

News Release

Wednesday, February 5, 2020

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London Area REALTORS® Start the New Year with a Bang

London, ON – LSTAR REALTORS® started the year with a bang, as the house sales in the London – St. Thomas area saw their second best January since 1978, when LSTAR started tracking its markets' performance.

568 homes exchanged hands last month in our jurisdiction – only two shy from the same period in 2017, which still holds the absolute record for January residential real estate transactions.

The average home price for the region was \$437,197, 13.9% higher than a year ago and 48.2% over January 2017. “When compared to January 2010, the percentage of price growth is a whopping 95.2%, which means that the value of homes in our area has almost doubled in the last ten years,” said 2020 LSTAR President Blair Campbell.

“Despite the high number of home sales and the increasing house prices, the number of new listings that hit the local market in January 2020 saw a 9.4% increase over last year, which brought last month’s sales-to-new-listings ratio to 60.5%. This increase in listings for the month is fantastic as the lack of inventory has been a significant concern over the past two years,” he added.

Inventory is another important measure of the balance between sales and the supply of listings. This shows how long it would take to liquidate existing inventories at the current rate of sales activity. At the end of January 2020, there were 2.2 months of inventory across the entire LSTAR district – the lowest level in the last ten years.

The following table illustrates last month’s average home prices in LSTAR’s main regions and how they compare to the values recorded at the end of January 2019.

Area	January Average Sale Price	Change over January 2019
Elgin County	\$410,314	↑25.6%
London	\$452,924	↑16.8%
Middlesex County	\$482,669	↓ 2.3%
St. Thomas	\$384,291	↑12.0%
Strathroy	\$452,960	↑13.8%
LSTAR	\$437,197	↑ 13.9%

“Looking at London’s three main geographic areas, it’s worth to note that January was a record month for home sales activity in London South, which also includes data from the west side of the city,” Campbell stated. “This area had its best January ever, with 139 house sales and an average home price of \$464,862 - 22% higher than one year ago and 93.2% more than 10 years ago,” he emphasized.

The average home price in London East was \$388,161, up 22.3% from last January, while London North saw an increase of only 5.4% over last January, with an average home sales price of \$503,576.

“Two other LSTAR regions that saw record home sales in January were Elgin County - with 42 residential transactions and Middlesex County – with 49. On the other hand, in both St. Thomas and Strathroy, home sales were on par with the ten year average – with 41, respectively 15 real estate transactions,” Campbell observed.

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	December Sale Price
Greater Vancouver*	\$1,001,000
Greater Toronto*	\$819,700
Fraser Valley*	\$818,000
Victoria*	\$698,300
Hamilton-Burlington*	\$625,600
Kitchener-Waterloo	\$551,530
Ottawa*	\$447,000
Niagara Region*	\$431,500
London St. Thomas	\$426,332
Calgary*	\$413,000
Windsor-Essex	\$324,451
Edmonton*	\$312,400
CANADA	\$517,124

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 our January home sales would translate into more than \$38 million back into

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

the local economy for the period 2020 - 2022," Campbell 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*



Residential Market Activity

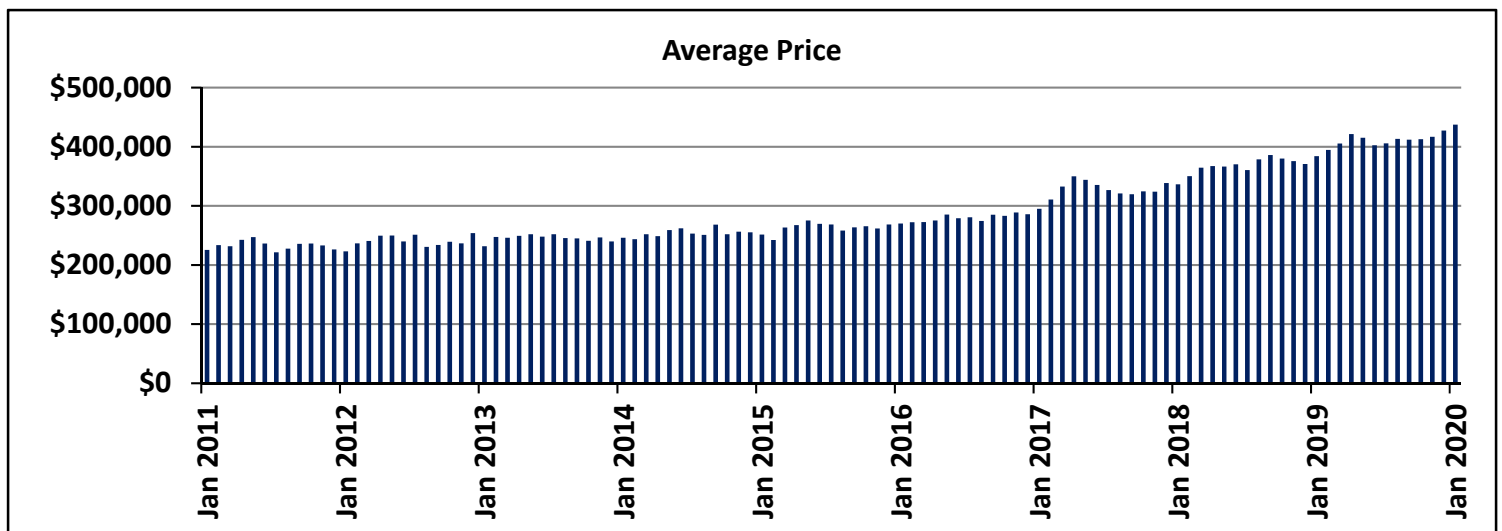
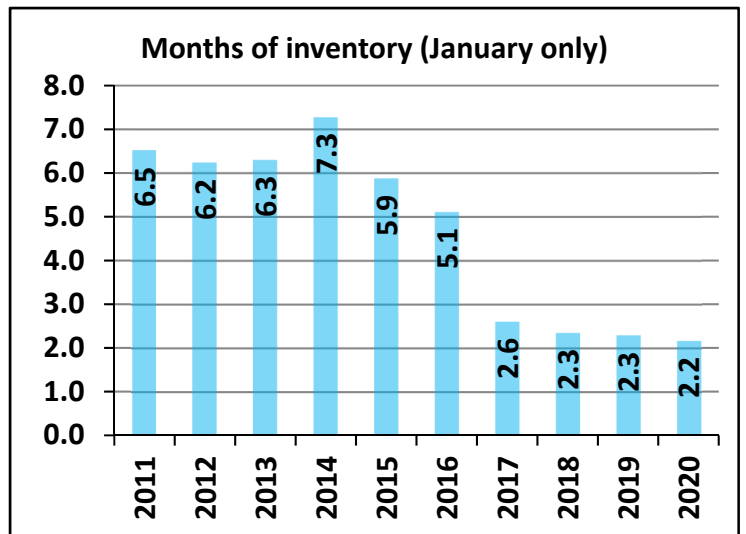
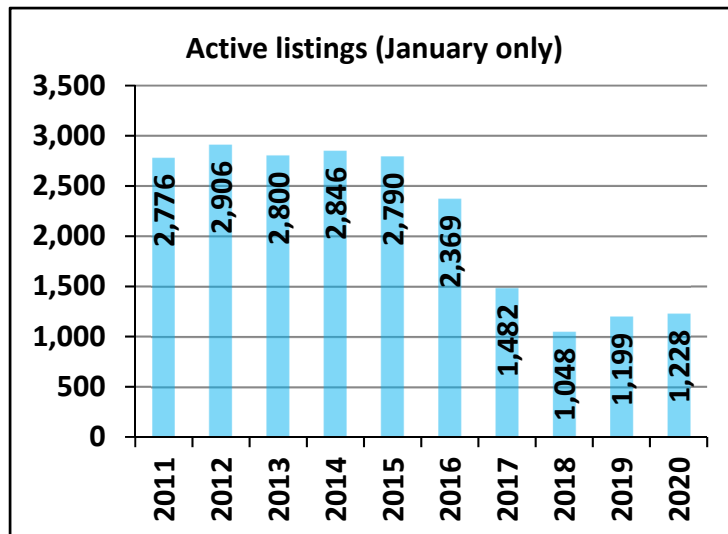
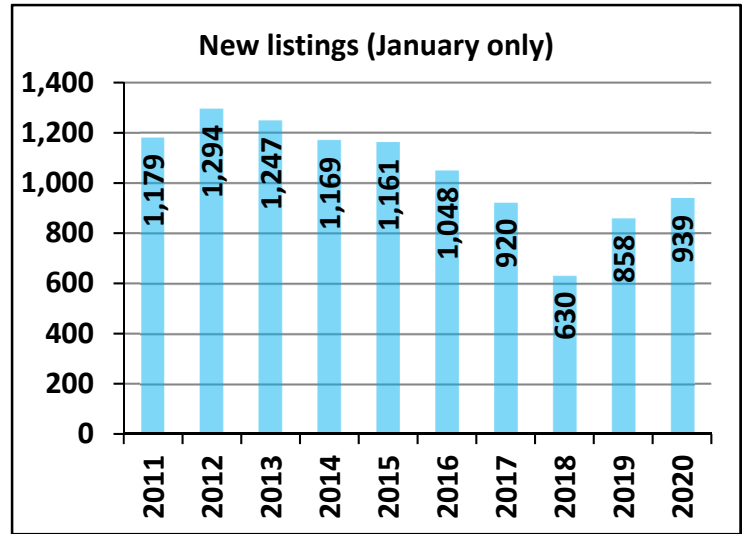
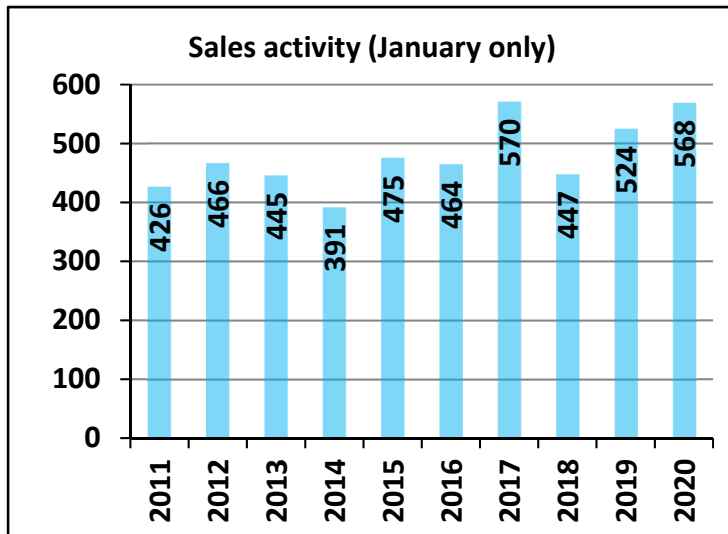
January 2020



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

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	568	8.4	27.1	-0.4	19.6	27.6	17.4
Dollar Volume	\$248,328,175	23.4	65.2	47.7	108.0	140.8	129.1
New Listings	939	9.4	49.0	2.1	-19.1	-24.7	-13.4
Active Listings	1,228	2.4	17.2	-17.1	-56.0	-56.1	-51.4
Sales to New Listings Ratio¹	60.5	61.1	71.0	62.0	40.9	35.7	44.6
Months of Inventory²	2.2	2.3	2.3	2.6	5.9	6.3	5.2
Average Price	\$437,197	13.9	30.0	48.2	73.9	88.7	95.2

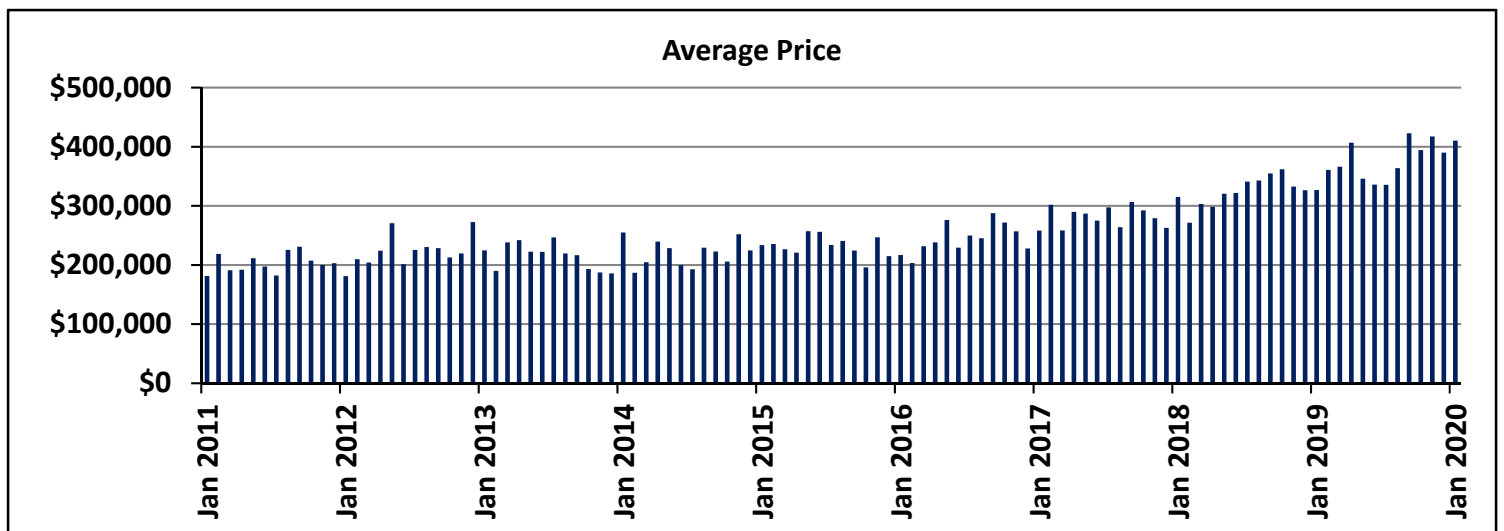
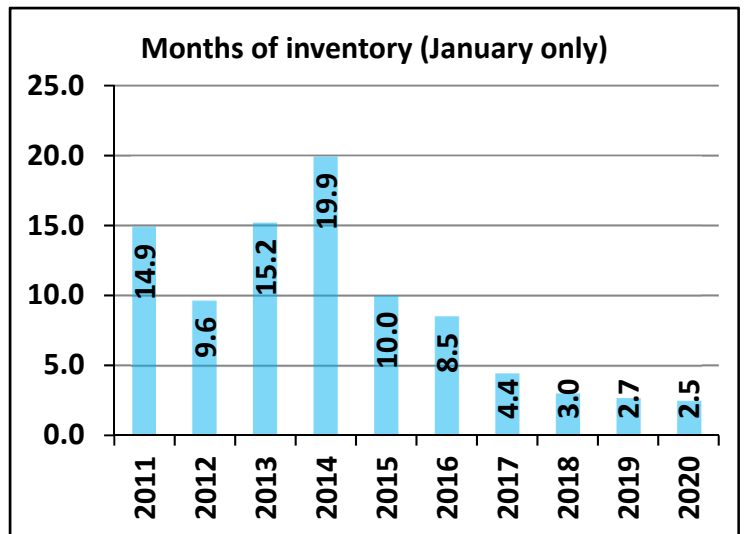
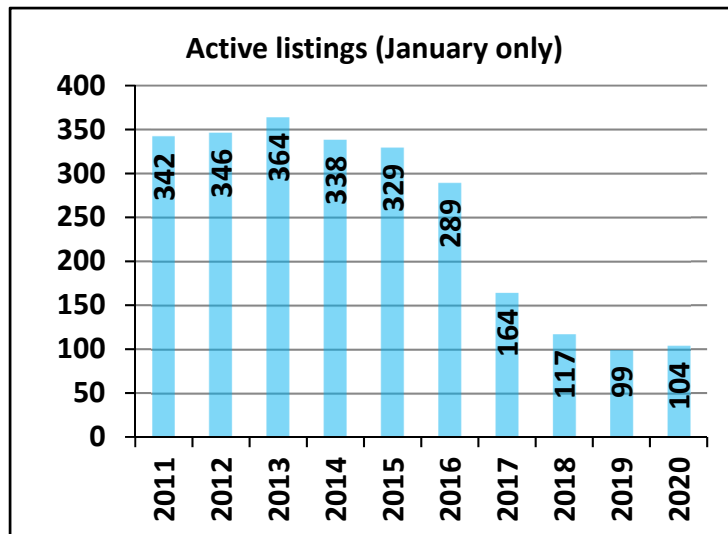
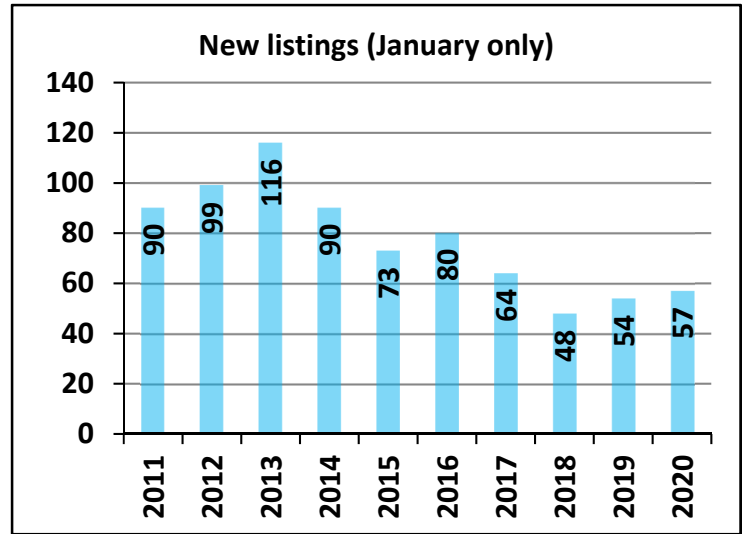
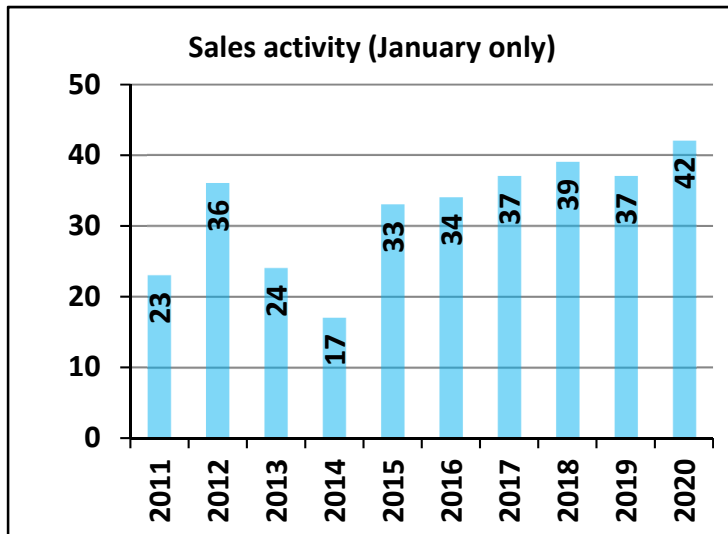
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	42	13.5	7.7	13.5	27.3	75.0	-4.5
Dollar Volume	\$17,233,200	42.6	40.3	80.5	123.6	219.8	93.1
New Listings	57	5.6	18.8	-10.9	-21.9	-50.9	-48.6
Active Listings	104	5.1	-11.1	-36.6	-68.4	-71.4	-70.8
Sales to New Listings Ratio¹	73.7	68.5	81.3	57.8	45.2	20.7	39.6
Months of Inventory²	2.5	2.7	3.0	4.4	10.0	15.2	8.1
Average Price	\$410,314	25.6	30.3	59.0	75.7	82.7	102.3

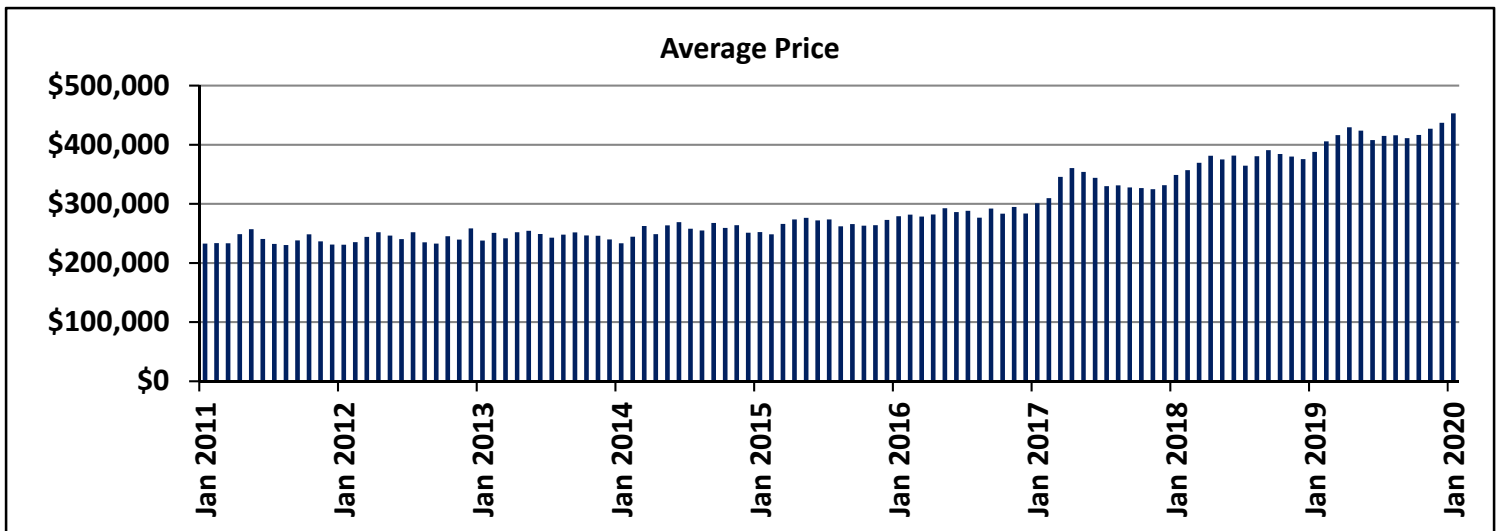
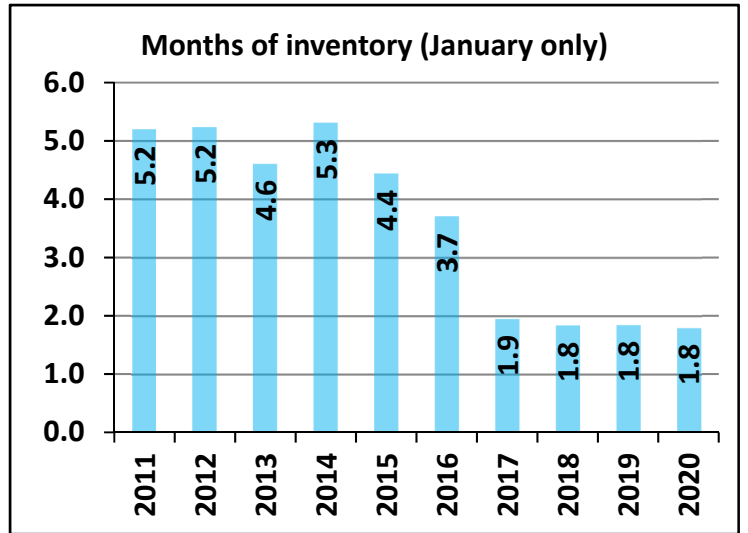
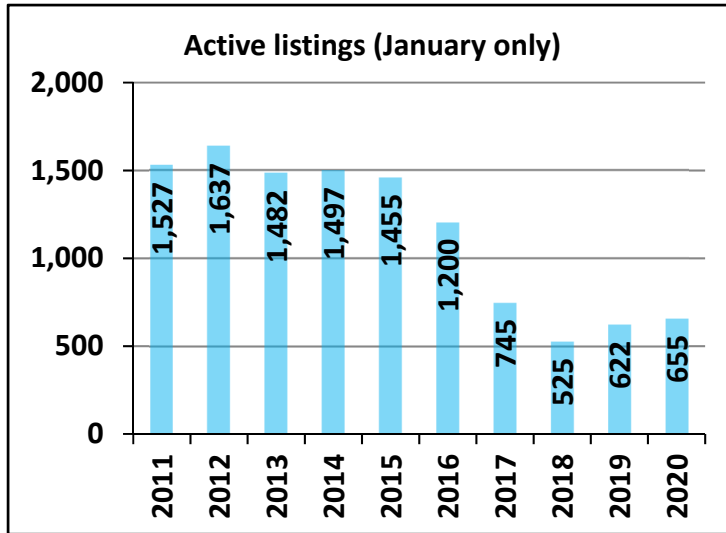
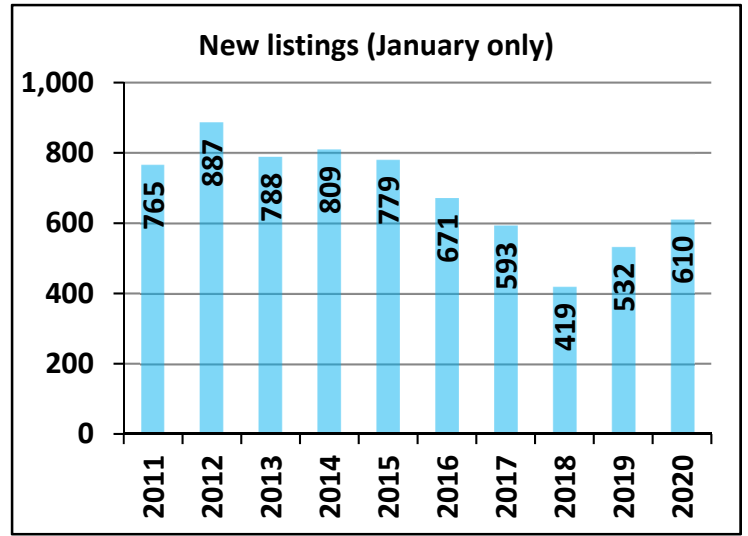
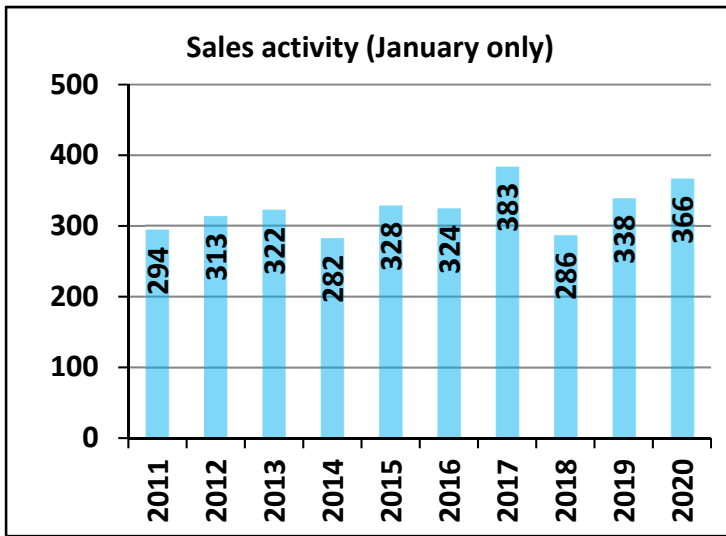
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London

Residential Market Activity



London

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	366	8.3	28.0	-4.4	11.6	13.7	13.7
Dollar Volume	\$165,770,324	26.4	66.2	43.8	100.4	116.4	127.5
New Listings	610	14.7	45.6	2.9	-21.7	-22.6	-11.7
Active Listings	655	5.3	24.8	-12.1	-55.0	-55.8	-49.4
Sales to New Listings Ratio¹	60.0	63.5	68.3	64.6	42.1	40.9	46.6
Months of Inventory²	1.8	1.8	1.8	1.9	4.4	4.6	4.0
Average Price	\$452,924	16.8	29.9	50.5	79.6	90.4	100.1

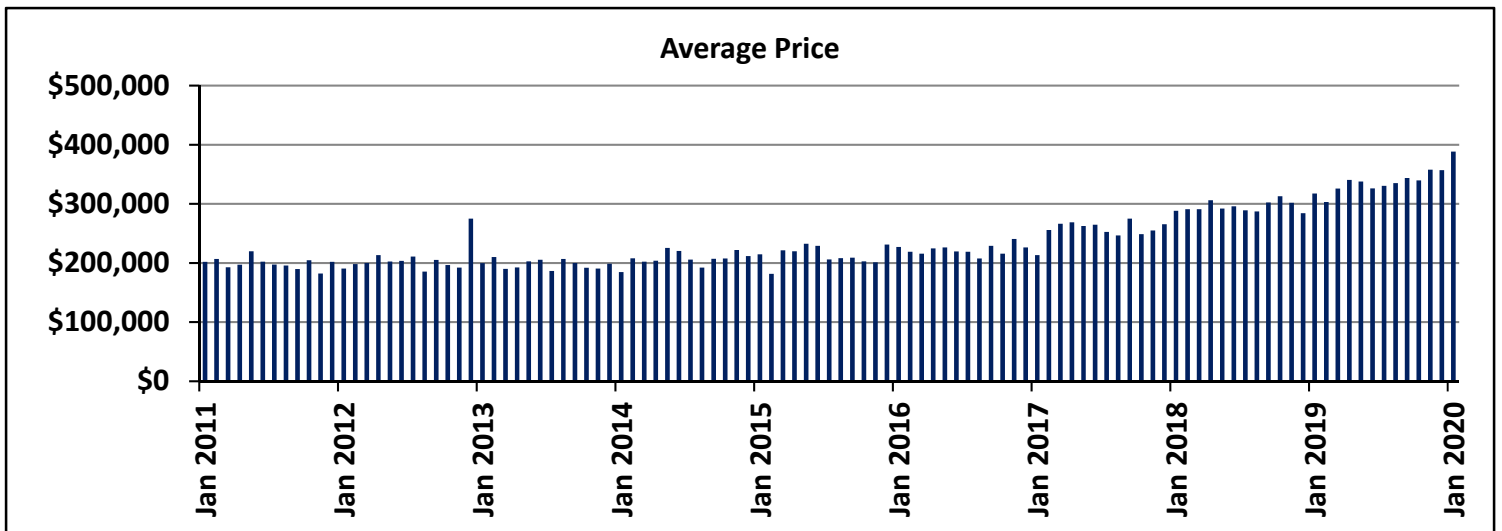
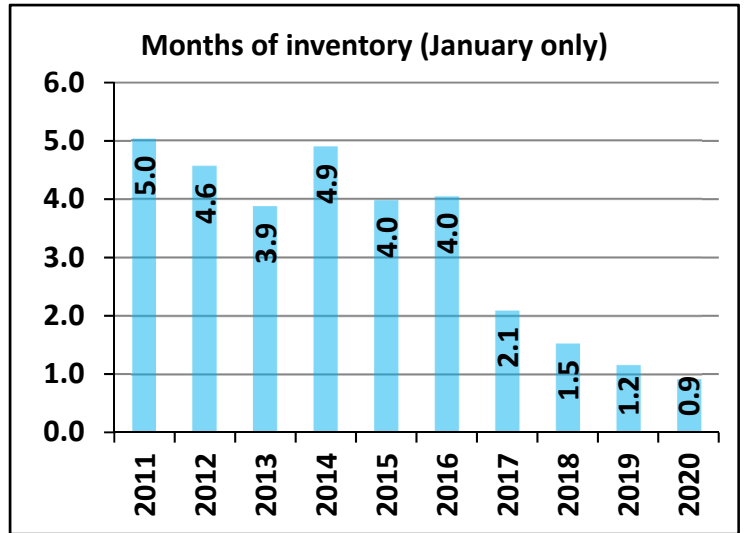
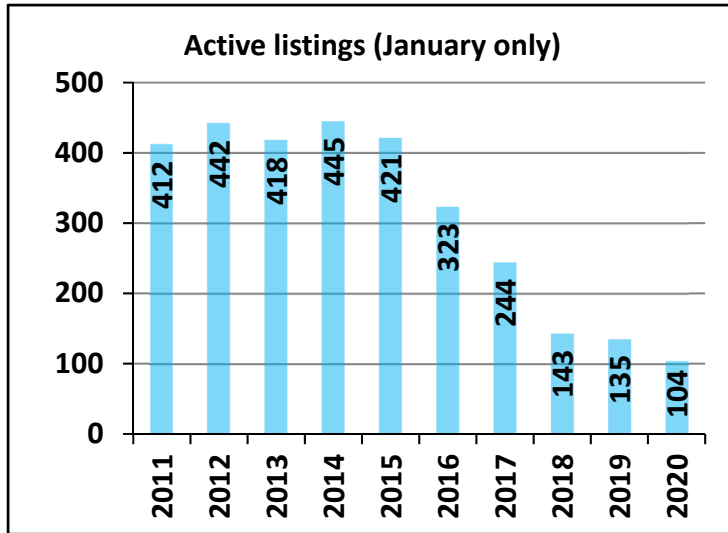
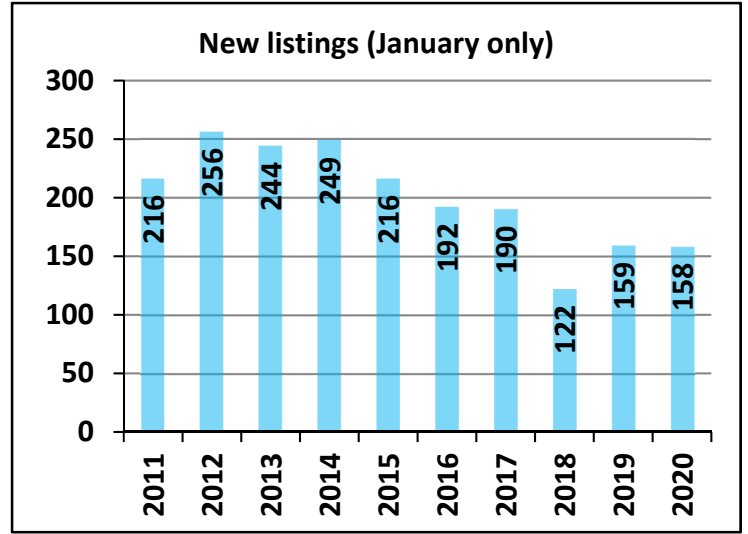
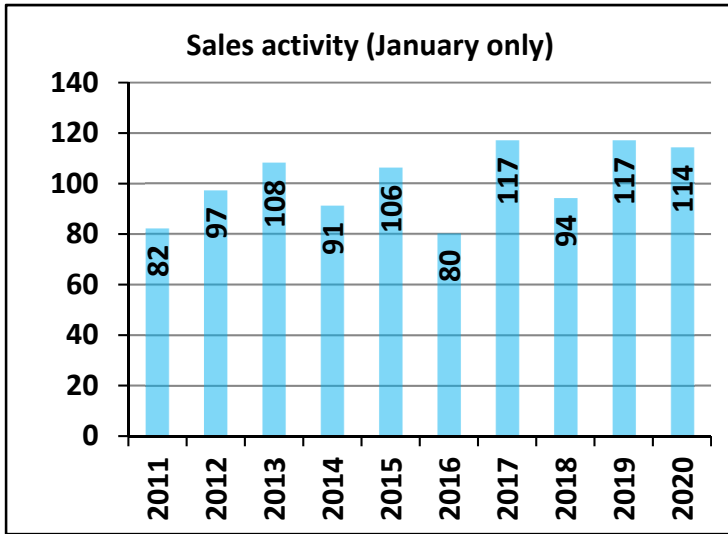
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

London East

Residential Market Activity



London East

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	114	-2.6	21.3	-2.6	7.5	5.6	14.0
Dollar Volume	\$44,250,385	19.2	63.3	77.4	94.6	105.2	165.1
New Listings	158	-0.6	29.5	-16.8	-26.9	-35.2	-15.5
Active Listings	104	-23.0	-27.3	-57.4	-75.3	-75.1	-69.7
Sales to New Listings Ratio¹	72.2	73.6	77.0	61.6	49.1	44.3	53.5
Months of Inventory²	0.9	1.2	1.5	2.1	4.0	3.9	3.4
Average Price	\$388,161	22.3	34.7	82.1	80.9	94.4	132.5

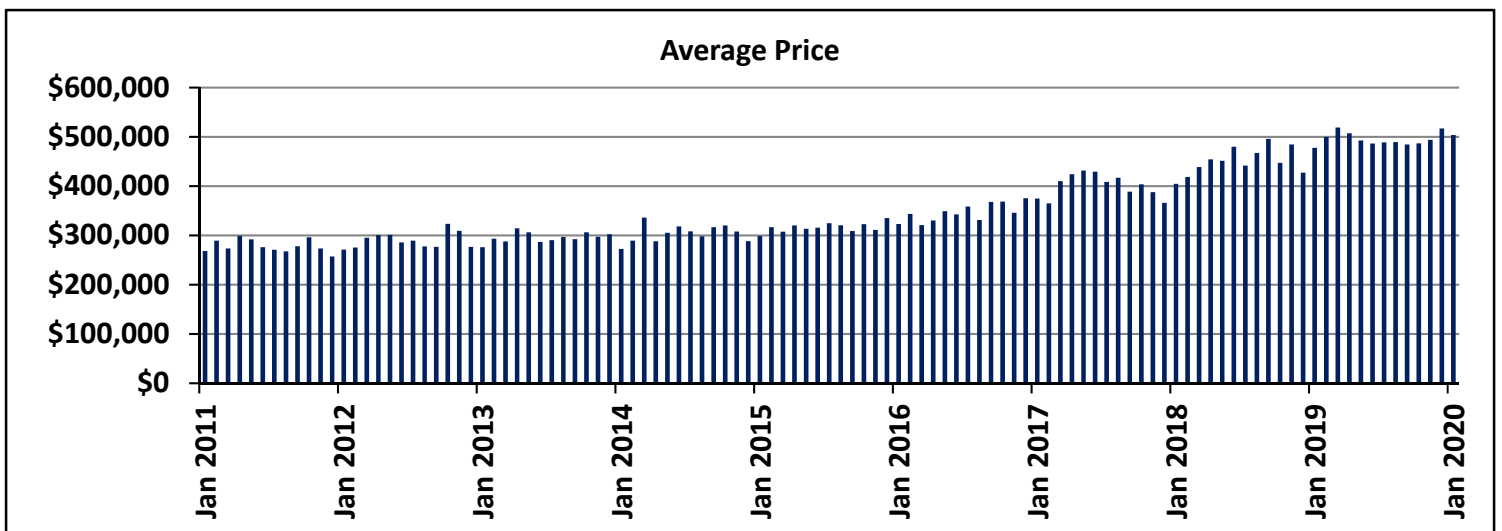
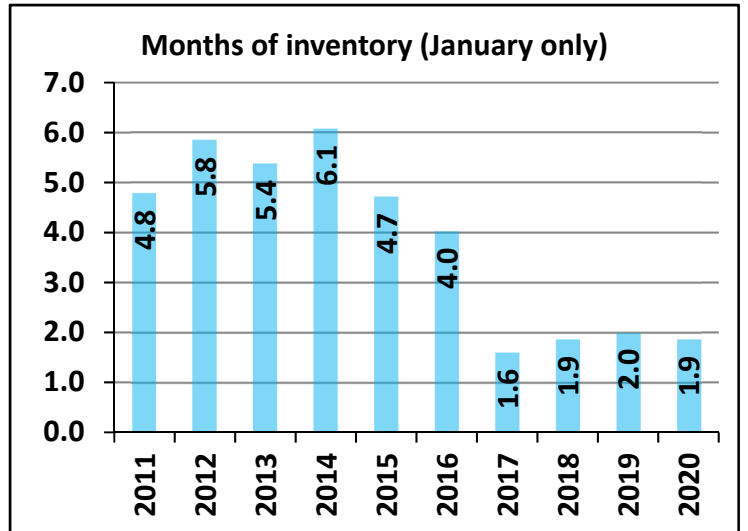
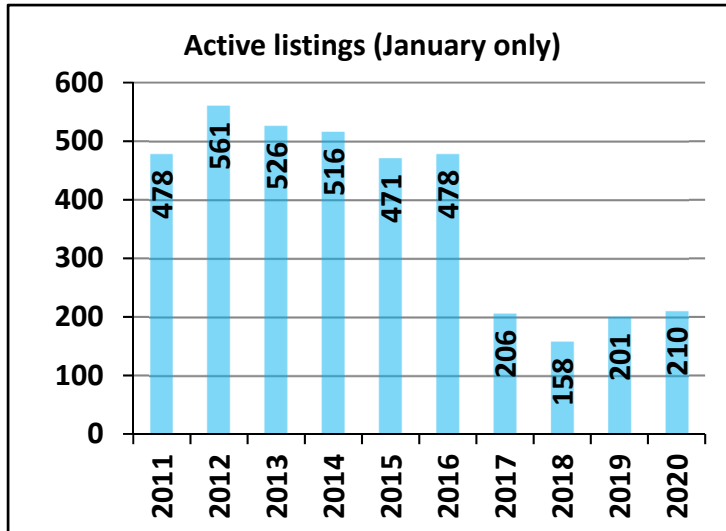
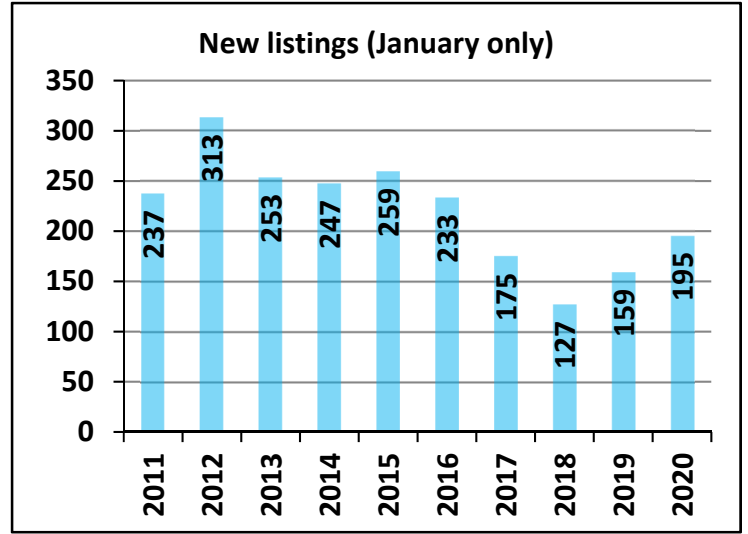
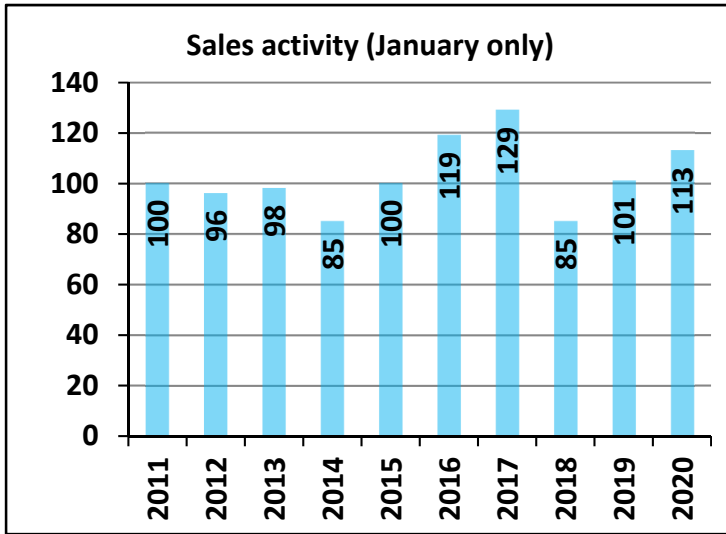
¹ Sales / new listings * 100

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London North

Residential Market Activity



London North

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	113	11.9	32.9	-12.4	13.0	15.3	10.8
Dollar Volume	\$56,904,063	18.0	65.5	17.7	90.6	110.5	108.4
New Listings	195	22.6	53.5	11.4	-24.7	-22.9	-6.3
Active Listings	210	4.5	32.9	1.9	-55.4	-60.1	-45.6
Sales to New Listings Ratio¹	57.9	63.5	66.9	73.7	38.6	38.7	49.0
Months of Inventory²	1.9	2.0	1.9	1.6	4.7	5.4	3.8
Average Price	\$503,576	5.4	24.5	34.4	68.7	82.5	88.1

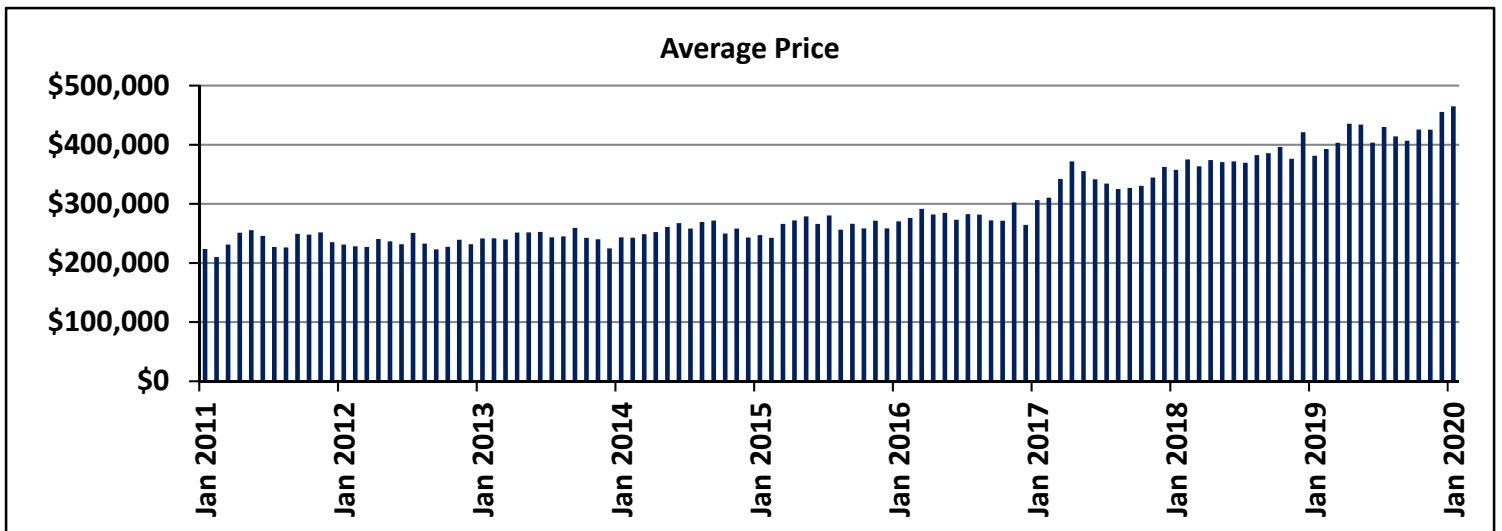
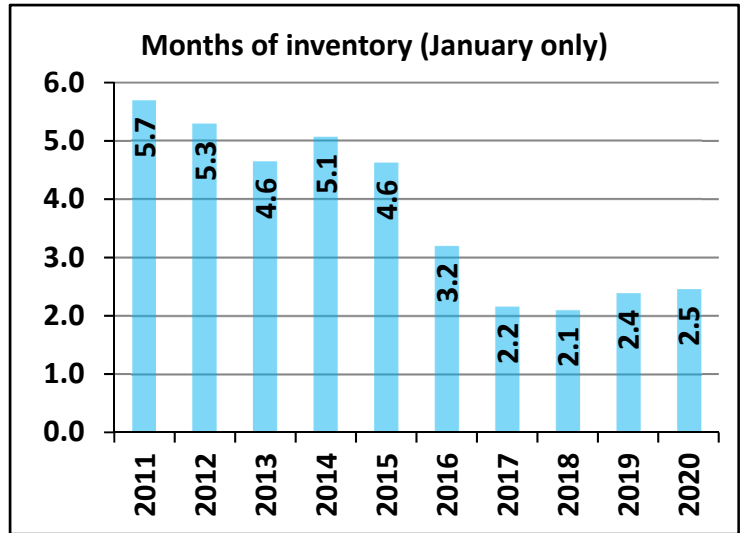
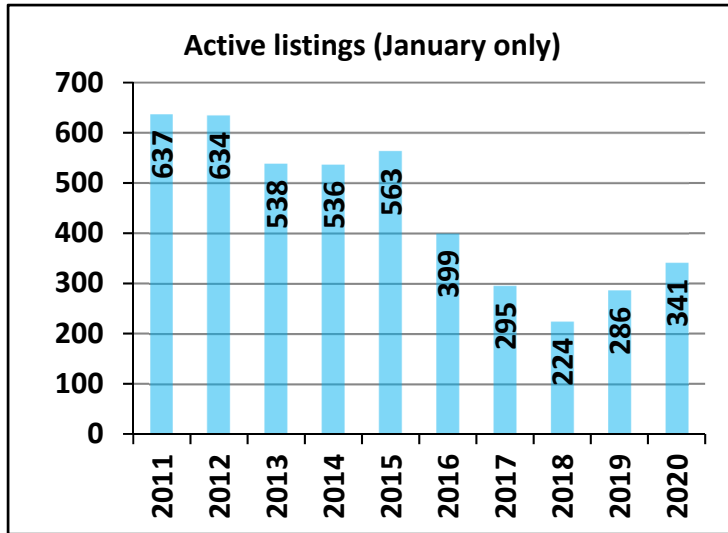
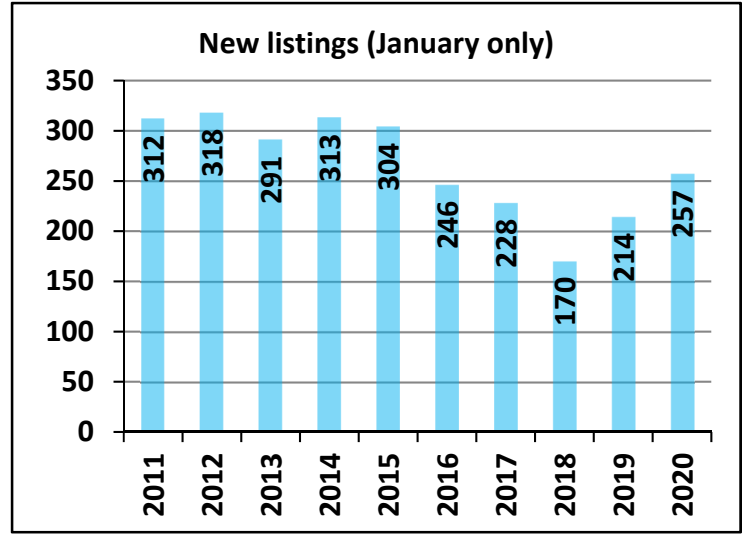
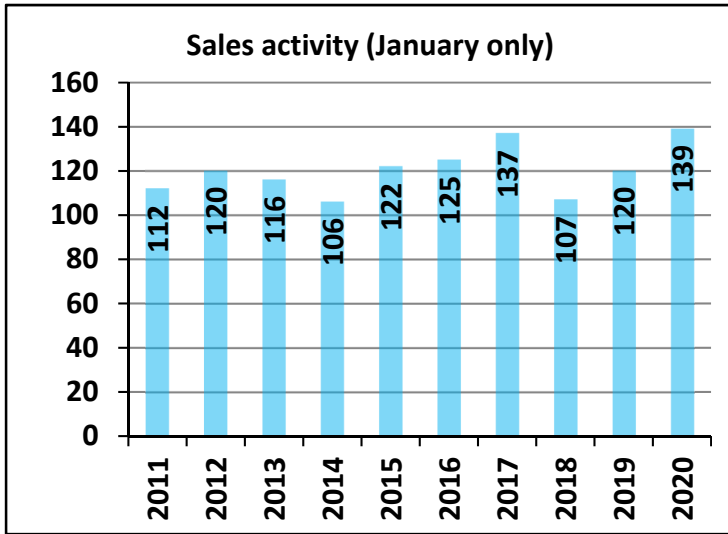
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London South

Residential Market Activity



London South

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	139	15.8	29.9	1.5	13.9	19.8	15.8
Dollar Volume	\$64,615,876	41.3	68.9	54.0	114.4	130.7	123.8
New Listings	257	20.1	51.2	12.7	-15.5	-11.7	-13.2
Active Listings	341	19.2	52.2	15.6	-39.4	-36.6	-39.6
Sales to New Listings Ratio¹	54.1	56.1	62.9	60.1	40.1	39.9	40.5
Months of Inventory²	2.5	2.4	2.1	2.2	4.6	4.6	4.7
Average Price	\$464,862	22.0	30.1	51.8	88.2	92.5	93.2

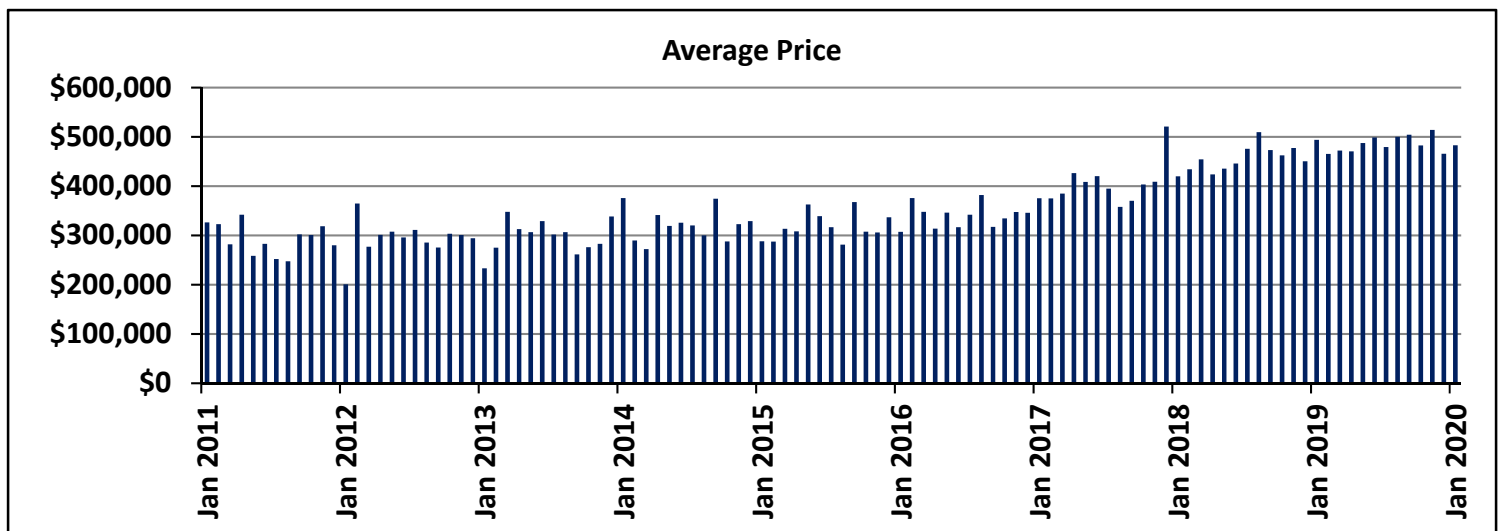
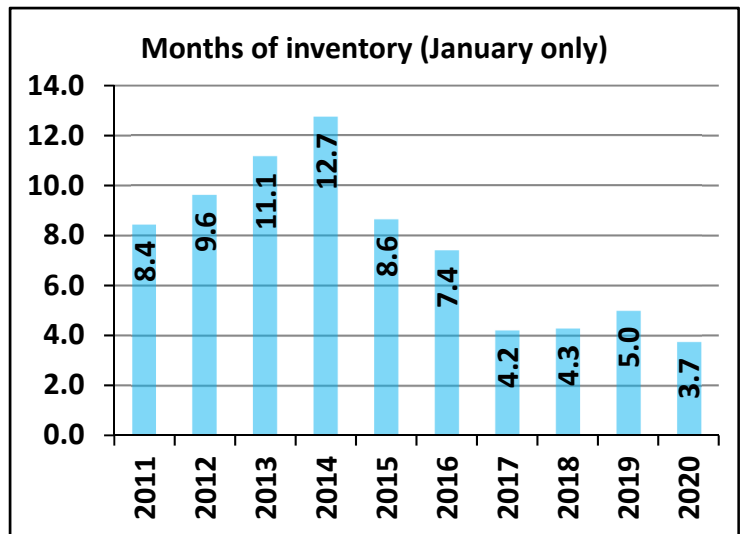
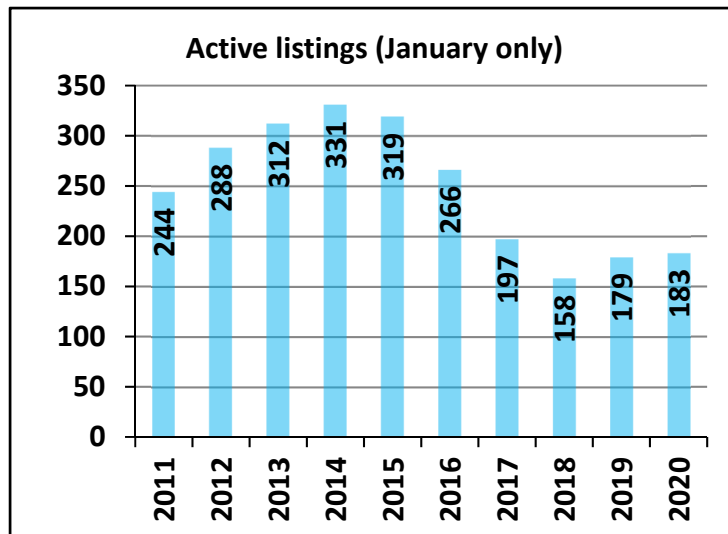
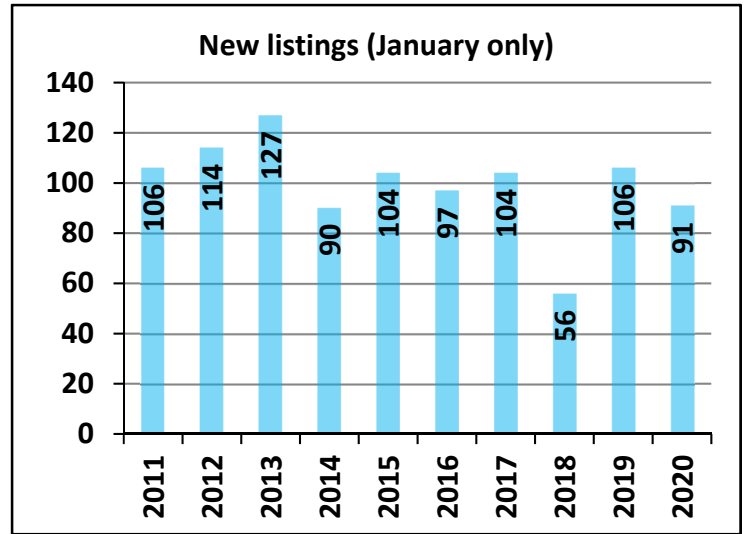
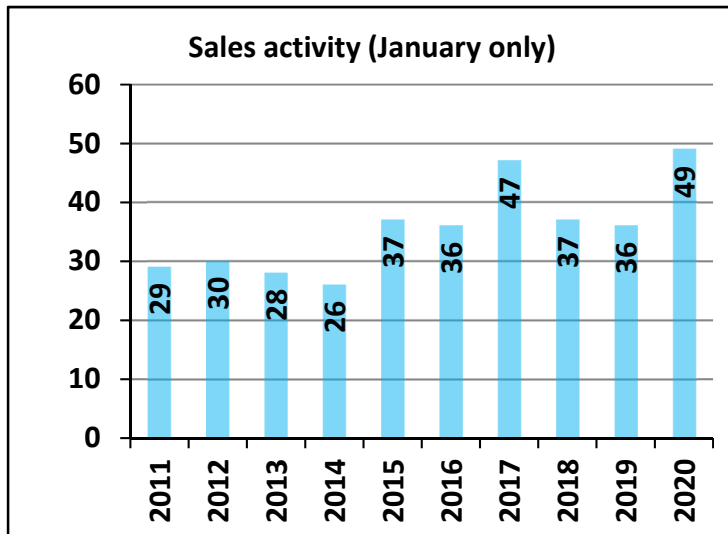
¹ Sales / new listings * 100

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Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	49	36.1	32.4	4.3	32.4	75.0	40.0
Dollar Volume	\$23,650,758	33.0	52.2	34.1	122.0	262.4	154.2
New Listings	91	-14.2	62.5	-12.5	-12.5	-28.3	8.3
Active Listings	183	2.2	15.8	-7.1	-42.6	-41.3	-32.5
Sales to New Listings Ratio¹	53.8	34.0	66.1	45.2	35.6	22.0	41.7
Months of Inventory²	3.7	5.0	4.3	4.2	8.6	11.1	7.7
Average Price	\$482,669	-2.3	14.9	28.6	67.6	107.1	81.5

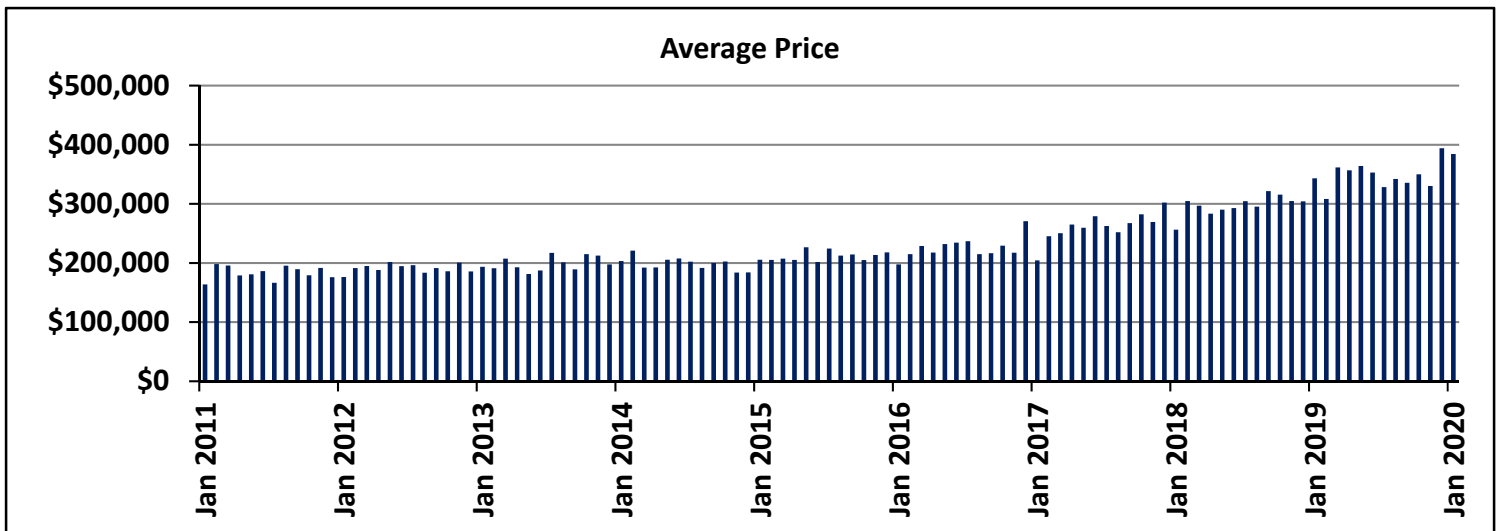
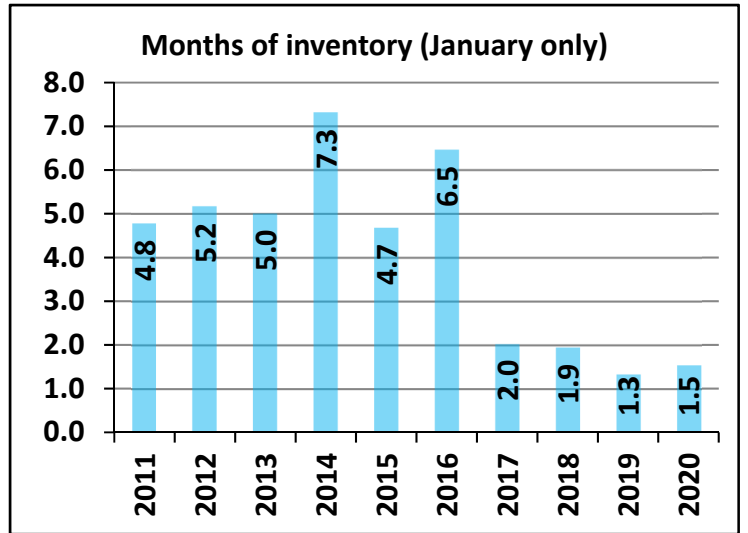
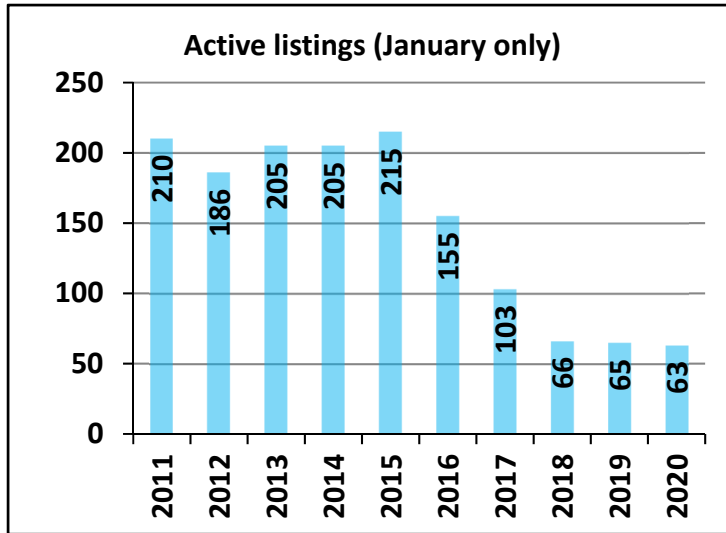
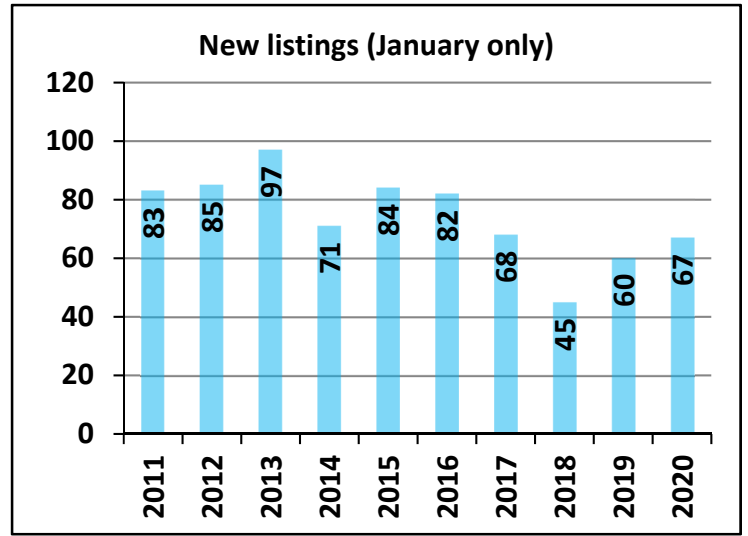
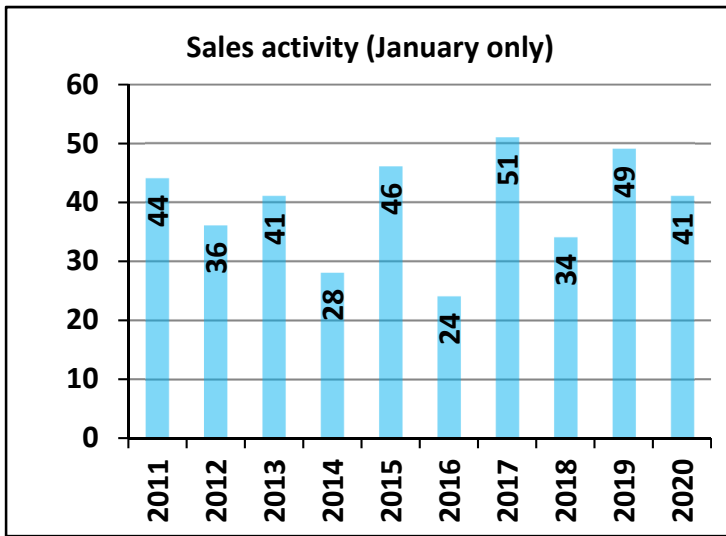
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St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	41	-16.3	20.6	-19.6	-10.9	0.0	10.8
Dollar Volume	\$15,755,933	-6.3	80.9	51.2	66.9	98.6	147.7
New Listings	67	11.7	48.9	-1.5	-20.2	-30.9	-24.7
Active Listings	63	-3.1	-4.5	-38.8	-70.7	-69.3	-70.8
Sales to New Listings Ratio¹	61.2	81.7	75.6	75.0	54.8	42.3	41.6
Months of Inventory²	1.5	1.3	1.9	2.0	4.7	5.0	5.8
Average Price	\$384,291	12.0	50.0	88.1	87.2	98.6	123.5

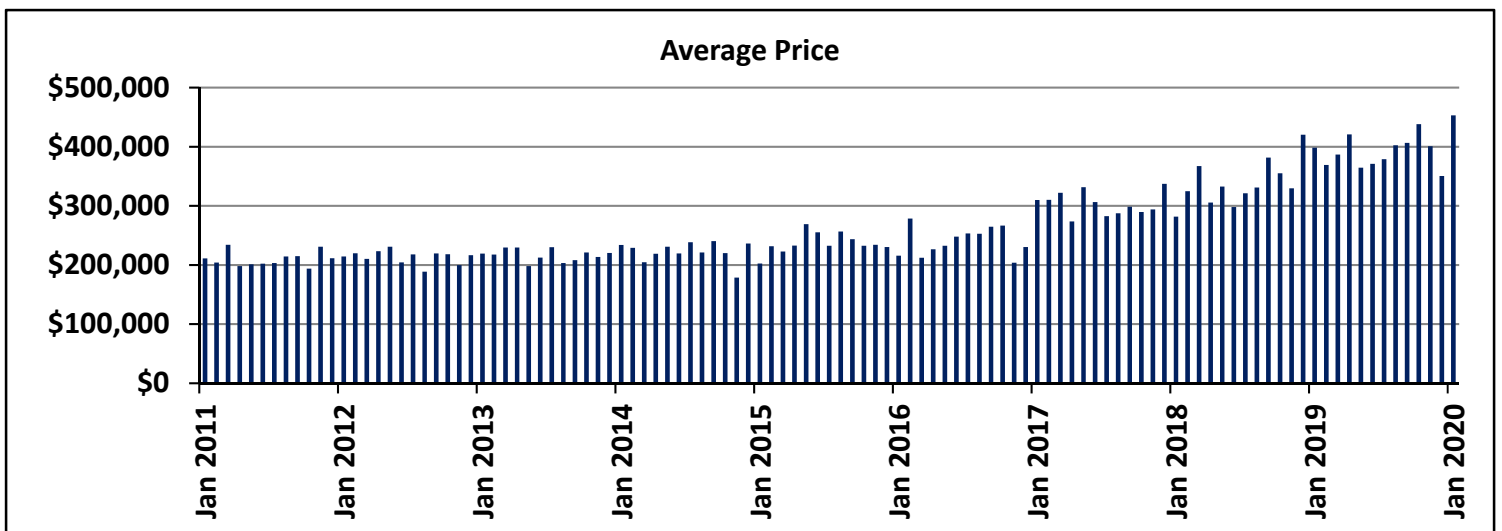
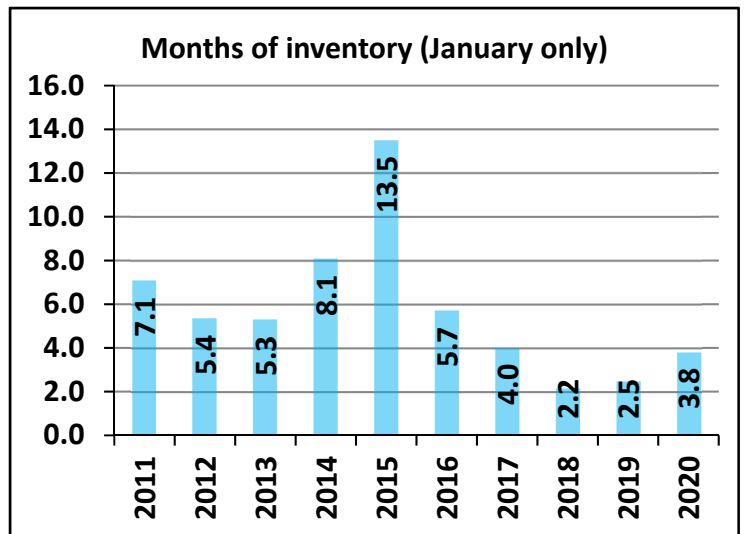
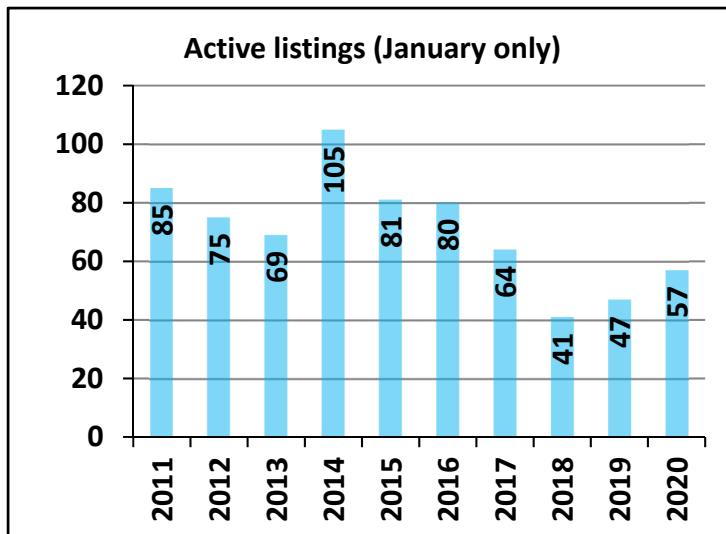
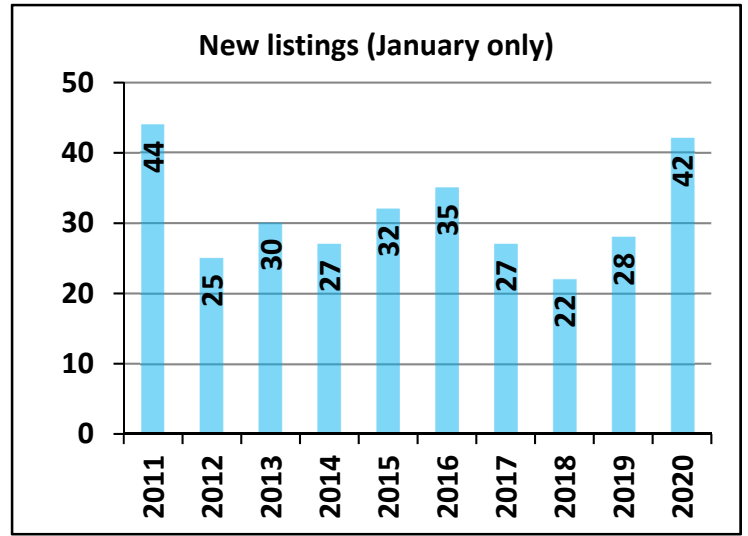
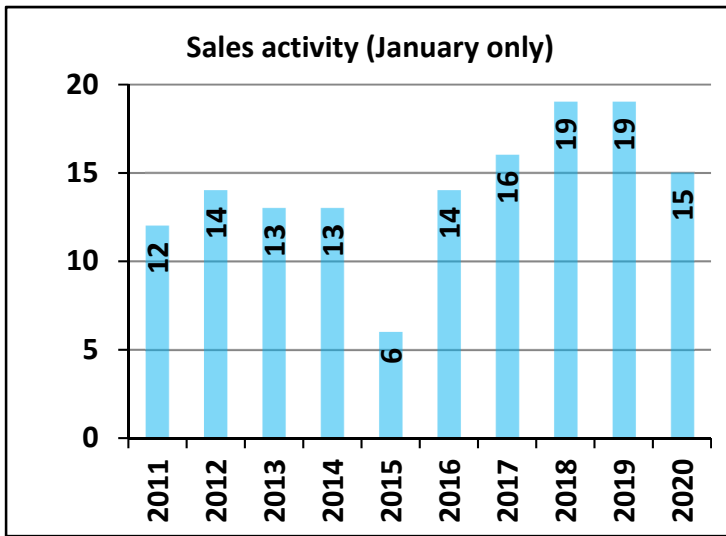
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Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	15	-21.1	-21.1	-6.3	150.0	15.4	7.1
Dollar Volume	\$6,794,400	-10.2	27.0	37.0	459.9	138.6	171.0
New Listings	42	50.0	90.9	55.6	31.3	40.0	40.0
Active Listings	57	21.3	39.0	-10.9	-29.6	-17.4	-29.6
Sales to New Listings Ratio¹	35.7	67.9	86.4	59.3	18.8	43.3	46.7
Months of Inventory²	3.8	2.5	2.2	4.0	13.5	5.3	5.8
Average Price	\$452,960	13.8	60.9	46.2	124.0	106.8	153.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes



Residential Market Activity

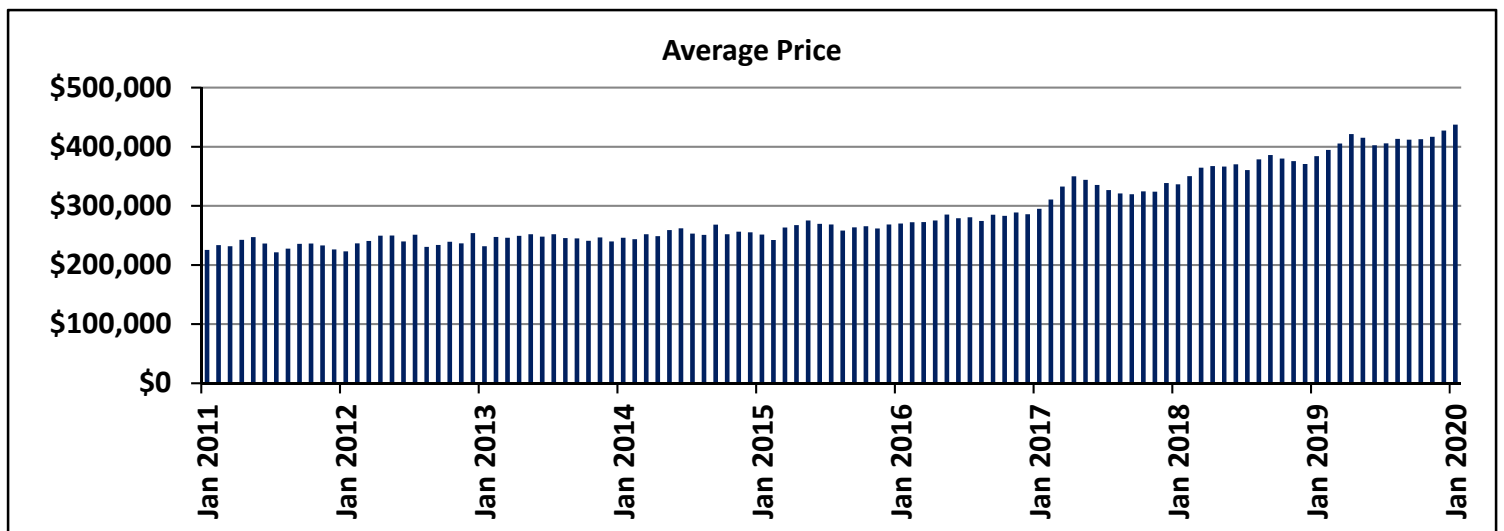
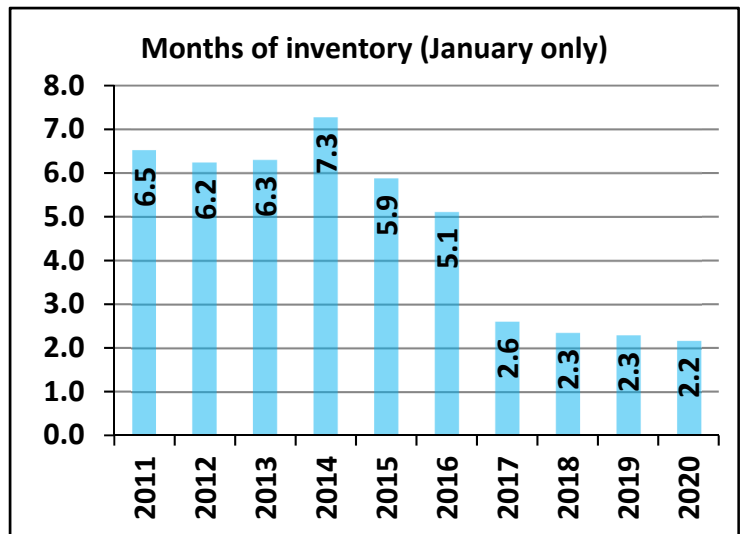
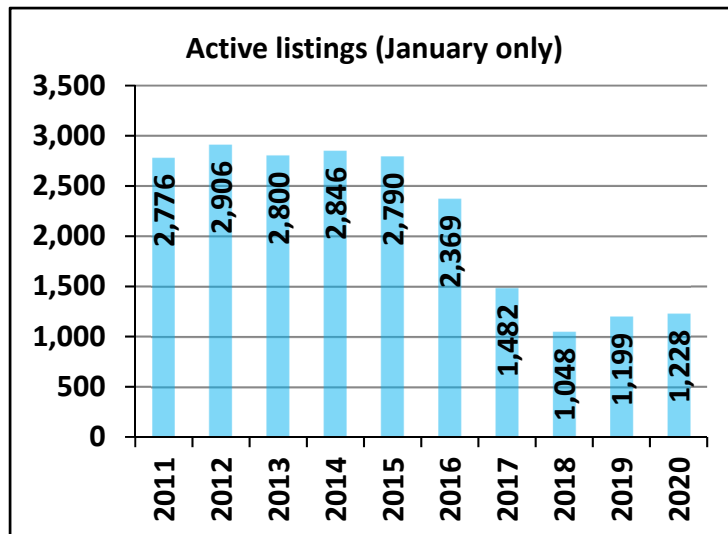
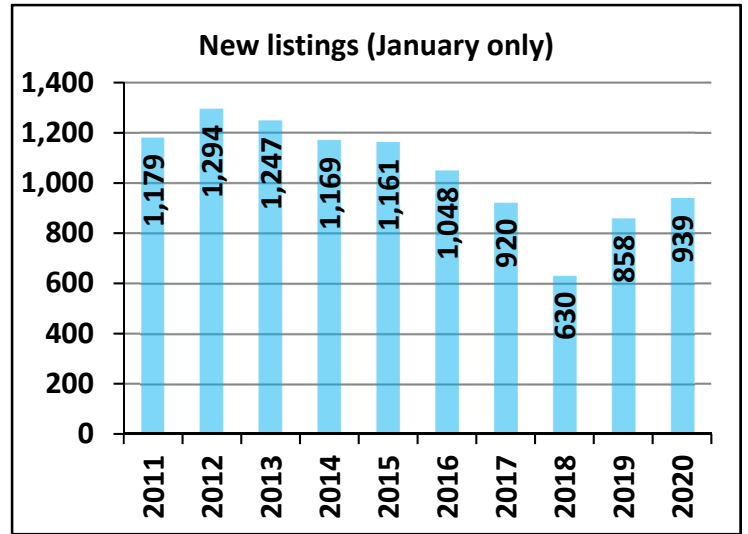
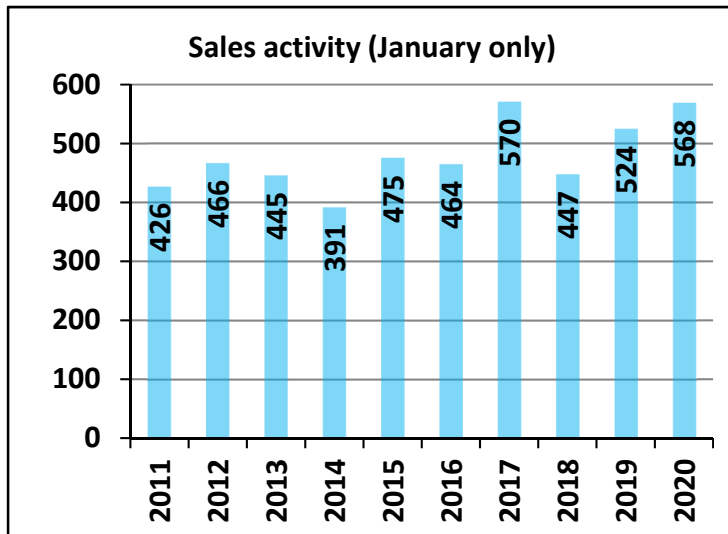
January 2020



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

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	568	8.4	27.1	-0.4	19.6	27.6	17.4
Dollar Volume	\$248,328,175	23.4	65.2	47.7	108.0	140.8	129.1
New Listings	939	9.4	49.0	2.1	-19.1	-24.7	-13.4
Active Listings	1,228	2.4	17.2	-17.1	-56.0	-56.1	-51.4
Sales to New Listings Ratio¹	60.5	61.1	71.0	62.0	40.9	35.7	44.6
Months of Inventory²	2.2	2.3	2.3	2.6	5.9	6.3	5.2
Average Price	\$437,197	13.9	30.0	48.2	73.9	88.7	95.2

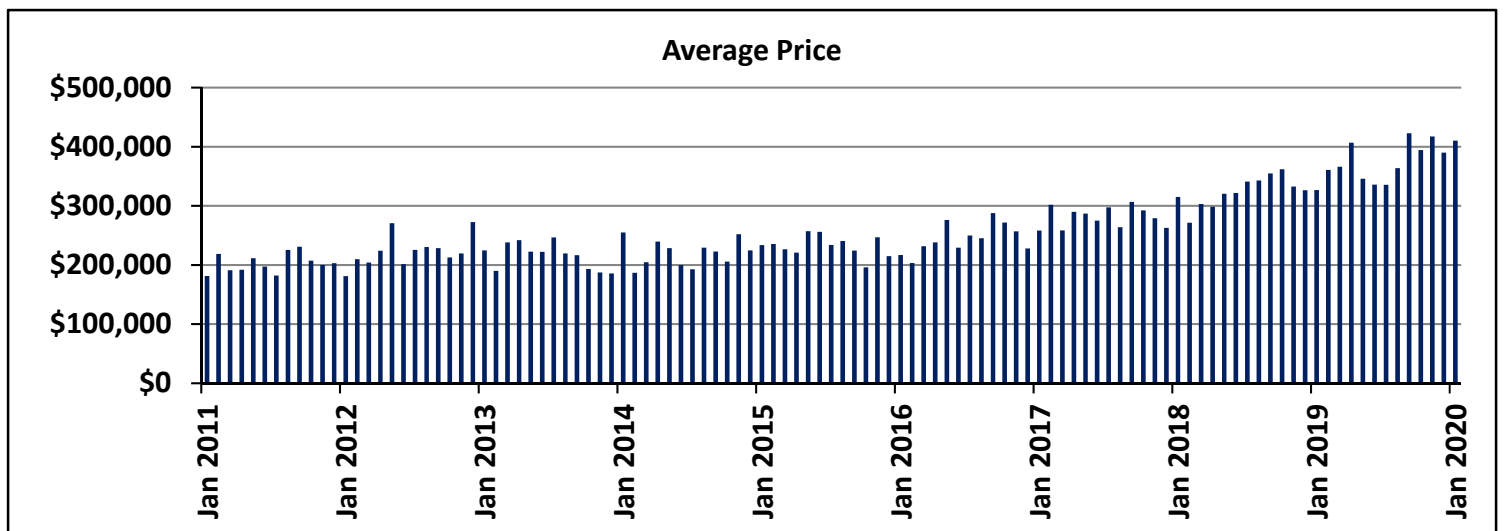
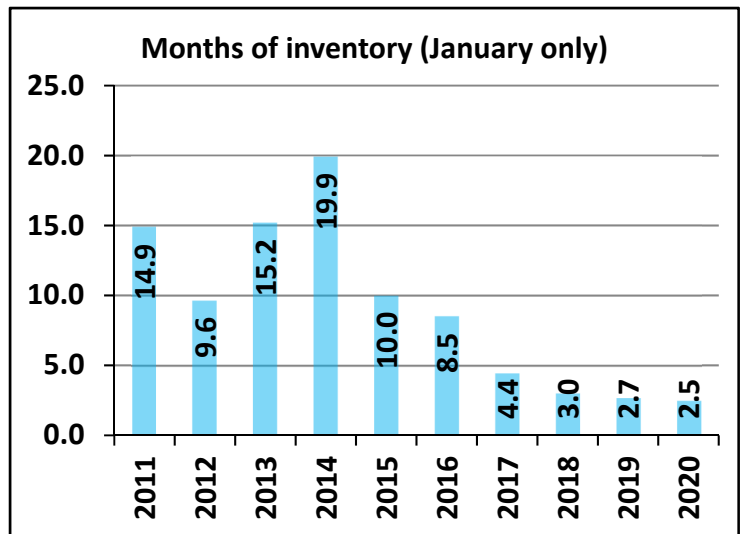
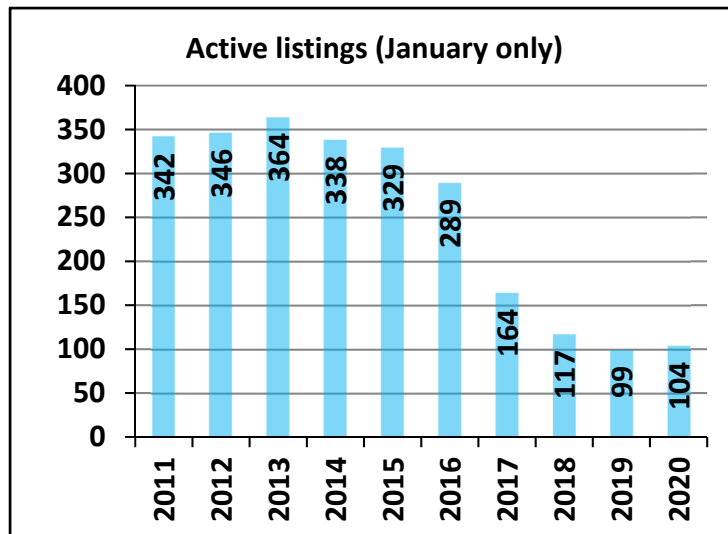
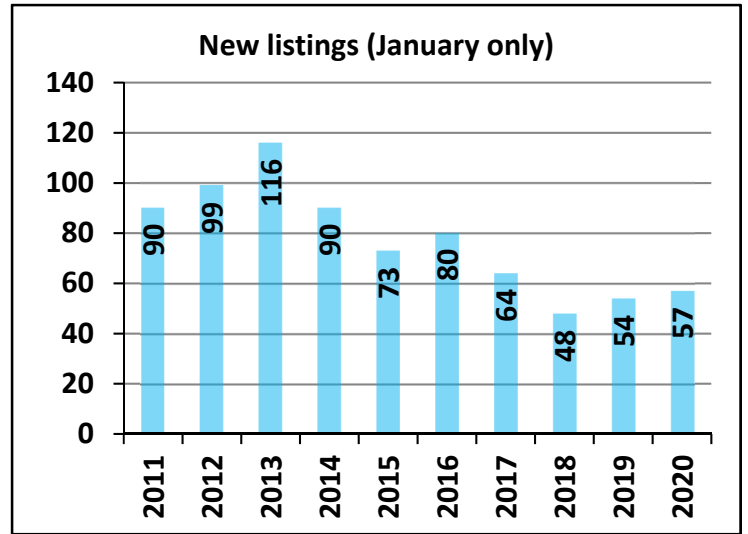
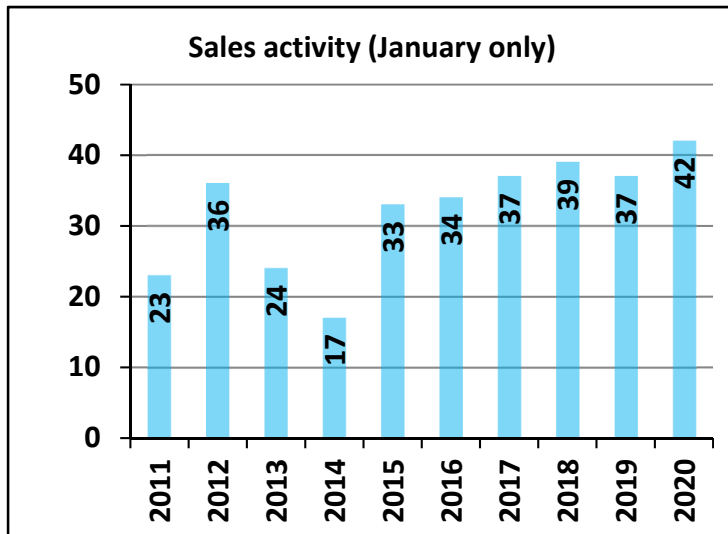
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	42	13.5	7.7	13.5	27.3	75.0	-4.5
Dollar Volume	\$17,233,200	42.6	40.3	80.5	123.6	219.8	93.1
New Listings	57	5.6	18.8	-10.9	-21.9	-50.9	-48.6
Active Listings	104	5.1	-11.1	-36.6	-68.4	-71.4	-70.8
Sales to New Listings Ratio¹	73.7	68.5	81.3	57.8	45.2	20.7	39.6
Months of Inventory²	2.5	2.7	3.0	4.4	10.0	15.2	8.1
Average Price	\$410,314	25.6	30.3	59.0	75.7	82.7	102.3

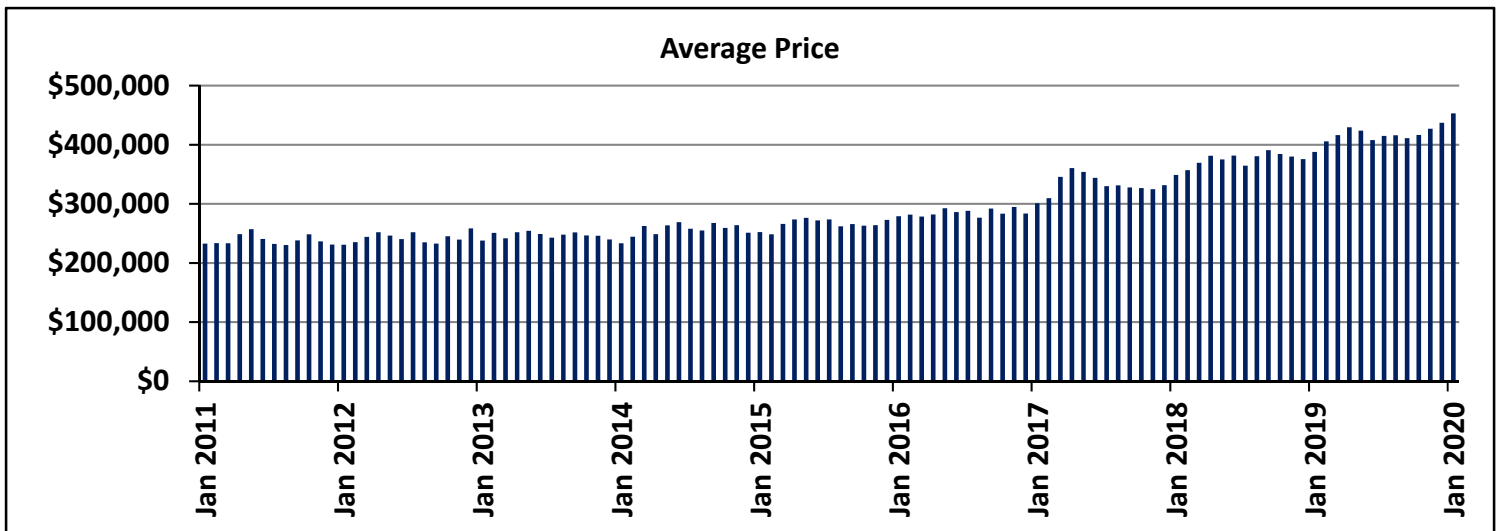
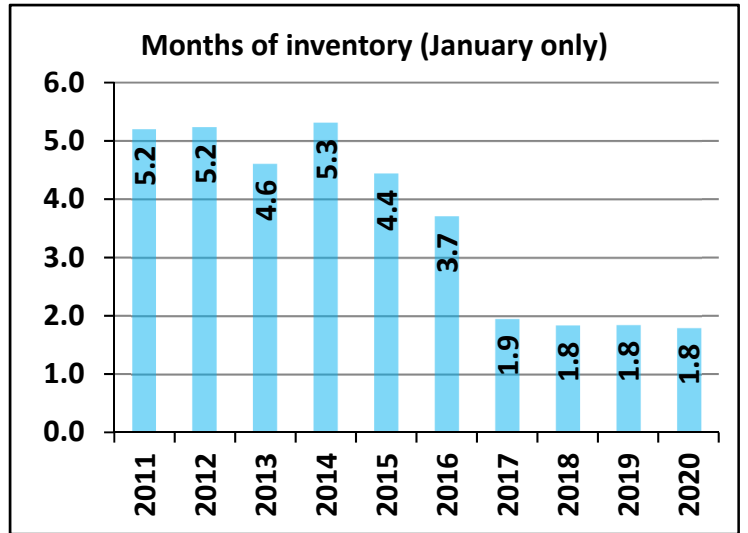
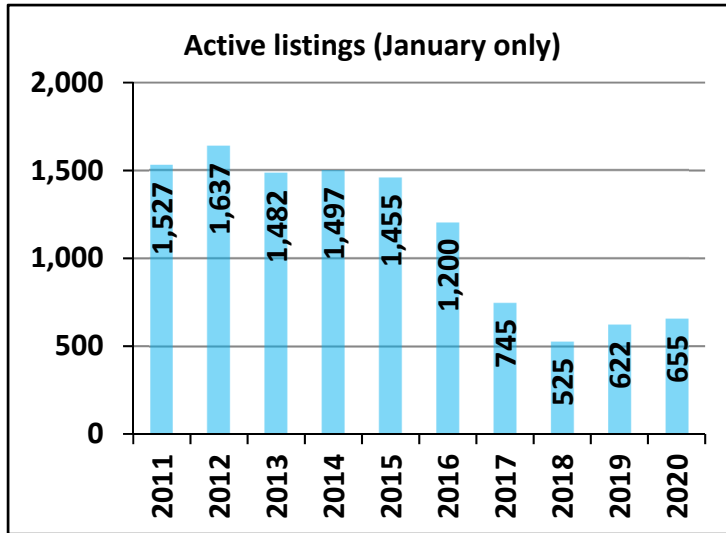
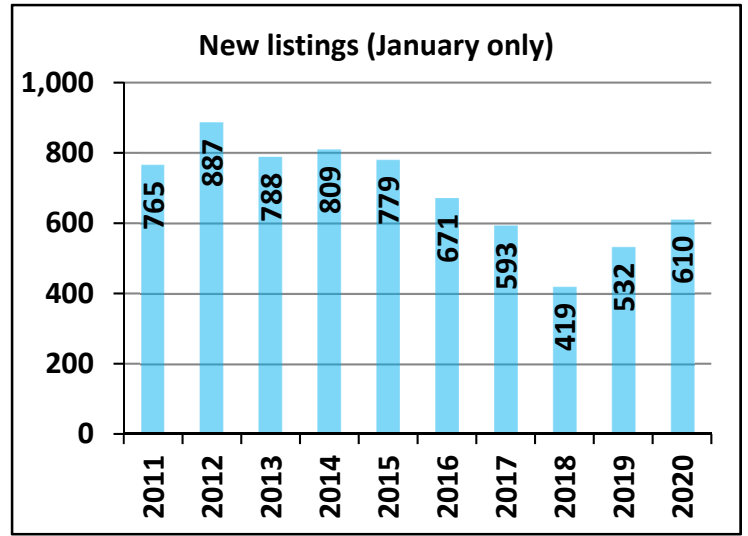
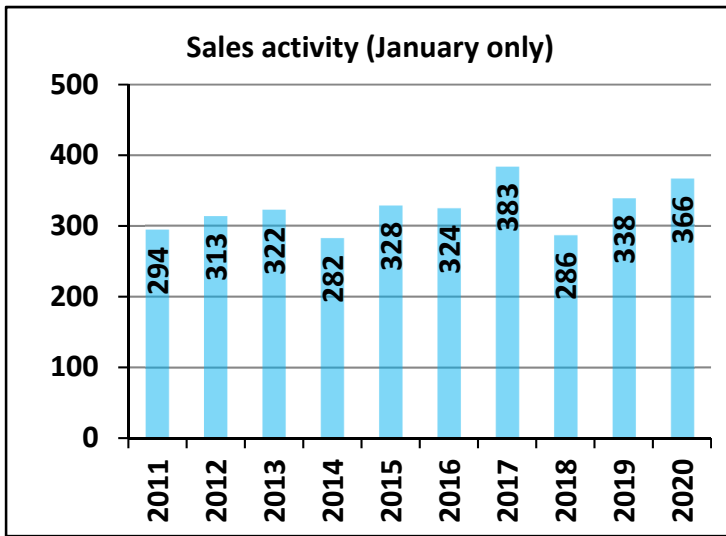
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

London

Residential Market Activity



London

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	366	8.3	28.0	-4.4	11.6	13.7	13.7
Dollar Volume	\$165,770,324	26.4	66.2	43.8	100.4	116.4	127.5
New Listings	610	14.7	45.6	2.9	-21.7	-22.6	-11.7
Active Listings	655	5.3	24.8	-12.1	-55.0	-55.8	-49.4
Sales to New Listings Ratio¹	60.0	63.5	68.3	64.6	42.1	40.9	46.6
Months of Inventory²	1.8	1.8	1.8	1.9	4.4	4.6	4.0
Average Price	\$452,924	16.8	29.9	50.5	79.6	90.4	100.1

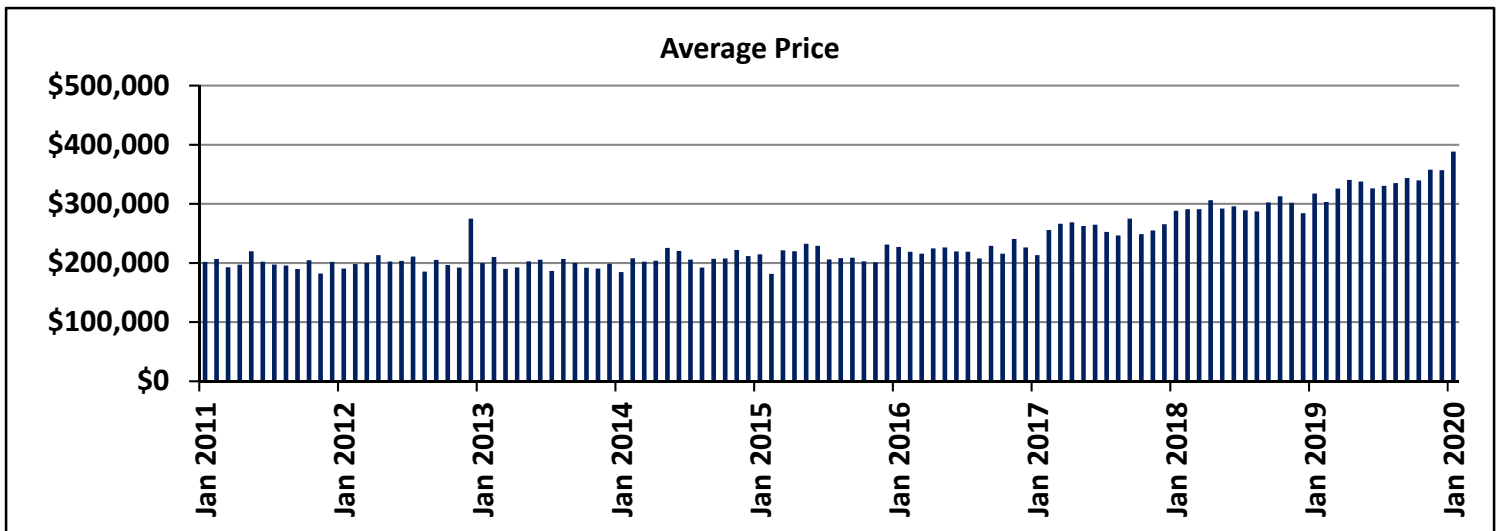
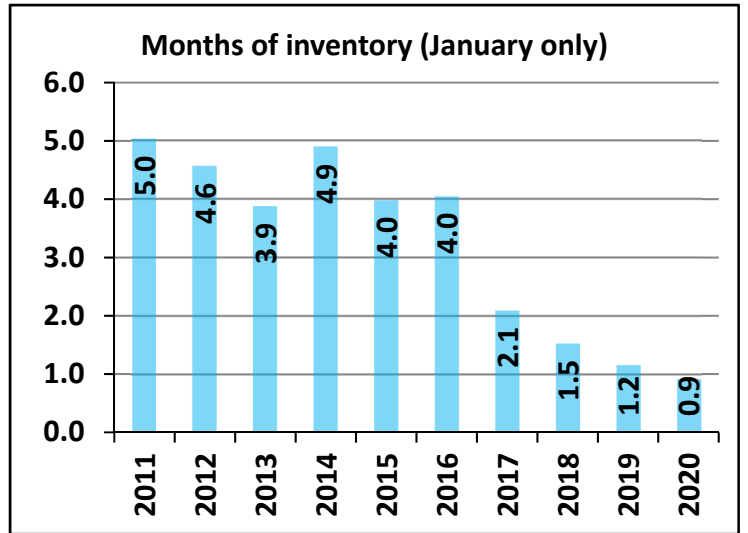
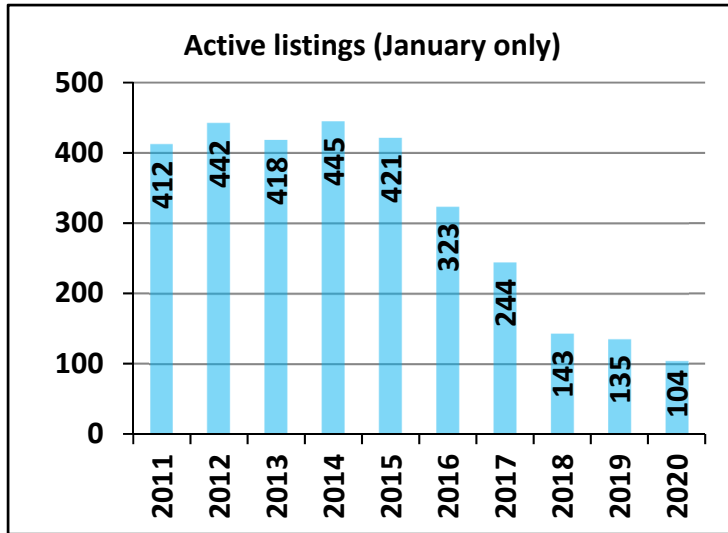
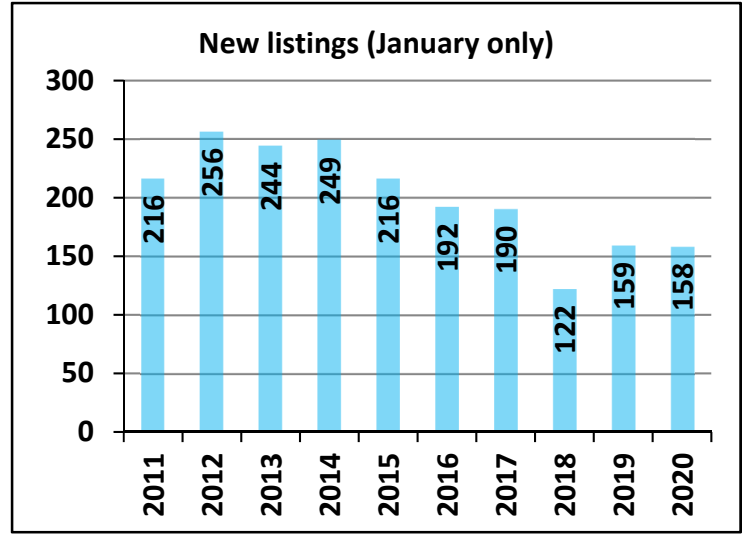
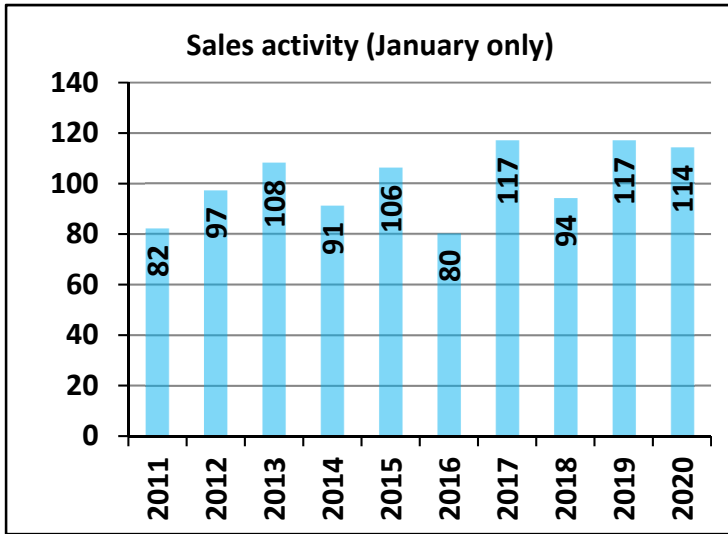
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

London East

Residential Market Activity



London East

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	114	-2.6	21.3	-2.6	7.5	5.6	14.0
Dollar Volume	\$44,250,385	19.2	63.3	77.4	94.6	105.2	165.1
New Listings	158	-0.6	29.5	-16.8	-26.9	-35.2	-15.5
Active Listings	104	-23.0	-27.3	-57.4	-75.3	-75.1	-69.7
Sales to New Listings Ratio¹	72.2	73.6	77.0	61.6	49.1	44.3	53.5
Months of Inventory²	0.9	1.2	1.5	2.1	4.0	3.9	3.4
Average Price	\$388,161	22.3	34.7	82.1	80.9	94.4	132.5

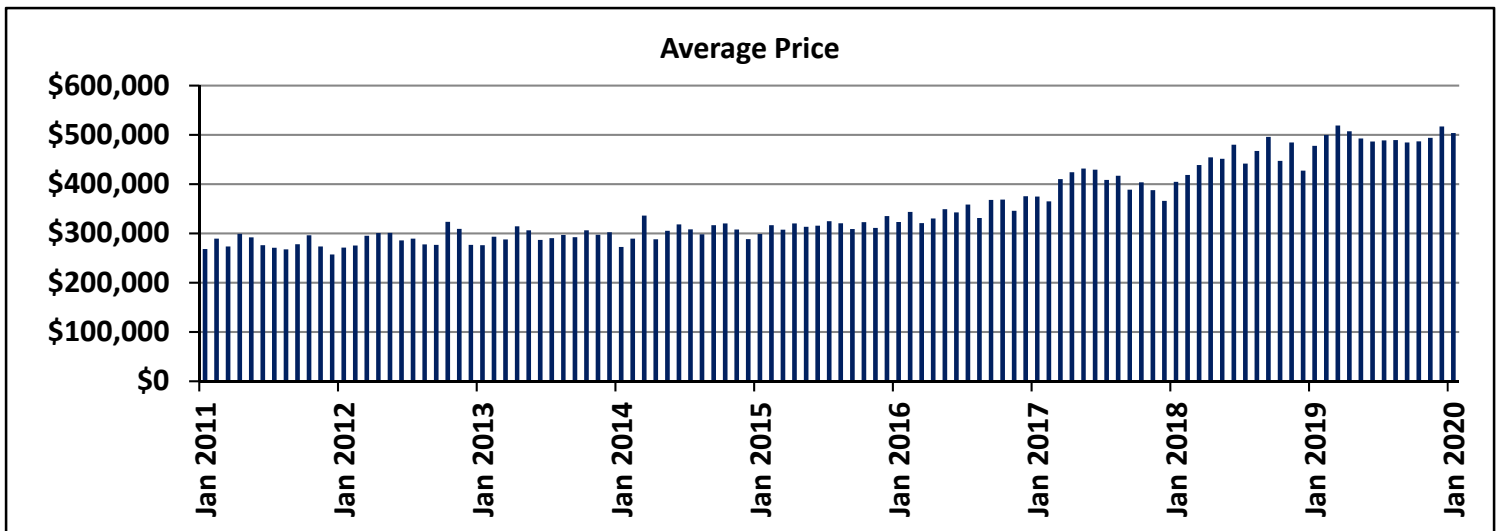
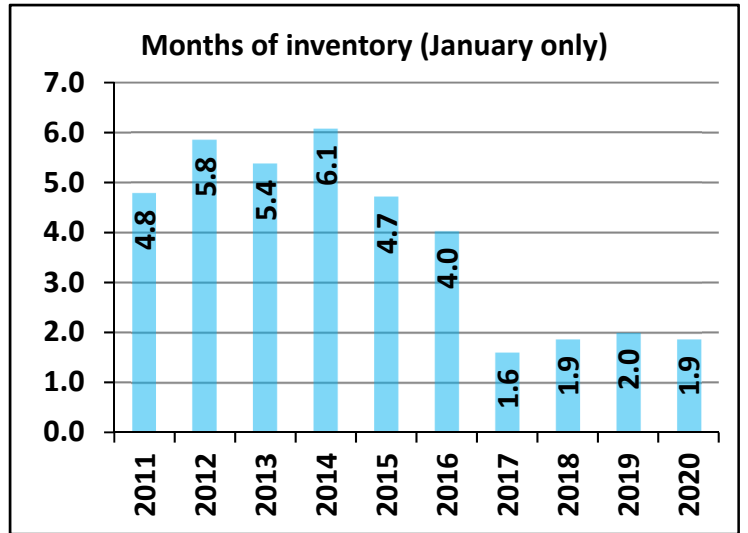
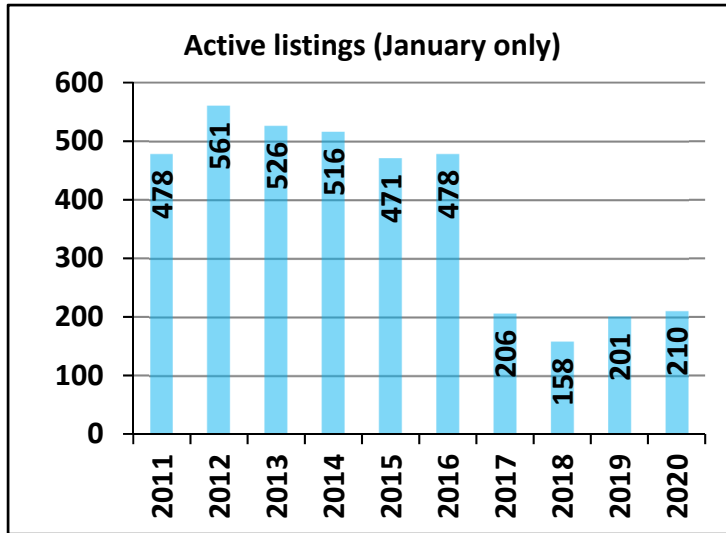
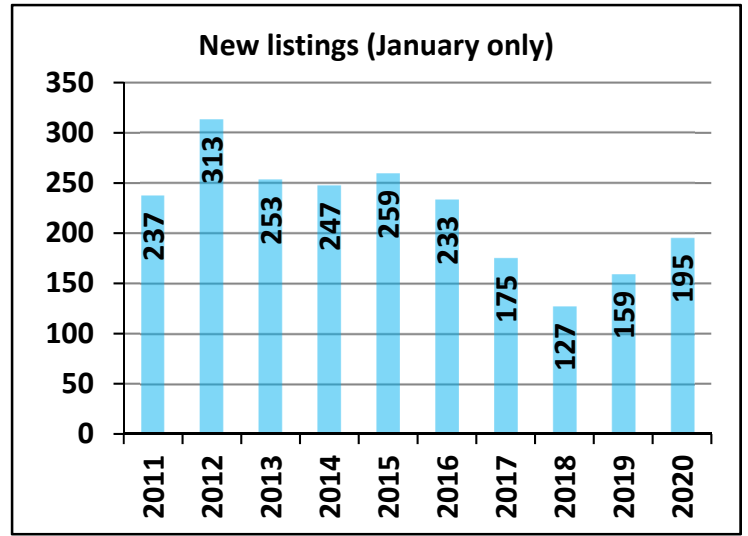
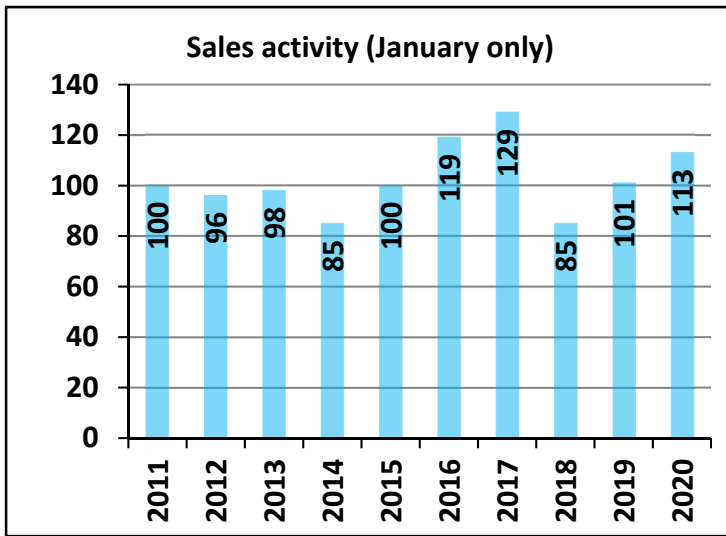
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

London North

Residential Market Activity



London North

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	113	11.9	32.9	-12.4	13.0	15.3	10.8
Dollar Volume	\$56,904,063	18.0	65.5	17.7	90.6	110.5	108.4
New Listings	195	22.6	53.5	11.4	-24.7	-22.9	-6.3
Active Listings	210	4.5	32.9	1.9	-55.4	-60.1	-45.6
Sales to New Listings Ratio¹	57.9	63.5	66.9	73.7	38.6	38.7	49.0
Months of Inventory²	1.9	2.0	1.9	1.6	4.7	5.4	3.8
Average Price	\$503,576	5.4	24.5	34.4	68.7	82.5	88.1

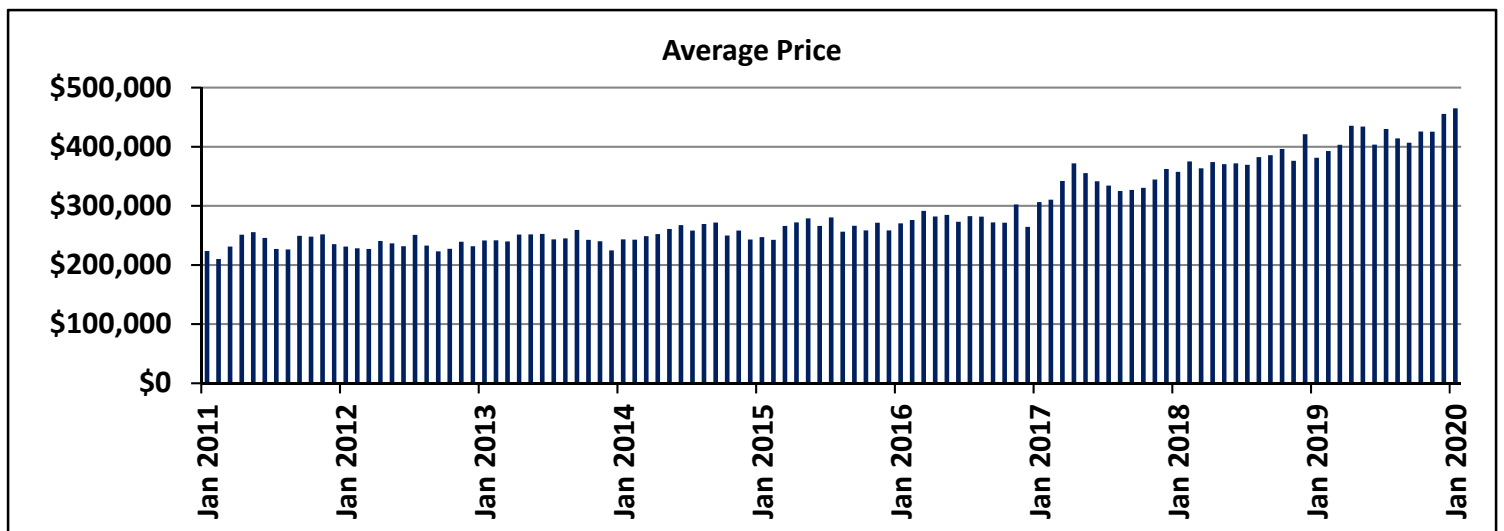
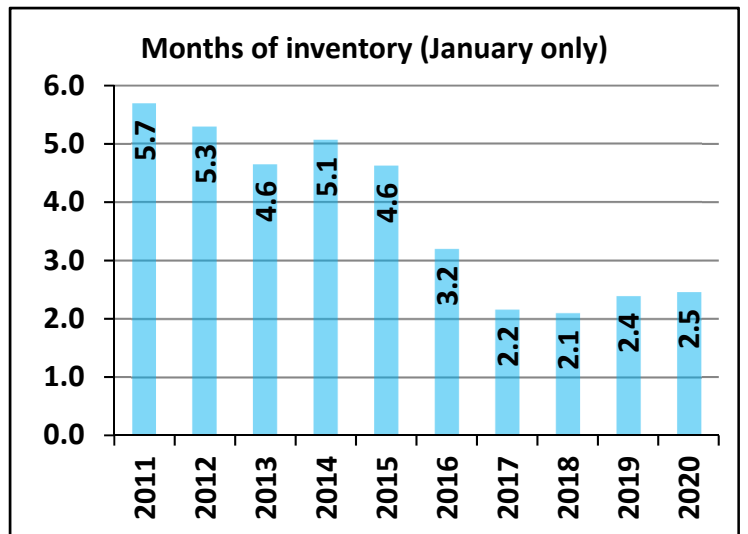
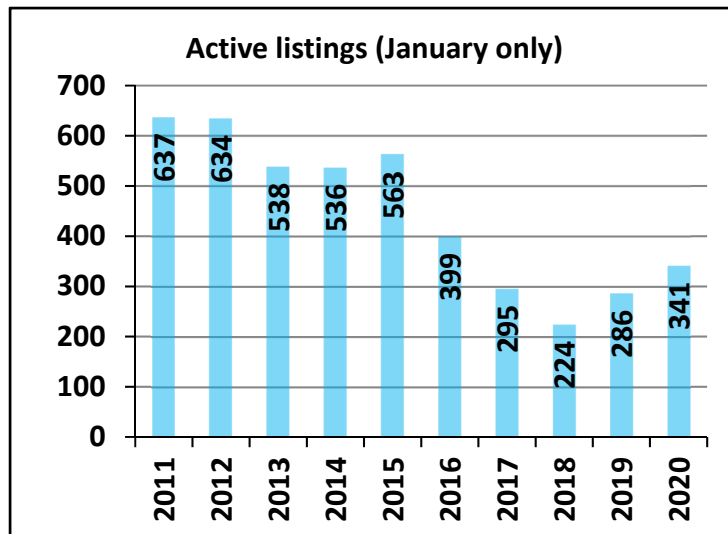
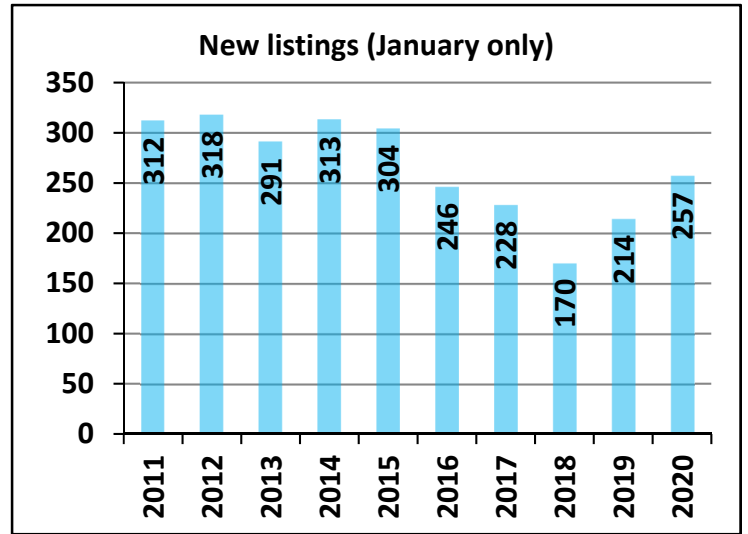
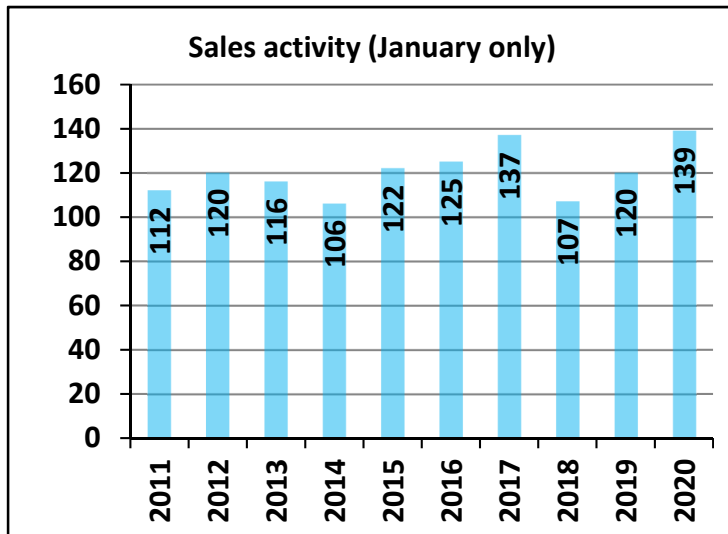
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	139	15.8	29.9	1.5	13.9	19.8	15.8
Dollar Volume	\$64,615,876	41.3	68.9	54.0	114.4	130.7	123.8
New Listings	257	20.1	51.2	12.7	-15.5	-11.7	-13.2
Active Listings	341	19.2	52.2	15.6	-39.4	-36.6	-39.6
Sales to New Listings Ratio¹	54.1	56.1	62.9	60.1	40.1	39.9	40.5
Months of Inventory²	2.5	2.4	2.1	2.2	4.6	4.6	4.7
Average Price	\$464,862	22.0	30.1	51.8	88.2	92.5	93.2

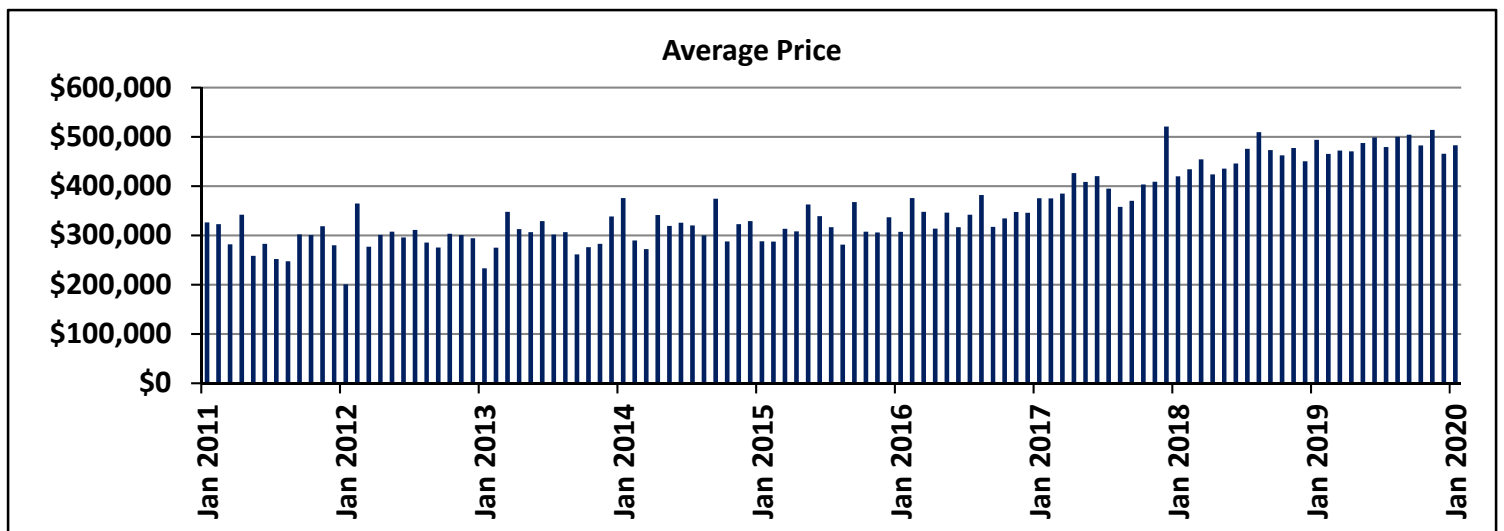
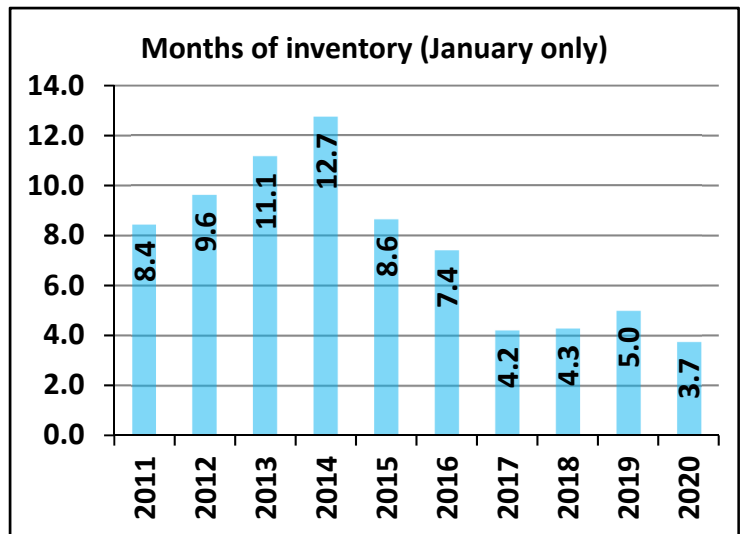
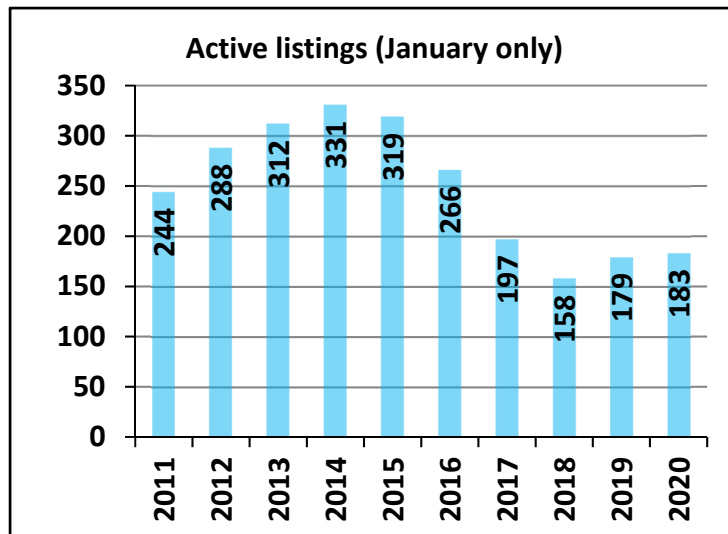
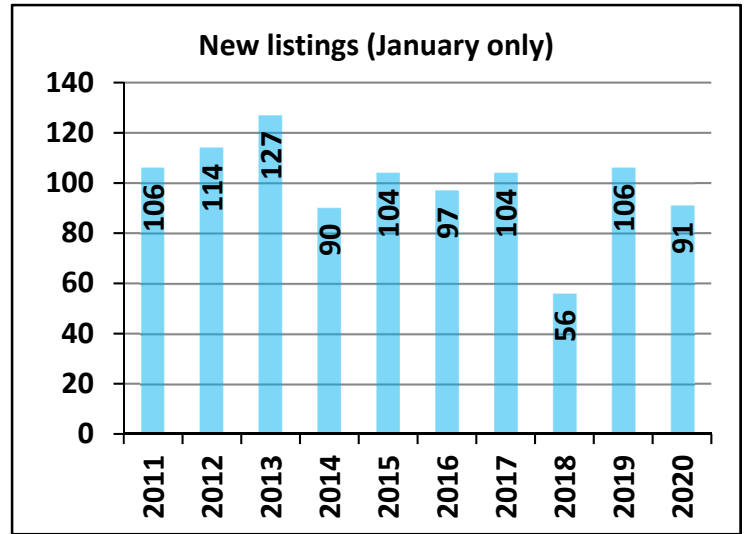
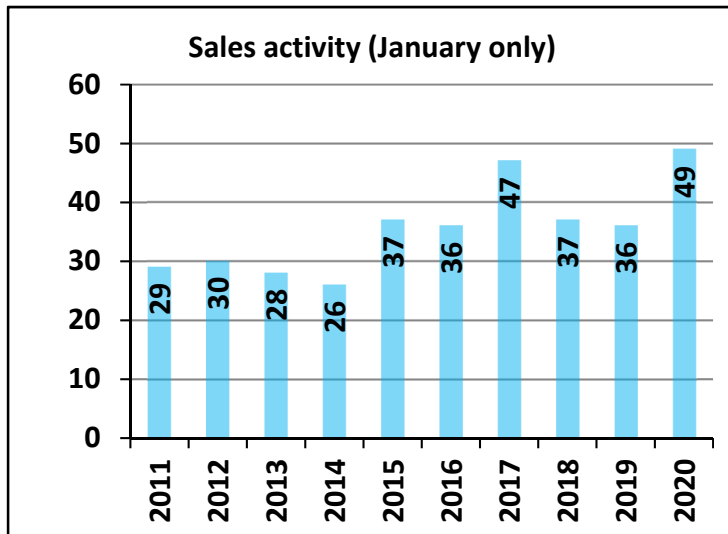
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	49	36.1	32.4	4.3	32.4	75.0	40.0
Dollar Volume	\$23,650,758	33.0	52.2	34.1	122.0	262.4	154.2
New Listings	91	-14.2	62.5	-12.5	-12.5	-28.3	8.3
Active Listings	183	2.2	15.8	-7.1	-42.6	-41.3	-32.5
Sales to New Listings Ratio¹	53.8	34.0	66.1	45.2	35.6	22.0	41.7
Months of Inventory²	3.7	5.0	4.3	4.2	8.6	11.1	7.7
Average Price	\$482,669	-2.3	14.9	28.6	67.6	107.1	81.5

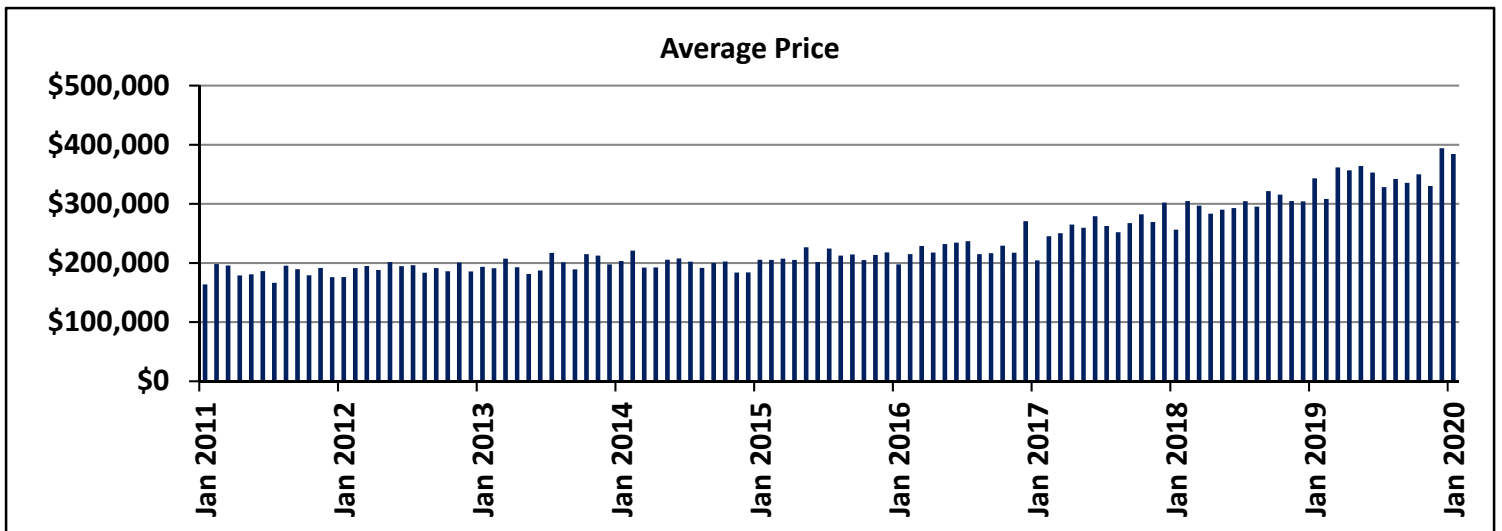
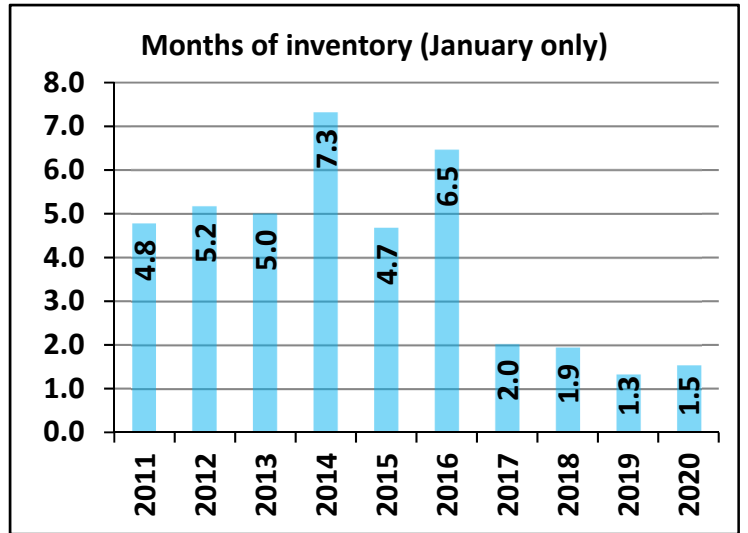
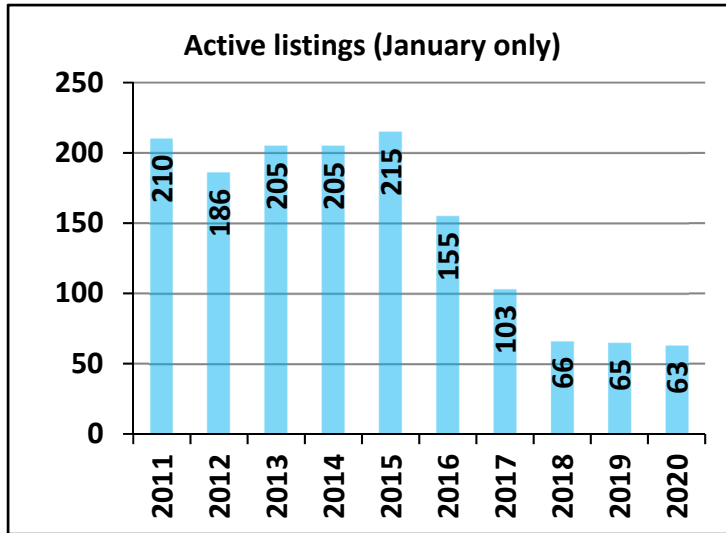
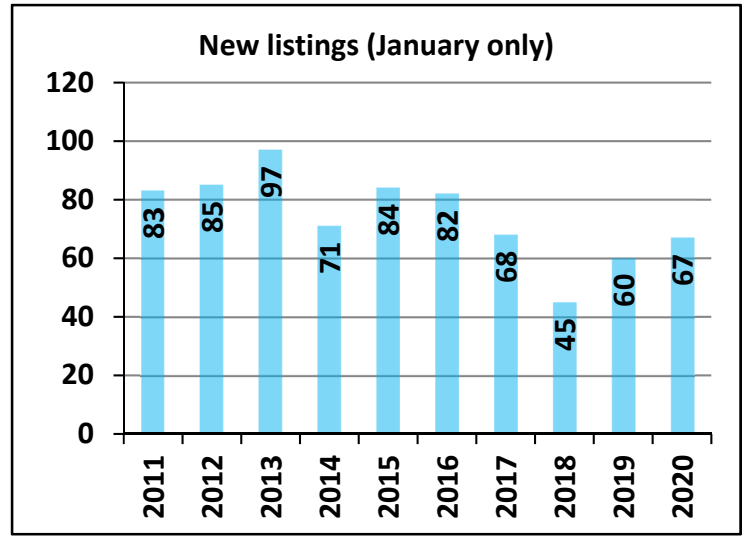
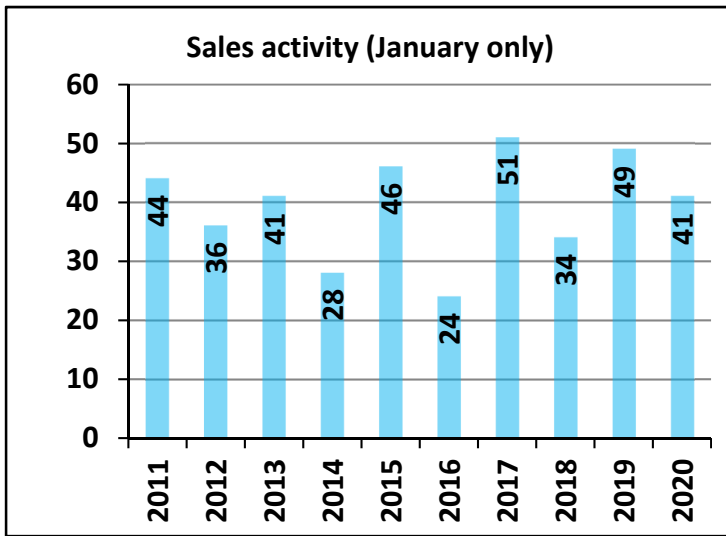
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	41	-16.3	20.6	-19.6	-10.9	0.0	10.8
Dollar Volume	\$15,755,933	-6.3	80.9	51.2	66.9	98.6	147.7
New Listings	67	11.7	48.9	-1.5	-20.2	-30.9	-24.7
Active Listings	63	-3.1	-4.5	-38.8	-70.7	-69.3	-70.8
Sales to New Listings Ratio¹	61.2	81.7	75.6	75.0	54.8	42.3	41.6
Months of Inventory²	1.5	1.3	1.9	2.0	4.7	5.0	5.8
Average Price	\$384,291	12.0	50.0	88.1	87.2	98.6	123.5

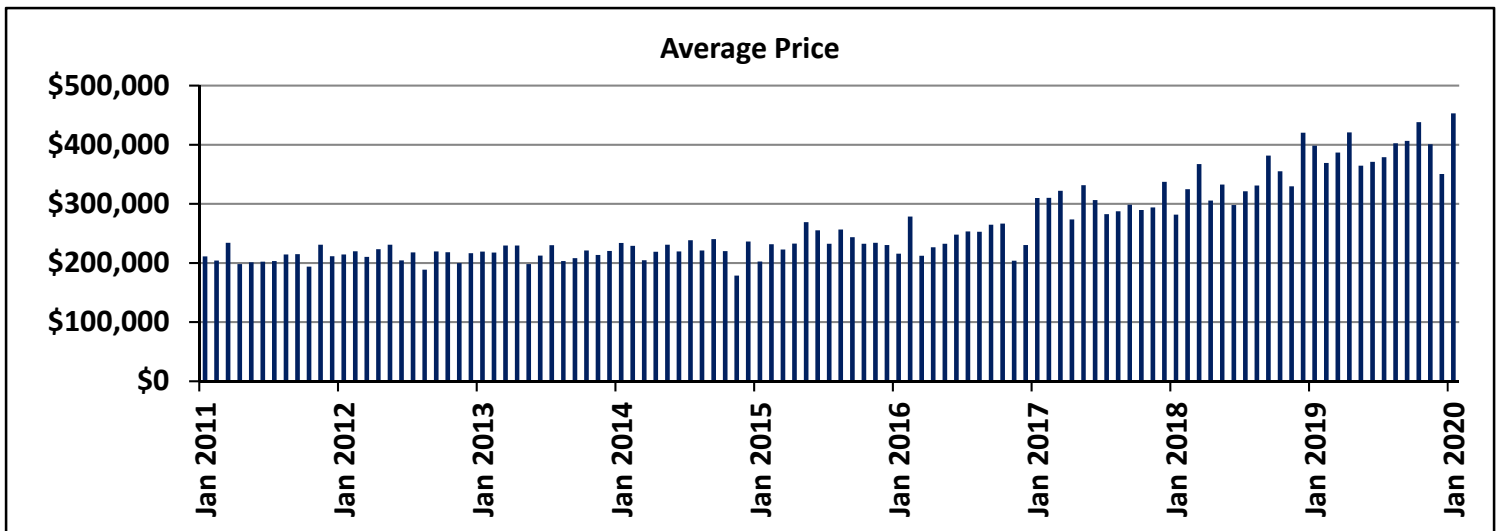
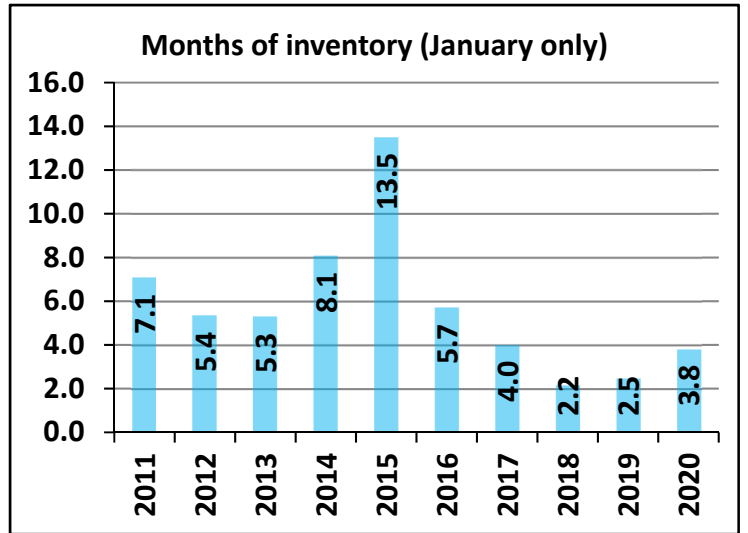
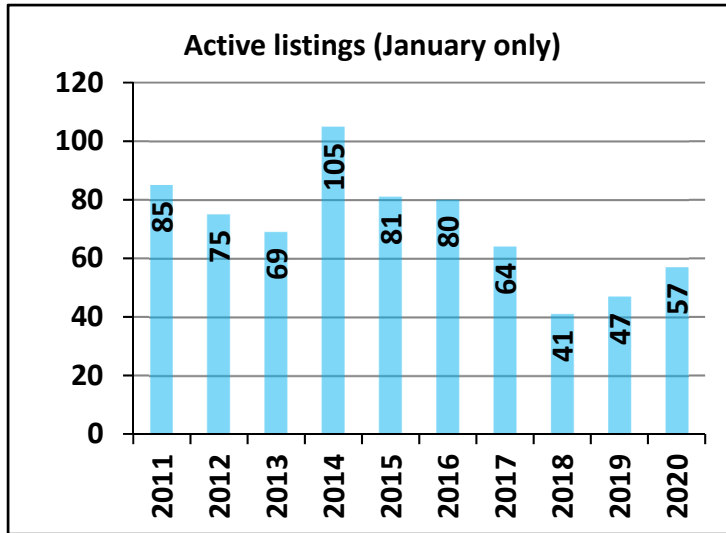
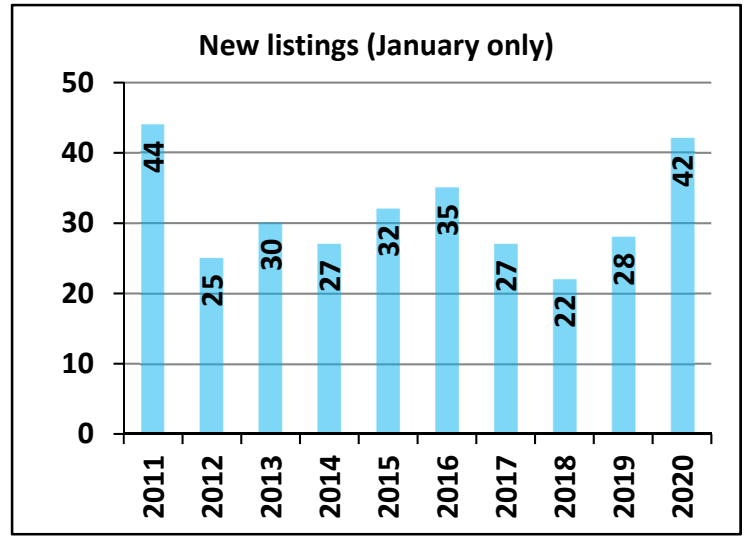
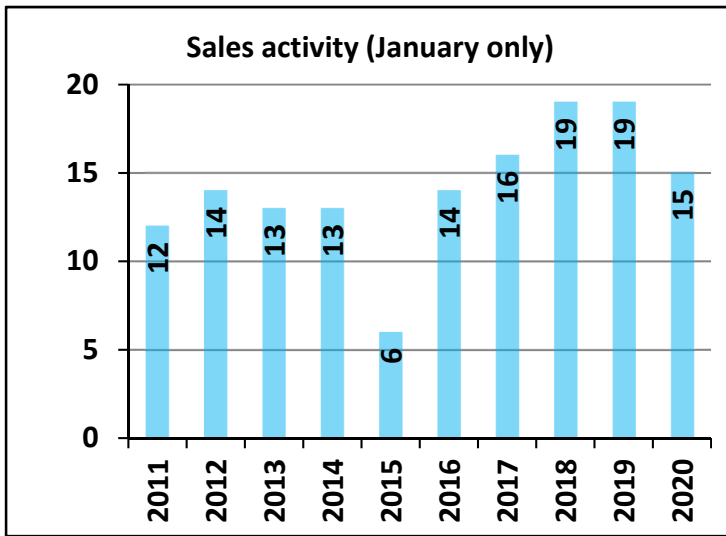
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	January 2020	Compared to ³					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	15	-21.1	-21.1	-6.3	150.0	15.4	7.1
Dollar Volume	\$6,794,400	-10.2	27.0	37.0	459.9	138.6	171.0
New Listings	42	50.0	90.9	55.6	31.3	40.0	40.0
Active Listings	57	21.3	39.0	-10.9	-29.6	-17.4	-29.6
Sales to New Listings Ratio¹	35.7	67.9	86.4	59.3	18.8	43.3	46.7
Months of Inventory²	3.8	2.5	2.2	4.0	13.5	5.3	5.8
Average Price	\$452,960	13.8	60.9	46.2	124.0	106.8	153.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes