

News Release

January 6, 2020

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2019 – The Third Best Year in the History of LSTAR

London, ON – 2019 proved to be not only a solid year for real estate in the London-St. Thomas area, but also the third best year for sales activity since the Association began tracking its performance back in 1978.

469 homes traded hands in LSTAR's jurisdiction in December, which brings the total number of 2019 residential transactions recorded via MLS® to 10,125 – up 3.4% over 2018. This is only the third time that sales surpassed 10,000 units. It happened for the first time in 2016 and then again in 2017, a record year with more than 11,000 home resales.

“For the local REALTORS®, 2019 started strong and continued on the same note, with three monthly records in July, October and November,” said 2019 LSTAR President Earl Taylor. “For the most part of the year, LSTAR's overall sales-to-new-listings ratio hovered around the 70% mark. However, toward the end of the year its value jumped significantly, to reach 110.1%. This means that Sellers have the upper hand in home sales negotiations here. It also speaks to the high buyer demand and the lack of local housing supply,” Taylor explained.

Overall, the December average home price was \$426,539, up 15.1% compared to December 2018. The year-to-date average home price in LSTAR's jurisdictions sits at \$409,858.

Area	December Average Sale Price	YTD Average Sale Price
Elgin County	\$387,897	\$372,392
London	\$436,166	\$416,644
Middlesex County	\$465,604	\$486,786
St. Thomas	\$393,972	\$346,695
Strathroy	\$350,298	\$389,752
LSTAR	\$426,539	\$409,858

Looking at London's three main geographic areas, the average home price in London East was \$356,065, up 25.4% from last December.

In London South (which includes data from the west side of the city), the average home sales price was \$454,455, up 7.9% compared to the previous year, while London North saw an increase of 20.8% over last December, with an average home sales price of \$515,958.

The following table is based on data taken from the CREA National Price Map for December 2019 (the latest CREA statistics available). It provides a snapshot of how home prices in London and St. Thomas compare to some other major Ontario and Canadian centres.

City	November Sale Price
Greater Vancouver*	\$993,700
Fraser Valley*	\$817,000
Greater Toronto*	\$815,800
Victoria*	\$693,700
Hamilton-Burlington*	\$626,000
Kitchener-Waterloo	\$561,771
Ottawa*	\$441,800
Niagara Region*	\$428,600
London St. Thomas	\$416,116
Calgary*	\$413,900
Windsor-Essex	\$333,860
Edmonton*	\$316,100
CANADA	\$528,728

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. "This means that LSTAR's 2019 home resales would translate into more than \$682 million back into the local economy for the period 2019 - 2021," Taylor concluded.

The London and St. Thomas Association of REALTORS® (LSTAR) exists to provide its REALTOR® Members with the support and tools they need to succeed in their profession. LSTAR is one of Canada's 15 largest real estate associations, representing over 1,900 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.

**Areas displaying MLS® Home Price Index benchmark prices; all other areas display average prices*

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



Residential Market Activity

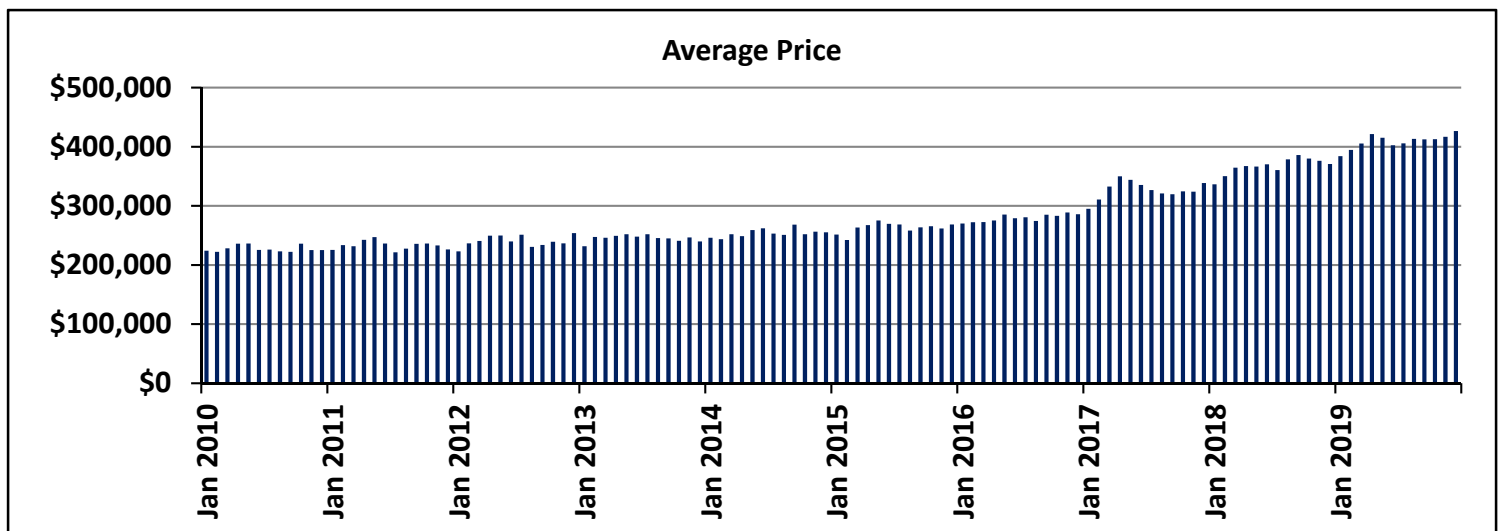
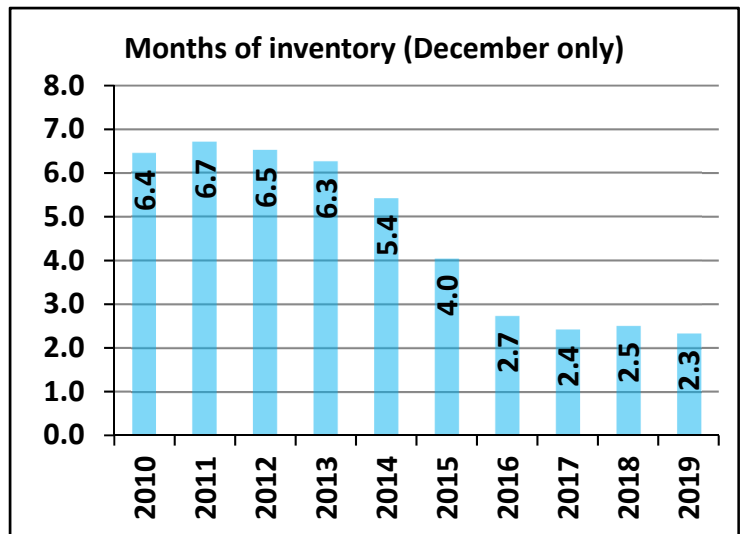
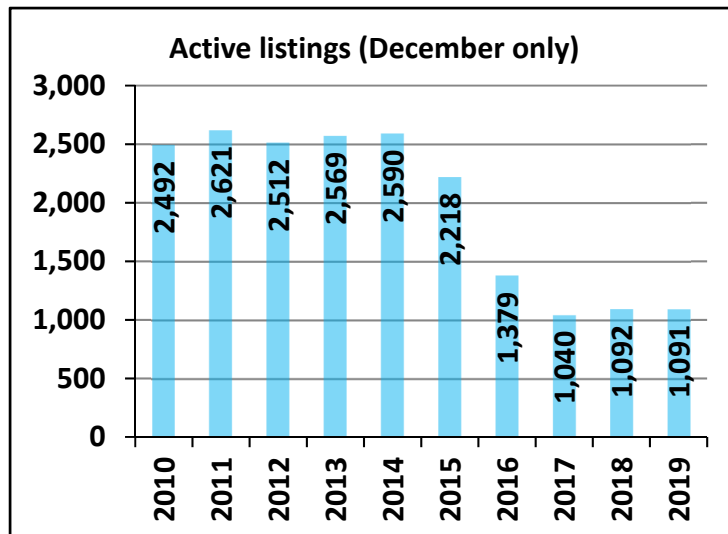
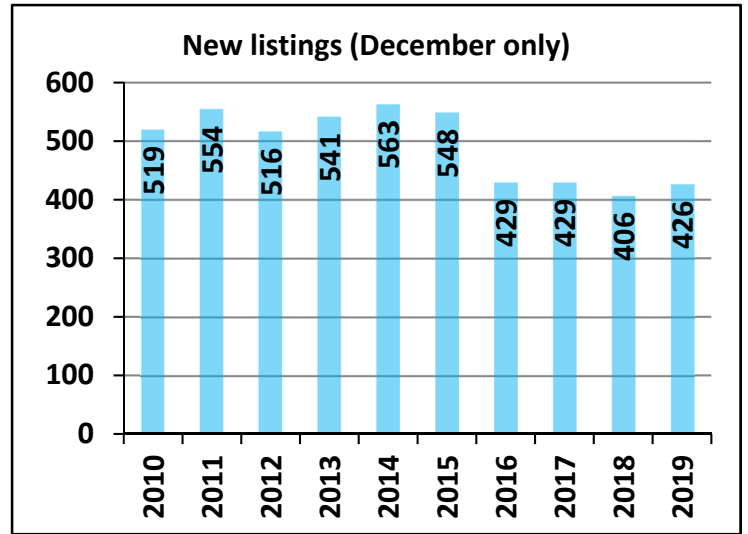
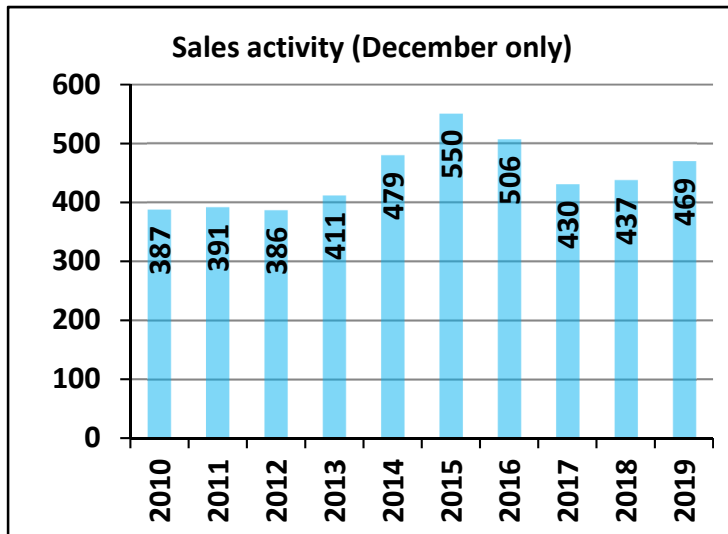
December 2019



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

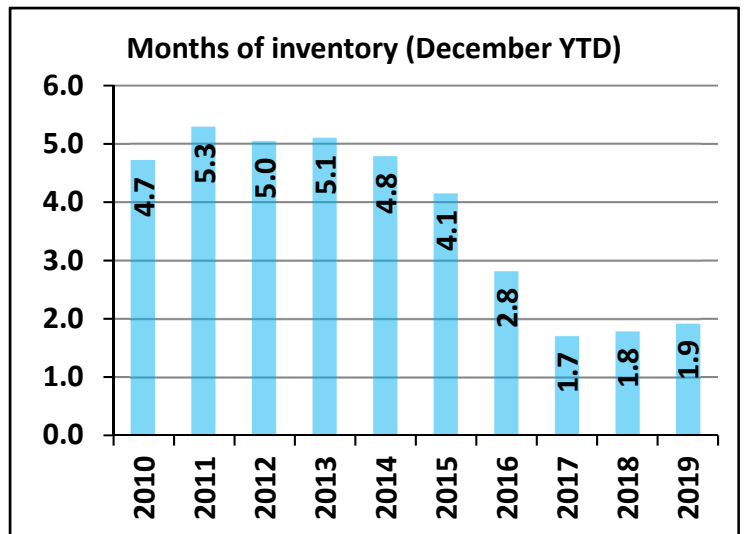
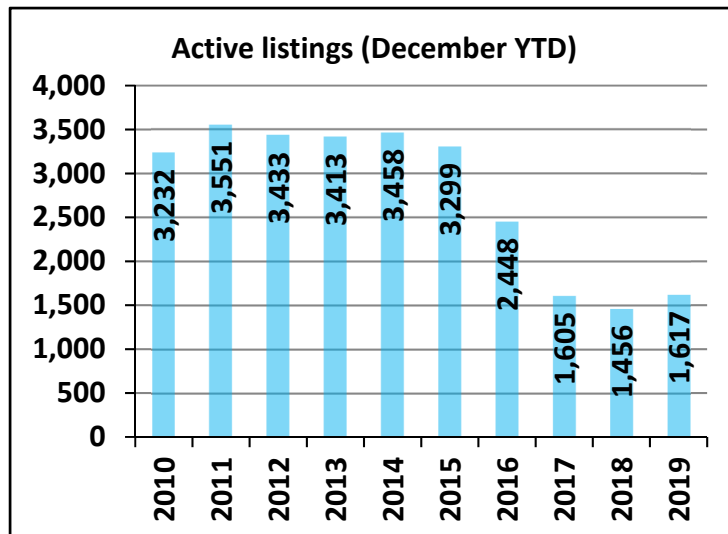
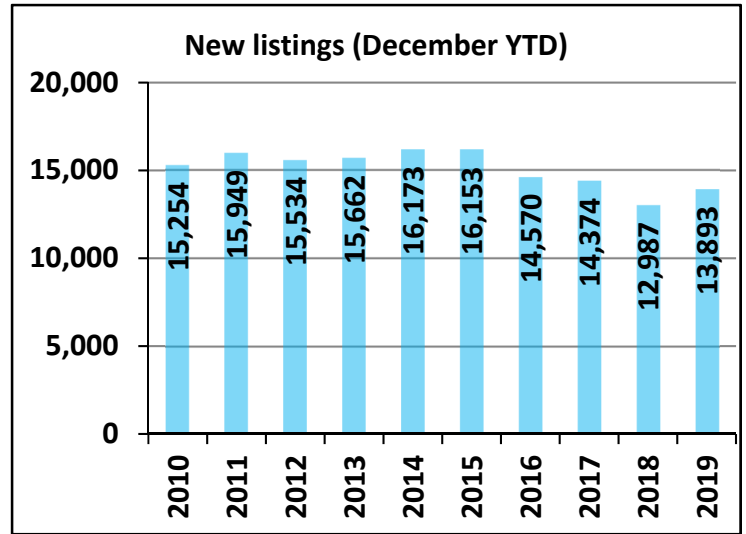
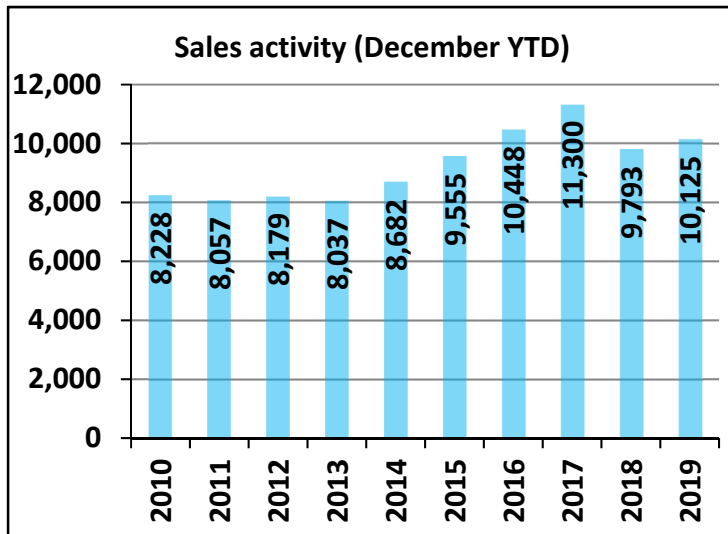
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	469	7.3	9.1	-7.3	-2.1	21.5	3.8
Dollar Volume	\$200,046,829	23.5	37.5	38.4	63.7	104.2	106.0
New Listings	426	4.9	-0.7	-0.7	-24.3	-17.4	-30.2
Active Listings	1,091	-0.1	4.9	-20.9	-57.9	-56.6	-53.1
Sales to New Listings Ratio ¹	110.1	107.6	100.2	117.9	85.1	74.8	74.1
Months of Inventory ²	2.3	2.5	2.4	2.7	5.4	6.5	5.1
Average Price	\$426,539	15.1	26.0	49.3	67.2	68.1	98.5

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	10,125	3.4	-10.4	-3.1	16.6	23.8	23.9
Dollar Volume	\$4,149,811,700	14.9	11.4	42.1	87.8	110.5	136.4
New Listings	13,893	7.0	-3.3	-4.6	-14.1	-10.6	-1.7
Active Listings ³	1,617	11.1	0.7	-33.9	-53.2	-52.9	-48.4
Sales to New Listings Ratio ⁴	72.9	75.4	78.6	71.7	53.7	52.7	57.8
Months of Inventory ⁵	1.9	1.8	1.7	2.8	4.8	5.0	4.6
Average Price	\$409,858	11.2	24.4	46.7	61.0	70.1	90.9

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

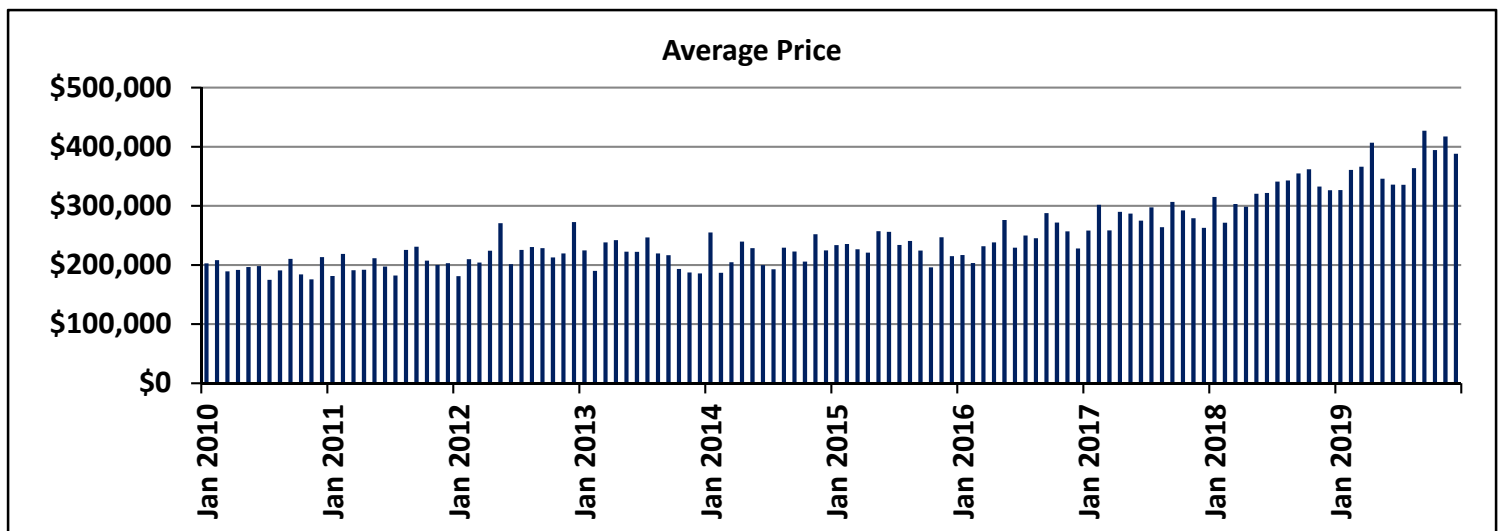
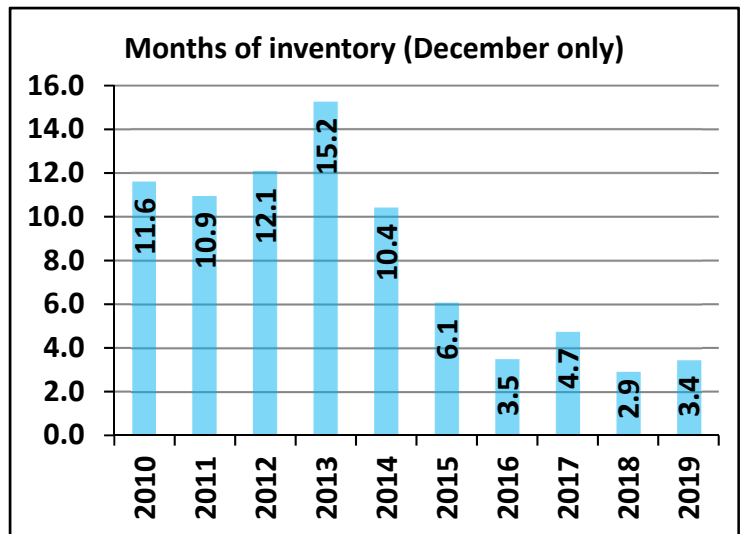
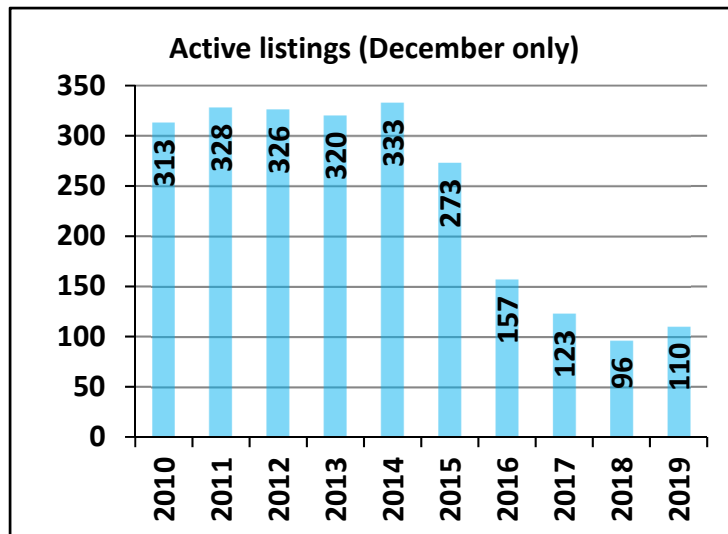
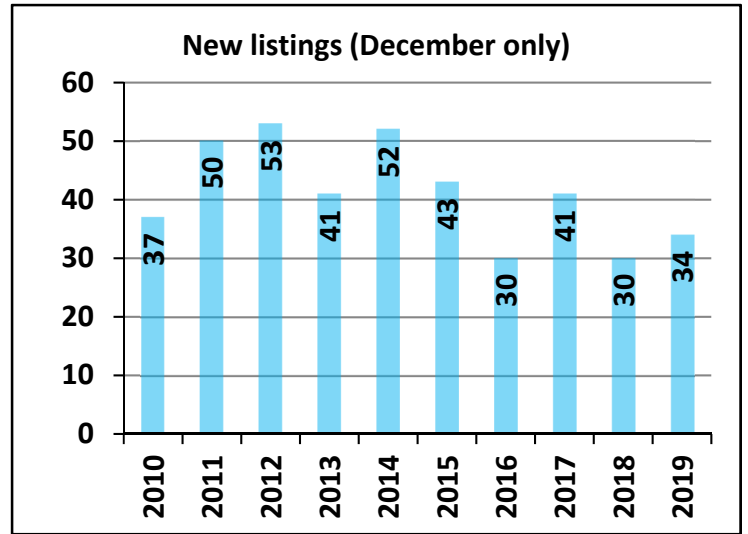
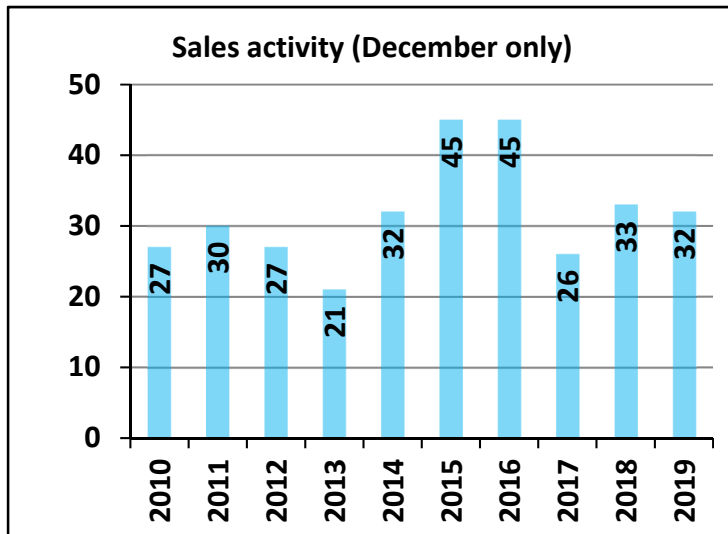
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

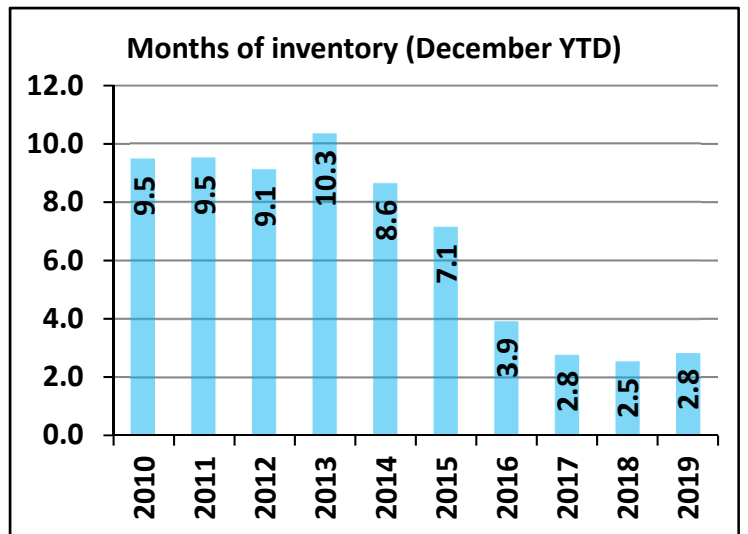
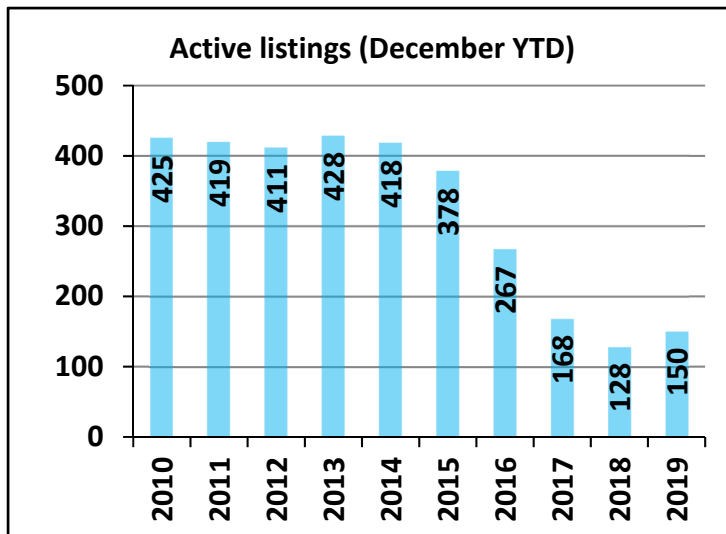
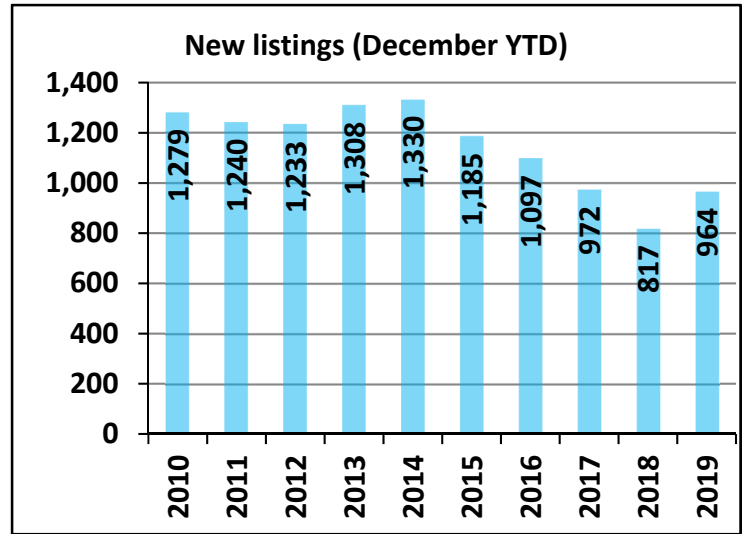
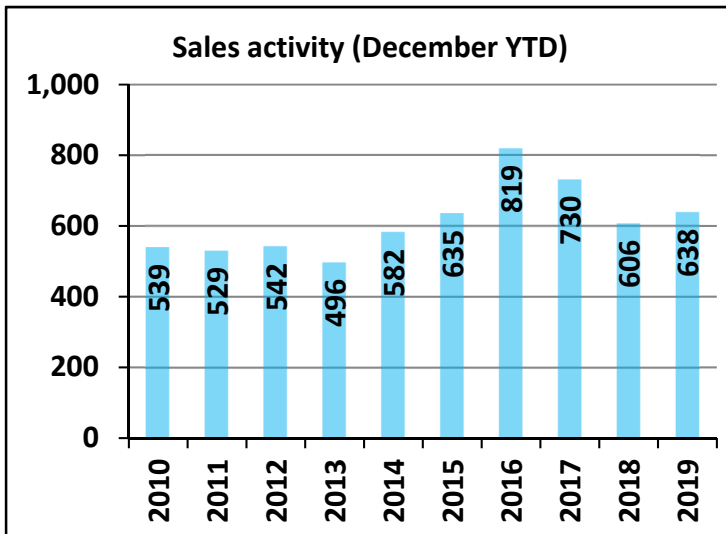
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	32	-3.0	23.1	-28.9	0.0	18.5	10.3
Dollar Volume	\$12,412,718	15.2	81.7	21.1	72.7	68.7	116.4
New Listings	34	13.3	-17.1	13.3	-34.6	-35.8	-44.3
Active Listings	110	14.6	-10.6	-29.9	-67.0	-66.3	-67.9
Sales to New Listings Ratio ¹	94.1	110.0	63.4	150.0	61.5	50.9	47.5
Months of Inventory ²	3.4	2.9	4.7	3.5	10.4	12.1	11.8
Average Price	\$387,897	18.8	47.6	70.3	72.7	42.4	96.2

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	638	5.3	-12.6	-22.1	9.6	17.7	14.7
Dollar Volume	\$237,585,916	20.8	15.4	18.0	86.7	96.2	115.4
New Listings	964	18.0	-0.8	-12.1	-27.5	-21.8	-28.3
Active Listings ³	150	17.2	-10.7	-43.8	-64.1	-63.5	-66.7
Sales to New Listings Ratio ⁴	66.2	74.2	75.1	74.7	43.8	44.0	41.4
Months of Inventory ⁵	2.8	2.5	2.8	3.9	8.6	9.1	9.7
Average Price	\$372,392	14.7	32.0	51.5	70.3	66.7	87.7

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

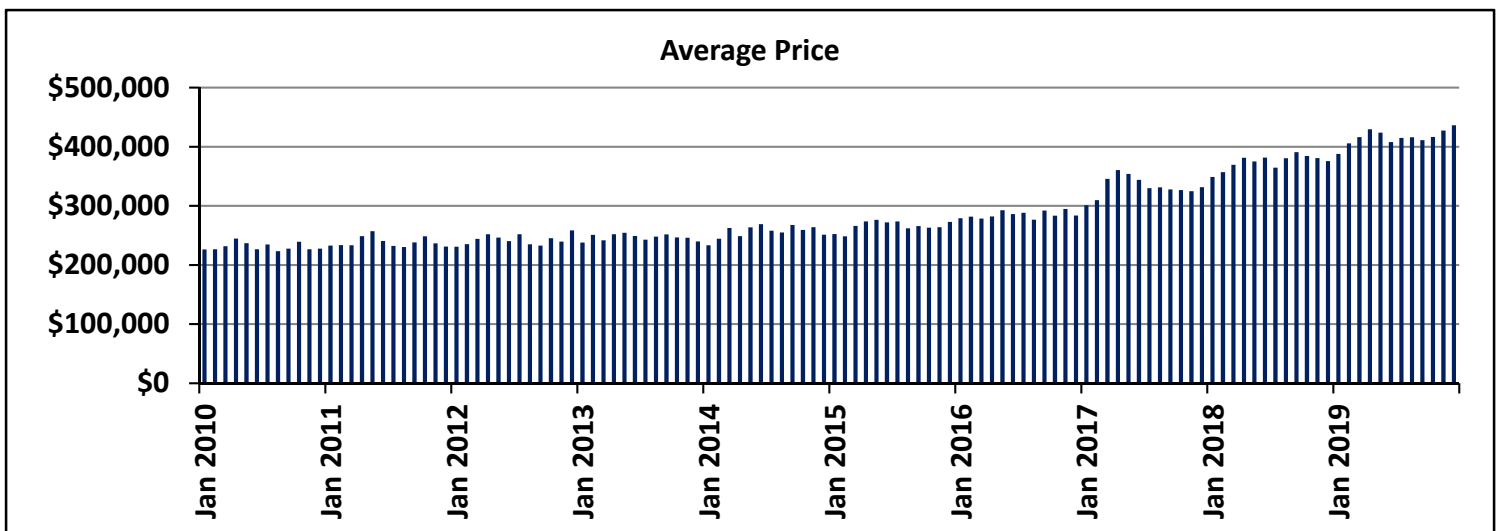
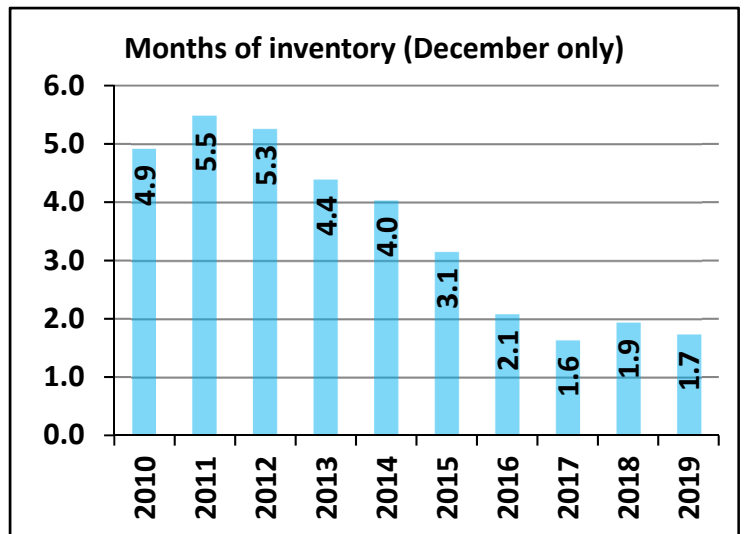
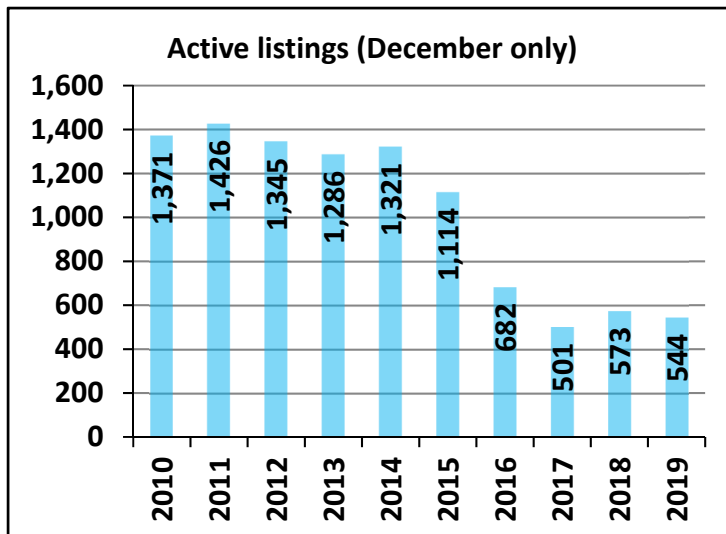
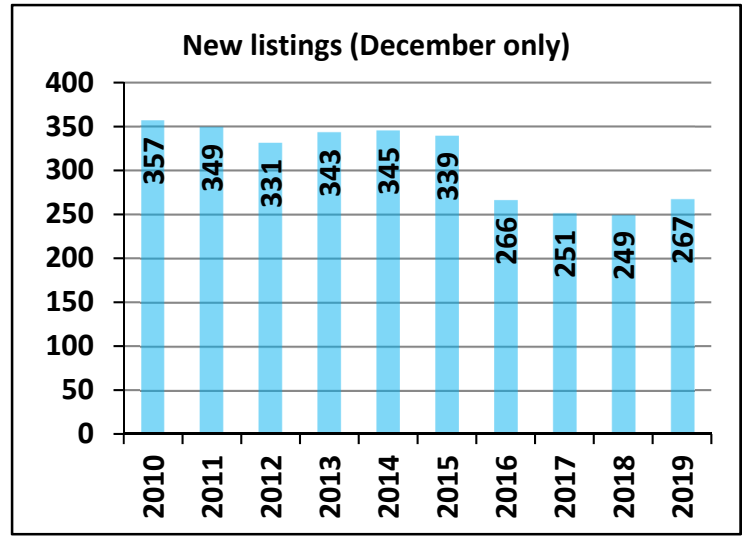
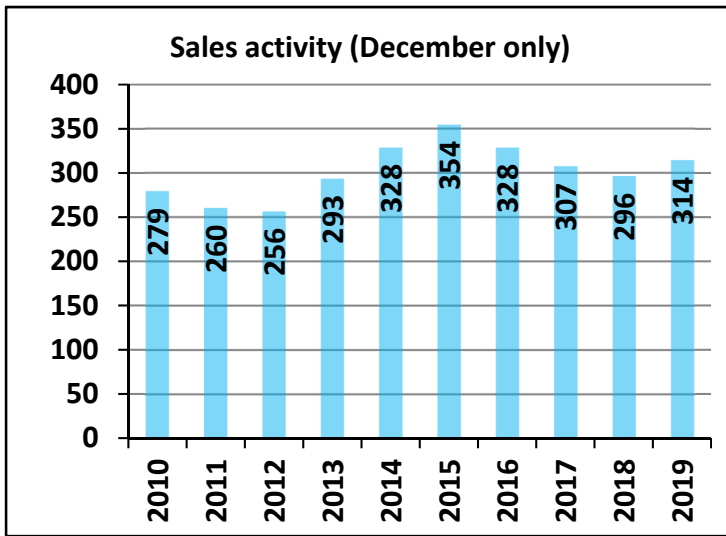
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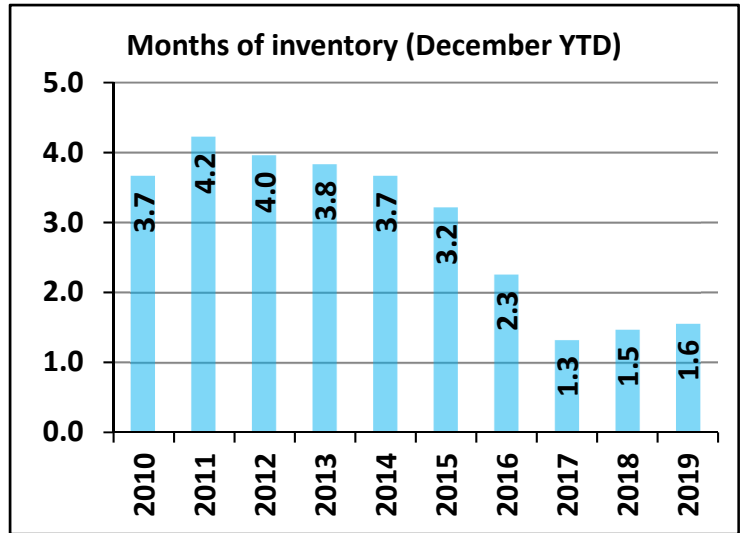
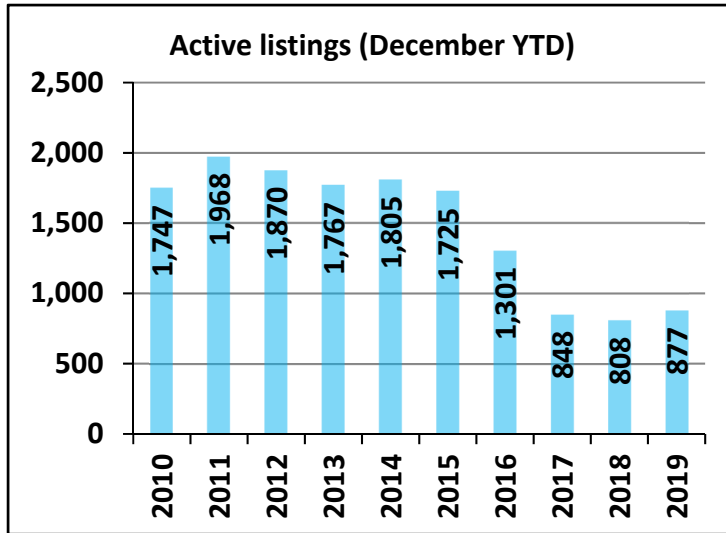
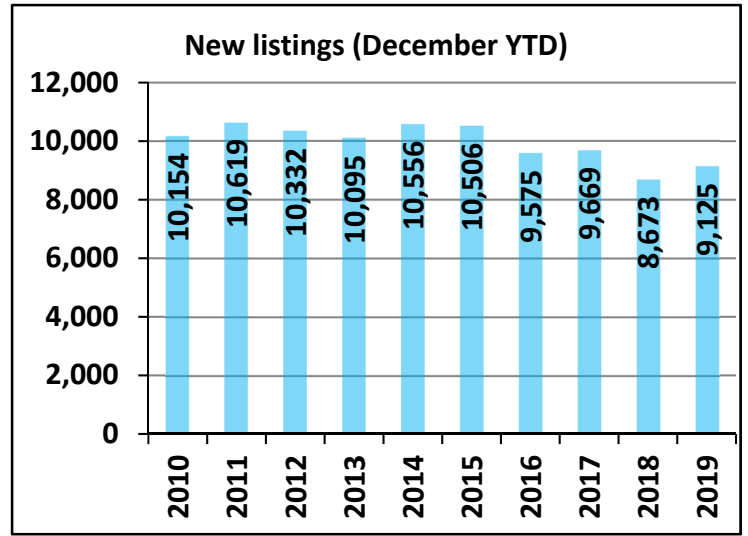
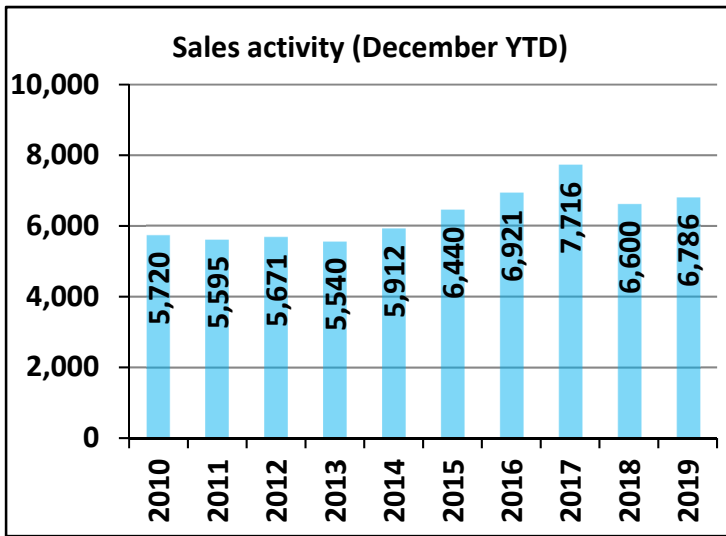
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	314	6.1	2.3	-4.3	-4.3	22.7	-4.0
Dollar Volume	\$136,956,166	23.2	34.6	47.2	66.3	107.1	89.6
New Listings	267	7.2	6.4	0.4	-22.6	-19.3	-31.0
Active Listings	544	-5.1	8.6	-20.2	-58.8	-59.6	-53.4
Sales to New Listings Ratio ¹	117.6	118.9	122.3	123.3	95.1	77.3	84.5
Months of Inventory ²	1.7	1.9	1.6	2.1	4.0	5.3	3.6
Average Price	\$436,166	16.1	31.6	53.8	73.7	68.8	97.4

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	6,786	2.8	-12.1	-2.0	14.8	19.7	18.3
Dollar Volume	\$2,827,345,107	14.0	8.9	43.3	85.5	105.3	128.4
New Listings	9,125	5.2	-5.6	-4.7	-13.6	-11.7	-0.2
Active Listings ³	877	8.5	3.4	-32.6	-51.4	-53.1	-44.7
Sales to New Listings Ratio ⁴	74.4	76.1	79.8	72.3	56.0	54.9	62.8
Months of Inventory ⁵	1.6	1.5	1.3	2.3	3.7	4.0	3.3
Average Price	\$416,644	10.9	23.8	46.1	61.6	71.6	93.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

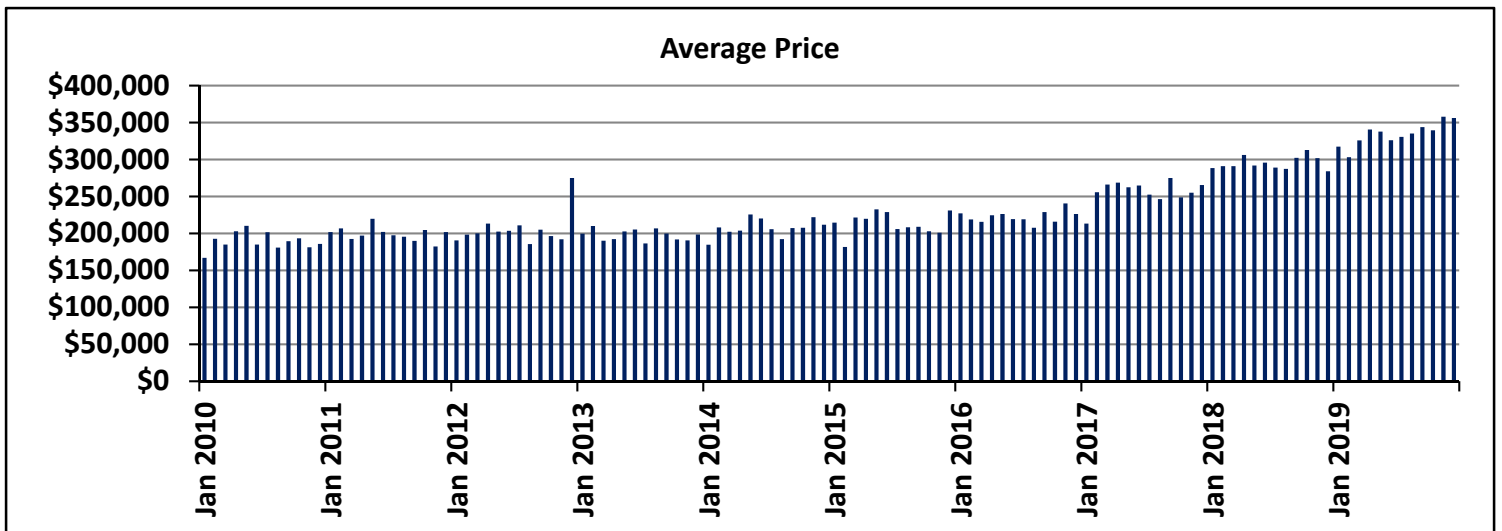
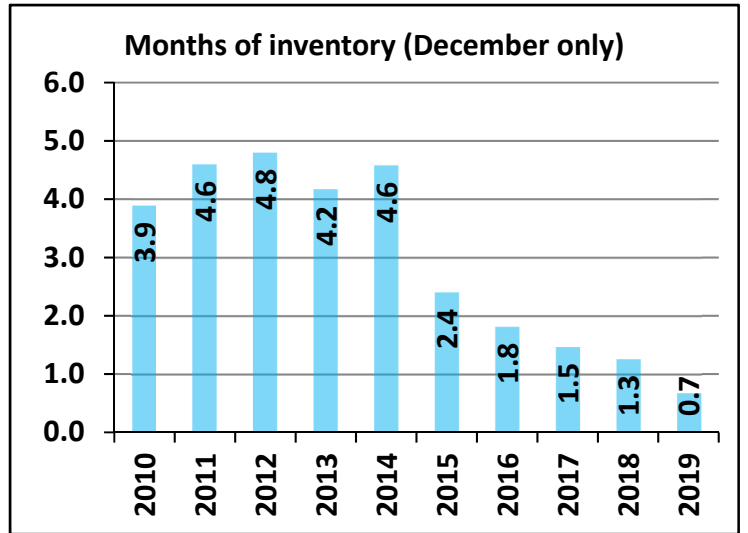
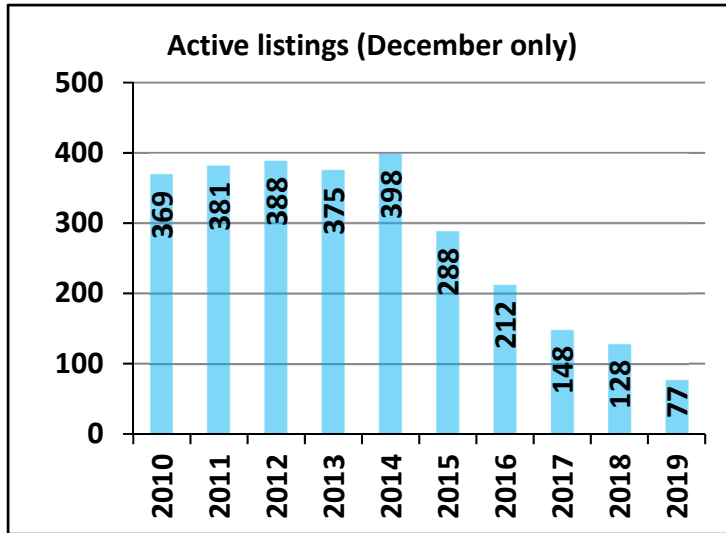
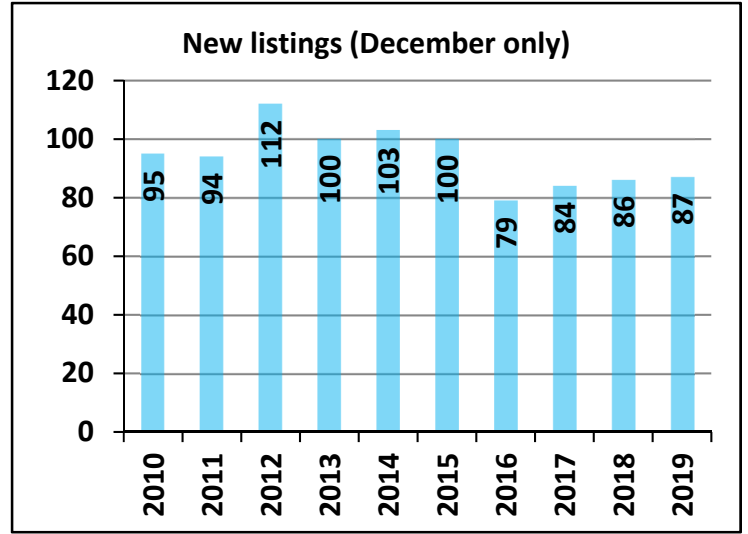
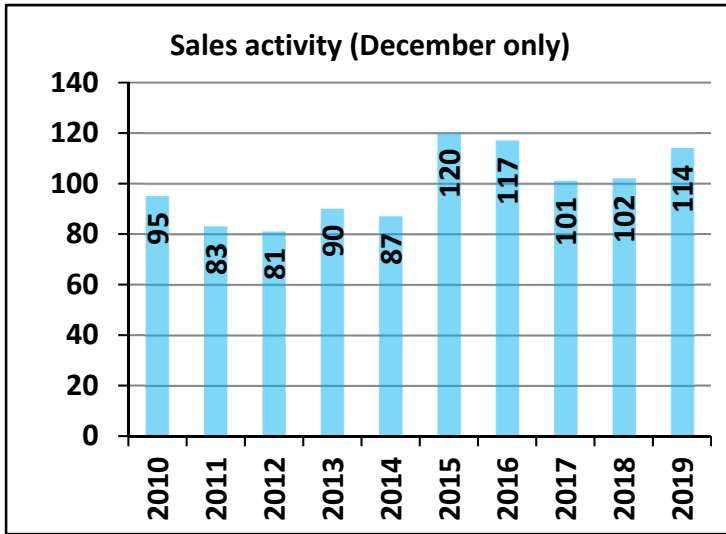
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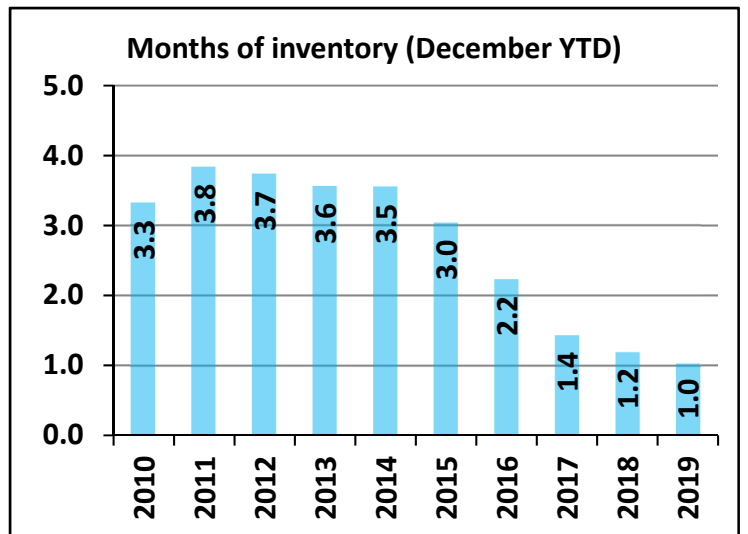
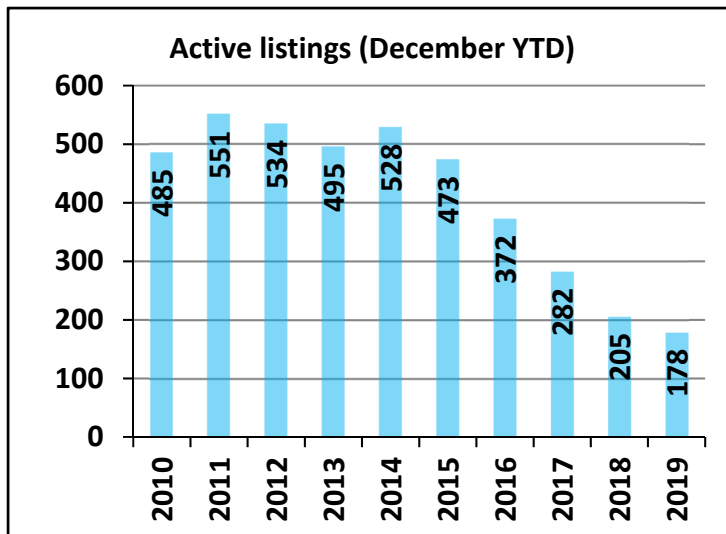
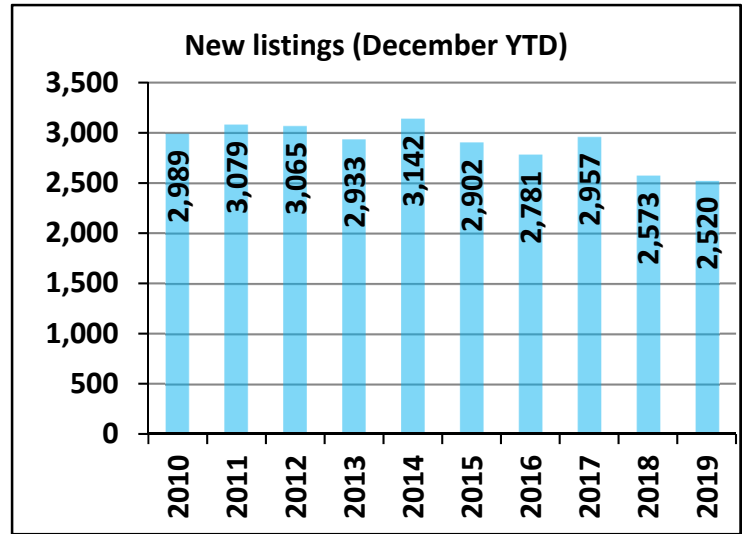
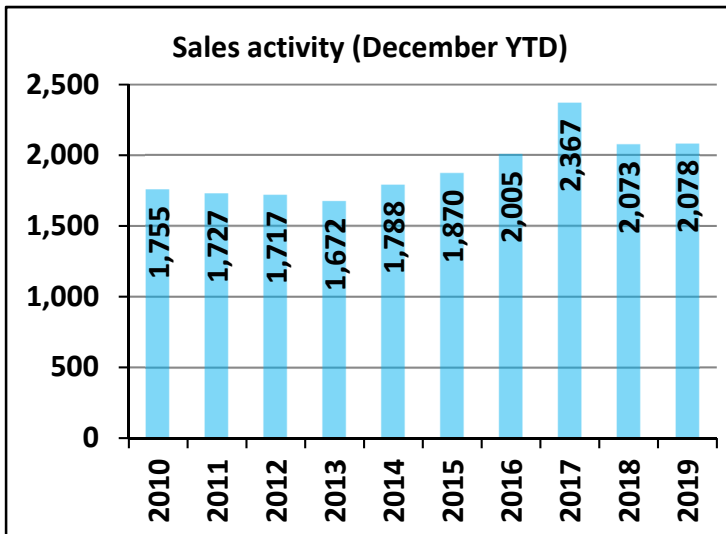
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	114	11.8	12.9	-2.6	31.0	40.7	11.8
Dollar Volume	\$40,591,436	40.1	51.4	53.3	120.5	82.3	98.2
New Listings	87	1.2	3.6	10.1	-15.5	-22.3	-25.6
Active Listings	77	-39.8	-48.0	-63.7	-80.7	-80.2	-76.9
Sales to New Listings Ratio ¹	131.0	118.6	120.2	148.1	84.5	72.3	87.2
Months of Inventory ²	0.7	1.3	1.5	1.8	4.6	4.8	3.3
Average Price	\$356,065	25.4	34.1	57.4	68.3	29.5	77.3

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	2,078	0.2	-12.2	3.6	16.2	21.0	13.4
Dollar Volume	\$696,629,851	13.6	14.0	56.5	86.7	98.6	108.8
New Listings	2,520	-2.1	-14.8	-9.4	-19.8	-17.8	-8.0
Active Listings ³	178	-13.2	-36.9	-52.2	-66.3	-66.7	-59.9
Sales to New Listings Ratio ⁴	82.5	80.6	80.0	72.1	56.9	56.0	66.9
Months of Inventory ⁵	1.0	1.2	1.4	2.2	3.5	3.7	2.9
Average Price	\$335,241	13.3	29.9	51.0	60.6	64.1	84.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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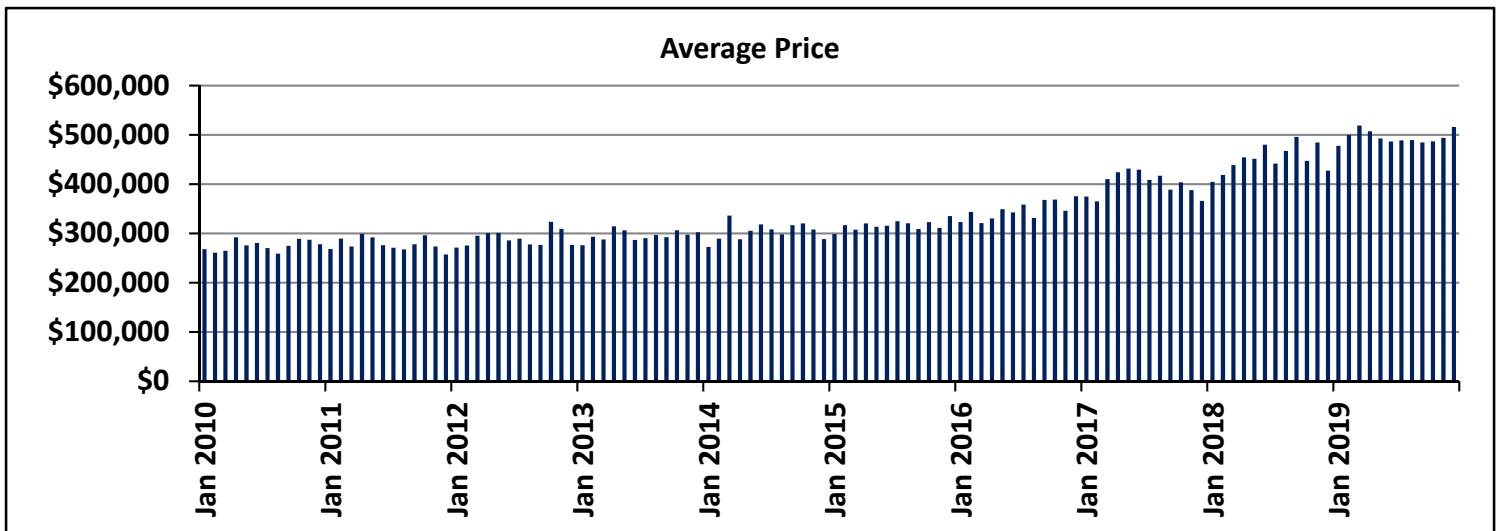
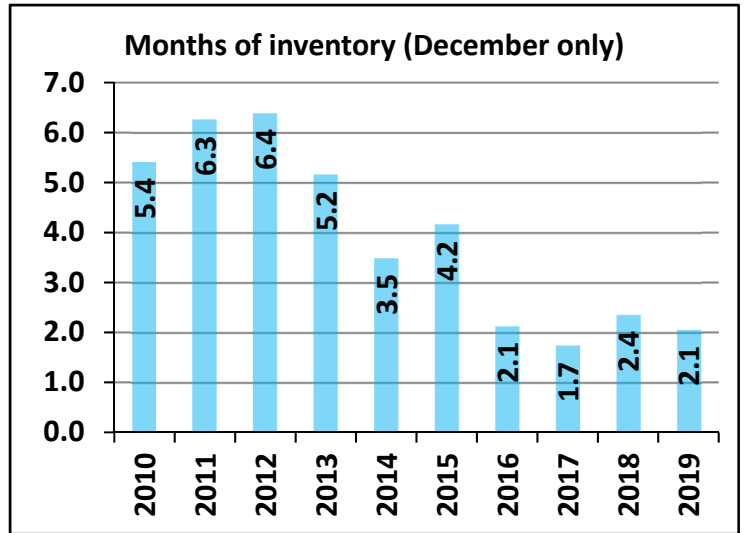
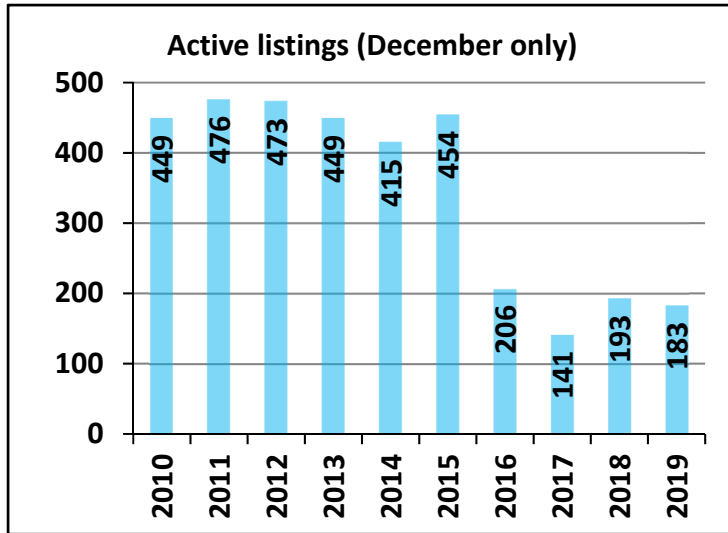
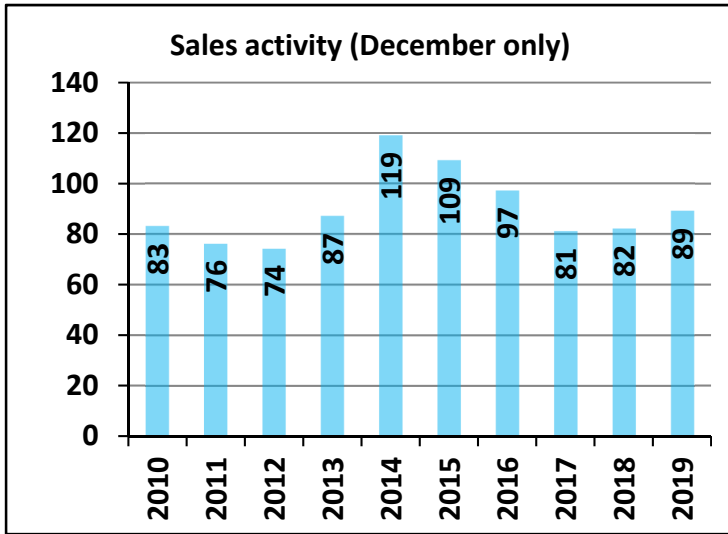
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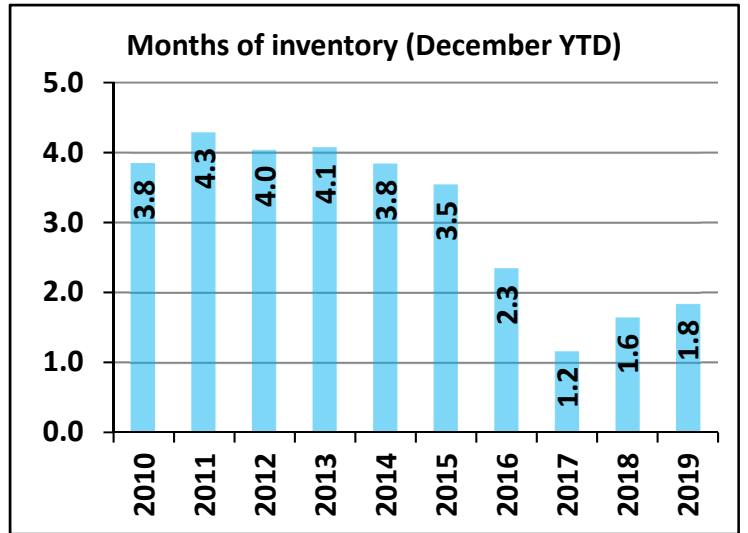
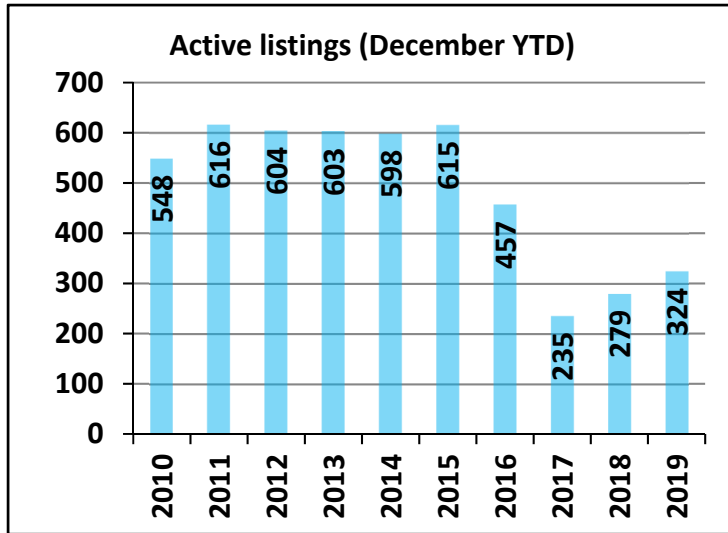
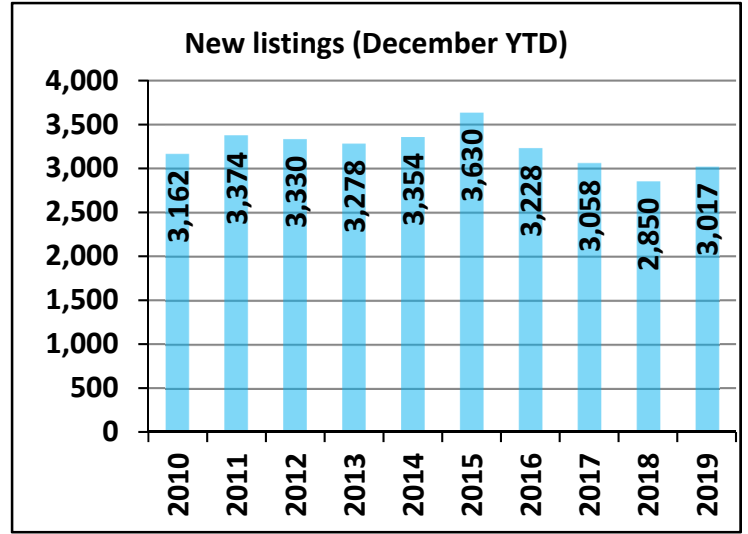
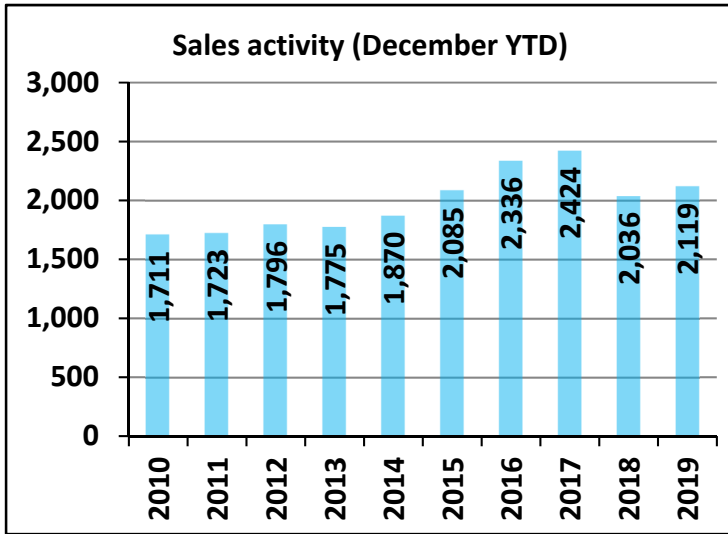
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	89	8.5	9.9	-8.2	-25.2	20.3	4.7
Dollar Volume	\$45,920,253	31.1	54.9	26.1	33.8	124.3	113.4
New Listings	55	-27.6	-19.1	-36.8	-46.6	-52.2	-59.0
Active Listings	183	-5.2	29.8	-11.2	-55.9	-61.3	-47.0
Sales to New Listings Ratio ¹	161.8	107.9	119.1	111.5	115.5	64.3	63.4
Months of Inventory ²	2.1	2.4	1.7	2.1	3.5	6.4	4.1
Average Price	\$515,958	20.8	41.0	37.4	78.9	86.5	103.8

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	2,119	4.1	-12.6	-9.3	13.3	18.0	26.7
Dollar Volume	\$1,047,929,357	13.2	6.0	30.0	83.1	100.7	146.3
New Listings	3,017	5.9	-1.3	-6.5	-10.0	-9.4	11.3
Active Listings ³	324	16.1	37.9	-29.1	-45.8	-46.4	-29.1
Sales to New Listings Ratio ⁴	70.2	71.4	79.3	72.4	55.8	53.9	61.7
Months of Inventory ⁵	1.8	1.6	1.2	2.3	3.8	4.0	3.3
Average Price	\$494,540	8.8	21.2	43.3	61.6	70.1	94.4

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

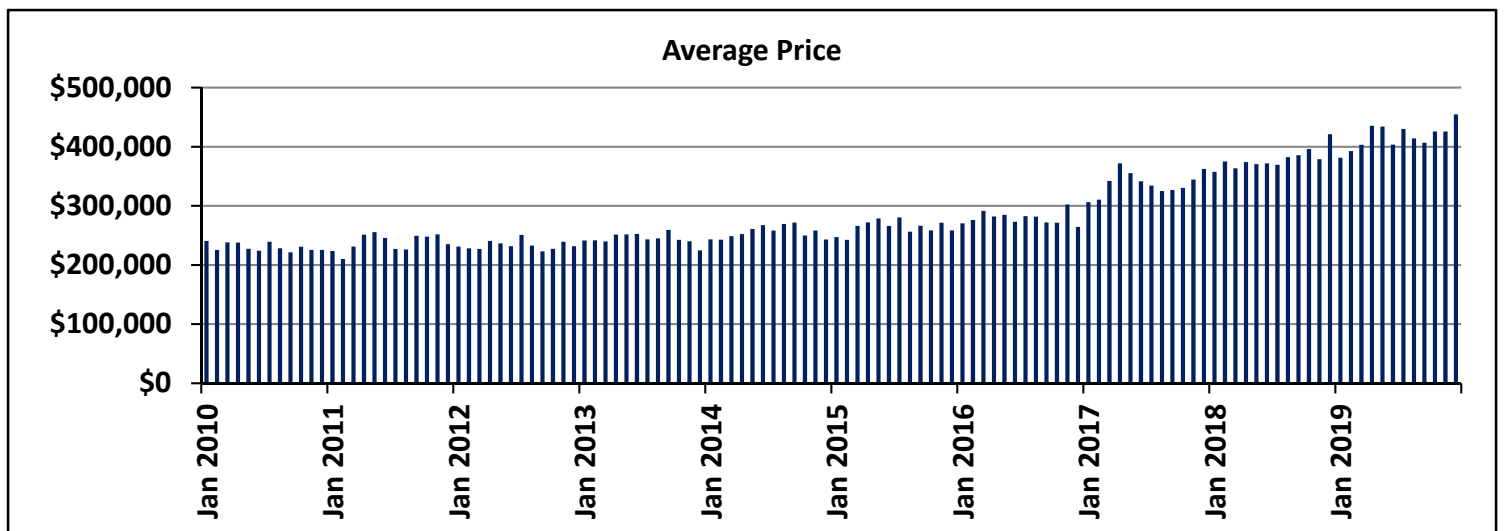
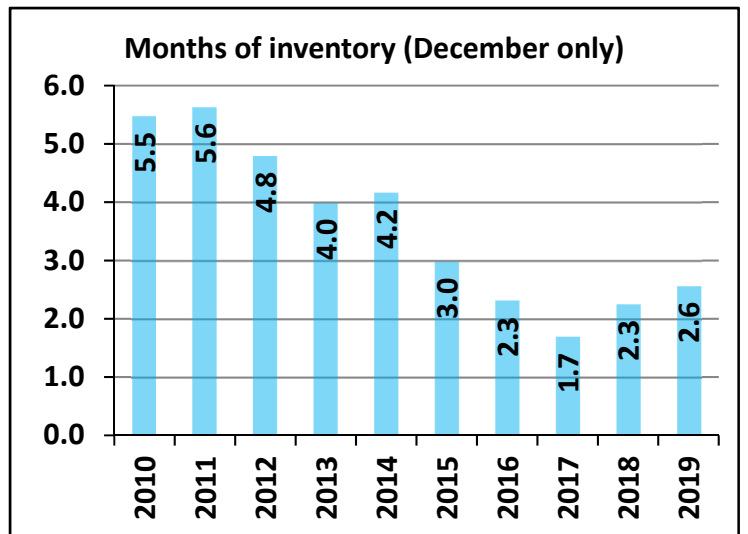
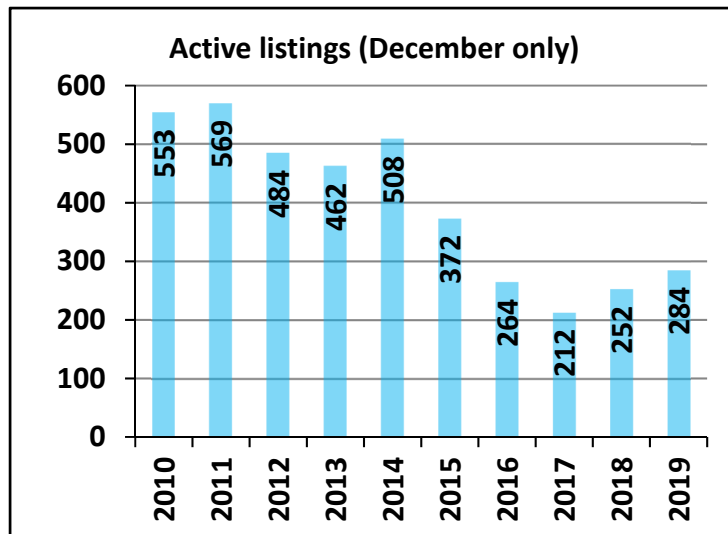
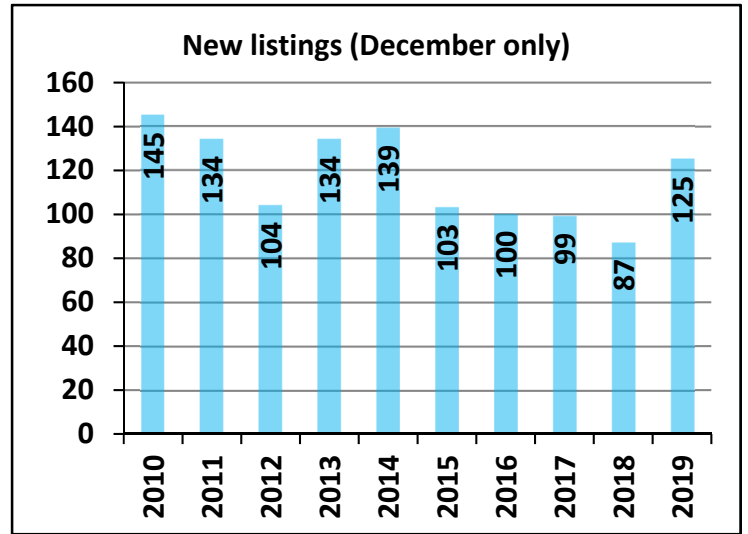
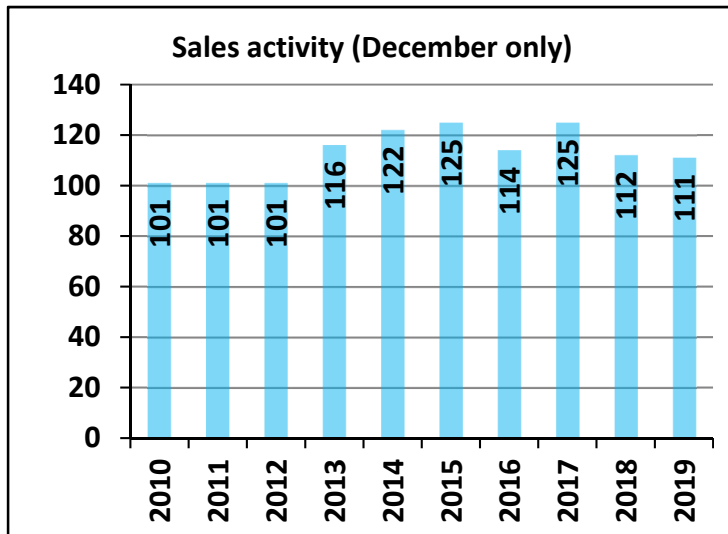
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

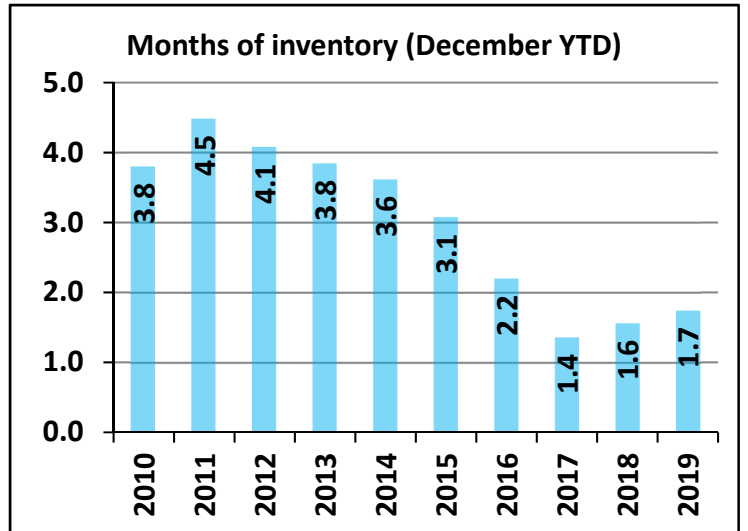
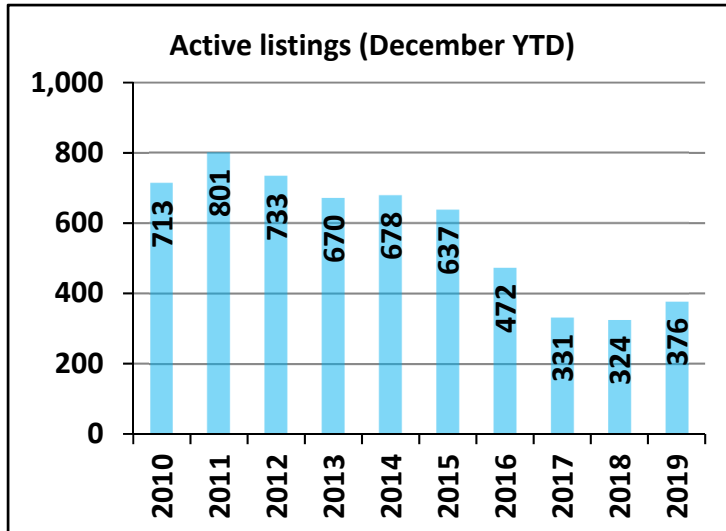
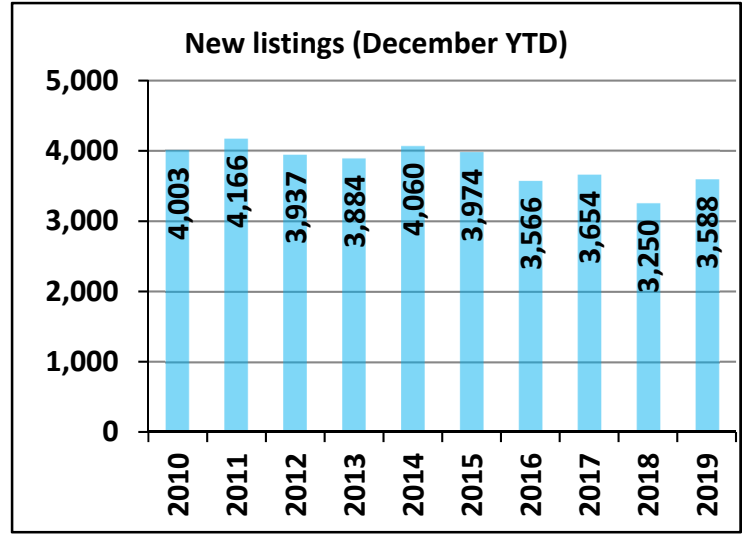
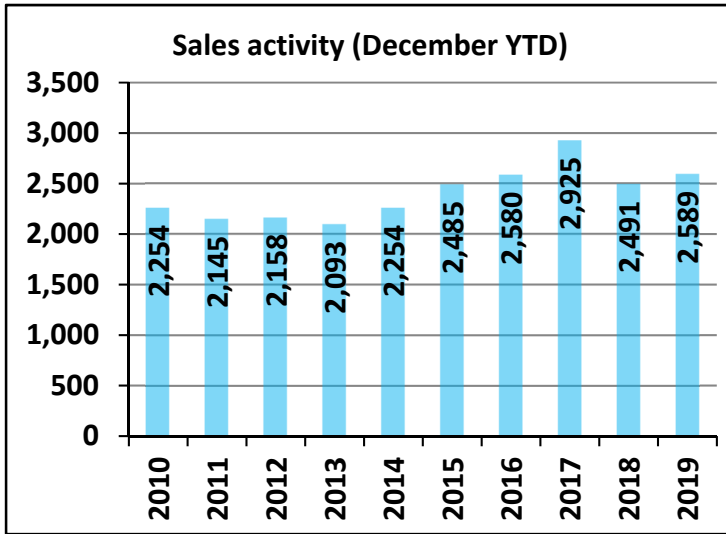
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	111	-0.9	-11.2	-2.6	-9.0	9.9	-20.7
Dollar Volume	\$50,444,477	7.0	11.4	67.4	70.2	115.7	66.8
New Listings	125	43.7	26.3	25.0	-10.1	20.2	-8.1
Active Listings	284	12.7	34.0	7.6	-44.1	-41.3	-42.0
Sales to New Listings Ratio ¹	88.8	128.7	126.3	114.0	87.8	97.1	102.9
Months of Inventory ²	2.6	2.3	1.7	2.3	4.2	4.8	3.5
Average Price	\$454,455	7.9	25.4	72.0	87.1	96.3	110.3

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	2,589	3.9	-11.5	0.3	14.9	20.0	16.0
Dollar Volume	\$1,082,785,899	15.1	8.7	49.9	87.1	114.7	126.1
New Listings	3,588	10.4	-1.8	0.6	-11.6	-8.9	-2.8
Active Listings ³	376	16.0	13.6	-20.3	-44.5	-48.7	-45.1
Sales to New Listings Ratio ⁴	72.2	76.6	80.0	72.3	55.5	54.8	60.5
Months of Inventory ⁵	1.7	1.6	1.4	2.2	3.6	4.1	3.7
Average Price	\$418,226	10.8	22.8	49.4	62.9	78.9	94.9

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

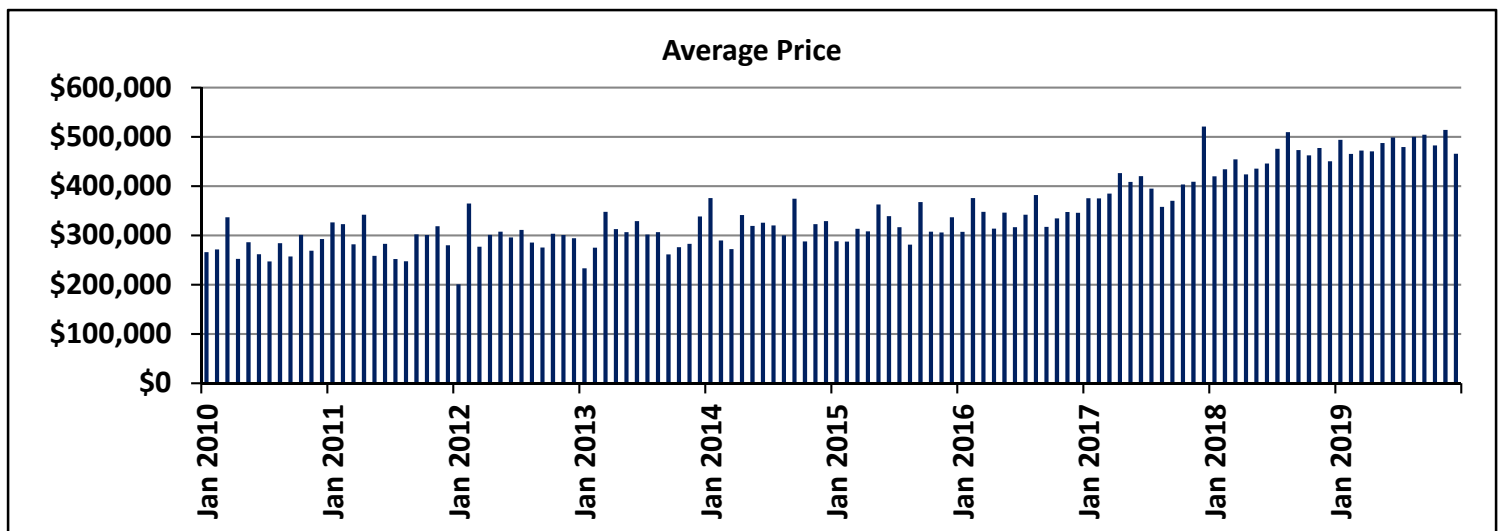
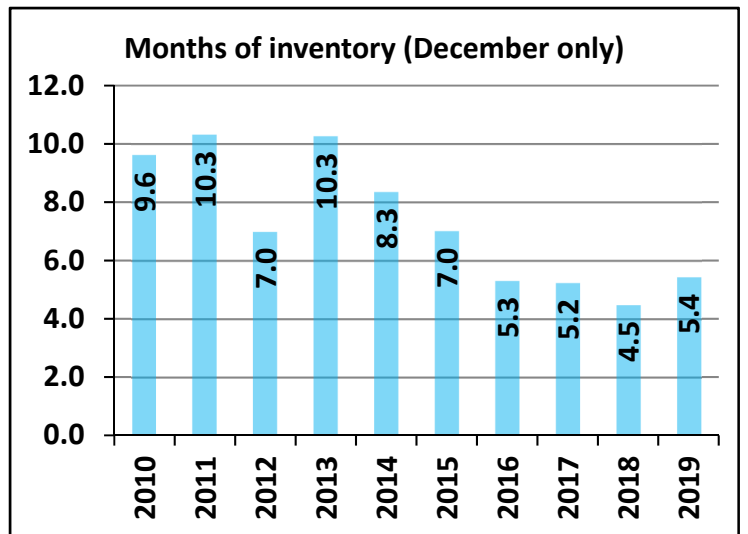
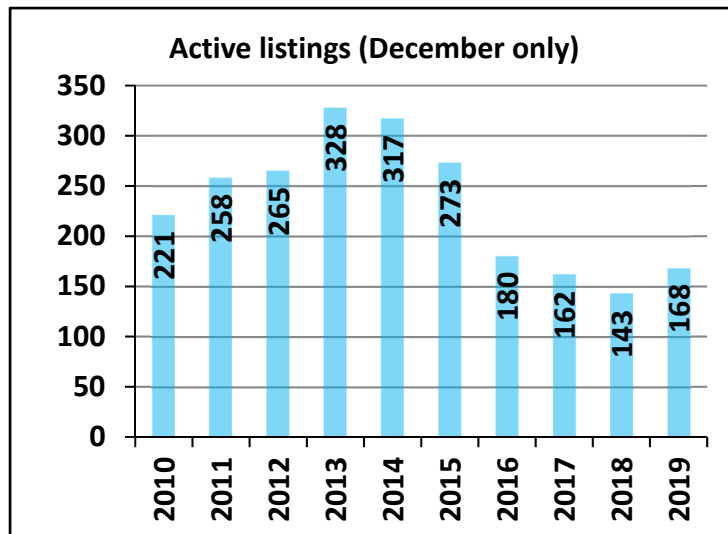
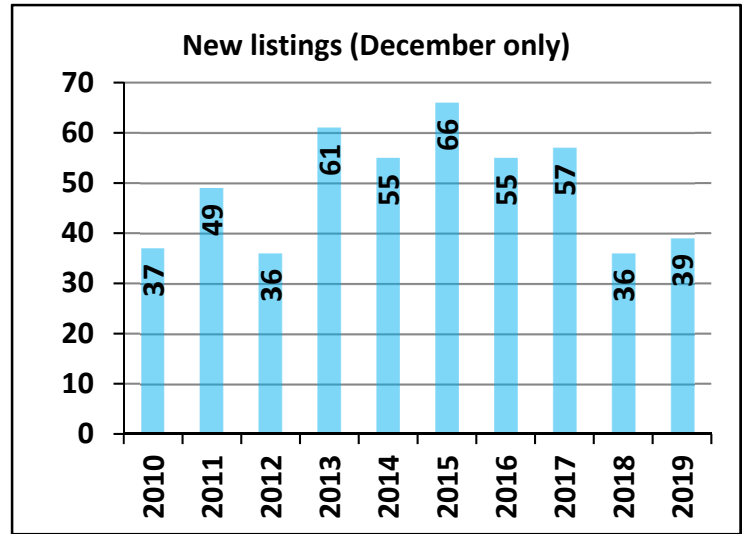
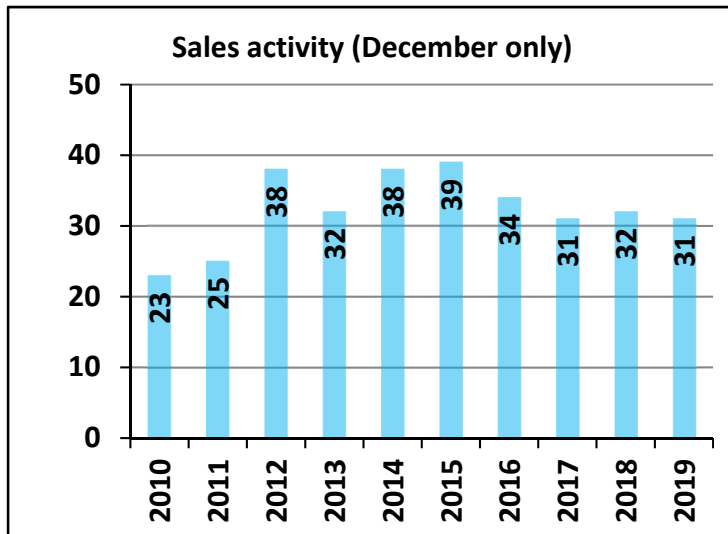
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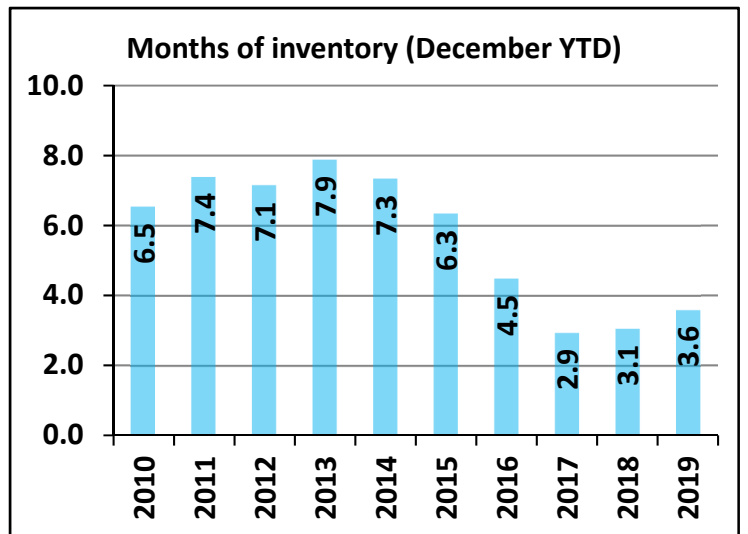
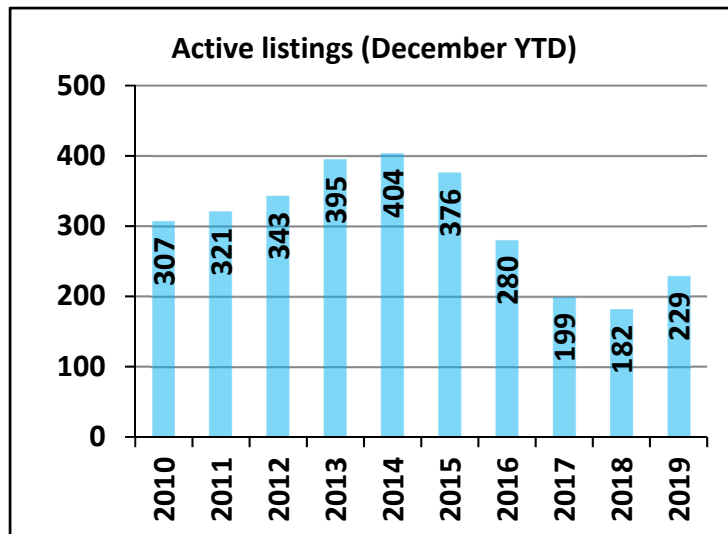
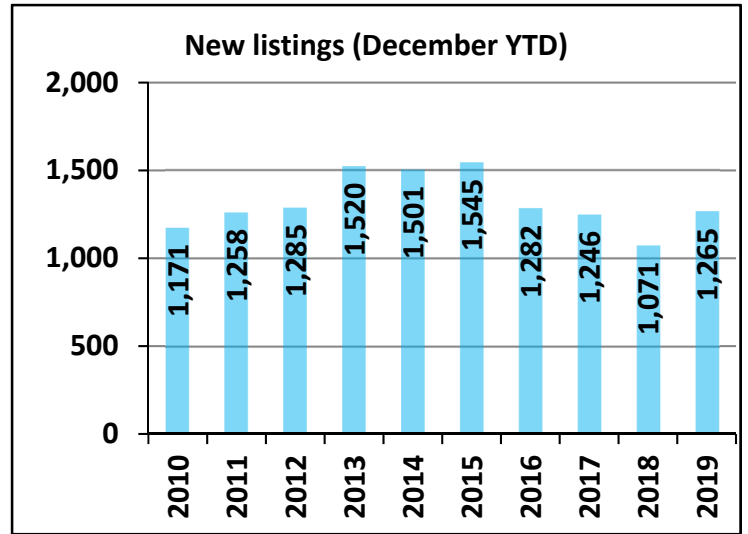
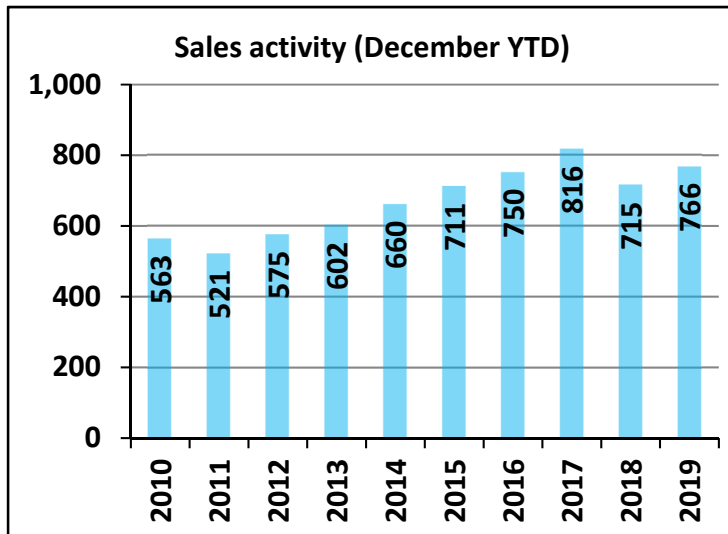
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	31	-3.1	0.0	-8.8	-18.4	-18.4	3.3
Dollar Volume	\$14,433,733	0.2	-10.6	22.8	15.4	29.1	115.4
New Listings	39	8.3	-31.6	-29.1	-29.1	8.3	-18.8
Active Listings	168	17.5	3.7	-6.7	-47.0	-36.6	-36.6
Sales to New Listings Ratio ¹	79.5	88.9	54.4	61.8	69.1	105.6	62.5
Months of Inventory ²	5.4	4.5	5.2	5.3	8.3	7.0	8.8
Average Price	\$465,604	3.4	-10.6	34.7	41.5	58.2	108.4

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	766	7.1	-6.1	2.1	16.1	33.2	43.7
Dollar Volume	\$372,877,965	14.4	14.0	47.1	76.8	119.6	168.0
New Listings	1,265	18.1	1.5	-1.3	-15.7	-1.6	8.2
Active Listings ³	229	25.8	15.1	-18.2	-43.3	-33.2	-32.6
Sales to New Listings Ratio ⁴	60.6	66.8	65.5	58.5	44.0	44.7	45.6
Months of Inventory ⁵	3.6	3.1	2.9	4.5	7.3	7.1	7.6
Average Price	\$486,786	6.8	21.5	44.0	52.3	64.8	86.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

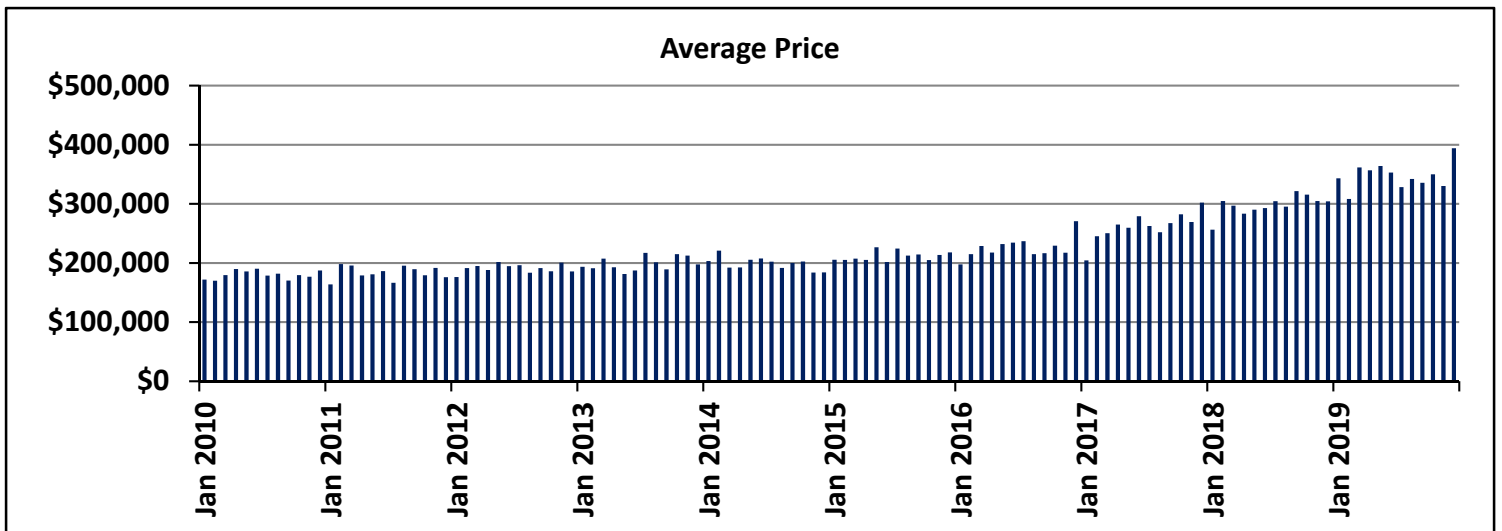
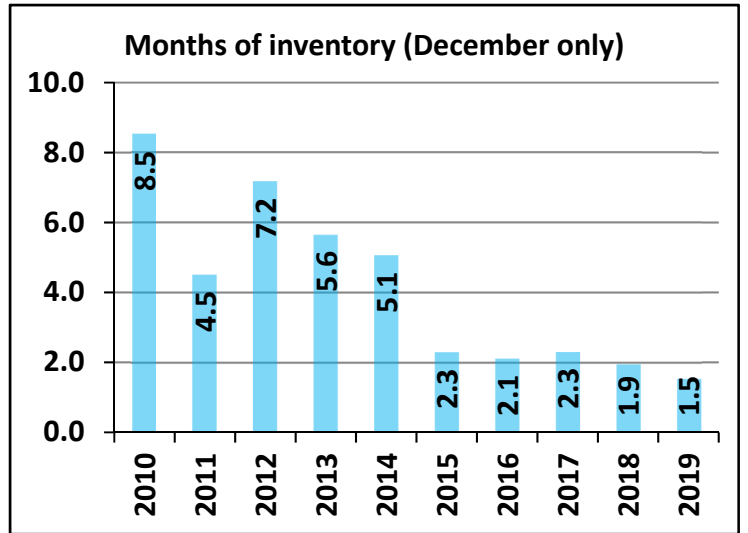
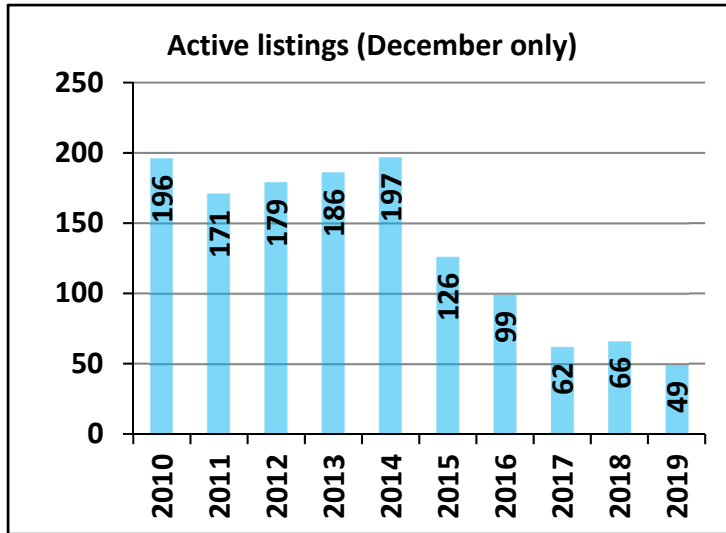
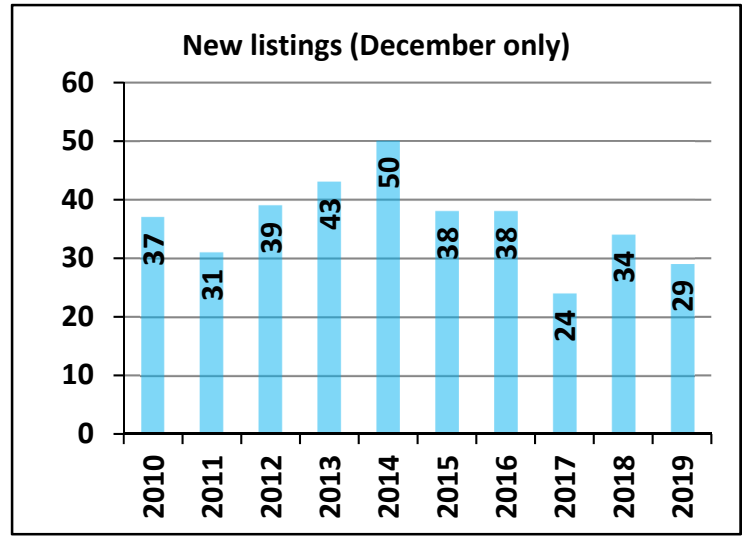
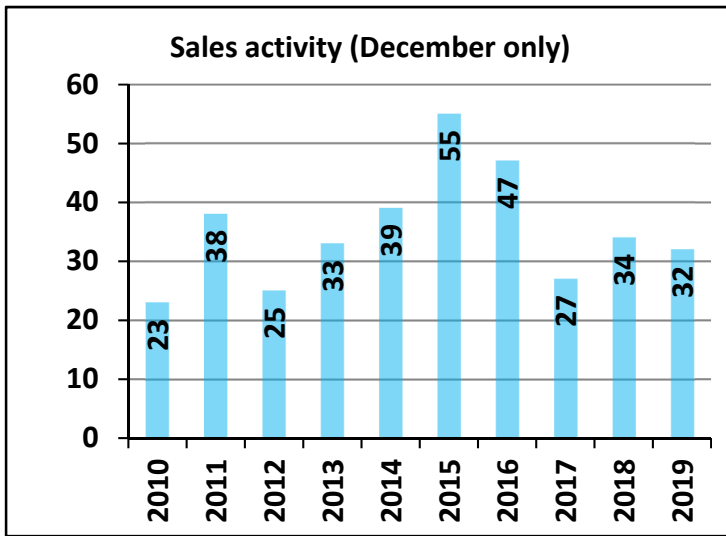
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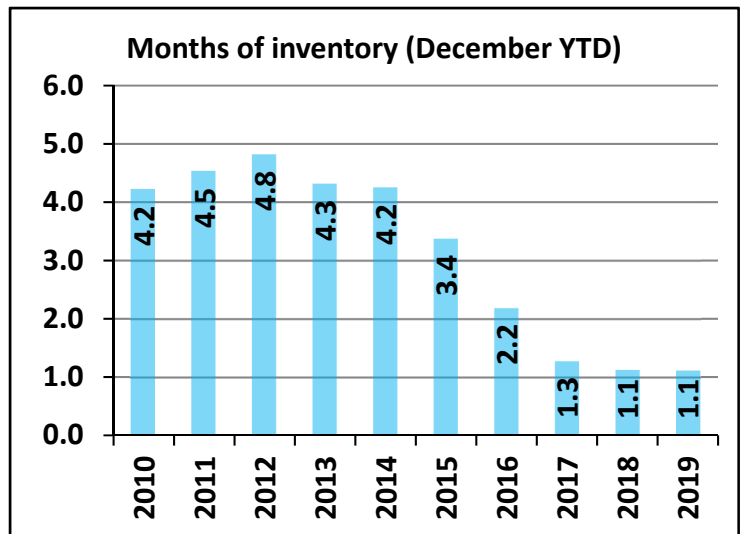
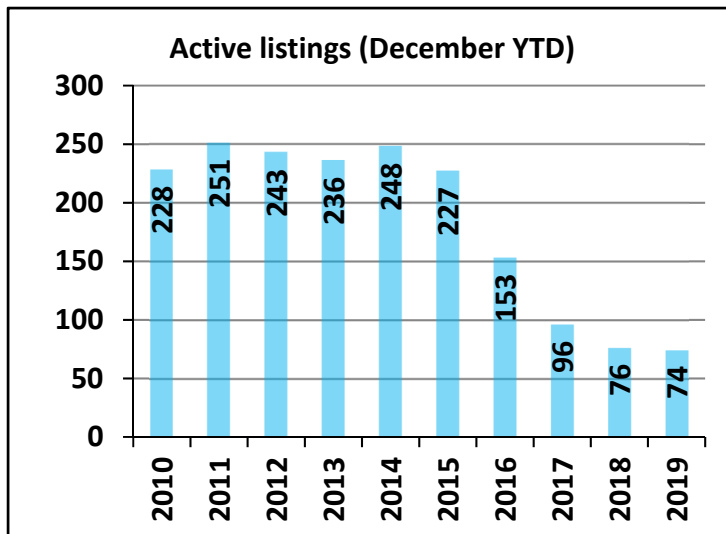
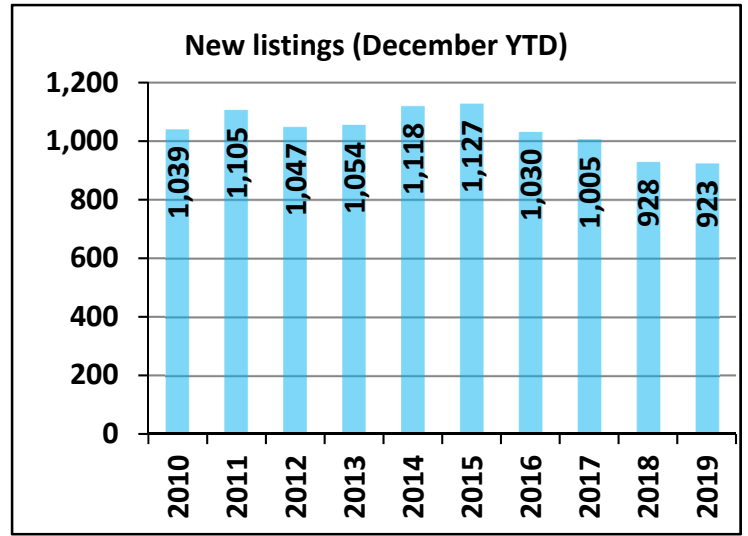
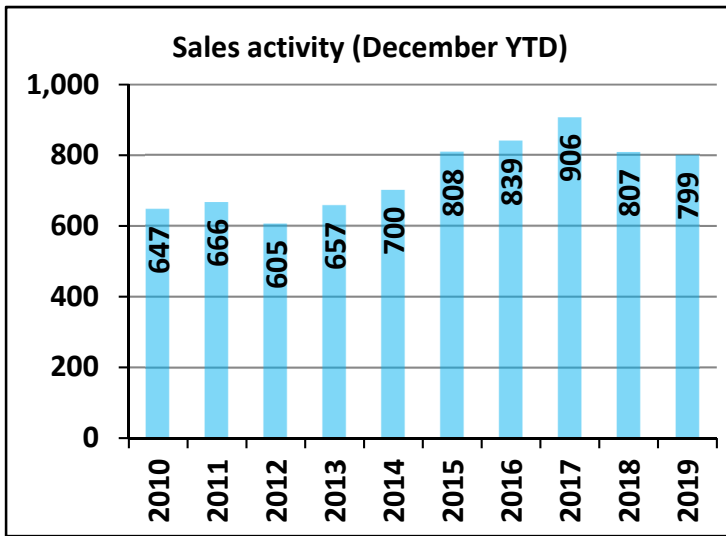
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	32	-5.9	18.5	-31.9	-17.9	28.0	-11.1
Dollar Volume	\$12,607,094	21.9	54.6	-0.9	75.7	171.7	98.5
New Listings	29	-14.7	20.8	-23.7	-42.0	-25.6	-43.1
Active Listings	49	-25.8	-21.0	-50.5	-75.1	-72.6	-73.7
Sales to New Listings Ratio ¹	110.3	100.0	112.5	123.7	78.0	64.1	70.6
Months of Inventory ²	1.5	1.9	2.3	2.1	5.1	7.2	5.2
Average Price	\$393,972	29.6	30.5	45.5	114.1	112.3	123.3

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	799	-1.0	-11.8	-4.8	14.1	32.1	15.5
Dollar Volume	\$277,009,558	15.1	17.0	45.4	99.2	139.3	118.7
New Listings	923	-0.5	-8.2	-10.4	-17.4	-11.8	-15.9
Active Listings ³	74	-2.6	-22.9	-51.6	-70.2	-69.5	-73.3
Sales to New Listings Ratio ⁴	86.6	87.0	90.1	81.5	62.6	57.8	63.0
Months of Inventory ⁵	1.1	1.1	1.3	2.2	4.2	4.8	4.8
Average Price	\$346,695	16.2	32.7	52.6	74.5	81.2	89.4

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

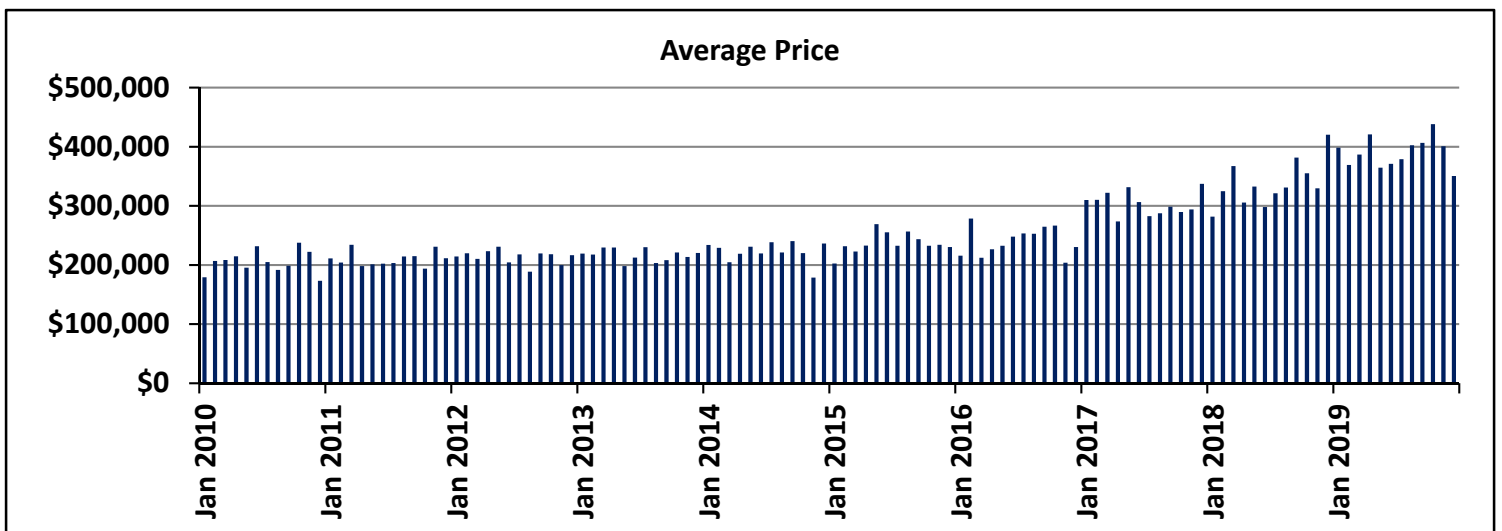
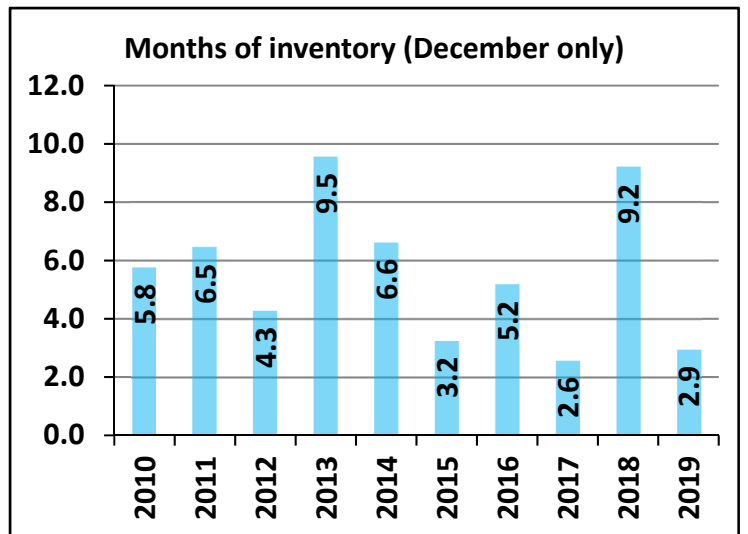
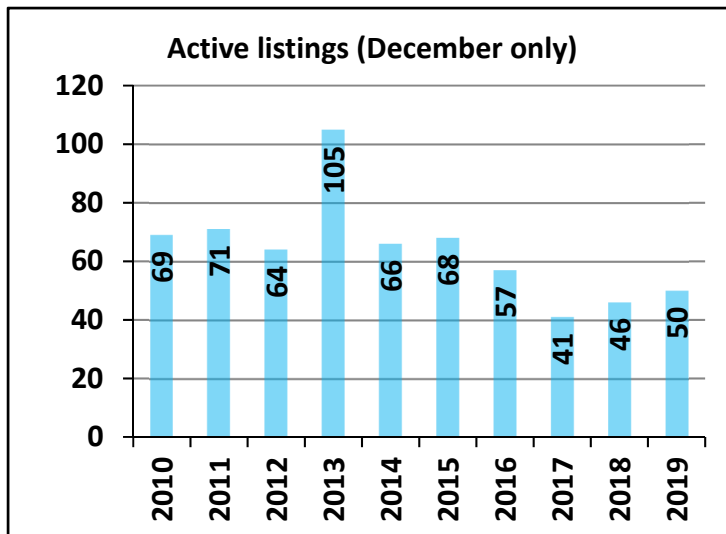
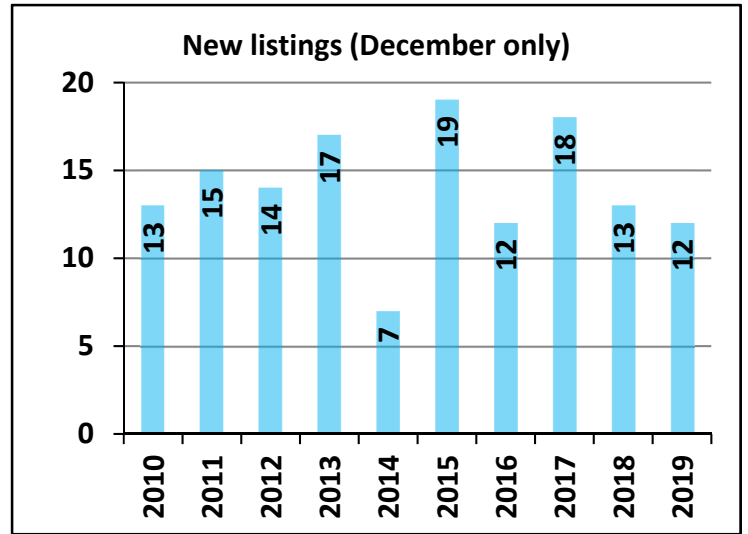
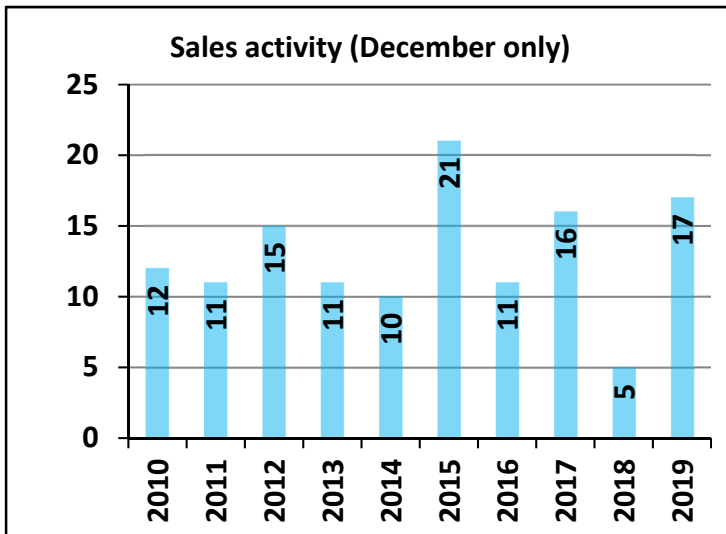
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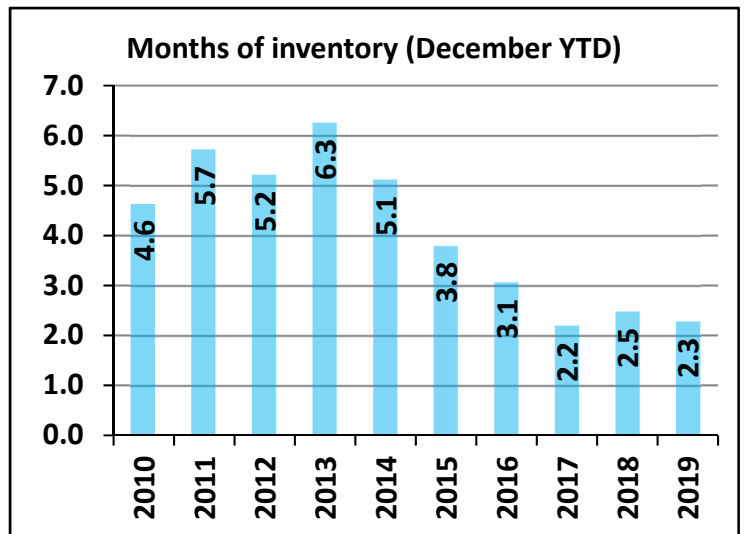
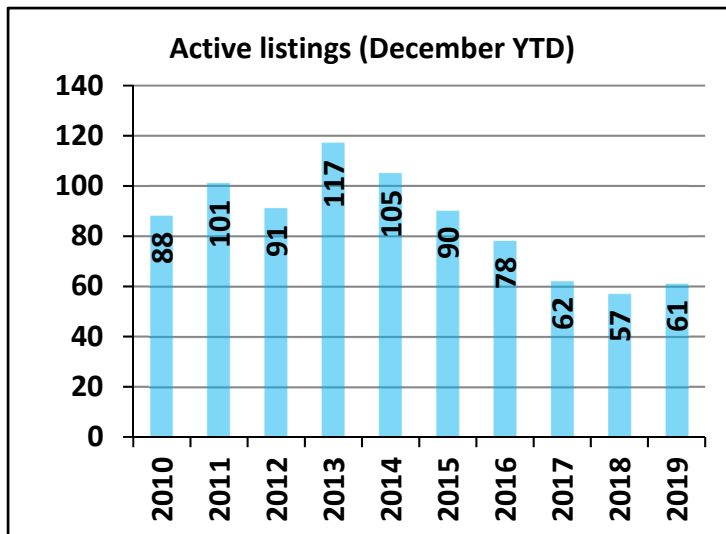
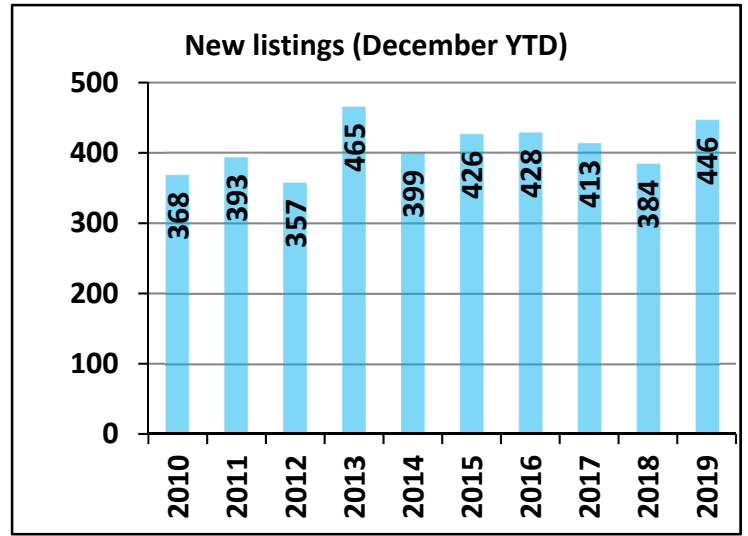
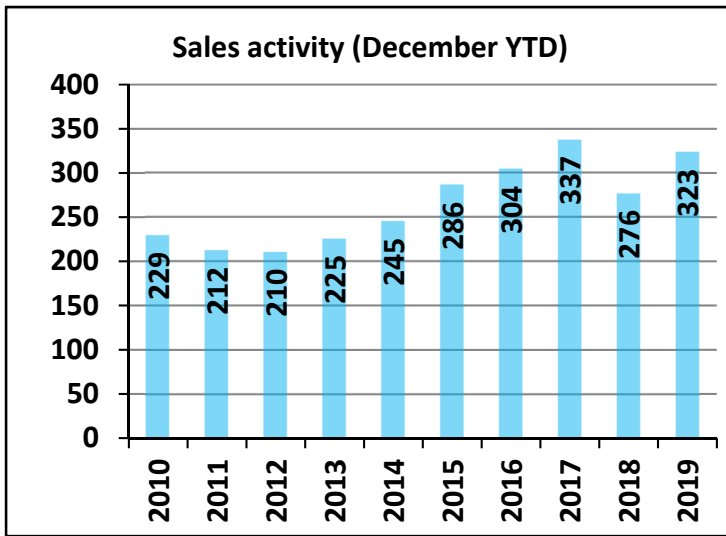
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	17	240.0	6.3	54.5	70.0	13.3	112.5
Dollar Volume	\$5,955,063	183.5	10.4	135.0	152.2	83.4	346.2
New Listings	12	-7.7	-33.3	0.0	71.4	-14.3	-20.0
Active Listings	50	8.7	22.0	-12.3	-24.2	-21.9	-31.5
Sales to New Listings Ratio ¹	141.7	38.5	88.9	91.7	142.9	107.1	53.3
Months of Inventory ²	2.9	9.2	2.6	5.2	6.6	4.3	9.1
Average Price	\$350,298	-16.6	3.9	52.1	48.3	61.8	110.0

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	323	17.0	-4.2	6.3	31.8	53.8	46.2
Dollar Volume	\$125,889,751	38.2	22.7	70.5	130.3	178.7	181.3
New Listings	446	16.1	8.0	4.2	11.8	24.9	25.3
Active Listings ³	61	7.0	-1.6	-21.8	-41.9	-33.0	-42.5
Sales to New Listings Ratio ⁴	72.4	71.9	81.6	71.0	61.4	58.8	62.1
Months of Inventory ⁵	2.3	2.5	2.2	3.1	5.1	5.2	5.8
Average Price	\$389,752	18.1	28.0	60.5	74.7	81.2	92.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

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