



Residential Market Activity

February 2020



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

News Release

Tuesday, March 3, 2020

For Comment: Blair Campbell, 519-963-2299;

Chad Lovell, 519-641-1400



London Area Home Sales Remain at Peak Levels

London, ON – Last month local residential real estate transactions remained at peak levels, with 740 homes trading hands in LSTAR’s jurisdiction – only 22 less than three years ago, when the Association had its best February sales ever.

“Overall, home sales took a leap over the previous month – from 568 to 740, which signals an early start of a busy spring market,” said 2020 LSTAR President Blair Campbell.

Compared to a year ago, the local residential sales activity saw a 23.7% increase, while the overall average home price experienced a 13% surge, rising to \$445,535 in February.

“Even though the number of LSTAR new listings grew to 1,034, which is almost on par with the 10-year average, the number of active listings at month end was still much lower than normal. This reflects the strong demand for residential properties in our area,” stated Campbell.

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 February 2020, there were only 1.8 months of inventory across the entire LSTAR district – the lowest level in the last ten years.

“Looking at the home sales activity in LSTAR’s five main regions, it’s interesting to see that three of them – Elgin County, Middlesex County and Strathroy – had their second best February ever. London witnessed its third best February with 488 home sales, while St. Thomas set a new absolute record for February home sales, with 68,” Campbell noted.

“However, if you will dig deeper into the London statistical figures, you will be surprised to discover that London South’s February home sales reached their highest peak ever. This demonstrates, once again, that real estate is local and that, if you’re looking for real estate information or guidance, a local REALTOR® is your best bet,” Campbell emphasized.

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 February 2019.

Area	February Average Sale Price	Change over February 2019
Elgin County	\$387,800	↑7.5%
London	\$447,860	↑10.4%
Middlesex County	\$507,284	↑ 9.1%
St. Thomas	\$376,134	↑22.0%
Strathroy	\$489,381	↑32.6%
LSTAR	\$445,535	↑ 13.0%

“Analyzing average prices in London’s three main geographic areas, it is worth to note that London East saw the biggest year-over-year increase,” Campbell added.

The average home price in London East was \$369,094, up 21.8% from last February, while London North saw an increase of only 6.1% over last February, with an average home sales price of \$530,042. In London South, the average home price was \$437,667 – up 11.5% over February 2019.

The following table is based on data taken from the CREA National Price Map for January 2020 (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*	\$1,008,700
Greater Toronto*	\$828,200
Fraser Valley*	\$823,600
Victoria*	\$699,900
Hamilton-Burlington*	\$629,200
Kitchener-Waterloo	\$579,432
Ottawa*	\$453,600
London St. Thomas	\$437,523
Niagara Region*	\$433,600
Calgary*	\$411,500
Windsor-Essex	\$373,639
Edmonton*	\$312,400
CANADA	\$504,358

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.

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

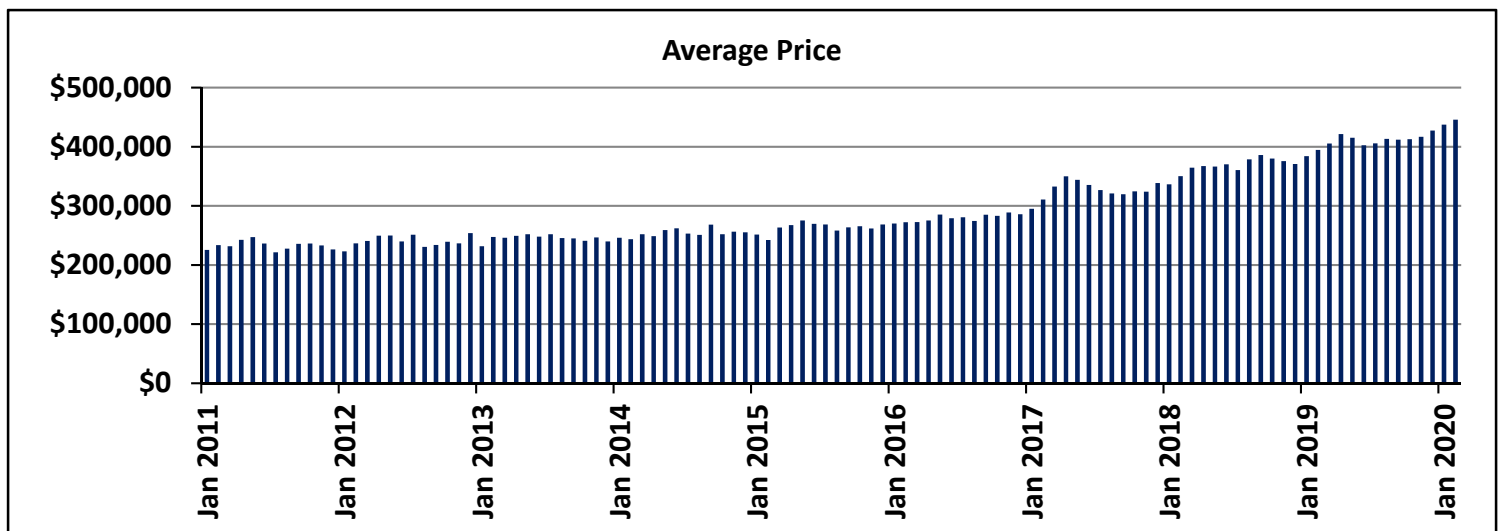
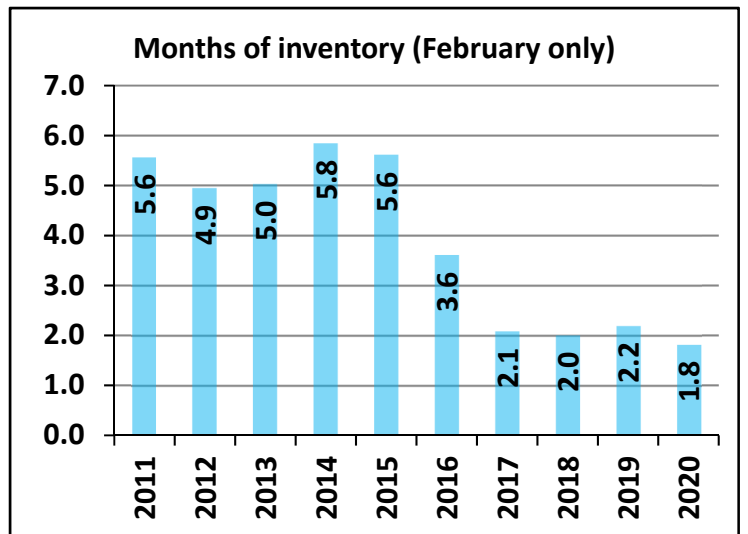
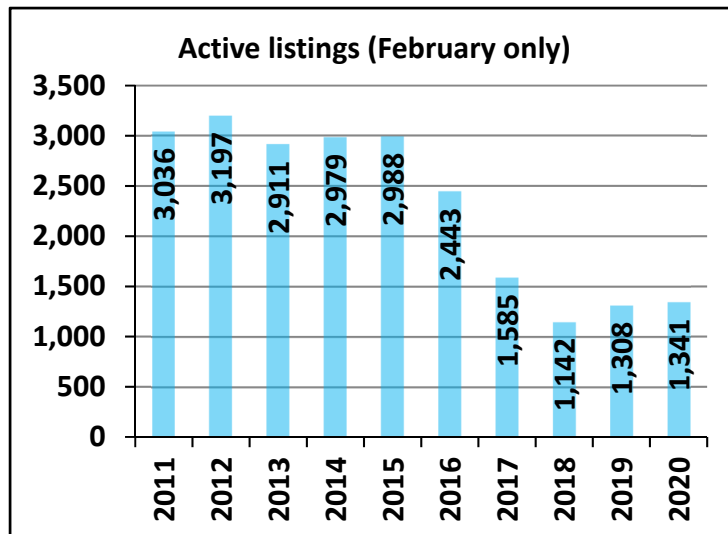
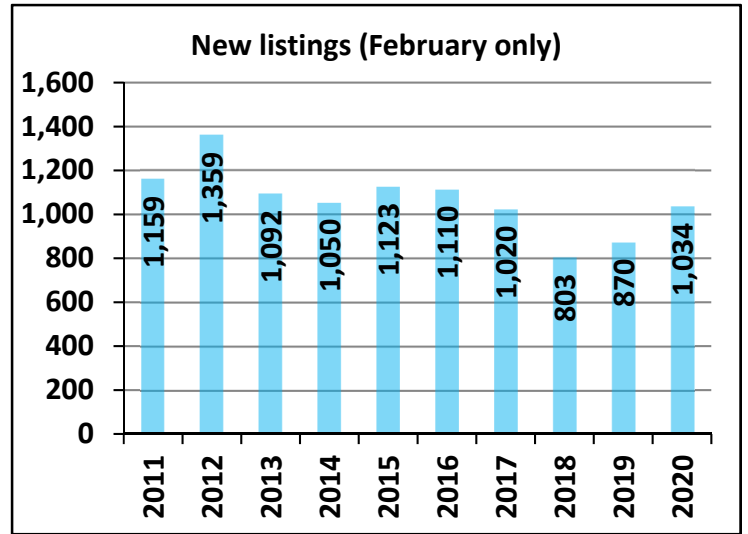
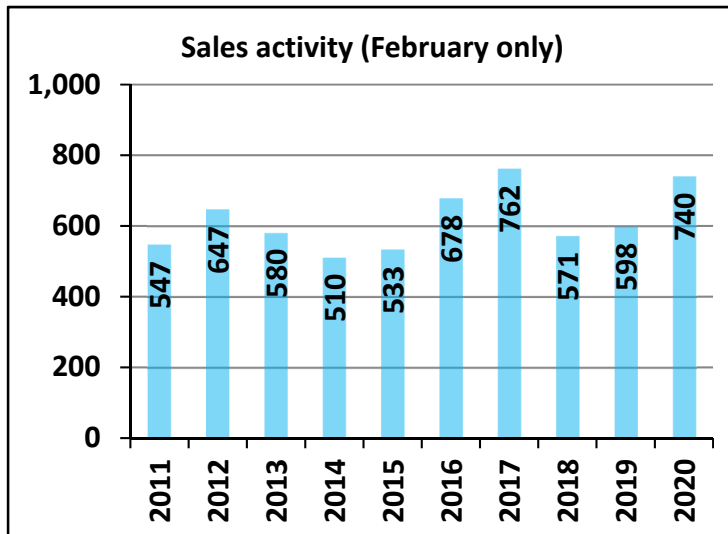
"This means that our February home sales would bring more than \$49 million back into the local economy throughout the period 2020 - 2022," Campbell concluded.

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*

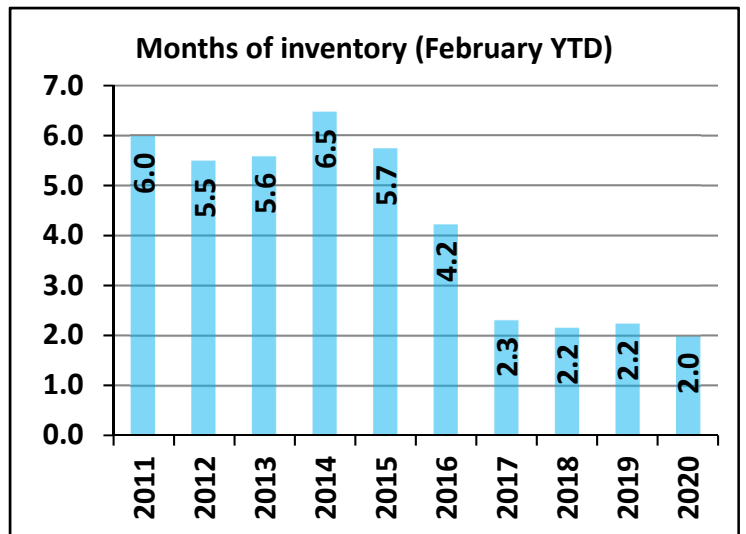
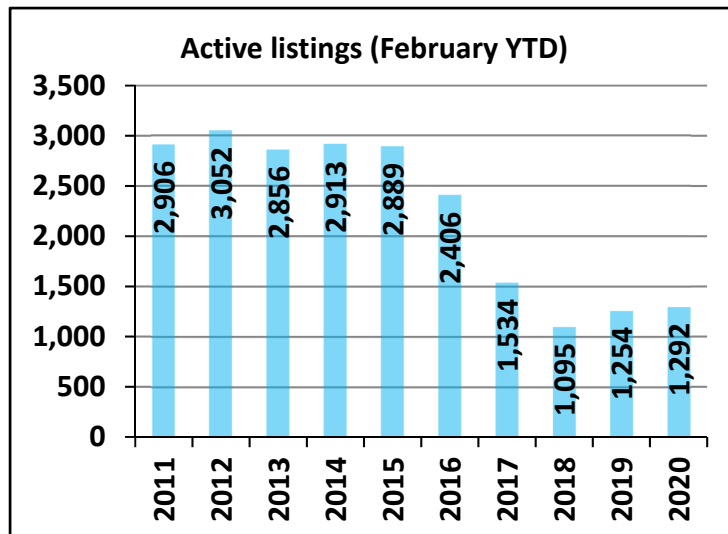
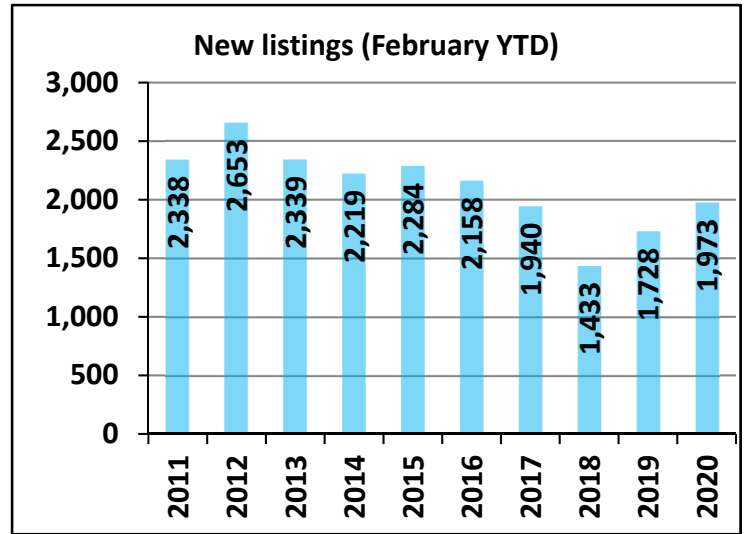
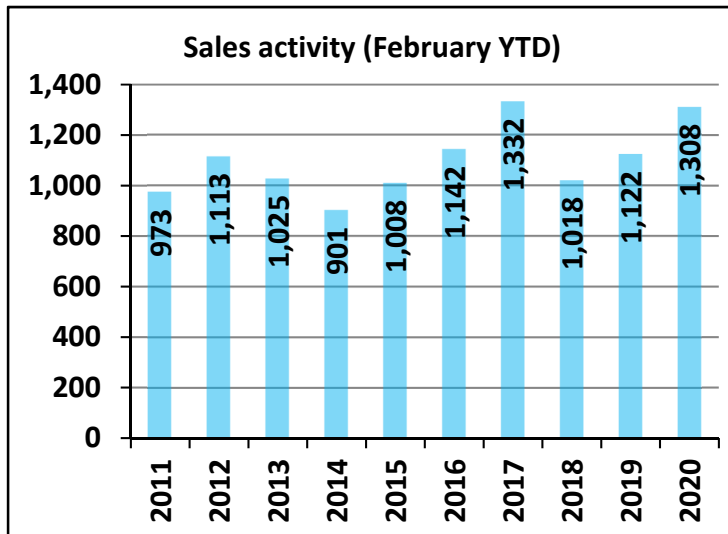
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	740	23.7	29.6	-2.9	38.8	27.6	22.3
Dollar Volume	\$329,696,213	39.8	64.9	39.3	155.4	129.9	145.3
New Listings	1,034	18.9	28.8	1.4	-7.9	-5.3	-9.3
Active Listings	1,341	2.5	17.4	-15.4	-55.1	-53.9	-51.2
Sales to New Listings Ratio ¹	71.6	68.7	71.1	74.7	47.5	53.1	53.1
Months of Inventory ²	1.8	2.2	2.0	2.1	5.6	5.0	4.5
Average Price	\$445,535	13.0	27.3	43.4	83.9	80.2	100.5

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	1,308	16.6	28.5	-1.8	29.8	27.6	20.1
Dollar Volume	\$578,024,388	32.3	65.0	42.8	132.6	134.5	138.0
New Listings	1,973	14.2	37.7	1.7	-13.6	-15.6	-11.3
Active Listings ³	1,292	3.0	18.0	-15.8	-55.3	-54.8	-51.0
Sales to New Listings Ratio ⁴	66.3	64.9	71.0	68.7	44.1	43.8	49.0
Months of Inventory ⁵	2.0	2.2	2.2	2.3	5.7	5.6	4.8
Average Price	\$441,915	13.5	28.4	45.4	79.2	83.8	98.2

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

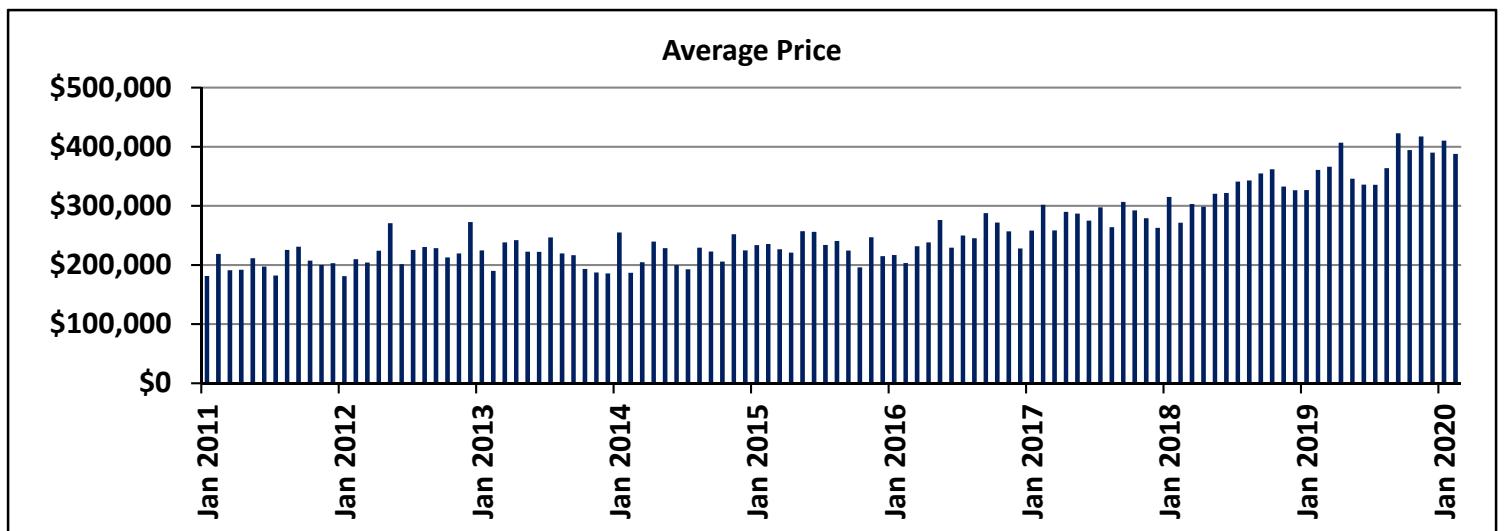
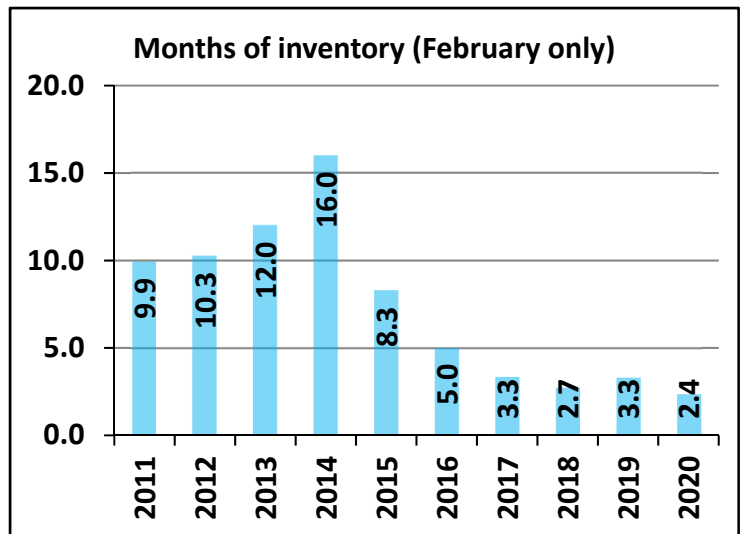
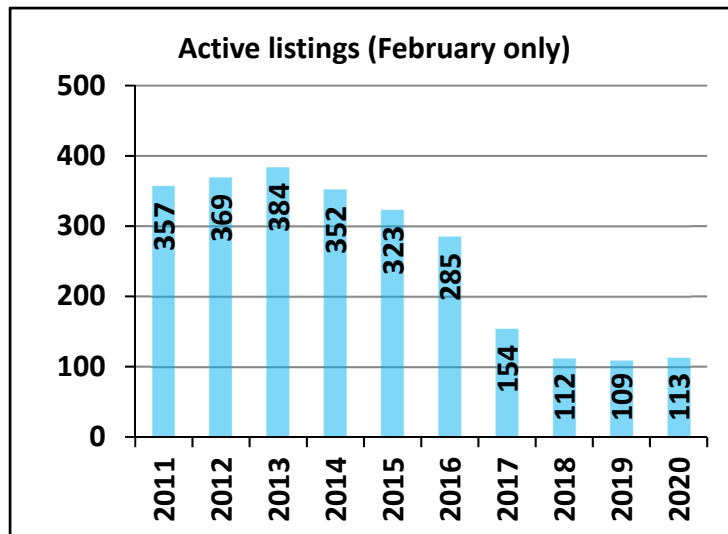
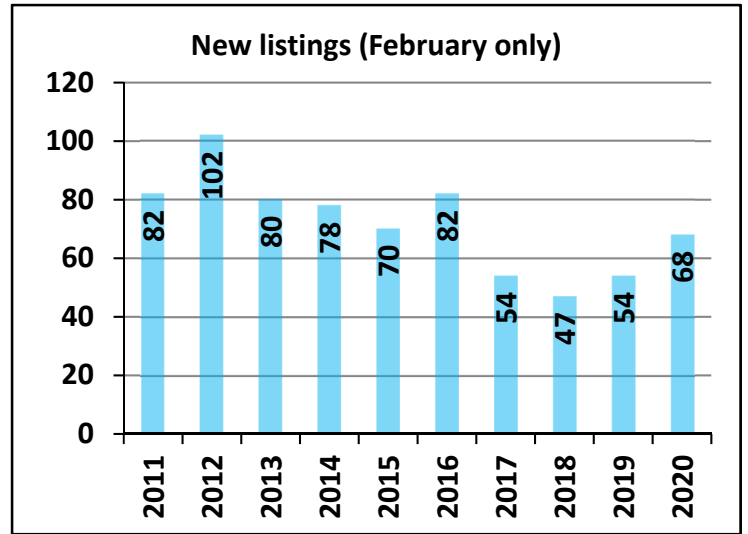
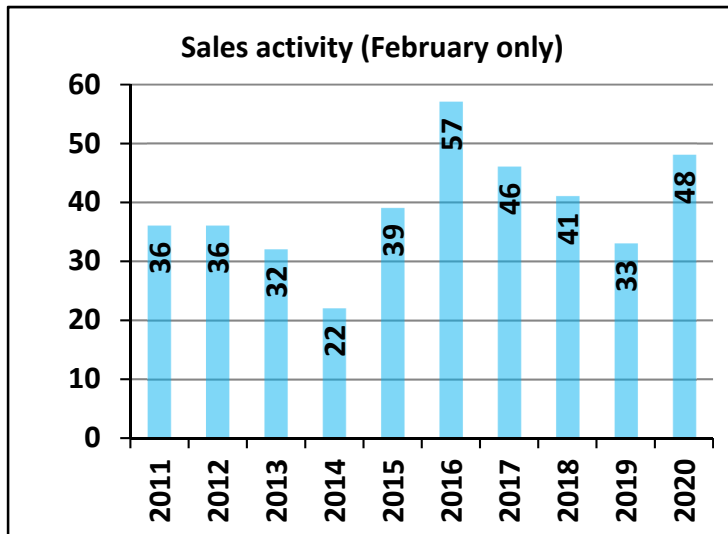
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

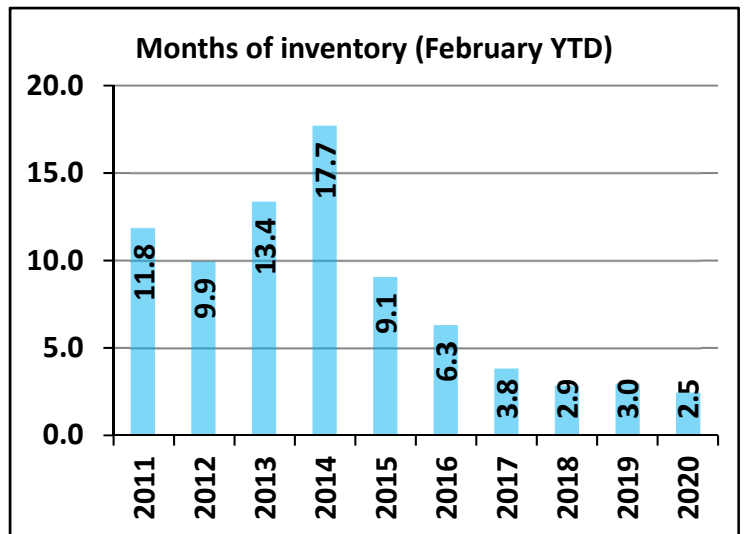
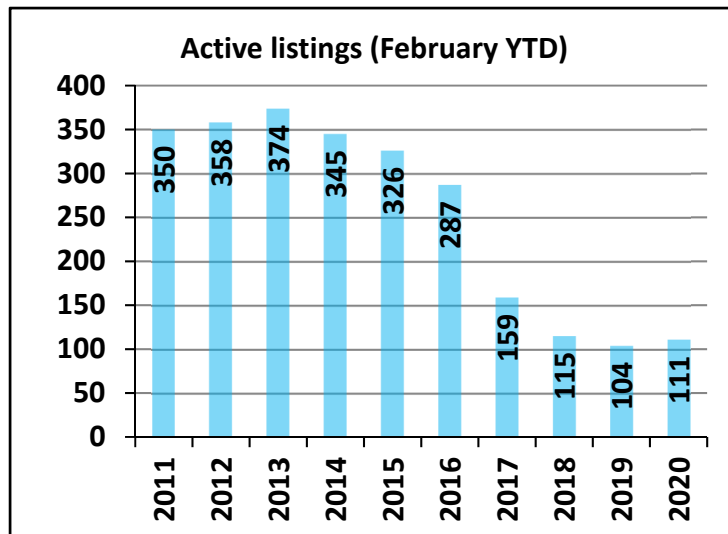
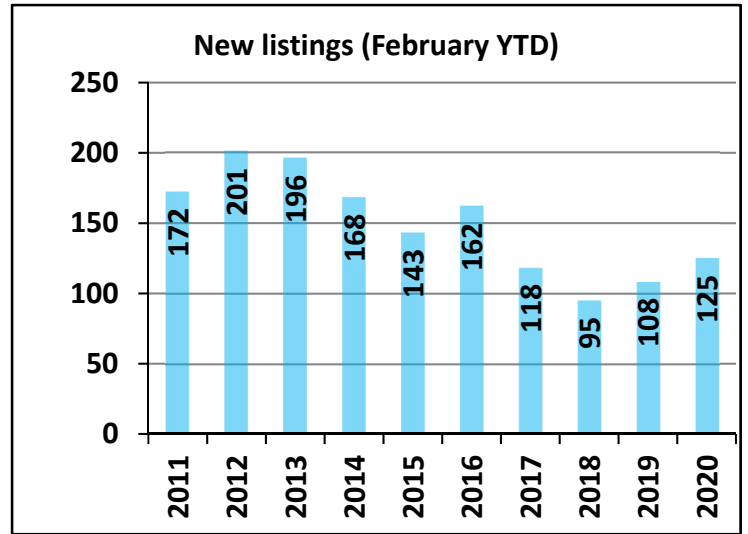
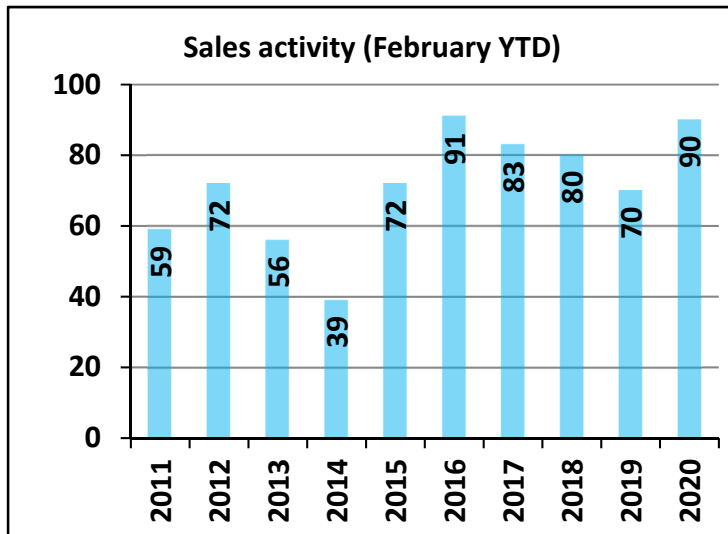
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	48	45.5	17.1	4.3	23.1	50.0	45.5
Dollar Volume	\$18,614,409	56.3	67.4	34.1	102.8	206.1	171.3
New Listings	68	25.9	44.7	25.9	-2.9	-15.0	-40.4
Active Listings	113	3.7	0.9	-26.6	-65.0	-70.6	-72.0
Sales to New Listings Ratio ¹	70.6	61.1	87.2	85.2	55.7	40.0	28.9
Months of Inventory ²	2.4	3.3	2.7	3.3	8.3	12.0	12.2
Average Price	\$387,800	7.5	42.9	28.5	64.8	104.1	86.5

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	90	28.6	12.5	8.4	25.0	60.7	16.9
Dollar Volume	\$35,847,609	49.4	53.1	53.0	112.3	212.5	127.1
New Listings	125	15.7	31.6	5.9	-12.6	-36.2	-44.4
Active Listings ³	111	6.7	-3.5	-30.2	-66.0	-70.3	-70.8
Sales to New Listings Ratio ⁴	72.0	64.8	84.2	70.3	50.3	28.6	34.2
Months of Inventory ⁵	2.5	3.0	2.9	3.8	9.1	13.4	9.9
Average Price	\$398,307	16.2	36.1	41.1	69.9	94.5	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

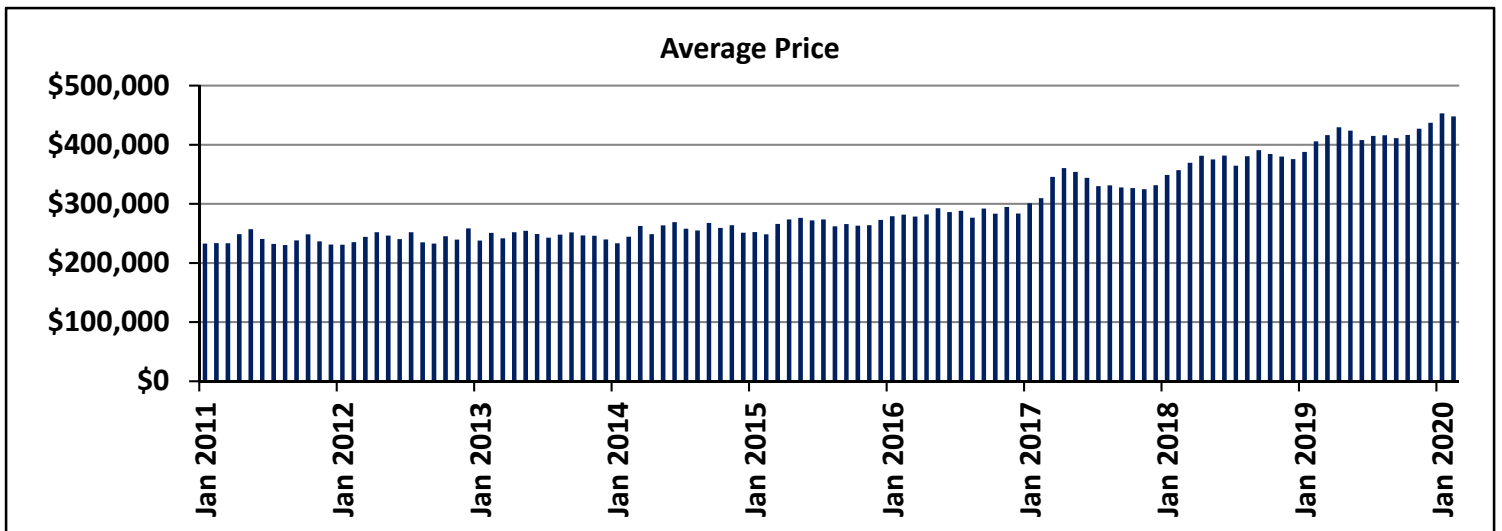
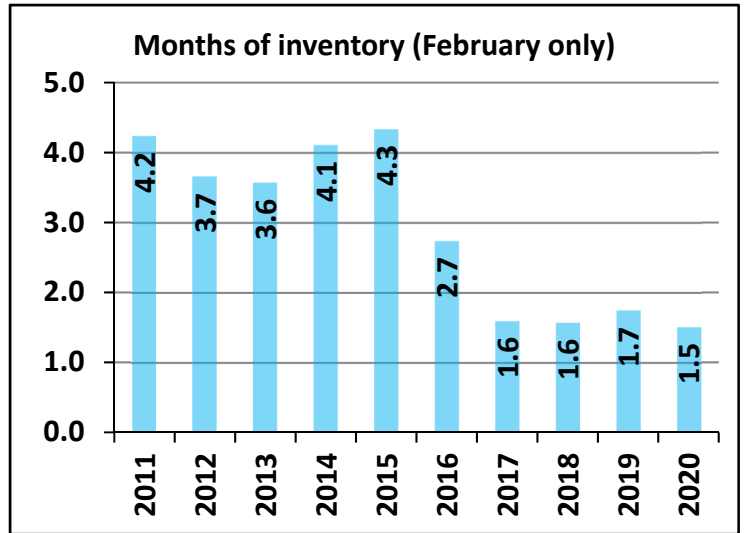
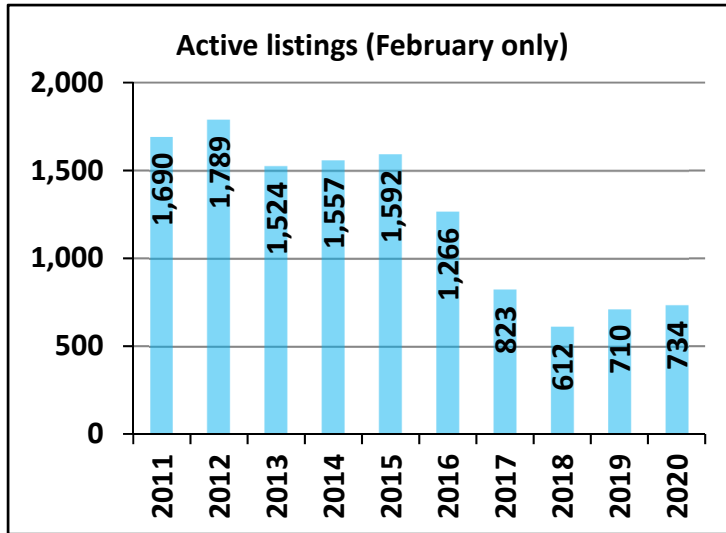
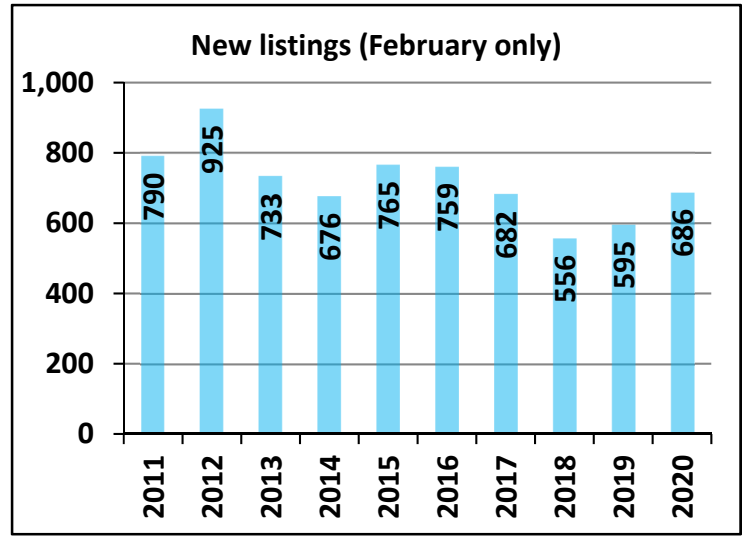
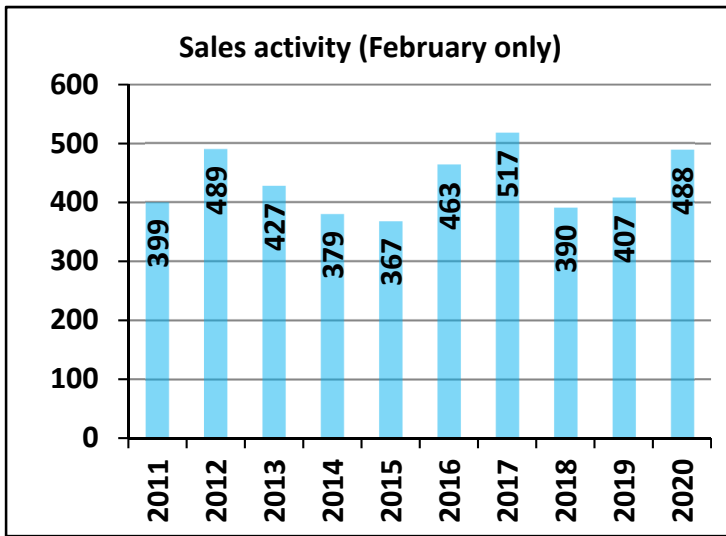
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

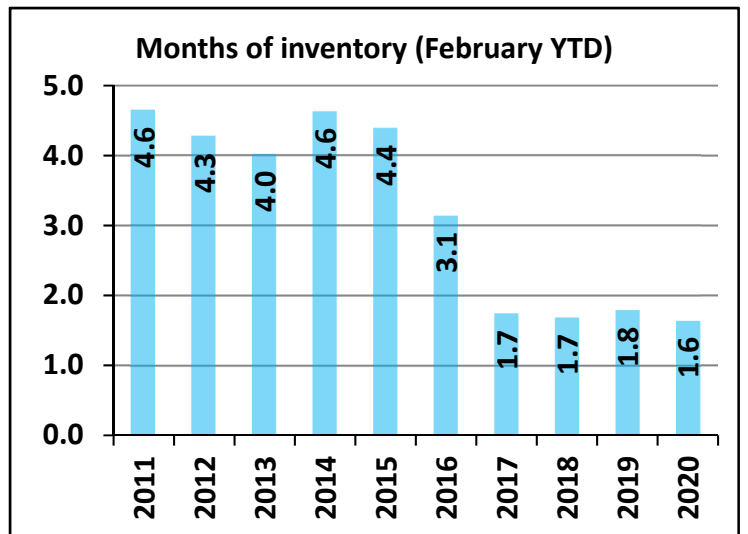
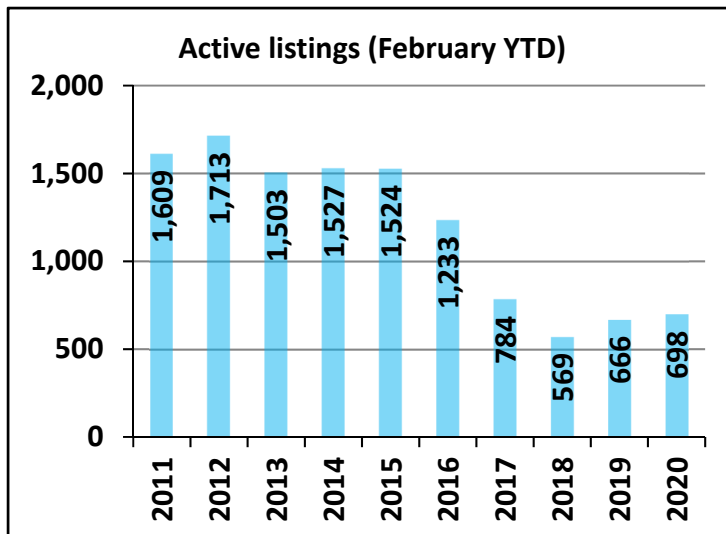
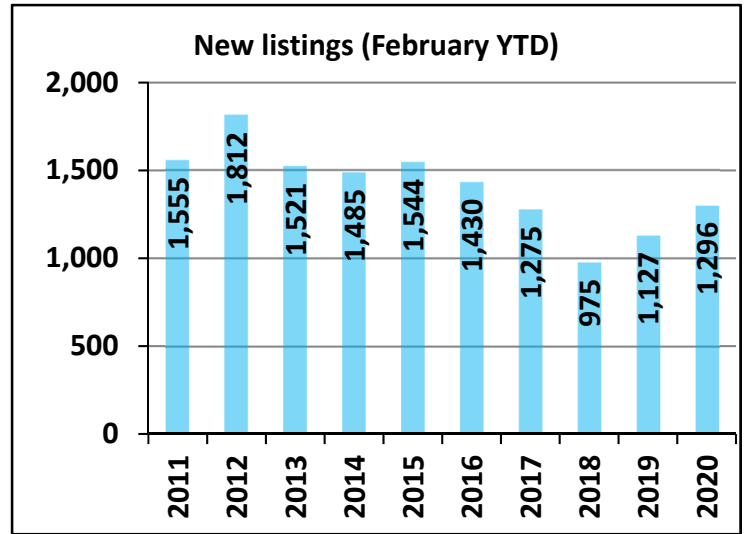
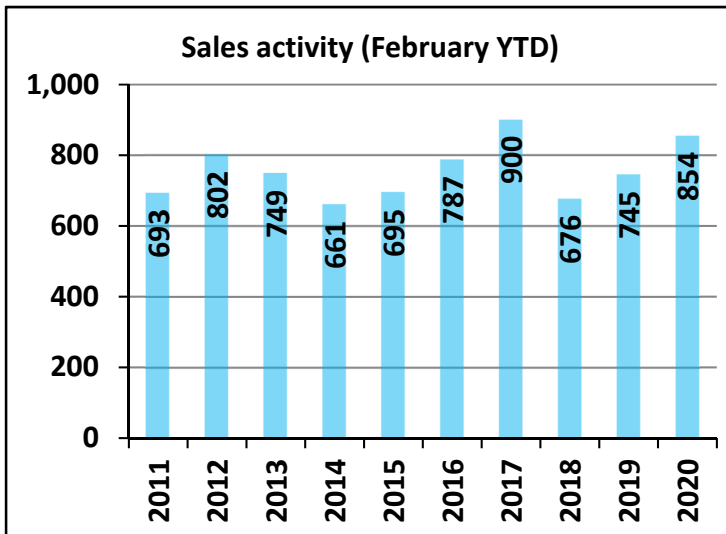
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	488	19.9	25.1	-5.6	33.0	14.3	11.4
Dollar Volume	\$218,555,726	32.4	57.0	36.6	139.9	104.0	120.5
New Listings	686	15.3	23.4	0.6	-10.3	-6.4	-9.0
Active Listings	734	3.4	19.9	-10.8	-53.9	-51.8	-47.7
Sales to New Listings Ratio ¹	71.1	68.4	70.1	75.8	48.0	58.3	58.1
Months of Inventory ²	1.5	1.7	1.6	1.6	4.3	3.6	3.2
Average Price	\$447,860	10.4	25.5	44.7	80.4	78.5	97.9

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	854	14.6	26.3	-5.1	22.9	14.0	12.4
Dollar Volume	\$384,326,050	29.8	60.8	39.6	121.1	109.2	123.4
New Listings	1,296	15.0	32.9	1.6	-16.1	-14.8	-10.3
Active Listings ³	698	4.8	22.7	-11.0	-54.2	-53.6	-48.3
Sales to New Listings Ratio ⁴	65.9	66.1	69.3	70.6	45.0	49.2	52.6
Months of Inventory ⁵	1.6	1.8	1.7	1.7	4.4	4.0	3.6
Average Price	\$450,031	13.2	27.3	47.1	79.9	83.5	98.8

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

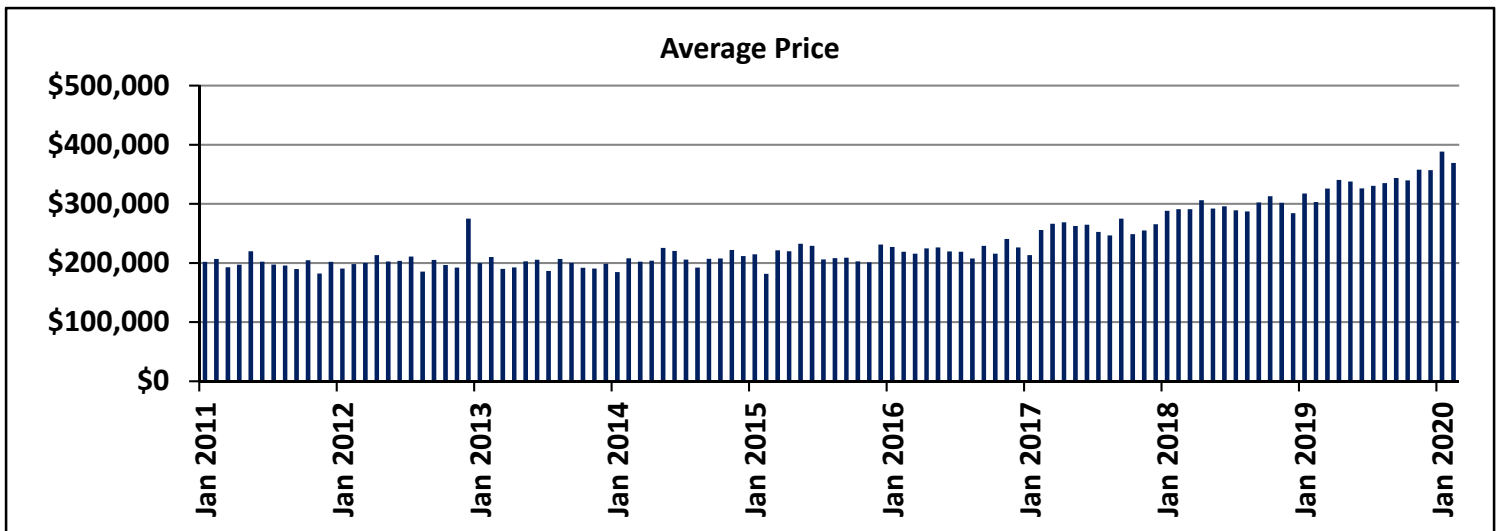
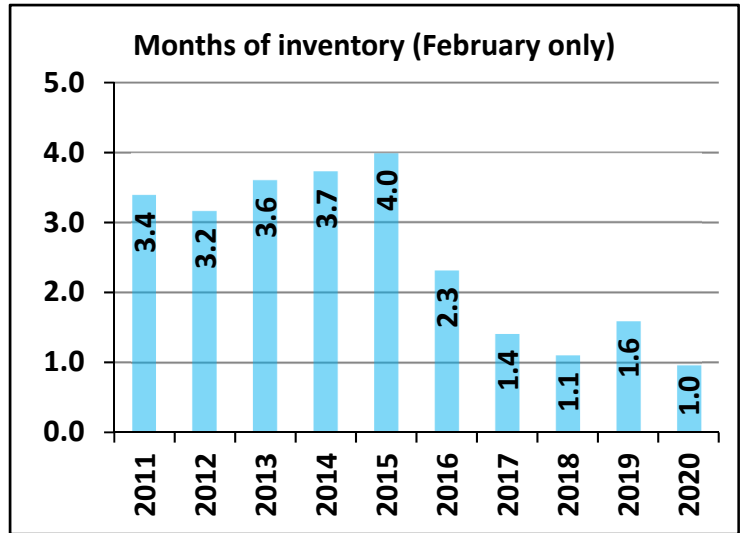
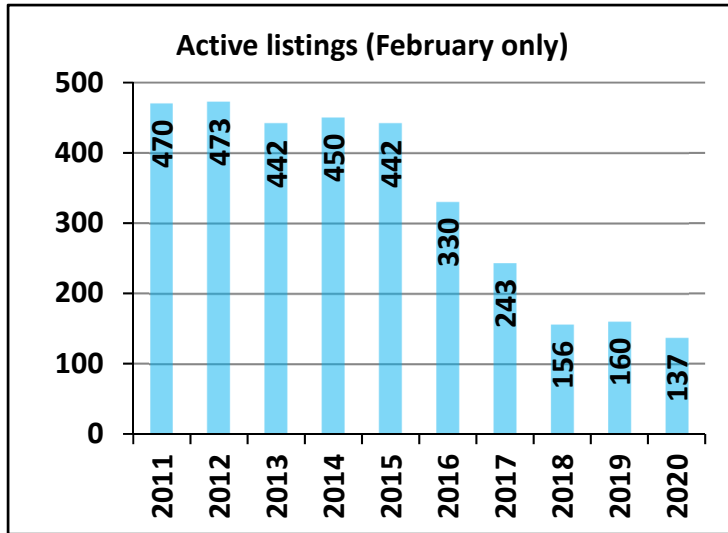
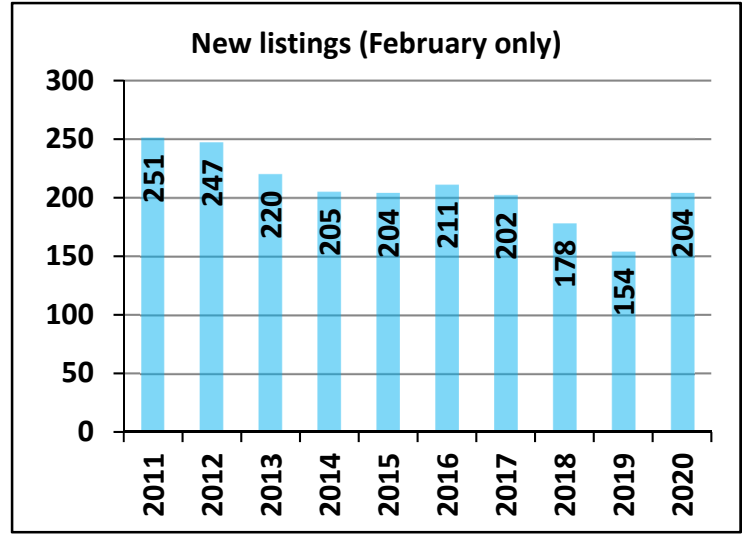
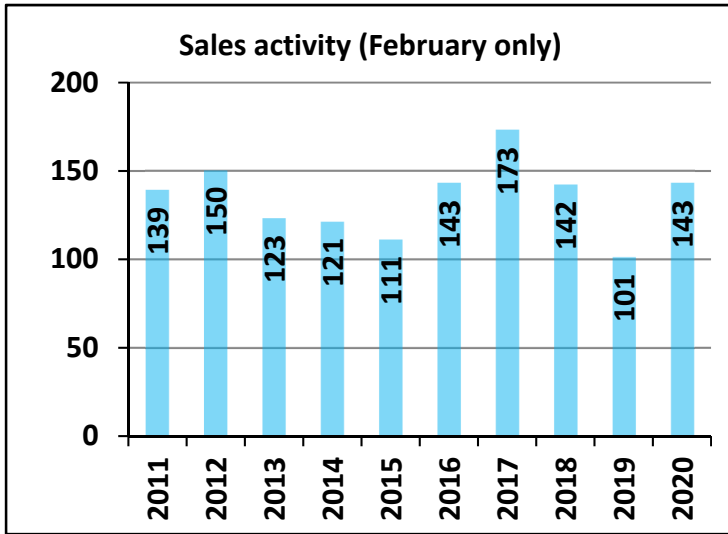
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

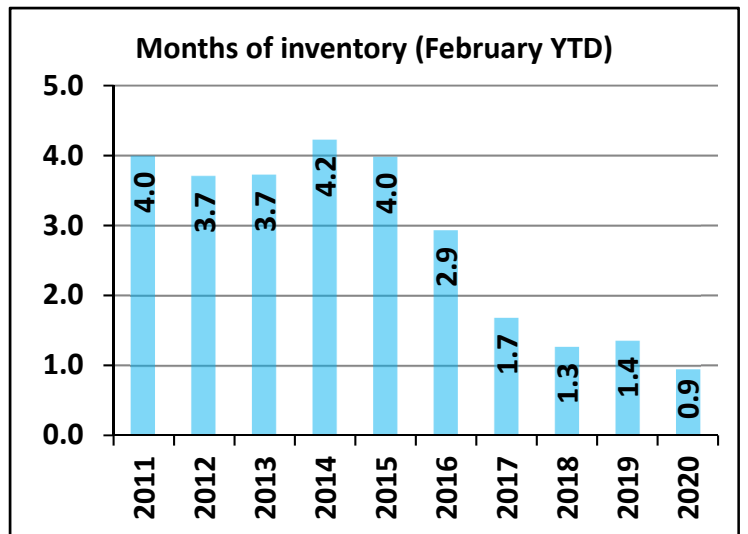
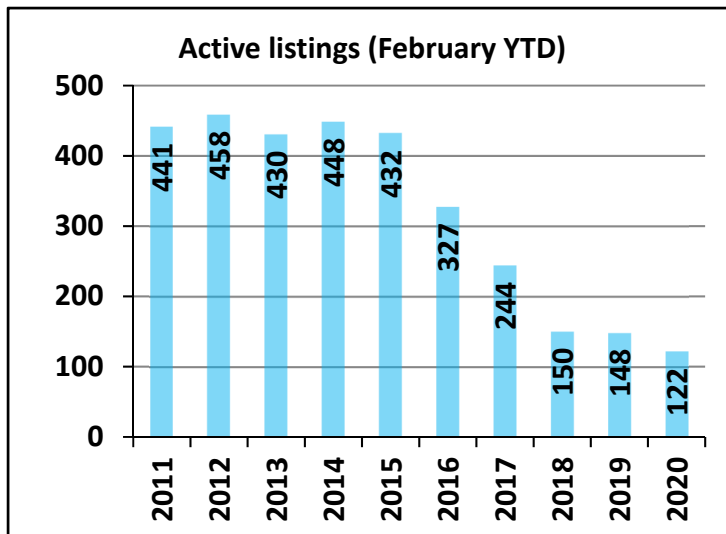
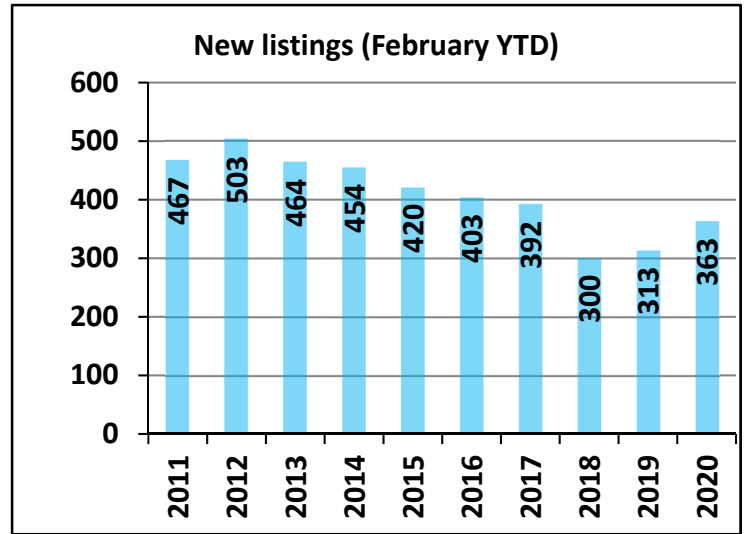
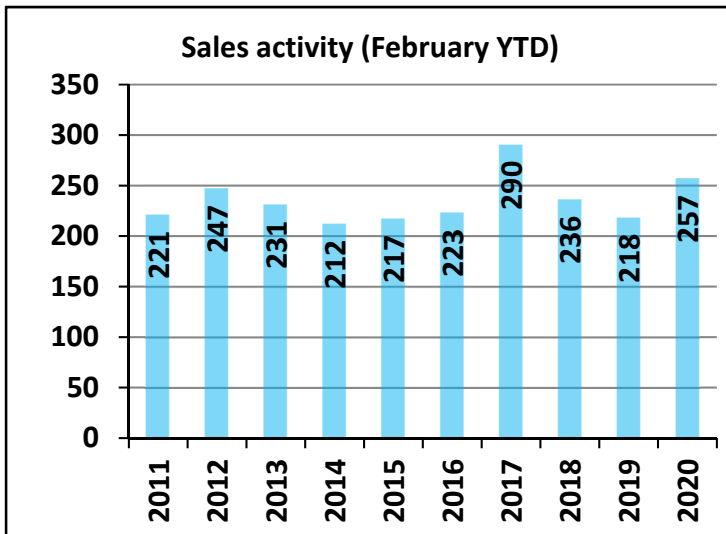
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	143	41.6	0.7	-17.3	28.8	16.3	7.5
Dollar Volume	\$52,780,479	72.5	27.7	19.3	161.9	104.4	106.0
New Listings	204	32.5	14.6	1.0	0.0	-7.3	-15.4
Active Listings	137	-14.4	-12.2	-43.6	-69.0	-69.0	-63.6
Sales to New Listings Ratio ¹	70.1	65.6	79.8	85.6	54.4	55.9	55.2
Months of Inventory ²	1.0	1.6	1.1	1.4	4.0	3.6	2.8
Average Price	\$369,094	21.8	26.9	44.3	103.3	75.8	91.6

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	257	17.9	8.9	-11.4	18.4	11.3	10.3
Dollar Volume	\$97,030,864	43.3	41.8	40.3	126.2	104.8	129.3
New Listings	363	16.0	21.0	-7.4	-13.6	-21.8	-15.2
Active Listings ³	122	-17.6	-18.7	-50.0	-71.8	-71.6	-66.1
Sales to New Listings Ratio ⁴	70.8	69.6	78.7	74.0	51.7	49.8	54.4
Months of Inventory ⁵	0.9	1.4	1.3	1.7	4.0	3.7	3.1
Average Price	\$377,552	21.5	30.2	58.3	91.0	84.1	107.9

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

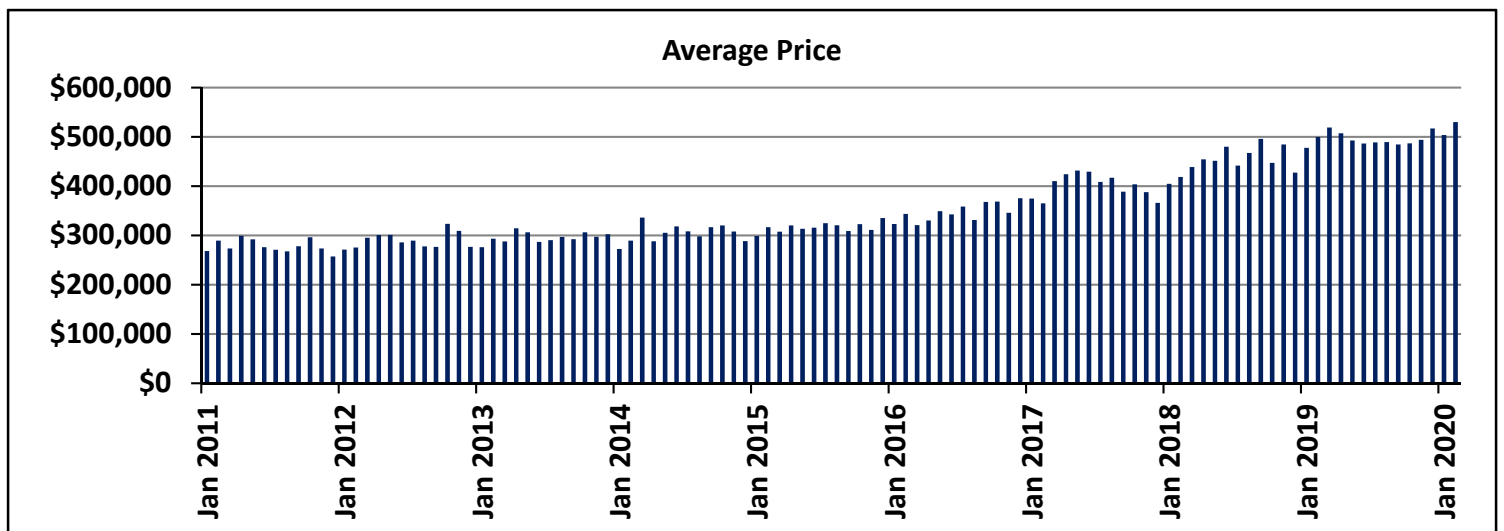
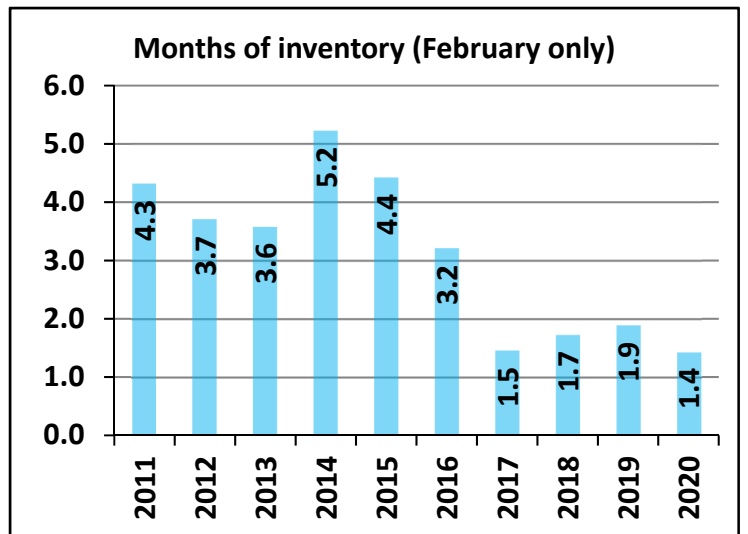
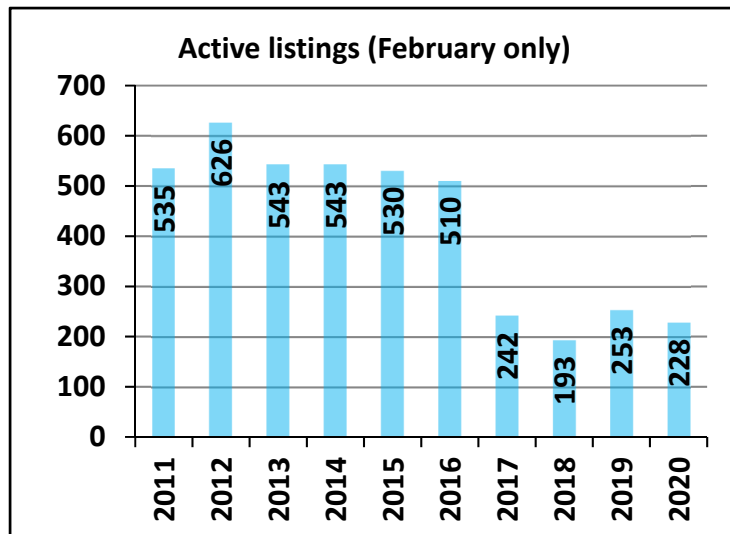
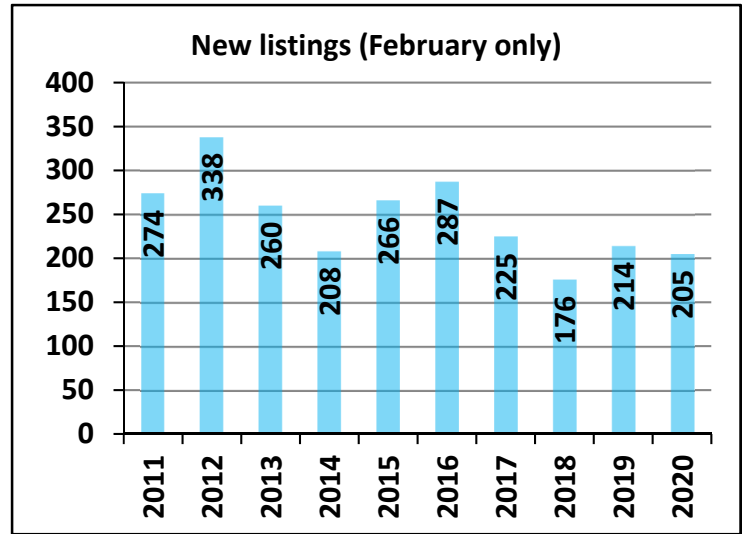
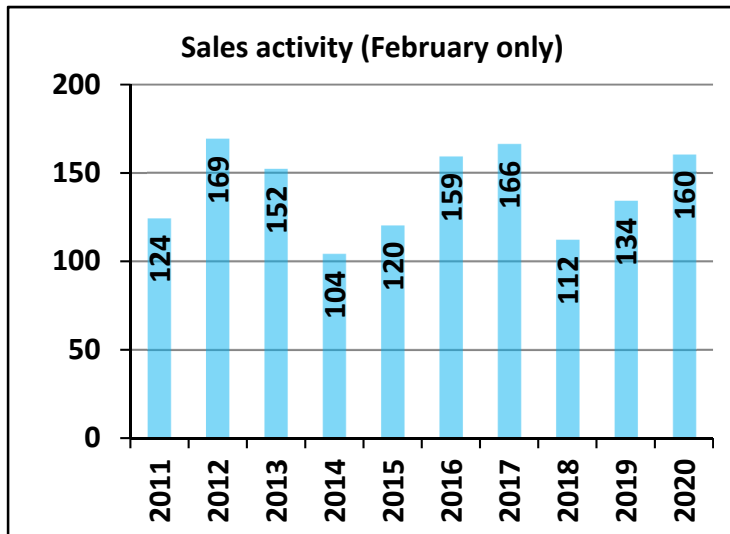
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

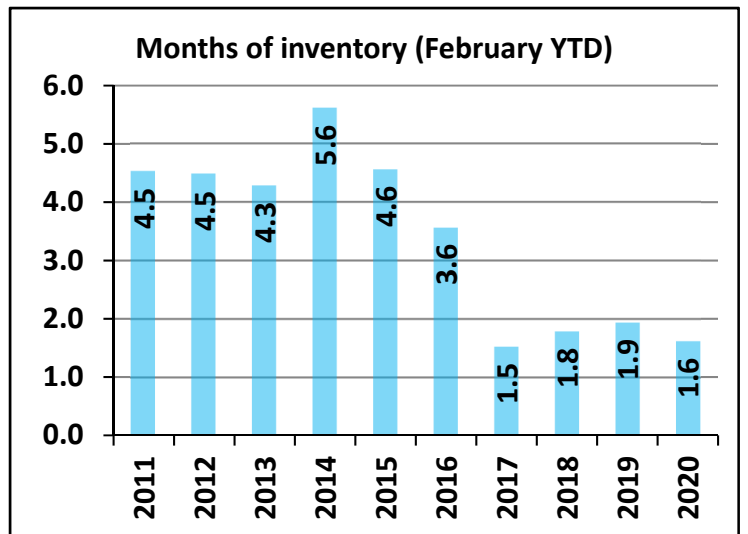
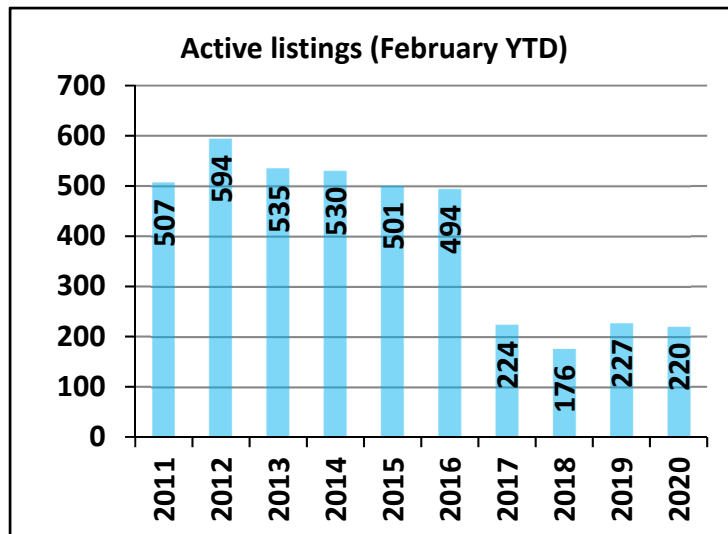
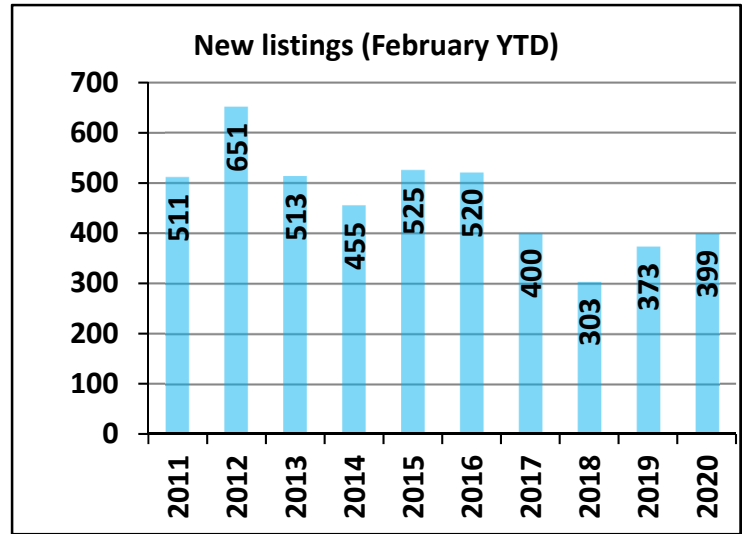
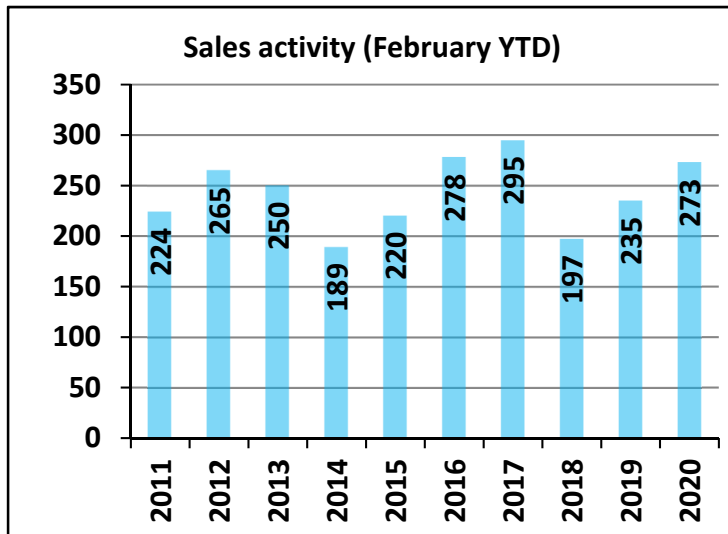
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	160	19.4	42.9	-3.6	33.3	5.3	17.6
Dollar Volume	\$84,806,782	26.6	80.9	40.0	123.2	90.3	139.3
New Listings	205	-4.2	16.5	-8.9	-22.9	-21.2	-16.0
Active Listings	228	-9.9	18.1	-5.8	-57.0	-58.0	-48.2
Sales to New Listings Ratio ¹	78.0	62.6	63.6	73.8	45.1	58.5	55.7
Months of Inventory ²	1.4	1.9	1.7	1.5	4.4	3.6	3.2
Average Price	\$530,042	6.1	26.6	45.3	67.4	80.8	103.4

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	273	16.2	38.6	-7.5	24.1	9.2	14.7
Dollar Volume	\$141,710,845	23.0	74.4	30.1	108.9	97.9	125.8
New Listings	399	7.0	31.7	-0.3	-24.0	-22.2	-11.7
Active Listings ³	220	-3.1	25.0	-1.8	-56.1	-58.9	-46.7
Sales to New Listings Ratio ⁴	68.4	63.0	65.0	73.8	41.9	48.7	52.7
Months of Inventory ⁵	1.6	1.9	1.8	1.5	4.6	4.3	3.5
Average Price	\$519,087	5.9	25.8	40.6	68.3	81.2	96.9

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

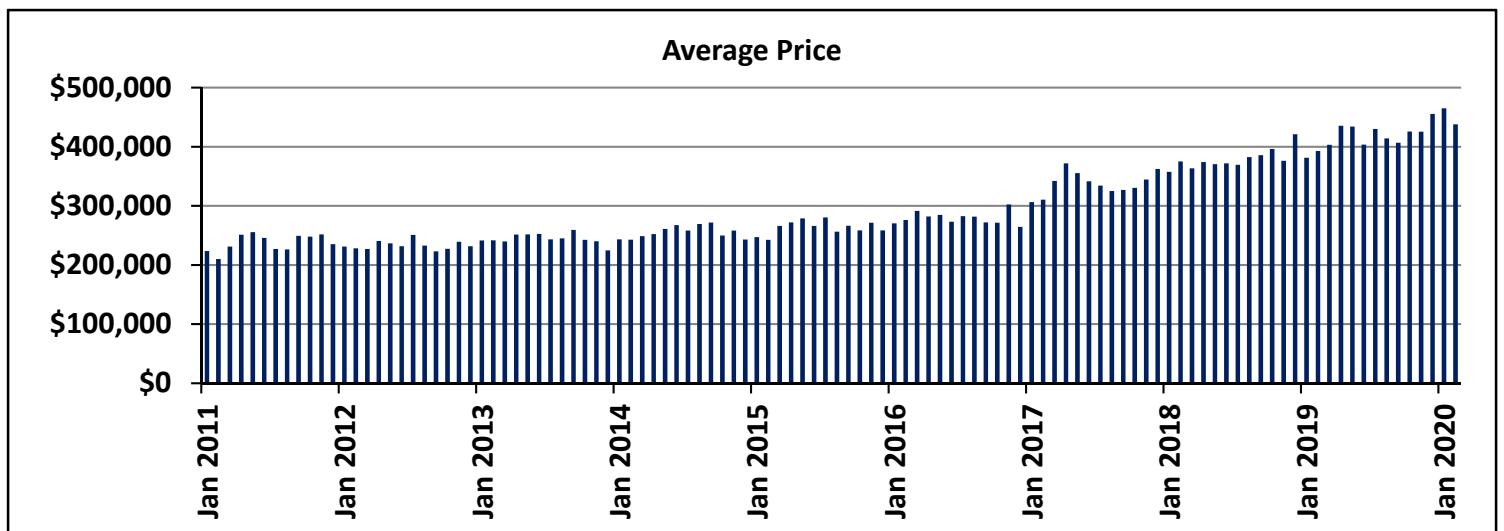
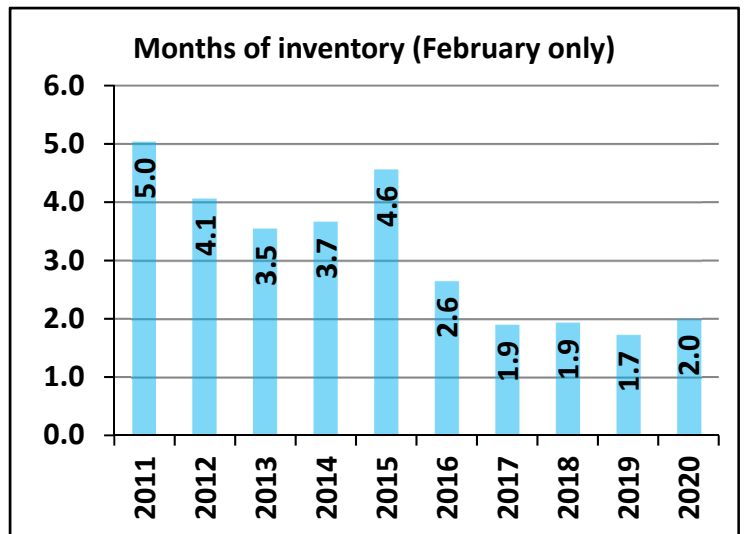
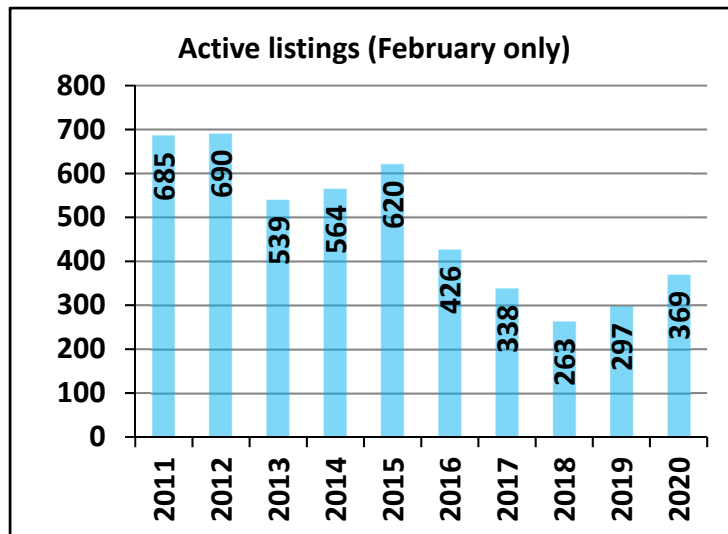
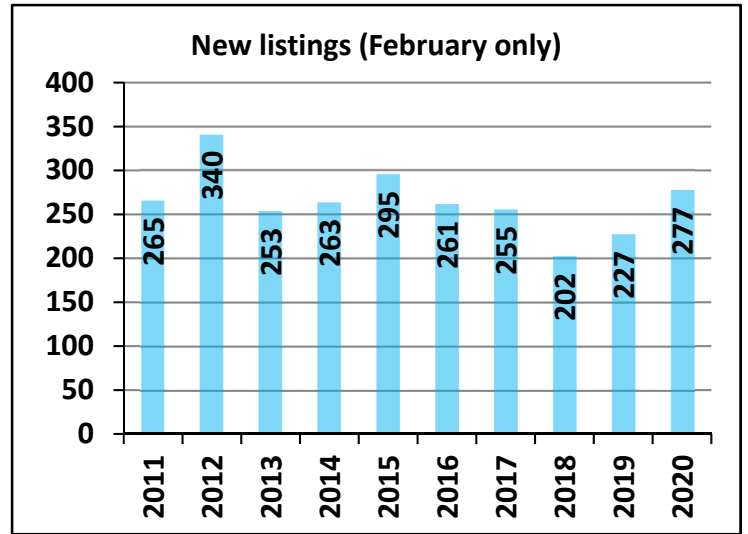
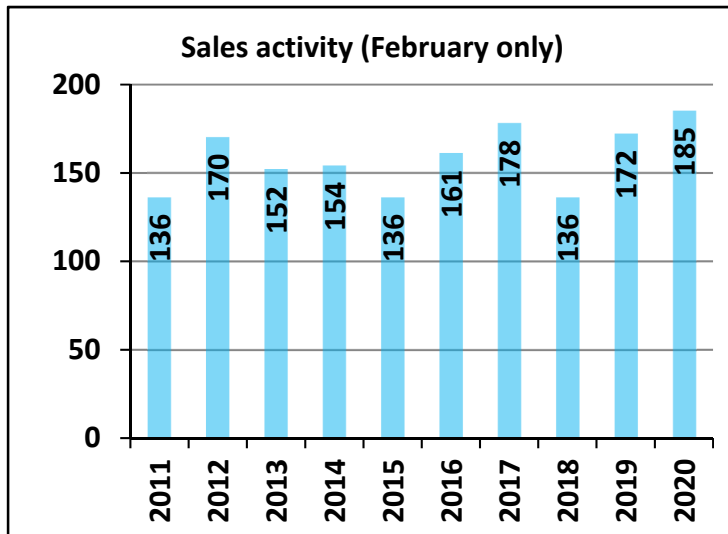
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

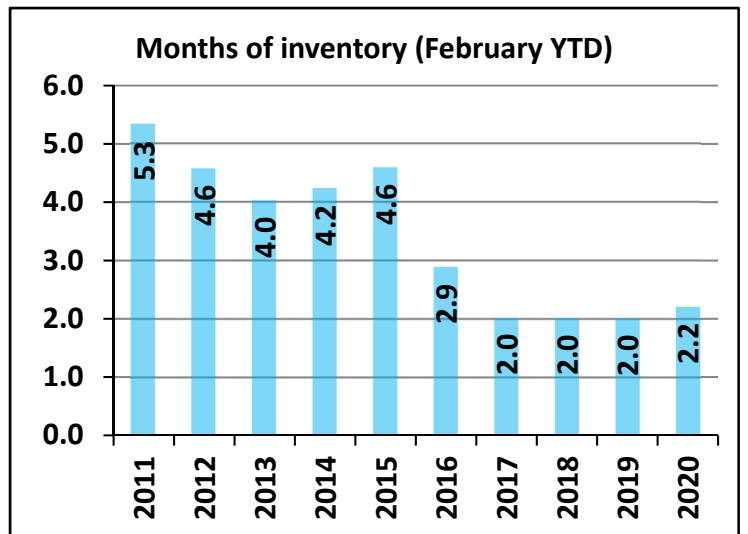
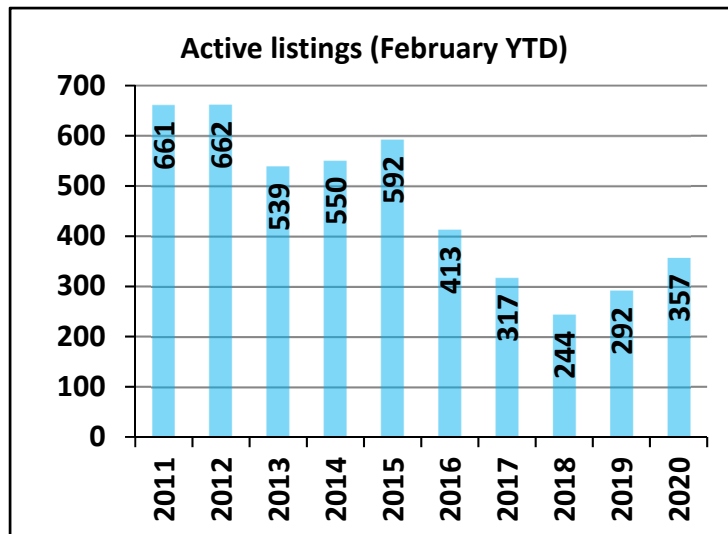
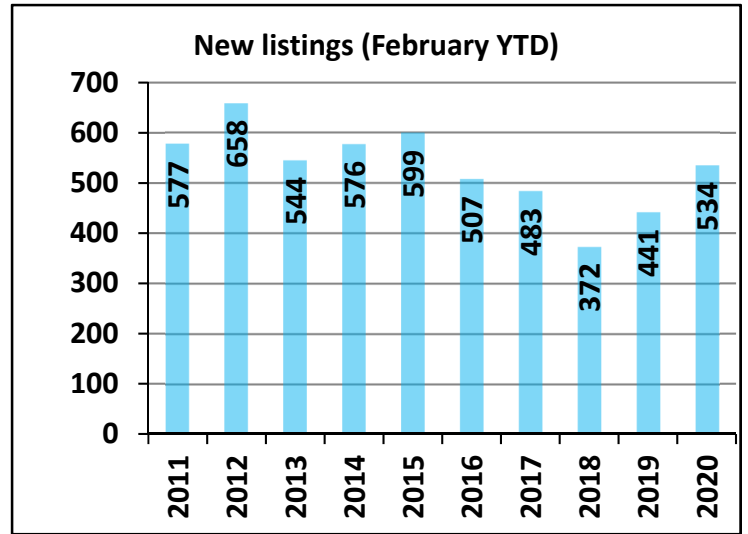
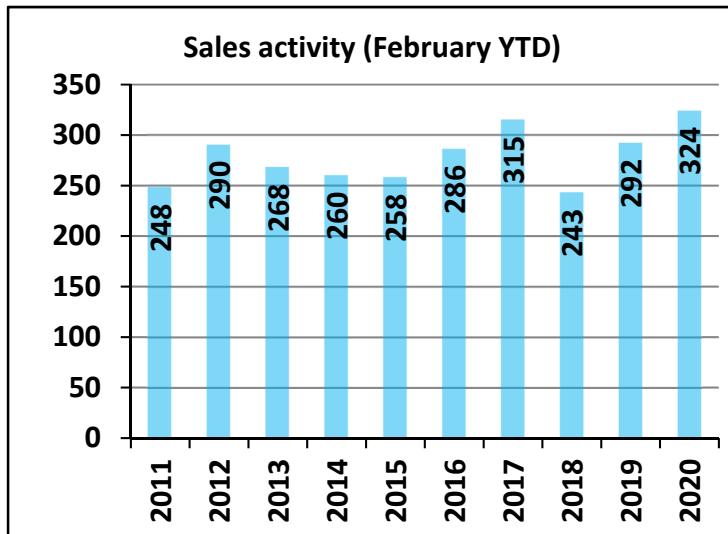
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	185	7.6	36.0	3.9	36.0	21.7	9.5
Dollar Volume	\$80,968,465	19.9	58.7	46.5	145.6	120.5	112.6
New Listings	277	22.0	37.1	8.6	-6.1	9.5	3.0
Active Listings	369	24.2	40.3	9.2	-40.5	-31.5	-37.2
Sales to New Listings Ratio ¹	66.8	75.8	67.3	69.8	46.1	60.1	62.8
Months of Inventory ²	2.0	1.7	1.9	1.9	4.6	3.5	3.5
Average Price	\$437,667	11.5	16.7	41.0	80.5	81.2	94.2

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	324	11.0	33.3	2.9	25.6	20.9	12.1
Dollar Volume	\$145,584,341	28.6	63.1	49.8	130.7	124.9	117.5
New Listings	534	21.1	43.5	10.6	-10.9	-1.8	-5.5
Active Listings ³	357	22.3	46.3	12.6	-39.7	-33.8	-38.1
Sales to New Listings Ratio ⁴	60.7	66.2	65.3	65.2	43.1	49.3	51.2
Months of Inventory ⁵	2.2	2.0	2.0	2.0	4.6	4.0	4.0
Average Price	\$449,334	15.9	22.3	45.6	83.7	86.0	94.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

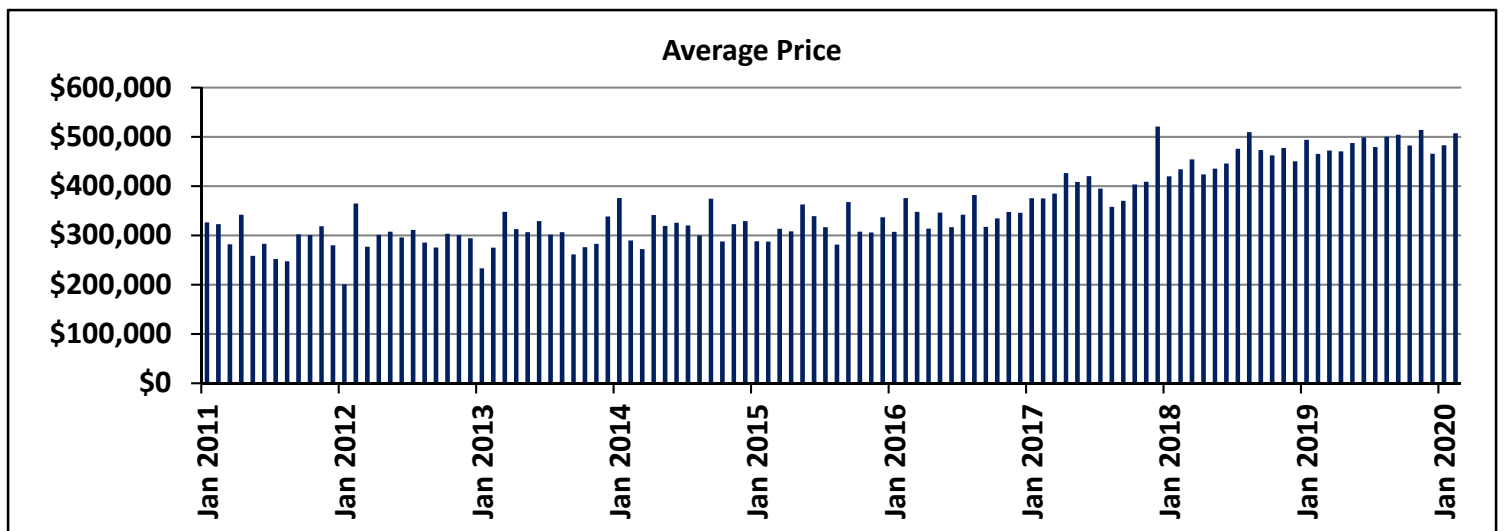
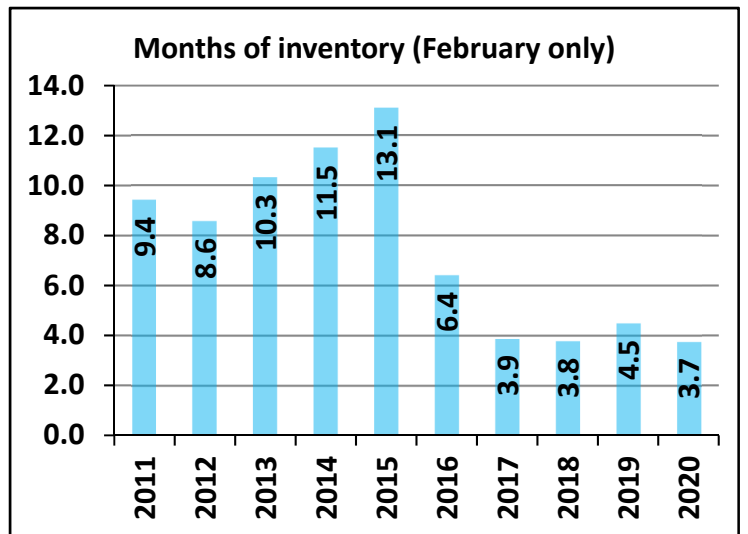
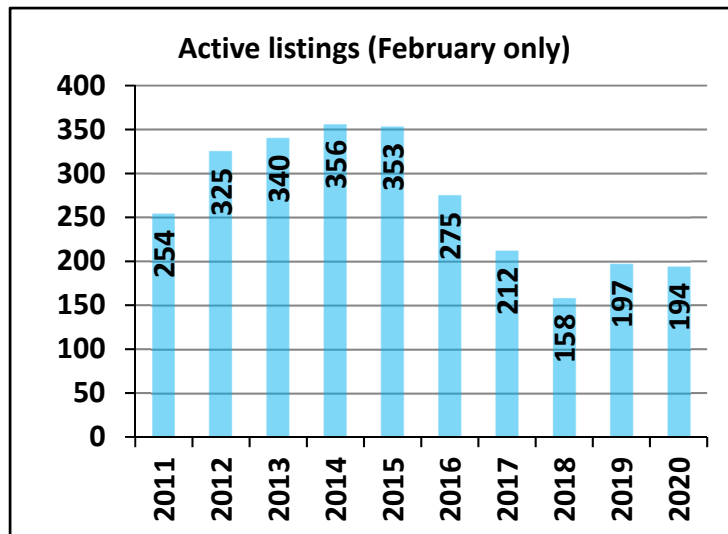
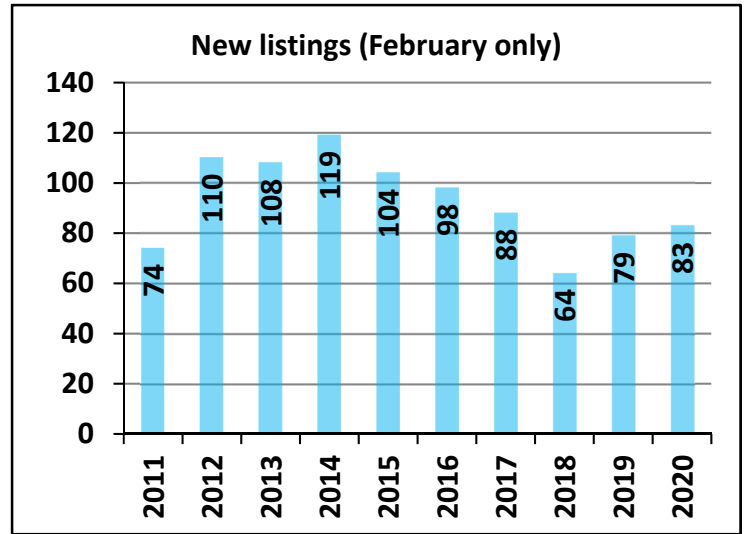
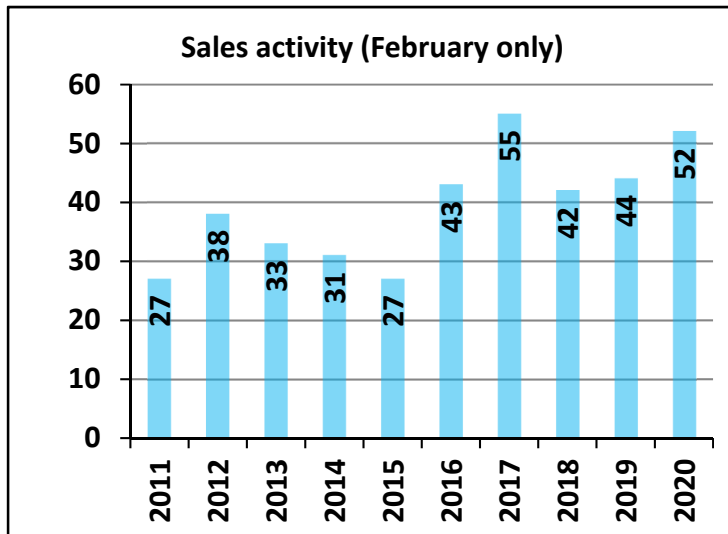
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

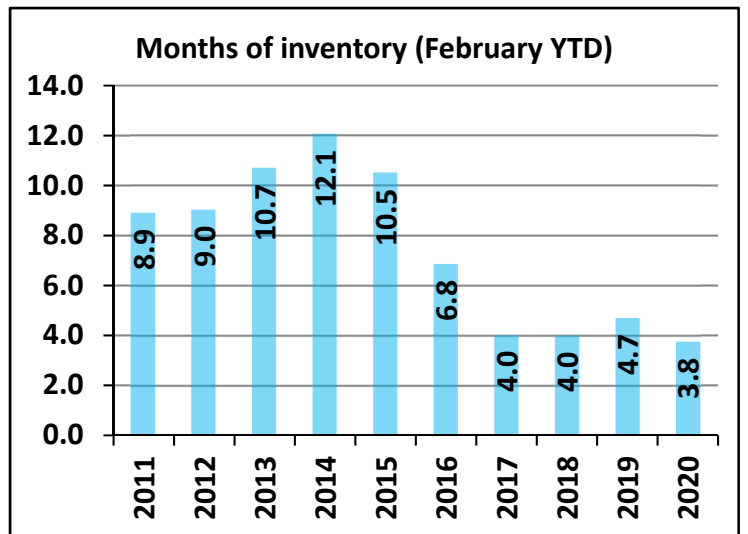
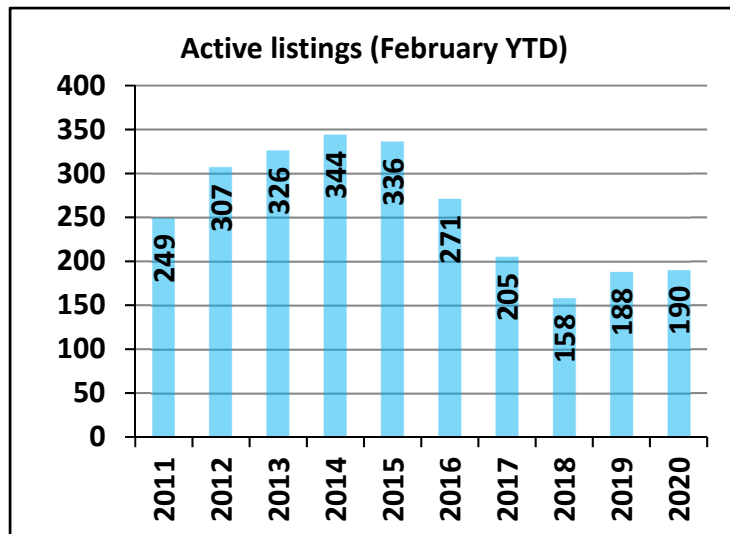
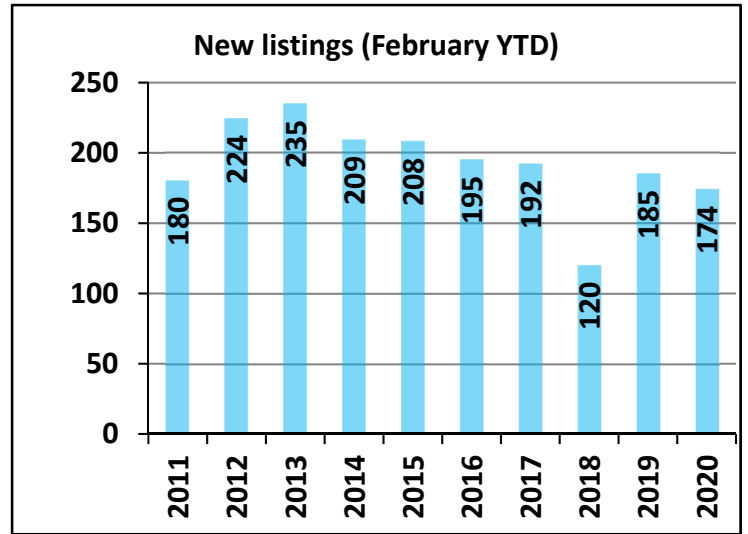
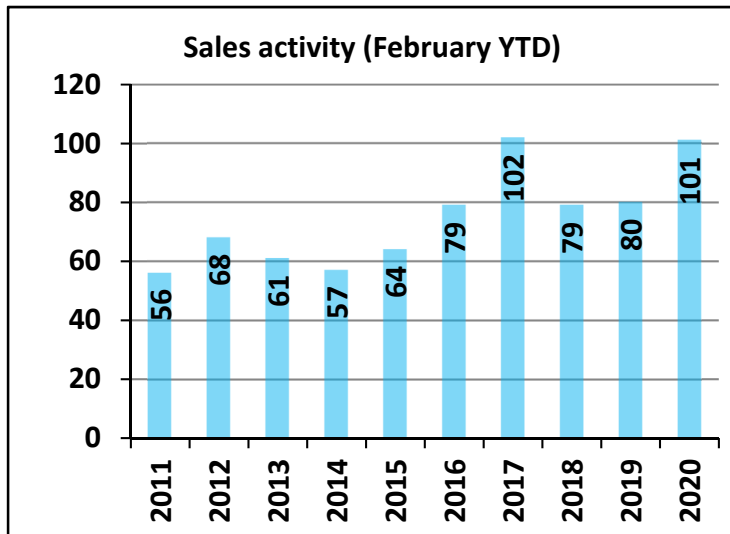
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	52	18.2	23.8	-5.5	92.6	57.6	4.0
Dollar Volume	\$26,378,749	28.9	44.7	27.9	240.1	190.6	94.5
New Listings	83	5.1	29.7	-5.7	-20.2	-23.1	-4.6
Active Listings	194	-1.5	22.8	-8.5	-45.0	-42.9	-28.9
Sales to New Listings Ratio ¹	62.7	55.7	65.6	62.5	26.0	30.6	57.5
Months of Inventory ²	3.7	4.5	3.8	3.9	13.1	10.3	5.5
Average Price	\$507,284	9.1	16.9	35.3	76.6	84.4	87.0

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	101	26.3	27.8	-1.0	57.8	65.6	18.8
Dollar Volume	\$50,029,506	30.8	48.2	30.7	171.8	220.6	118.8
New Listings	174	-5.9	45.0	-9.4	-16.3	-26.0	1.8
Active Listings ³	190	1.1	20.3	-7.3	-43.5	-41.7	-30.1
Sales to New Listings Ratio ⁴	58.0	43.2	65.8	53.1	30.8	26.0	49.7
Months of Inventory ⁵	3.8	4.7	4.0	4.0	10.5	10.7	6.4
Average Price	\$495,342	3.6	15.9	32.0	72.2	93.6	84.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

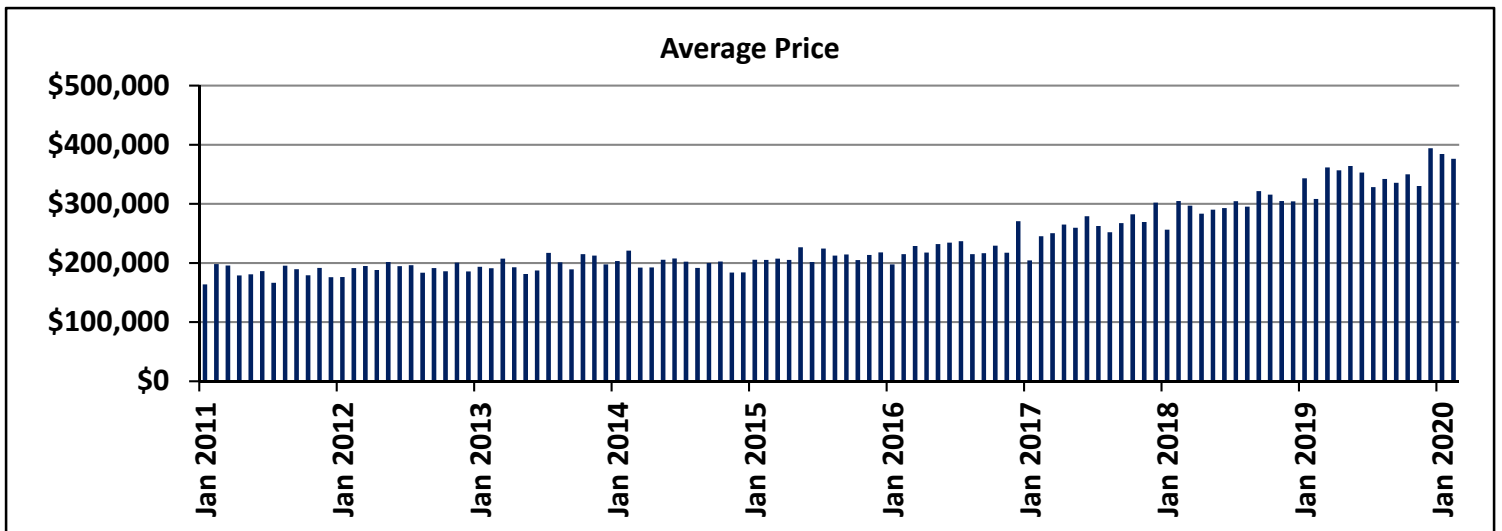
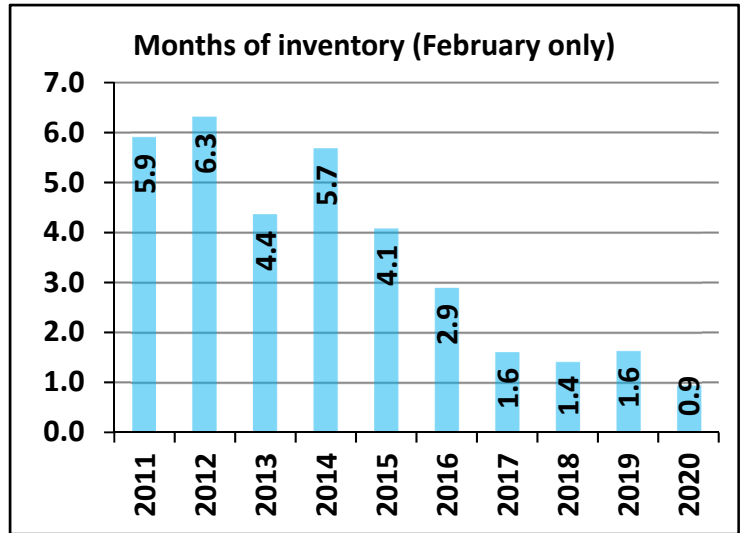
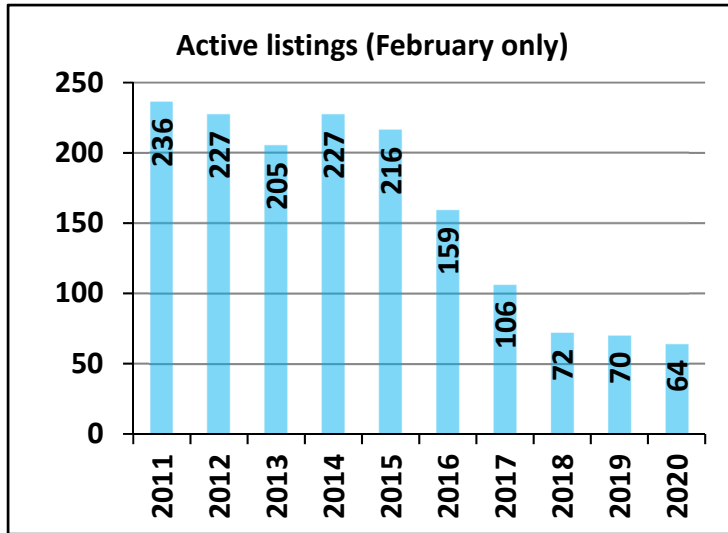
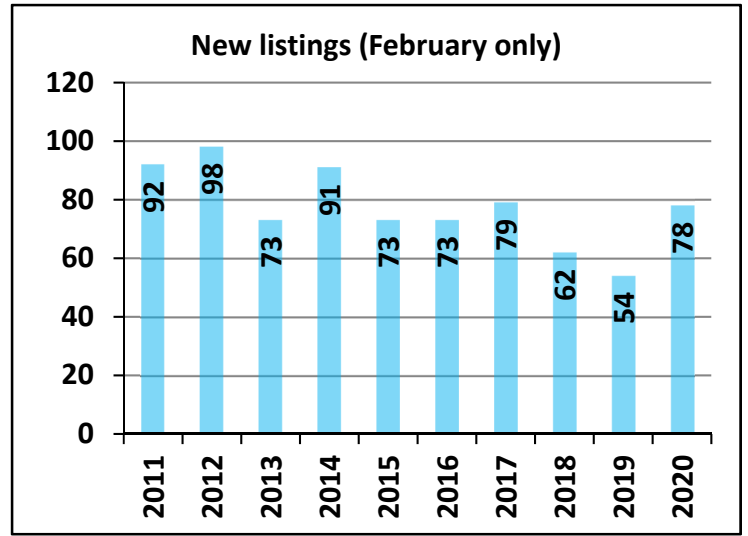
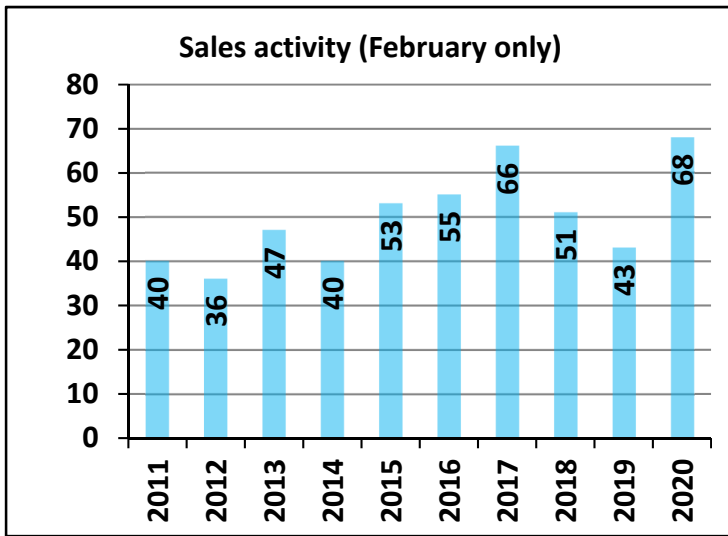
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

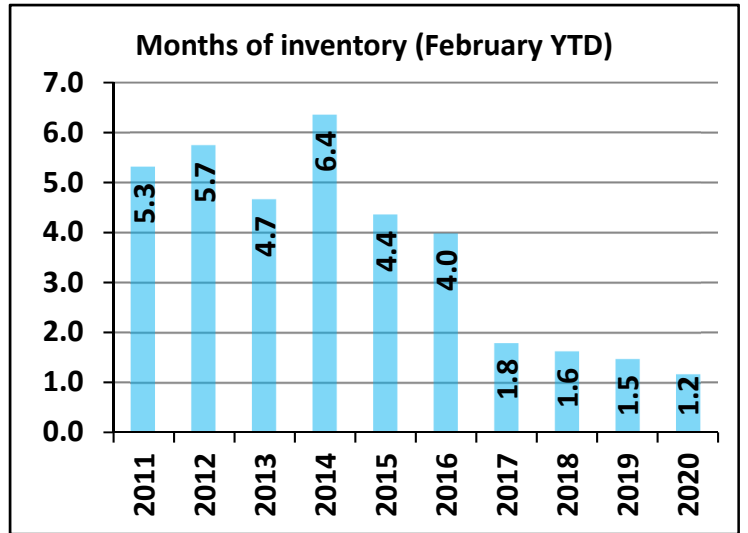
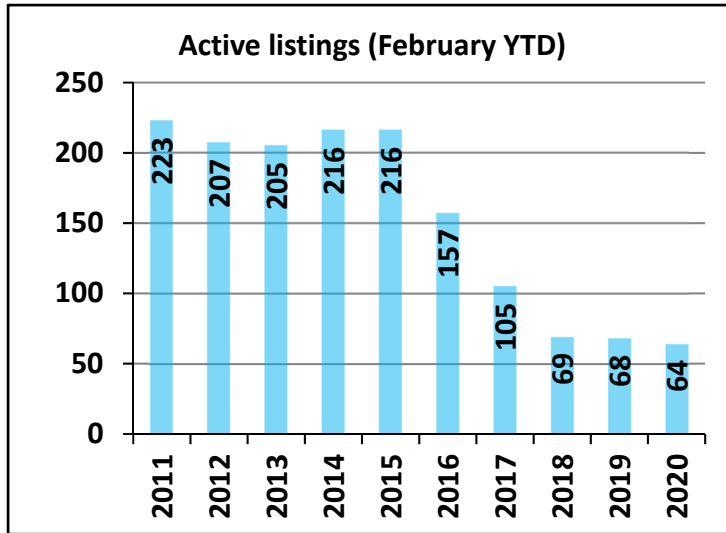
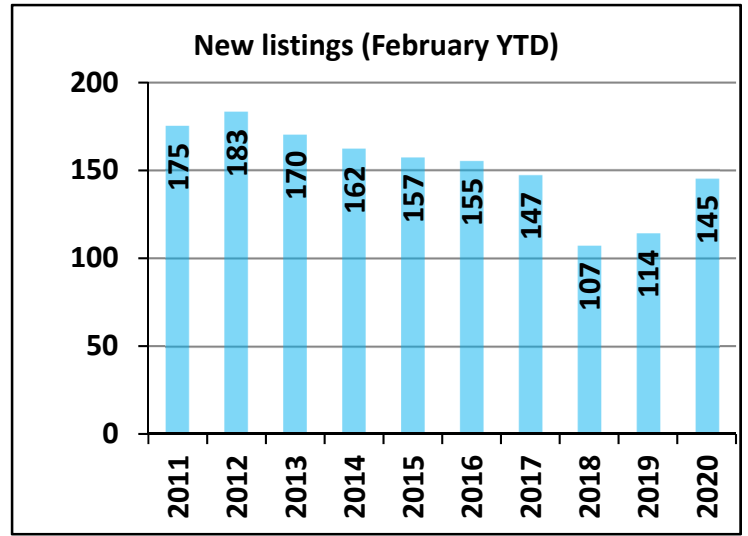
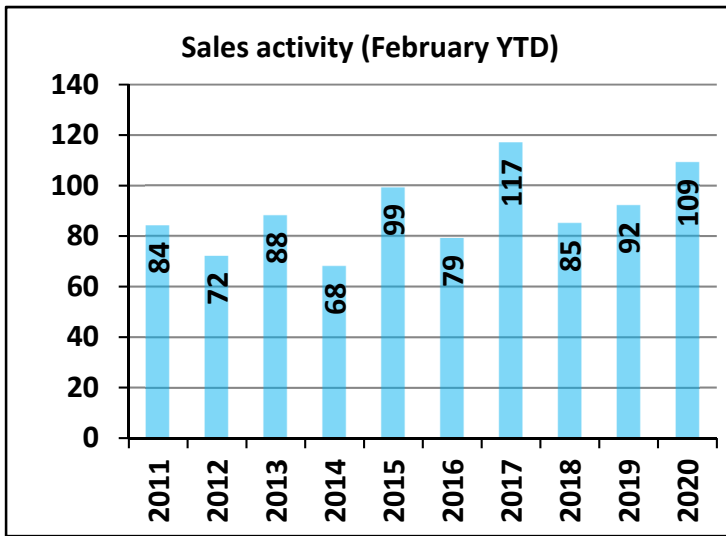
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	68	58.1	33.3	3.0	28.3	44.7	61.9
Dollar Volume	\$25,577,134	92.9	64.6	58.1	135.5	185.0	258.6
New Listings	78	44.4	25.8	-1.3	6.8	6.8	25.8
Active Listings	64	-8.6	-11.1	-39.6	-70.4	-68.8	-70.2
Sales to New Listings Ratio ¹	87.2	79.6	82.3	83.5	72.6	64.4	67.7
Months of Inventory ²	0.9	1.6	1.4	1.6	4.1	4.4	5.1
Average Price	\$376,134	22.0	23.5	53.5	83.5	97.0	121.5

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	109	18.5	28.2	-6.8	10.1	23.9	38.0
Dollar Volume	\$41,333,067	37.4	70.5	55.4	103.6	144.5	206.3
New Listings	145	27.2	35.5	-1.4	-7.6	-14.7	-4.0
Active Listings ³	64	-5.9	-7.2	-39.0	-70.4	-68.8	-70.4
Sales to New Listings Ratio ⁴	75.2	80.7	79.4	79.6	63.1	51.8	52.3
Months of Inventory ⁵	1.2	1.5	1.6	1.8	4.4	4.7	5.5
Average Price	\$379,202	16.0	32.9	66.8	84.9	97.4	122.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

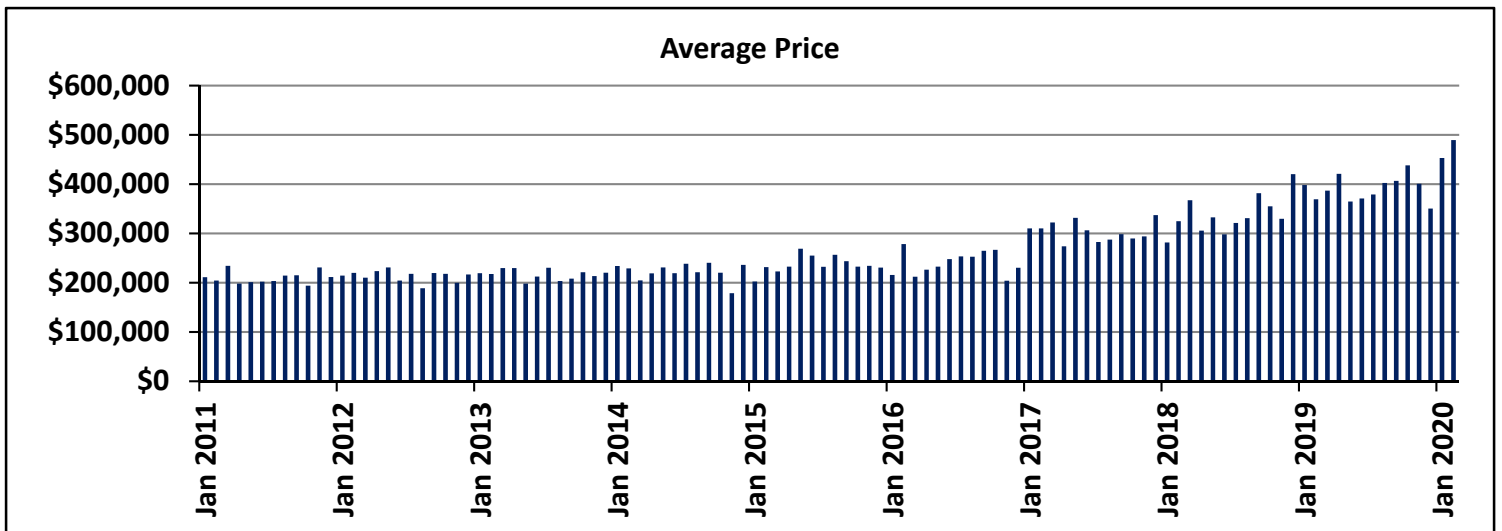
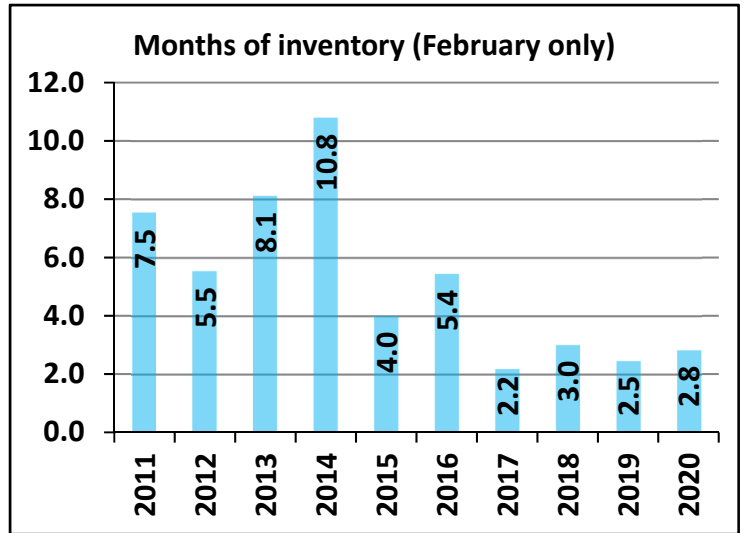
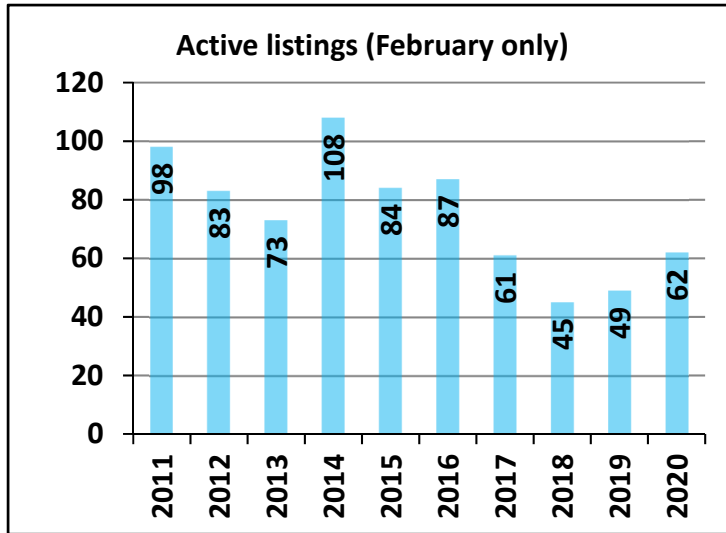
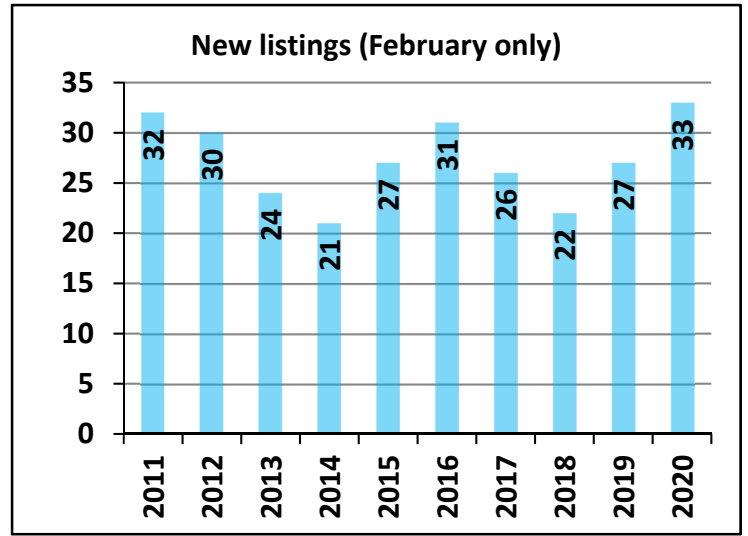
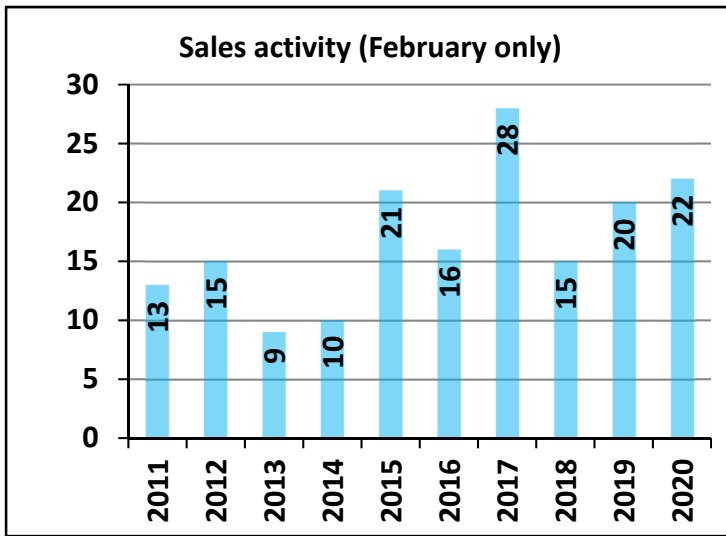
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

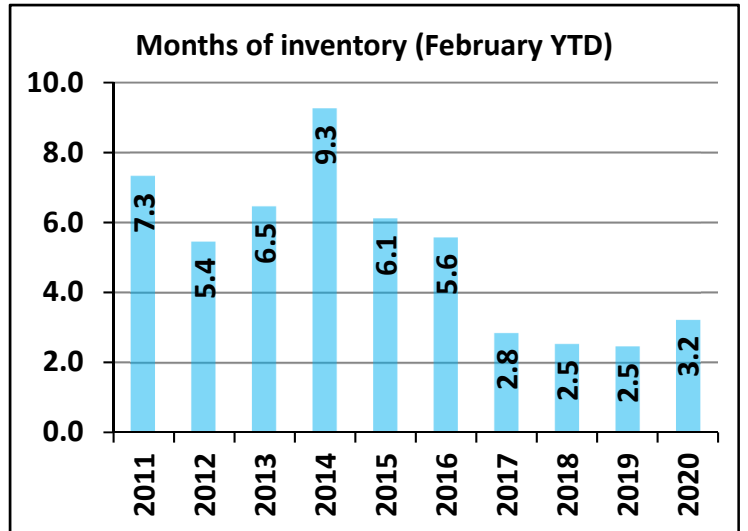
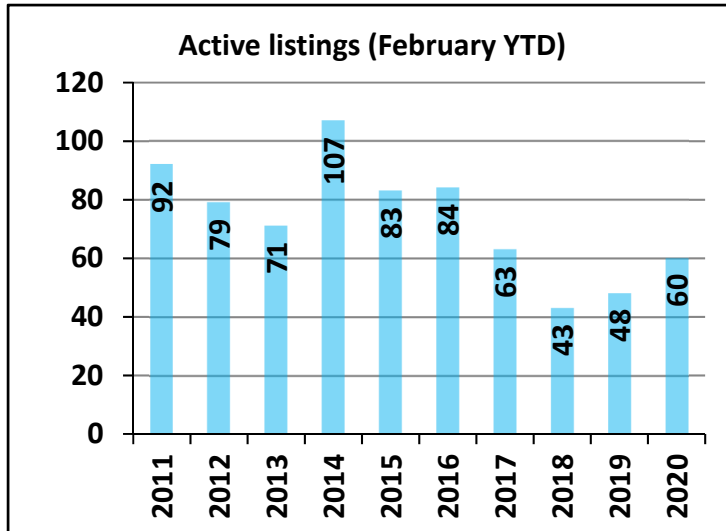
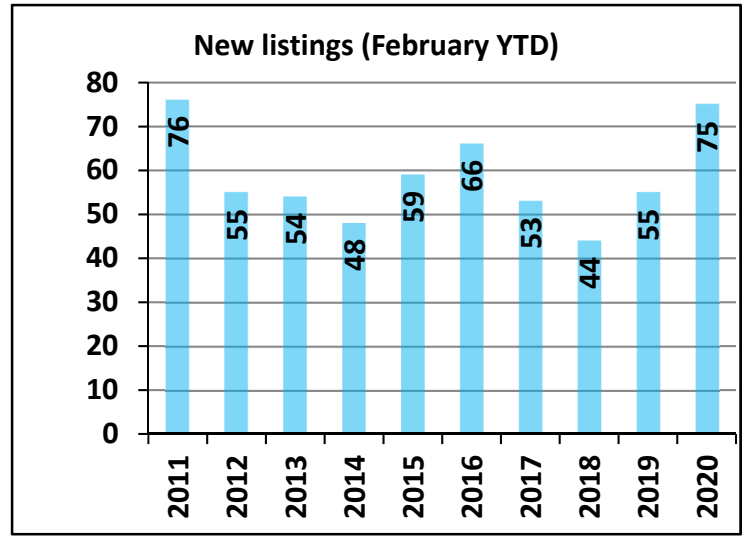
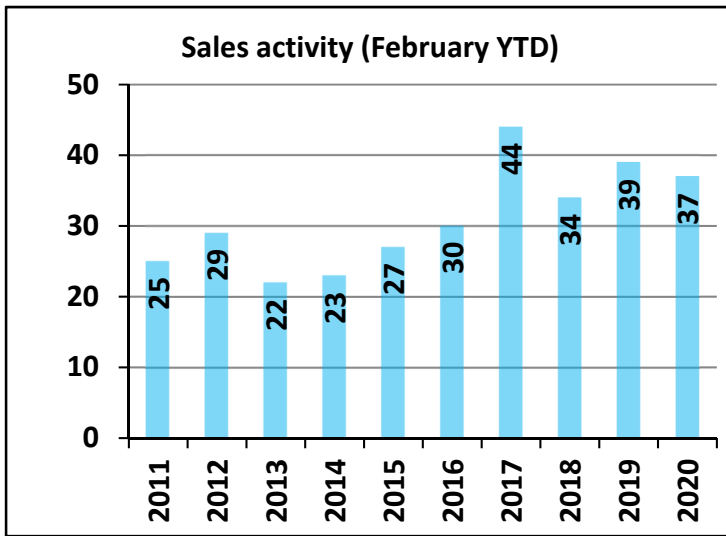
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	22	10.0	46.7	-21.4	4.8	144.4	29.4
Dollar Volume	\$10,766,378	45.9	121.1	24.0	121.5	449.9	206.3
New Listings	33	22.2	50.0	26.9	22.2	37.5	13.8
Active Listings	62	26.5	37.8	1.6	-26.2	-15.1	-26.2
Sales to New Listings Ratio ¹	66.7	74.1	68.2	107.7	77.8	37.5	58.6
Months of Inventory ²	2.8	2.5	3.0	2.2	4.0	8.1	4.9
Average Price	\$489,381	32.6	50.7	57.8	111.4	125.0	136.7

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	37	-5.1	8.8	-15.9	37.0	68.2	19.4
Dollar Volume	\$17,560,778	17.5	71.8	28.7	189.1	265.4	191.6
New Listings	75	36.4	70.5	41.5	27.1	38.9	27.1
Active Listings ³	60	25.0	39.5	-4.8	-27.7	-15.5	-27.7
Sales to New Listings Ratio ⁴	49.3	70.9	77.3	83.0	45.8	40.7	52.5
Months of Inventory ⁵	3.2	2.5	2.5	2.8	6.1	6.5	5.3
Average Price	\$474,616	23.8	57.9	53.1	110.9	117.3	144.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

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

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

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