



Residential Market Activity

April 2020



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

News Release

Tuesday, May 5th, 2020

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For Background: Bill Madder, 519-641-1400



Home Sales Drop in April, while Average Sales Price Remains Steady

London, ON – Local home sales decreased more than 50% in April, as the COVID-19 pandemic and the social distancing rules incurred by it slowed the momentum on what was shaping up to be another record year for LSTAR REALTORS®.

Last month, there were 469 home sales in the entire jurisdiction of the London and St. Thomas Association of REALTORS®, down 55.4% from April 2019 and 54.8% less than in April 2010. The number of LSTAR's listings dropped to 738 in April, which represents a 50.3% decrease from a year ago and 56.8% from ten years ago.

"As anticipated, the volume of sales was one of the lowest for April since the Association started tracking data, back in 1978," said 2020 LSTAR President Blair Campbell. "However, when analyzing these figures, one has to take into account a few facts: at the beginning of April, the Government of Ontario prohibited open houses, many Sellers decided to postpone putting their properties on the market and many REALTORS® stopped trading in order to protect their families and their clients. Now, with the provincial Government planning to re-open the economy, we are expecting that, once that happens, the local markets will start to gradually recover," he added.

Compared to a year ago, the overall average home price saw an increase of 0.4%, rising to \$423,143 in April. This average sales price includes all housing types - from single detached homes to high rise apartment condominiums. In the five major areas of LSTAR's region, average home sales price performed differently. The following table illustrates last month's average home prices by area and how they compare to the values recorded at the end of April 2019.

Area	April Average Sale Price	Change over April 2019
Elgin County	\$390,009	↓4.1%
London	\$430,354	↑0.2%
Middlesex County	\$558,933	↑ 18.8%
St. Thomas	\$367,566	↑3.1%
Strathroy	\$364,718	↓13.3%
LSTAR	\$423,143	↑ 0.4%

“Looking at London’s three main geographic areas, London South saw the highest number of home sales last month, while London North saw the biggest price gain compared to April 2019,” Campbell said.

The average home price in London East was \$353,009, up 3.7% from the same time last year, while in London North increased 4.6% over the same period to \$530,499. In London South, which also includes data from the west of the City, the average home price was \$428,479, down 1.6% over April 2019. St. Thomas saw an average price of \$367,566, an increase of 3.1% from last April.

According to a report by the Canadian Real Estate Association, last month, in London, the median number of days that a home was on the market was 14 - up from 9 days in April 2019. In Elgin County, the median number of days spent by a home on the market was 18 - up from 16.5; in Middlesex County it was 16 - up from 15.5; in St. Thomas it was 14 days – up from 11; and in Strathroy was 8, down from 12 as compared to a year ago.

The following table is based on data taken from the CREA National Price Map for March 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	March Sale Price
Greater Vancouver*	\$1,033,700
Greater Toronto*	\$865,200
Fraser Valley*	\$847,300
Victoria*	\$716,000
Hamilton-Burlington*	\$656,400
Kitchener-Waterloo	\$576,996
Ottawa*	\$472,800
Niagara Region*	\$448,000
London St. Thomas	\$447,152
Calgary*	\$411,700
Windsor-Essex	\$353,064
Edmonton*	\$315,000
CANADA	\$541,926

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.

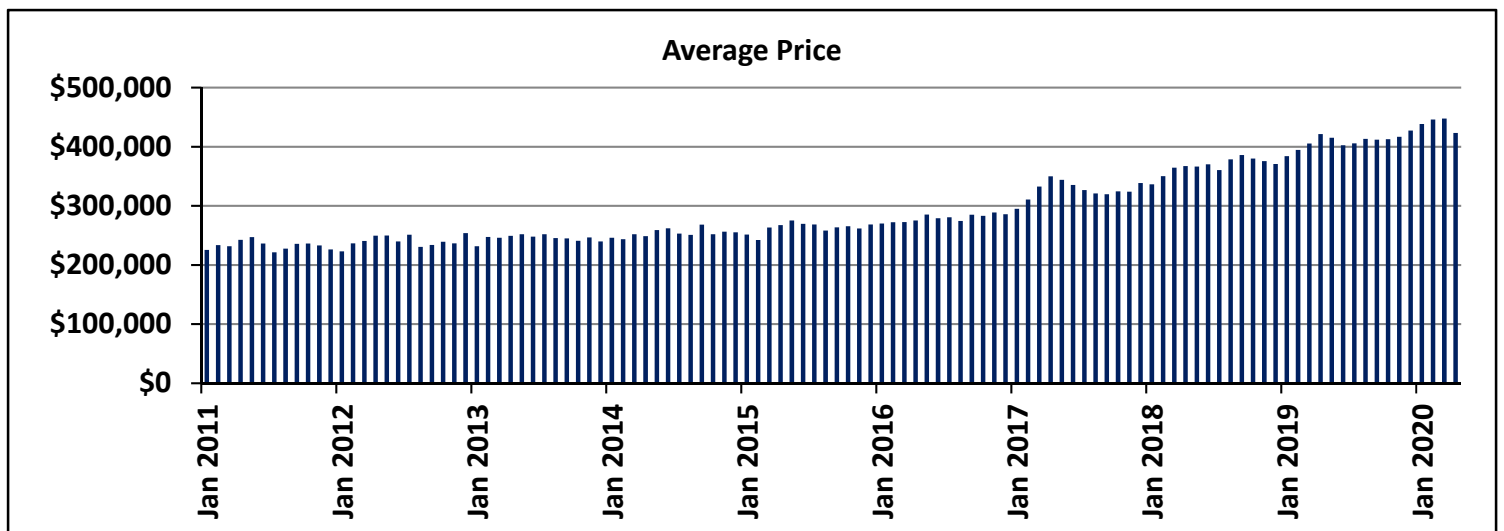
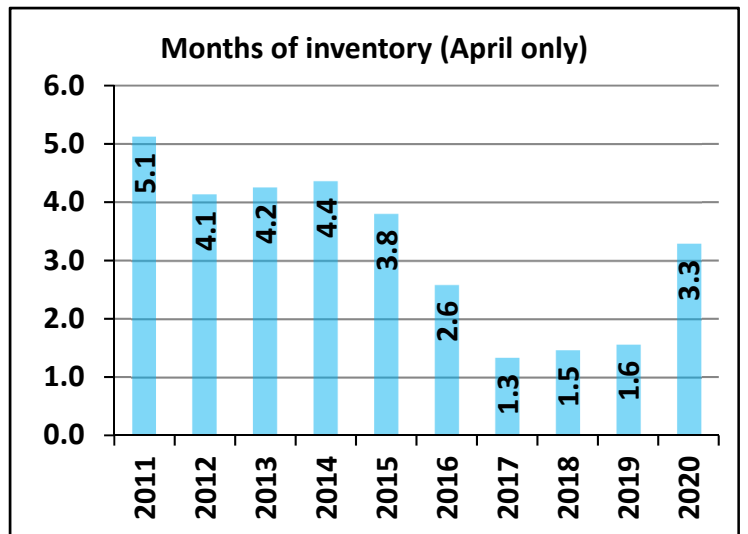
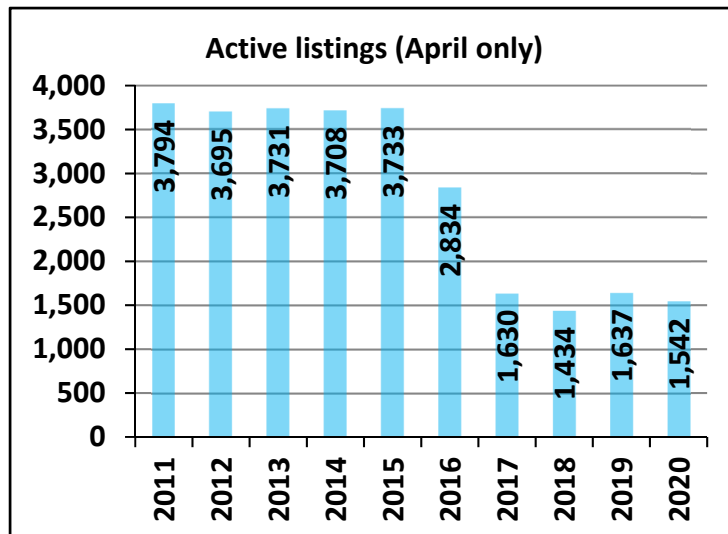
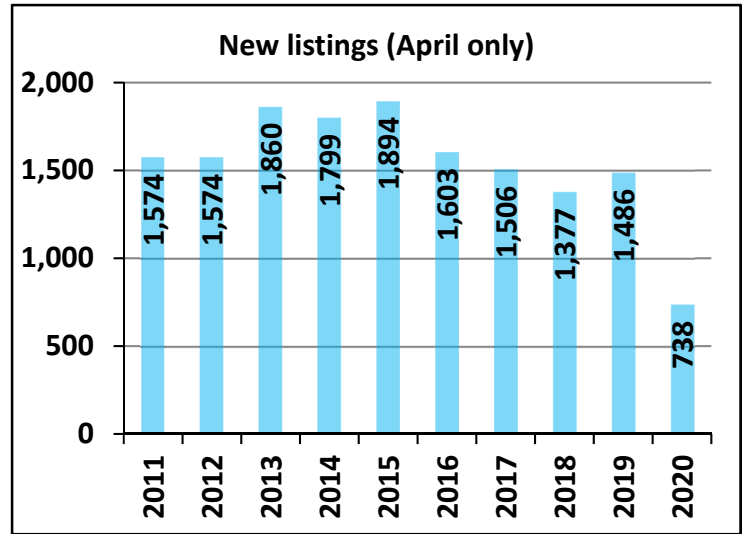
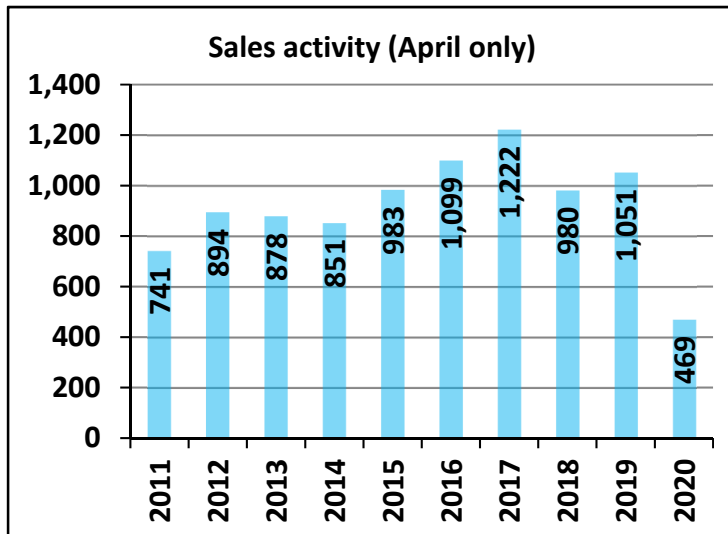
"This means that our April home sales would bring more than \$20 million back into the local economy throughout the next few years," Campbell said. "The business of real estate is one of the most important drivers of the economy. That is why we are trying hard to provide our Members with the knowledge and tools they need to continue trading in these most unusual circumstances," 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 10 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*

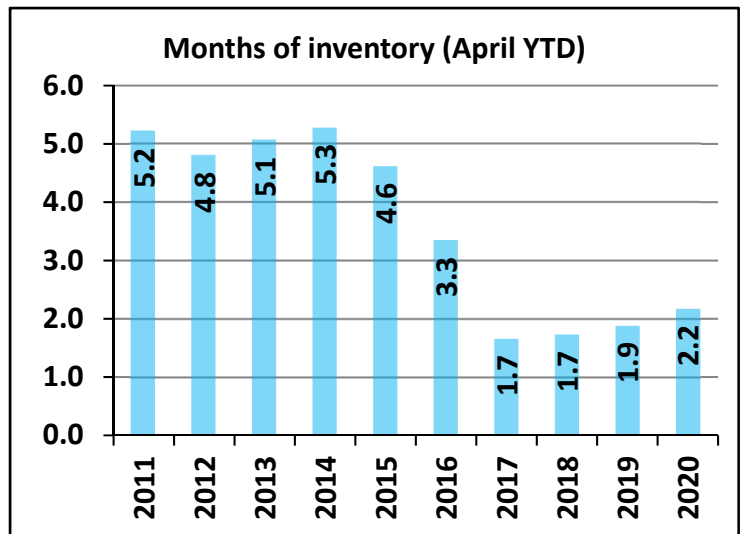
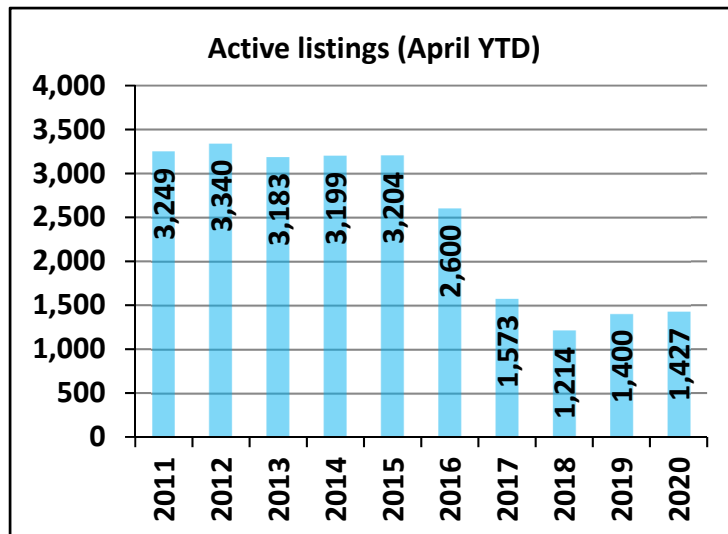
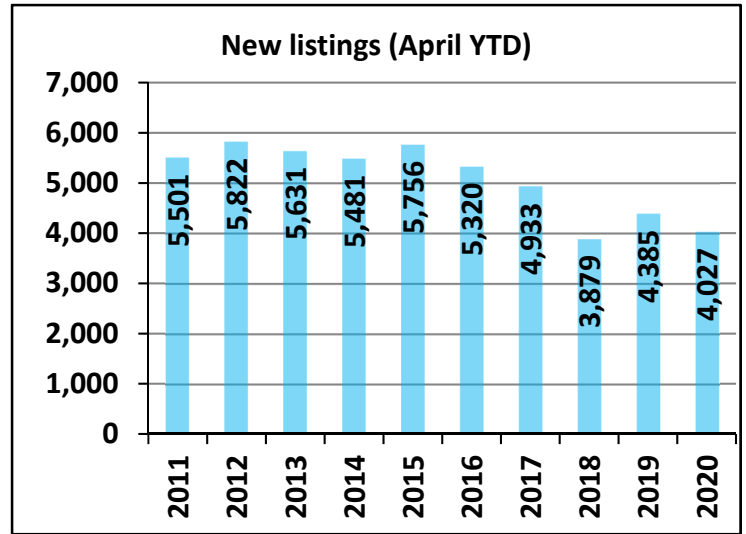
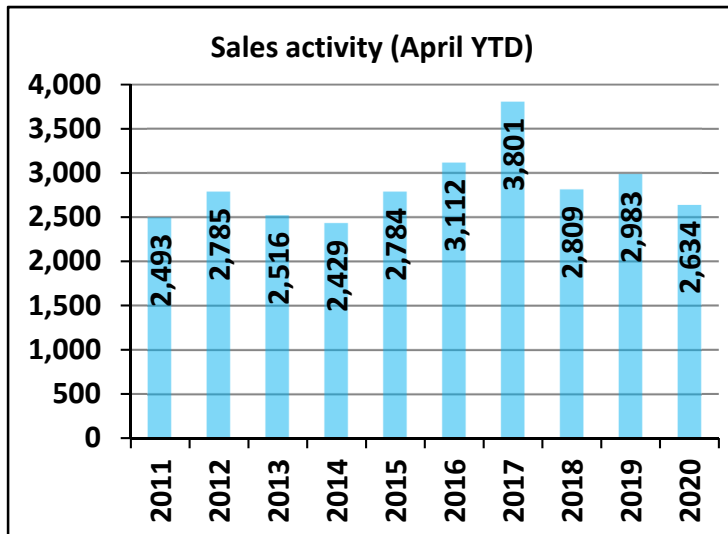
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	469	-55.4	-52.1	-61.6	-52.3	-46.6	-54.8
Dollar Volume	\$198,454,039	-55.2	-44.8	-53.6	-24.5	-9.3	-19.0
New Listings	738	-50.3	-46.4	-51.0	-61.0	-60.3	-56.8
Active Listings	1,542	-5.8	7.5	-5.4	-58.7	-58.7	-55.6
Sales to New Listings Ratio ¹	63.6	70.7	71.2	81.1	51.9	47.2	60.7
Months of Inventory ²	3.3	1.6	1.5	1.3	3.8	4.2	3.3
Average Price	\$423,143	0.4	15.3	21.0	58.3	69.7	79.3

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	2,634	-11.7	-6.2	-30.7	-5.4	4.7	-11.8
Dollar Volume	\$1,161,057,466	-3.9	15.5	-6.9	61.3	88.4	69.8
New Listings	4,027	-8.2	3.8	-18.4	-30.0	-28.5	-28.9
Active Listings ³	1,427	1.9	17.5	-9.3	-55.5	-55.2	-52.4
Sales to New Listings Ratio ⁴	65.4	68.0	72.4	77.1	48.4	44.7	52.7
Months of Inventory ⁵	2.2	1.9	1.7	1.7	4.6	5.1	4.0
Average Price	\$440,796	8.8	23.1	34.4	70.4	80.0	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

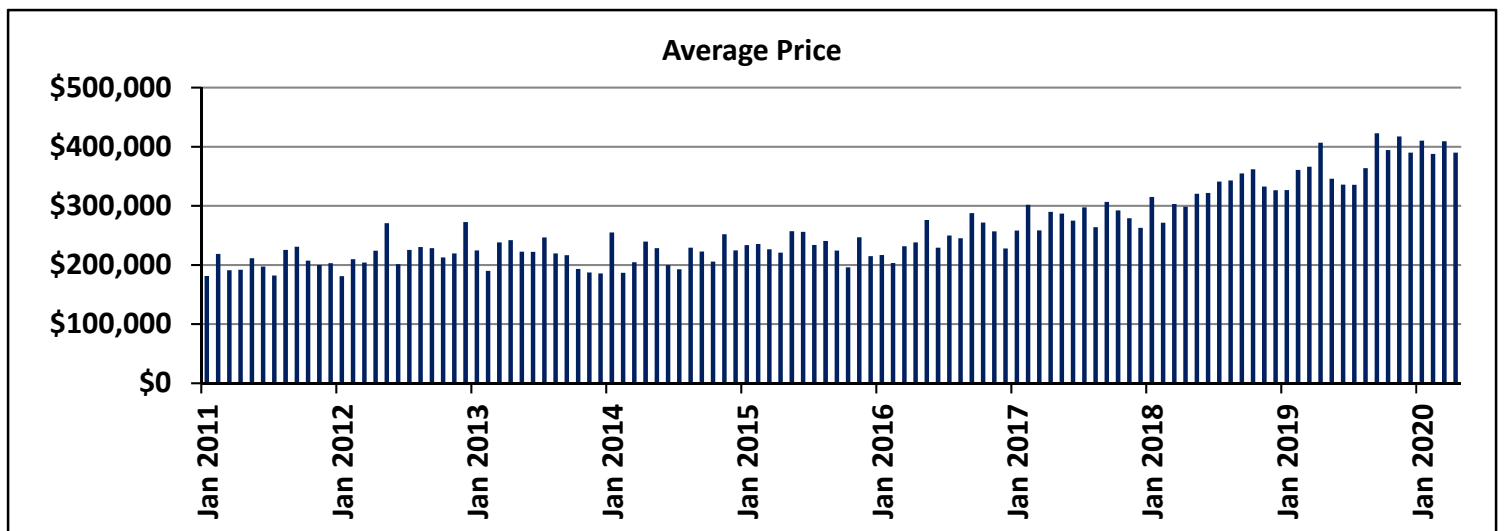
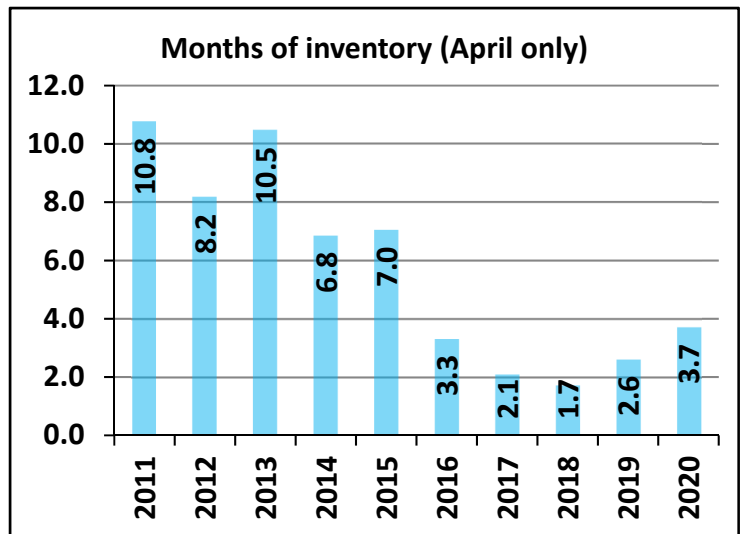
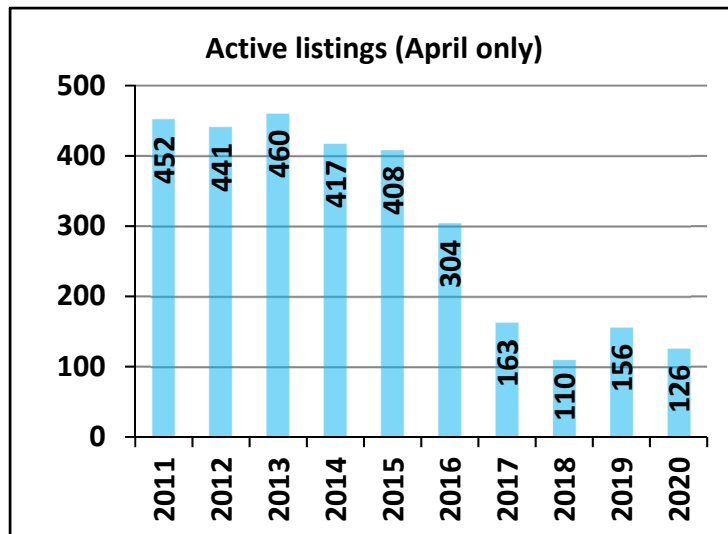
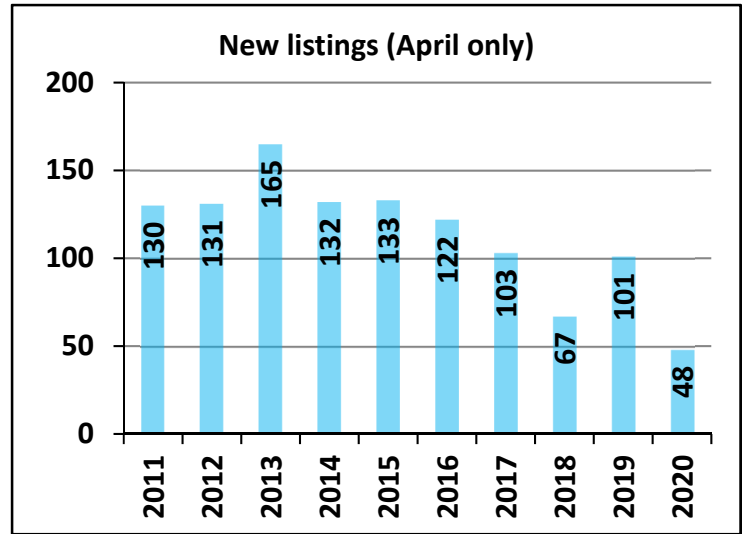
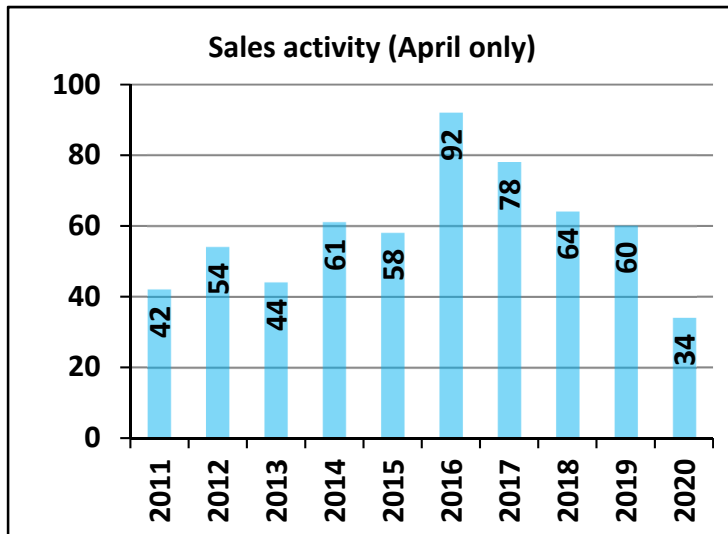
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⁵ Average active listings from January to current month / average sales from January to current month

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

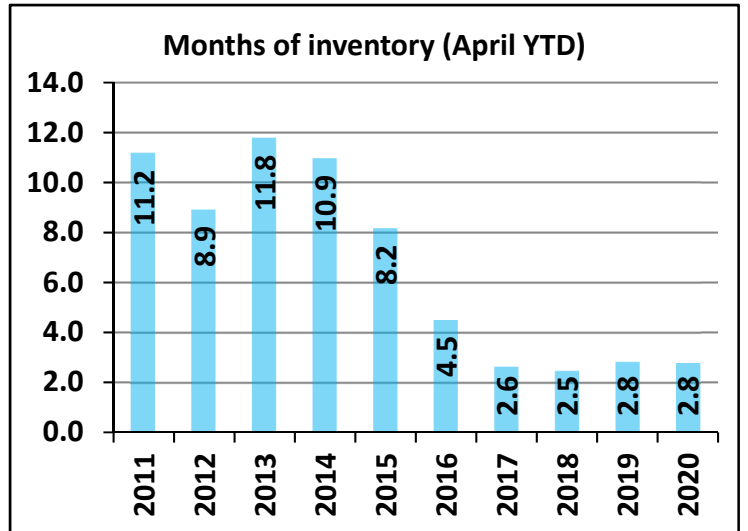
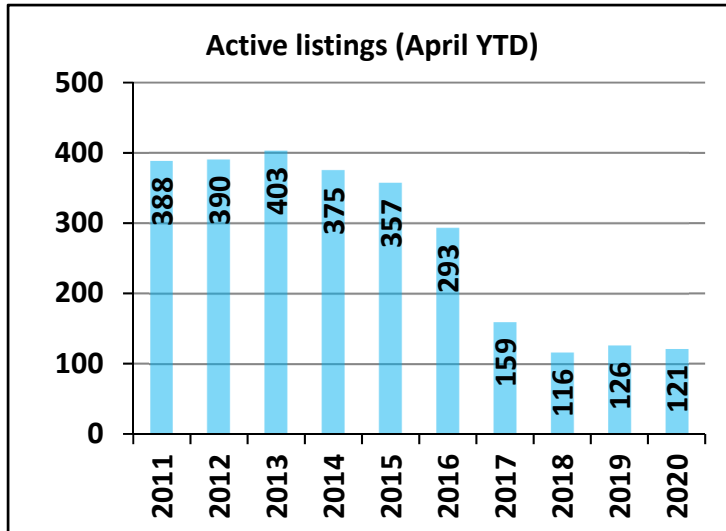
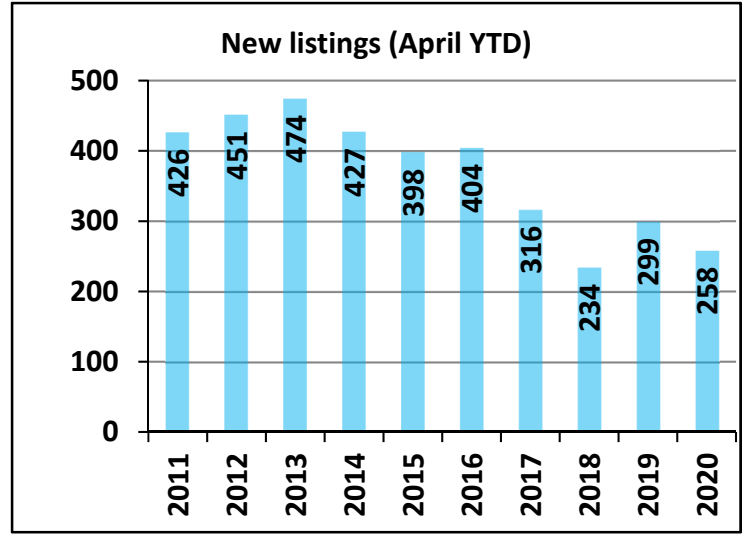
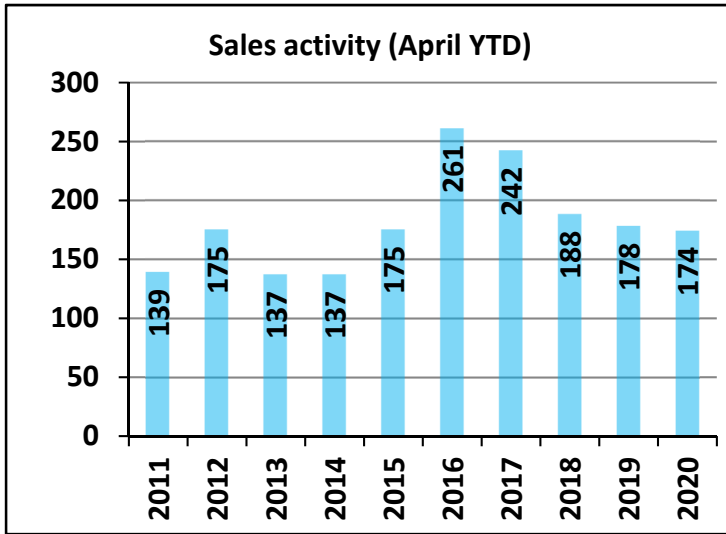
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	34	-43.3	-46.9	-56.4	-41.4	-22.7	-35.8
Dollar Volume	\$13,260,300	-45.6	-30.6	-41.3	3.5	24.5	30.7
New Listings	48	-52.5	-28.4	-53.4	-63.9	-70.9	-64.4
Active Listings	126	-19.2	14.5	-22.7	-69.1	-72.6	-75.1
Sales to New Listings Ratio ¹	70.8	59.4	95.5	75.7	43.6	26.7	39.3
Months of Inventory ²	3.7	2.6	1.7	2.1	7.0	10.5	9.5
Average Price	\$390,009	-4.1	30.7	34.6	76.6	61.2	103.7

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	174	-2.2	-7.4	-28.1	-0.6	27.0	-8.4
Dollar Volume	\$69,560,310	5.5	24.6	3.9	74.4	124.9	86.6
New Listings	258	-13.7	10.3	-18.4	-35.2	-45.6	-50.6
Active Listings ³	121	-4.0	4.3	-23.9	-66.1	-70.0	-72.1
Sales to New Listings Ratio ⁴	67.4	59.5	80.3	76.6	44.0	28.9	36.4
Months of Inventory ⁵	2.8	2.8	2.5	2.6	8.2	11.8	9.1
Average Price	\$399,772	7.9	34.6	44.5	75.4	77.1	103.7

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

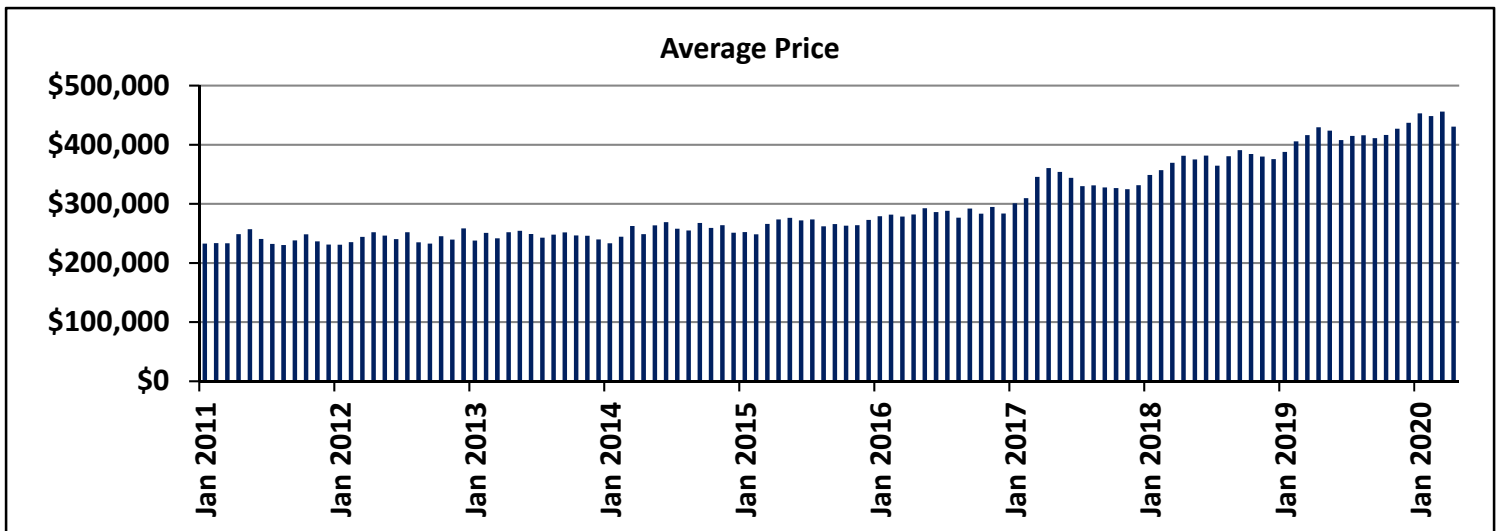
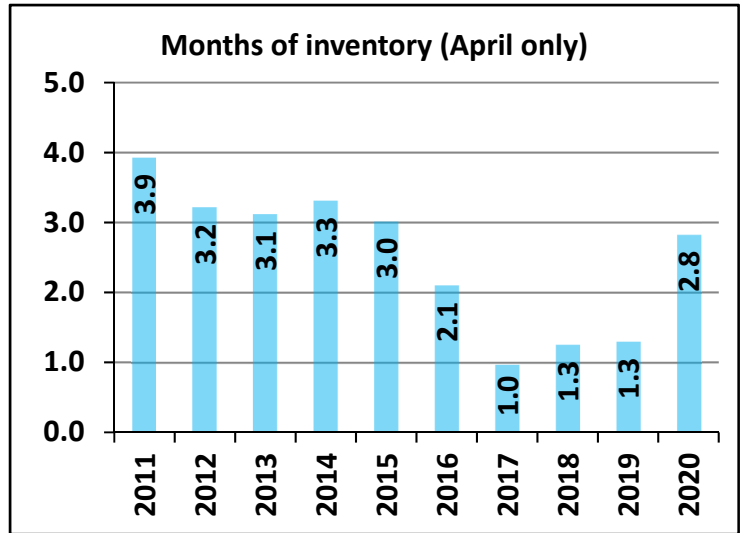
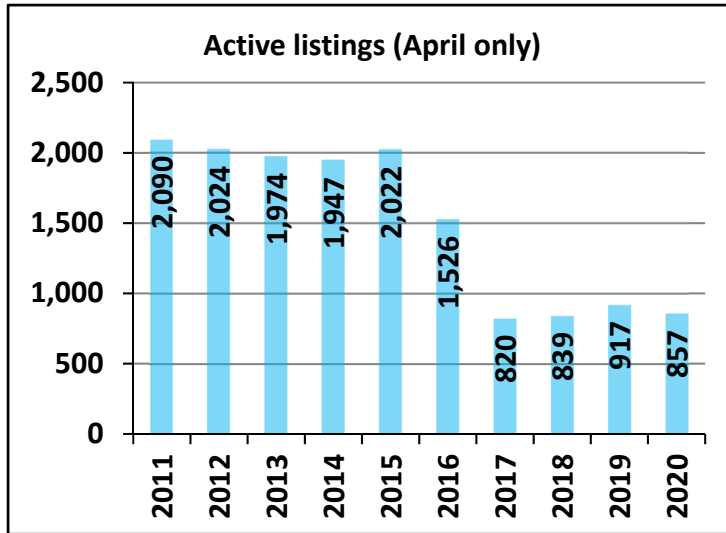
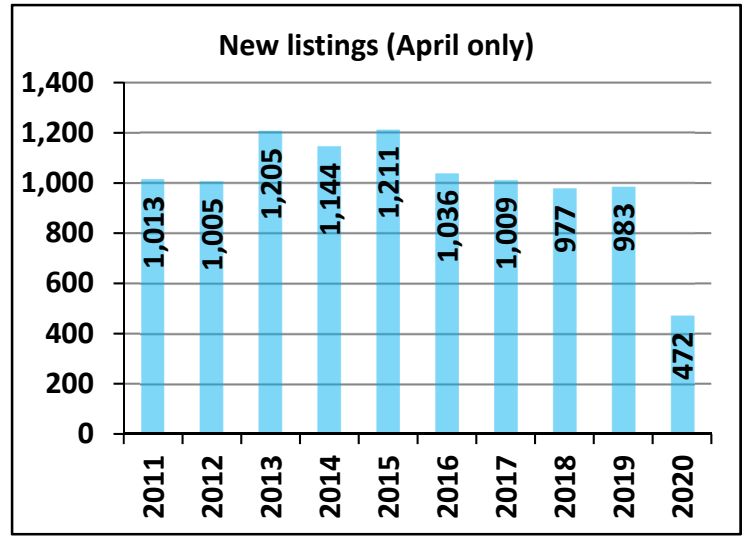
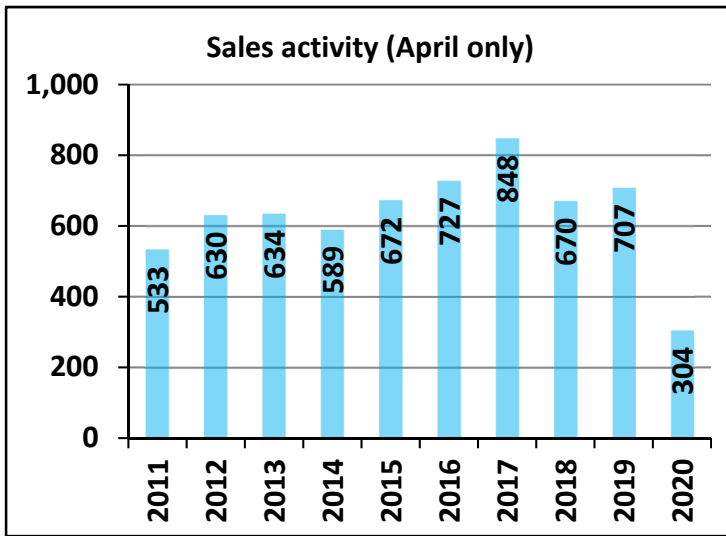
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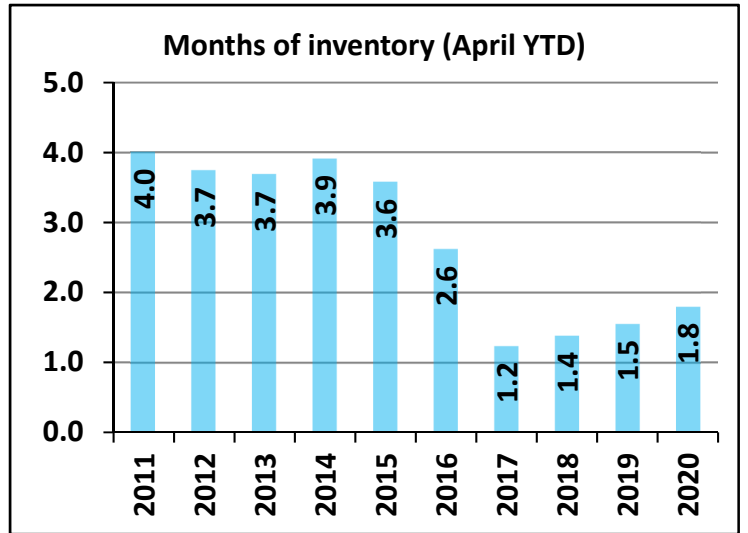
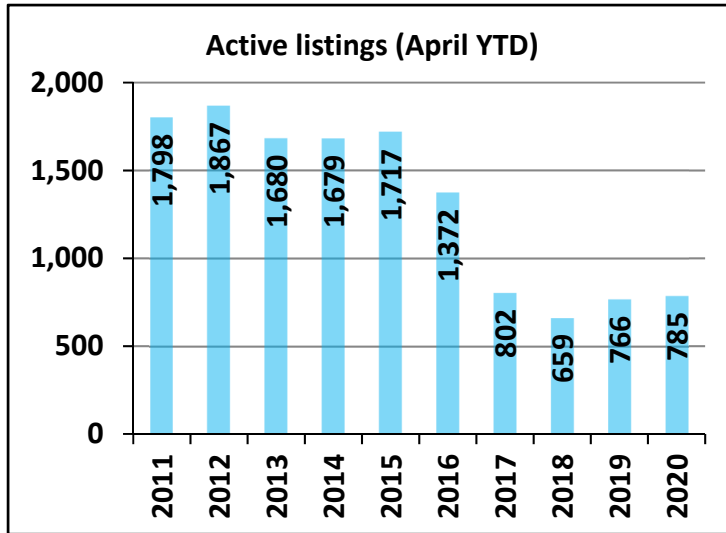
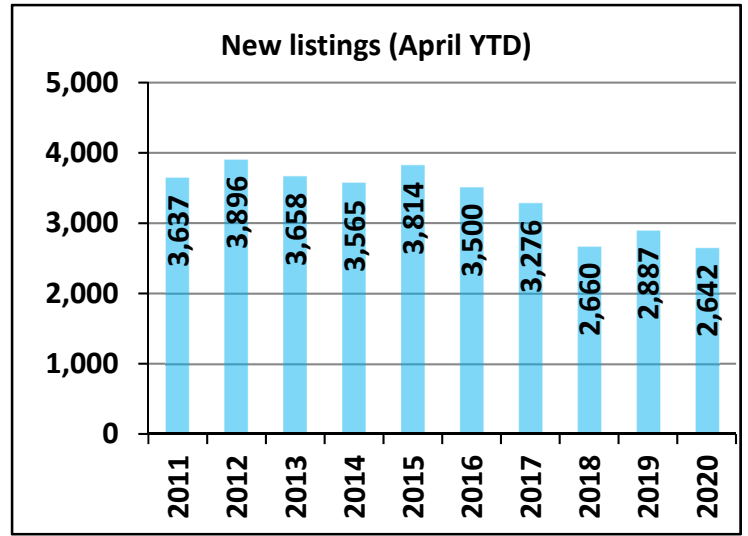
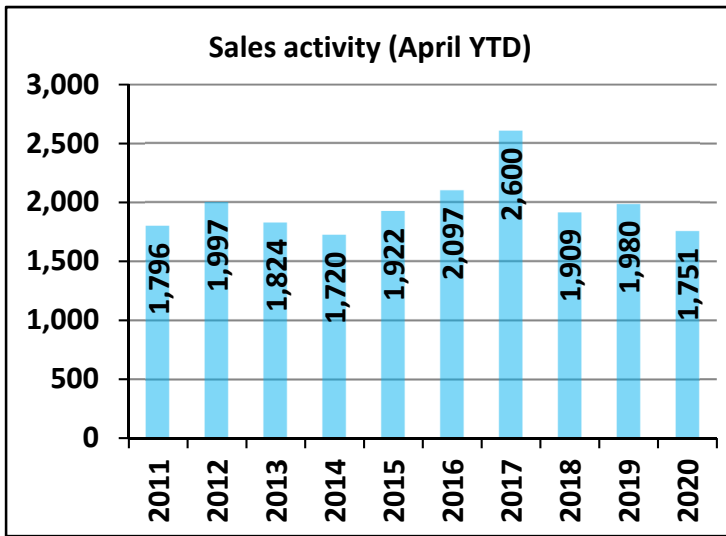
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	304	-57.0	-54.6	-64.2	-54.8	-52.1	-58.9
Dollar Volume	\$130,827,533	-56.9	-48.8	-57.2	-28.8	-18.0	-27.6
New Listings	472	-52.0	-51.7	-53.2	-61.0	-60.8	-59.1
Active Listings	857	-6.5	2.1	4.5	-57.6	-56.6	-53.1
Sales to New Listings Ratio ¹	64.4	71.9	68.6	84.0	55.5	52.6	64.1
Months of Inventory ²	2.8	1.3	1.3	1.0	3.0	3.1	2.5
Average Price	\$430,354	0.2	12.9	19.4	57.4	70.9	76.0

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	1,751	-11.6	-8.3	-32.7	-8.9	-4.0	-17.7
Dollar Volume	\$785,887,476	-4.1	11.9	-10.2	55.6	74.7	57.7
New Listings	2,642	-8.5	-0.7	-19.4	-30.7	-27.8	-29.1
Active Listings ³	785	2.5	19.1	-2.1	-54.3	-53.3	-49.4
Sales to New Listings Ratio ⁴	66.3	68.6	71.8	79.4	50.4	49.9	57.1
Months of Inventory ⁵	1.8	1.5	1.4	1.2	3.6	3.7	2.9
Average Price	\$448,822	8.5	22.0	33.3	70.8	81.9	91.7

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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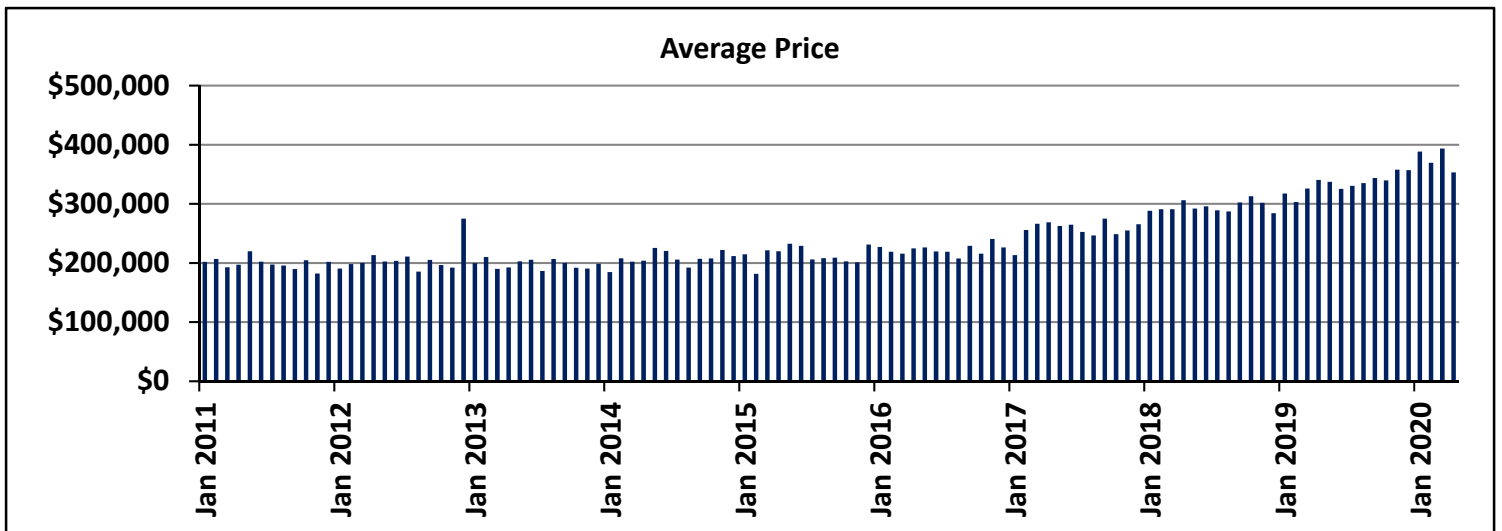
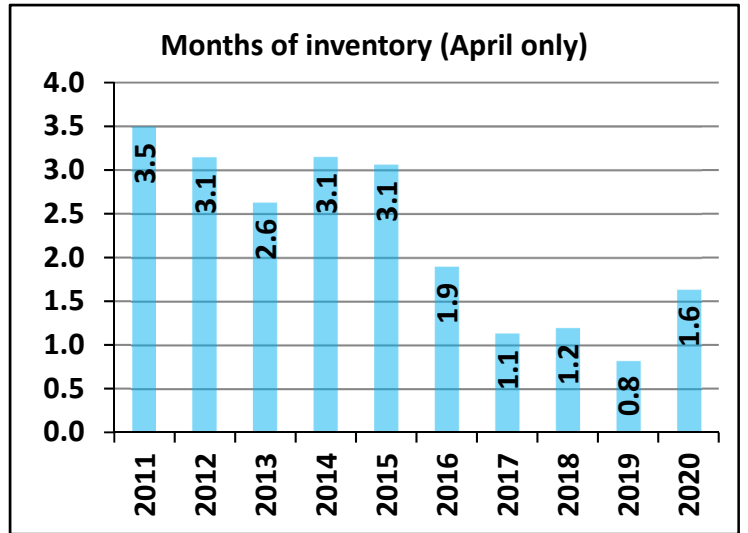
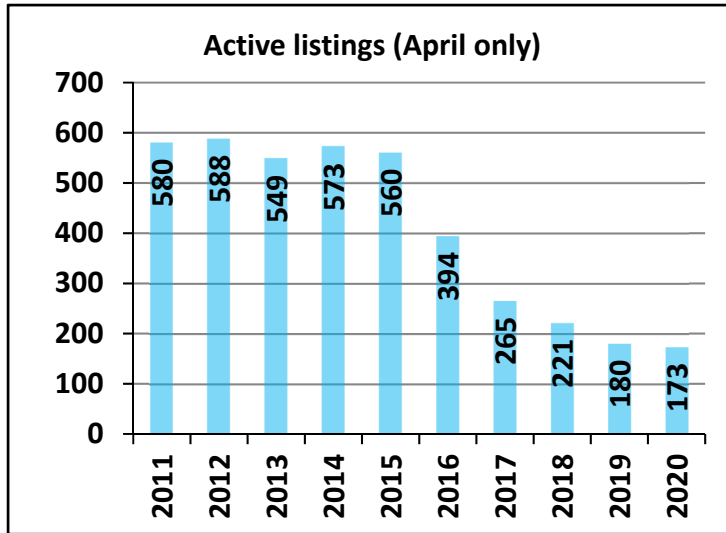
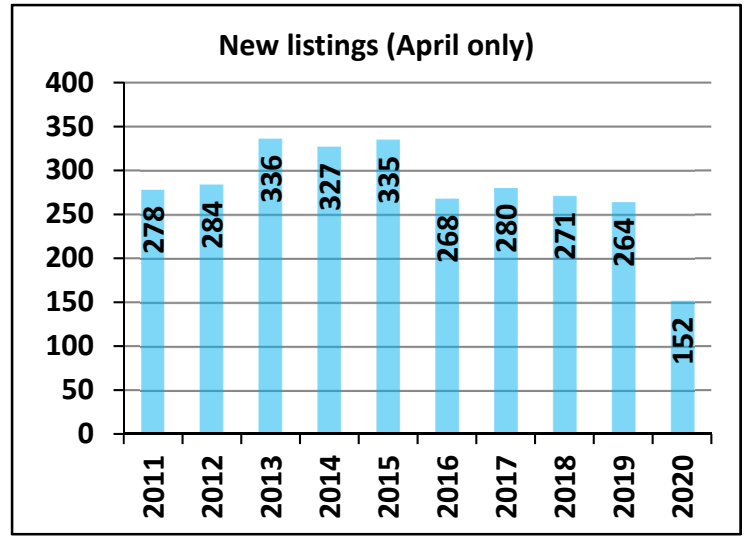
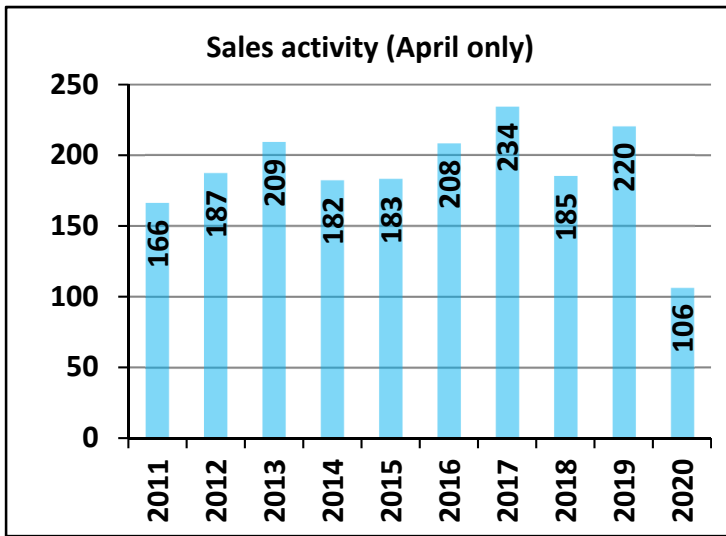
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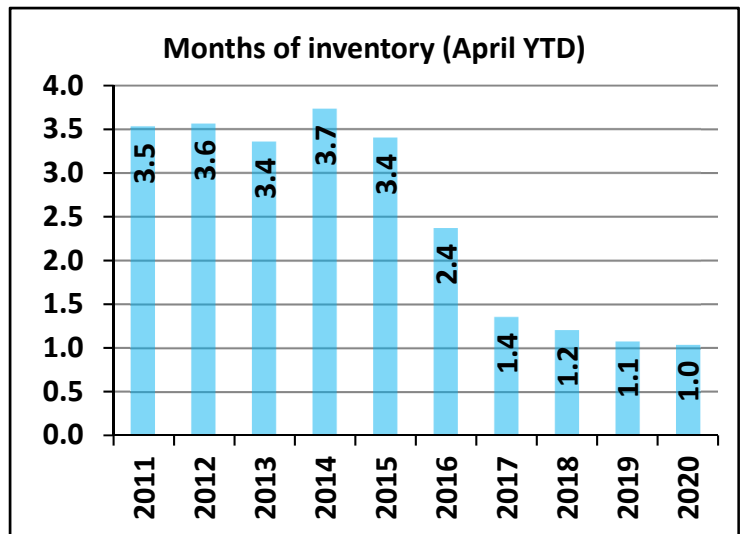
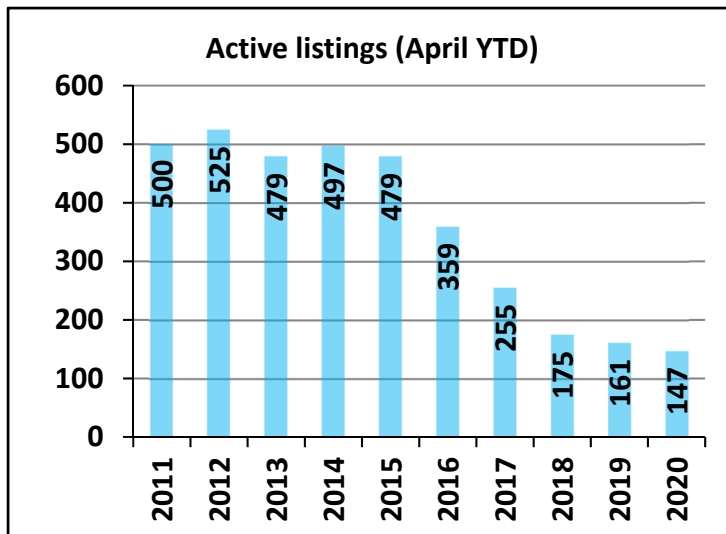
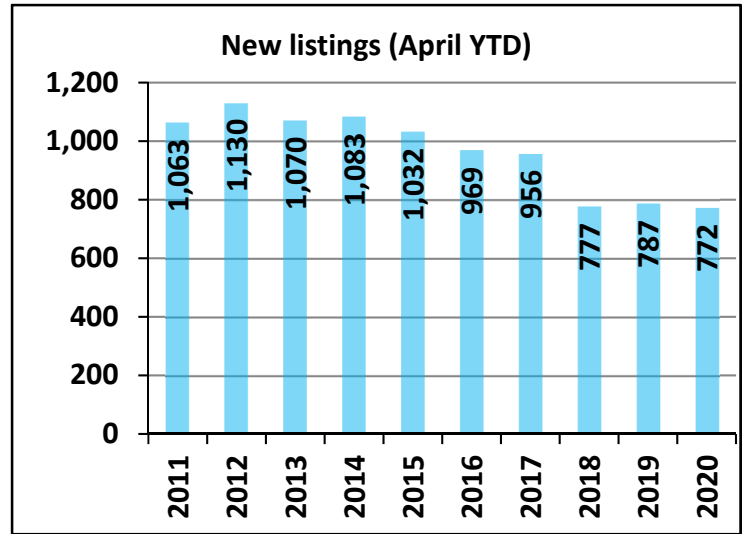
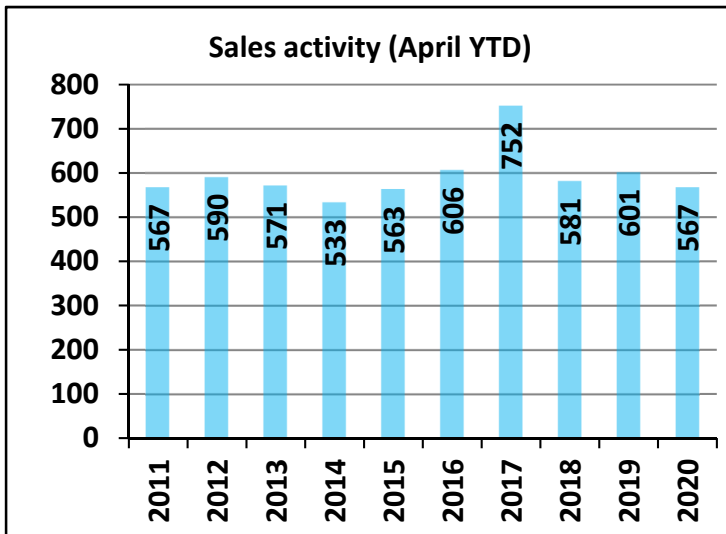
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	106	-51.8	-42.7	-54.7	-42.1	-49.3	-48.8
Dollar Volume	\$37,418,980	-50.0	-33.9	-40.5	-6.9	-6.9	-10.8
New Listings	152	-42.4	-43.9	-45.7	-54.6	-54.8	-56.3
Active Listings	173	-3.9	-21.7	-34.7	-69.1	-68.5	-67.3
Sales to New Listings Ratio ¹	69.7	83.3	68.3	83.6	54.6	62.2	59.5
Months of Inventory ²	1.6	0.8	1.2	1.1	3.1	2.6	2.6
Average Price	\$353,009	3.7	15.3	31.4	60.7	83.6	74.1

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	567	-5.7	-2.4	-24.6	0.7	-0.7	-7.8
Dollar Volume	\$214,732,866	9.7	25.1	11.4	80.2	90.9	84.1
New Listings	772	-1.9	-0.6	-19.2	-25.2	-27.9	-29.8
Active Listings ³	147	-8.7	-16.0	-42.4	-69.3	-69.3	-65.7
Sales to New Listings Ratio ⁴	73.4	76.4	74.8	78.7	54.6	53.4	56.0
Months of Inventory ⁵	1.0	1.1	1.2	1.4	3.4	3.4	2.8
Average Price	\$378,718	16.3	28.2	47.8	78.9	92.3	99.7

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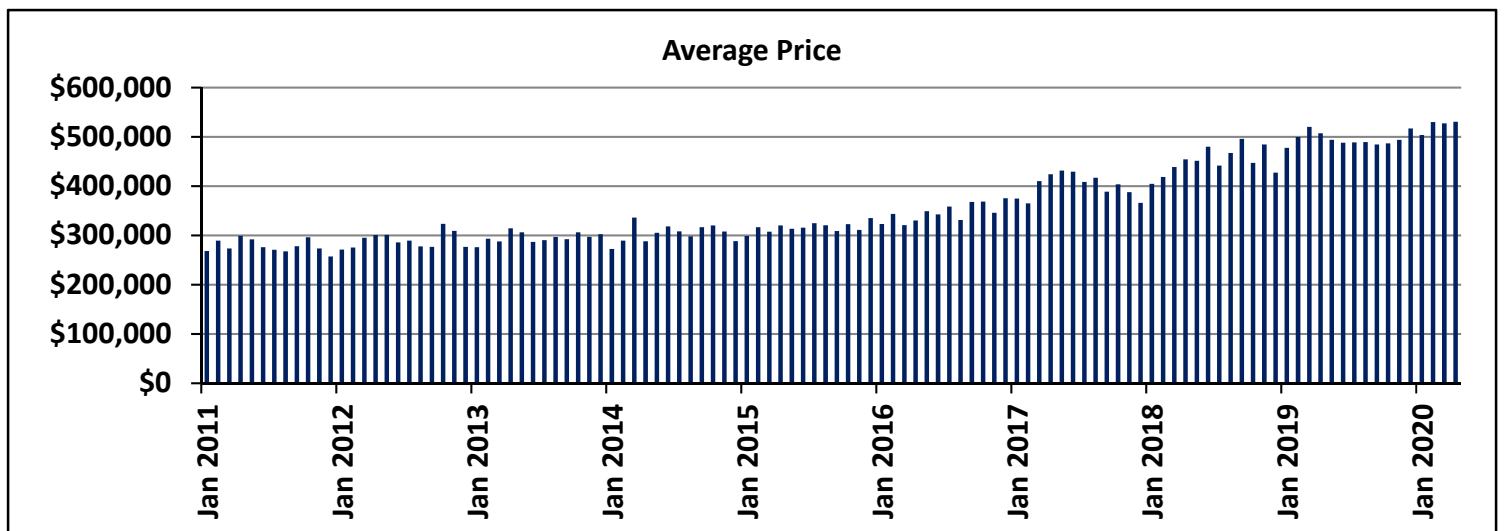
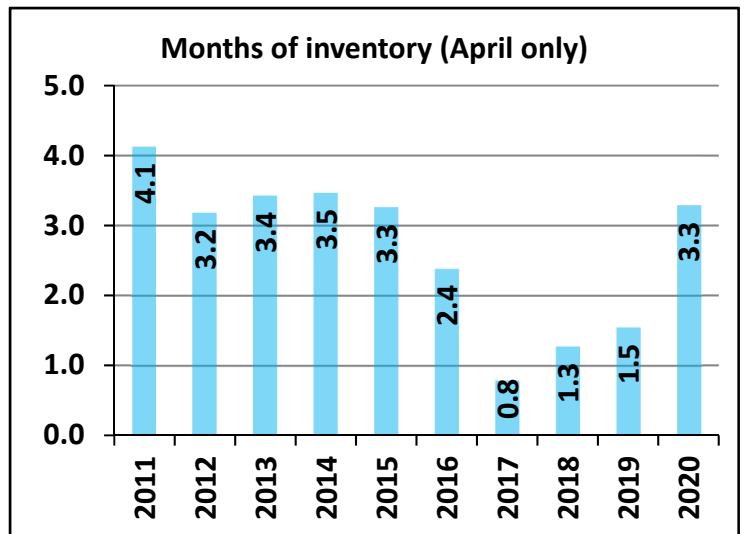
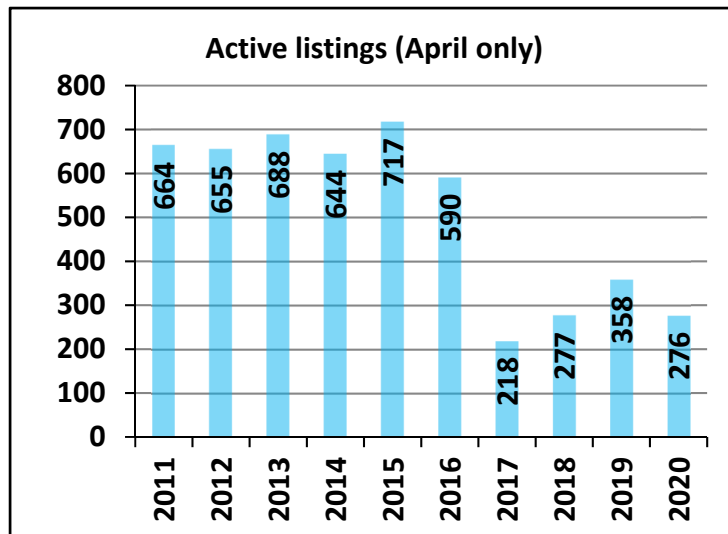
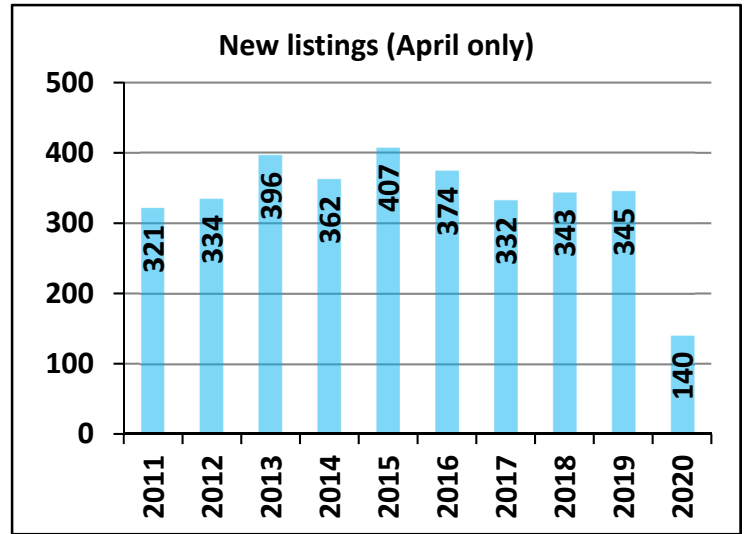
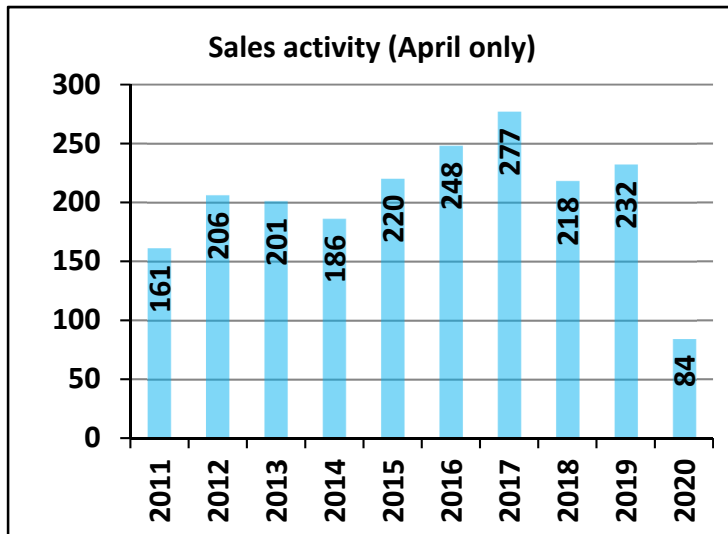
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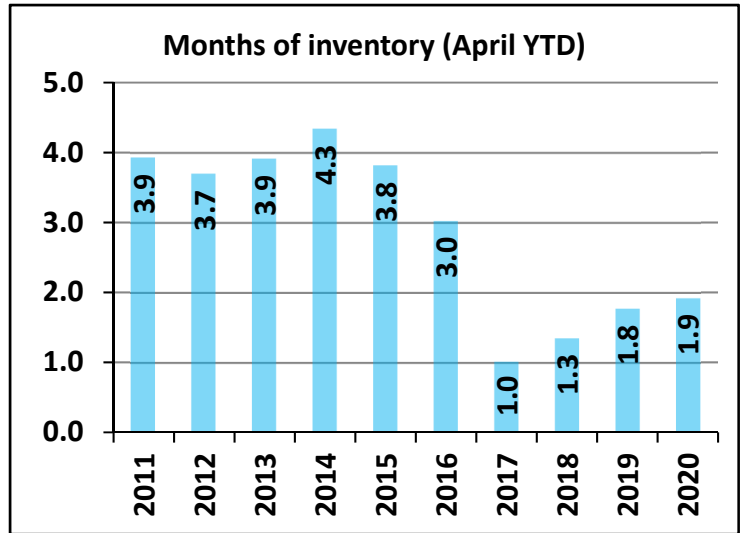
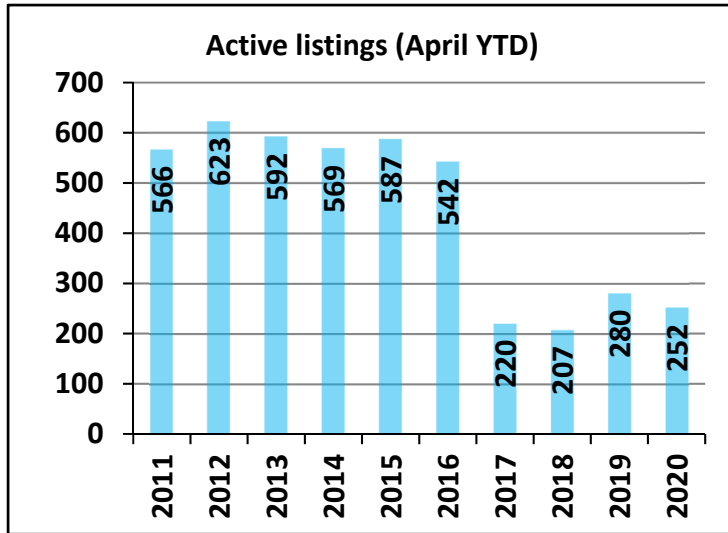
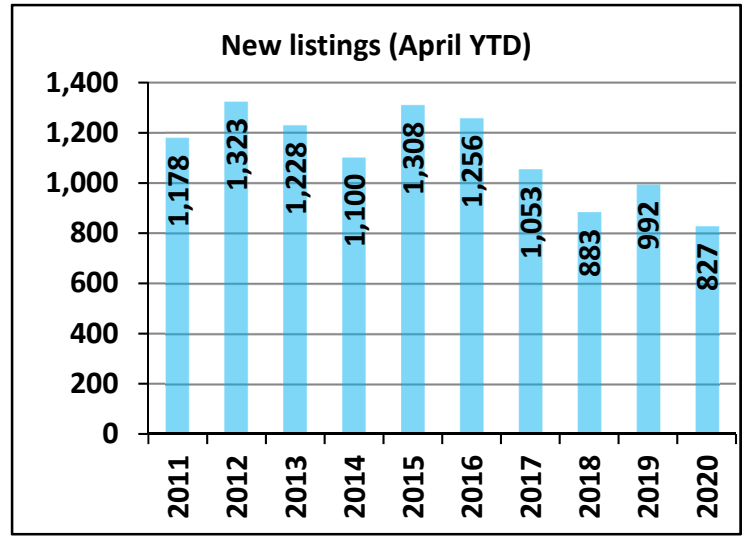
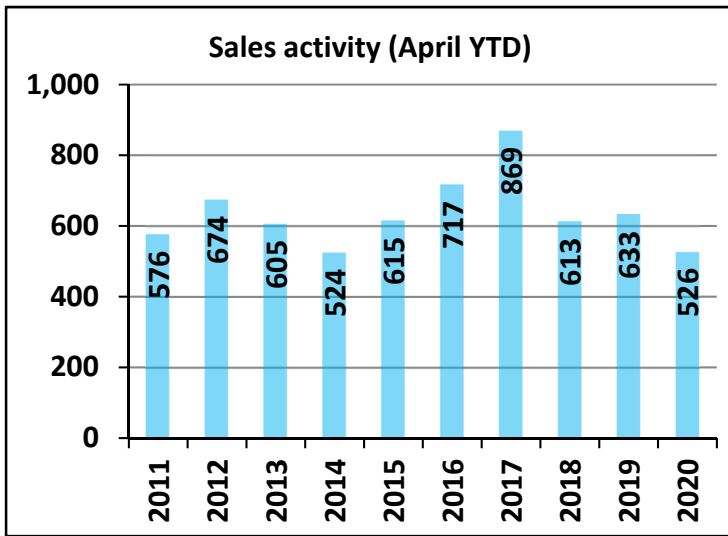
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	84	-63.8	-61.5	-69.7	-61.8	-58.2	-62.8
Dollar Volume	\$44,561,902	-62.1	-55.0	-62.1	-36.7	-29.4	-32.4
New Listings	140	-59.4	-59.2	-57.8	-65.6	-64.6	-59.7
Active Listings	276	-22.9	-0.4	26.6	-61.5	-59.9	-49.6
Sales to New Listings Ratio ¹	60.0	67.2	63.6	83.4	54.1	50.8	65.1
Months of Inventory ²	3.3	1.5	1.3	0.8	3.3	3.4	2.4
Average Price	\$530,499	4.6	16.8	25.1	65.7	68.9	81.7

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	526	-16.9	-14.2	-39.5	-14.5	-13.1	-20.2
Dollar Volume	\$275,374,742	-13.7	3.1	-20.9	43.4	53.8	52.7
New Listings	827	-16.6	-6.3	-21.5	-36.8	-32.7	-27.3
Active Listings ³	252	-10.0	21.7	14.5	-57.1	-57.4	-46.7
Sales to New Listings Ratio ⁴	63.6	63.8	69.4	82.5	47.0	49.3	57.9
Months of Inventory ⁵	1.9	1.8	1.3	1.0	3.8	3.9	2.9
Average Price	\$523,526	3.8	20.1	30.7	67.6	76.9	91.3

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

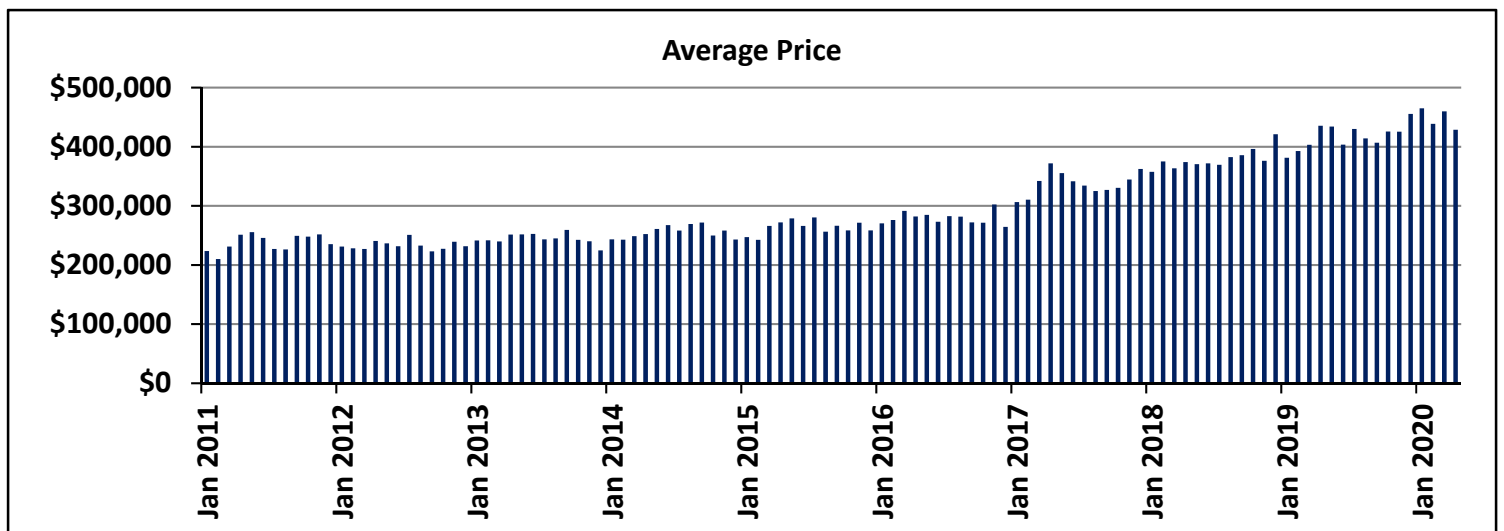
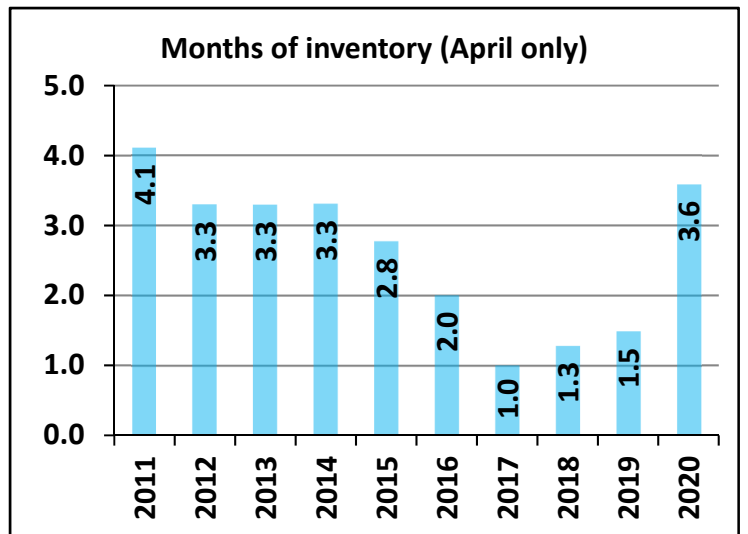
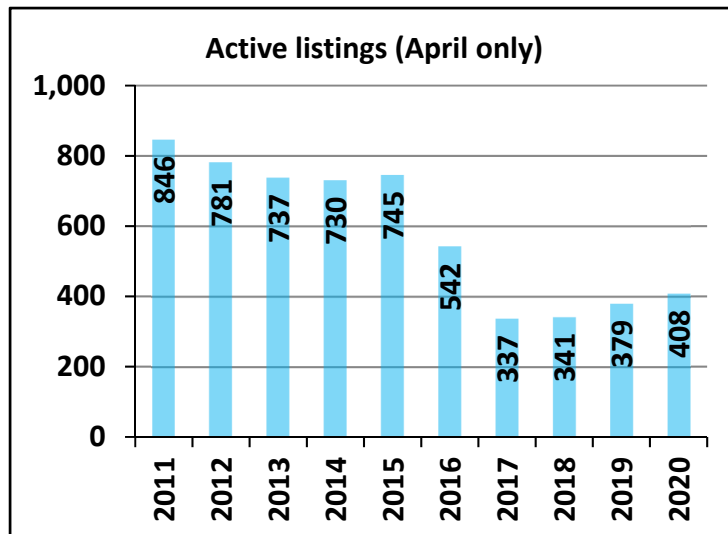
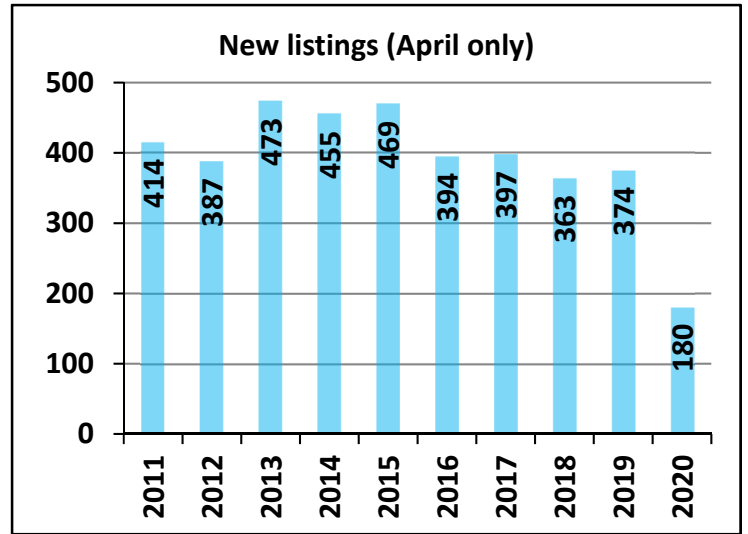
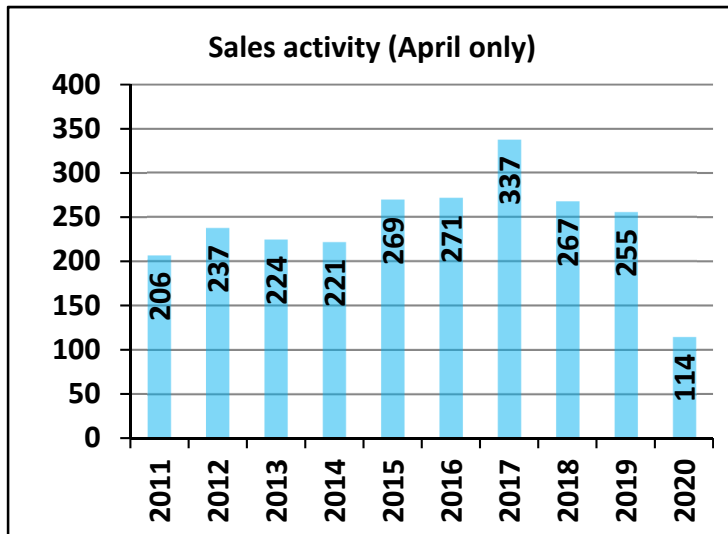
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

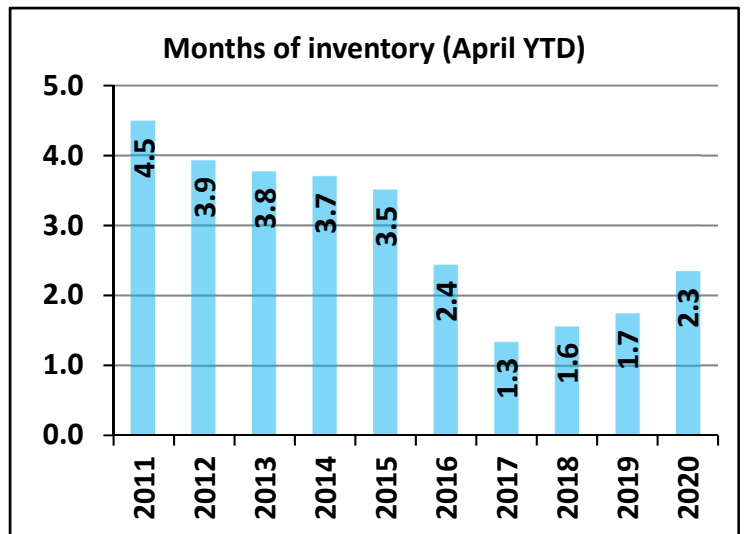
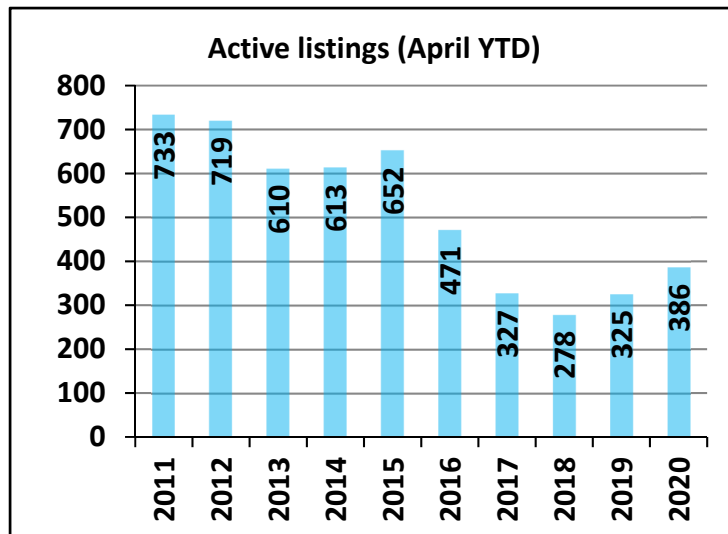
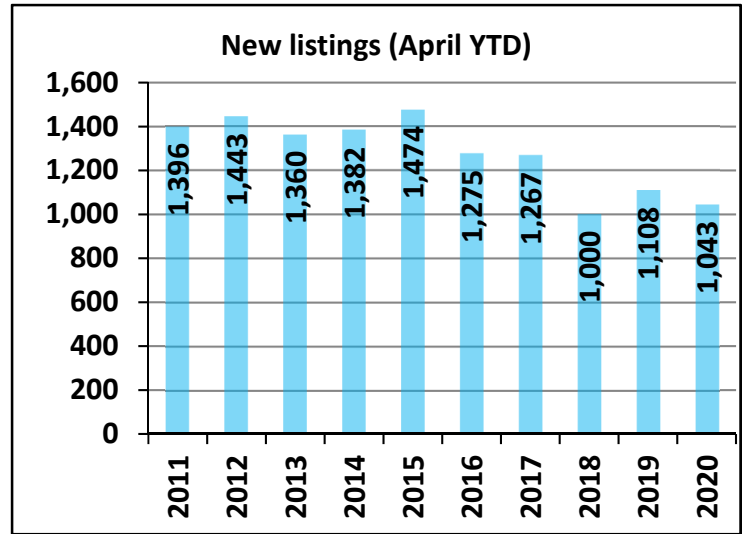
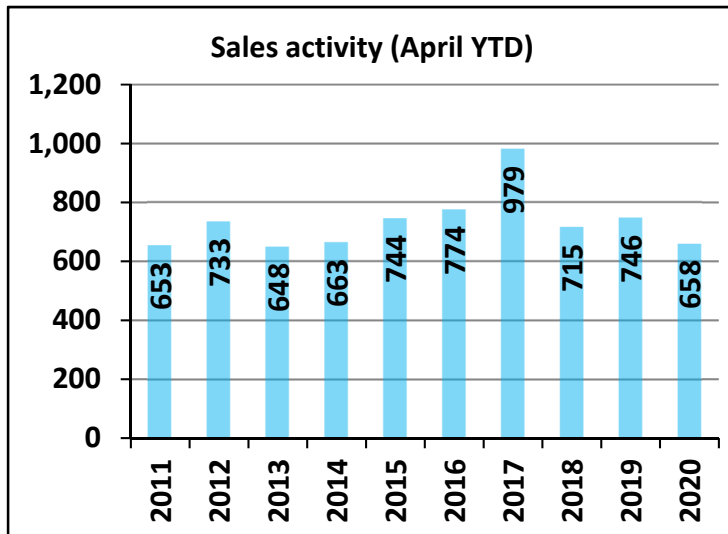
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	114	-55.3	-57.3	-66.2	-57.6	-49.1	-62.7
Dollar Volume	\$48,846,651	-56.0	-51.1	-61.0	-33.2	-13.2	-32.9
New Listings	180	-51.9	-50.4	-54.7	-61.6	-61.9	-60.7
Active Listings	408	7.7	19.6	21.1	-45.2	-44.6	-45.5
Sales to New Listings Ratio ¹	63.3	68.2	73.6	84.9	57.4	47.4	66.8
Months of Inventory ²	3.6	1.5	1.3	1.0	2.8	3.3	2.4
Average Price	\$428,479	-1.6	14.6	15.3	57.6	70.5	80.2

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	658	-11.8	-8.0	-32.8	-11.6	1.5	-23.0
Dollar Volume	\$295,779,868	-2.8	12.2	-11.5	52.5	86.7	46.9
New Listings	1,043	-5.9	4.3	-17.7	-29.2	-23.3	-30.0
Active Listings ³	386	18.8	38.8	18.0	-40.8	-36.7	-40.8
Sales to New Listings Ratio ⁴	63.1	67.3	71.5	77.3	50.5	47.6	57.3
Months of Inventory ⁵	2.3	1.7	1.6	1.3	3.5	3.8	3.1
Average Price	\$449,513	10.1	21.9	31.6	72.4	83.9	90.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

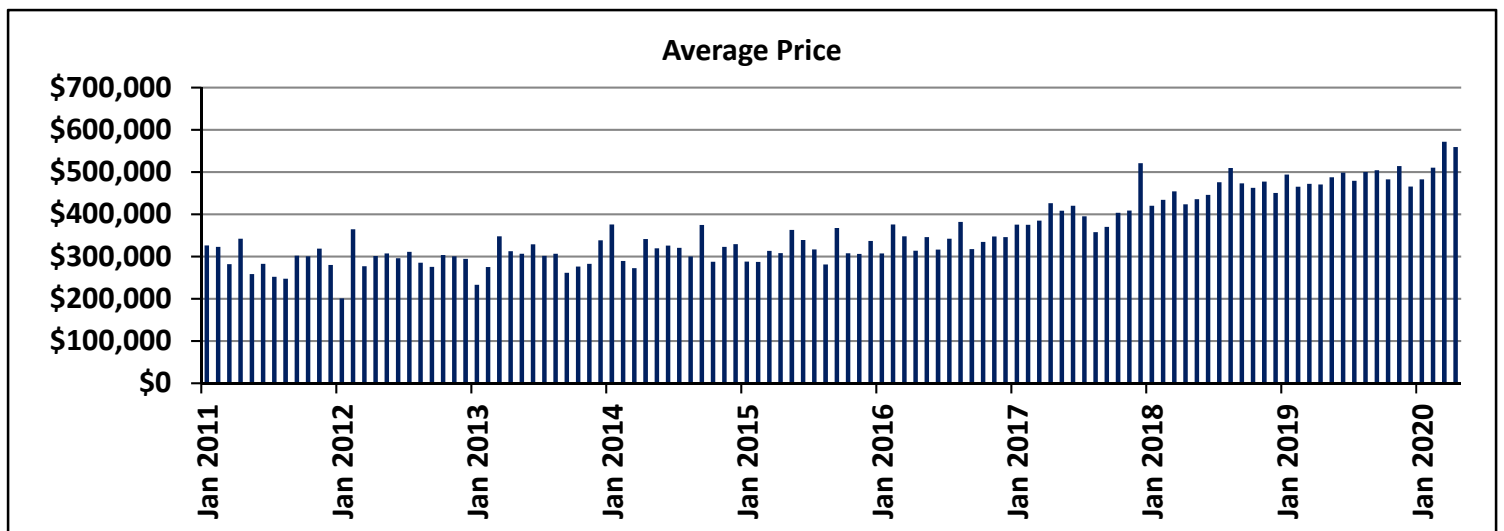
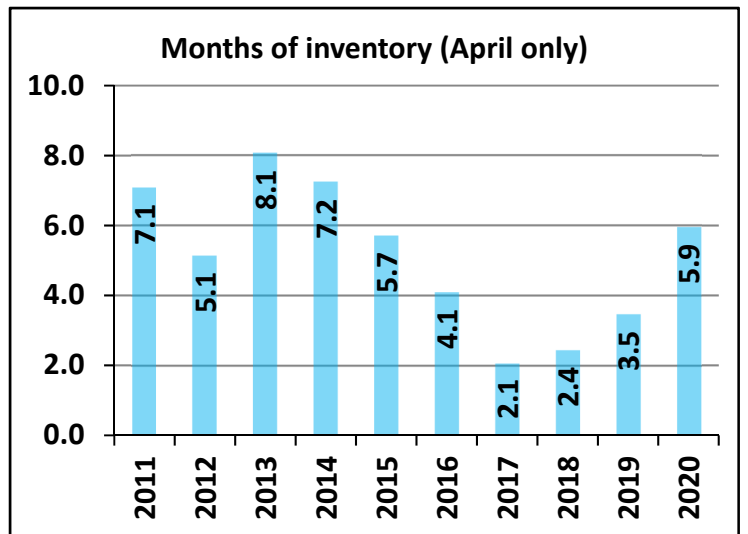
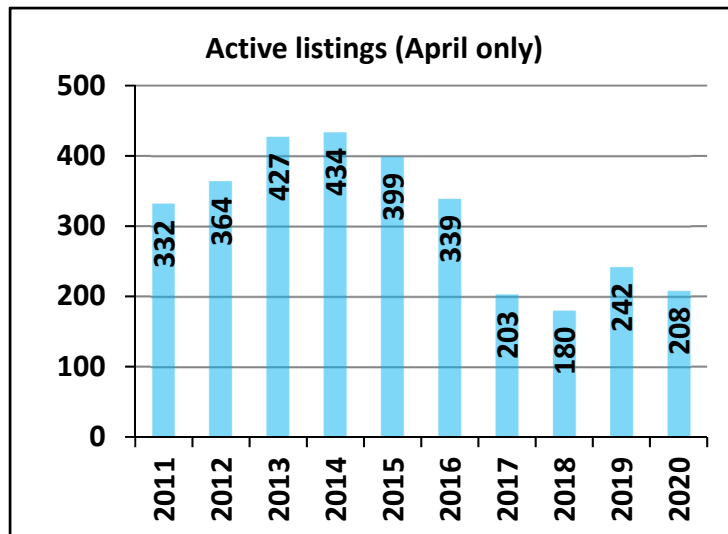
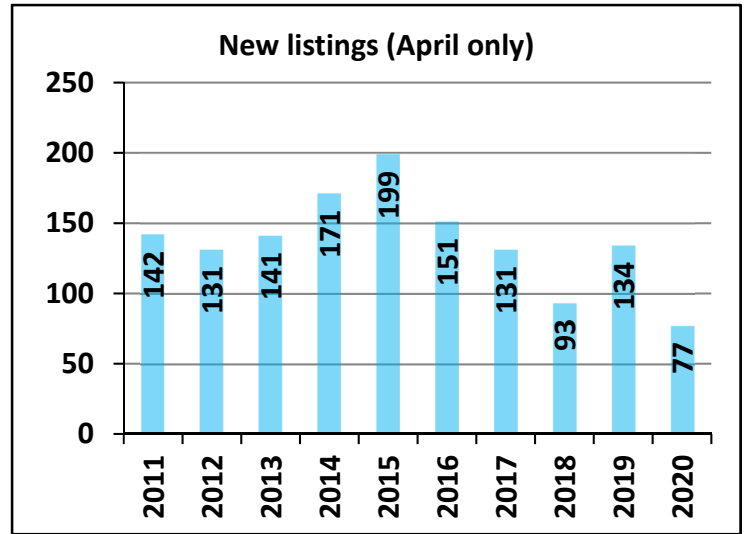
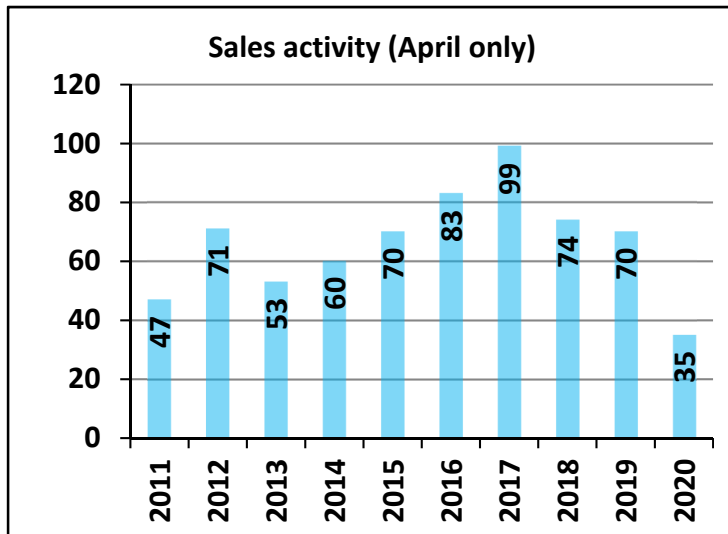
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

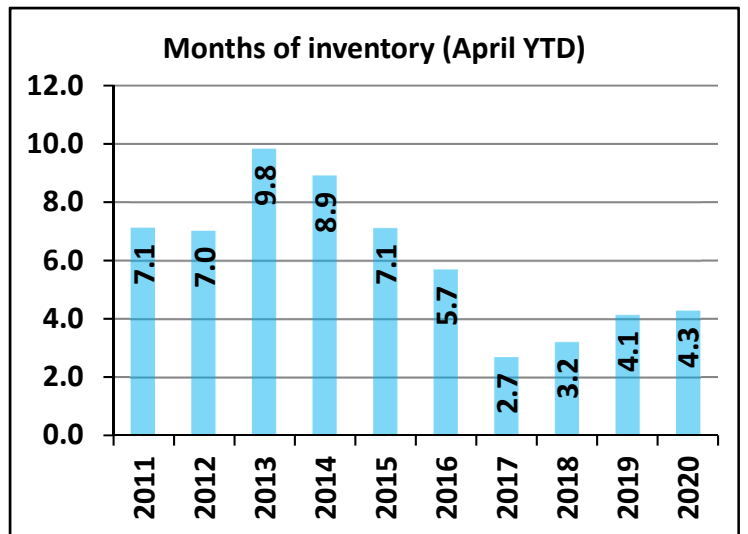
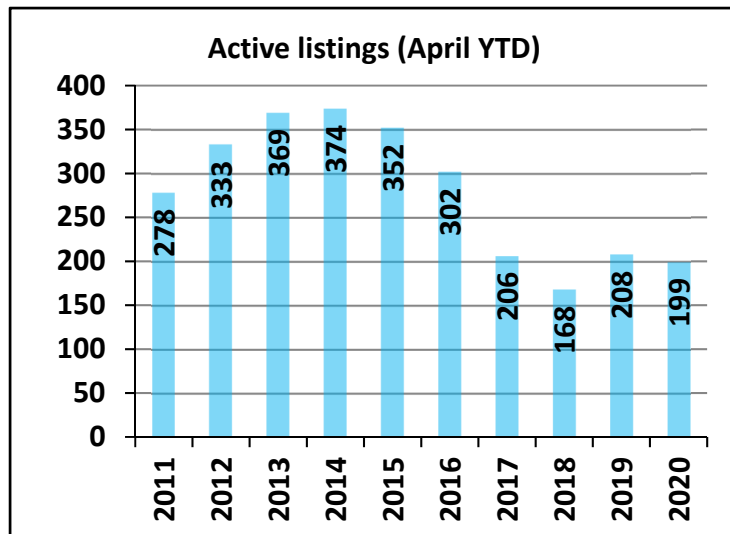
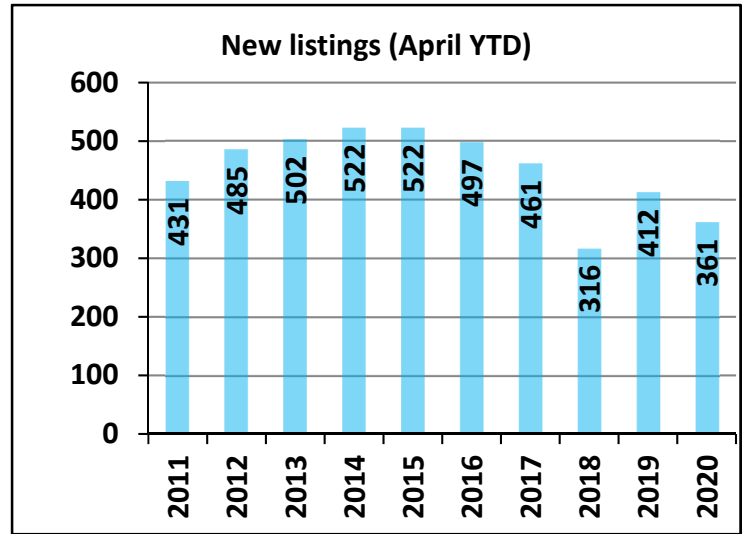
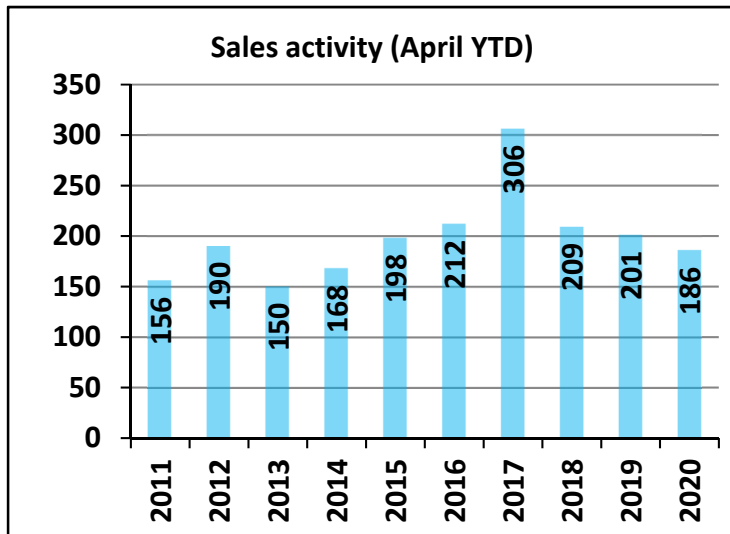
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	35	-50.0	-52.7	-64.6	-50.0	-34.0	-50.0
Dollar Volume	\$19,562,640	-40.6	-37.6	-53.6	-9.3	18.1	10.8
New Listings	77	-42.5	-17.2	-41.2	-61.3	-45.4	-42.1
Active Listings	208	-14.0	15.6	2.5	-47.9	-51.3	-38.3
Sales to New Listings Ratio ¹	45.5	52.2	79.6	75.6	35.2	37.6	52.6
Months of Inventory ²	5.9	3.5	2.4	2.1	5.7	8.1	4.8
Average Price	\$558,933	18.8	31.9	31.1	81.5	78.8	121.6

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	186	-7.5	-11.0	-39.2	-6.1	24.0	-5.6
Dollar Volume	\$98,384,057	3.3	8.7	-18.6	63.9	120.2	80.0
New Listings	361	-12.4	14.2	-21.7	-30.8	-28.1	-16.6
Active Listings ³	199	-4.3	18.5	-3.4	-43.5	-46.1	-33.9
Sales to New Listings Ratio ⁴	51.5	48.8	66.1	66.4	37.9	29.9	45.5
Months of Inventory ⁵	4.3	4.1	3.2	2.7	7.1	9.8	6.1
Average Price	\$528,947	11.6	22.1	33.9	74.5	77.5	90.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

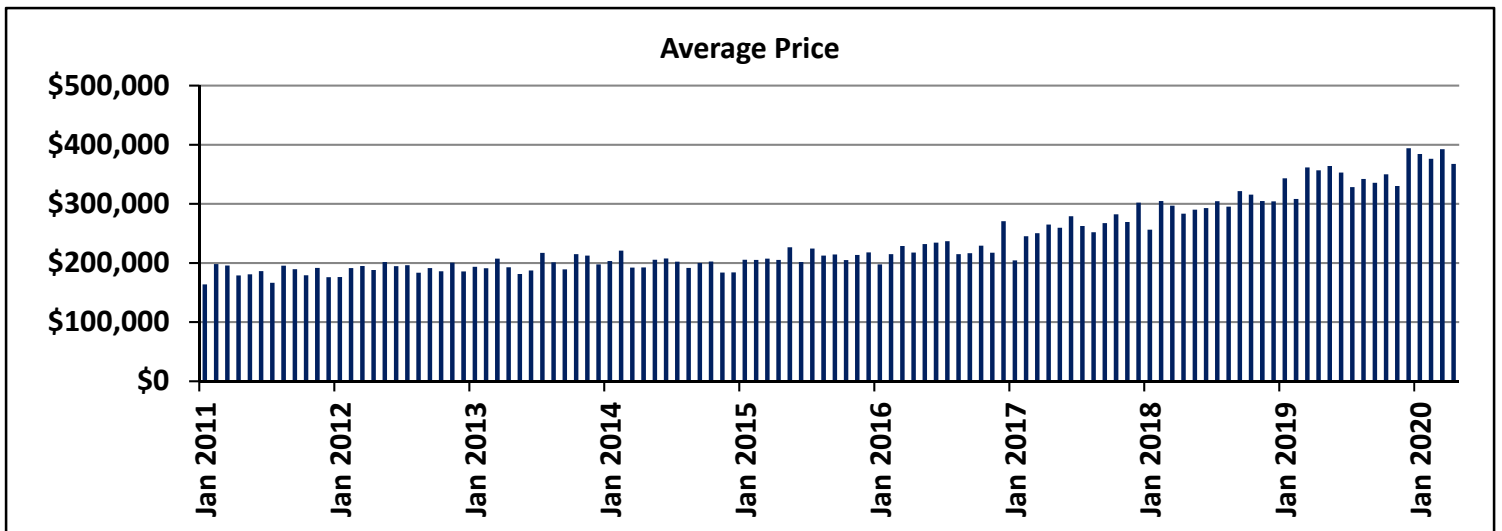
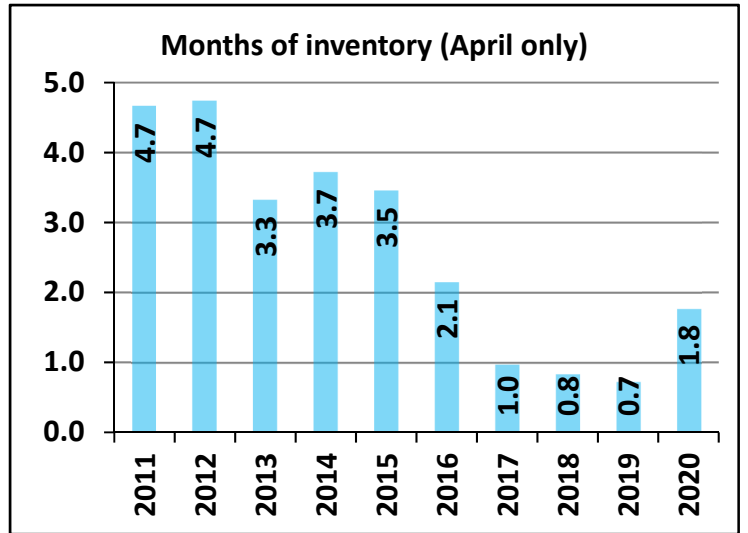
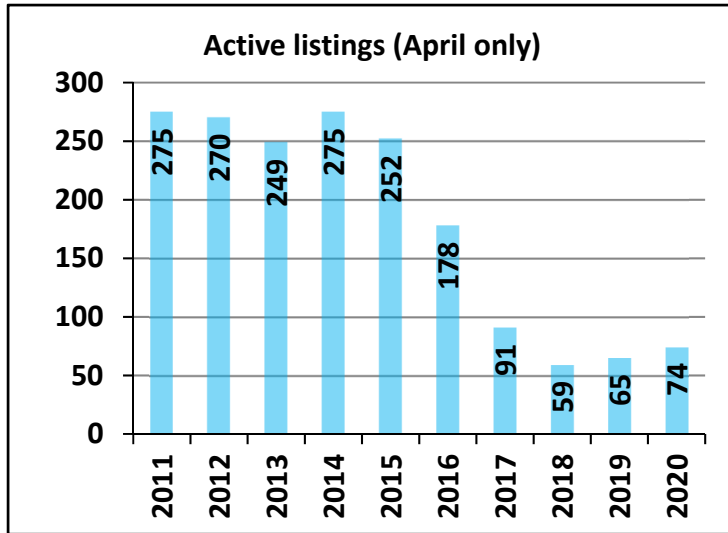
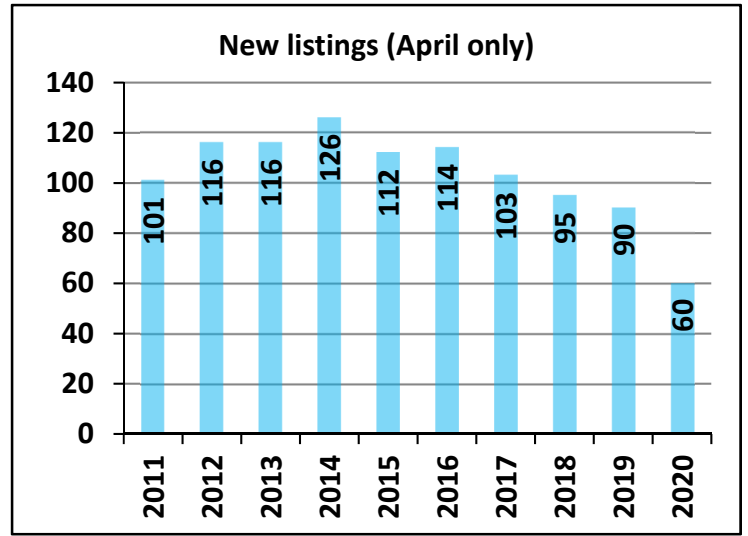
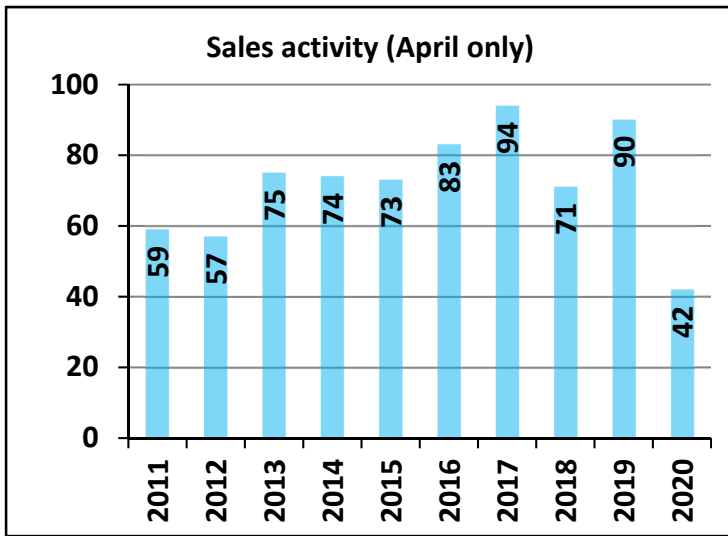
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

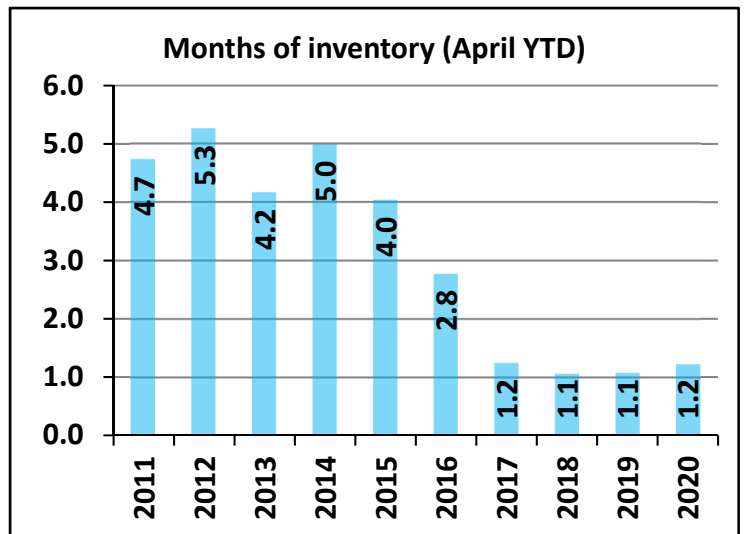
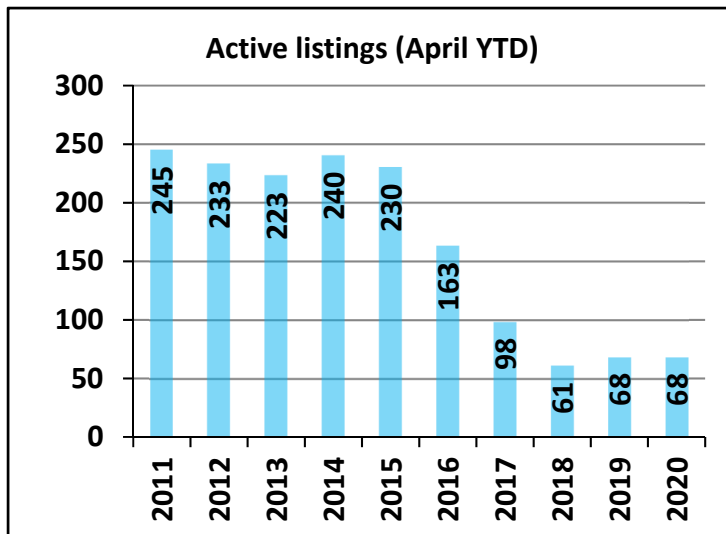
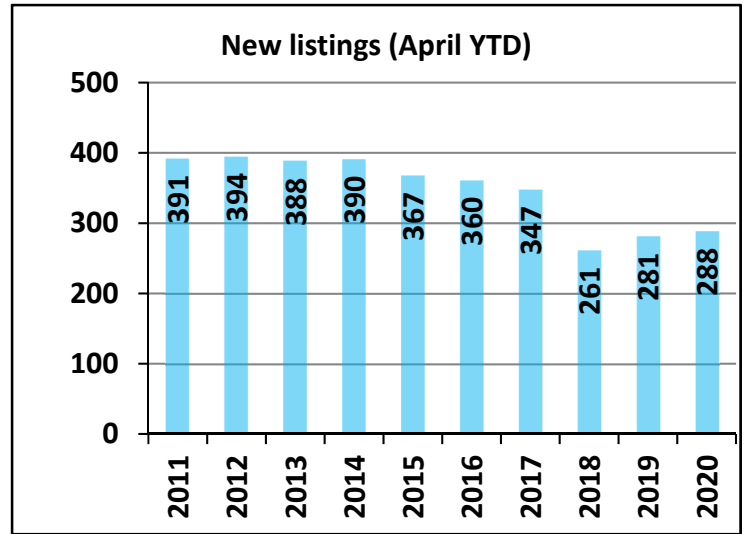
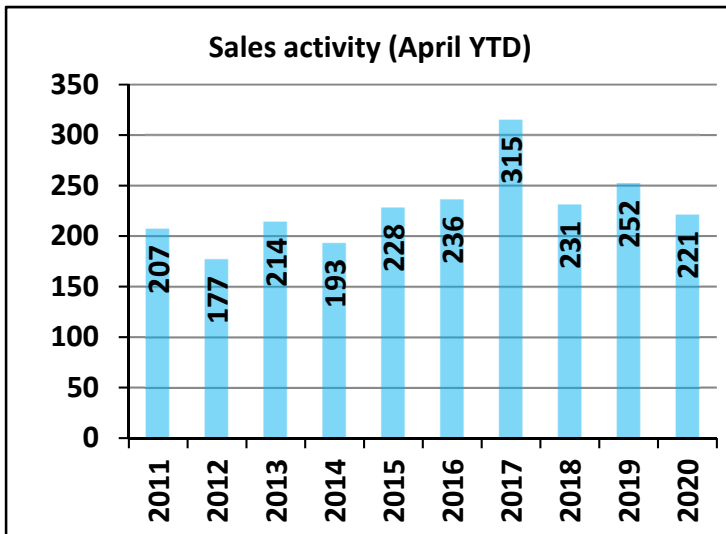
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	42	-53.3	-40.8	-55.3	-42.5	-44.0	-51.7
Dollar Volume	\$15,437,766	-51.9	-23.3	-38.0	3.1	6.8	-6.5
New Listings	60	-33.3	-36.8	-41.7	-46.4	-48.3	-41.2
Active Listings	74	13.8	25.4	-18.7	-70.6	-70.3	-67.7
Sales to New Listings Ratio ¹	70.0	100.0	74.7	91.3	65.2	64.7	85.3
Months of Inventory ²	1.8	0.7	0.8	1.0	3.5	3.3	2.6
Average Price	\$367,566	3.1	29.7	38.7	79.2	90.7	93.7

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	221	-12.3	-4.3	-29.8	-3.1	3.3	-2.2
Dollar Volume	\$84,224,559	-3.7	26.4	8.6	79.6	100.9	106.6
New Listings	288	2.5	10.3	-17.0	-21.5	-25.8	-21.7
Active Listings ³	68	0.0	11.5	-30.6	-70.4	-69.5	-69.9
Sales to New Listings Ratio ⁴	76.7	89.7	88.5	90.8	62.1	55.2	61.4
Months of Inventory ⁵	1.2	1.1	1.1	1.2	4.0	4.2	4.0
Average Price	\$381,107	9.8	32.1	54.9	85.3	94.5	111.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

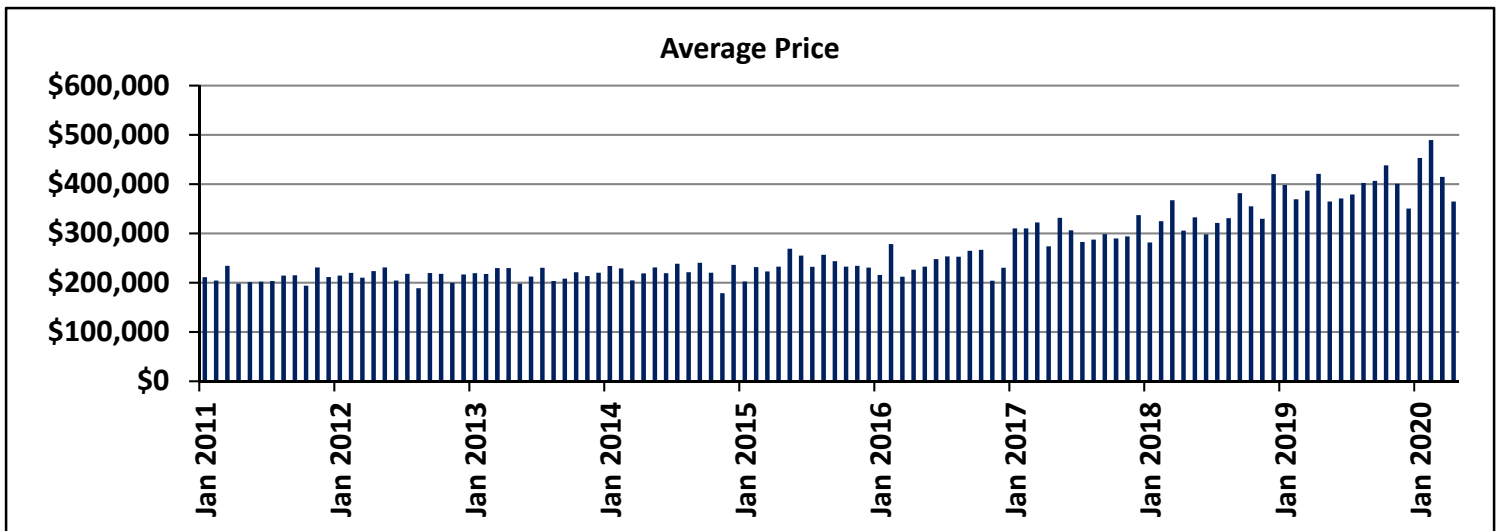
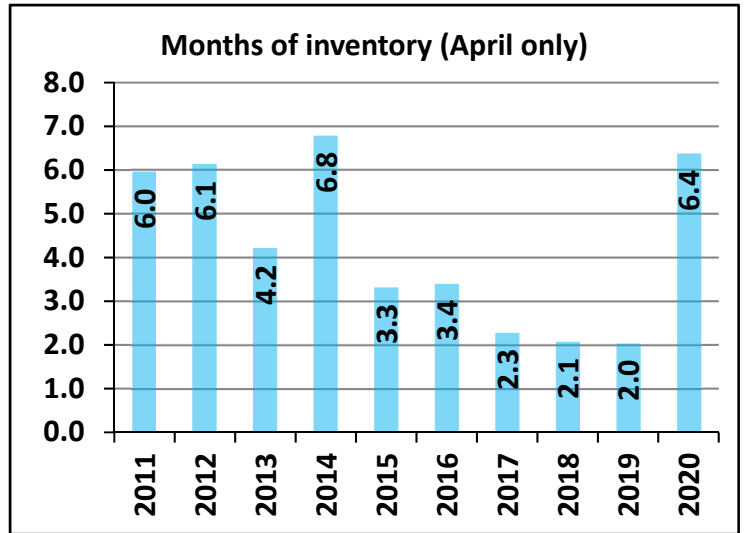
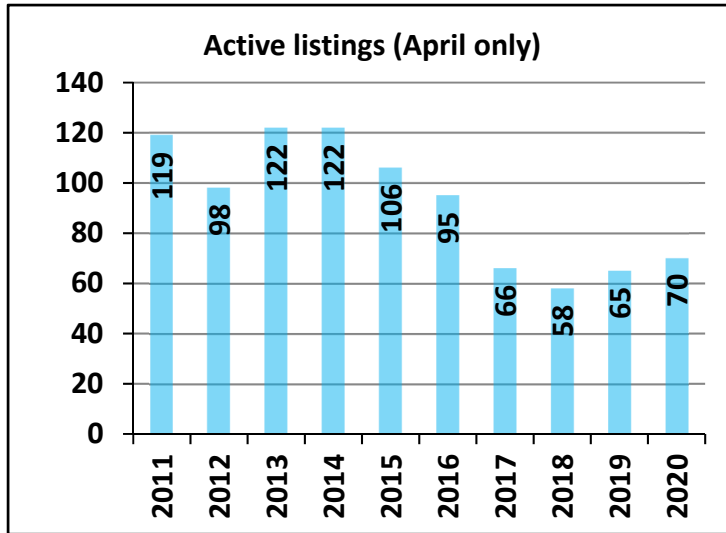
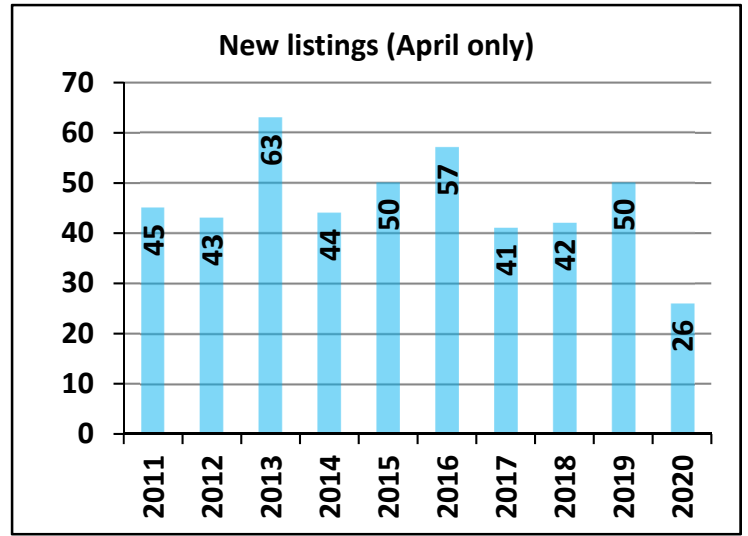
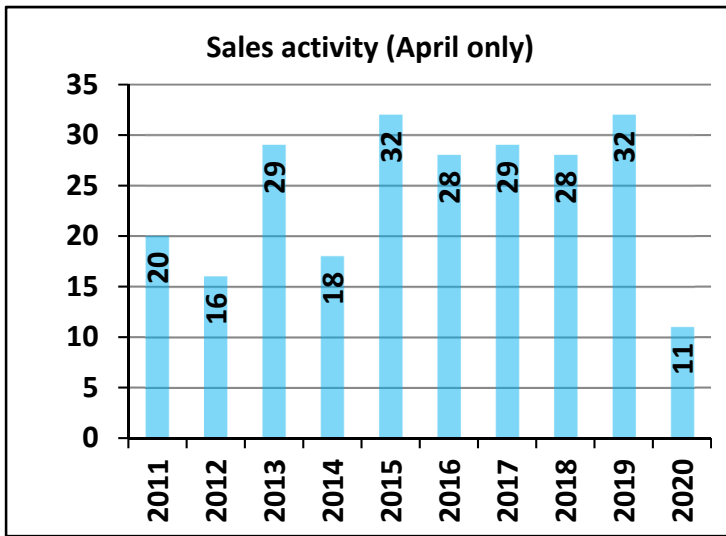
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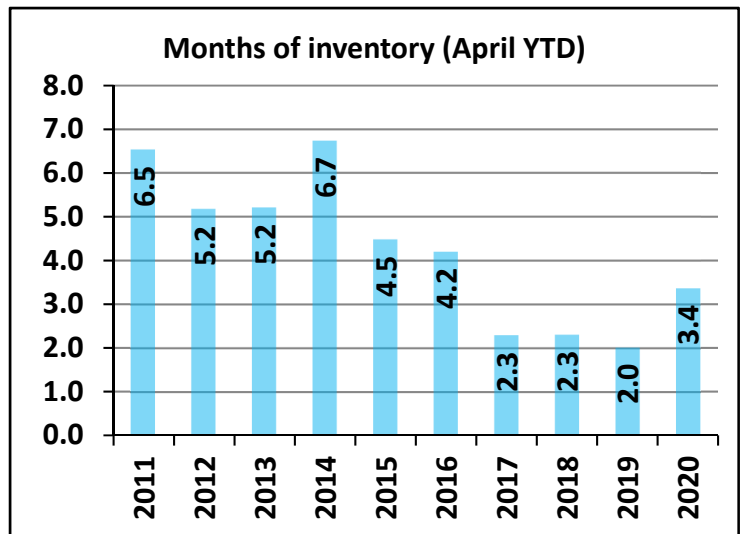
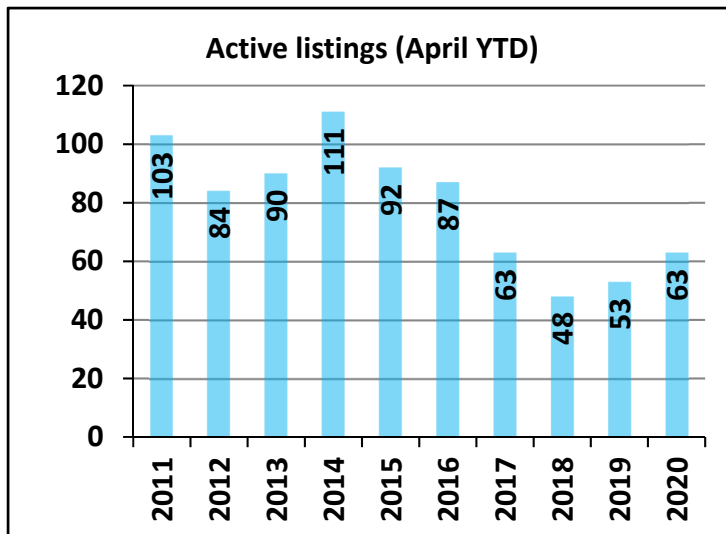
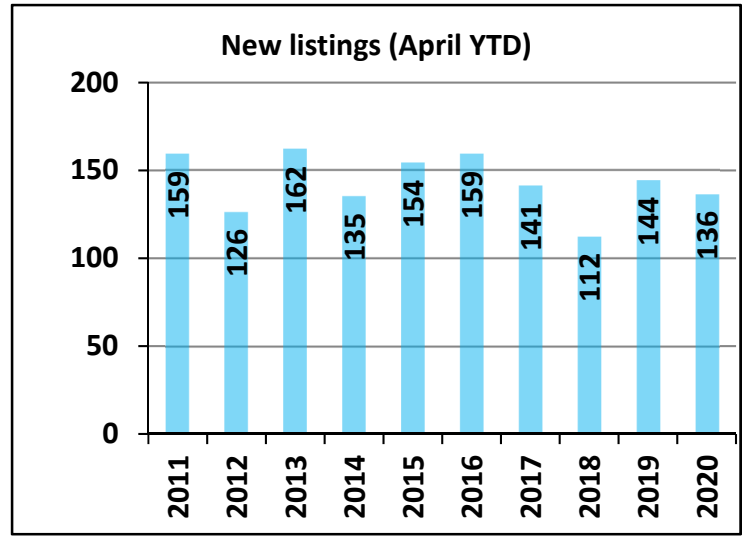
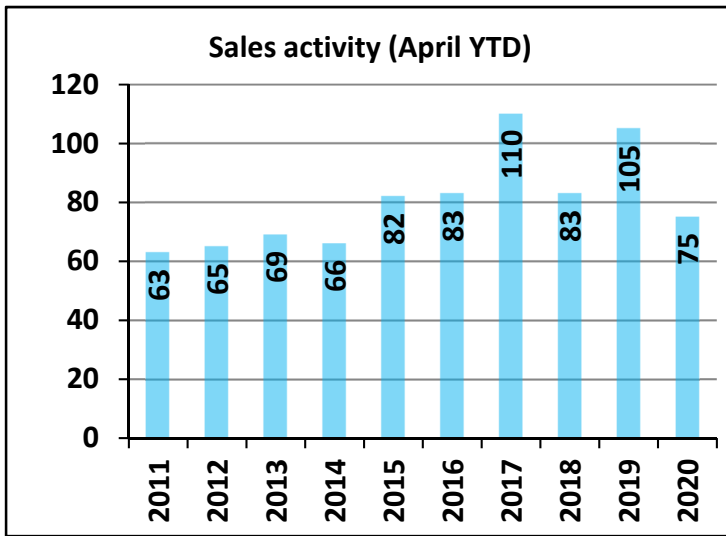
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	11	-65.6	-60.7	-62.1	-65.6	-62.1	-60.7
Dollar Volume	\$4,011,900	-70.2	-53.1	-49.4	-46.1	-39.7	-33.2
New Listings	26	-48.0	-38.1	-36.6	-48.0	-58.7	-16.1
Active Listings	70	7.7	20.7	6.1	-34.0	-42.6	-17.6
Sales to New Listings Ratio ¹	42.3	64.0	66.7	70.7	64.0	46.0	90.3
Months of Inventory ²	6.4	2.0	2.1	2.3	3.3	4.2	3.0
Average Price	\$364,718	-13.3	19.4	33.3	56.8	58.9	69.9

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	75	-28.6	-9.6	-31.8	-8.5	8.7	-10.7
Dollar Volume	\$32,764,988	-21.1	23.7	-2.2	75.8	110.1	90.1
New Listings	136	-5.6	21.4	-3.5	-11.7	-16.0	3.0
Active Listings ³	63	18.9	31.3	0.0	-31.5	-30.0	-25.9
Sales to New Listings Ratio ⁴	55.1	72.9	74.1	78.0	53.2	42.6	63.6
Months of Inventory ⁵	3.4	2.0	2.3	2.3	4.5	5.2	4.0
Average Price	\$436,867	10.4	36.9	43.5	92.2	93.3	112.9

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

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