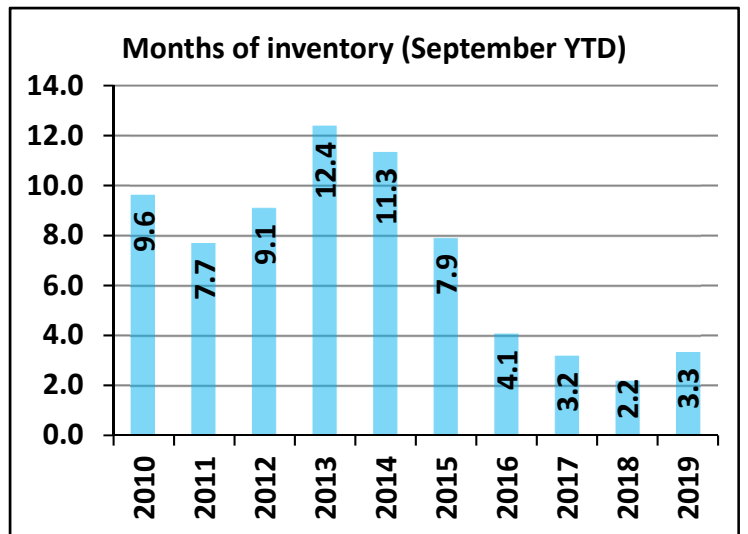
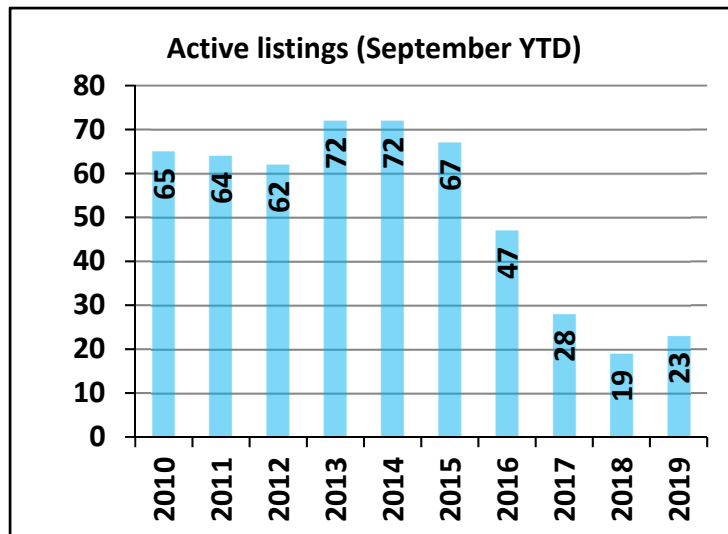
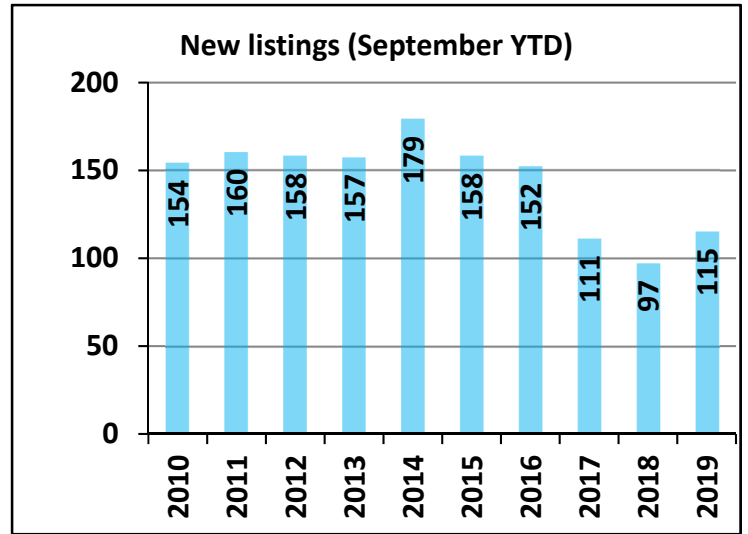
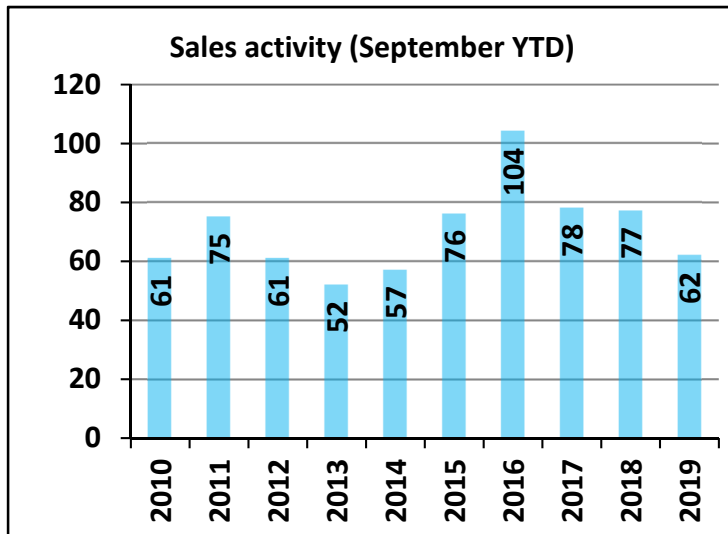
Malahide Twp

Residential Market Activity



Malahide Twp

Residential Market Activity



Malahide Twp

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	9	0.0	12.5	0.0	125.0	28.6	125.0
Dollar Volume	\$3,831,900	5.2	27.0	46.6	166.1	443.7	506.8
New Listings	13	8.3	8.3	-31.6	-7.1	0.0	-27.8
Active Listings	28	75.0	33.3	-24.3	-63.6	-56.9	-58.8
Sales to New Listings Ratio ¹	69.2	75.0	66.7	47.4	28.6	53.8	22.2
Months of Inventory ²	3.1	1.8	2.6	4.1	19.3	9.3	17.0
Average Price	\$425,767	5.2	12.9	46.6	18.3	322.9	169.7

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	62	-19.5	-20.5	-40.4	8.8	1.6	12.7
Dollar Volume	\$23,989,577	-10.3	-3.3	-8.2	73.2	98.3	112.4
New Listings	115	18.6	3.6	-24.3	-35.8	-27.2	-30.7
Active Listings ³	23	21.1	-17.9	-51.1	-68.1	-62.9	-66.7
Sales to New Listings Ratio ⁴	53.9	79.4	70.3	68.4	31.8	38.6	33.1
Months of Inventory ⁵	3.3	2.2	3.2	4.1	11.3	9.1	11.3
Average Price	\$386,929	11.4	21.7	54.0	59.2	95.1	88.4

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

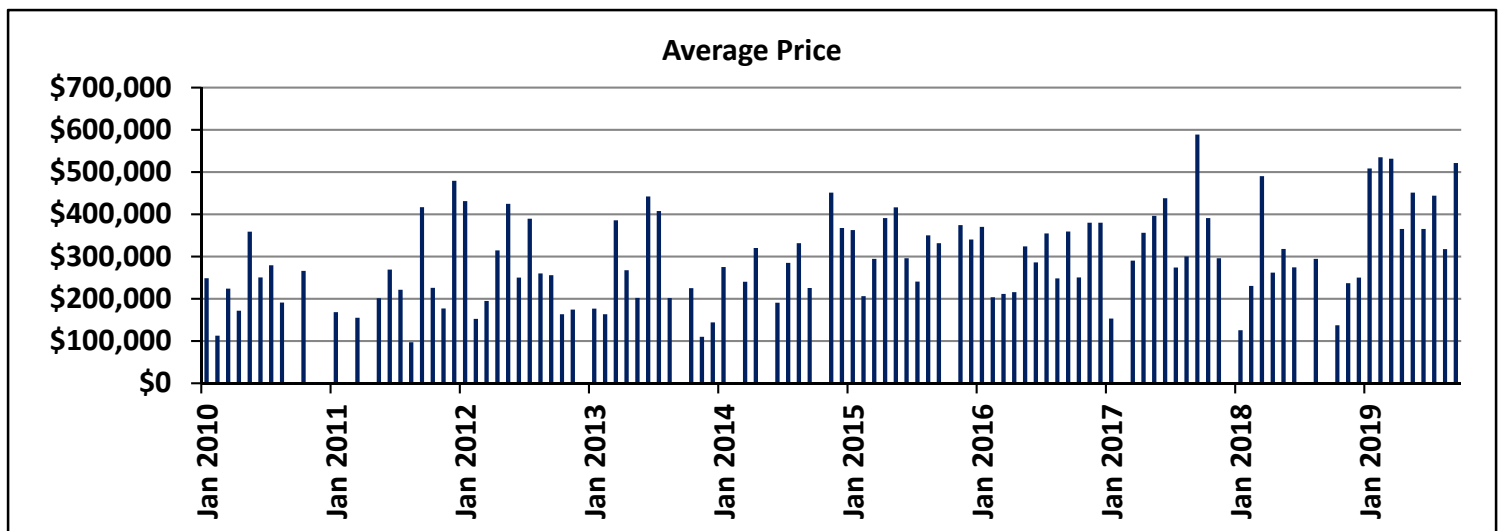
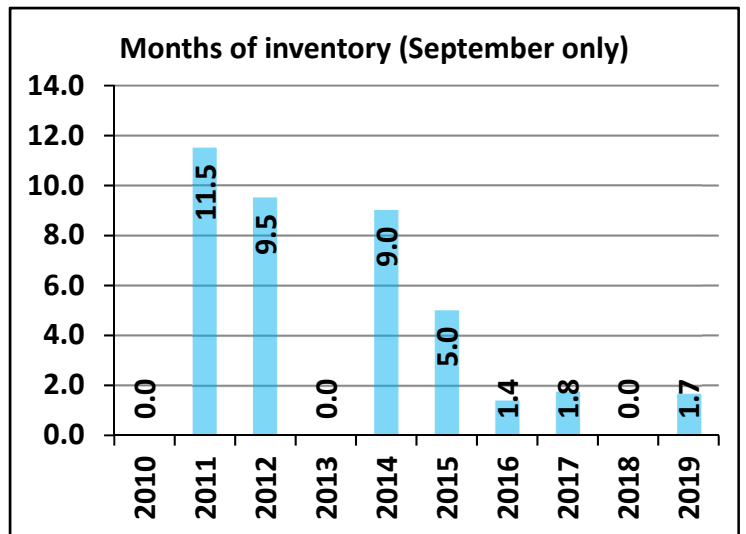
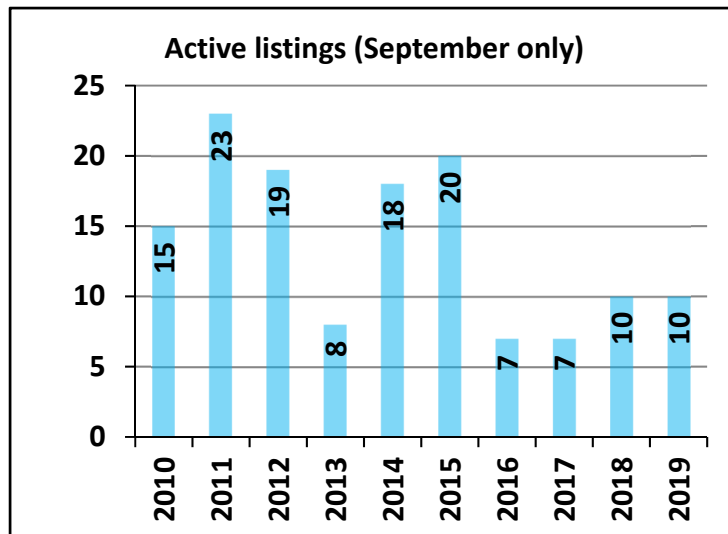
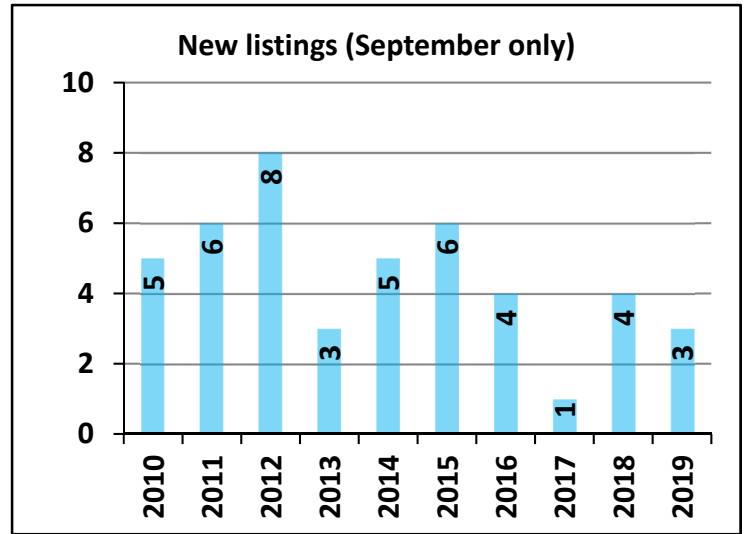
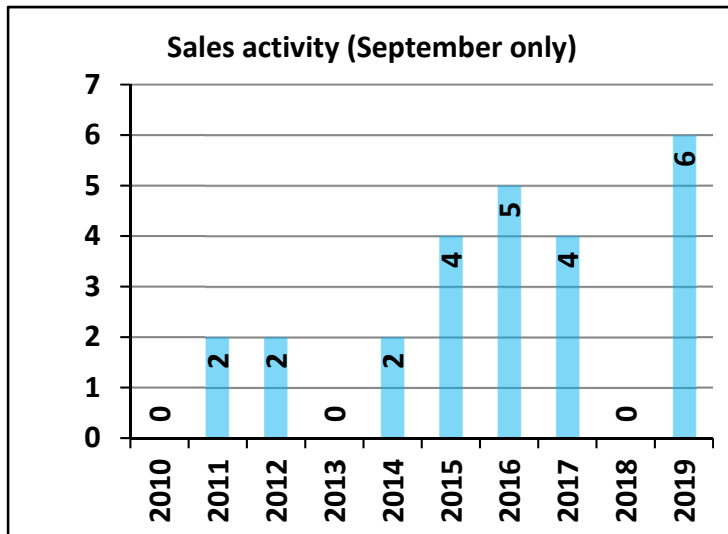
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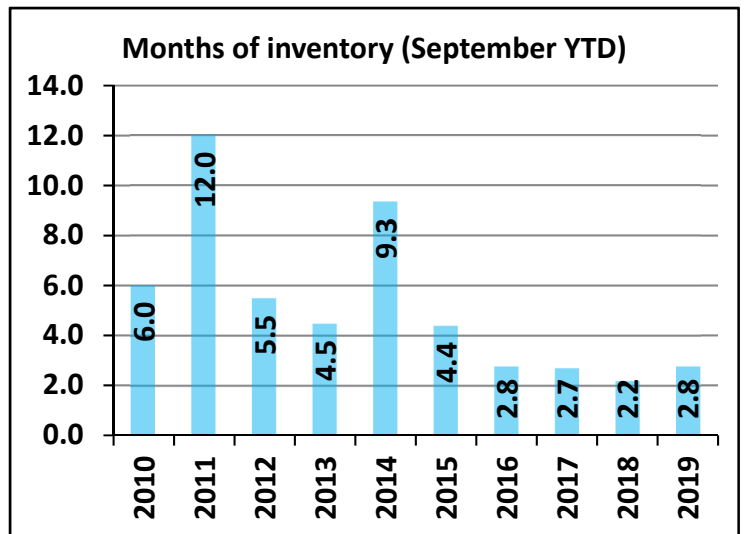
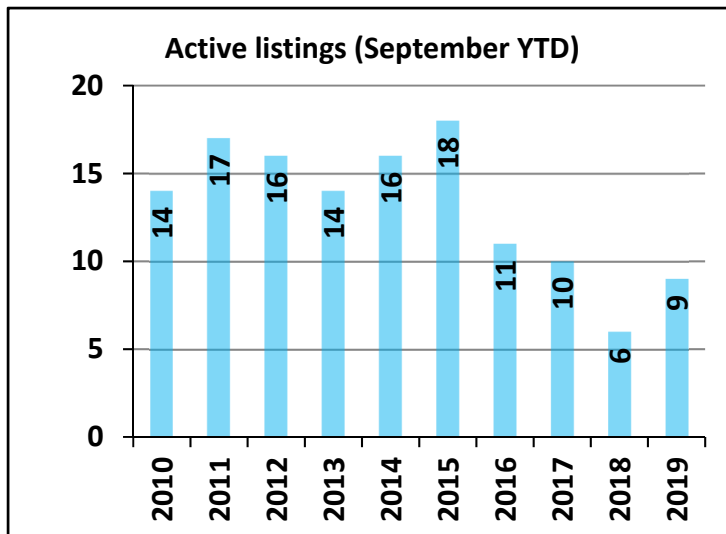
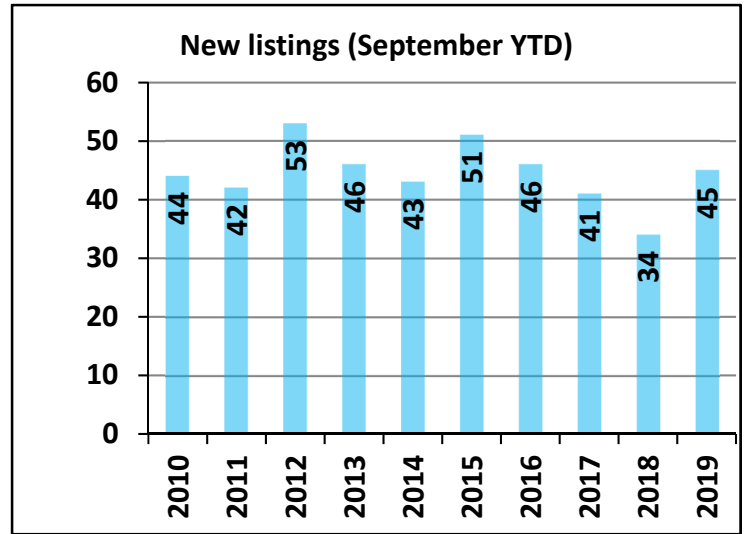
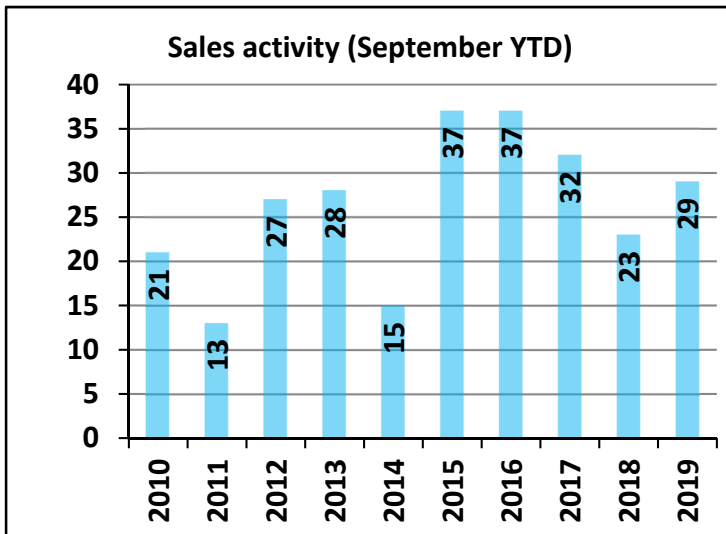
Southwold Township

Residential Market Activity



Southwold Township

Residential Market Activity



Southwold Township

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	6	.	50.0	20.0	200.0	200.0	500.0
Dollar Volume	\$3,127,000	.	32.8	74.2	593.3	511.1	1,308.6
New Listings	3	-25.0	200.0	-25.0	-40.0	-62.5	-25.0
Active Listings	10	0.0	42.9	42.9	-44.4	-47.4	-28.6
Sales to New Listings Ratio ¹	200.0	0.0	400.0	125.0	40.0	25.0	25.0
Months of Inventory ²	1.7	.	1.8	1.4	9.0	9.5	14.0
Average Price	\$521,167	.	-11.5	45.2	131.1	103.7	134.8

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	29	26.1	-9.4	-21.6	93.3	7.4	0.0
Dollar Volume	\$13,528,700	108.5	16.2	26.9	231.3	74.8	111.2
New Listings	45	32.4	9.8	-2.2	4.7	-15.1	-10.0
Active Listings ³	9	50.0	-10.0	-18.2	-43.8	-43.8	-47.1
Sales to New Listings Ratio ⁴	64.4	67.6	78.0	80.4	34.9	50.9	58.0
Months of Inventory ⁵	2.8	2.2	2.7	2.8	9.3	5.5	5.3
Average Price	\$466,507	65.3	28.2	61.9	71.4	62.8	111.2

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

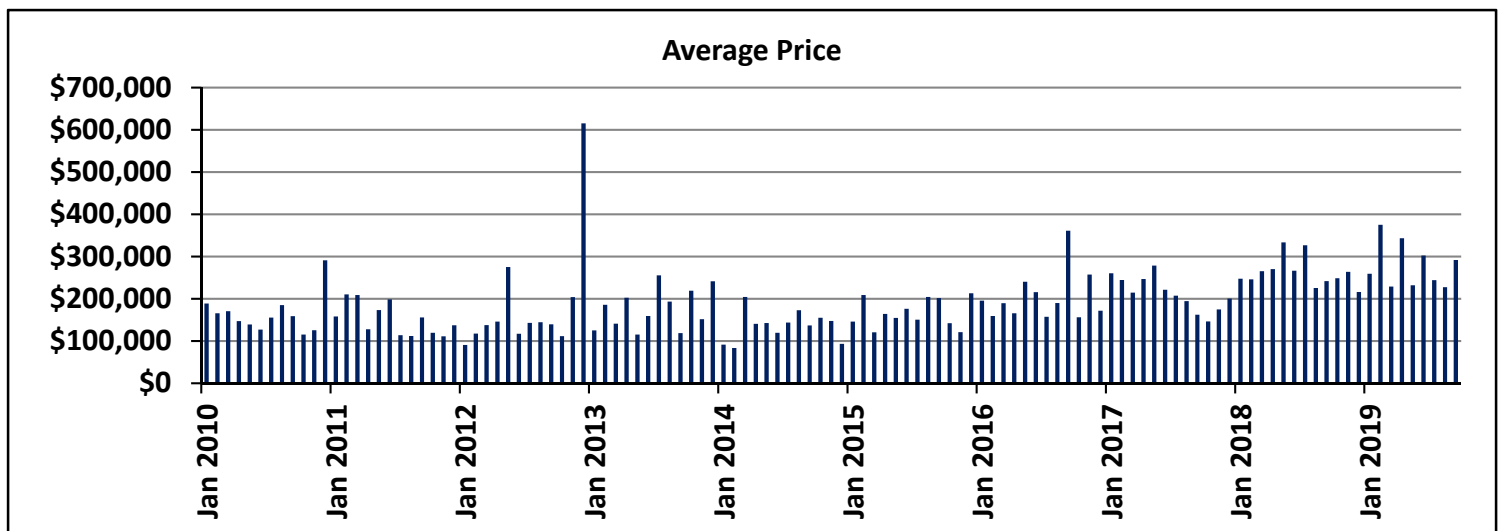
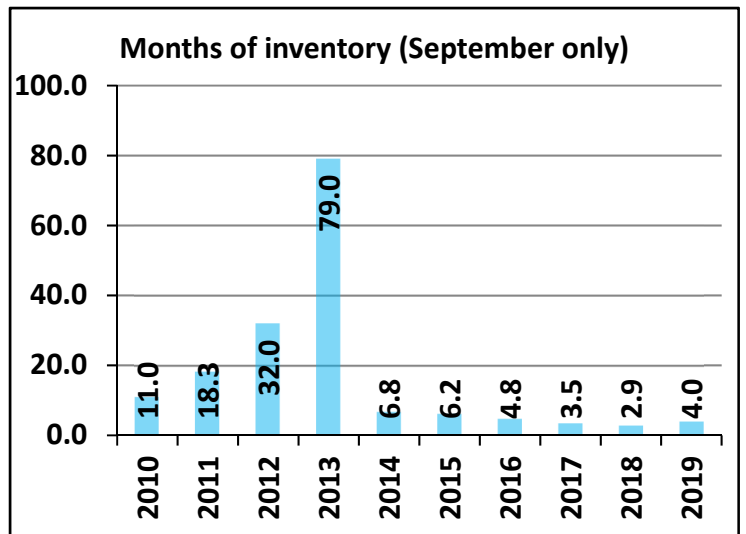
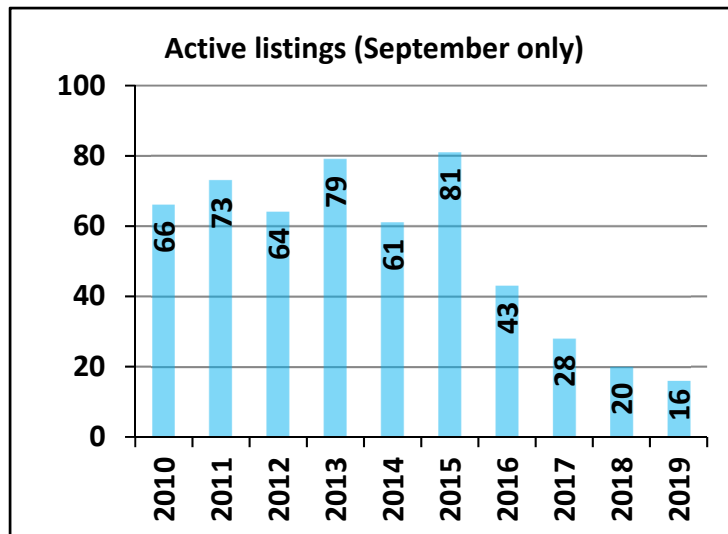
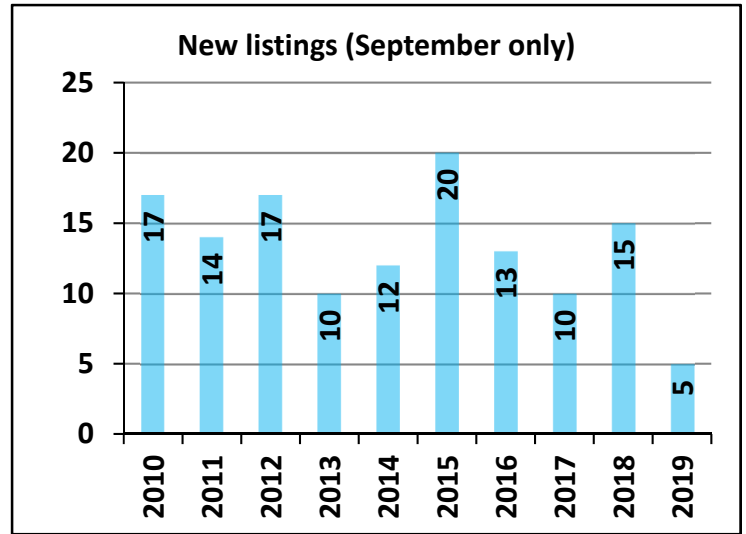
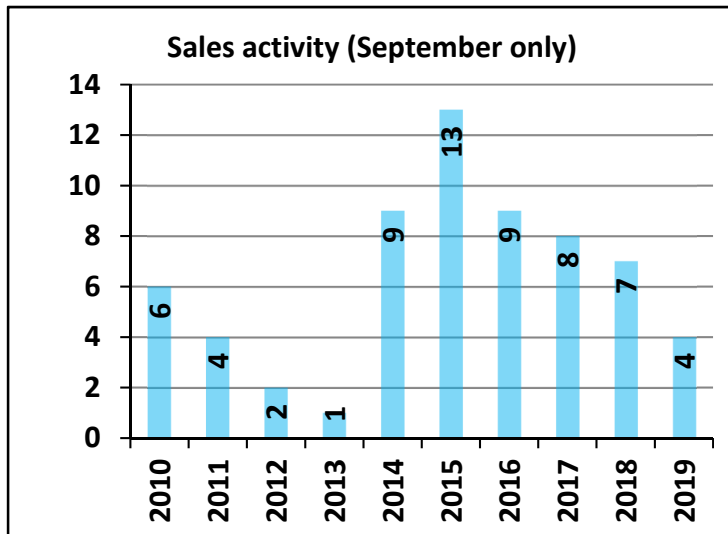
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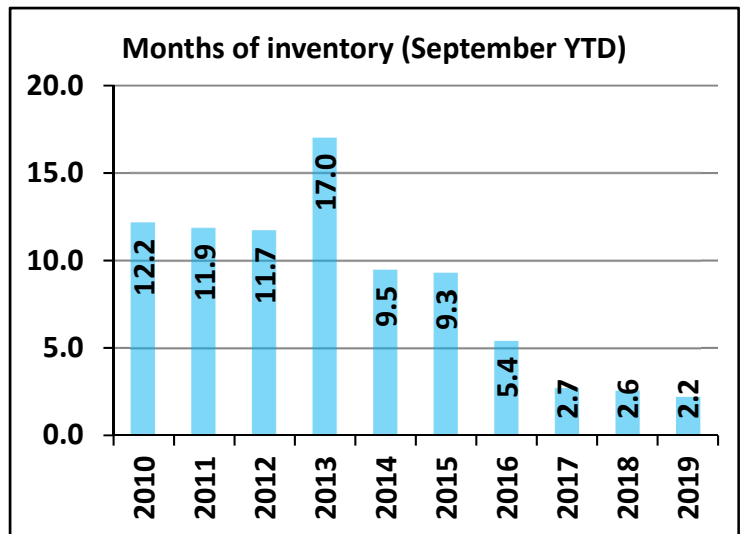
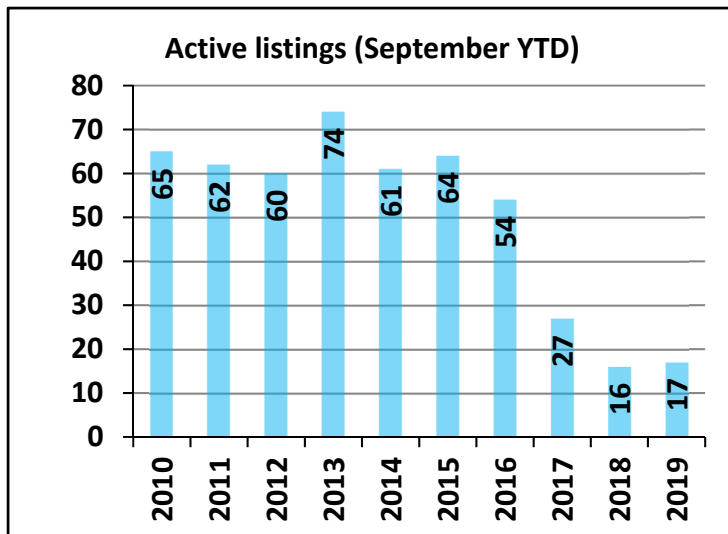
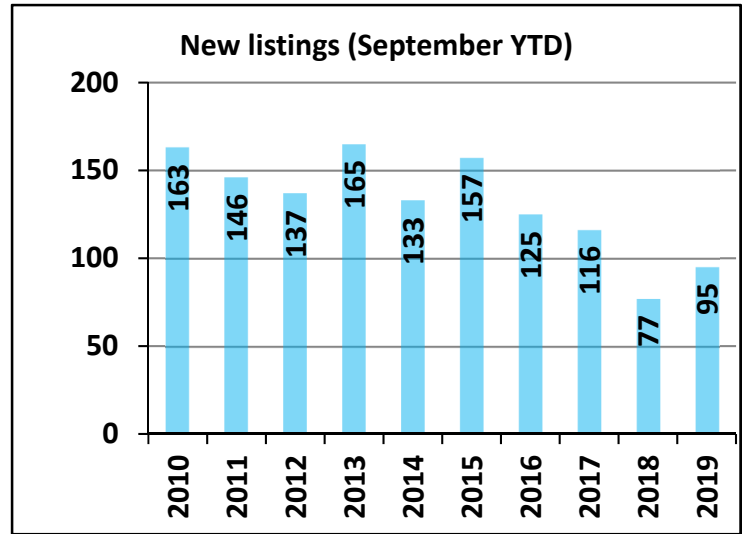
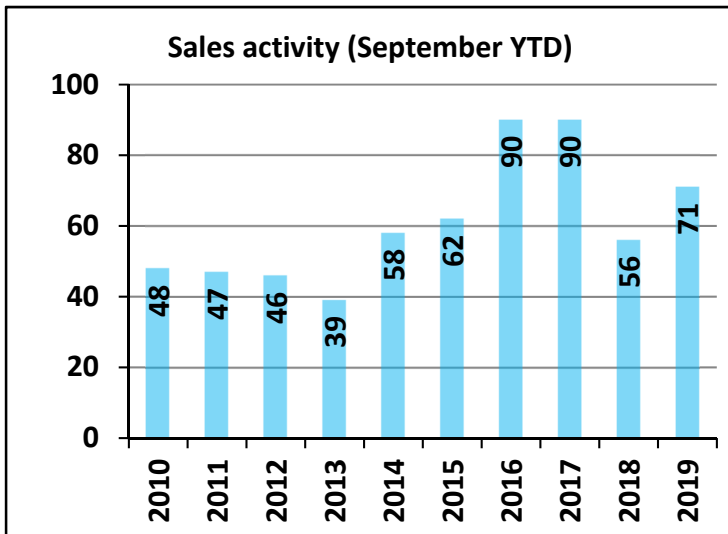
West Elgin (Muni)

Residential Market Activity



West Elgin (Muni)

Residential Market Activity



West Elgin (Muni)

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	4	-42.9	-50.0	-55.6	-55.6	100.0	-33.3
Dollar Volume	\$1,166,000	-31.0	-10.1	-64.1	-5.1	317.9	6.7
New Listings	5	-66.7	-50.0	-61.5	-58.3	-70.6	-61.5
Active Listings	16	-20.0	-42.9	-62.8	-73.8	-75.0	-72.9
Sales to New Listings Ratio ¹	80.0	46.7	80.0	69.2	75.0	11.8	46.2
Months of Inventory ²	4.0	2.9	3.5	4.8	6.8	32.0	9.8
Average Price	\$291,500	20.7	79.8	-19.2	113.4	109.0	60.0

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	71	26.8	-21.1	-21.1	22.4	54.3	69.0
Dollar Volume	\$18,868,627	27.3	-7.5	1.5	136.4	188.1	246.6
New Listings	95	23.4	-18.1	-24.0	-28.6	-30.7	-24.0
Active Listings ³	17	6.3	-37.0	-68.5	-72.1	-71.7	-67.9
Sales to New Listings Ratio ⁴	74.7	72.7	77.6	72.0	43.6	33.6	33.6
Months of Inventory ⁵	2.2	2.6	2.7	5.4	9.5	11.7	11.4
Average Price	\$265,755	0.4	17.2	28.6	93.1	86.7	105.0

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

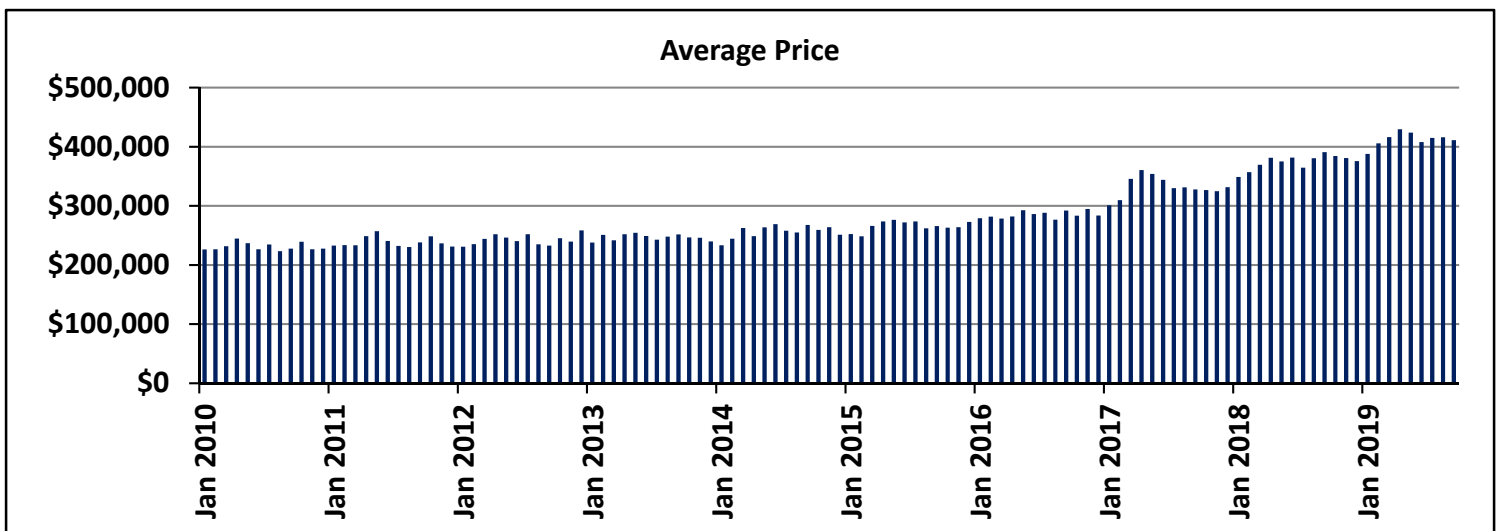
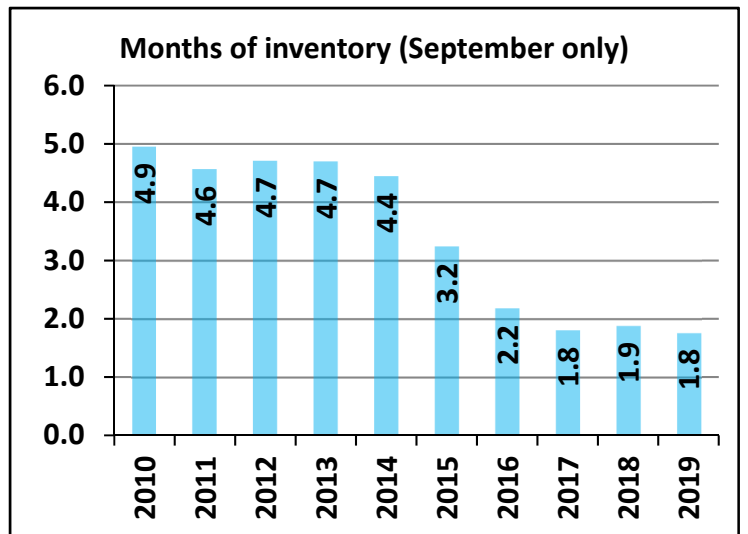
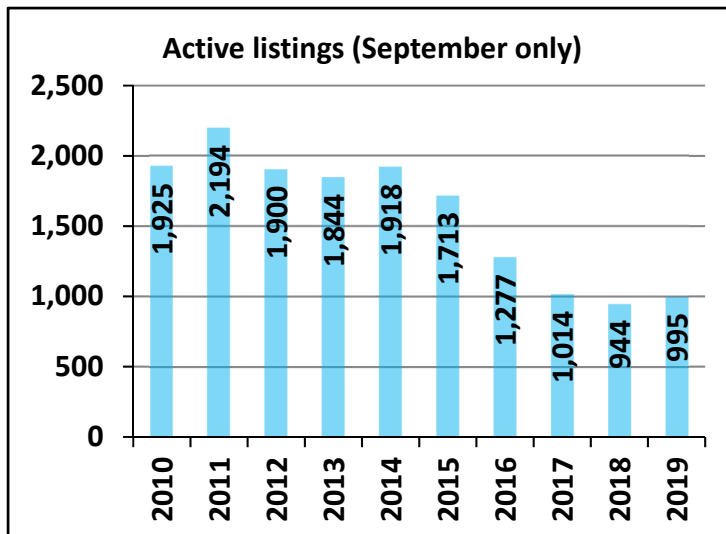
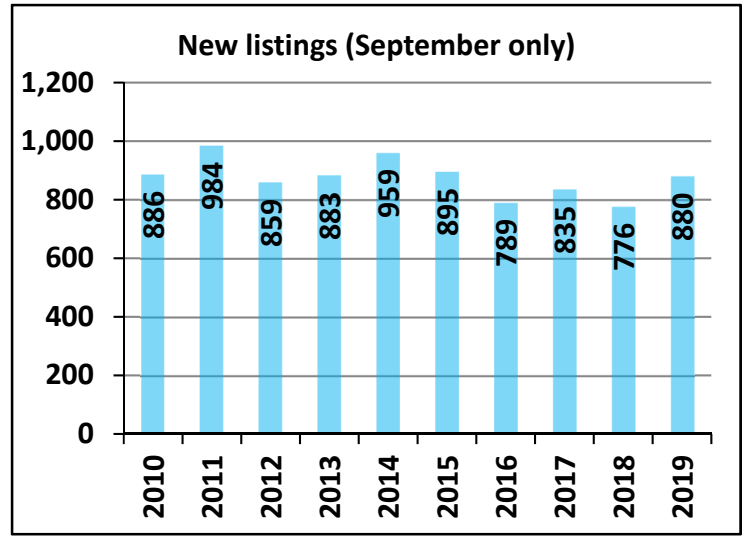
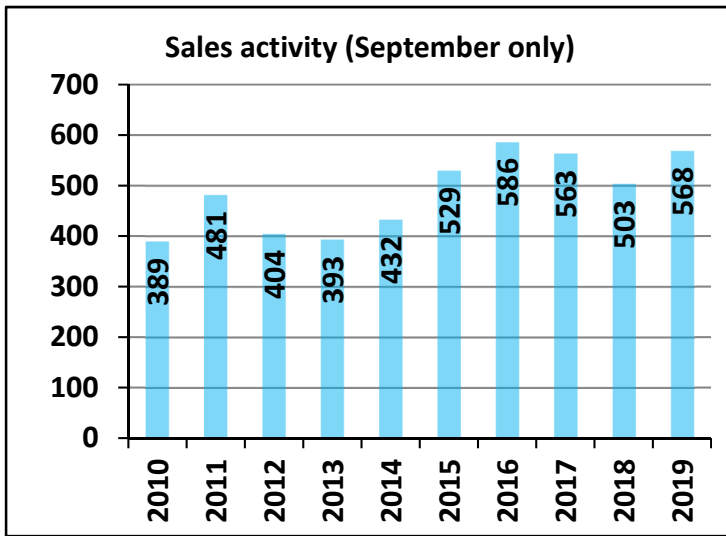
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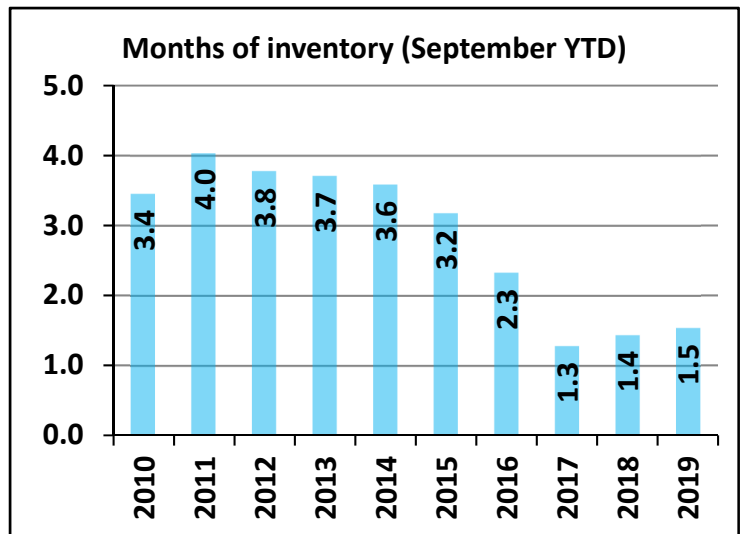
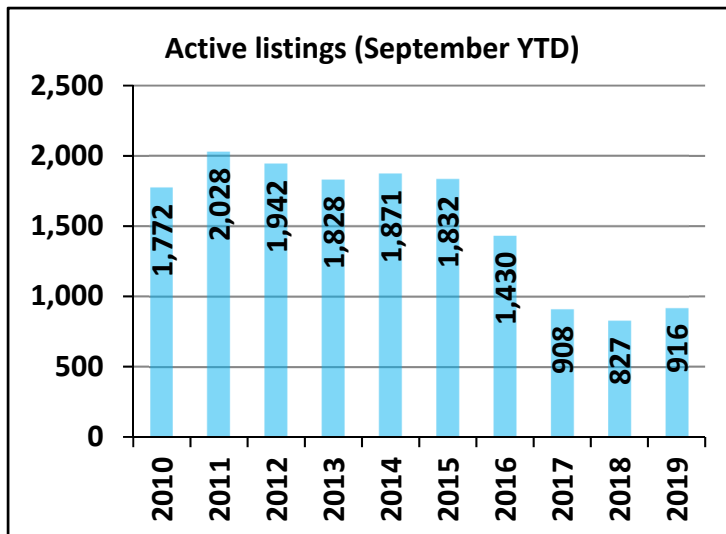
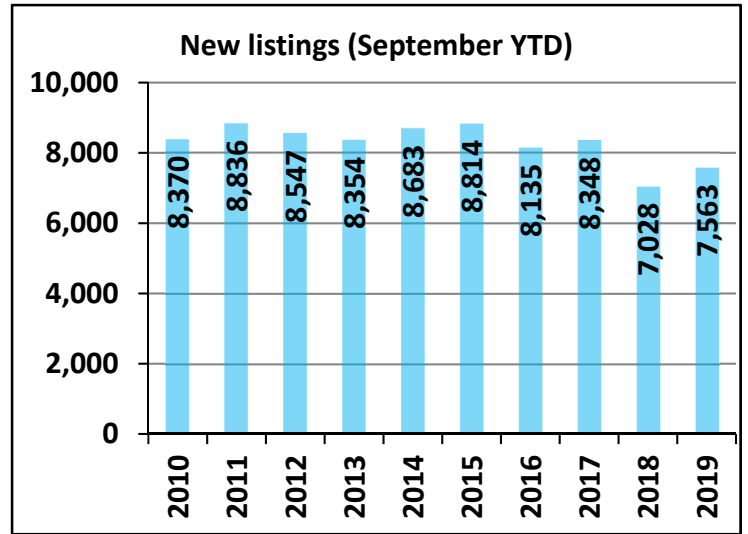
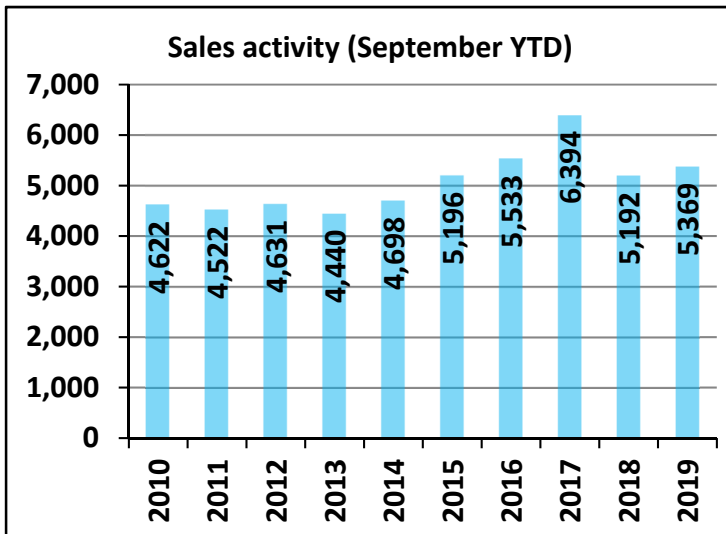
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	568	12.9	0.9	-3.1	31.5	40.6	16.9
Dollar Volume	\$233,408,032	18.7	26.5	36.5	102.0	148.2	115.6
New Listings	880	13.4	5.4	11.5	-8.2	2.4	6.4
Active Listings	995	5.4	-1.9	-22.1	-48.1	-47.6	-31.4
Sales to New Listings Ratio ¹	64.5	64.8	67.4	74.3	45.0	47.0	58.8
Months of Inventory ²	1.8	1.9	1.8	2.2	4.4	4.7	3.0
Average Price	\$410,930	5.1	25.4	40.8	53.6	76.5	84.5

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	5,369	3.4	-16.0	-3.0	14.3	15.9	17.5
Dollar Volume	\$2,225,779,625	14.6	2.9	41.4	83.9	98.5	126.1
New Listings	7,563	7.6	-9.4	-7.0	-12.9	-11.5	1.9
Active Listings ³	916	10.8	0.9	-35.9	-51.0	-52.8	-45.1
Sales to New Listings Ratio ⁴	71.0	73.9	76.6	68.0	54.1	54.2	61.6
Months of Inventory ⁵	1.5	1.4	1.3	2.3	3.6	3.8	3.3
Average Price	\$414,561	10.8	22.5	45.7	60.9	71.3	92.4

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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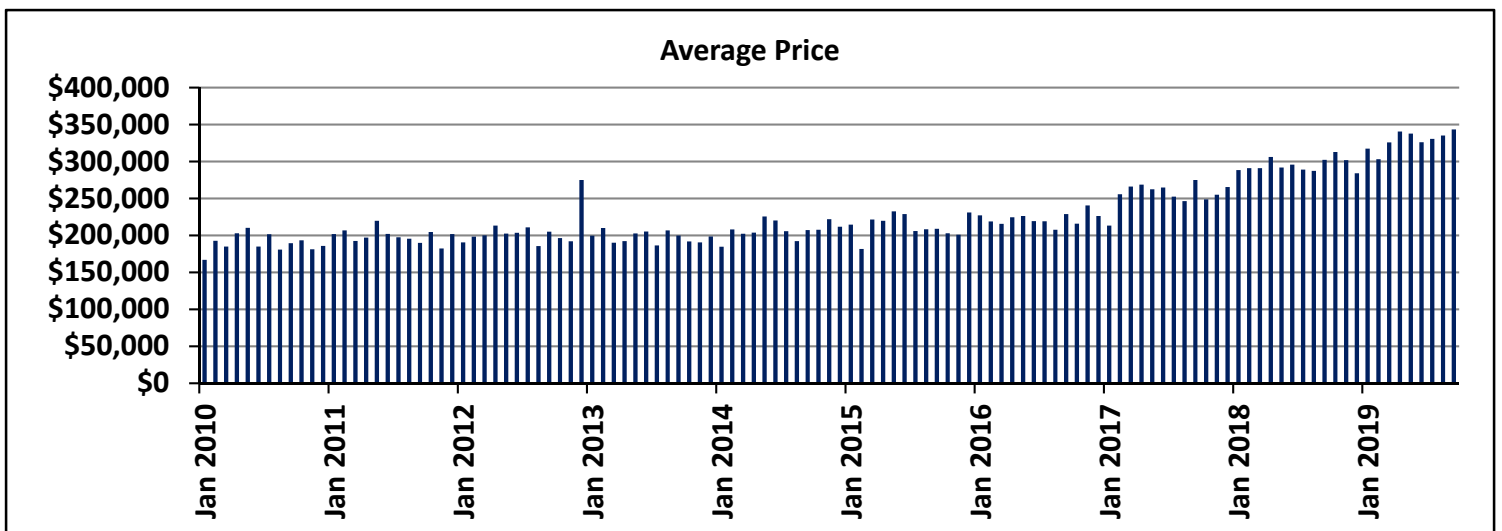
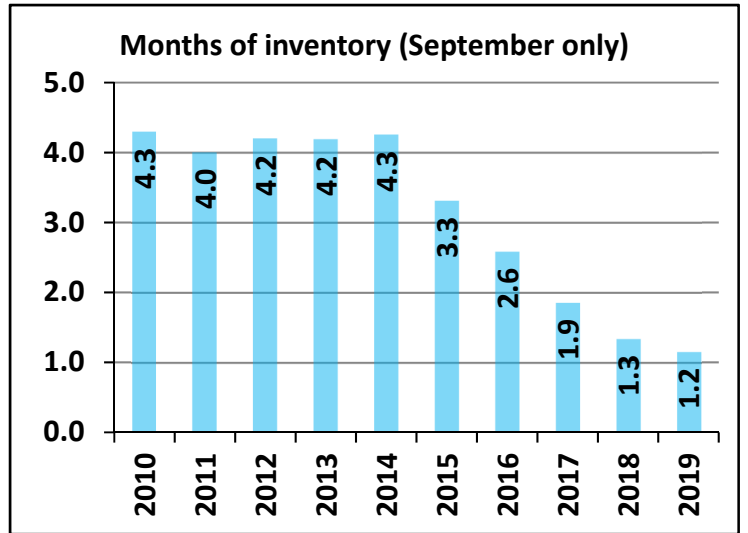
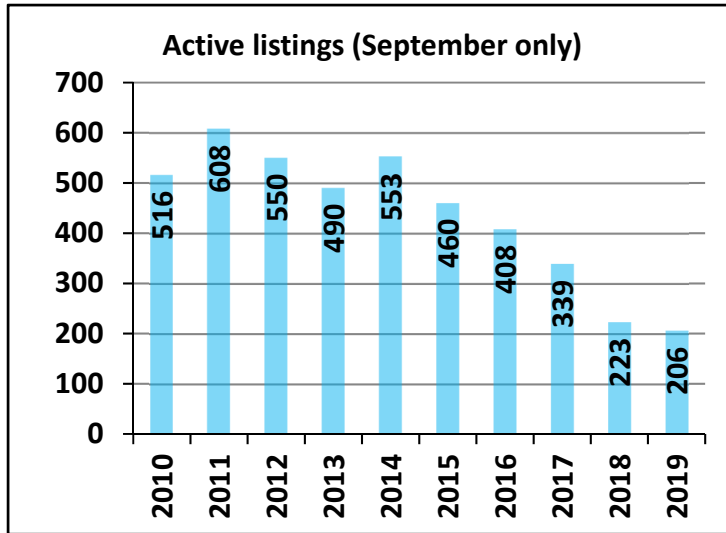
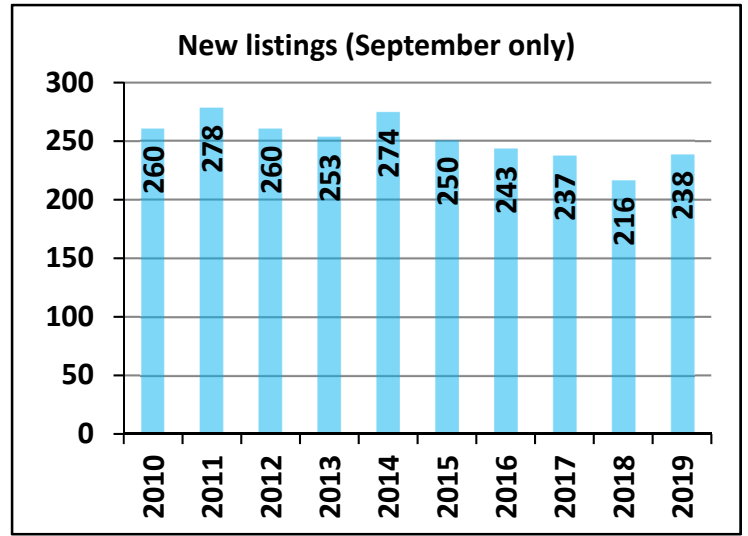
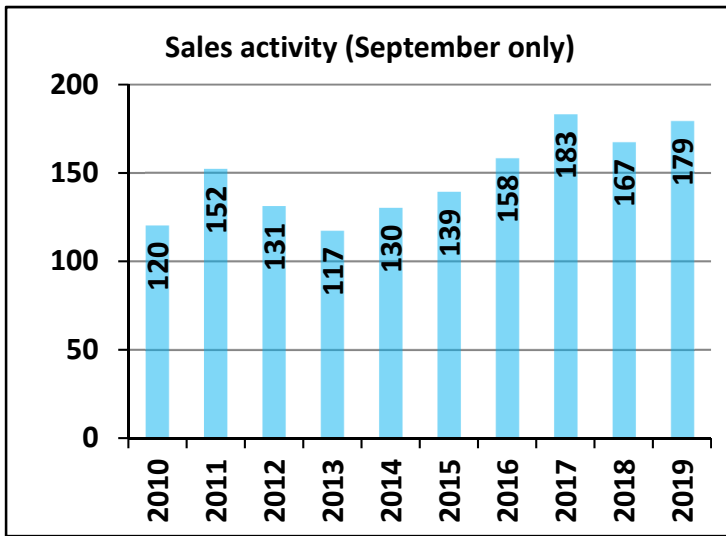
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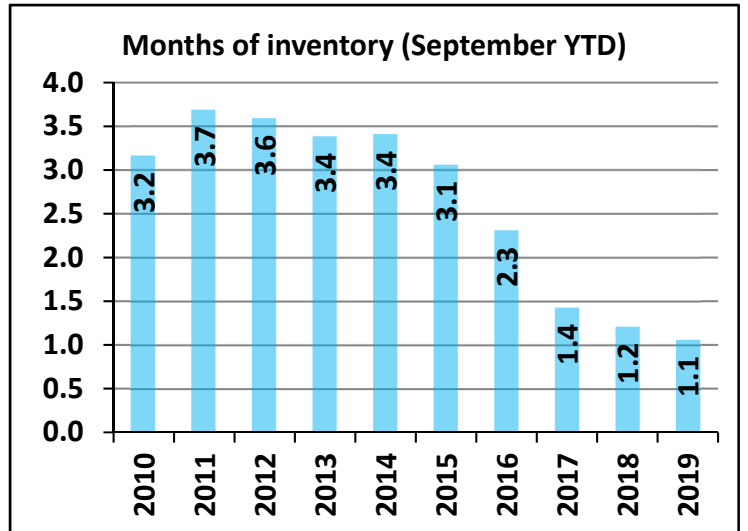
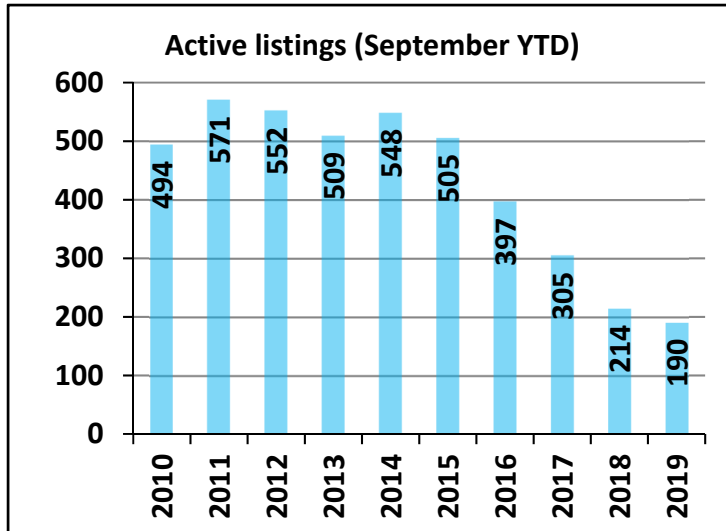
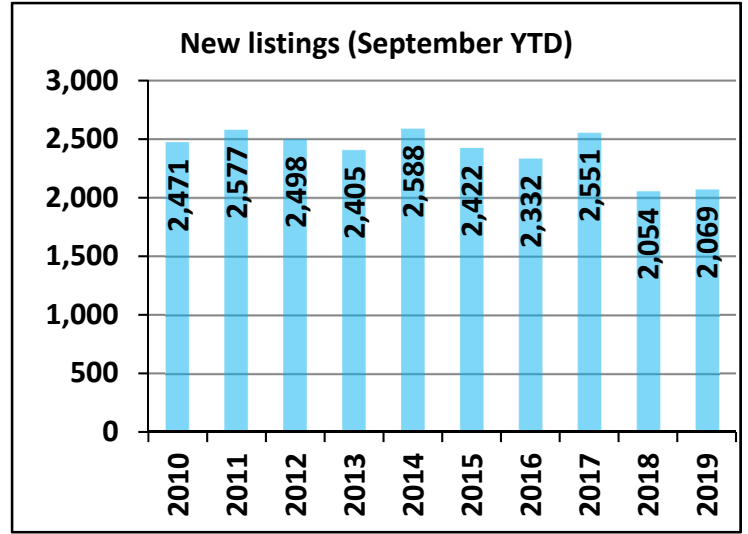
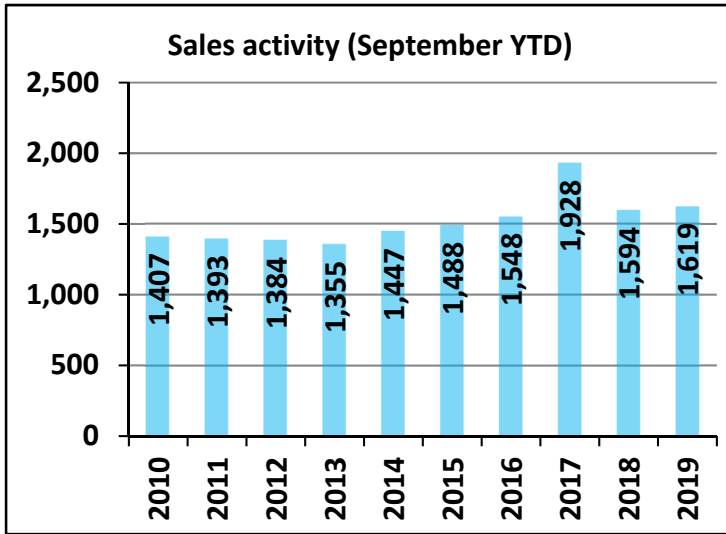
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	179	7.2	-2.2	13.3	37.7	36.6	11.9
Dollar Volume	\$61,469,303	21.8	22.2	70.0	128.4	128.9	105.5
New Listings	238	10.2	0.4	-2.1	-13.1	-8.5	-3.6
Active Listings	206	-7.6	-39.2	-49.5	-62.7	-62.5	-50.8
Sales to New Listings Ratio ¹	75.2	77.3	77.2	65.0	47.4	50.4	64.8
Months of Inventory ²	1.2	1.3	1.9	2.6	4.3	4.2	2.6
Average Price	\$343,404	13.7	24.9	50.1	65.9	67.5	83.7

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	1,619	1.6	-16.0	4.6	11.9	17.0	10.5
Dollar Volume	\$536,095,451	14.5	7.4	57.1	78.5	91.8	100.7
New Listings	2,069	0.7	-18.9	-11.3	-20.1	-17.2	-6.8
Active Listings ³	190	-11.2	-37.7	-52.1	-65.3	-65.6	-58.7
Sales to New Listings Ratio ⁴	78.3	77.6	75.6	66.4	55.9	55.4	66.0
Months of Inventory ⁵	1.1	1.2	1.4	2.3	3.4	3.6	2.8
Average Price	\$331,128	12.7	27.9	50.3	59.5	63.9	81.6

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

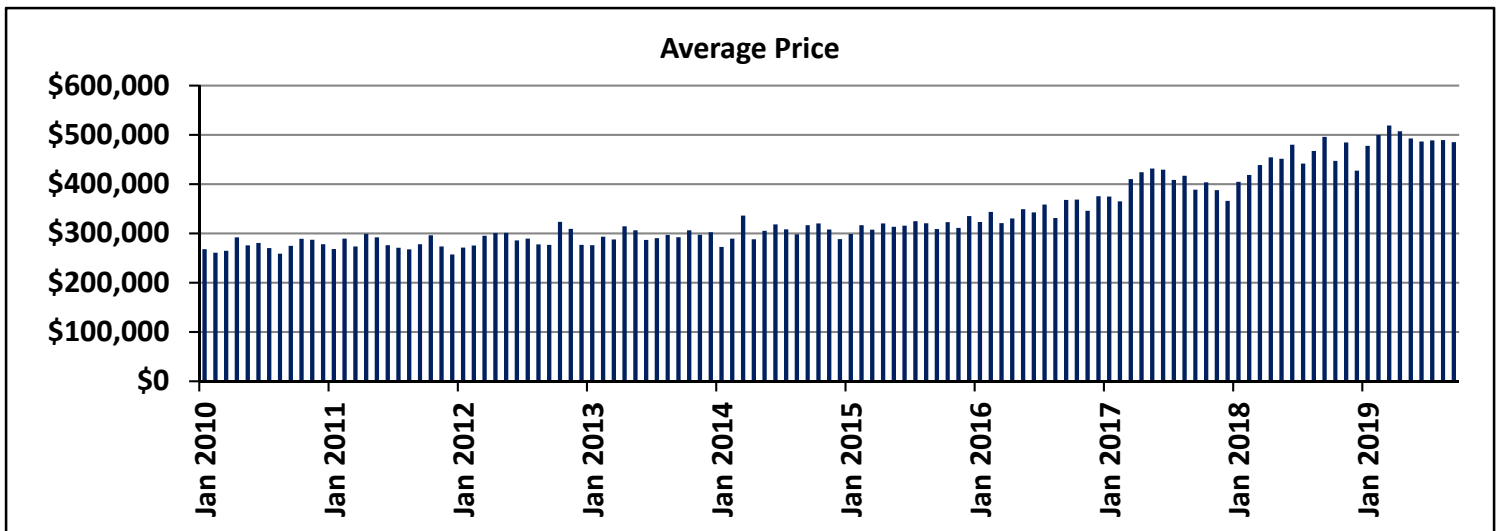
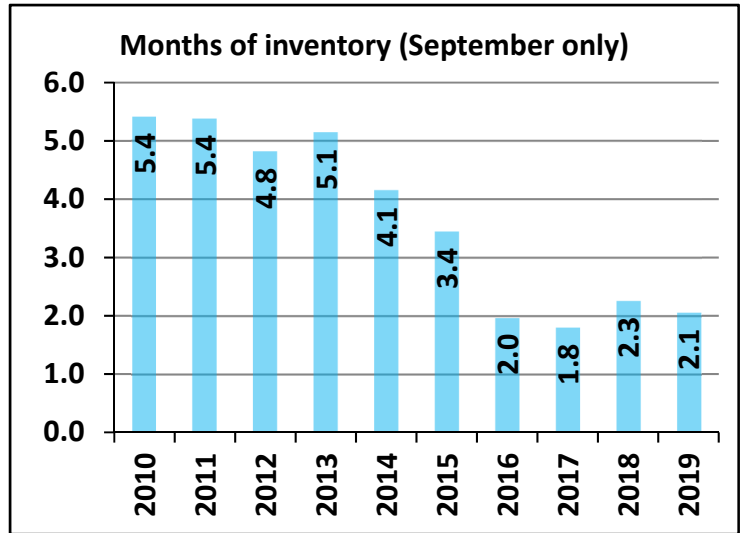
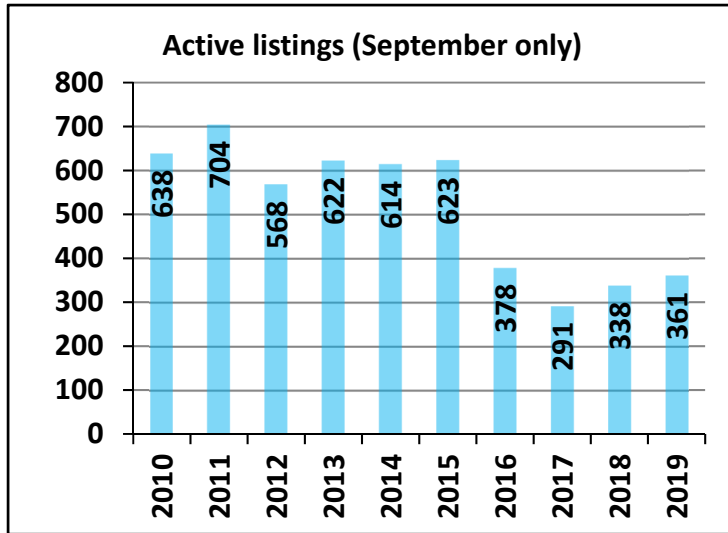
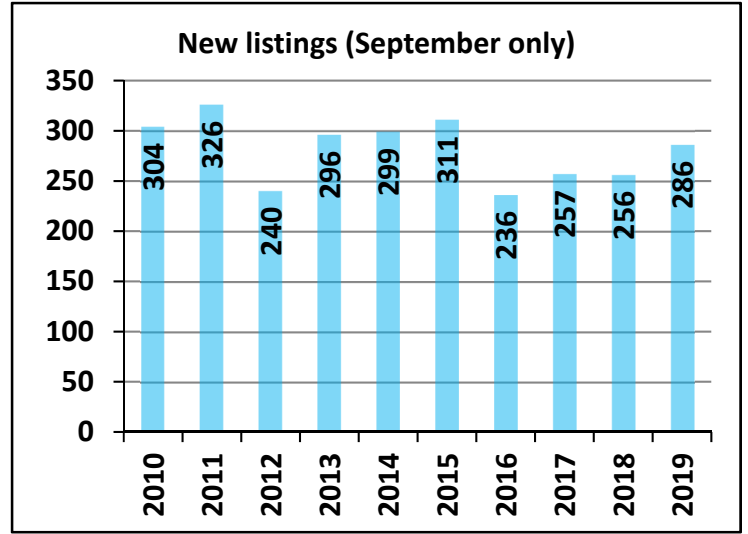
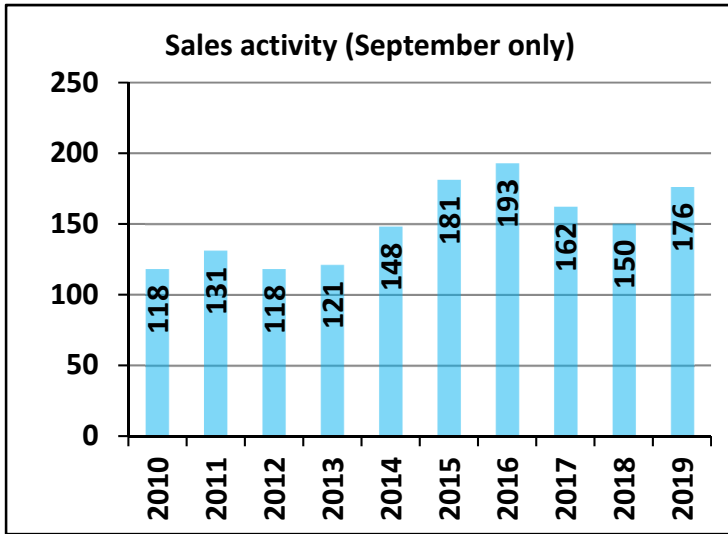
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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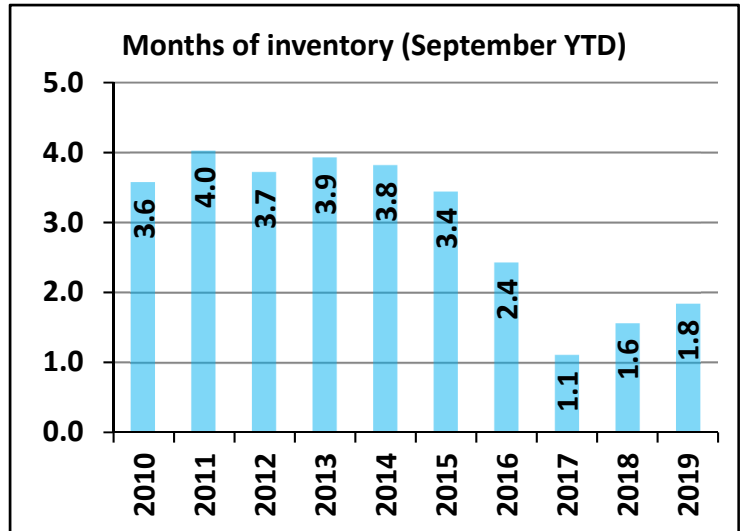
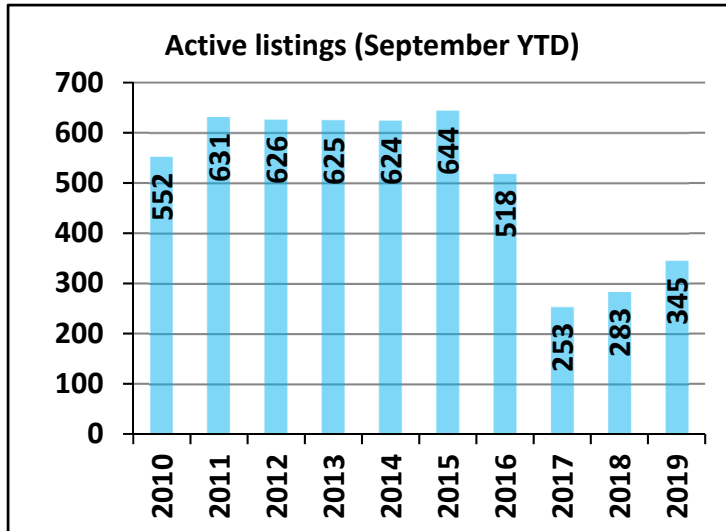
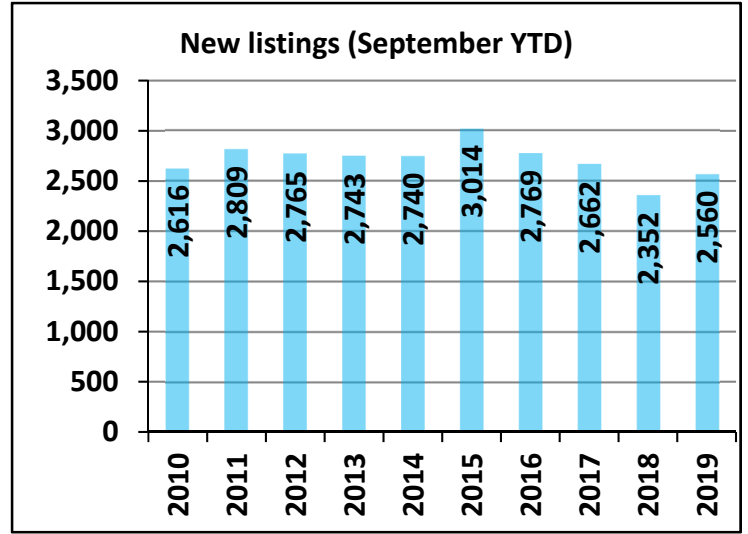
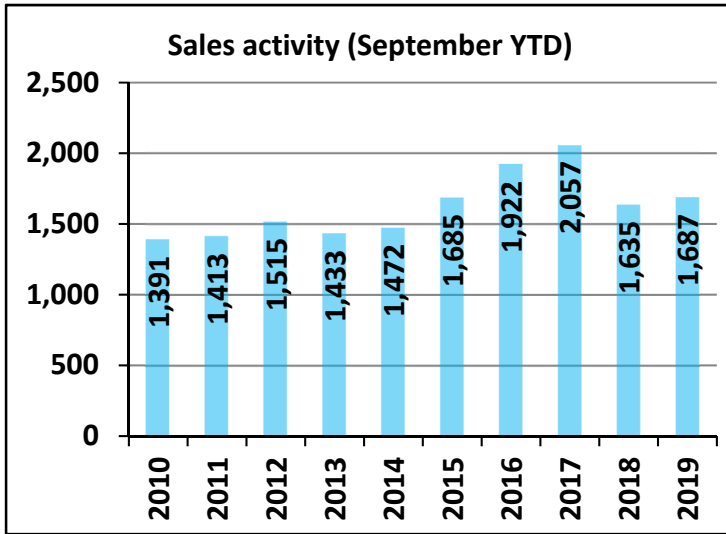
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	176	17.3	8.6	-8.8	18.9	49.2	23.1
Dollar Volume	\$85,378,036	14.8	35.6	20.3	82.3	161.6	121.4
New Listings	286	11.7	11.3	21.2	-4.3	19.2	23.3
Active Listings	361	6.8	24.1	-4.5	-41.2	-36.4	-10.9
Sales to New Listings Ratio ¹	61.5	58.6	63.0	81.8	49.5	49.2	61.6
Months of Inventory ²	2.1	2.3	1.8	2.0	4.1	4.8	2.8
Average Price	\$485,102	-2.2	24.8	31.9	53.3	75.4	79.9

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	1,687	3.2	-18.0	-12.2	14.6	11.4	24.6
Dollar Volume	\$834,044,730	12.3	-1.4	27.0	85.2	91.3	142.5
New Listings	2,560	8.8	-3.8	-7.5	-6.6	-7.4	14.9
Active Listings ³	345	21.9	36.4	-33.4	-44.7	-44.9	-29.2
Sales to New Listings Ratio ⁴	65.9	69.5	77.3	69.4	53.7	54.8	60.8
Months of Inventory ⁵	1.8	1.6	1.1	2.4	3.8	3.7	3.2
Average Price	\$494,395	8.9	20.3	44.7	61.6	71.8	94.6

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

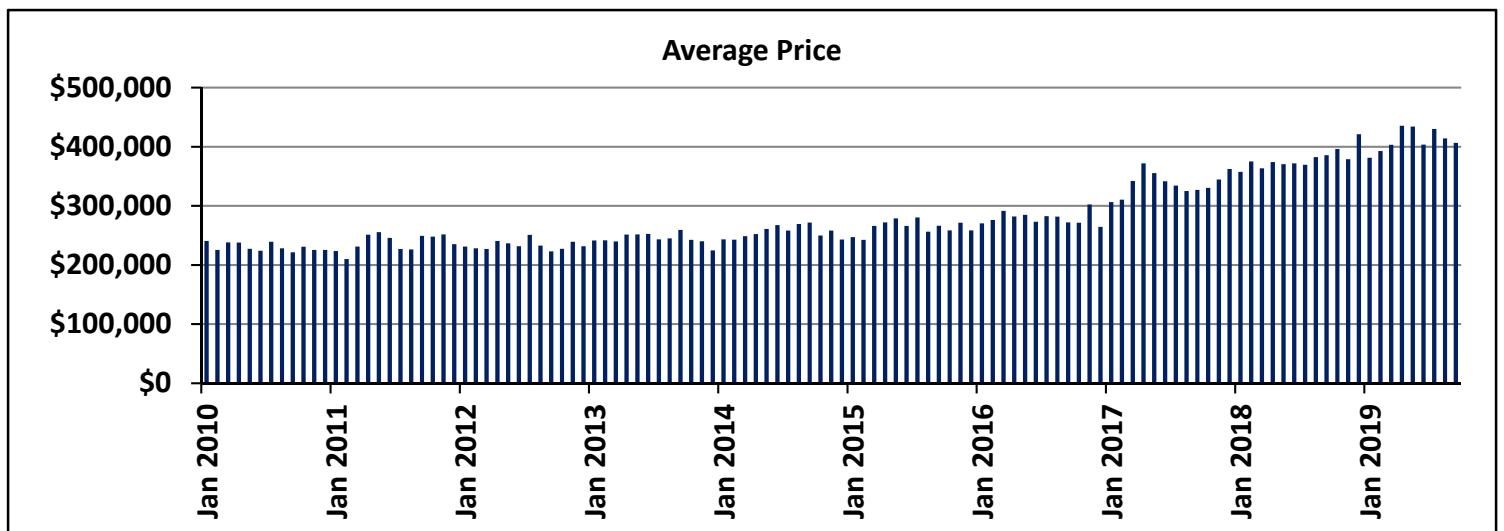
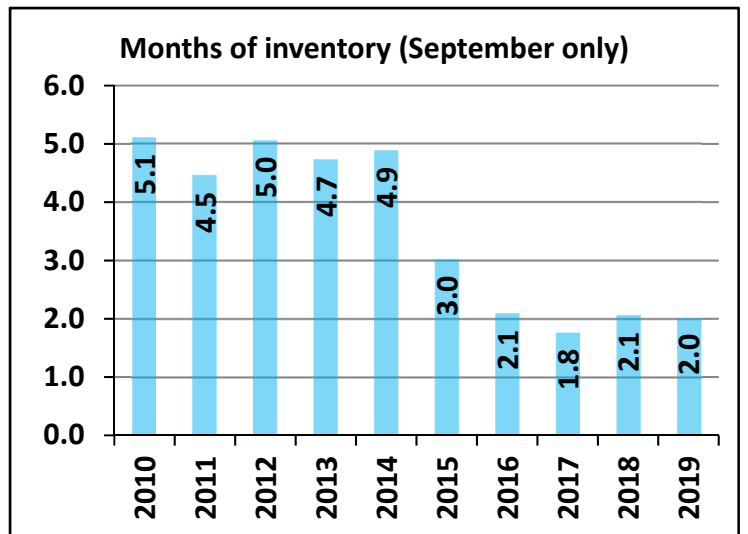
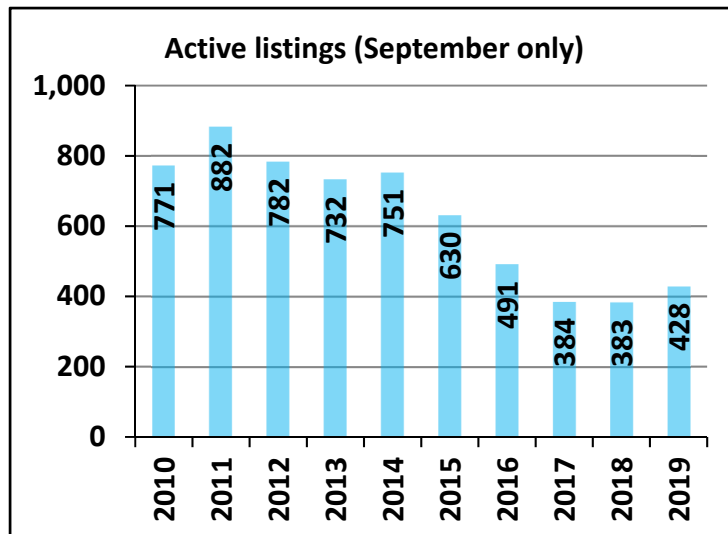
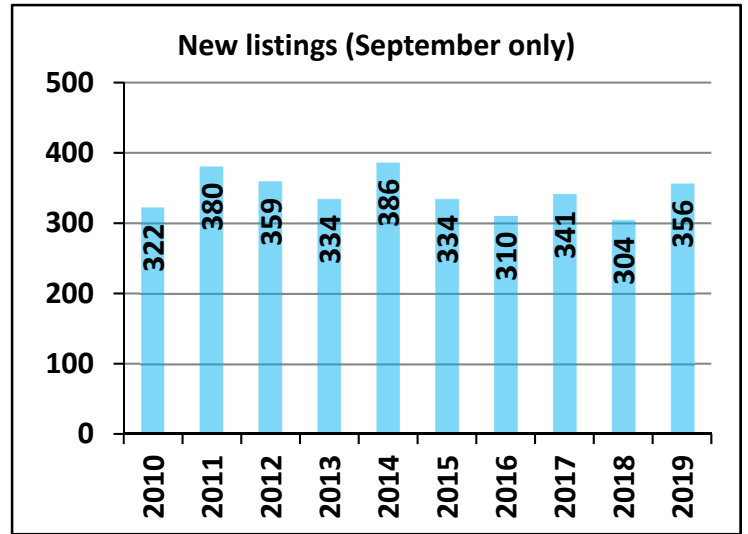
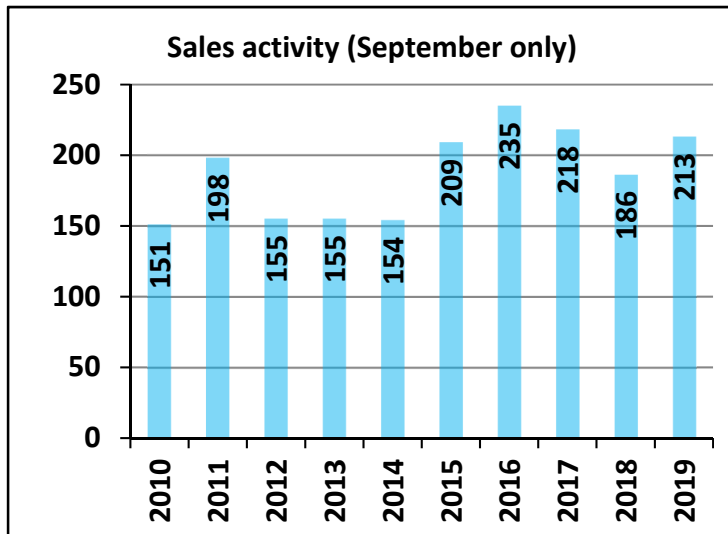
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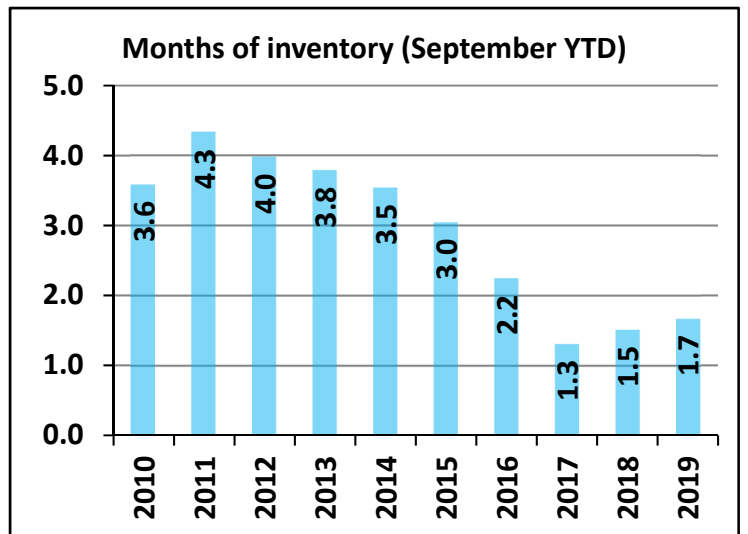
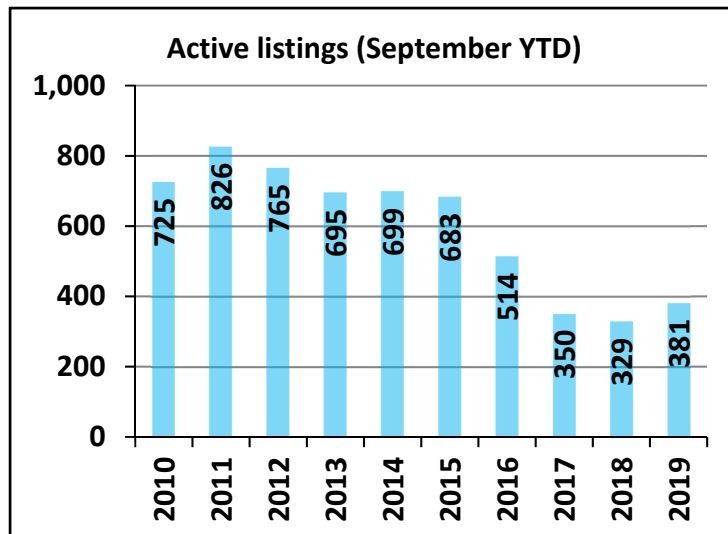
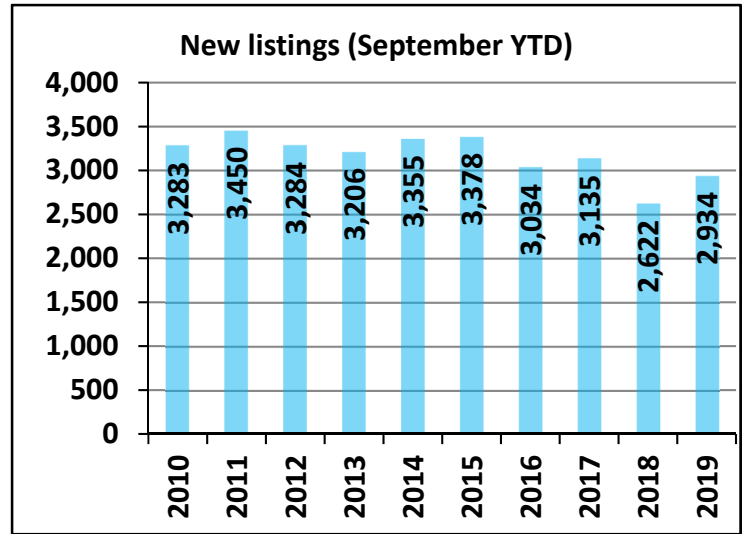
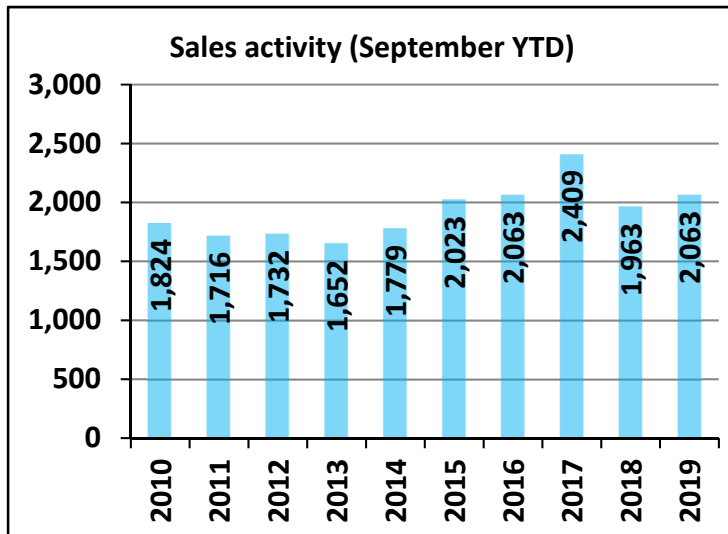
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	213	14.5	-2.3	-9.4	38.3	37.4	16.4
Dollar Volume	\$86,560,693	20.7	21.5	35.5	107.0	150.5	117.5
New Listings	356	17.1	4.4	14.8	-7.8	-0.8	2.3
Active Listings	428	11.7	11.5	-12.8	-43.0	-45.3	-31.7
Sales to New Listings Ratio ¹	59.8	61.2	63.9	75.8	39.9	43.2	52.6
Months of Inventory ²	2.0	2.1	1.8	2.1	4.9	5.0	3.4
Average Price	\$406,388	5.4	24.4	49.5	49.6	82.3	86.9

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	2,063	5.1	-14.4	0.0	16.0	19.1	18.0
Dollar Volume	\$855,639,444	17.0	4.5	48.3	86.2	111.0	129.2
New Listings	2,934	11.9	-6.4	-3.3	-12.5	-10.7	-1.3
Active Listings ³	381	15.8	8.9	-25.9	-45.5	-50.2	-47.0
Sales to New Listings Ratio ⁴	70.3	74.9	76.8	68.0	53.0	52.7	58.8
Months of Inventory ⁵	1.7	1.5	1.3	2.2	3.5	4.0	3.7
Average Price	\$414,755	11.3	22.0	48.3	60.5	77.2	94.3

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

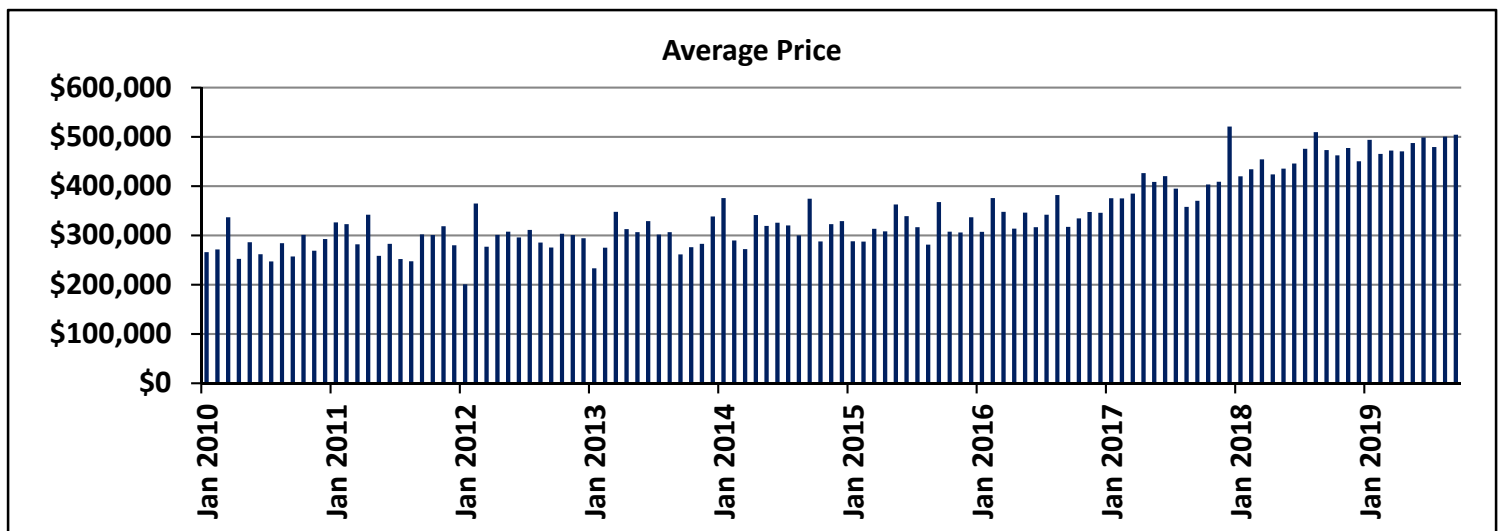
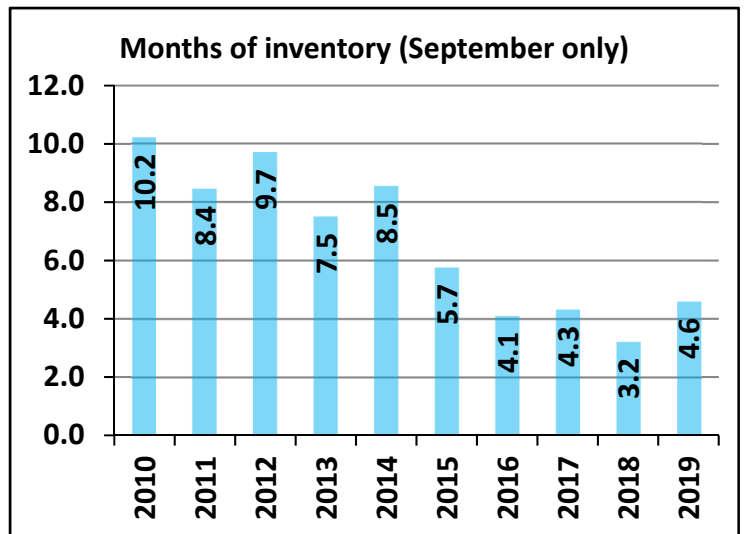
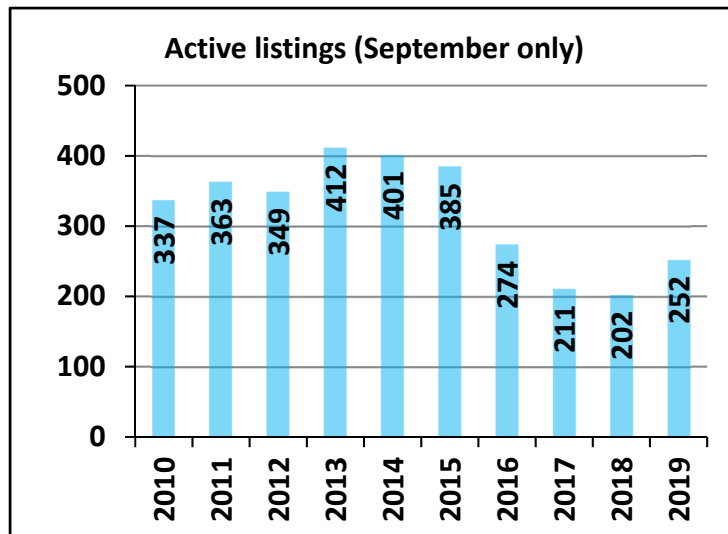
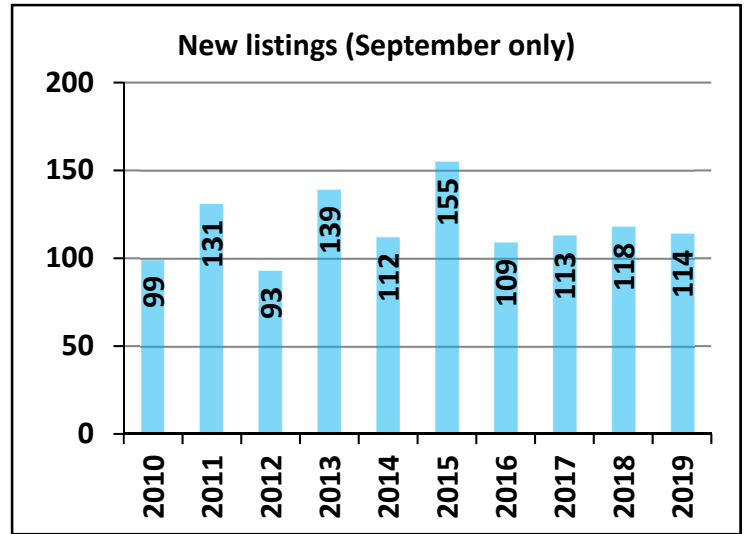
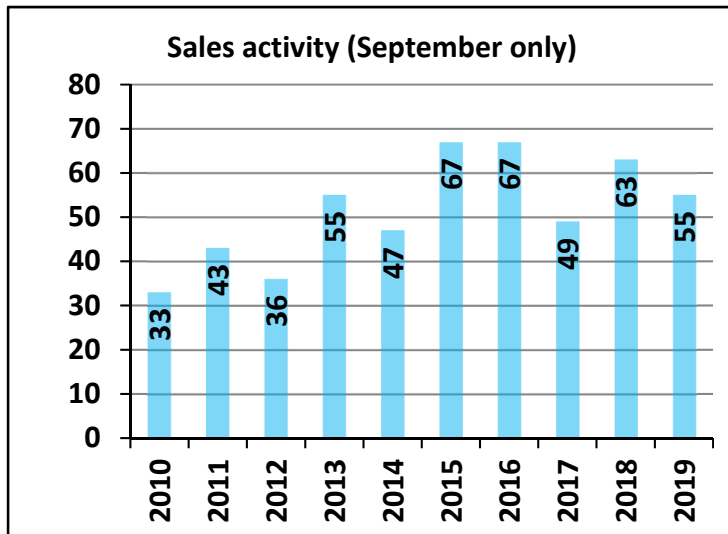
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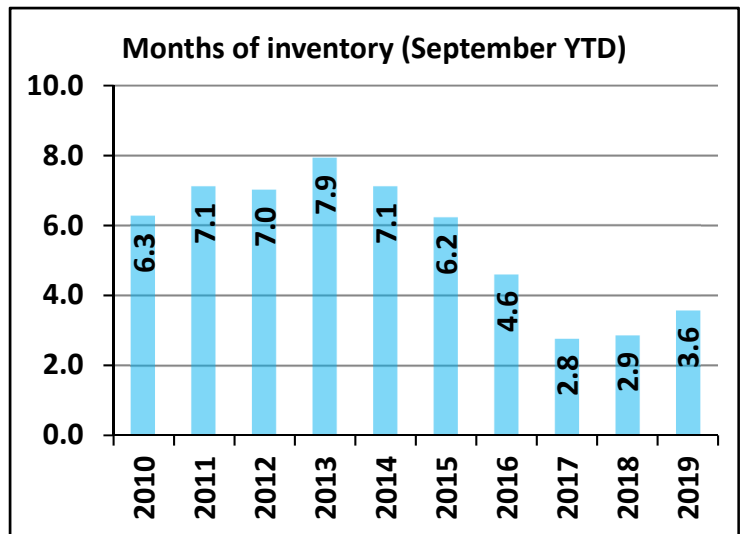
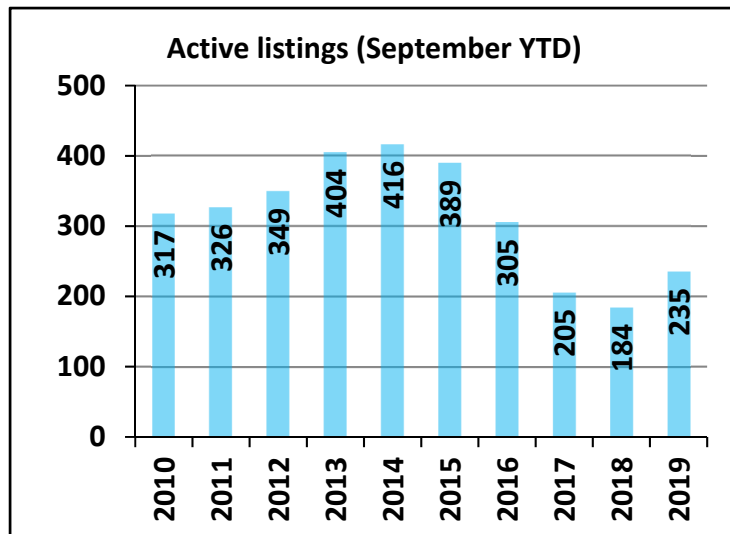
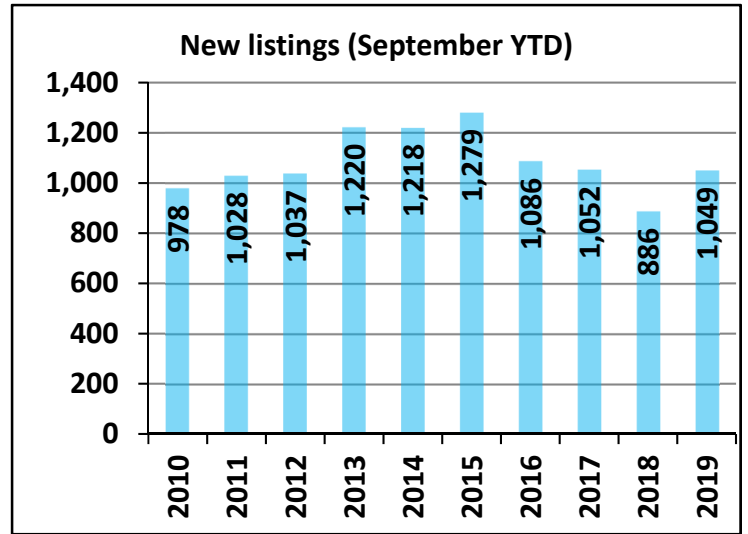
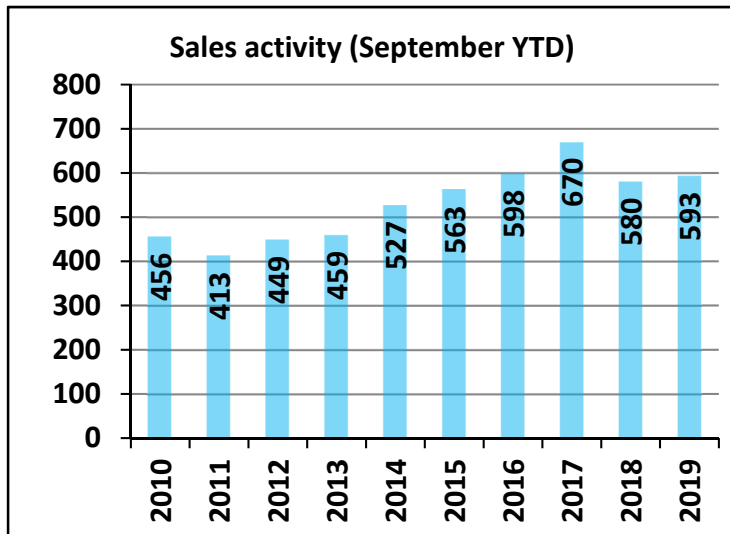
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	55	-12.7	12.2	-17.9	17.0	52.8	25.0
Dollar Volume	\$27,729,435	-7.0	52.9	30.4	57.6	179.8	155.3
New Listings	114	-3.4	0.9	4.6	1.8	22.6	10.7
Active Listings	252	24.8	19.4	-8.0	-37.2	-27.8	-26.3
Sales to New Listings Ratio ¹	48.2	53.4	43.4	61.5	42.0	38.7	42.7
Months of Inventory ²	4.6	3.2	4.3	4.1	8.5	9.7	7.8
Average Price	\$504,172	6.6	36.3	58.9	34.6	83.1	104.2

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	593	2.2	-11.5	-0.8	12.5	32.1	47.9
Dollar Volume	\$288,352,100	9.6	9.1	43.0	70.1	118.4	175.2
New Listings	1,049	18.4	-0.3	-3.4	-13.9	1.2	11.7
Active Listings ³	235	27.7	14.6	-23.0	-43.5	-32.7	-32.9
Sales to New Listings Ratio ⁴	56.5	65.5	63.7	55.1	43.3	43.3	42.7
Months of Inventory ⁵	3.6	2.9	2.8	4.6	7.1	7.0	7.9
Average Price	\$486,260	7.2	23.3	44.2	51.1	65.3	86.1

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

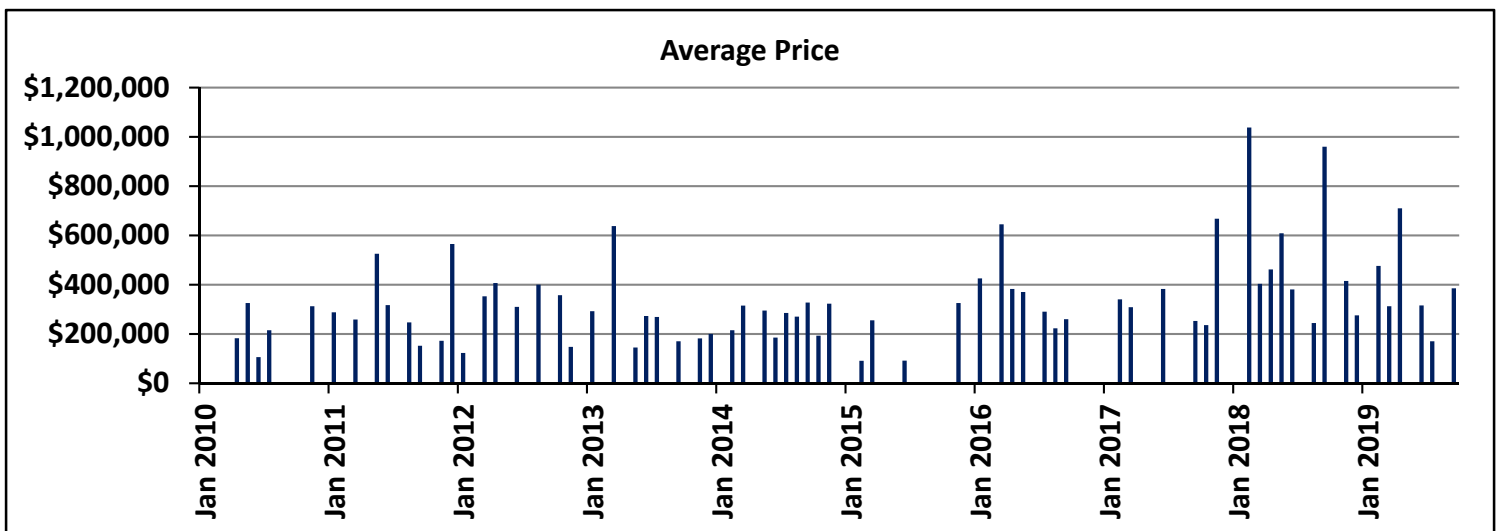
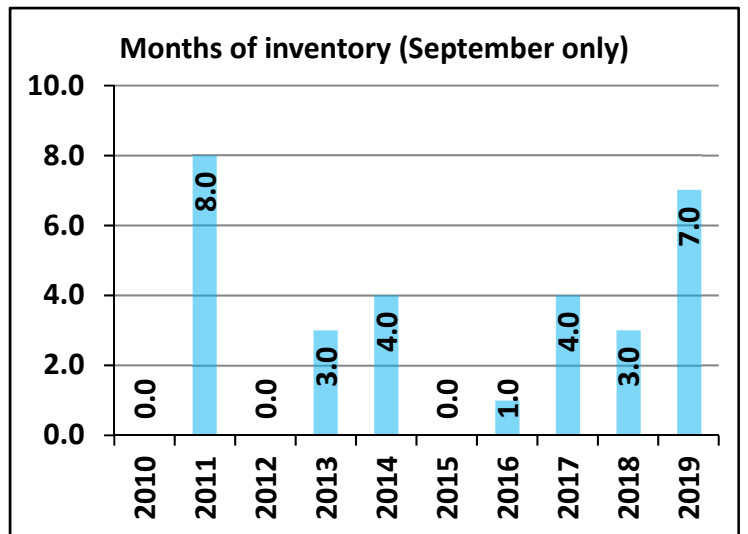
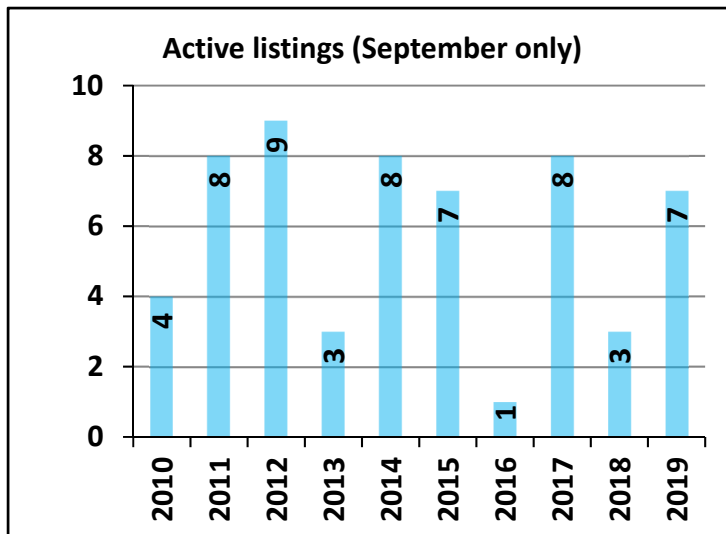
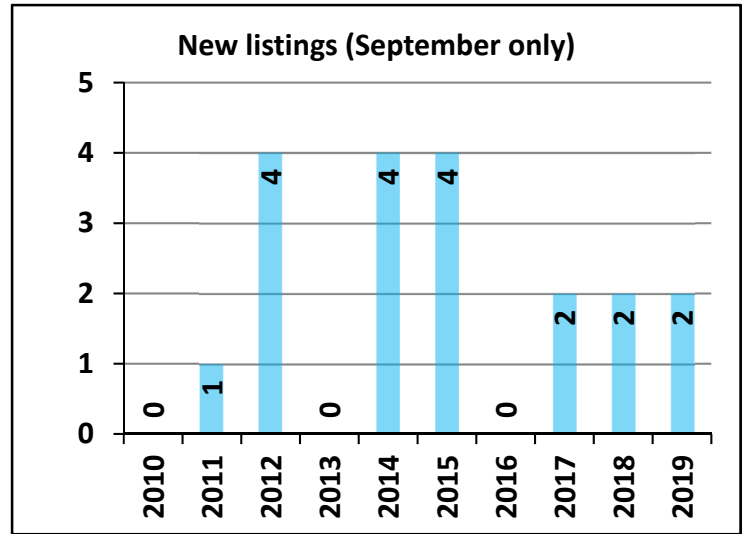
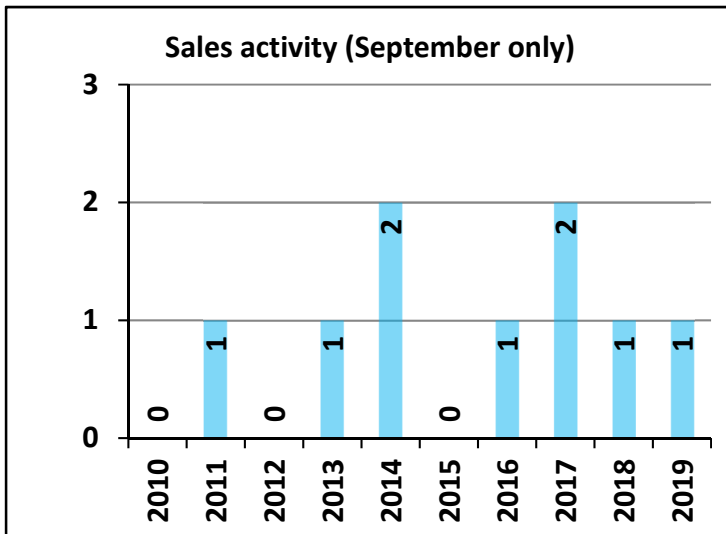
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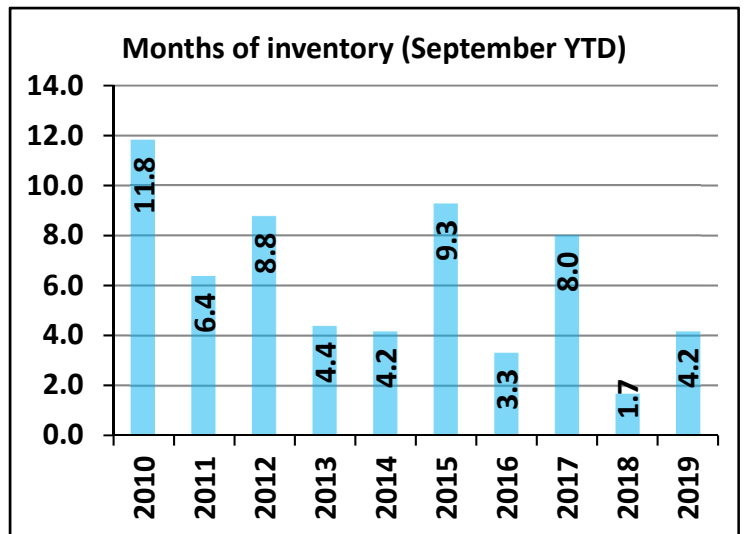
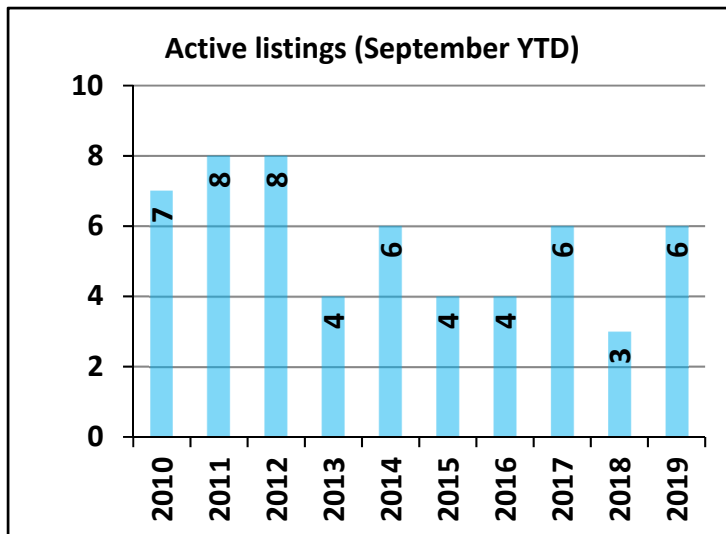
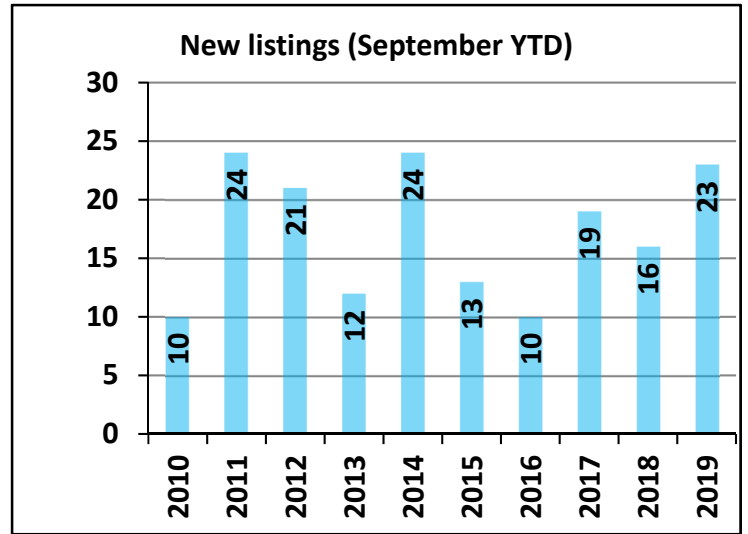
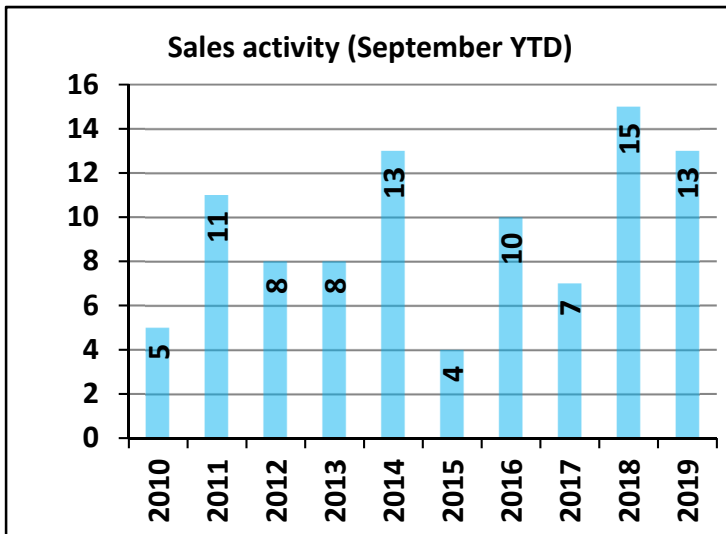
Adelaide Metcalfe Twp

Residential Market Activity



Adelaide Metcalfe Twp

Residential Market Activity



Adelaide Metcalfe Twp

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	1	0.0	-50.0	0.0	-50.0	.	-50.0
Dollar Volume	\$385,000	-59.9	-23.8	48.1	-41.2	.	-19.8
New Listings	2	0.0	0.0	.	-50.0	-50.0	0.0
Active Listings	7	133.3	-12.5	600.0	-12.5	-22.2	-41.7
Sales to New Listings Ratio ¹	50.0	50.0	100.0	.	50.0	0.0	100.0
Months of Inventory ²	7.0	3.0	4.0	1.0	4.0	.	6.0
Average Price	\$385,000	-59.9	52.5	48.1	17.6	.	60.4

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	13	-13.3	85.7	30.0	0.0	62.5	18.2
Dollar Volume	\$5,452,000	-32.7	144.8	52.2	51.0	97.7	84.6
New Listings	23	43.8	21.1	130.0	-4.2	9.5	-25.8
Active Listings ³	6	100.0	0.0	50.0	0.0	-25.0	-45.5
Sales to New Listings Ratio ⁴	56.5	93.8	36.8	100.0	54.2	38.1	35.5
Months of Inventory ⁵	4.2	1.7	8.0	3.3	4.2	8.8	9.1
Average Price	\$419,385	-22.3	31.8	17.1	51.0	21.6	56.2

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

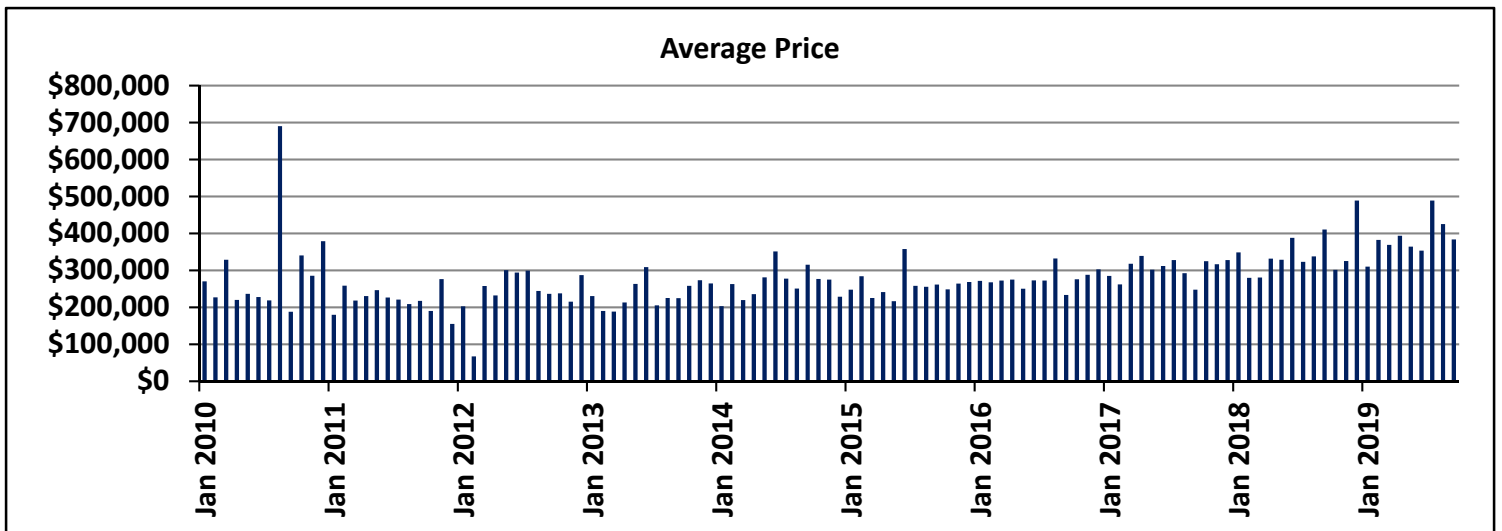
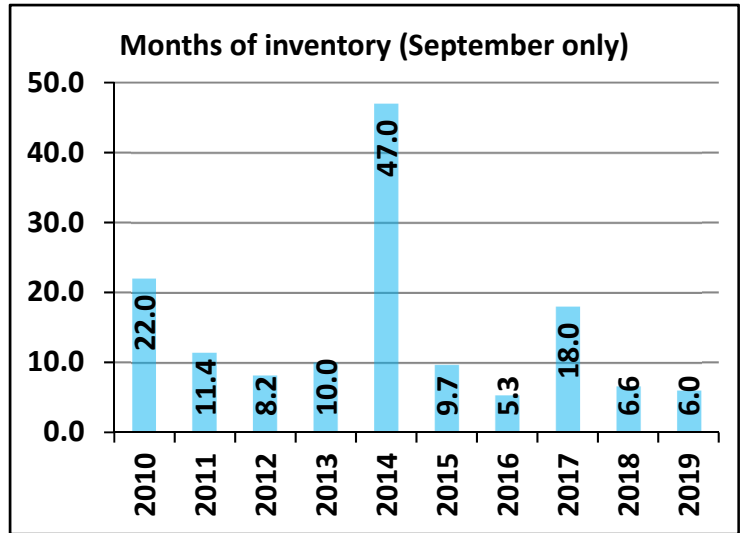
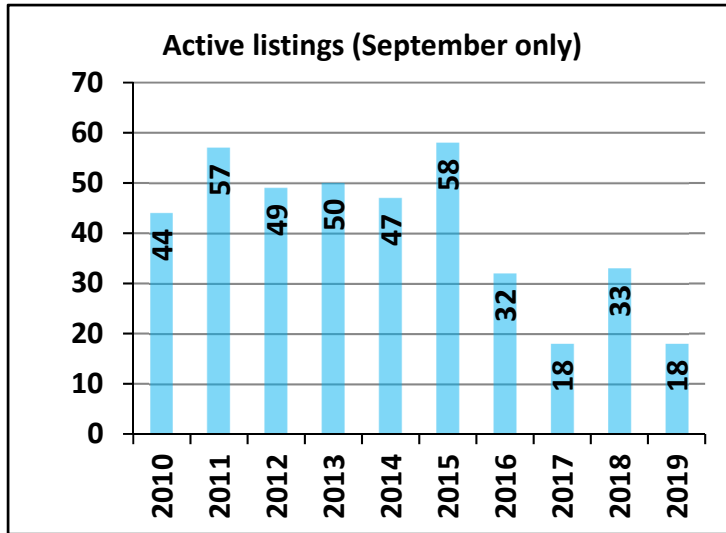
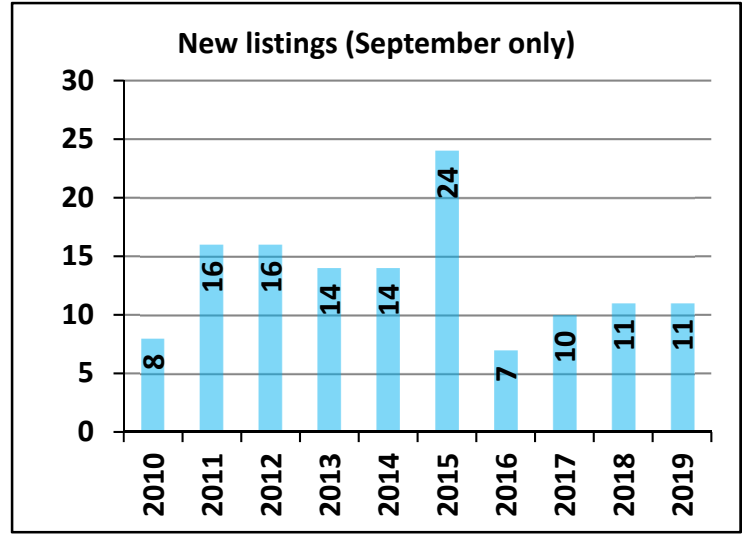
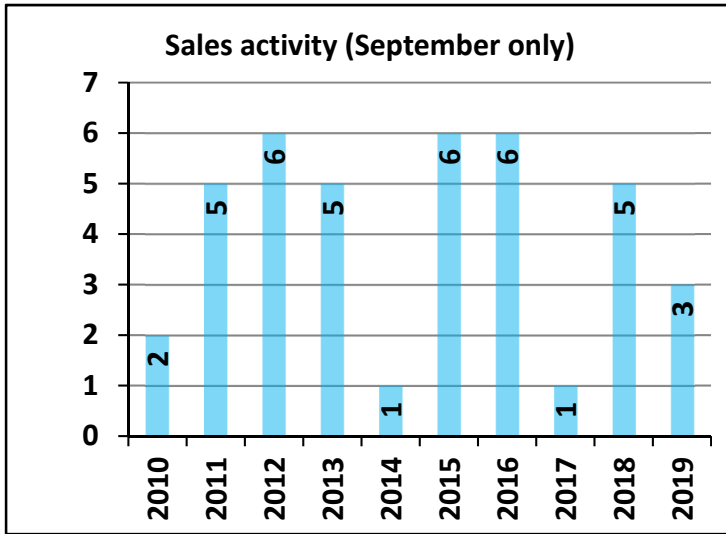
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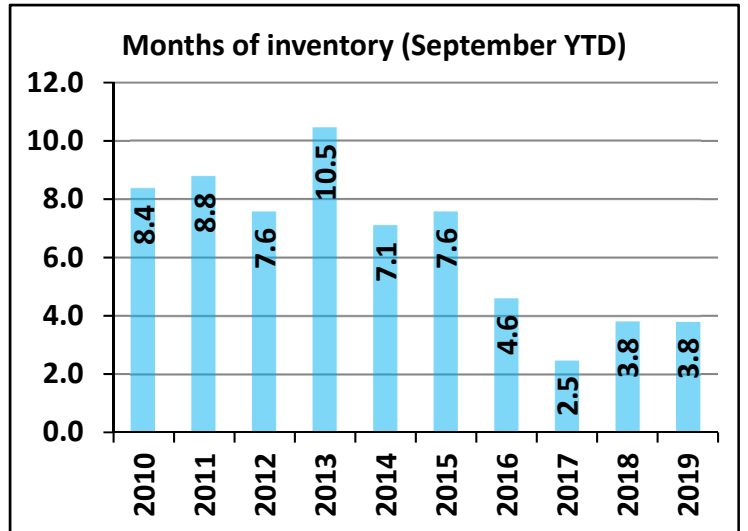
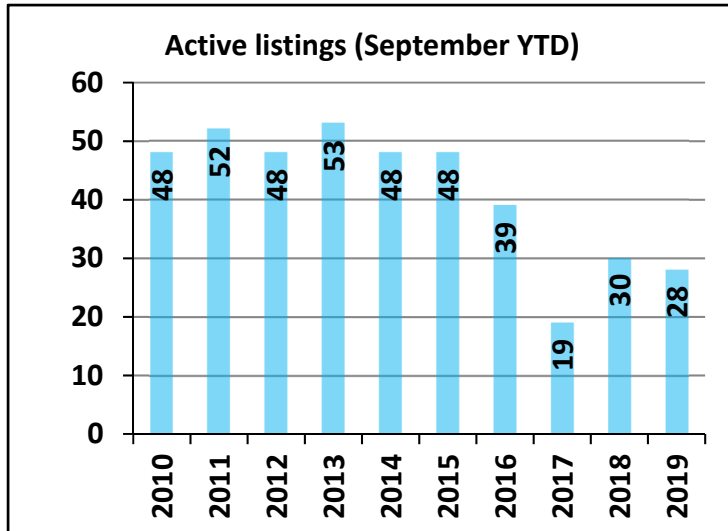
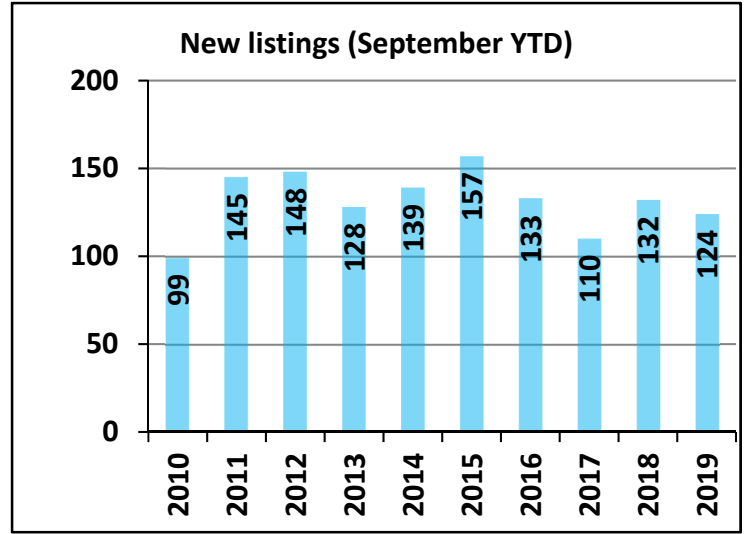
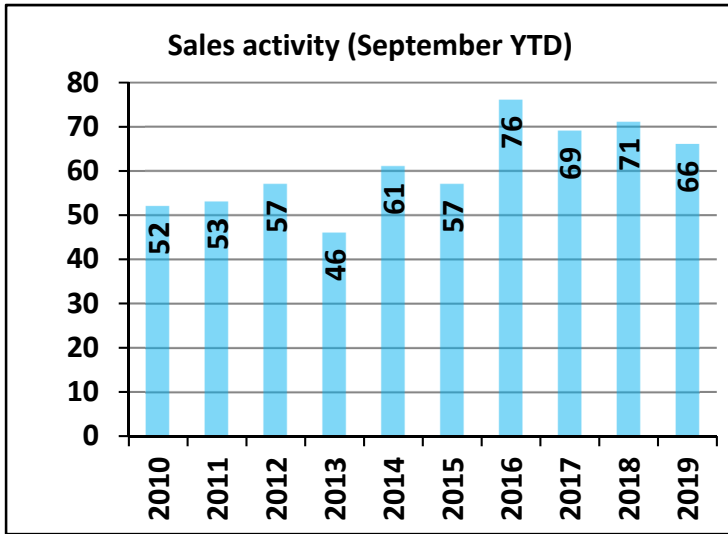
Lucan Biddulph Twp

Residential Market Activity



Lucan Biddulph Twp

Residential Market Activity



Lucan Biddulph Twp

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	3	-40.0	200.0	-50.0	200.0	-50.0	0.0
Dollar Volume	\$1,150,500	-44.0	364.8	-17.8	265.2	-18.8	100.7
New Listings	11	0.0	10.0	57.1	-21.4	-31.3	-15.4
Active Listings	18	-45.5	0.0	-43.8	-61.7	-63.3	-73.5
Sales to New Listings Ratio ¹	27.3	45.5	10.0	85.7	7.1	37.5	23.1
Months of Inventory ²	6.0	6.6	18.0	5.3	47.0	8.2	22.7
Average Price	\$383,500	-6.6	54.9	64.5	21.7	62.4	100.7

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	66	-7.0	-4.3	-13.2	8.2	15.8	94.1
Dollar Volume	\$26,500,729	9.9	22.9	28.6	58.2	87.8	287.6
New Listings	124	-6.1	12.7	-6.8	-10.8	-16.2	22.8
Active Listings ³	28	-6.7	47.4	-28.2	-41.7	-41.7	-53.3
Sales to New Listings Ratio ⁴	53.2	53.8	62.7	57.1	43.9	38.5	33.7
Months of Inventory ⁵	3.8	3.8	2.5	4.6	7.1	7.6	15.8
Average Price	\$401,526	18.3	28.5	48.1	46.3	62.2	99.7

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

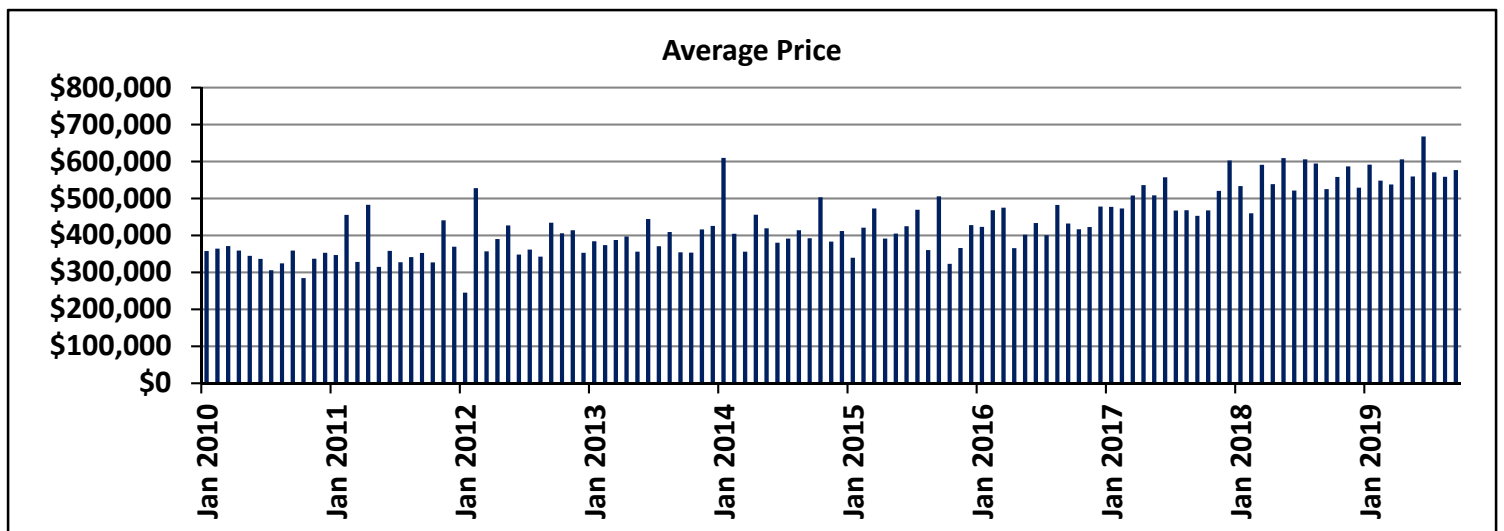
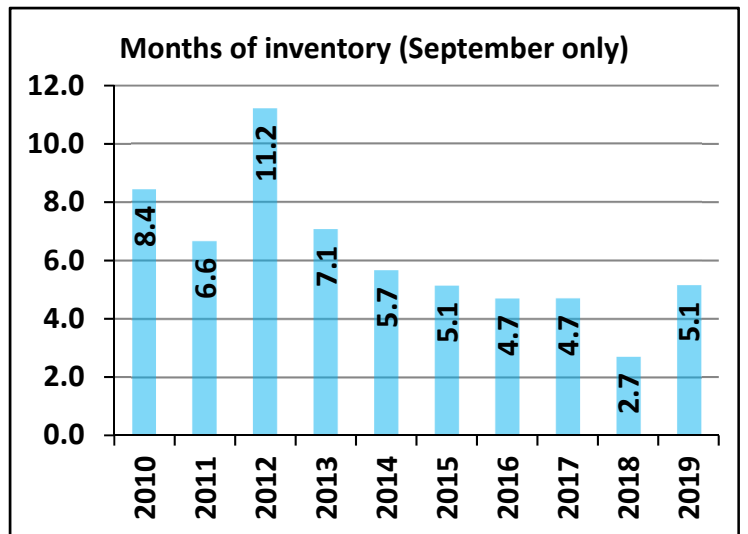
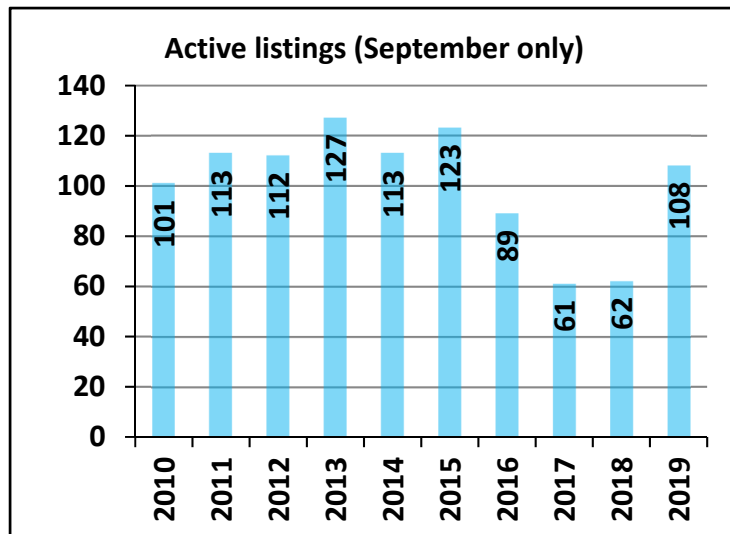
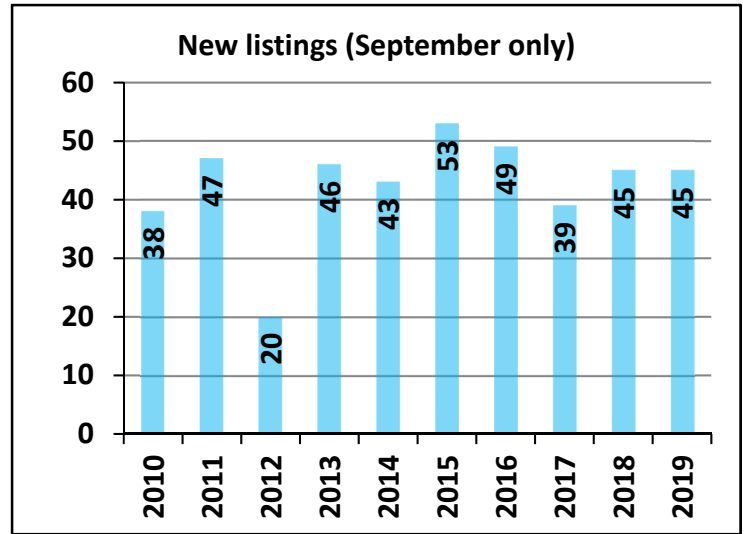
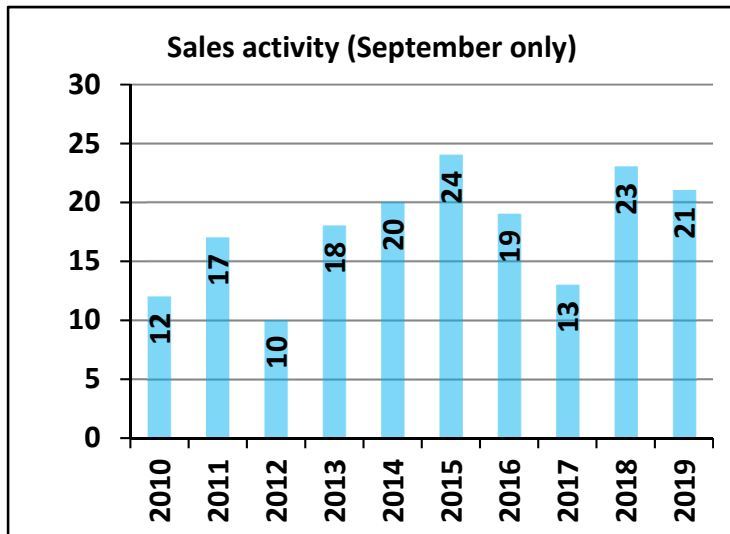
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

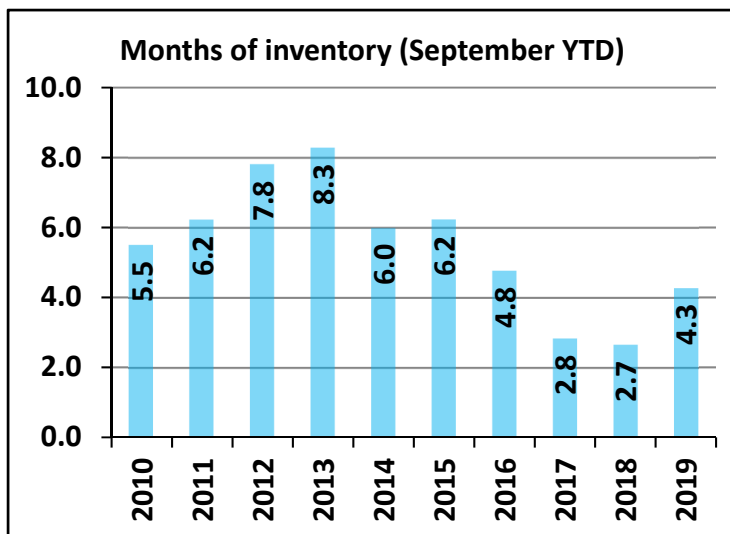
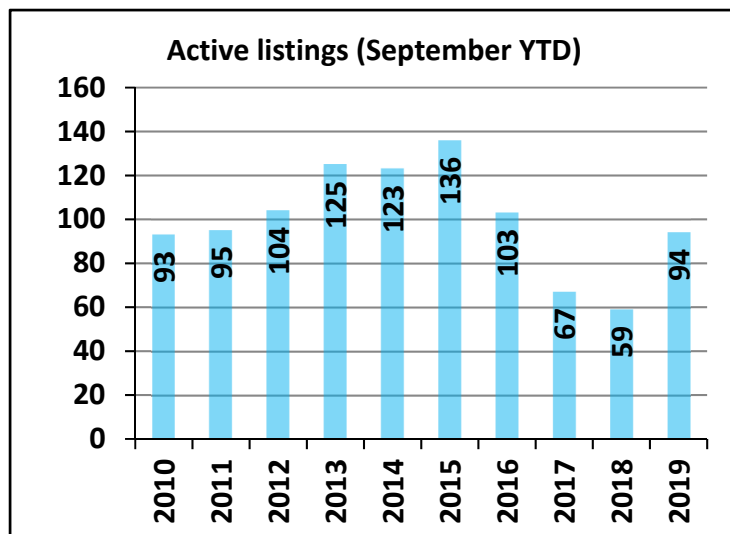
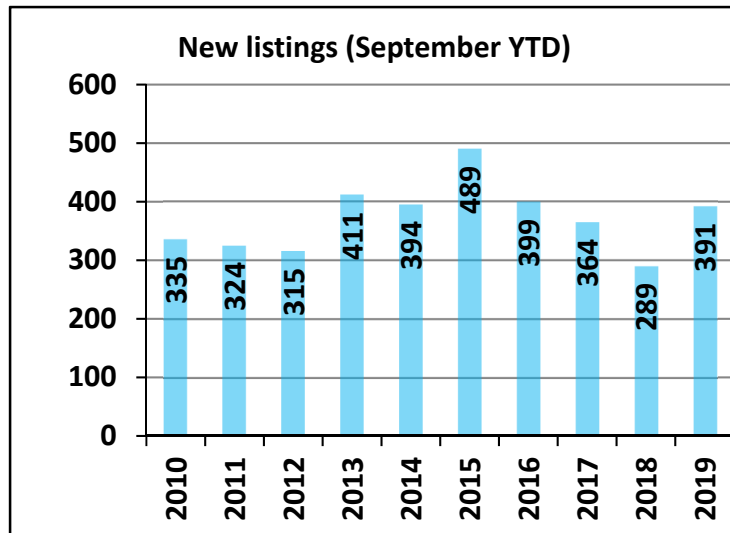
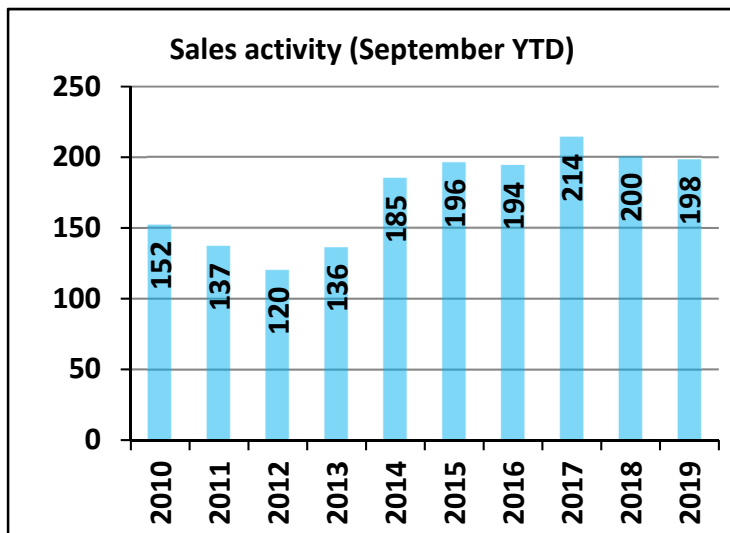
Middlesex Centre Twp

Residential Market Activity



Middlesex Centre Twp

Residential Market Activity



Middlesex Centre Twp

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	21	-8.7	61.5	10.5	5.0	110.0	90.9
Dollar Volume	\$12,113,025	0.3	105.7	47.6	54.4	178.9	168.5
New Listings	45	0.0	15.4	-8.2	4.7	125.0	12.5
Active Listings	108	74.2	77.0	21.3	-4.4	-3.6	9.1
Sales to New Listings Ratio ¹	46.7	51.1	33.3	38.8	46.5	50.0	27.5
Months of Inventory ²	5.1	2.7	4.7	4.7	5.7	11.2	9.0
Average Price	\$576,811	9.9	27.3	33.5	47.0	32.8	40.7

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	198	-1.0	-7.5	2.1	7.0	65.0	41.4
Dollar Volume	\$115,426,523	3.9	7.8	40.3	51.1	148.8	144.8
New Listings	391	35.3	7.4	-2.0	-0.8	24.1	17.4
Active Listings ³	94	59.3	40.3	-8.7	-23.6	-9.6	-6.0
Sales to New Listings Ratio ⁴	50.6	69.2	58.8	48.6	47.0	38.1	42.0
Months of Inventory ⁵	4.3	2.7	2.8	4.8	6.0	7.8	6.4
Average Price	\$582,962	5.0	16.5	37.4	41.2	50.8	73.1

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

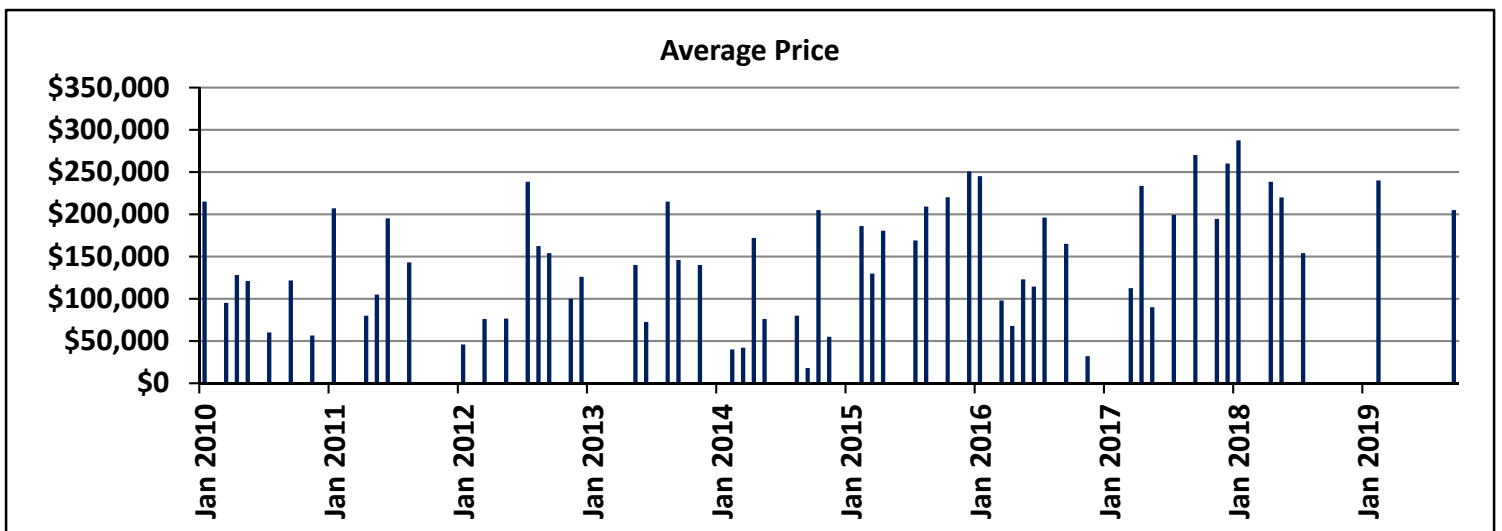
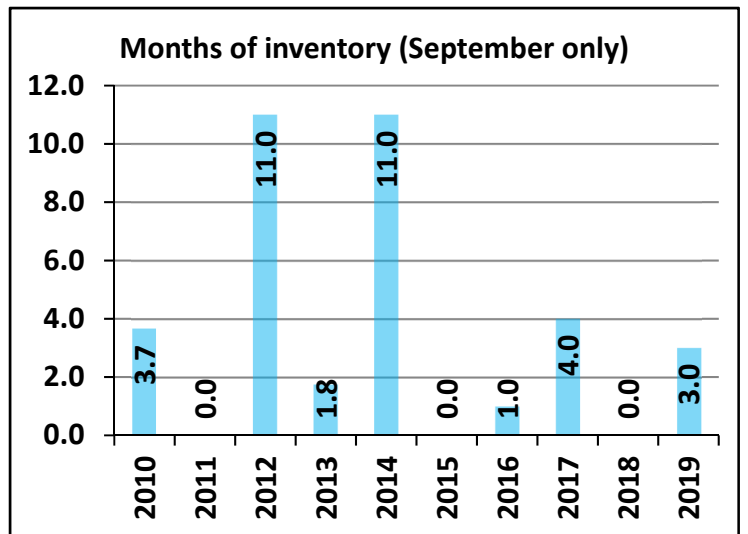
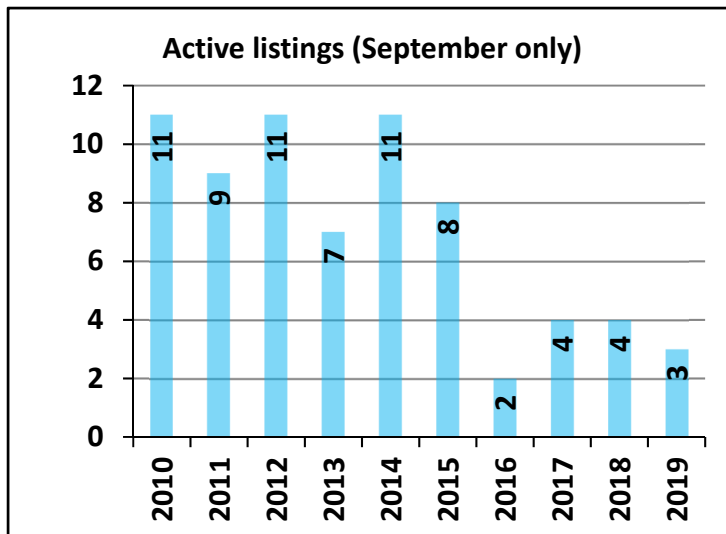
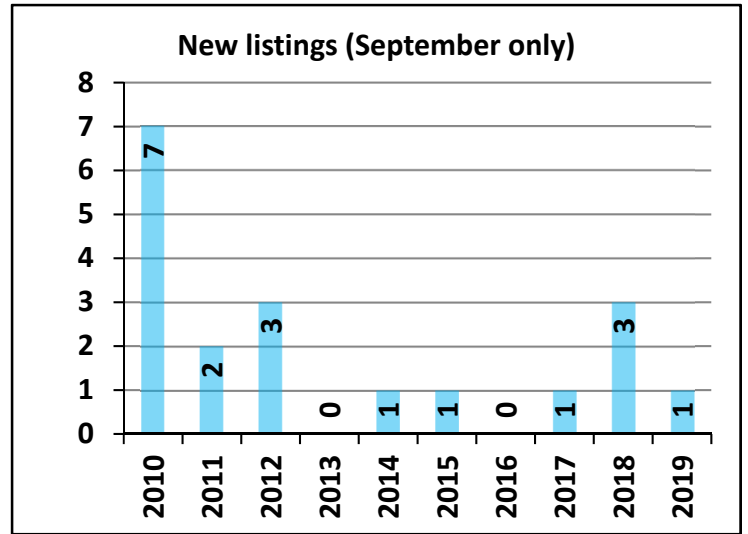
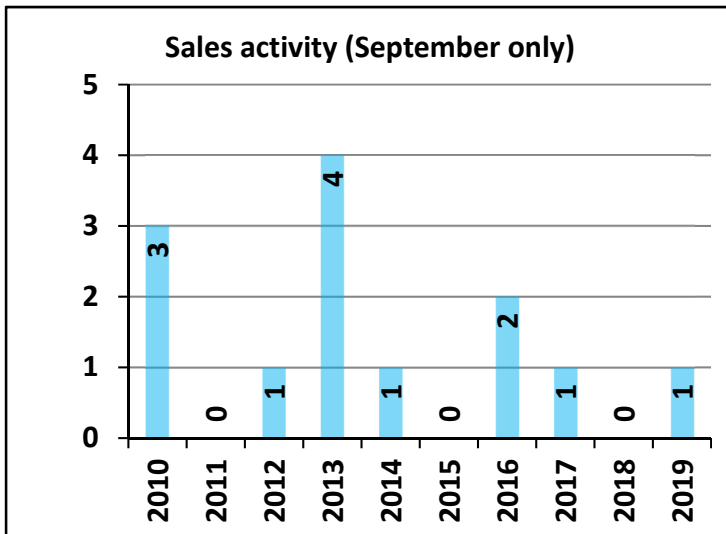
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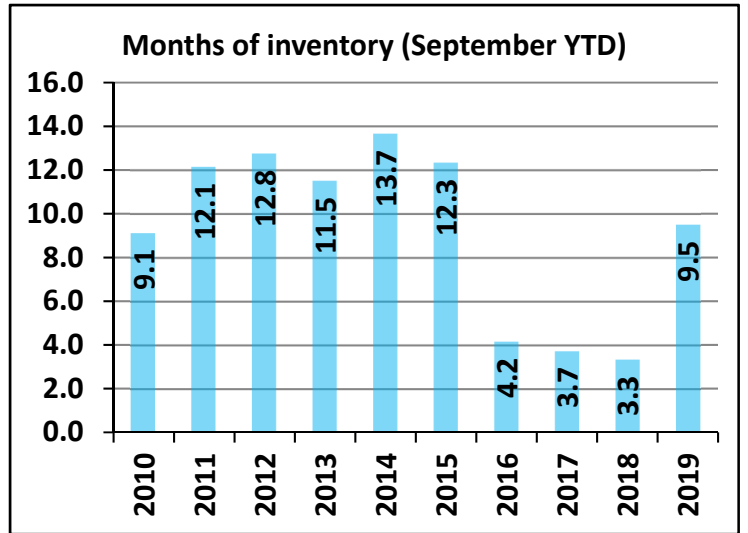
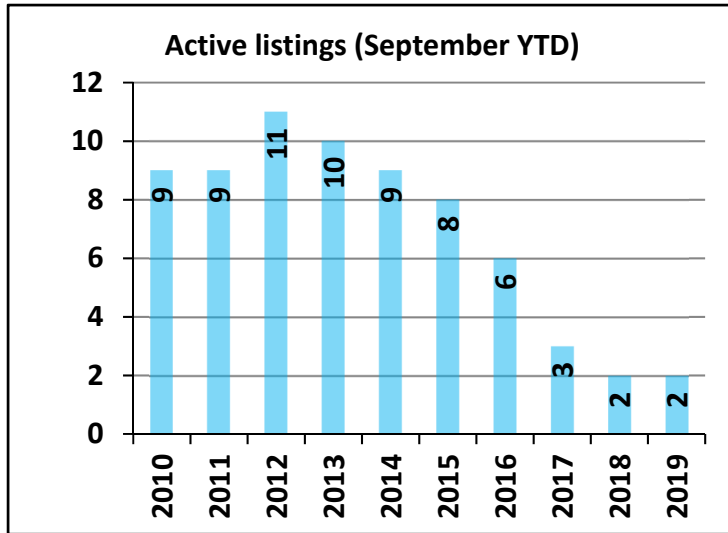
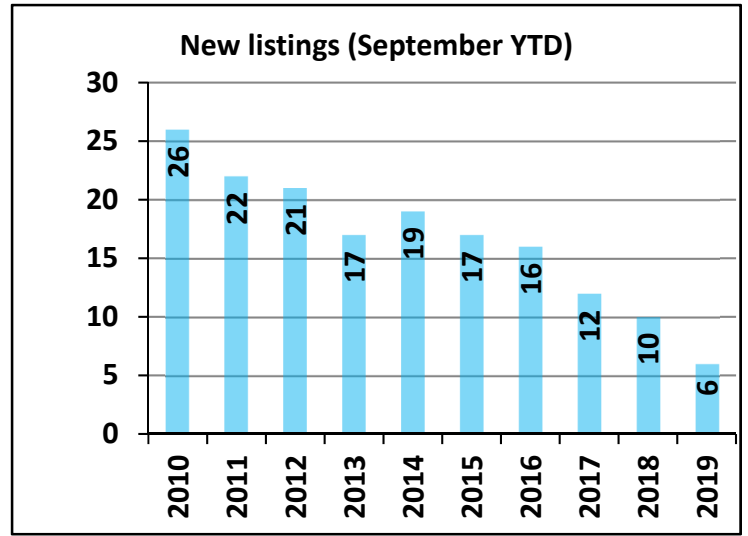
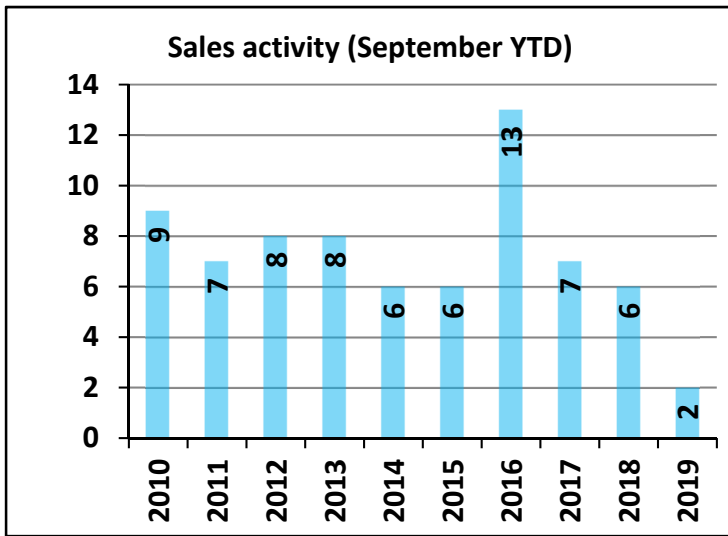
Newbury

Residential Market Activity



Newbury

Residential Market Activity



Newbury

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	1	.	0.0	-50.0	0.0	0.0	.
Dollar Volume	\$205,000	.	-24.1	-37.9	1,038.9	33.1	.
New Listings	1	-66.7	0.0	.	0.0	-66.7	-75.0
Active Listings	3	-25.0	-25.0	50.0	-72.7	-72.7	-66.7
Sales to New Listings Ratio ¹	100.0	0.0	100.0	.	100.0	33.3	0.0
Months of Inventory ²	3.0	.	4.0	1.0	11.0	11.0	.
Average Price	\$205,000	.	-24.1	24.2	1,038.9	33.1	.

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	2	-66.7	-71.4	-84.6	-66.7	-75.0	100.0
Dollar Volume	\$445,000	-68.4	-64.4	-75.0	4.0	-49.1	154.3
New Listings	6	-40.0	-50.0	-62.5	-68.4	-71.4	-70.0
Active Listings ³	2	0.0	-33.3	-66.7	-77.8	-81.8	-71.4
Sales to New Listings Ratio ⁴	33.3	60.0	58.3	81.3	31.6	38.1	5.0
Months of Inventory ⁵	9.5	3.3	3.7	4.2	13.7	12.8	67.0
Average Price	\$222,500	-5.1	24.5	62.4	211.9	103.5	27.1

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

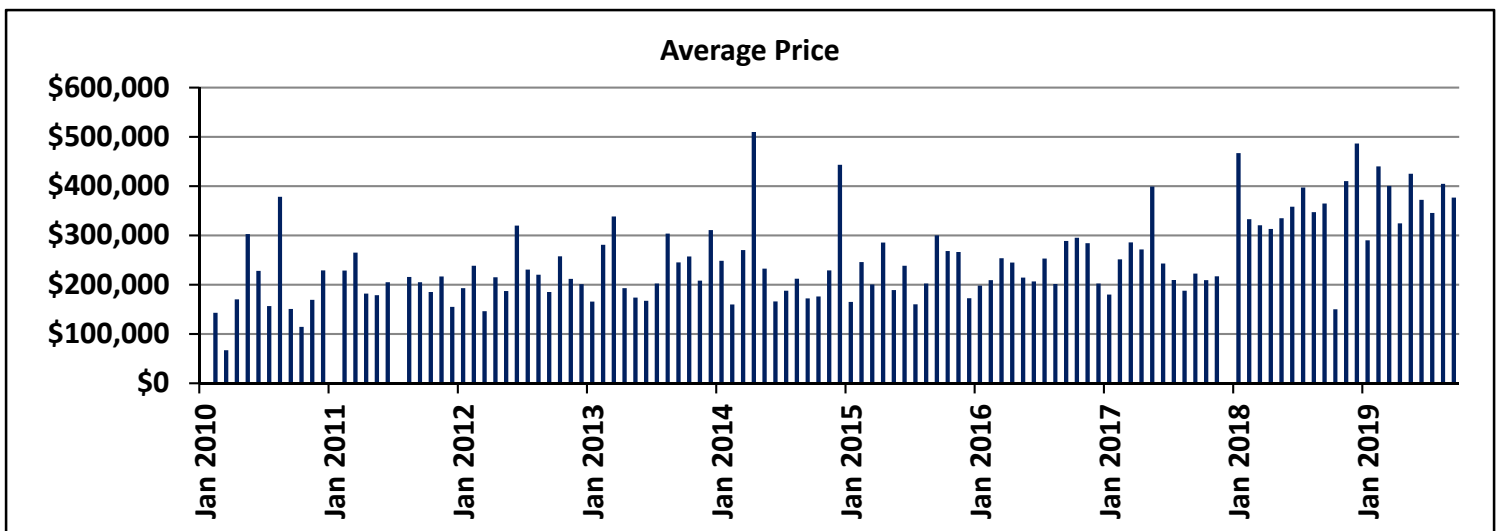
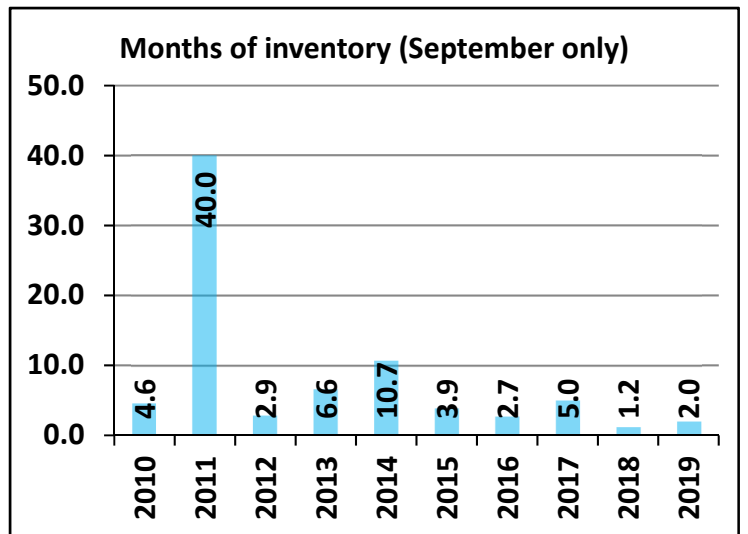
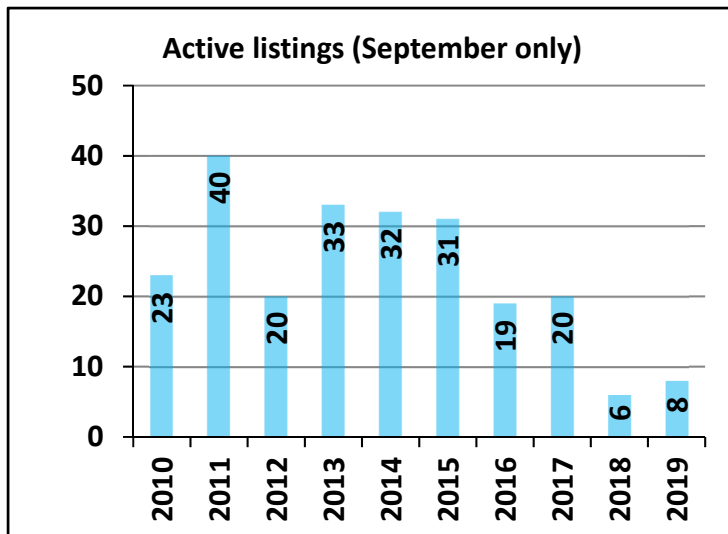
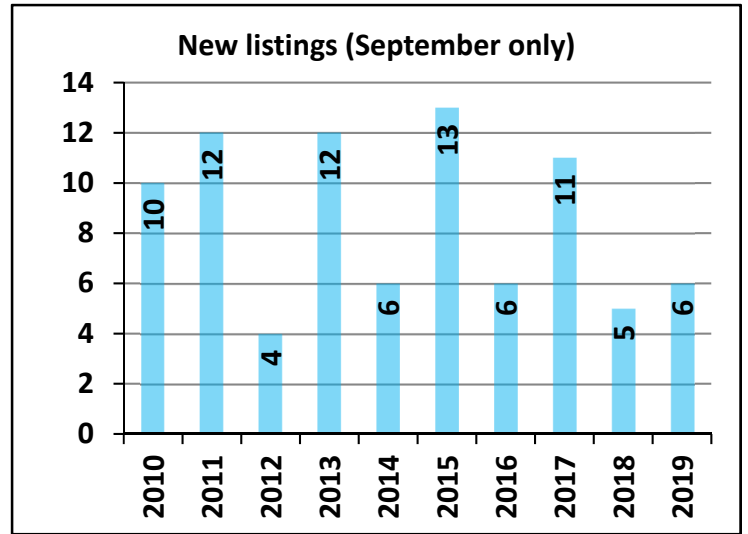
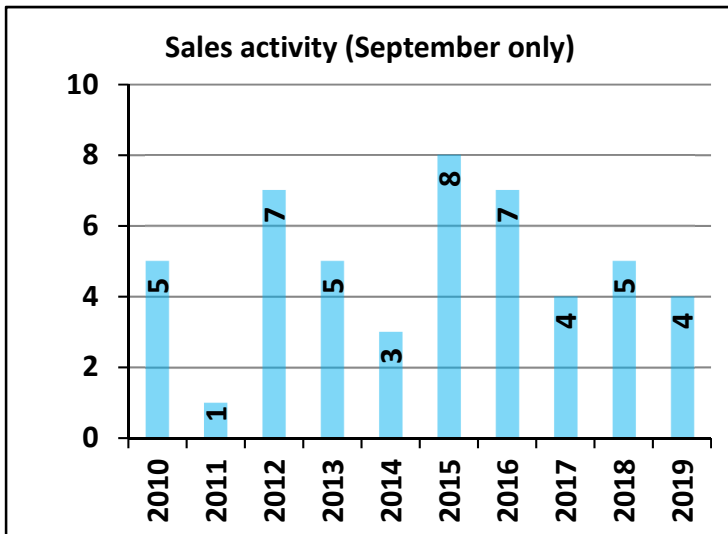
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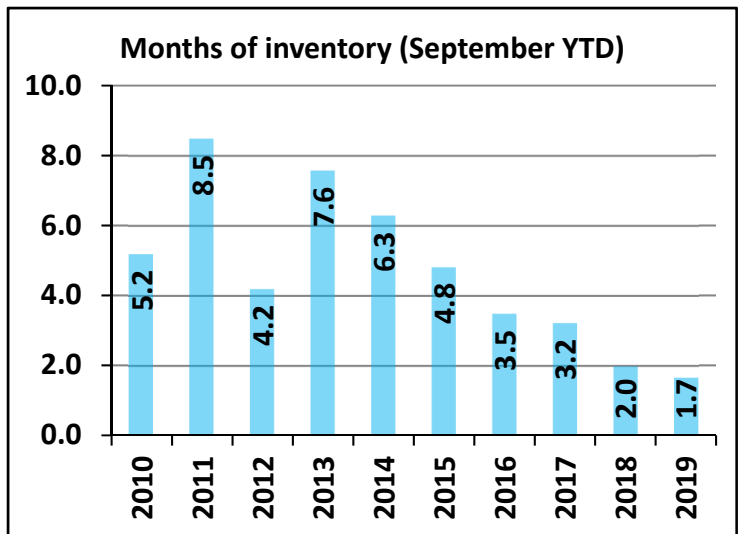
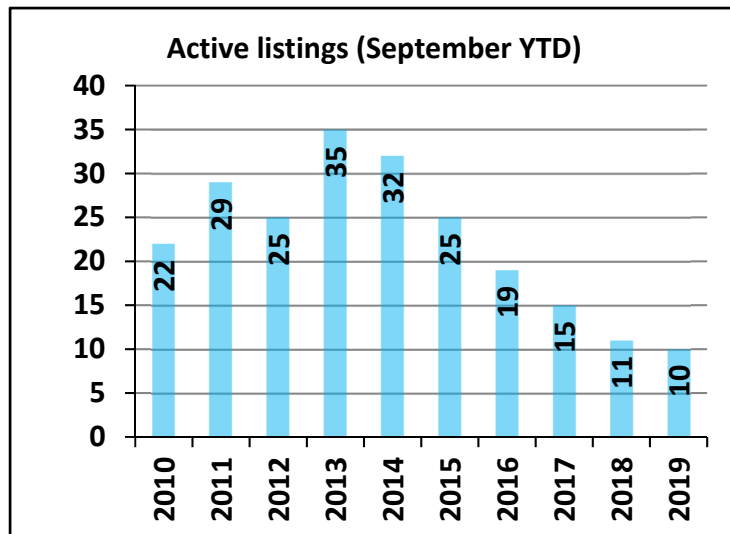
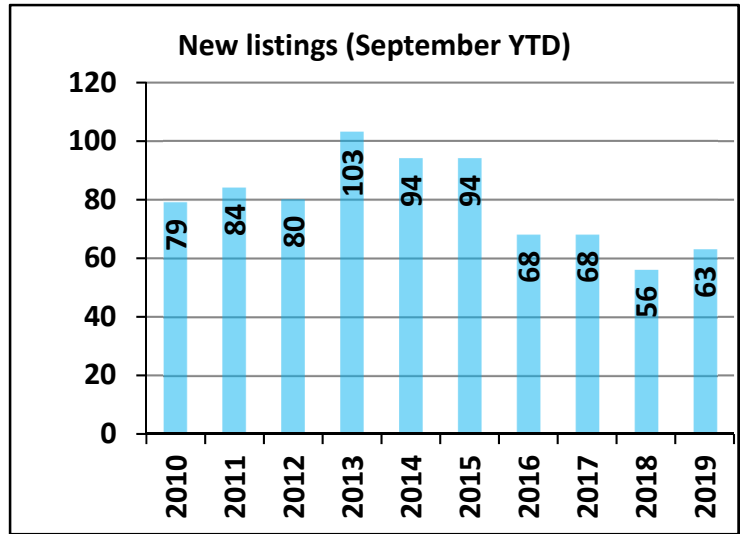
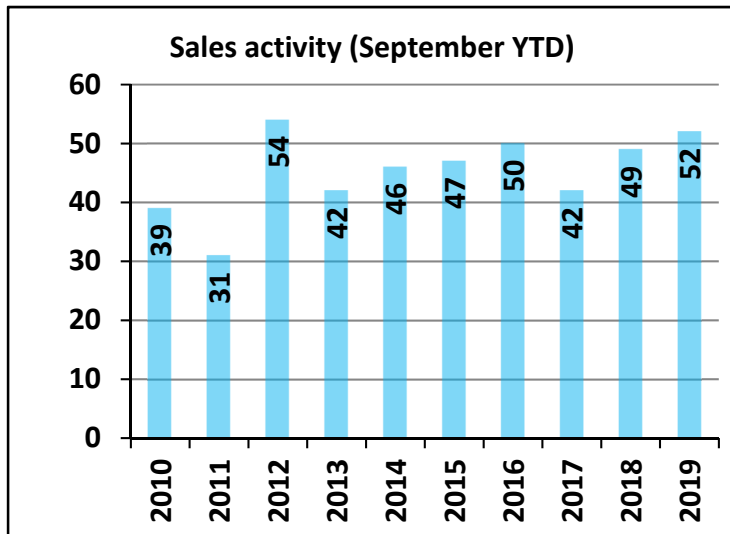
North Middlesex (Muni)

Residential Market Activity



North Middlesex (Muni)

Residential Market Activity



North Middlesex (Muni)

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	4	-20.0	0.0	-42.9	33.3	-42.9	0.0
Dollar Volume	\$1,506,900	-17.3	69.3	-25.4	192.0	16.3	151.4
New Listings	6	20.0	-45.5	0.0	0.0	50.0	100.0
Active Listings	8	33.3	-60.0	-57.9	-75.0	-60.0	-61.9
Sales to New Listings Ratio ¹	66.7	100.0	36.4	116.7	50.0	175.0	133.3
Months of Inventory ²	2.0	1.2	5.0	2.7	10.7	2.9	5.3
Average Price	\$376,725	3.4	69.3	30.5	119.0	103.5	151.4

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	52	6.1	23.8	4.0	13.0	-3.7	85.7
Dollar Volume	\$19,207,780	11.5	71.7	67.4	80.1	64.6	268.8
New Listings	63	12.5	-7.4	-7.4	-33.0	-21.3	-1.6
Active Listings ³	10	-9.1	-33.3	-47.4	-68.8	-60.0	-58.3
Sales to New Listings Ratio ⁴	82.5	87.5	61.8	73.5	48.9	67.5	43.8
Months of Inventory ⁵	1.7	2.0	3.2	3.5	6.3	4.2	7.6
Average Price	\$369,380	5.1	38.7	60.9	59.4	71.0	98.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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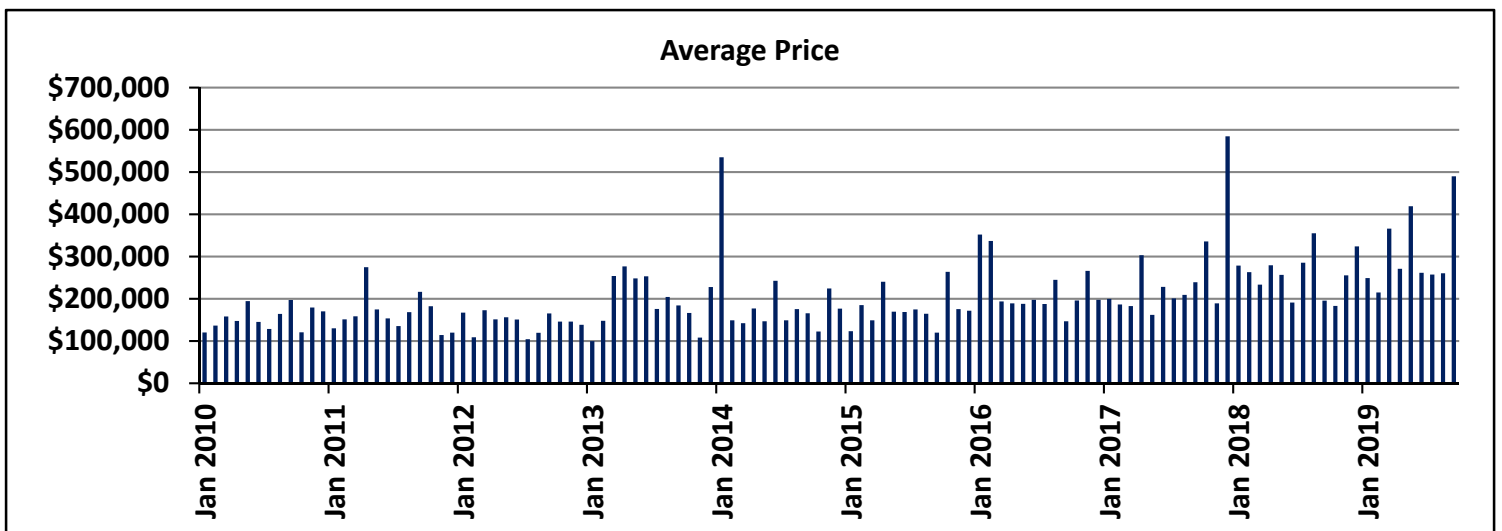
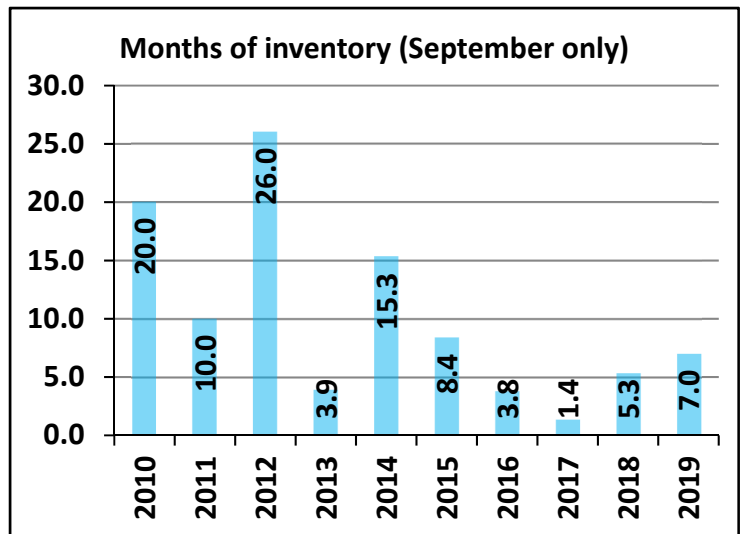
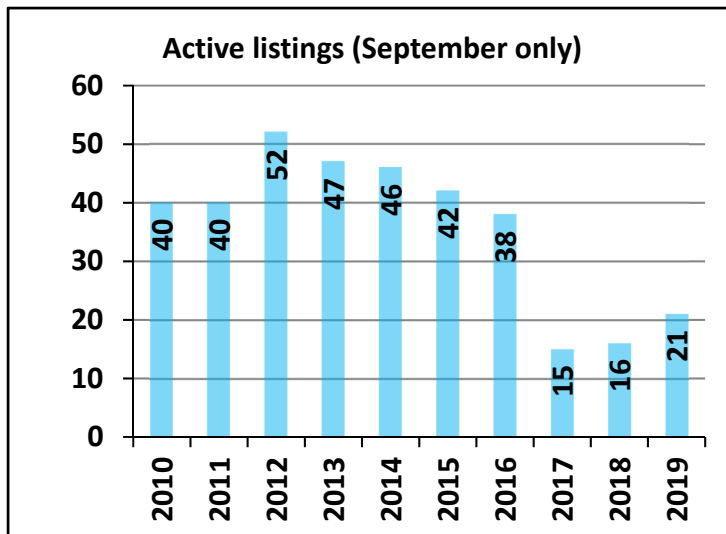
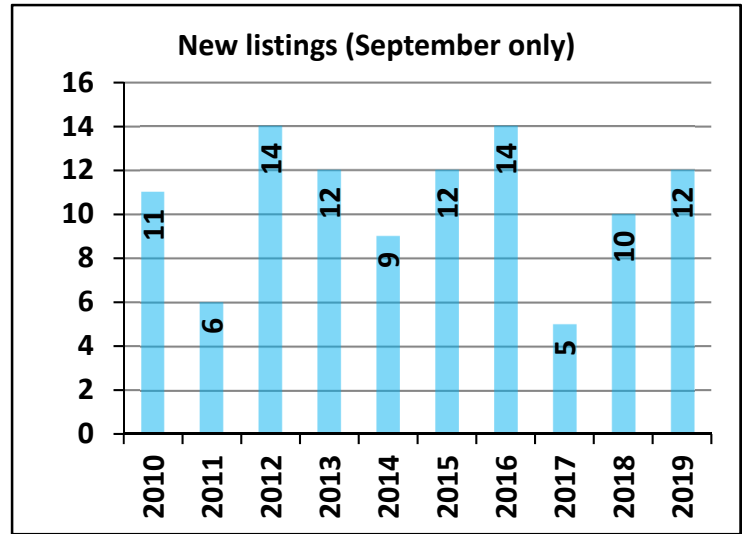
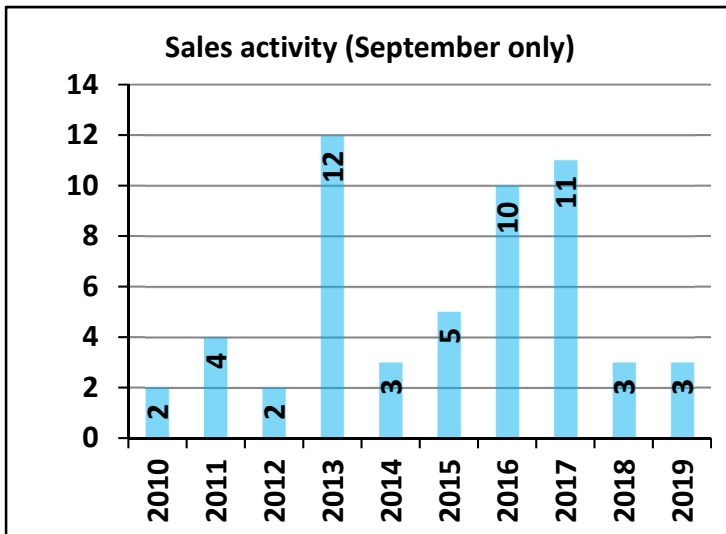
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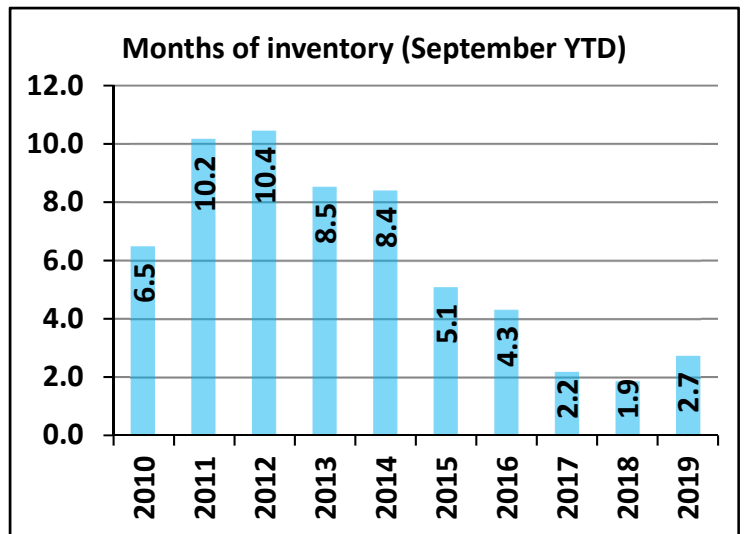
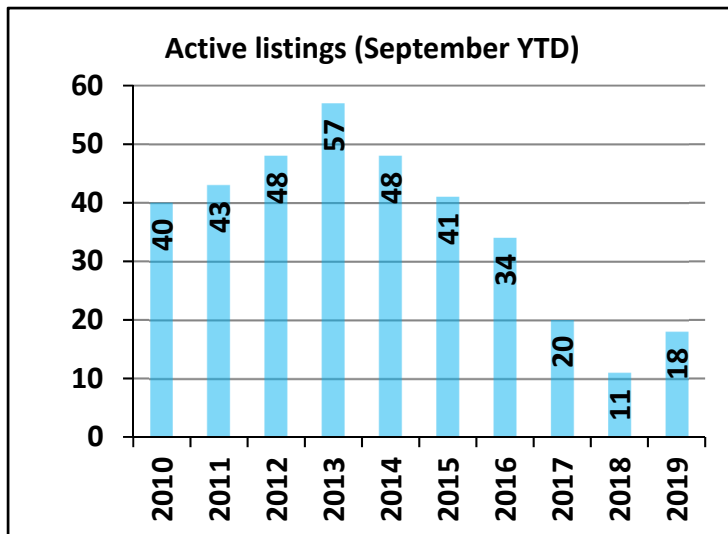
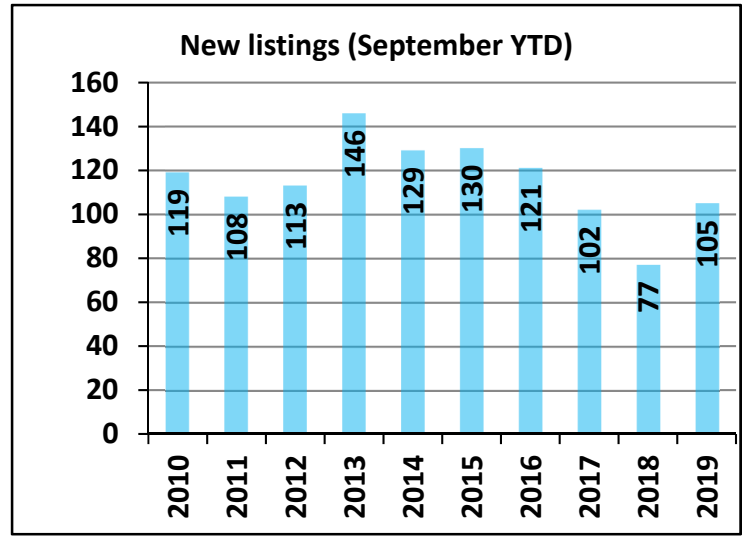
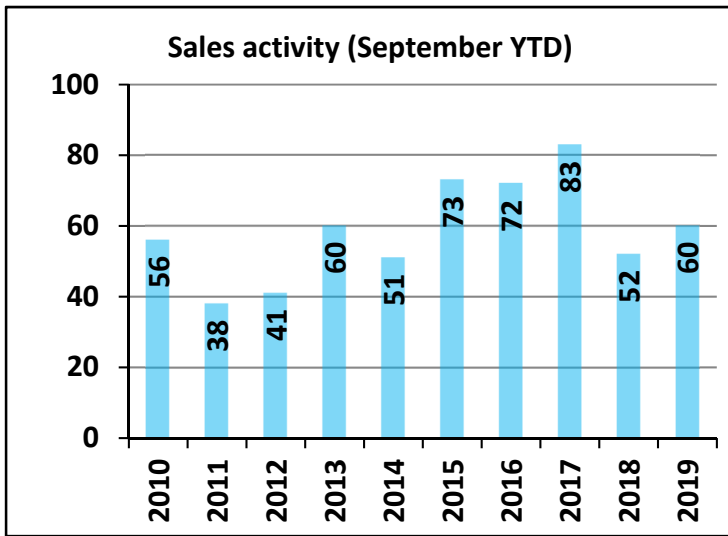
Southwest Middlesex (Muni)

Residential Market Activity



Southwest Middlesex (Muni)

Residential Market Activity



Southwest Middlesex (Muni)

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	3	0.0	-72.7	-70.0	0.0	50.0	-40.0
Dollar Volume	\$1,469,100	150.7	-44.1	0.2	195.9	345.2	97.3
New Listings	12	20.0	140.0	-14.3	33.3	-14.3	0.0
Active Listings	21	31.3	40.0	-44.7	-54.3	-59.6	-52.3
Sales to New Listings Ratio ¹	25.0	30.0	220.0	71.4	33.3	14.3	41.7
Months of Inventory ²	7.0	5.3	1.4	3.8	15.3	26.0	8.8
Average Price	\$489,700	150.7	105.0	234.1	195.9	196.8	228.9

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	60	15.4	-27.7	-16.7	17.6	46.3	30.4
Dollar Volume	\$18,110,900	32.4	3.3	15.5	90.5	198.0	164.4
New Listings	105	36.4	2.9	-13.2	-18.6	-7.1	-7.9
Active Listings ³	18	63.6	-10.0	-47.1	-62.5	-62.5	-61.7
Sales to New Listings Ratio ⁴	57.1	67.5	81.4	59.5	39.5	36.3	40.4
Months of Inventory ⁵	2.7	1.9	2.2	4.3	8.4	10.4	9.3
Average Price	\$301,848	14.7	42.8	38.6	61.9	103.7	102.7

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

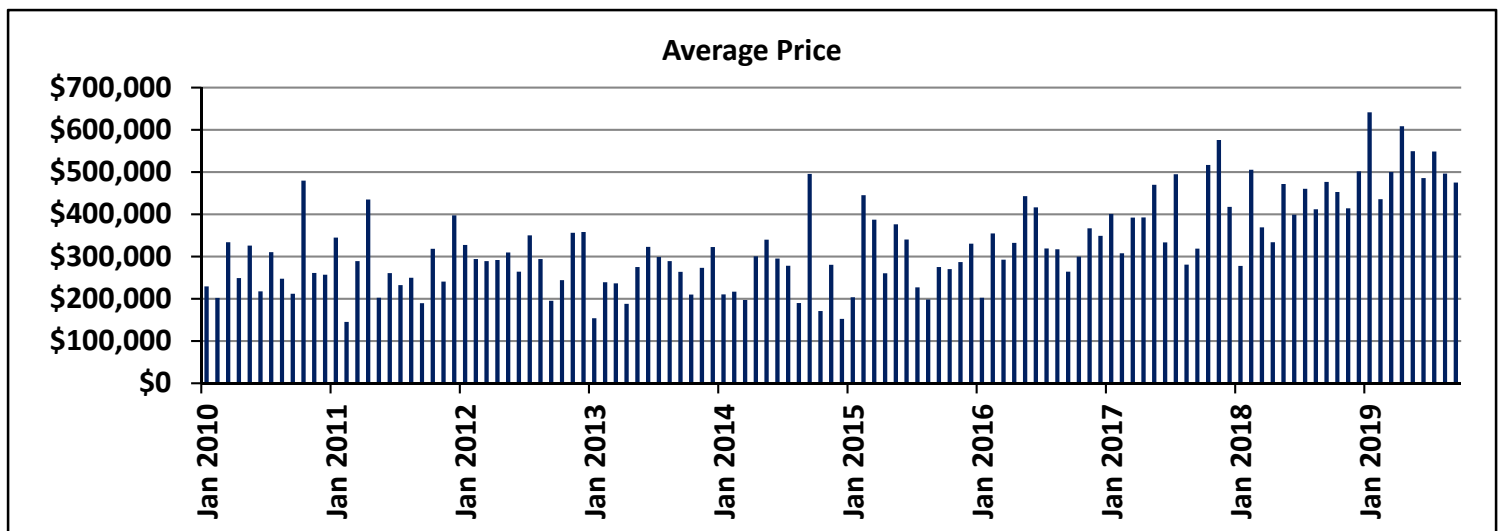
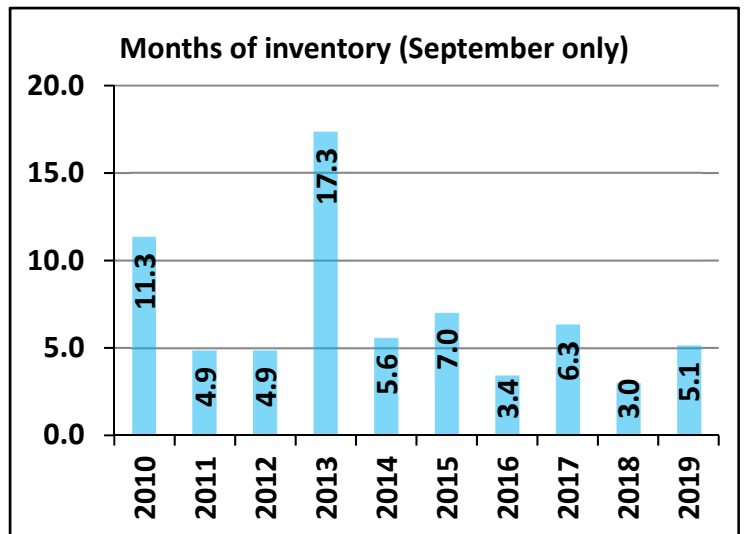
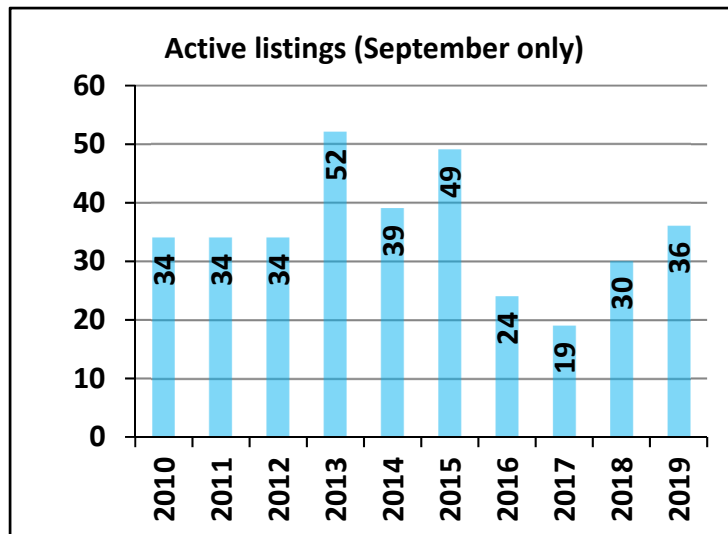
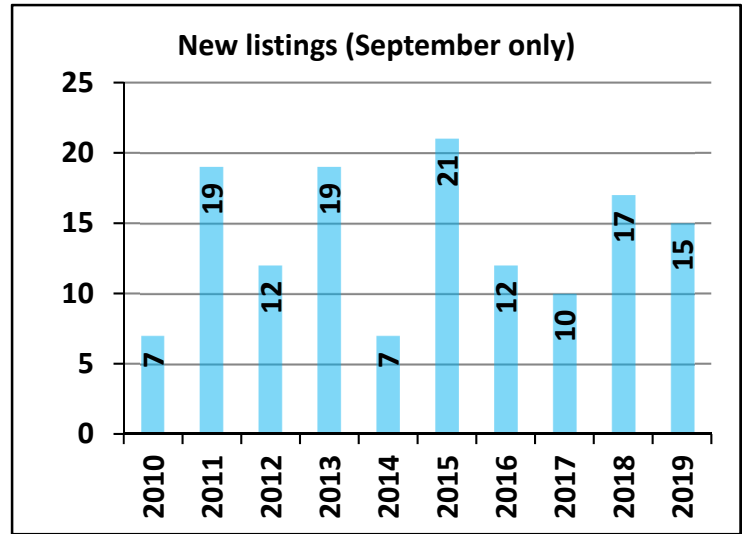
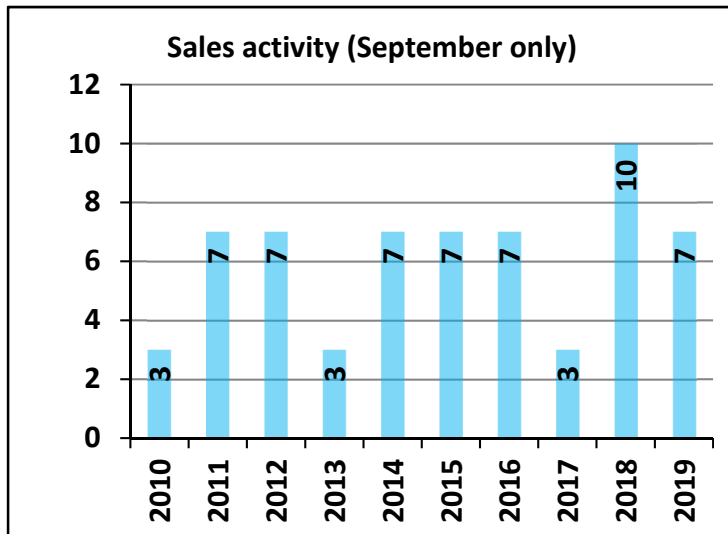
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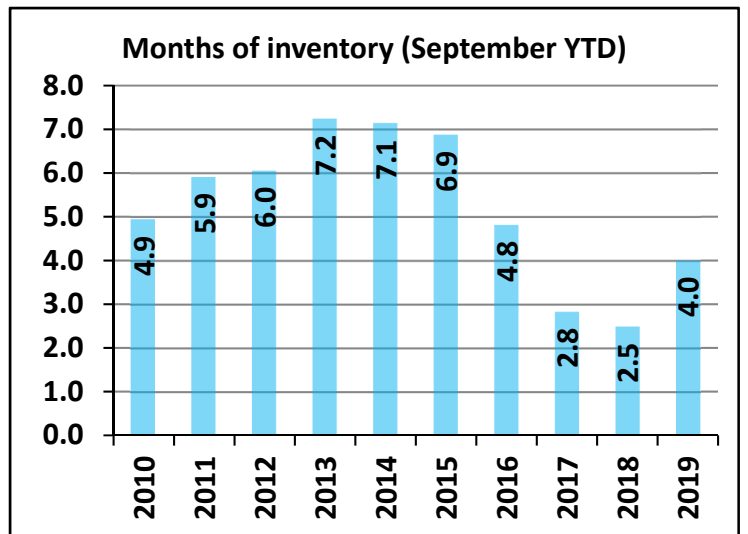
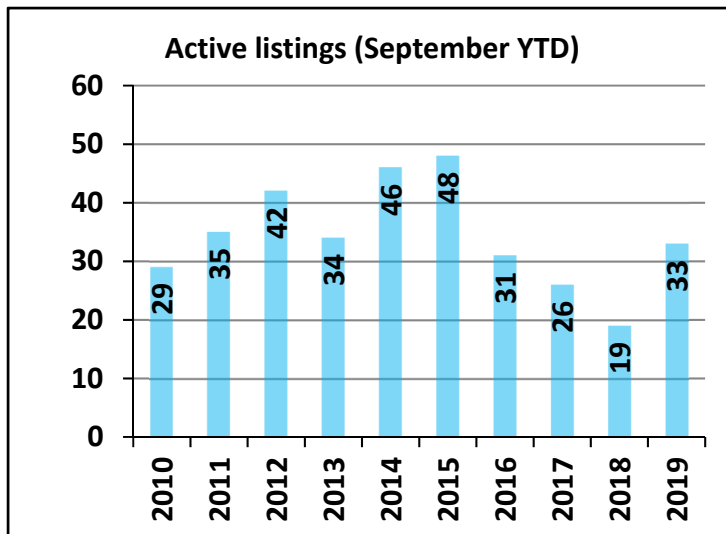
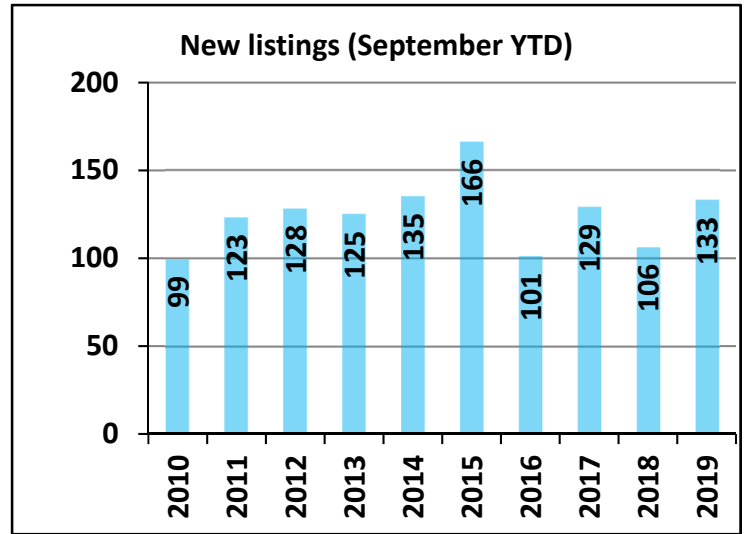
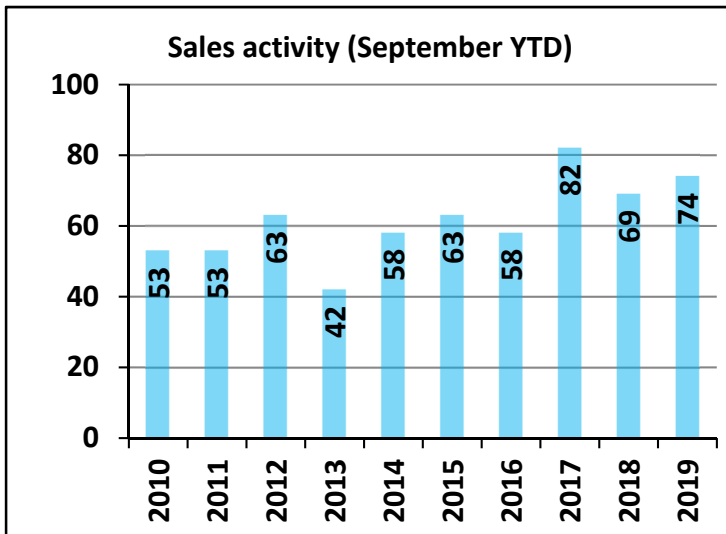
Strathroy Caradoc Twp

Residential Market Activity



Strathroy Caradoc Twp

Residential Market Activity



Strathroy Caradoc Twp

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	7	-30.0	133.3	0.0	0.0	0.0	75.0
Dollar Volume	\$3,326,400	-30.2	248.1	80.1	-4.1	143.7	331.5
New Listings	15	-11.8	50.0	25.0	114.3	25.0	25.0
Active Listings	36	20.0	89.5	50.0	-7.7	5.9	-2.7
Sales to New Listings Ratio ¹	46.7	58.8	30.0	58.3	100.0	58.3	33.3
Months of Inventory ²	5.1	3.0	6.3	3.4	5.6	4.9	9.3
Average Price	\$475,200	-0.3	49.2	80.1	-4.1	143.7	146.6

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	74	7.2	-9.8	27.6	27.6	17.5	64.4
Dollar Volume	\$38,931,388	36.3	21.0	97.8	127.3	115.3	256.1
New Listings	133	25.5	3.1	31.7	-1.5	3.9	43.0
Active Listings ³	33	73.7	26.9	6.5	-28.3	-21.4	-2.9
Sales to New Listings Ratio ⁴	55.6	65.1	63.6	57.4	43.0	49.2	48.4
Months of Inventory ⁵	4.0	2.5	2.8	4.8	7.1	6.0	6.8
Average Price	\$526,100	27.1	34.1	55.0	78.1	83.3	116.6

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

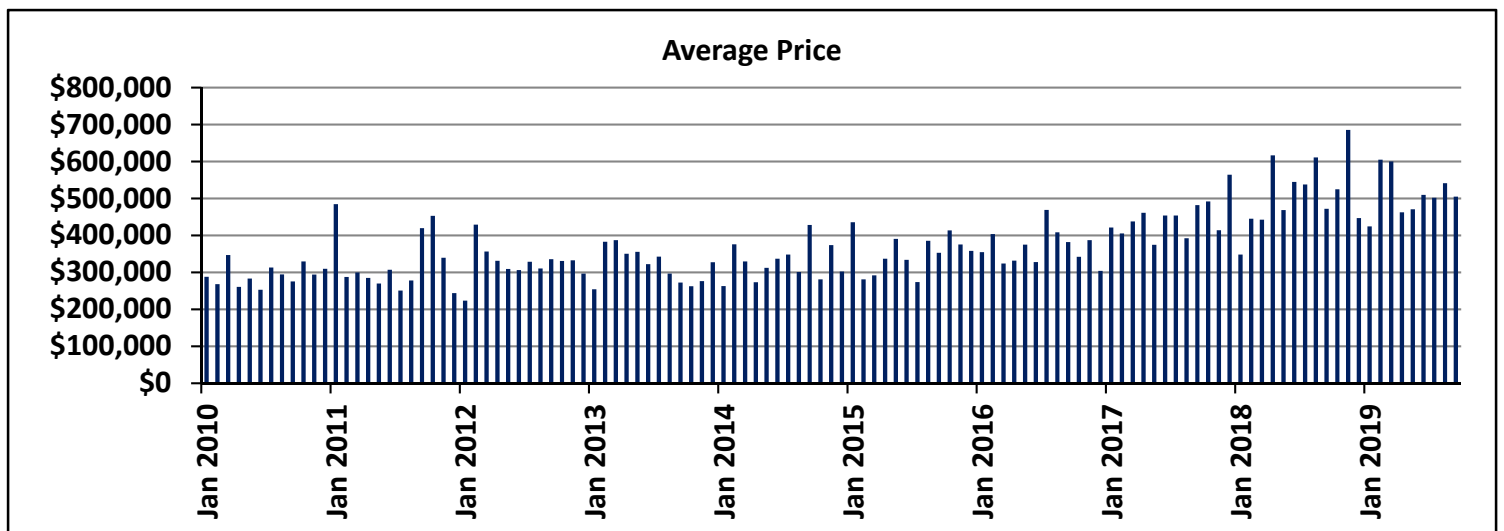
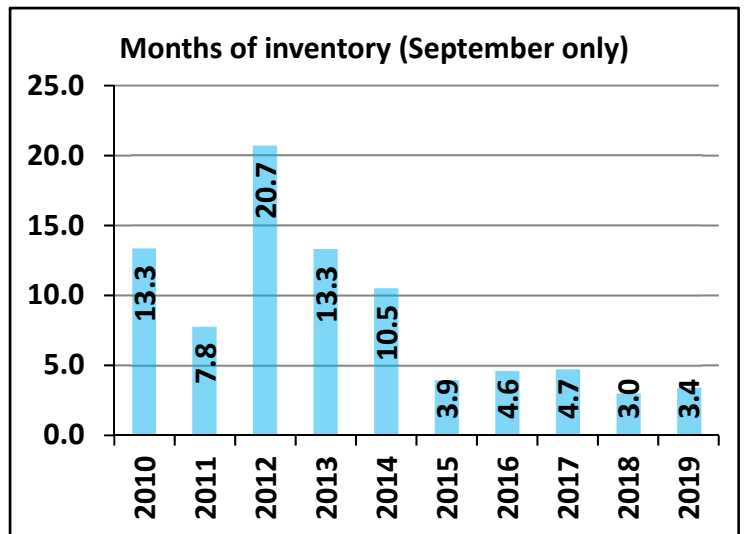
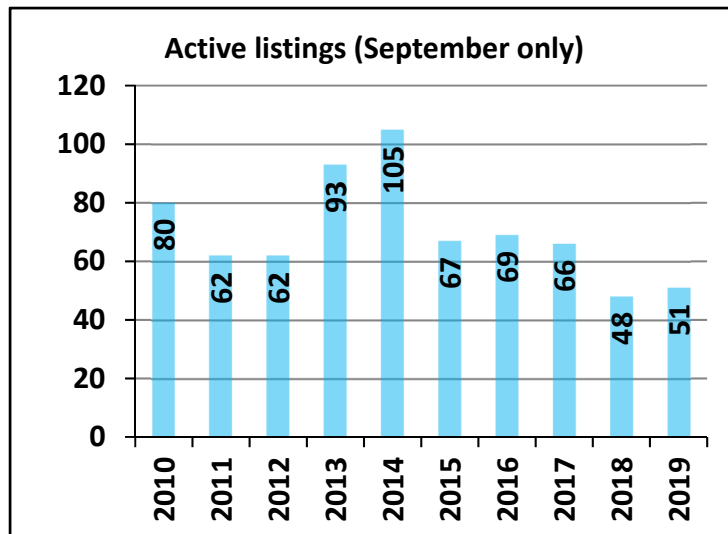
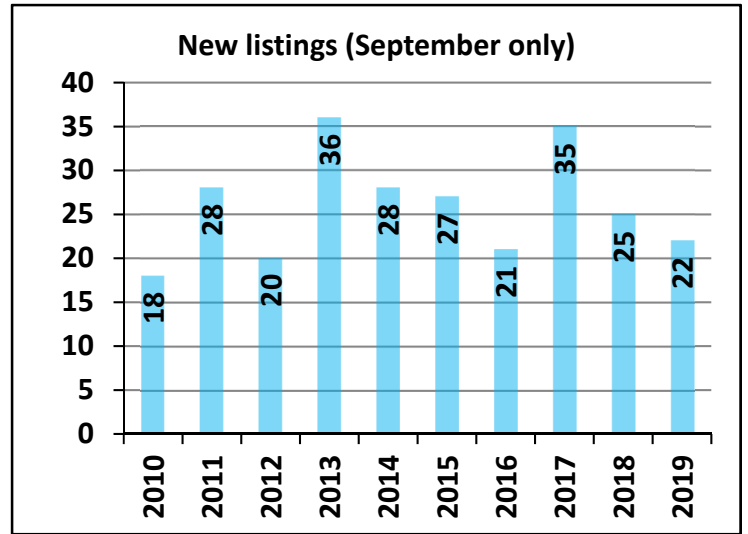
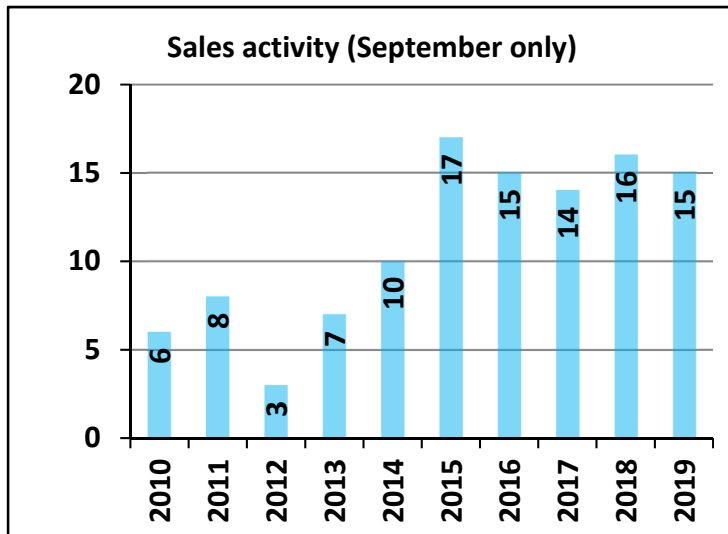
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

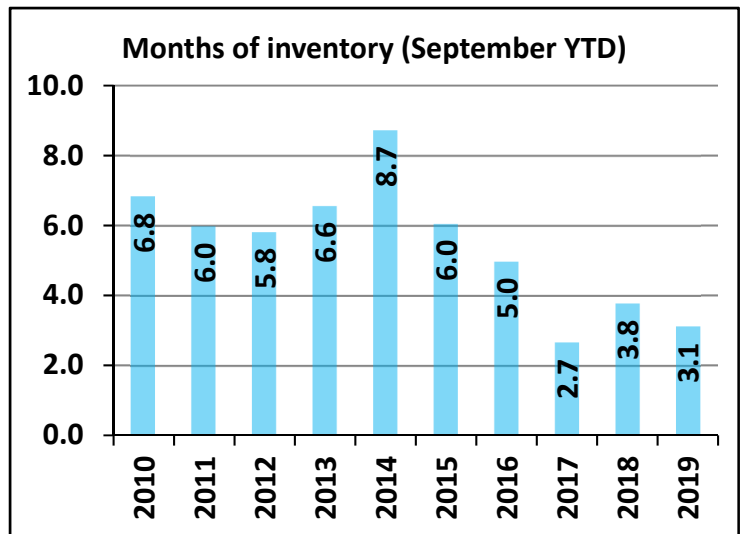
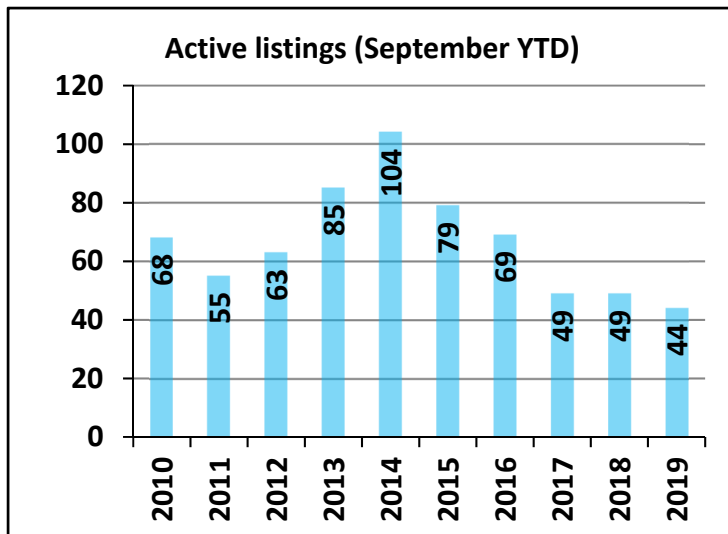
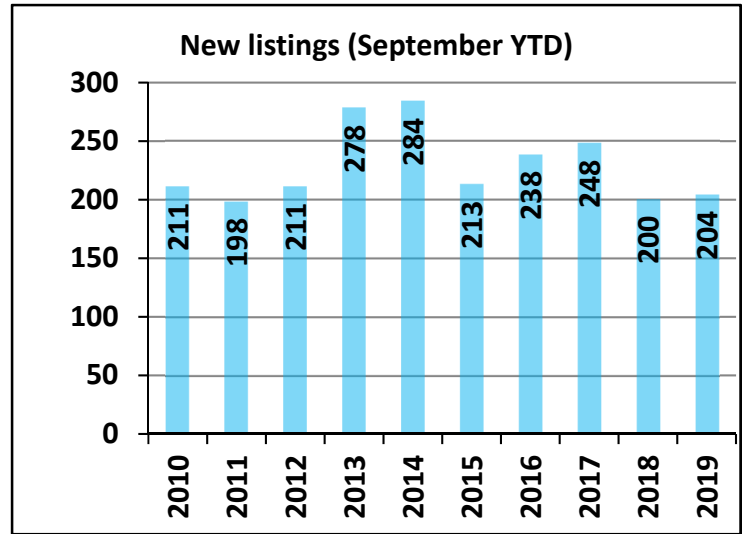
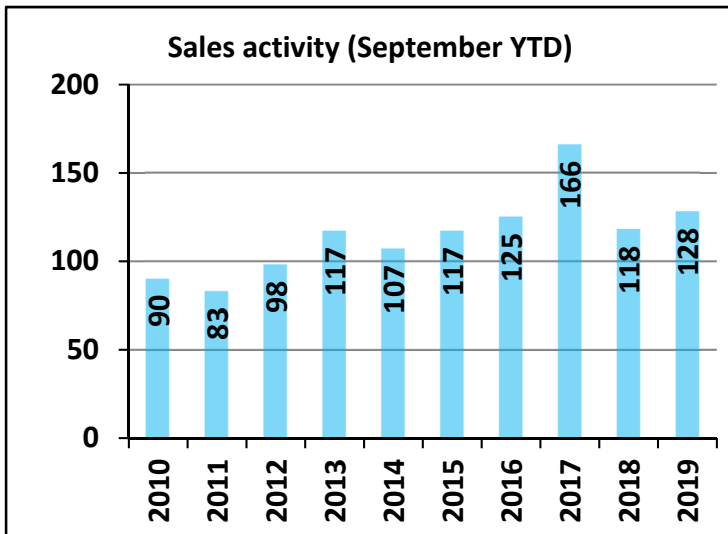
Thames Centre (Muni)

Residential Market Activity



Thames Centre (Muni)

Residential Market Activity



Thames Centre (Muni)

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	15	-6.3	7.1	0.0	50.0	400.0	0.0
Dollar Volume	\$7,573,510	0.3	12.3	32.2	76.9	652.1	137.9
New Listings	22	-12.0	-37.1	4.8	-21.4	10.0	29.4
Active Listings	51	6.3	-22.7	-26.1	-51.4	-17.7	-1.9
Sales to New Listings Ratio ¹	68.2	64.0	40.0	71.4	35.7	15.0	88.2
Months of Inventory ²	3.4	3.0	4.7	4.6	10.5	20.7	3.5
Average Price	\$504,901	7.0	4.8	32.2	17.9	50.4	137.9

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	128	8.5	-22.9	2.4	19.6	30.6	33.3
Dollar Volume	\$64,277,780	8.8	-9.7	38.0	83.3	100.4	160.3
New Listings	204	2.0	-17.7	-14.3	-28.2	-3.3	11.5
Active Listings ³	44	-10.2	-10.2	-36.2	-57.7	-30.2	-33.3
Sales to New Listings Ratio ⁴	62.7	59.0	66.9	52.5	37.7	46.4	52.5
Months of Inventory ⁵	3.1	3.8	2.7	5.0	8.7	5.8	6.2
Average Price	\$502,170	0.3	17.1	34.8	53.2	53.4	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

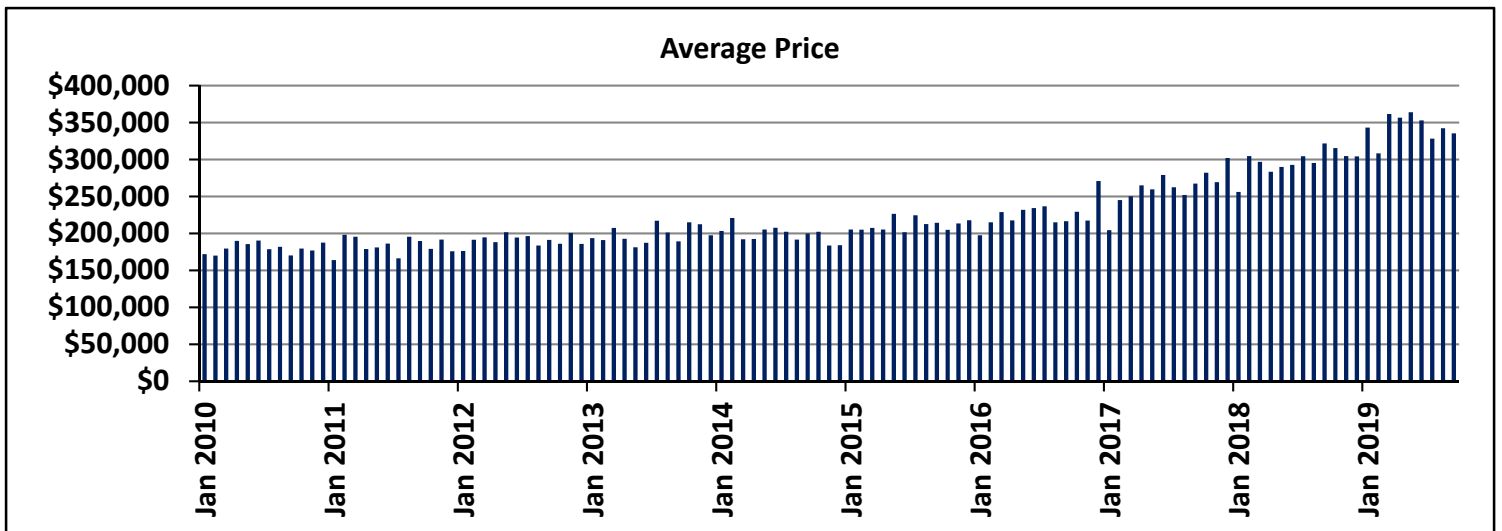
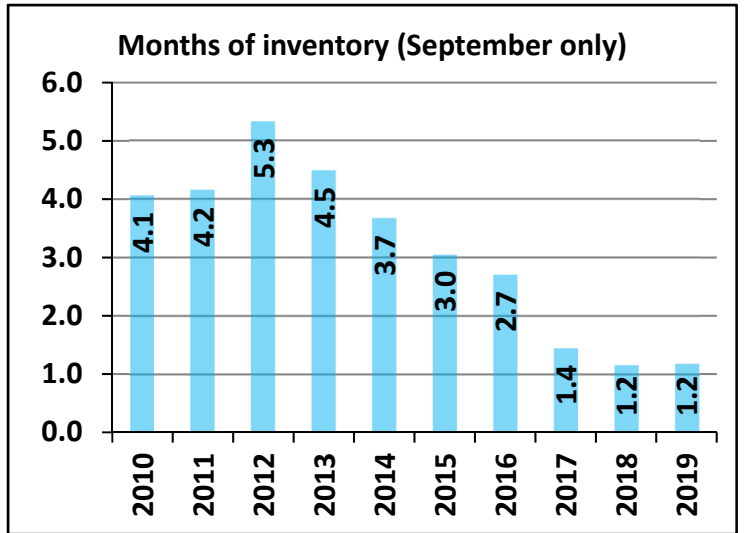
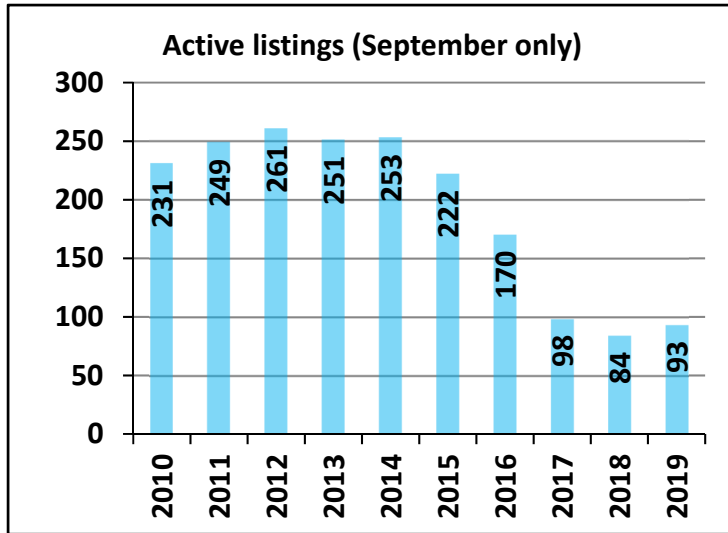
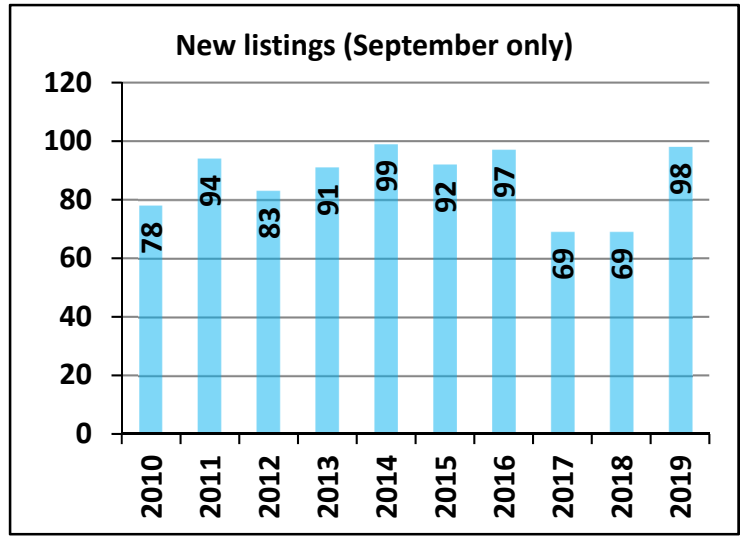
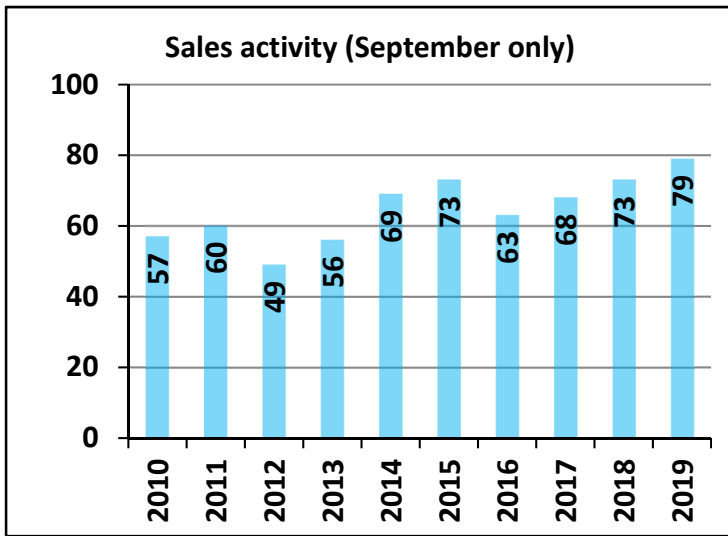
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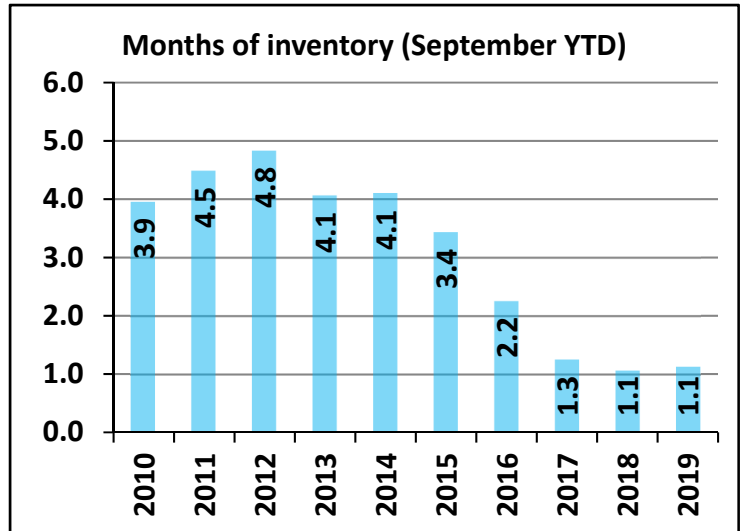
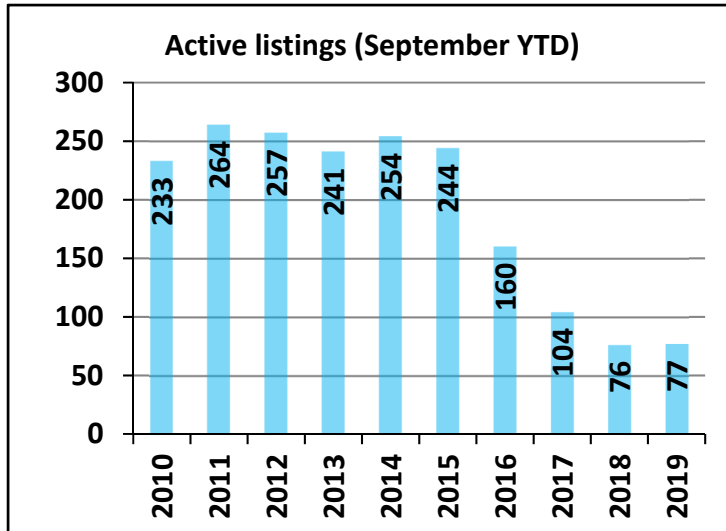
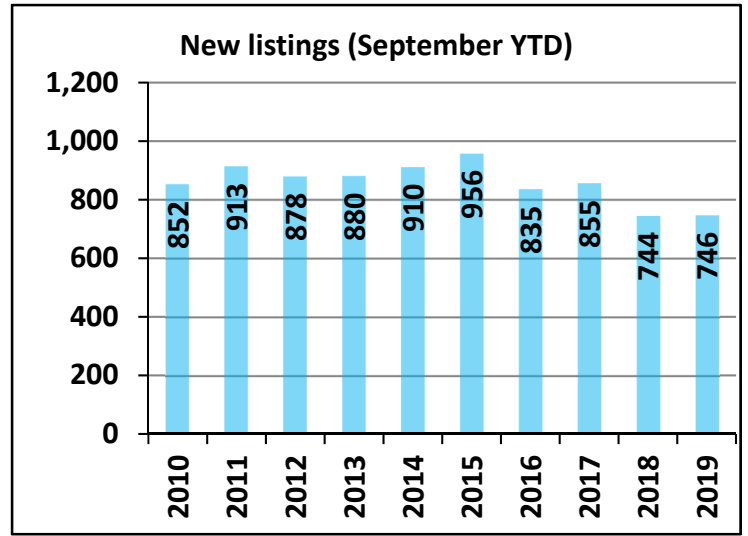
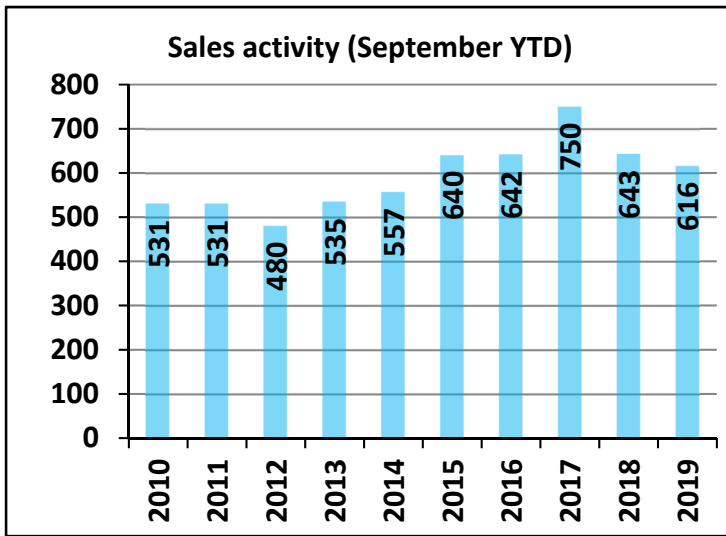
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	79	8.2	16.2	25.4	14.5	61.2	38.6
Dollar Volume	\$26,494,509	12.9	45.7	94.2	92.1	182.8	179.6
New Listings	98	42.0	42.0	1.0	-1.0	18.1	14.0
Active Listings	93	10.7	-5.1	-45.3	-63.2	-64.4	-60.9
Sales to New Listings Ratio ¹	80.6	105.8	98.6	64.9	69.7	59.0	66.3
Months of Inventory ²	1.2	1.2	1.4	2.7	3.7	5.3	4.2
Average Price	\$335,374	4.3	25.4	54.9	67.8	75.4	101.8

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	616	-4.2	-17.9	-4.0	10.6	28.3	12.0
Dollar Volume	\$212,861,274	12.0	10.4	47.5	90.2	131.5	114.0
New Listings	746	0.3	-12.7	-10.7	-18.0	-15.0	-15.3
Active Listings ³	77	1.3	-26.0	-51.9	-69.7	-70.0	-74.2
Sales to New Listings Ratio ⁴	82.6	86.4	87.7	76.9	61.2	54.7	62.4
Months of Inventory ⁵	1.1	1.1	1.3	2.2	4.1	4.8	4.9
Average Price	\$345,554	16.9	34.4	53.8	72.0	80.4	91.0

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

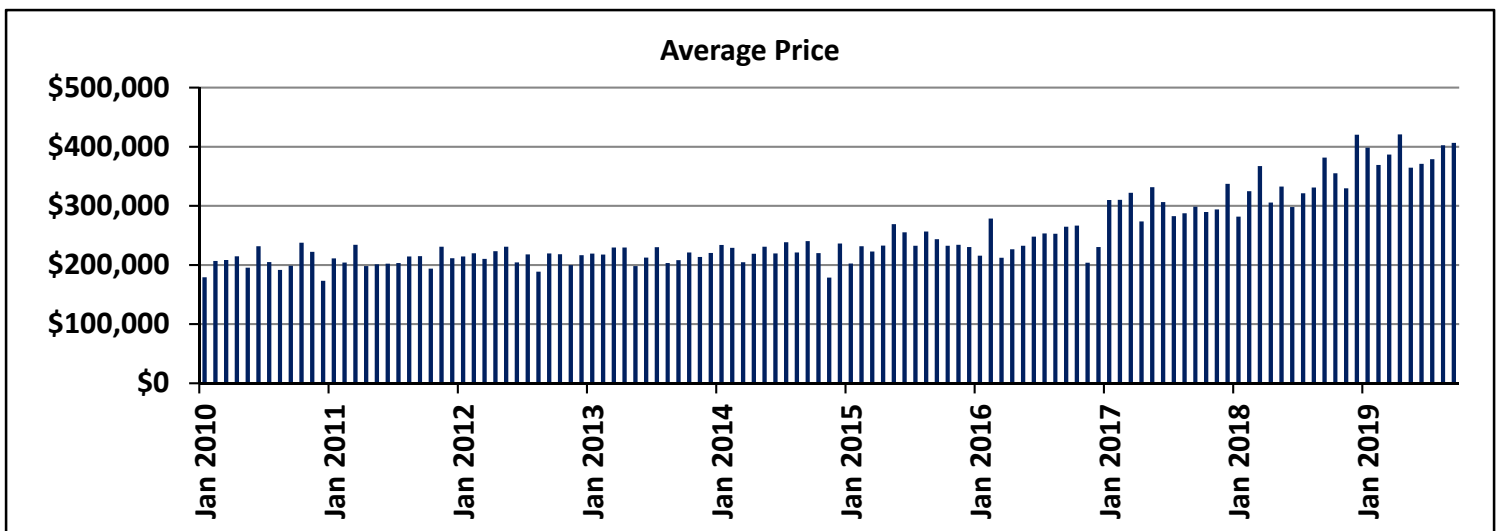
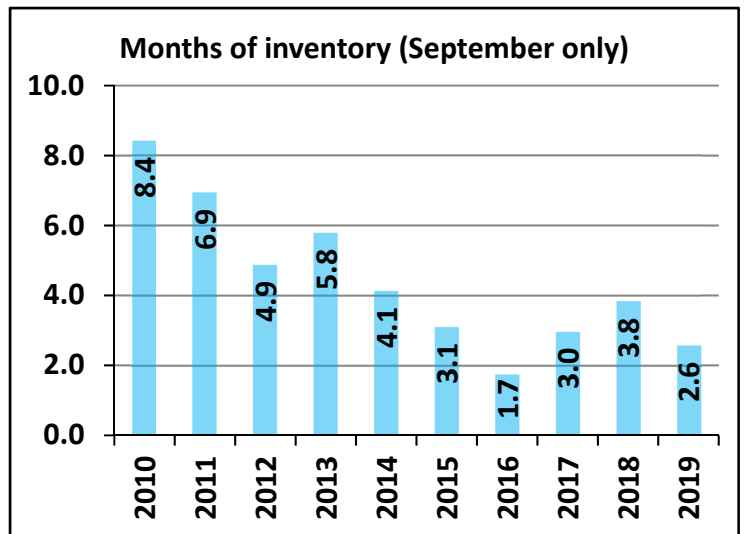
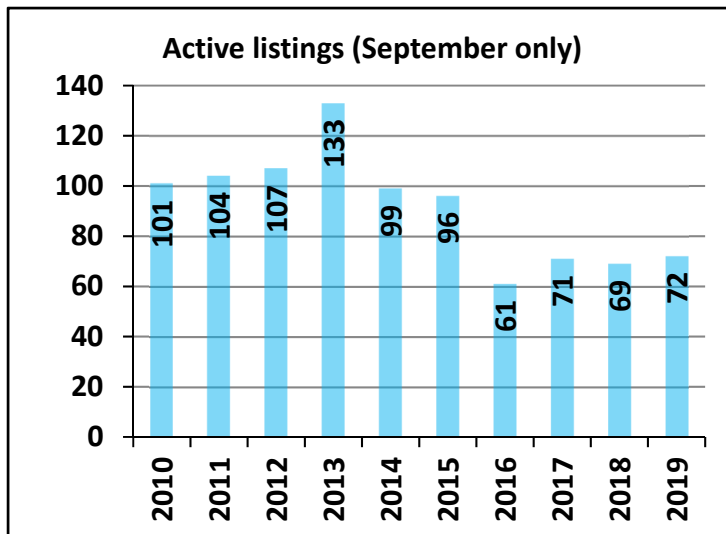
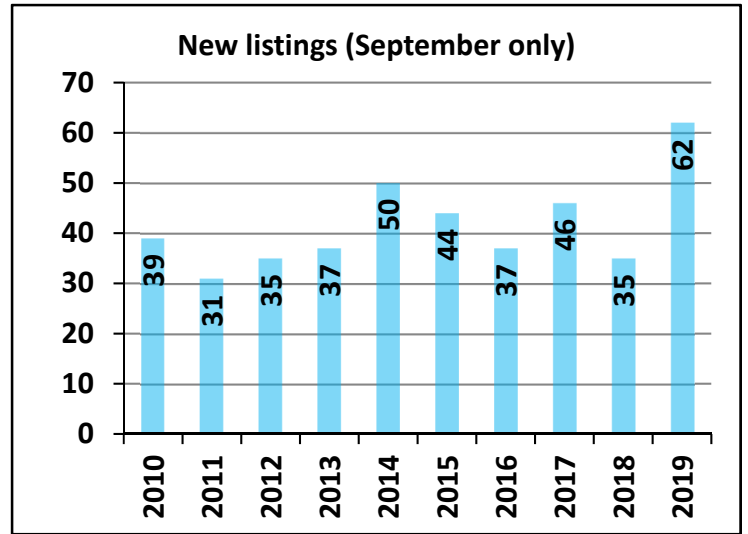
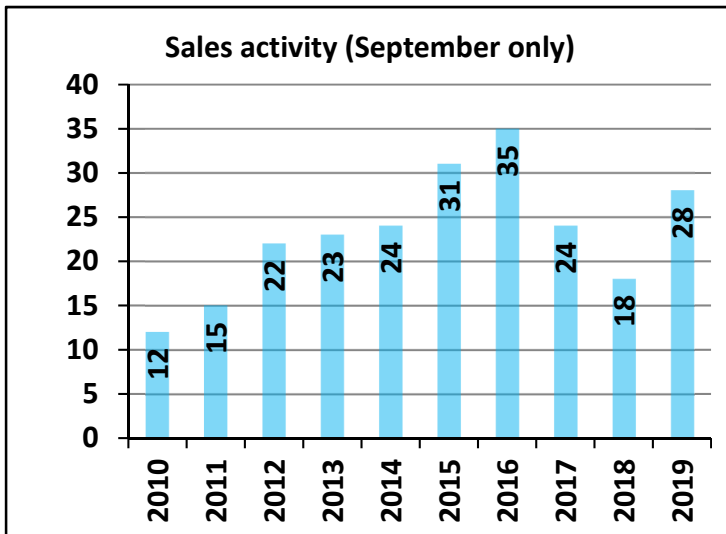
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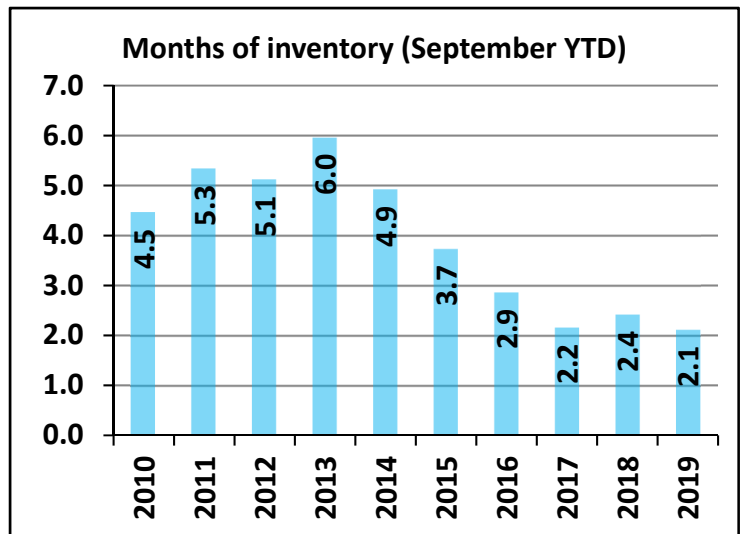
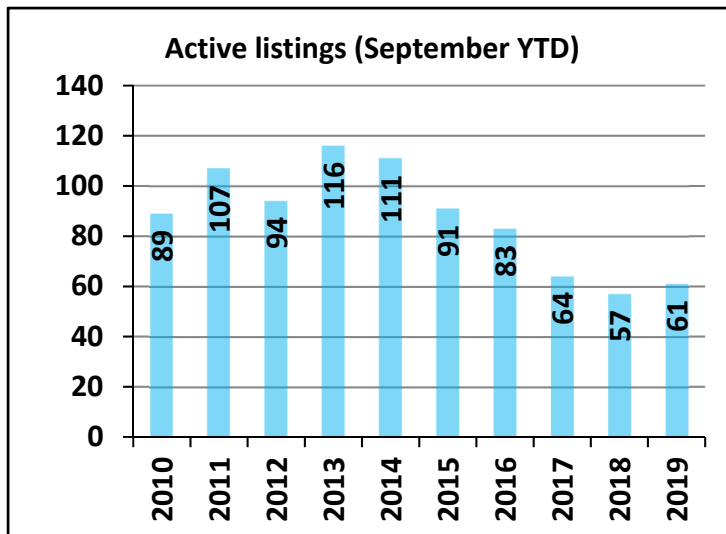
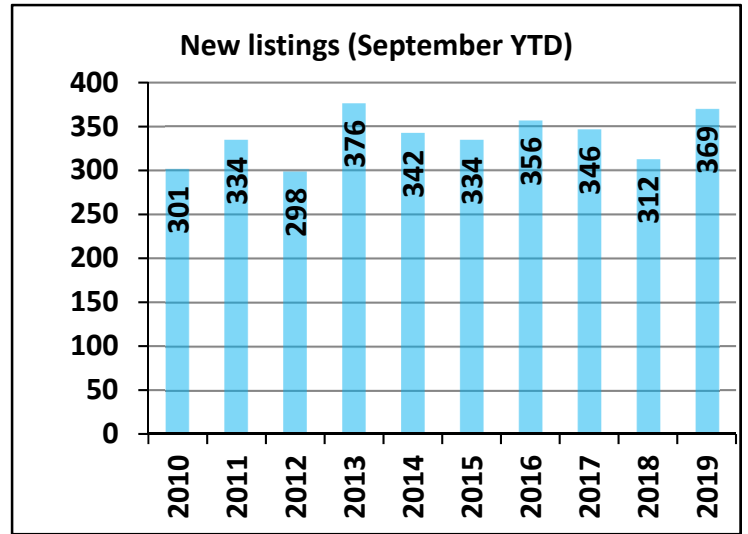
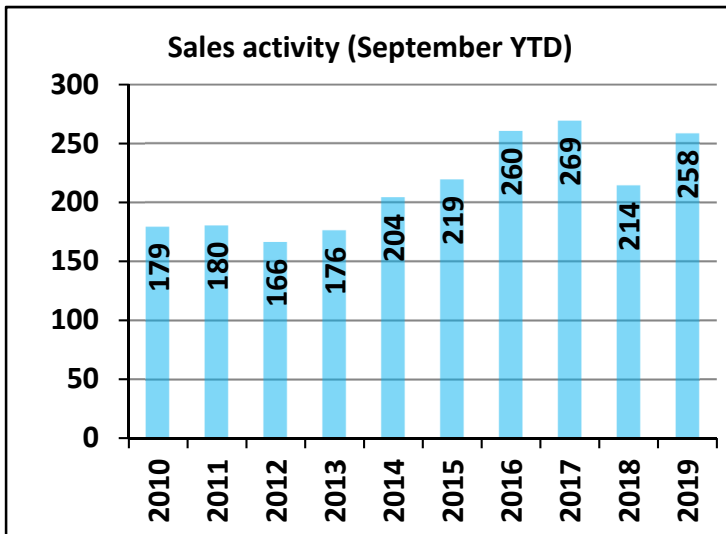
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	28	55.6	16.7	-20.0	16.7	27.3	55.6
Dollar Volume	\$11,379,917	65.7	58.9	22.9	97.3	135.7	219.5
New Listings	62	77.1	34.8	67.6	24.0	77.1	148.0
Active Listings	72	4.3	1.4	18.0	-27.3	-32.7	-24.2
Sales to New Listings Ratio ¹	45.2	51.4	52.2	94.6	48.0	62.9	72.0
Months of Inventory ²	2.6	3.8	3.0	1.7	4.1	4.9	5.3
Average Price	\$406,426	6.5	36.2	53.6	69.1	85.2	105.4

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	258	20.6	-4.1	-0.8	26.5	55.4	41.8
Dollar Volume	\$100,028,528	44.1	21.9	57.8	116.9	179.2	178.5
New Listings	369	18.3	6.6	3.7	7.9	23.8	21.8
Active Listings ³	61	7.0	-4.7	-26.5	-45.0	-35.1	-46.5
Sales to New Listings Ratio ⁴	69.9	68.6	77.7	73.0	59.6	55.7	60.1
Months of Inventory ⁵	2.1	2.4	2.2	2.9	4.9	5.1	5.6
Average Price	\$387,707	19.5	27.1	59.0	71.5	79.7	96.4

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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