



Residential Market Activity

June 2020



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

News Release

Monday, July 6, 2020

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For Background: Bill Madder, 519-641-1400



Home Sales Rebound in June

London, ON – After two consecutive months of sharp declines caused by the COVID-19 pandemic, local home sales saw a strong rebound in June. The London and St. Thomas Association of REALTORS® reported that 1,188 homes exchanged hands last month in its jurisdiction, up 13.8% from June 2019 and 11.7% more than two years ago.

“In fact, this makes last month the second best June for home sales since LSTAR began tracking data, back in 1978,” pointed out Blair Campbell, 2020 LSTAR President. “In all LSTAR’s main regions, June’s volume of residential real estate transactions was absolutely remarkable: Middlesex County and Strathroy had their best June ever, with 99 and 39 home sales respectively; St. Thomas and Elgin County recorded their second best June, with 97 and 77 home sales respectively; and London’s 748 home sales were right on par with the five-year average,” he added.

Overall, the number of listings increased in June to 1,513, up 3.4% over June 2019, but the months of inventory – the number of active listings at month end – decreased to 1.3, its lowest value in the last ten years.

“The 78.5% sales-to-new listings ratio recorded last month demonstrates, once again, how firmly anchored our market is in Sellers’ territory,” Campbell explained.

“These figures might sound incredible, with all the social distancing rules and the open house prohibition in place. But, in reality, they show how desirable the properties in our area are and how quickly our Members embraced new technologies to serve their clients,” Campbell emphasized.

The overall average home price rose to \$473,998 in June, an increase of 17.8% over a year ago. This average sales price includes all housing types - from single detached homes to high-rise apartment condominiums. All five major areas across LSTAR’s region witnessed gains in their average home sales price. The following table illustrates last month’s average home prices by area and how they compare to the values recorded at the end of June 2019.

Area	June Average Sale Price	Change over June 2019
Elgin County	\$445,220	↑ 32.6%
London	\$486,372	↑ 19.3%
Middlesex County	\$547,444	↑ 9.8 %
St. Thomas	\$382,862	↑ 8.5%
Strathroy	\$425,277	↑ 14.7%
LSTAR	\$473,998	↑ 17.8%

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

The average home price in London East was \$378,880, up 16.5% from the same time last year, while in London North increased 15.6% over the same period to \$563,957. In London South – which also includes data from the west part of the City – the average home price was \$500,453, up 24.1% over June 2019. St. Thomas saw an average home price of \$382,862, an increase of 8.5% from last June.

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 9 - down from 10 days in June 2019. As compared to a year ago, in Elgin County, the median number of days spent by a home on the market was 18 – down from 21; in St. Thomas was 8 – down from 11; in Strathroy was 18 – up from 11; and in Middlesex County it was 13 – exactly the same as in June 2019.

The following table is based on data taken from the [CREA National Price Map](#) for May 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	May Sale Price
Greater Vancouver*	\$1,028,400
Greater Toronto*	\$870,000
Fraser Valley*	\$847,400
Victoria*	\$716,800
Hamilton-Burlington*	\$659,800
Kitchener-Waterloo	\$564,995

City	May Sale Price
Ottawa*	\$486,300
Niagara Region*	\$456,400
London St. Thomas	\$445,891
Calgary*	\$405,800
Windsor-Essex	\$382,595
Edmonton*	\$315,900
CANADA	\$494,476

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 June home sales are potentially bringing over \$80 million back into the local economy within the next few years," Campbell said.

"The real estate sector is one of the most important drivers of the Canadian economy. That is why LSTAR is making every effort to provide the knowledge and tools its Member need during these most challenging times to continue their activity," Campbell concluded.

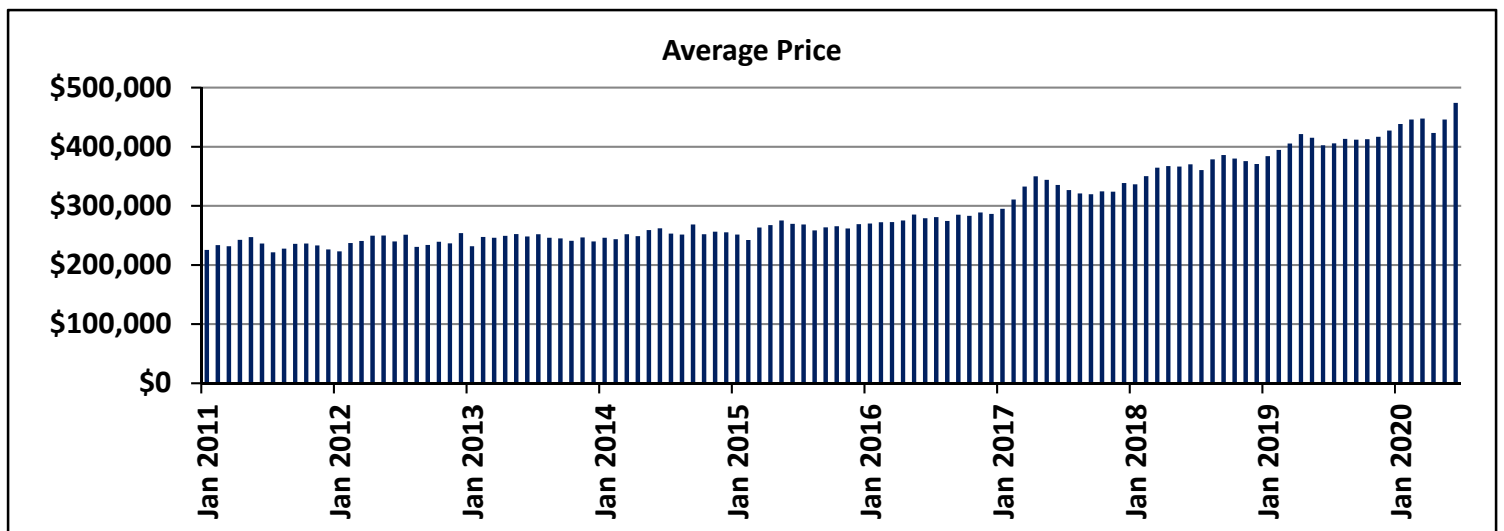
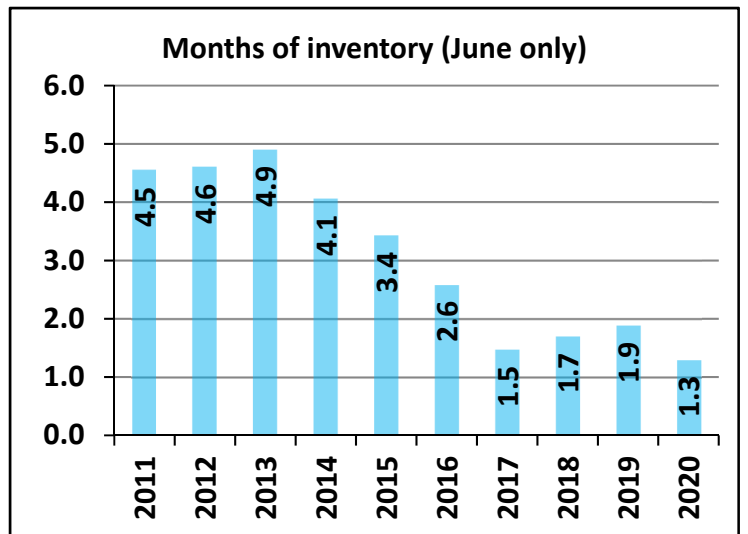
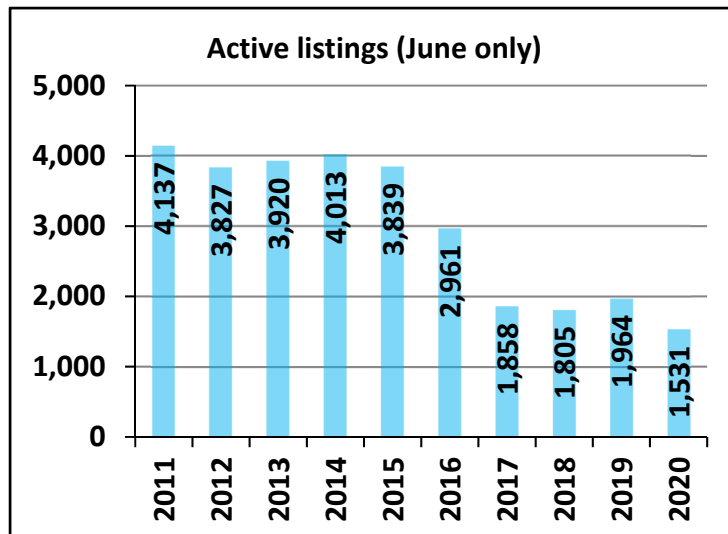
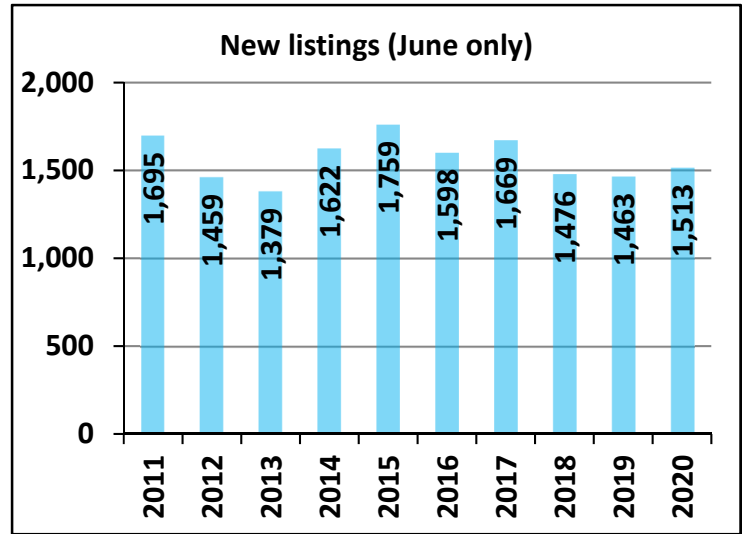
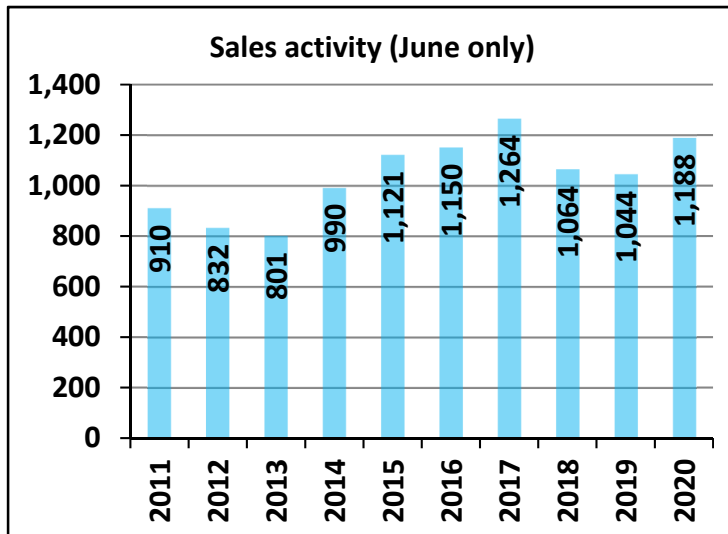
The London and St. Thomas Association of REALTORS® (LSTAR) exists to provide its REALTOR® Members with the support and tools they need to succeed in their profession. LSTAR is one of Canada's 10 largest real estate associations, representing over 1,900 REALTORS® working in Middlesex and Elgin Counties, 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*

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

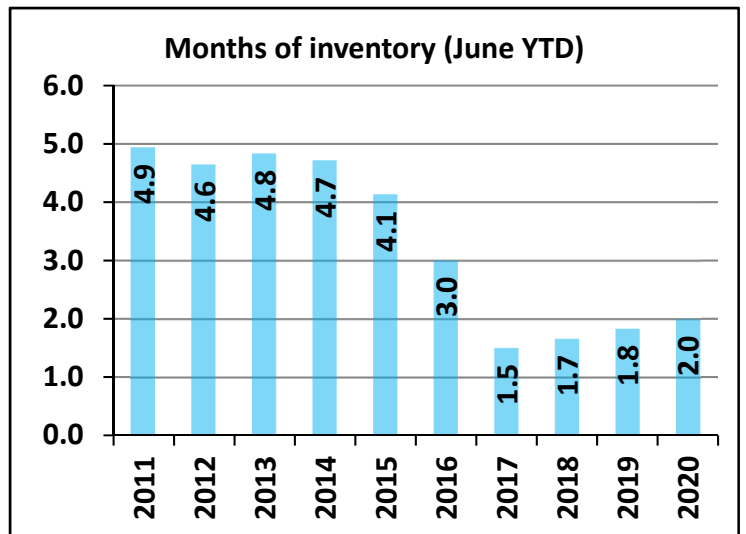
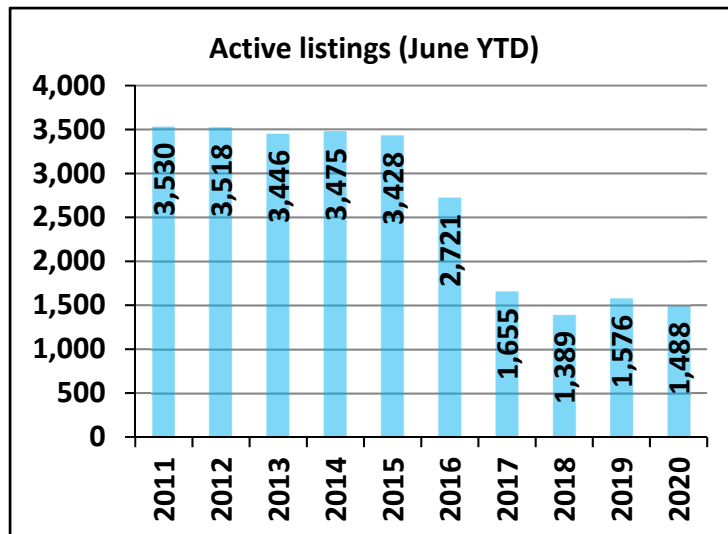
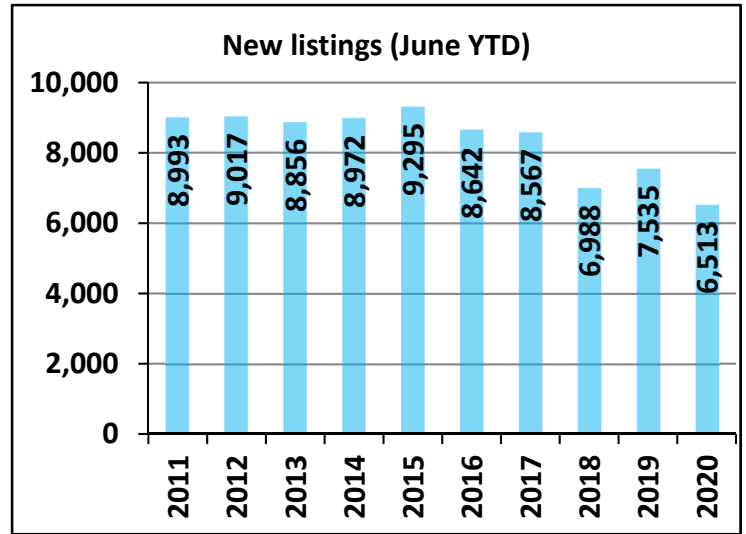
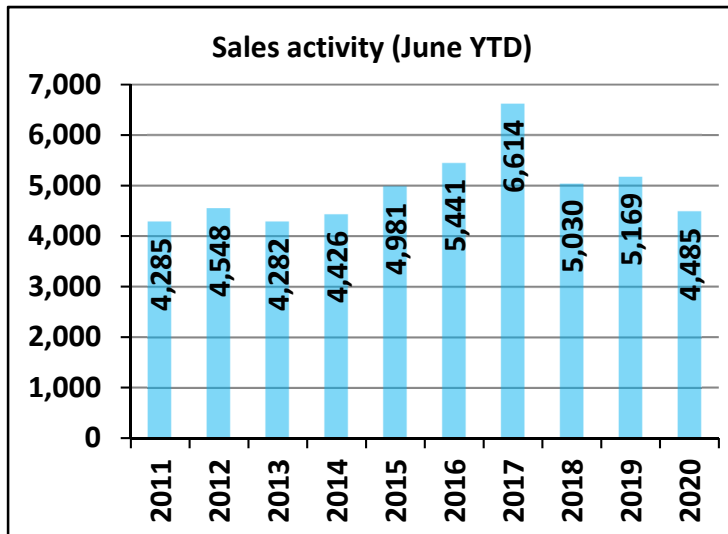
London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity



London and St. Thomas

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	1,188	13.8	11.7	-6.0	6.0	48.3	43.5
Dollar Volume	\$563,109,347	34.0	42.9	32.9	86.3	183.4	201.6
New Listings	1,513	3.4	2.5	-9.3	-14.0	9.7	3.1
Active Listings	1,531	-22.0	-15.2	-17.6	-60.1	-60.9	-57.9
Sales to New Listings Ratio ¹	78.5	71.4	72.1	75.7	63.7	58.1	56.4
Months of Inventory ²	1.3	1.9	1.7	1.5	3.4	4.9	4.4
Average Price	\$473,998	17.8	28.0	41.4	75.8	91.1	110.2

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	4,485	-13.2	-10.8	-32.2	-10.0	4.7	-5.0
Dollar Volume	\$2,019,799,212	-3.9	10.8	-8.3	53.2	90.9	86.2
New Listings	6,513	-13.6	-6.8	-24.0	-29.9	-26.5	-25.9
Active Listings ³	1,488	-5.6	7.1	-10.1	-56.6	-56.8	-53.7
Sales to New Listings Ratio ⁴	68.9	68.6	72.0	77.2	53.6	48.4	53.7
Months of Inventory ⁵	2.0	1.8	1.7	1.5	4.1	4.8	4.1
Average Price	\$450,345	10.7	24.2	35.2	70.1	82.2	96.0

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

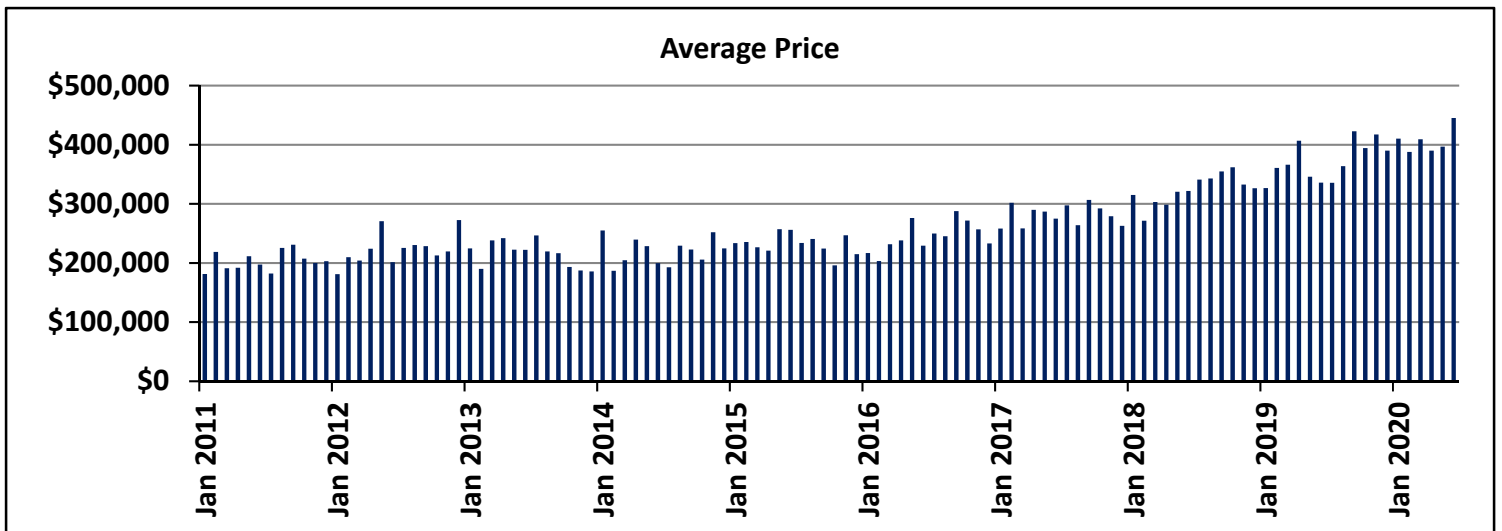
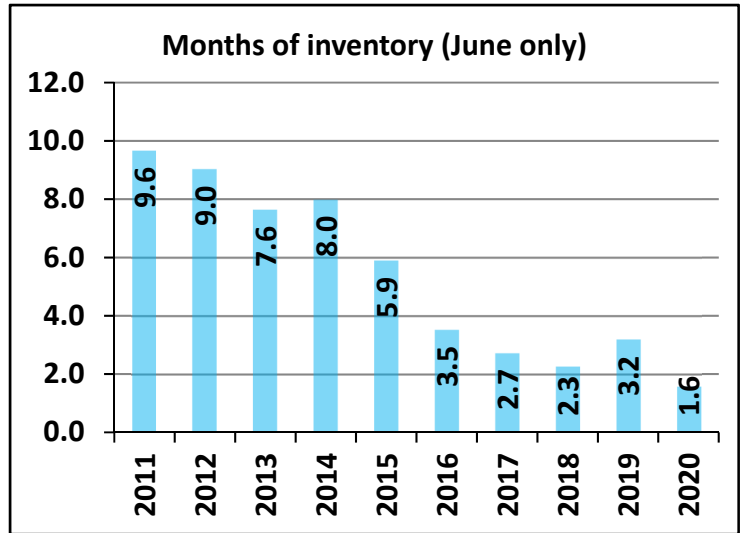
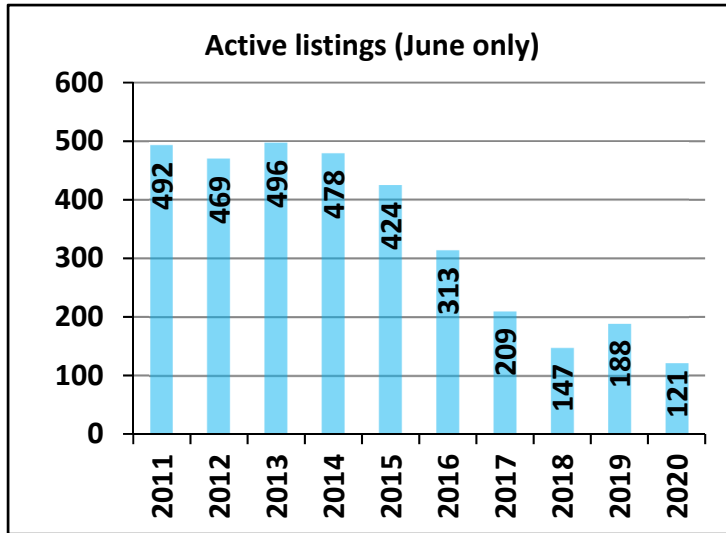
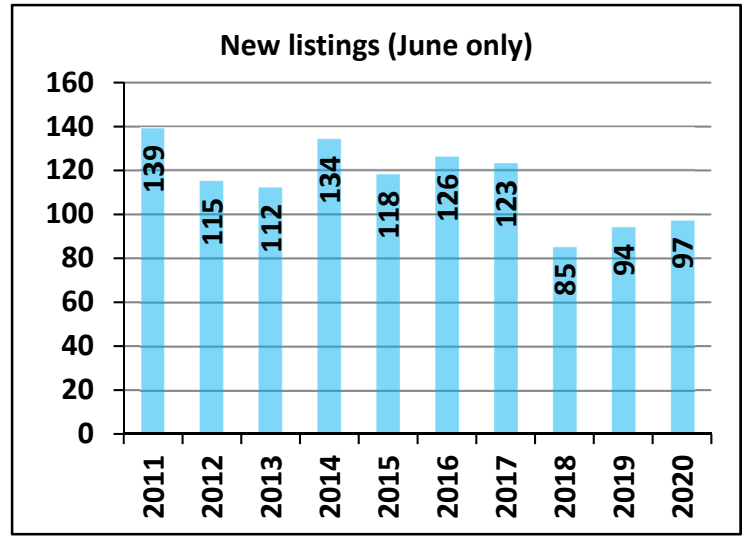
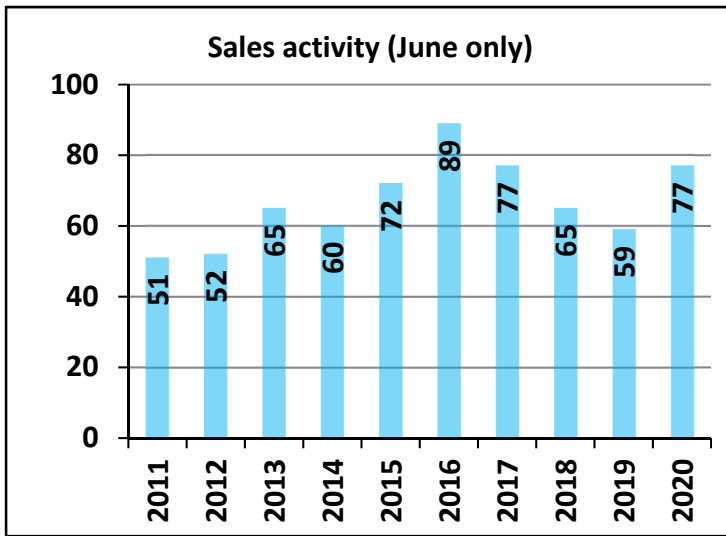
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

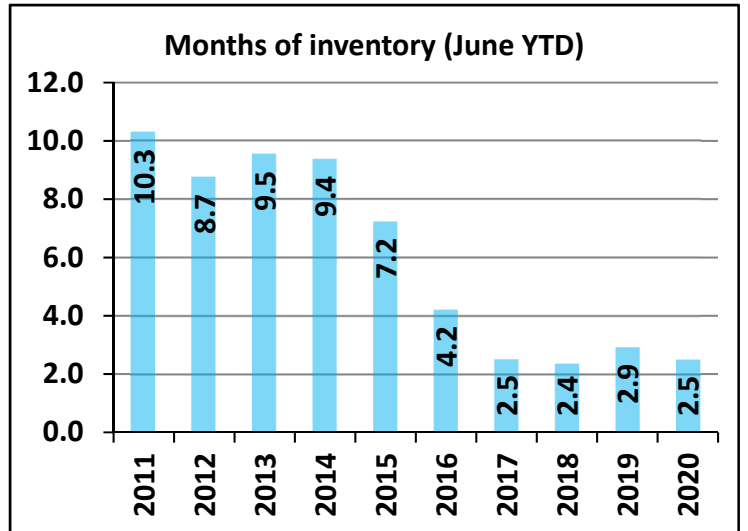
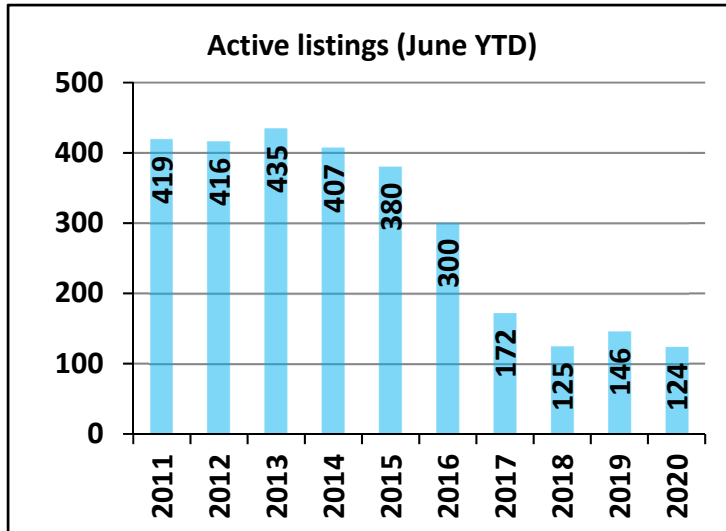
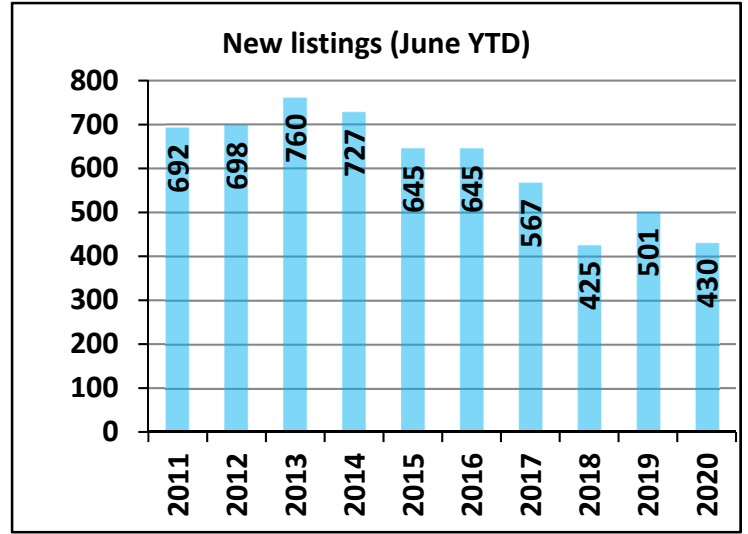
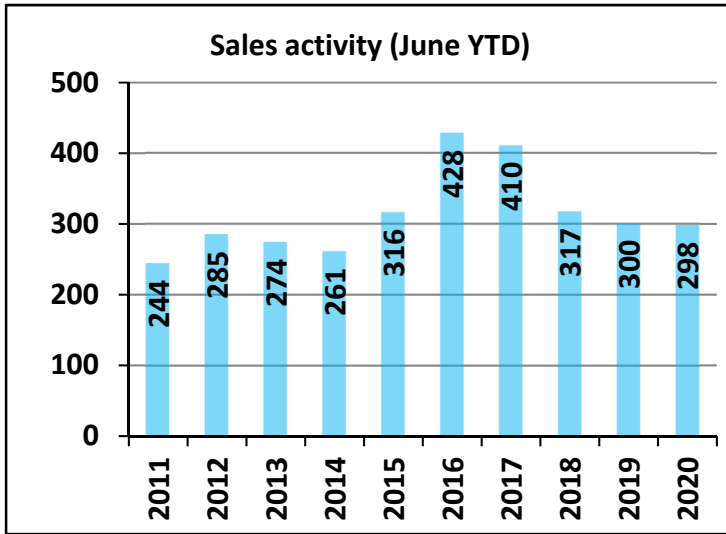
Elgin County

Residential Market Activity



Elgin County

Residential Market Activity



Elgin County

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	77	30.5	18.5	0.0	6.9	18.5	48.1
Dollar Volume	\$34,281,922	73.1	63.9	62.0	86.0	137.5	233.0
New Listings	97	3.2	14.1	-21.1	-17.8	-13.4	-17.1
Active Listings	121	-35.6	-17.7	-42.1	-71.5	-75.6	-74.4
Sales to New Listings Ratio ¹	79.4	62.8	76.5	62.6	61.0	58.0	44.4
Months of Inventory ²	1.6	3.2	2.3	2.7	5.9	7.6	9.1
Average Price	\$445,220	32.6	38.4	62.0	73.9	100.5	124.9

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	298	-0.7	-6.0	-27.3	-5.7	8.8	-5.1
Dollar Volume	\$122,489,652	13.9	25.9	7.2	61.0	99.6	98.4
New Listings	430	-14.2	1.2	-24.2	-33.3	-43.4	-43.6
Active Listings ³	124	-15.1	-0.8	-27.9	-67.4	-71.5	-72.4
Sales to New Listings Ratio ⁴	69.3	59.9	74.6	72.3	49.0	36.1	41.2
Months of Inventory ⁵	2.5	2.9	2.4	2.5	7.2	9.5	8.6
Average Price	\$411,039	14.7	34.0	47.5	70.8	83.5	109.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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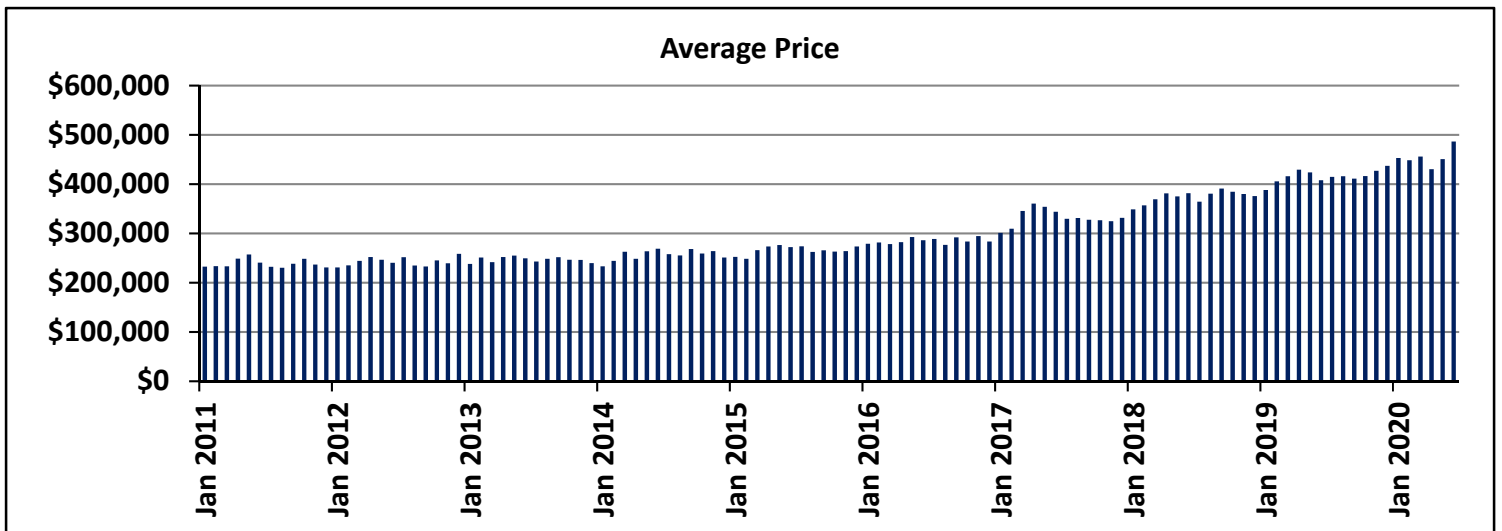
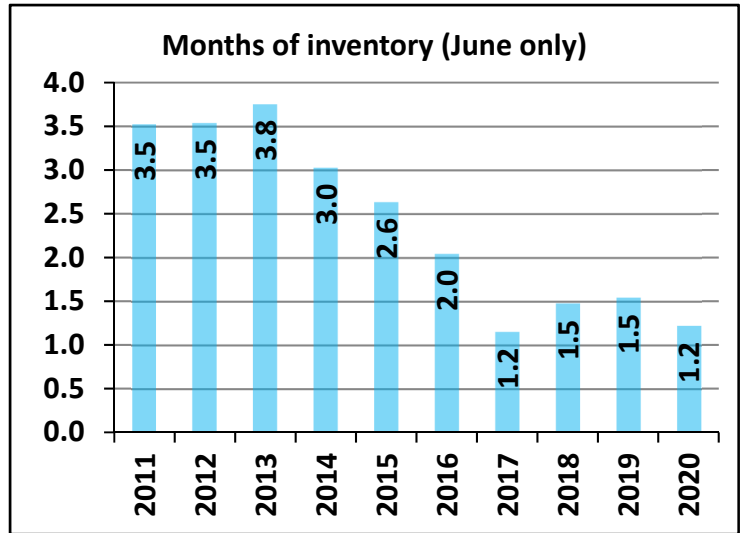
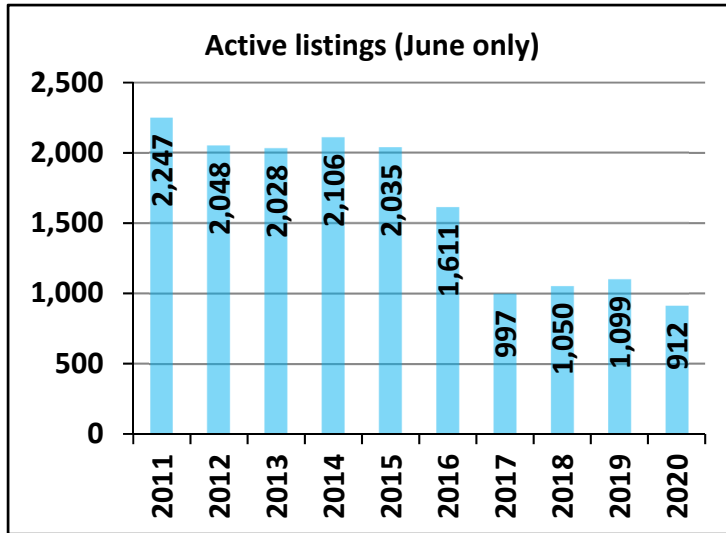
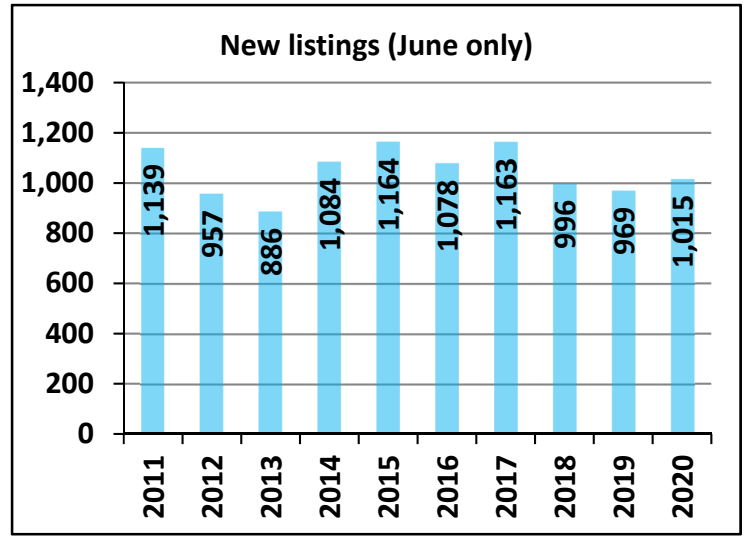
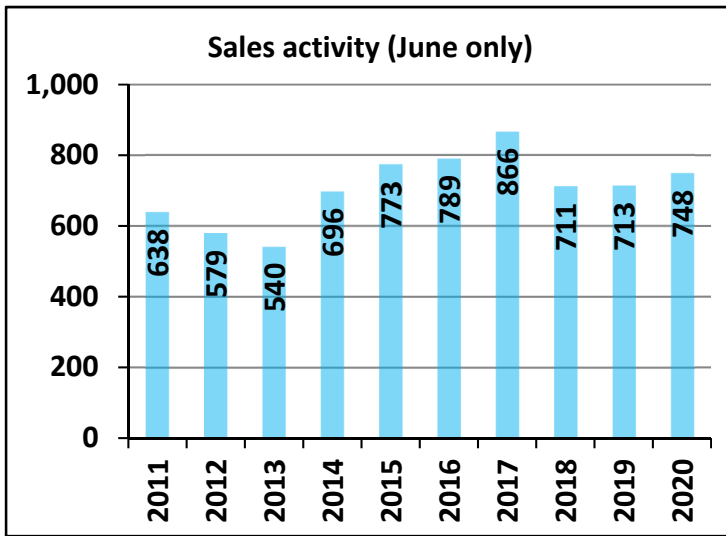
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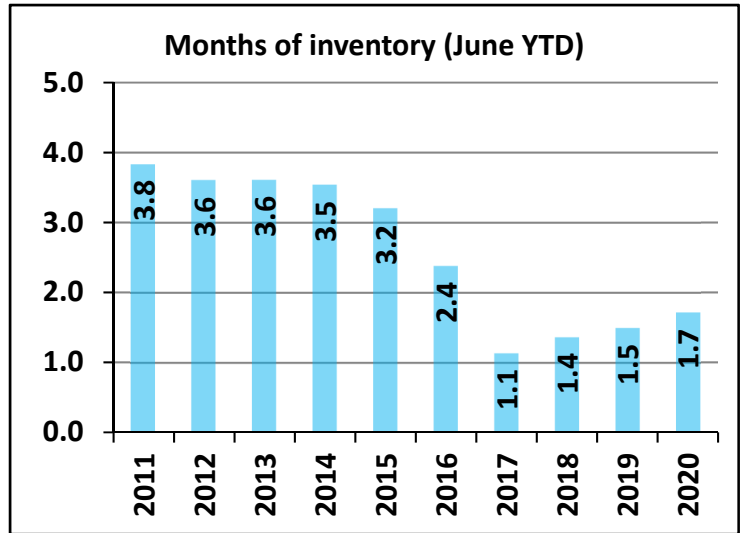
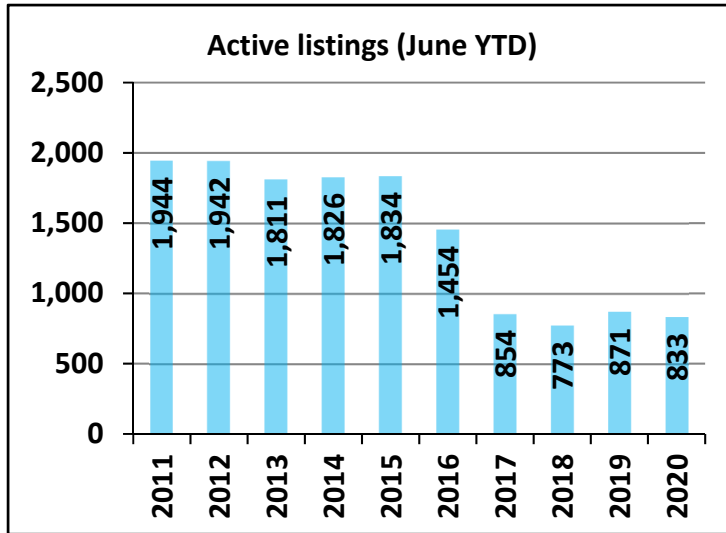
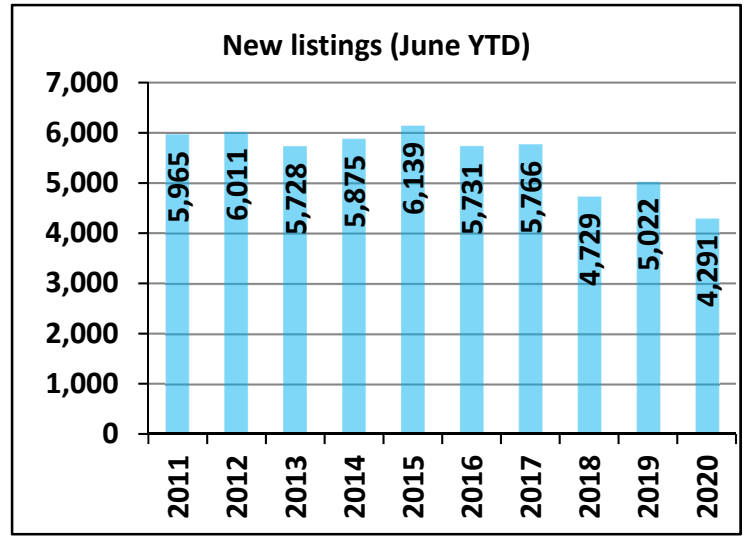
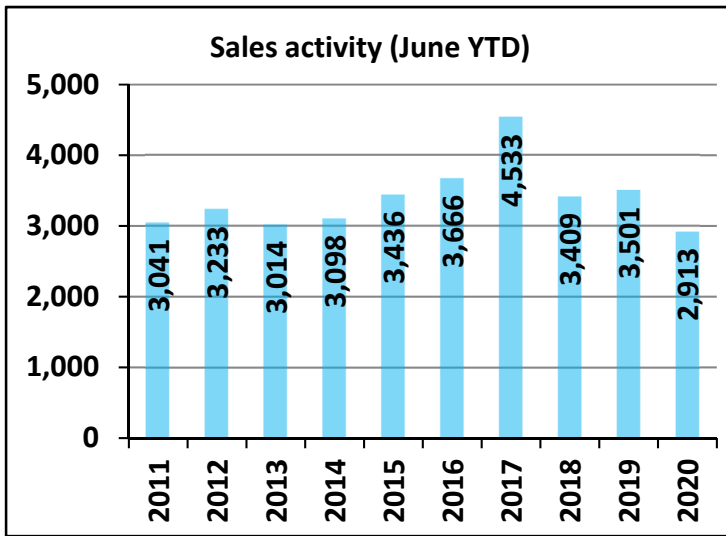
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	748	4.9	5.2	-13.6	-3.2	38.5	27.6
Dollar Volume	\$363,806,122	25.1	34.2	22.2	73.0	170.1	174.2
New Listings	1,015	4.7	1.9	-12.7	-12.8	14.6	5.2
Active Listings	912	-17.0	-13.1	-8.5	-55.2	-55.0	-54.1
Sales to New Listings Ratio ¹	73.7	73.6	71.4	74.5	66.4	60.9	60.7
Months of Inventory ²	1.2	1.5	1.5	1.2	2.6	3.8	3.4
Average Price	\$486,372	19.3	27.5	41.5	78.8	95.0	114.8

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	2,913	-16.8	-14.5	-35.7	-15.2	-3.4	-12.7
Dollar Volume	\$1,336,159,145	-8.0	5.3	-13.8	45.2	78.1	71.6
New Listings	4,291	-14.6	-9.3	-25.6	-30.1	-25.1	-26.5
Active Listings ³	833	-4.4	7.8	-2.5	-54.6	-54.0	-50.9
Sales to New Listings Ratio ⁴	67.9	69.7	72.1	78.6	56.0	52.6	57.2
Months of Inventory ⁵	1.7	1.5	1.4	1.1	3.2	3.6	3.1
Average Price	\$458,688	10.6	23.2	34.1	71.3	84.3	96.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

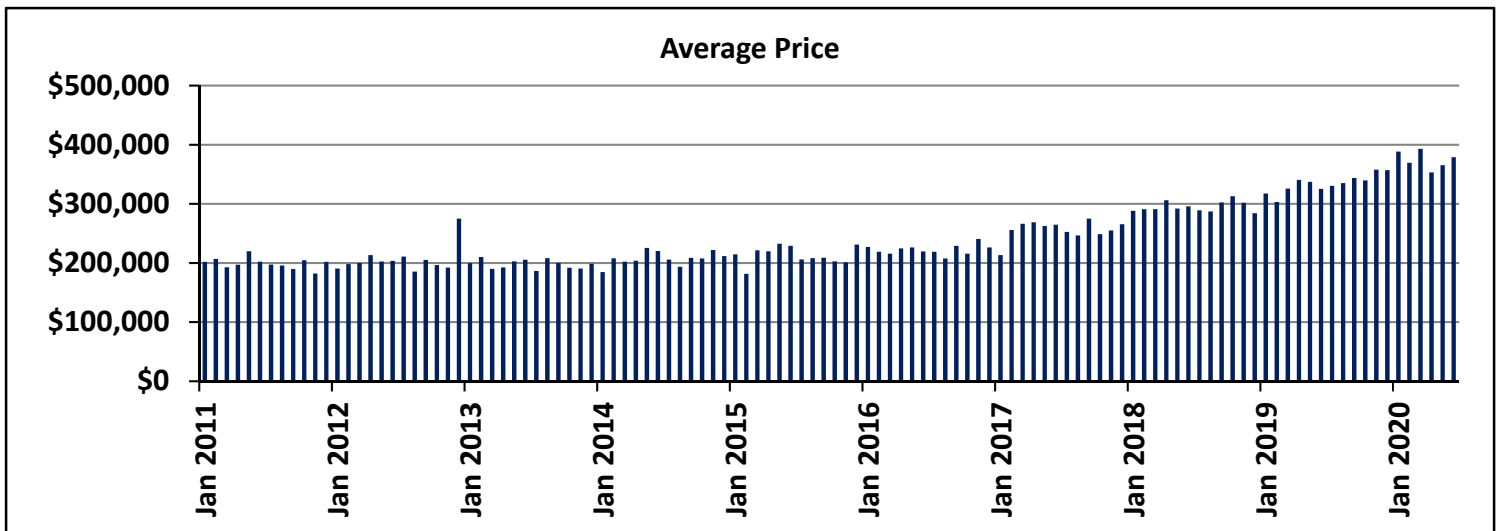
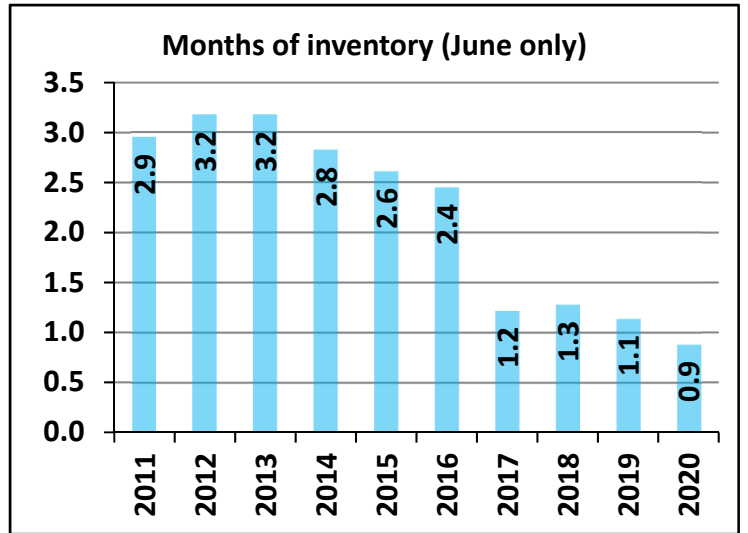
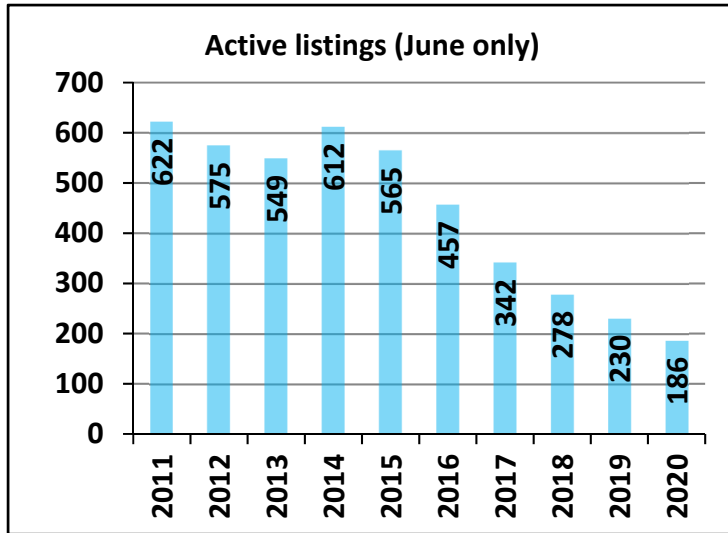
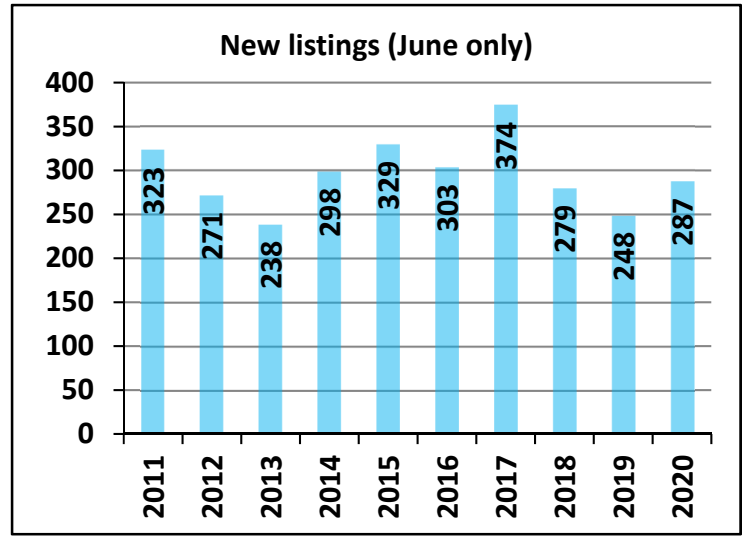
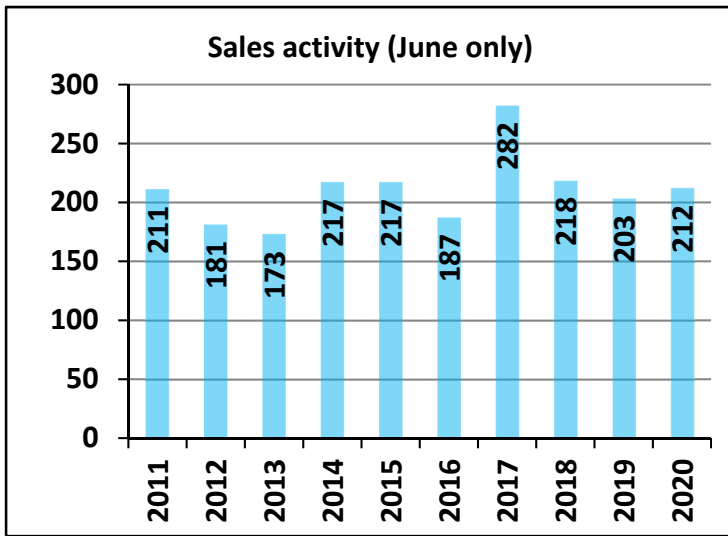
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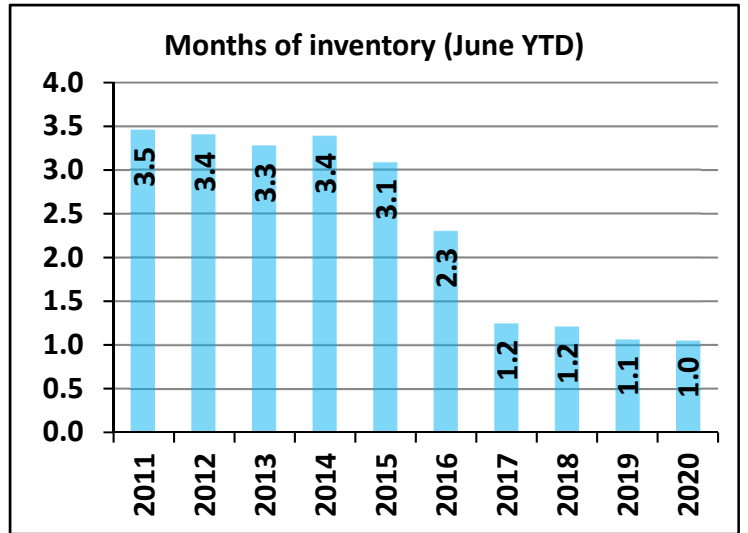
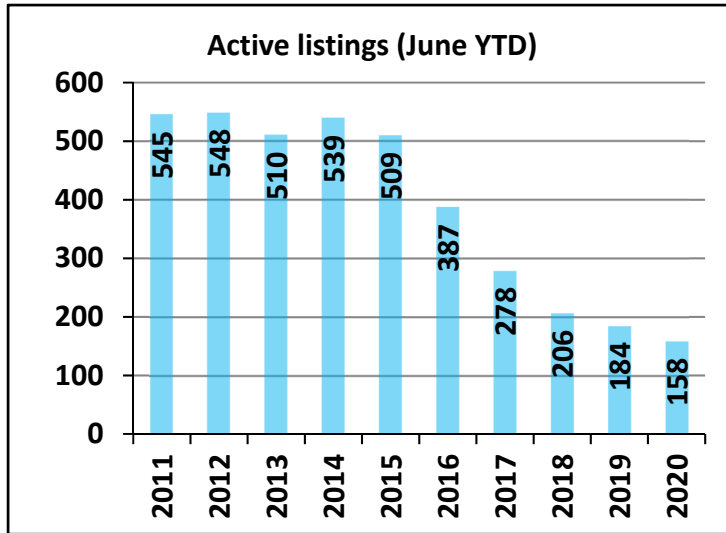
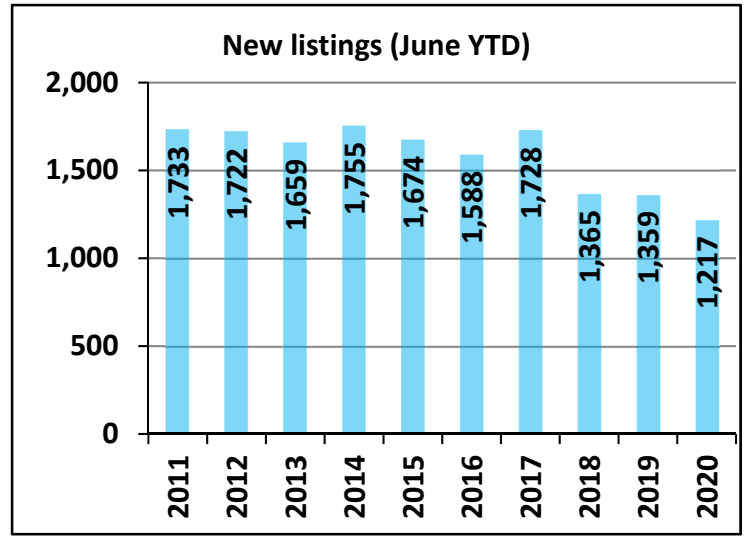
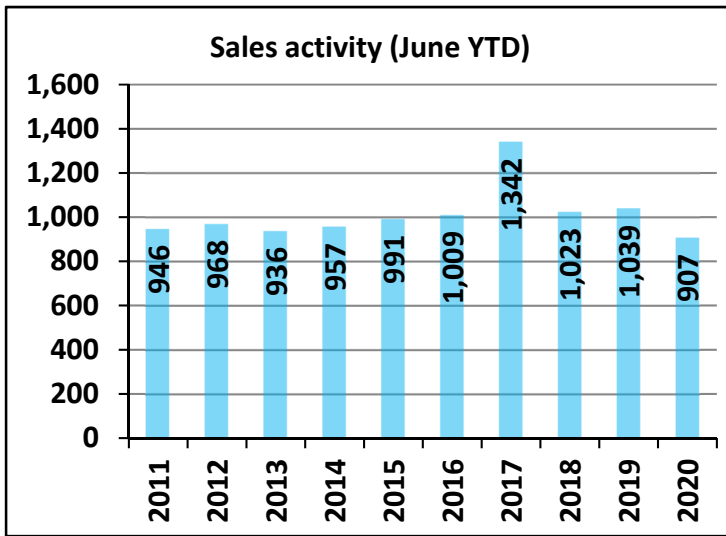
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	212	4.4	-2.8	-24.8	-2.3	22.5	7.6
Dollar Volume	\$80,322,466	21.6	24.6	7.6	61.7	126.1	120.5
New Listings	287	15.7	2.9	-23.3	-12.8	20.6	-1.7
Active Listings	186	-19.1	-33.1	-45.6	-67.1	-66.1	-67.8
Sales to New Listings Ratio ¹	73.9	81.9	78.1	75.4	66.0	72.7	67.5
Months of Inventory ²	0.9	1.1	1.3	1.2	2.6	3.2	2.9
Average Price	\$378,880	16.5	28.2	43.2	65.6	84.5	104.9

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	907	-12.7	-11.3	-32.4	-8.5	-3.1	-8.5
Dollar Volume	\$341,679,073	0.2	13.4	-1.9	56.8	82.8	79.2
New Listings	1,217	-10.4	-10.8	-29.6	-27.3	-26.6	-29.9
Active Listings ³	158	-14.1	-23.3	-43.2	-69.0	-69.0	-67.1
Sales to New Listings Ratio ⁴	74.5	76.5	74.9	77.7	59.2	56.4	57.1
Months of Inventory ⁵	1.0	1.1	1.2	1.2	3.1	3.3	2.9
Average Price	\$376,713	14.8	27.9	45.2	71.3	88.7	95.8

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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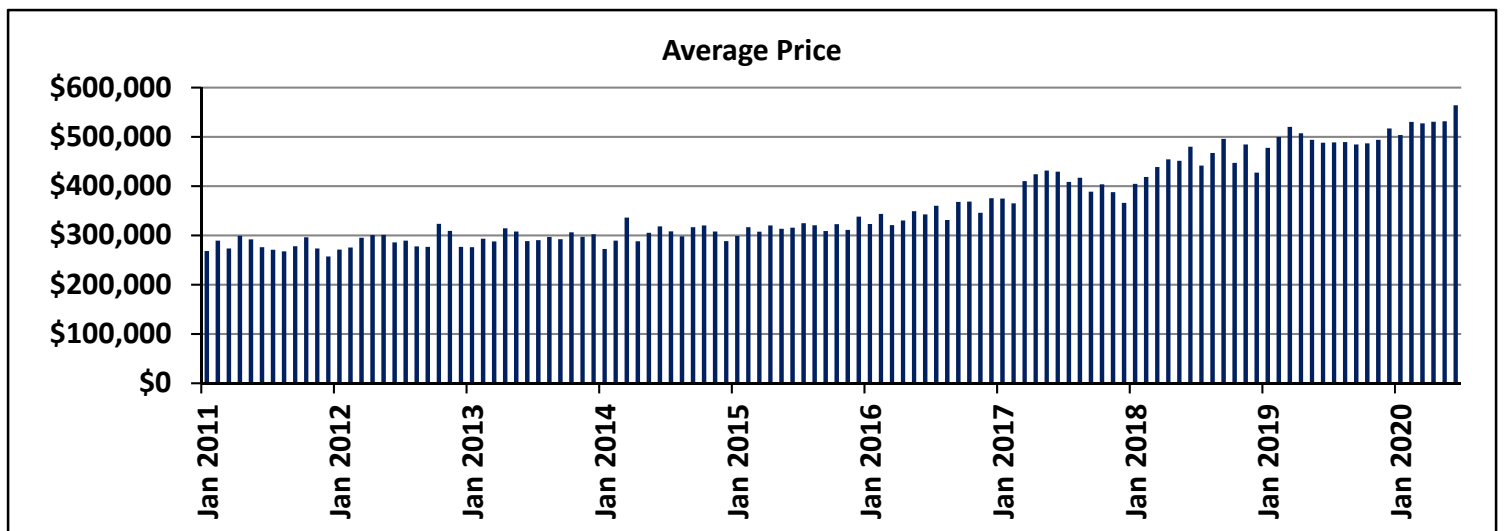
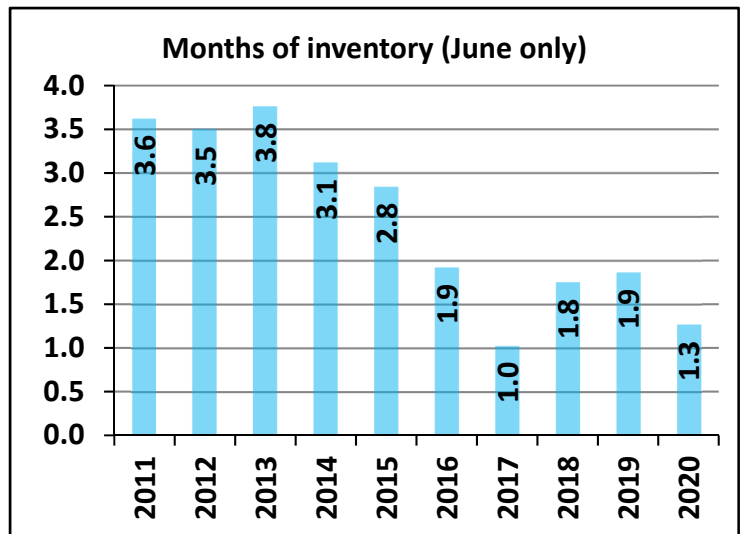
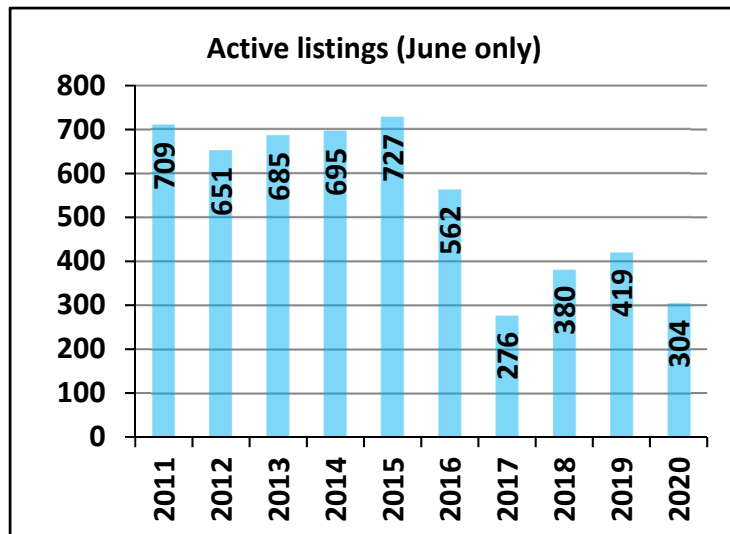
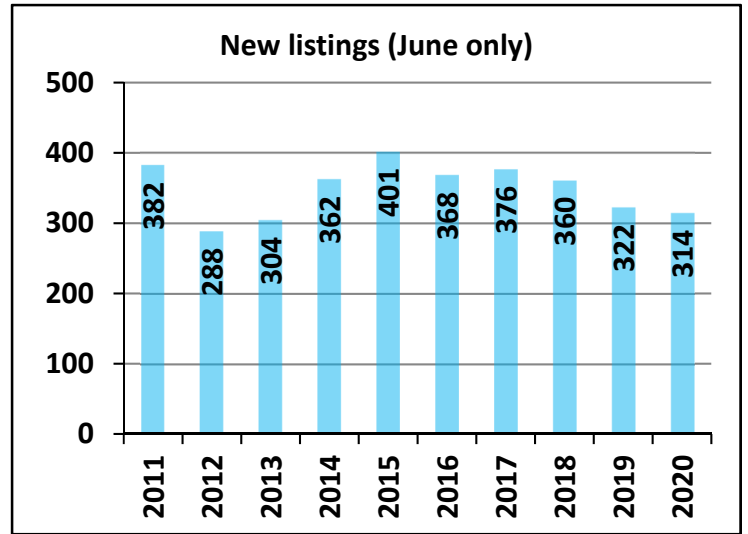
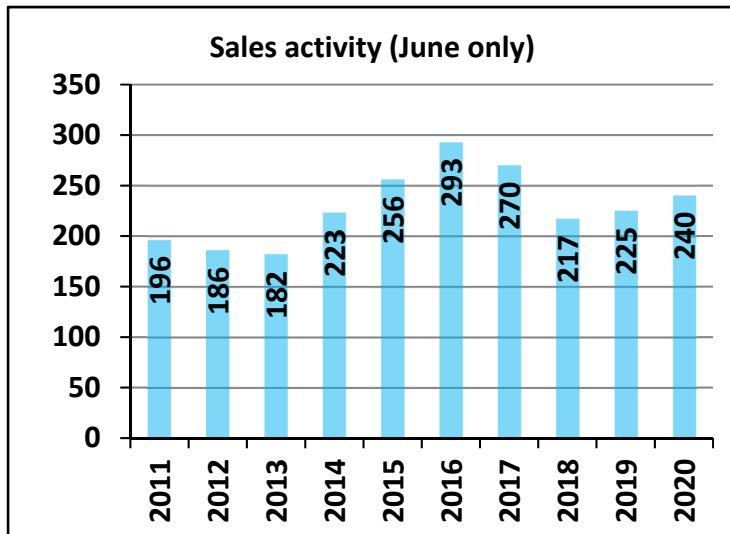
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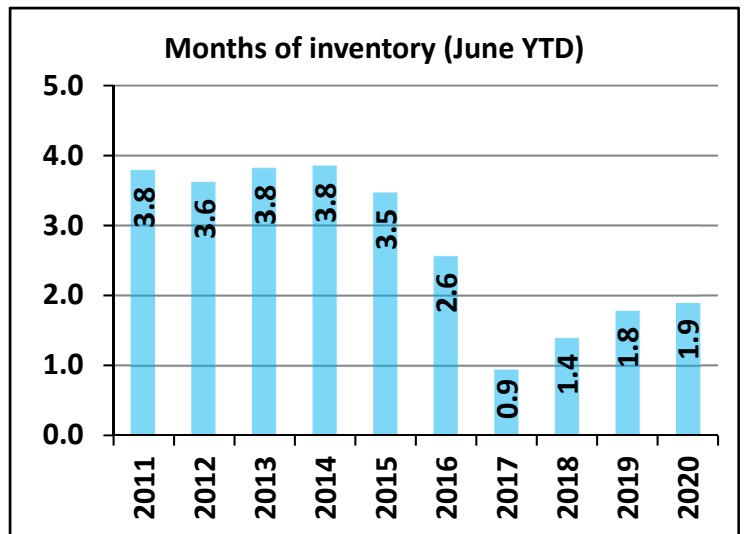
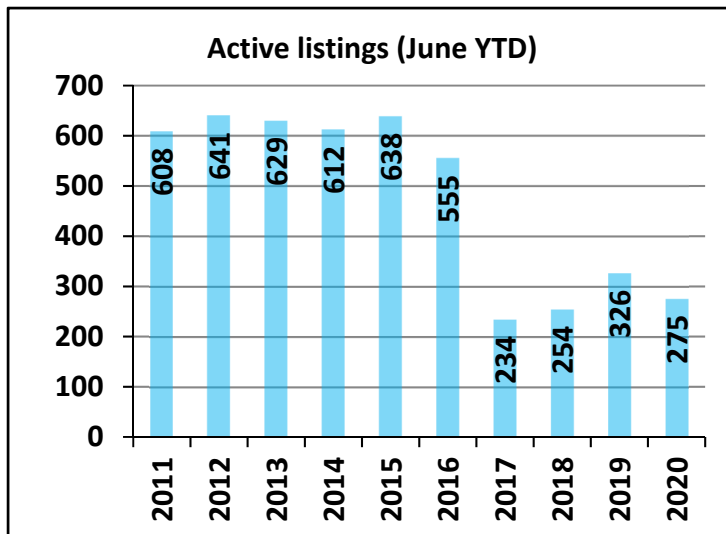
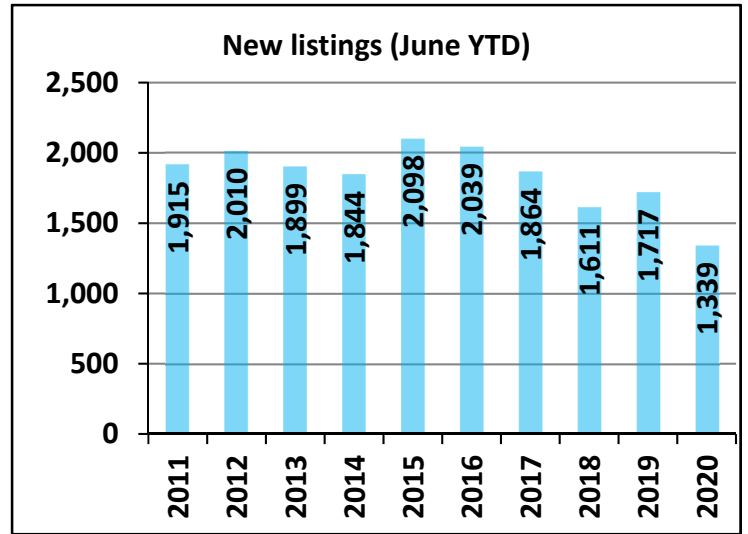
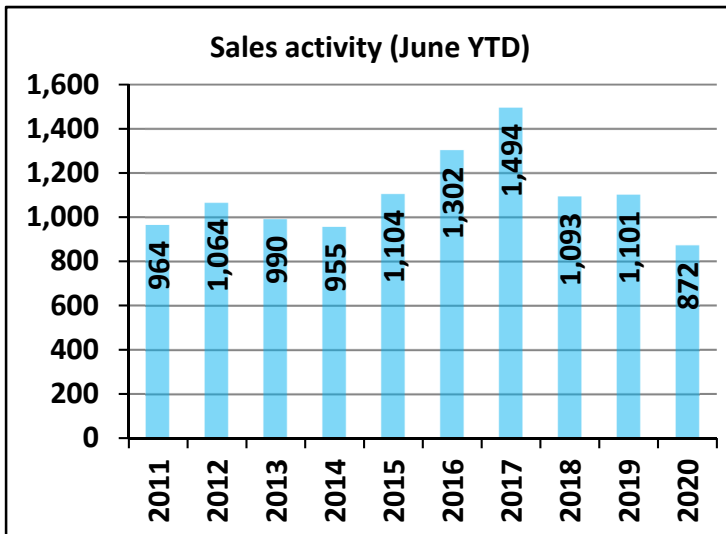
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	240	6.7	10.6	-11.1	-6.3	31.9	49.1
Dollar Volume	\$135,349,573	23.3	30.0	16.8	67.5	157.9	199.8
New Listings	314	-2.5	-12.8	-16.5	-21.7	3.3	5.4
Active Listings	304	-27.4	-20.0	10.1	-58.2	-55.6	-51.1
Sales to New Listings Ratio ¹	76.4	69.9	60.3	71.8	63.8	59.9	54.0
Months of Inventory ²	1.3	1.9	1.8	1.0	2.8	3.8	3.9
Average Price	\$563,957	15.6	17.5	31.4	78.6	95.5	101.1

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	872	-20.8	-20.2	-41.6	-21.0	-11.9	-13.3
Dollar Volume	\$467,128,246	-14.9	-4.7	-24.3	35.1	58.9	68.8
New Listings	1,339	-22.0	-16.9	-28.2	-36.2	-29.5	-25.2
Active Listings ³	275	-15.6	8.3	17.5	-56.9	-56.3	-47.2
Sales to New Listings Ratio ⁴	65.1	64.1	67.8	80.2	52.6	52.1	56.2
Months of Inventory ⁵	1.9	1.8	1.4	0.9	3.5	3.8	3.1
Average Price	\$535,698	7.4	19.5	29.7	71.0	80.4	94.7

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

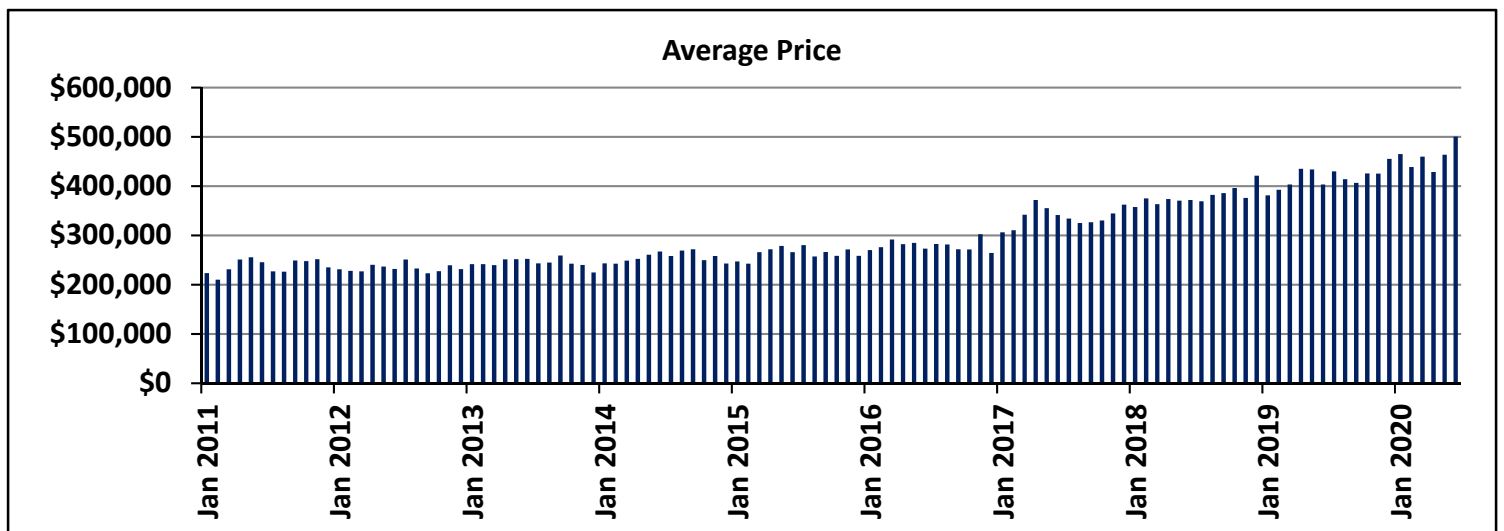
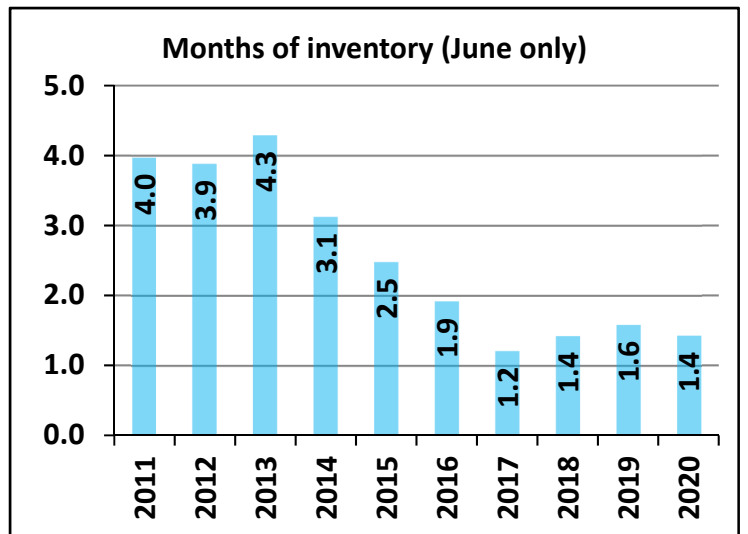
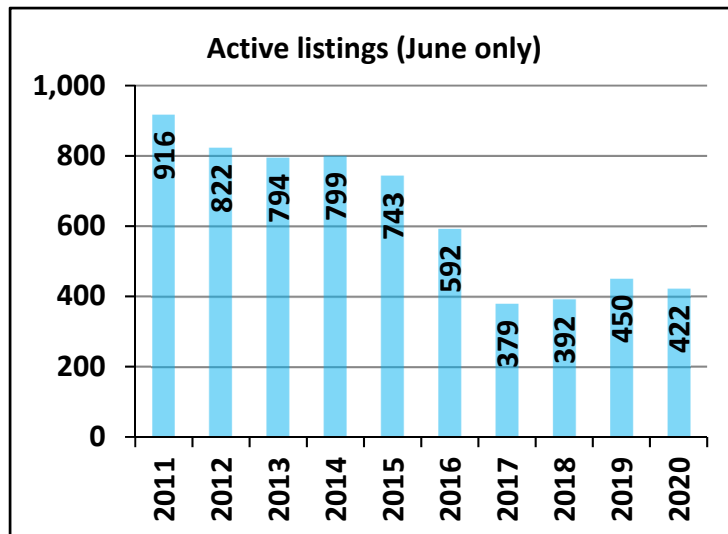
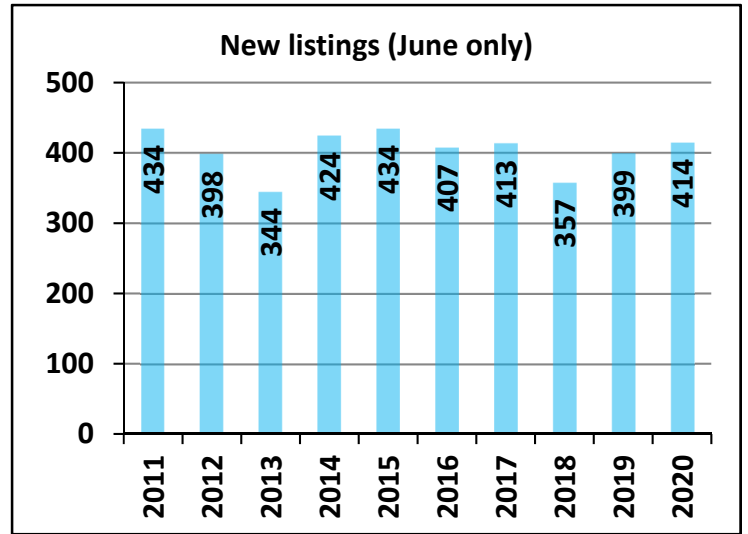
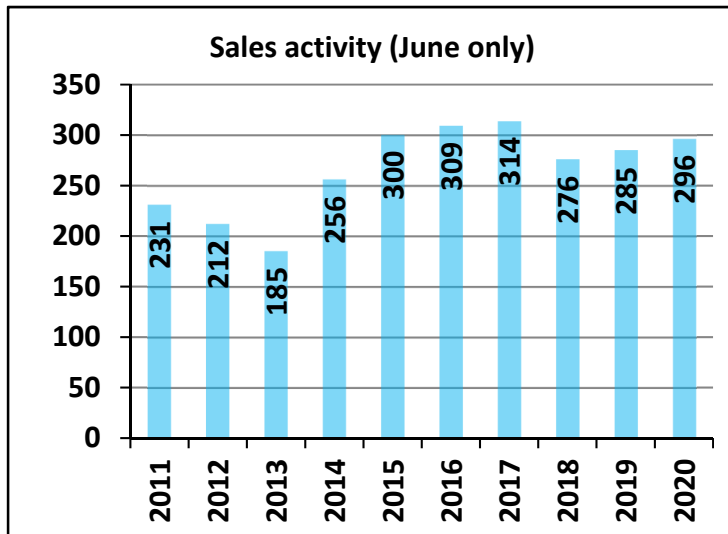
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

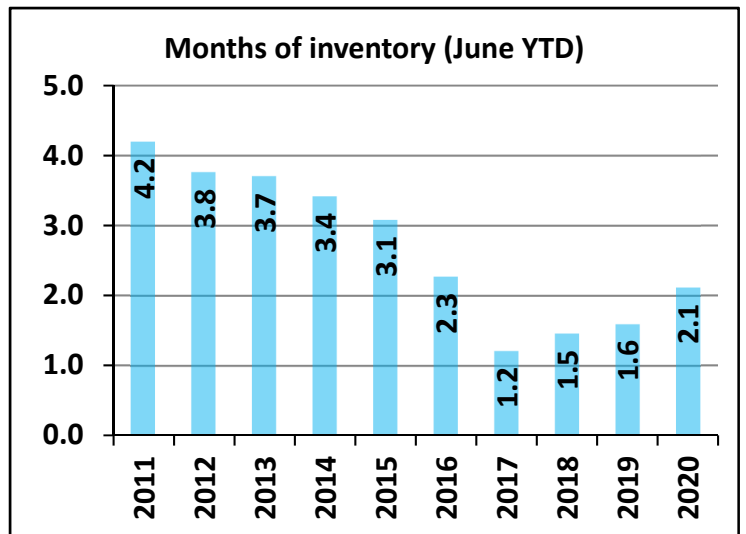
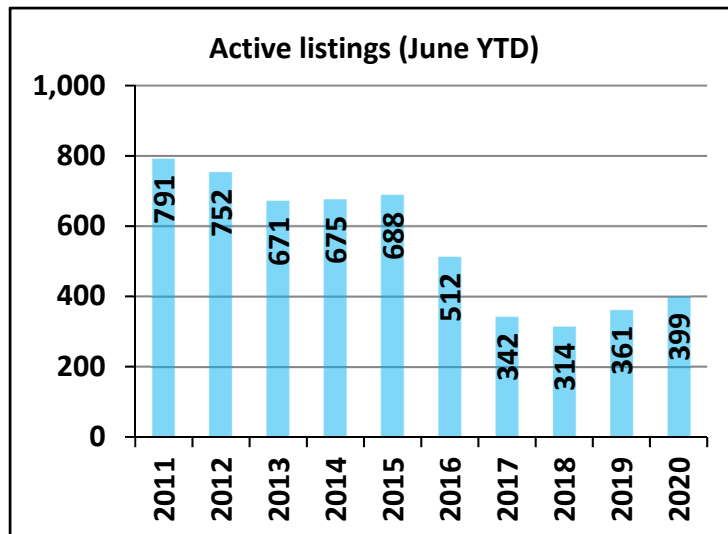
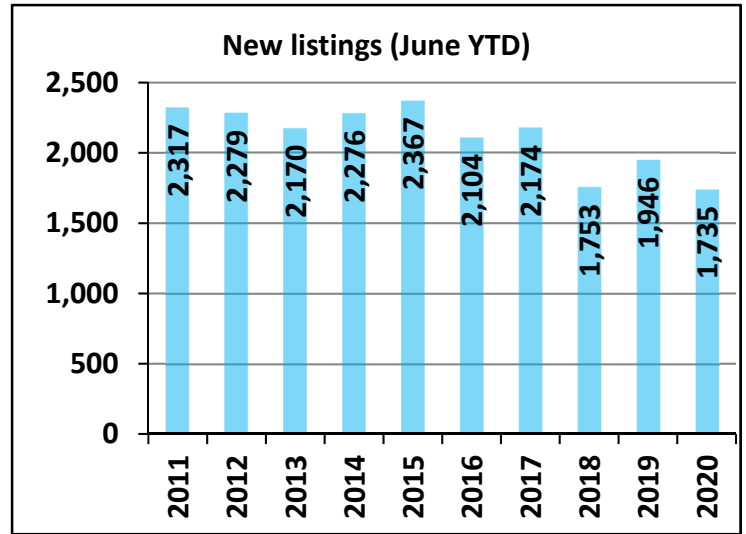
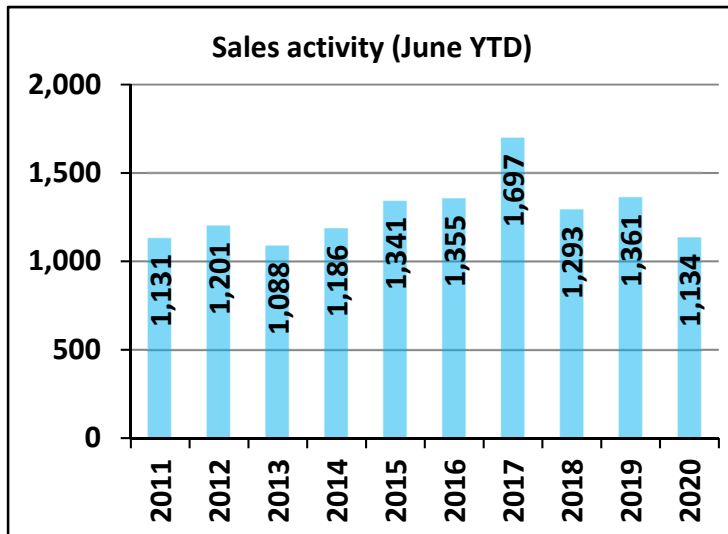
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	296	3.9	7.2	-5.7	-1.3	60.0	29.8
Dollar Volume	\$148,134,083	28.9	44.4	38.2	85.7	217.4	189.9
New Listings	414	3.8	16.0	0.2	-4.6	20.3	10.4
Active Listings	422	-6.2	7.7	11.3	-43.2	-46.9	-46.3
Sales to New Listings Ratio ¹	71.5	71.4	77.3	76.0	69.1	53.8	60.8
Months of Inventory ²	1.4	1.6	1.4	1.2	2.5	4.3	3.4
Average Price	\$500,453	24.1	34.6	46.6	88.2	98.3	123.3

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	1,134	-16.7	-12.3	-33.2	-15.4	4.2	-15.4
Dollar Volume	\$527,351,826	-6.3	10.3	-9.9	47.9	95.8	69.4
New Listings	1,735	-10.8	-1.0	-20.2	-26.7	-20.0	-25.0
Active Listings ³	399	10.5	27.1	16.7	-42.0	-40.5	-42.8
Sales to New Listings Ratio ⁴	65.4	69.9	73.8	78.1	56.7	50.1	58.0
Months of Inventory ⁵	2.1	1.6	1.5	1.2	3.1	3.7	3.1
Average Price	\$465,037	12.5	25.8	34.9	75.0	87.9	100.3

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

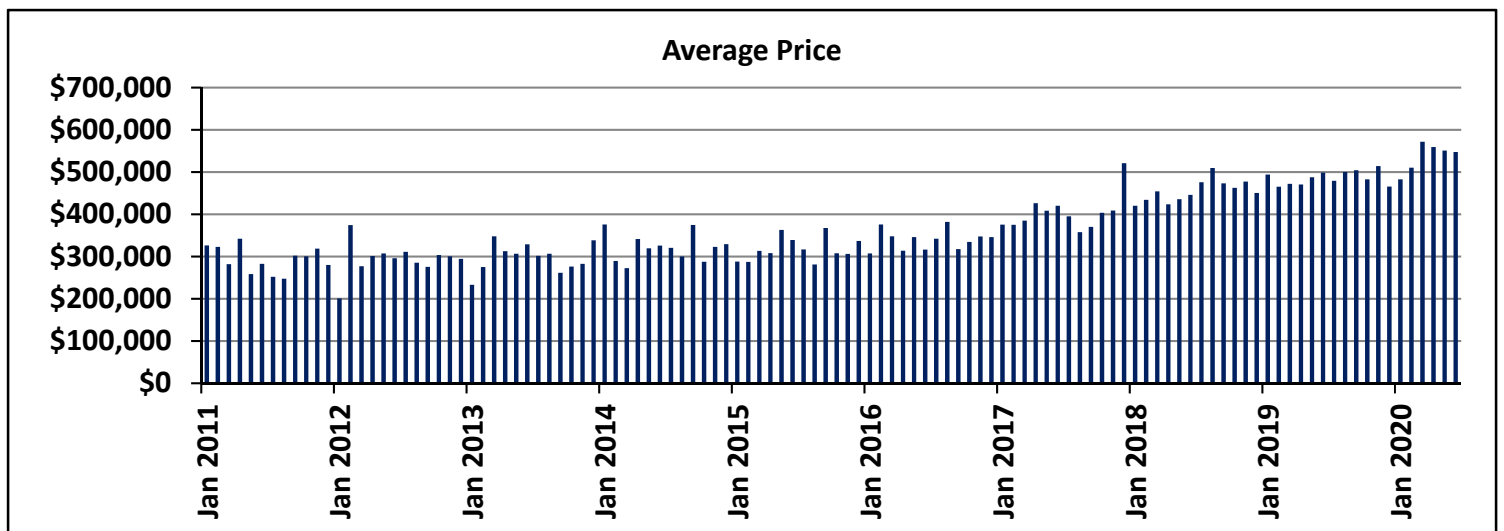
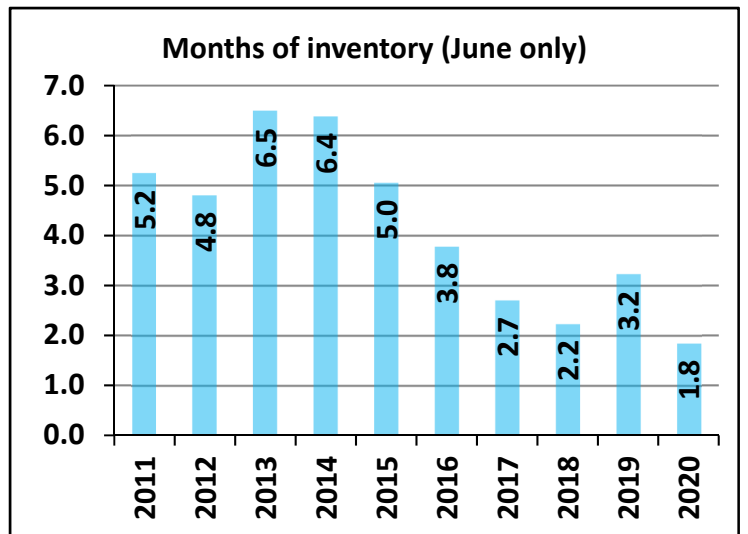
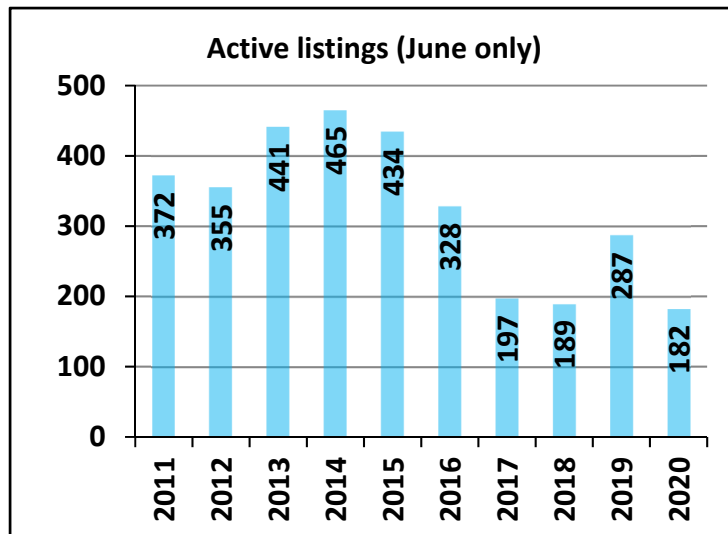
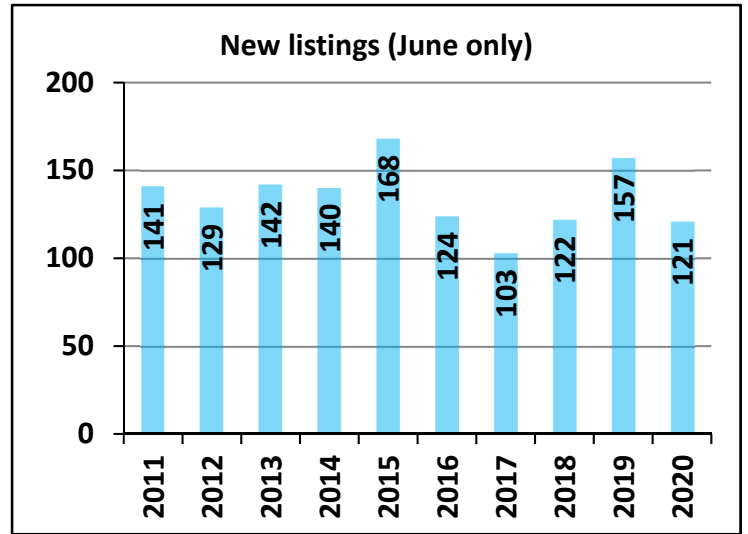
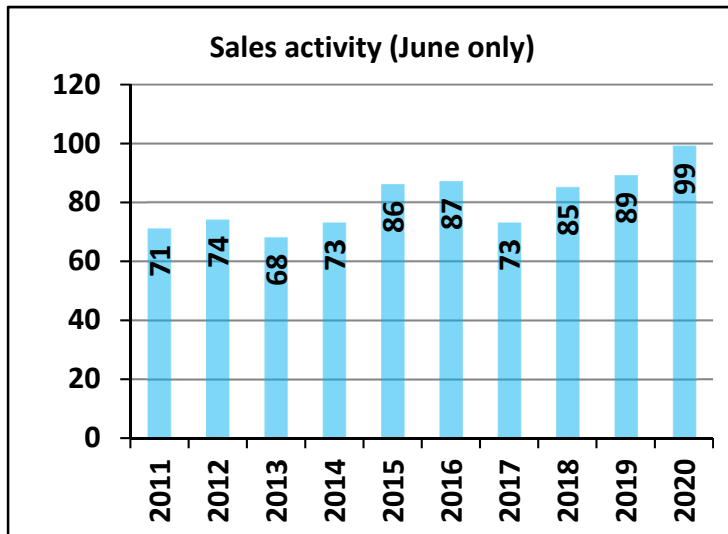
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

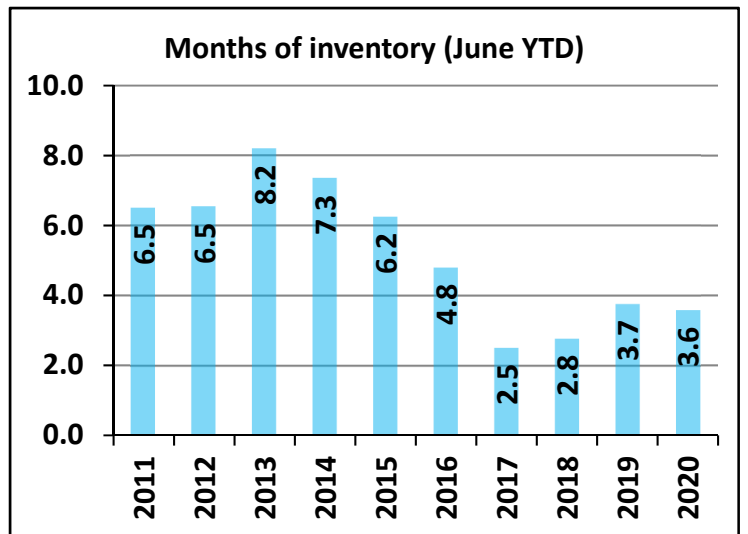
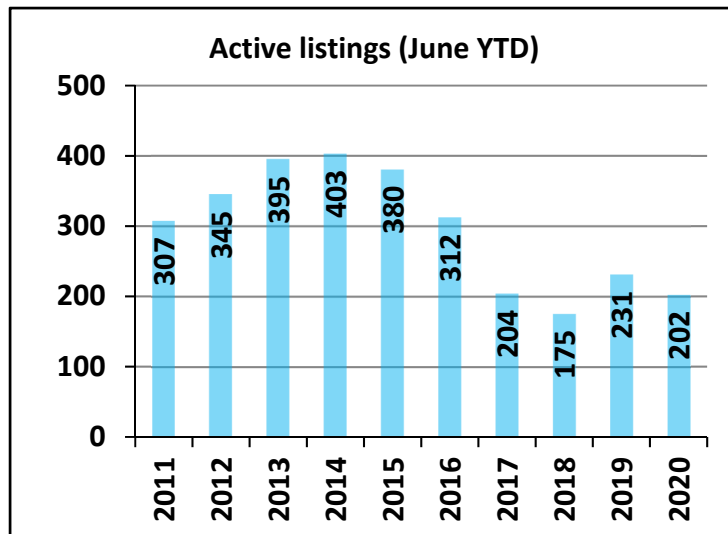
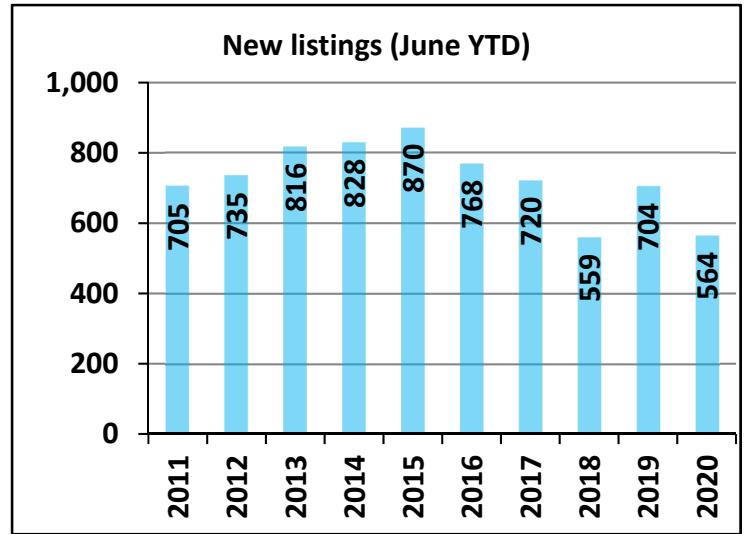
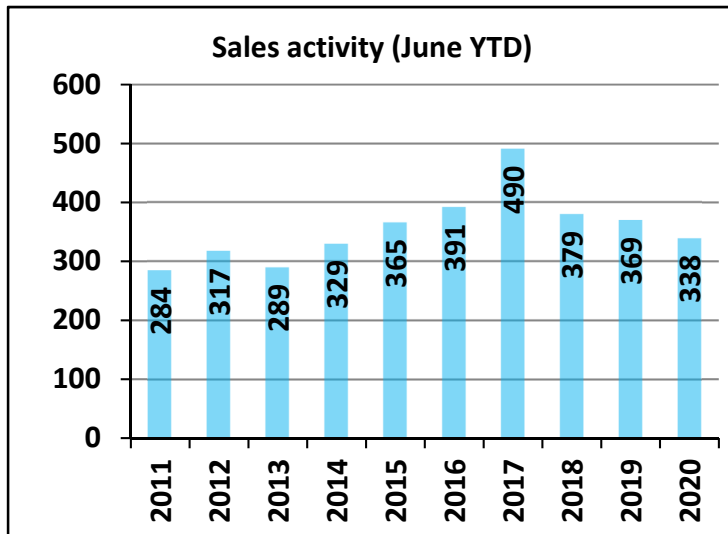
Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity



Middlesex County

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	99	11.2	16.5	35.6	15.1	45.6	86.8
Dollar Volume	\$54,196,919	22.1	43.0	76.7	85.9	142.4	290.9
New Listings	121	-22.9	-0.8	17.5	-28.0	-14.8	2.5
Active Listings	182	-36.6	-3.7	-7.6	-58.1	-58.7	-43.1
Sales to New Listings Ratio ¹	81.8	56.7	69.7	70.9	51.2	47.9	44.9
Months of Inventory ²	1.8	3.2	2.2	2.7	5.0	6.5	6.0
Average Price	\$547,444	9.8	22.8	30.3	61.5	66.5	109.3

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	338	-8.4	-10.8	-31.0	-7.4	17.0	8.7
Dollar Volume	\$181,778,782	2.0	9.9	-7.7	53.3	104.7	111.4
New Listings	564	-19.9	0.9	-21.7	-35.2	-30.9	-14.5
Active Listings ³	202	-12.6	15.4	-1.0	-46.8	-48.9	-34.8
Sales to New Listings Ratio ⁴	59.9	52.4	67.8	68.1	42.0	35.4	47.1
Months of Inventory ⁵	3.6	3.7	2.8	2.5	6.2	8.2	6.0
Average Price	\$537,807	11.4	23.2	33.9	65.6	75.0	94.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

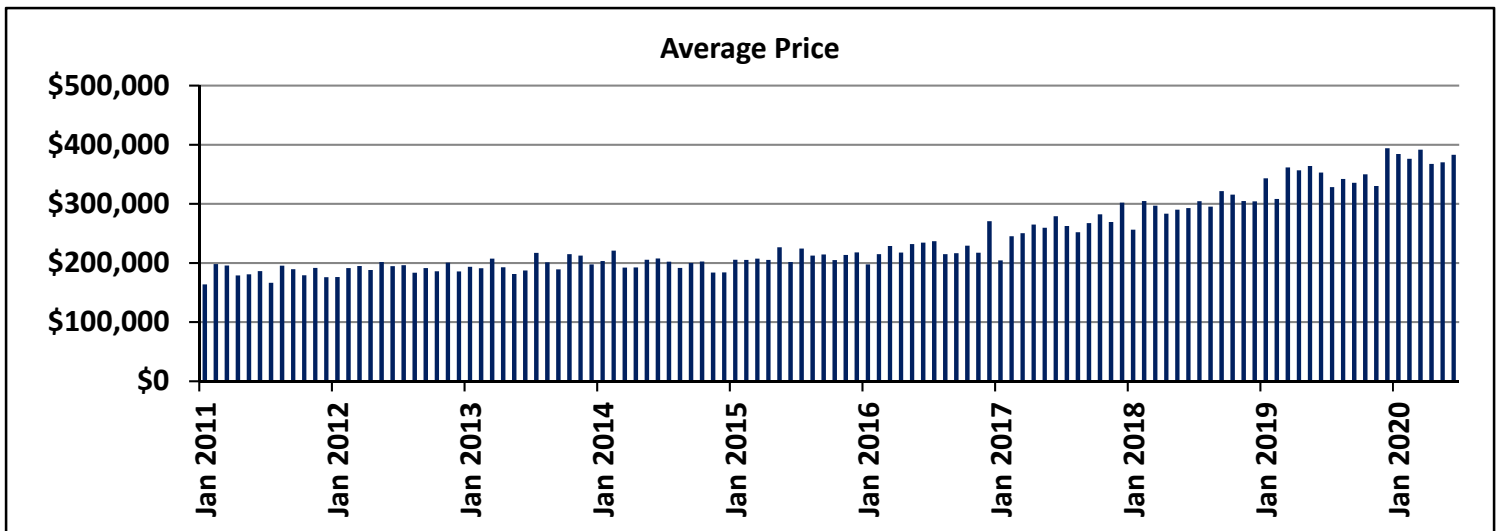
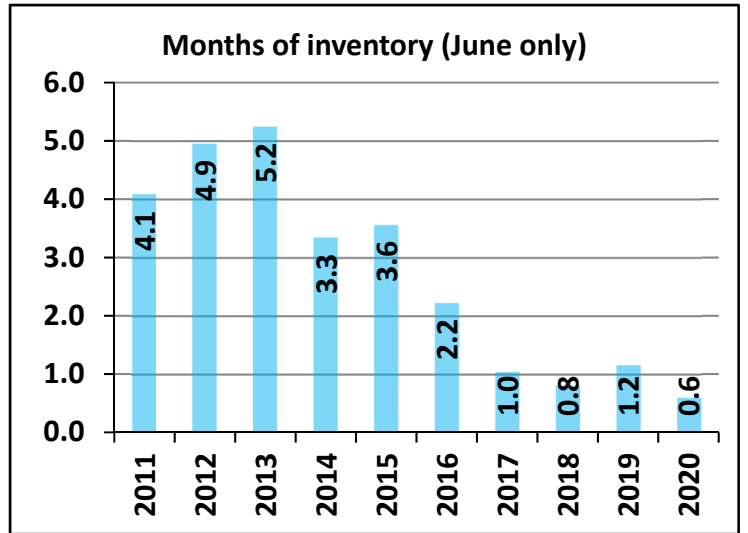
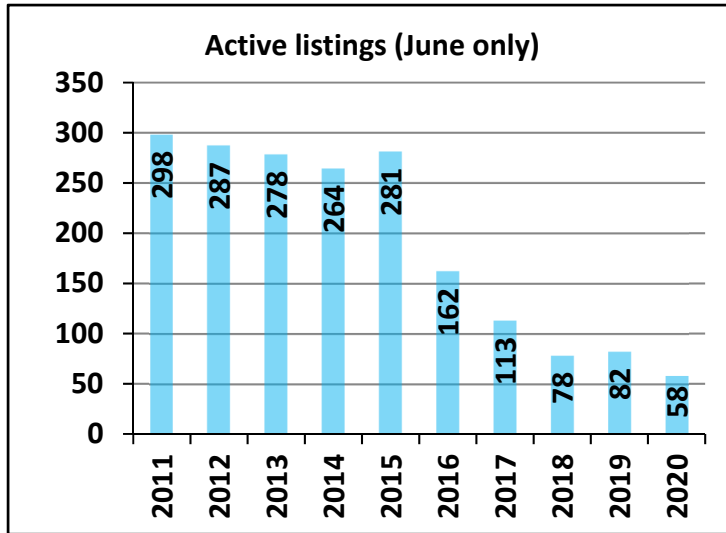
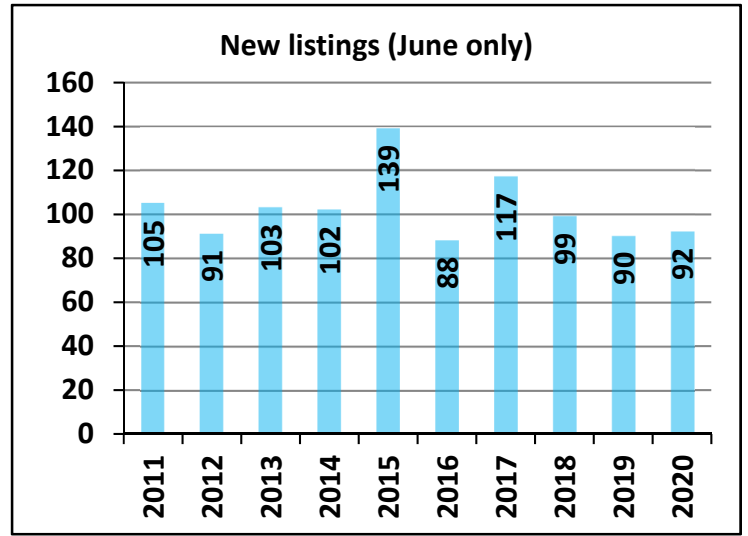
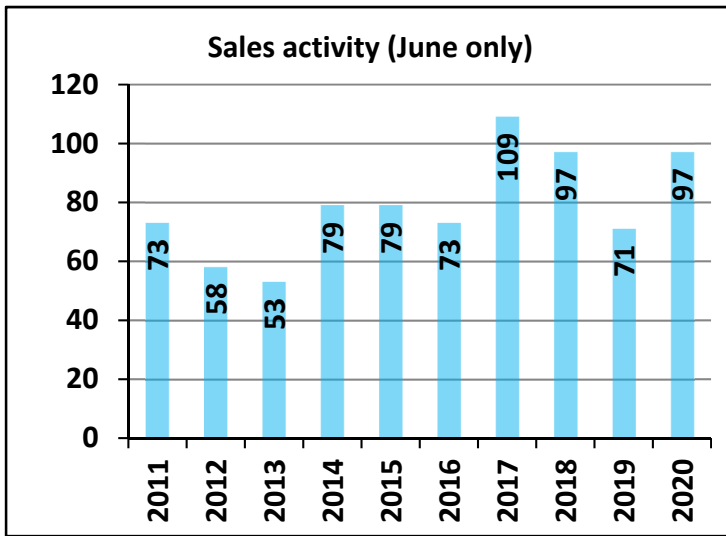
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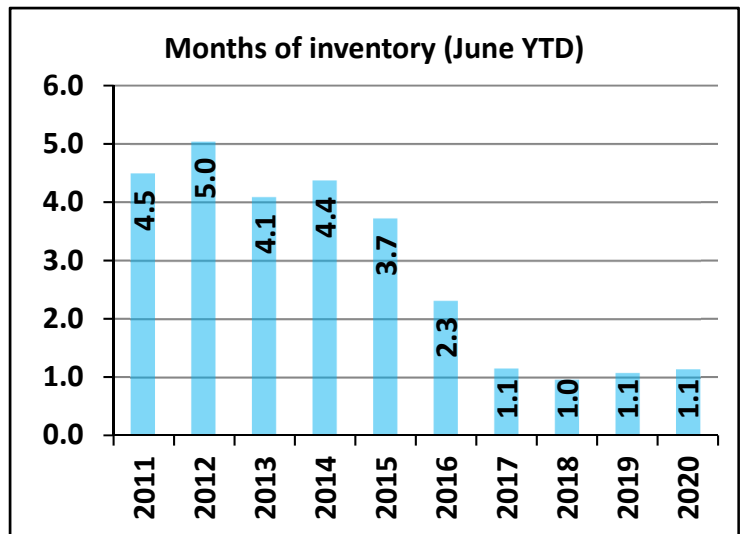
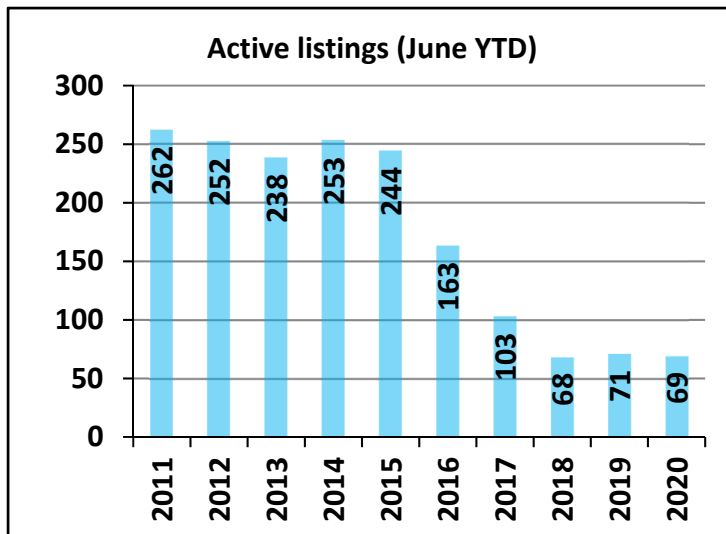
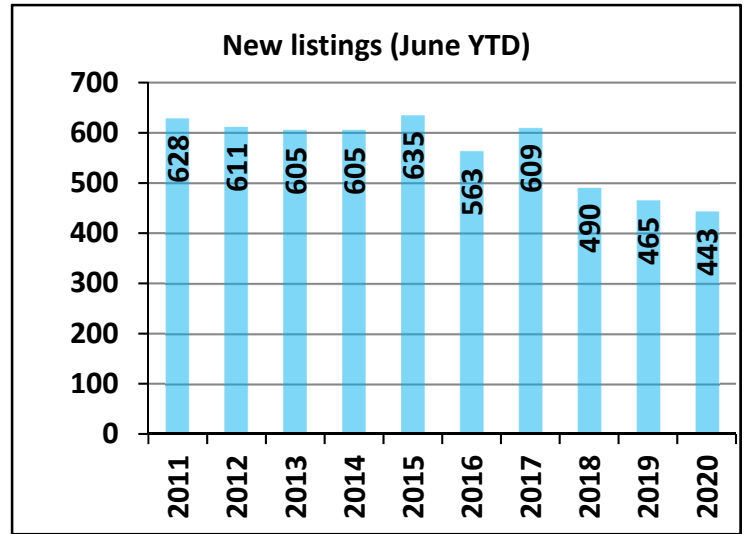
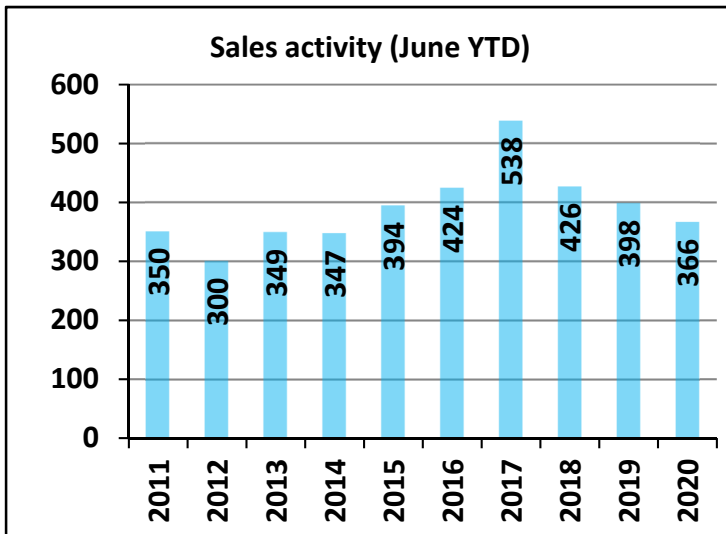
St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity



St. Thomas

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	97	36.6	0.0	-11.0	22.8	83.0	59.0
Dollar Volume	\$37,137,638	48.2	30.8	22.1	133.3	274.2	220.1
New Listings	92	2.2	-7.1	-21.4	-33.8	-10.7	-17.1
Active Listings	58	-29.3	-25.6	-48.7	-79.4	-79.1	-75.6
Sales to New Listings Ratio ¹	105.4	78.9	98.0	93.2	56.8	51.5	55.0
Months of Inventory ²	0.6	1.2	0.8	1.0	3.6	5.2	3.9
Average Price	\$382,862	8.5	30.8	37.2	90.0	104.4	101.3

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	366	-8.0	-14.1	-32.0	-7.1	4.9	1.4
Dollar Volume	\$139,066,137	-0.5	12.7	1.1	68.6	108.4	109.8
New Listings	443	-4.7	-9.6	-27.3	-30.2	-26.8	-23.8
Active Listings ³	69	-2.8	1.5	-33.0	-71.7	-71.0	-70.0
Sales to New Listings Ratio ⁴	82.6	85.6	86.9	88.3	62.0	57.7	62.1
Months of Inventory ⁵	1.1	1.1	1.0	1.1	3.7	4.1	3.8
Average Price	\$379,962	8.2	31.1	48.6	81.5	98.8	106.9

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

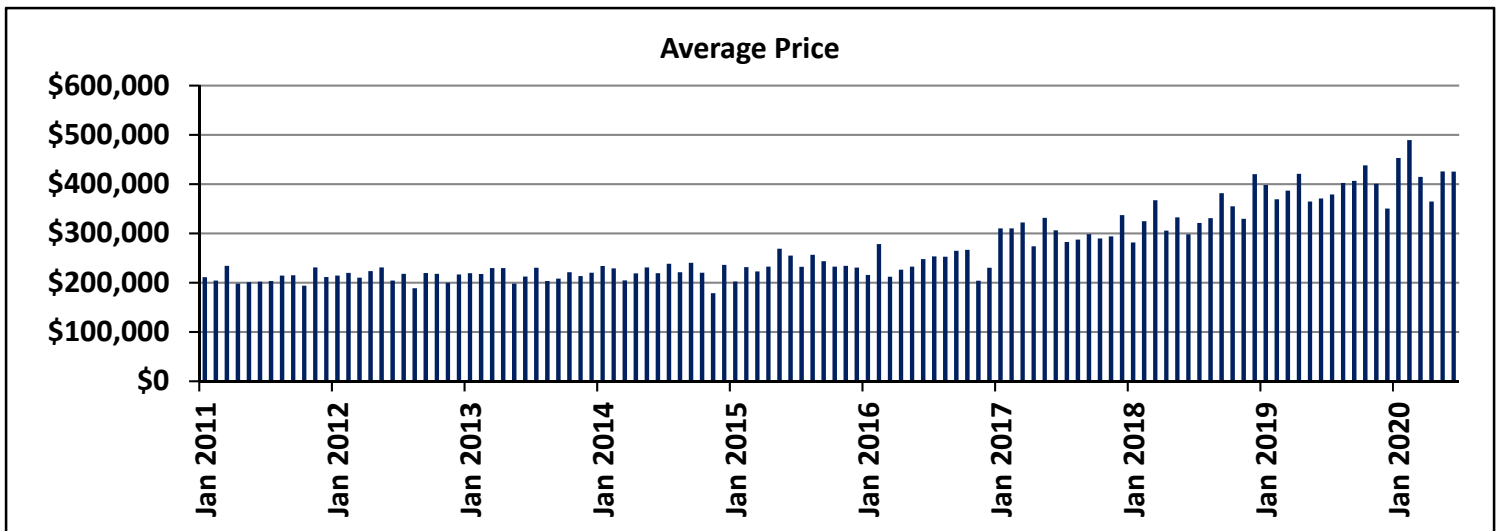
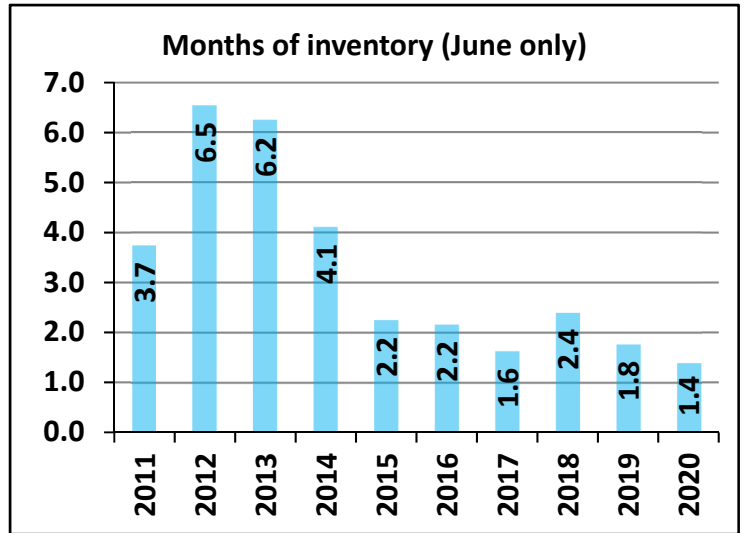
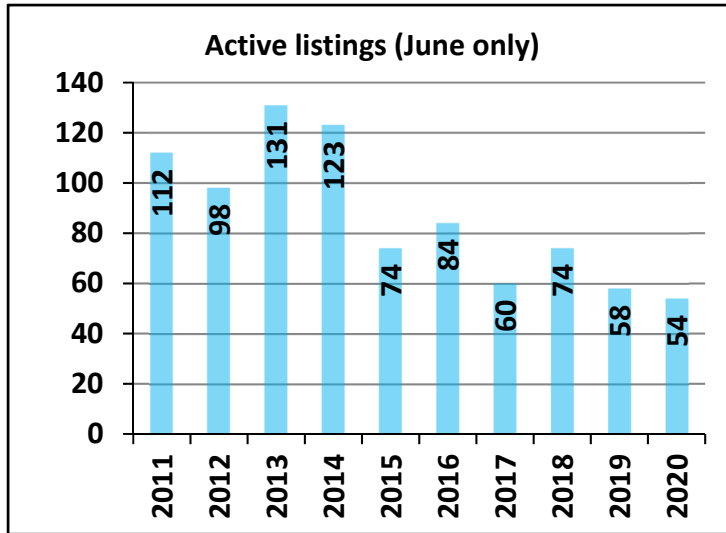
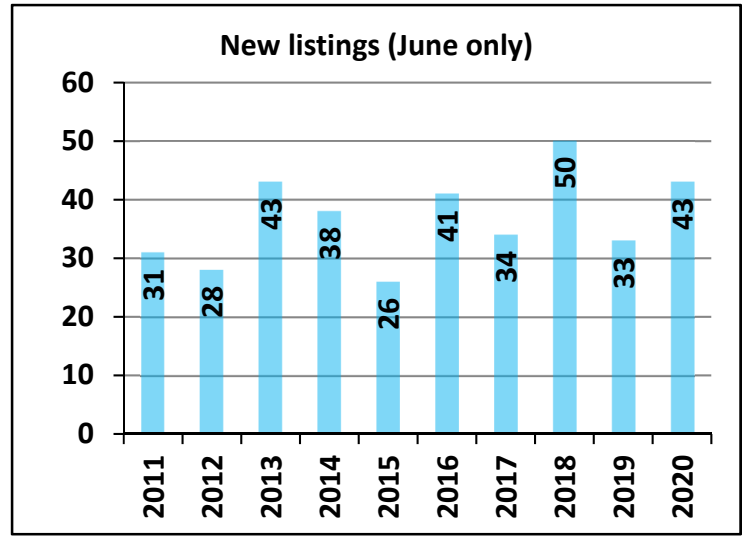
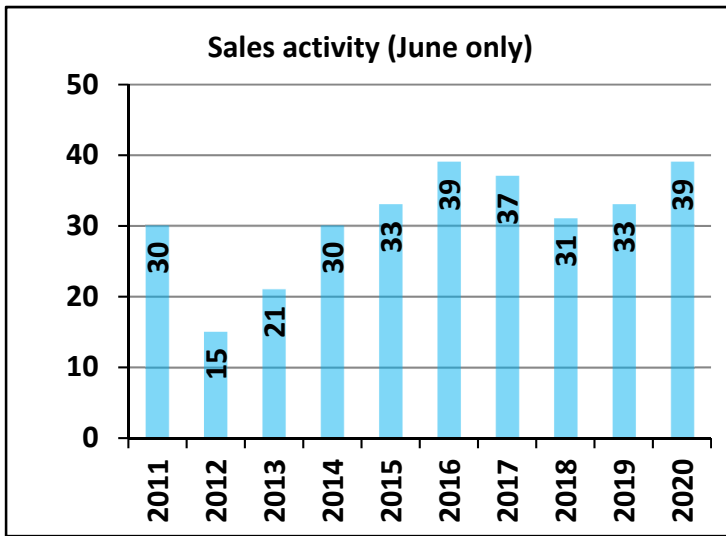
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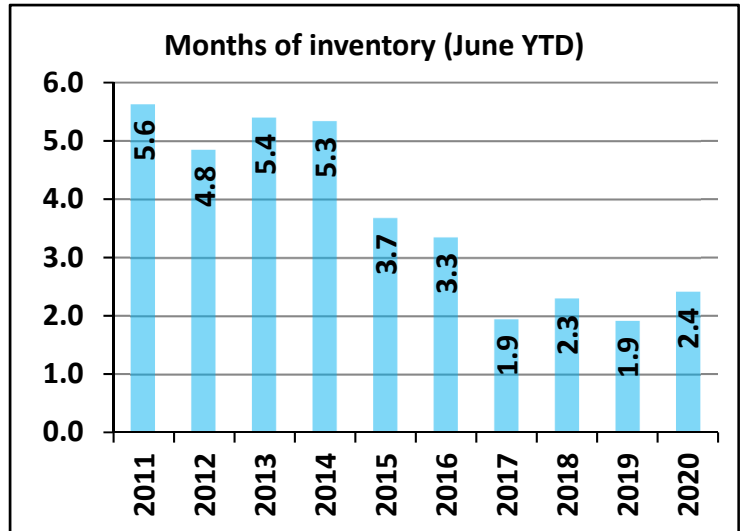
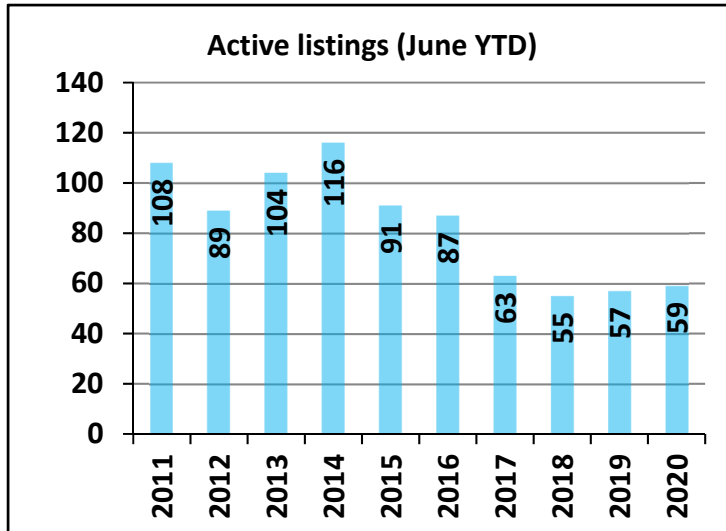
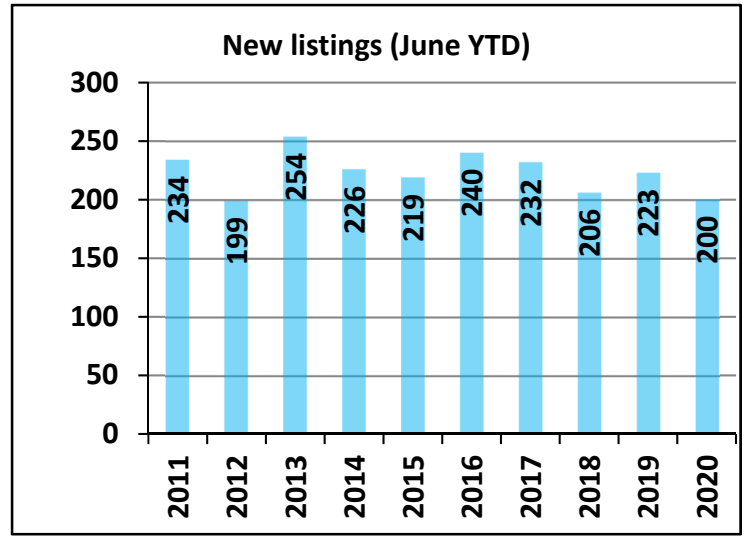
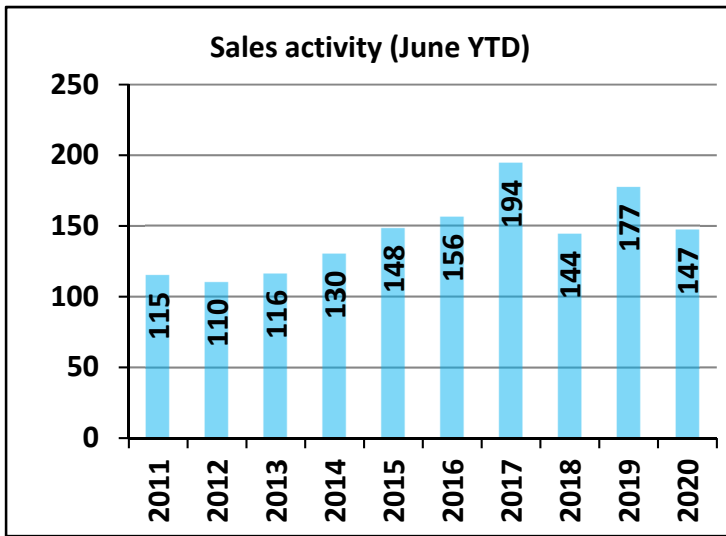
Strathroy

Residential Market Activity



Strathroy

Residential Market Activity



Strathroy

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	39	18.2	25.8	5.4	18.2	85.7	116.7
Dollar Volume	\$16,585,792	35.5	79.5	46.3	97.1	271.9	298.0
New Listings	43	30.3	-14.0	26.5	65.4	0.0	16.2
Active Listings	54	-6.9	-27.0	-10.0	-27.0	-58.8	-45.5
Sales to New Listings Ratio ¹	90.7	100.0	62.0	108.8	126.9	48.8	48.6
Months of Inventory ²	1.4	1.8	2.4	1.6	2.2	6.2	5.5
Average Price	\$425,277	14.7	42.7	38.8	66.8	100.3	83.7

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	147	-16.9	2.1	-24.2	-0.7	26.7	22.5
Dollar Volume	\$63,400,492	-6.8	38.7	5.0	76.4	151.6	154.4
New Listings	200	-10.3	-2.9	-13.8	-8.7	-21.3	-0.5
Active Listings ³	59	3.5	7.3	-6.3	-35.2	-43.3	-33.0
Sales to New Listings Ratio ⁴	73.5	79.4	69.9	83.6	67.6	45.7	59.7
Months of Inventory ⁵	2.4	1.9	2.3	1.9	3.7	5.4	4.4
Average Price	\$431,296	12.3	35.9	38.5	77.6	98.5	107.7

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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