



London and St. Thomas Residential Market Activity and MLS® Home Price Index Report July 2021

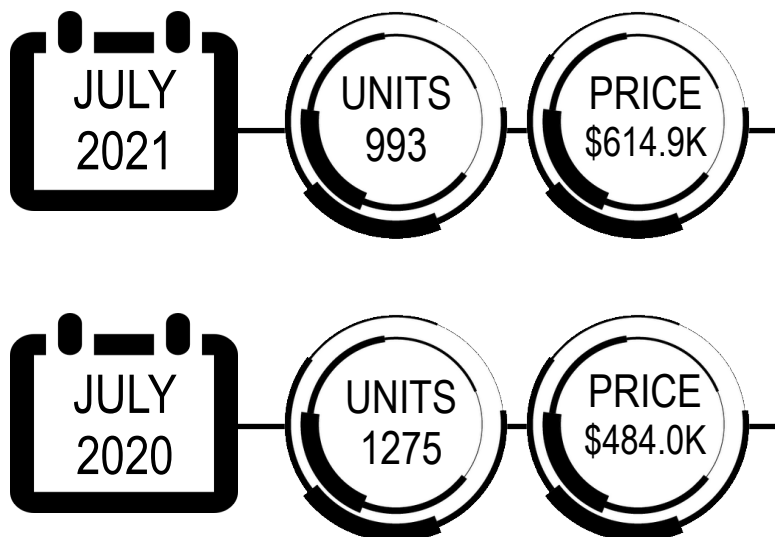


Prepared for the London and St. Thomas Association of REALTORS® by the Canadian Real Estate Association

AVERAGE LSTAR
SALE PRICE

\$614,913

Up 26.6%
FROM LSTAR'S
July 2020
AVERAGE
PRICE

MLS SALES
ACTIVITY

YTD AVERAGE PRICE



\$629,760

UP 37.5%
OVER 2020

YTD TOTAL SALES



7,377

UP 34.6%
OVER 2020

YTD TOTAL NUMBER OF NEW LISTINGS



9,105

UP 21.2%
OVER 2020

YTD TOTAL VALUE OF HOME SALES



\$4,645,736,671

UP 85%
OVER 2020

News Release

Wednesday, August 4, 2021

For Comment: Jack Lane, 519-670-6148

For Background: Bill Madder, 519-641-1400



Home sales and prices are levelling off, but market still robust

London, ON – The London and St. Thomas Association of REALTORS® (LSTAR) reported 993 homes sold last month in its jurisdiction. “Even though this represents the second highest number of home sales recorded via LSTAR’s MLS® system for the month of July, this value is more in line with our pre-pandemic figures, which suggests that our market may be stabilizing,” said LSTAR 2021 President Jack Lane.

LSTAR’s overall average sales price was \$614,913 in July 2020, 26.6% over the same period last year.

“July’s average sales price was slightly lower than the year-to-date value, which reflects the moderating trend seen across the country, reinforcing, at the same time, the idea that our local real estate market is starting to level off. However, the high demand for housing and the historically low inventory levels that we are currently experiencing still make for a robust housing market, where the Sellers have the upper hand,” Lane added.

The following table shows how last month’s average sales prices compare to the benchmark prices. The MLS® Home Price Index (HPI) benchmark price reflects the value of a “typical home” from a certain area as assigned by local home buyers based on various housing attributes. The average sales price is calculated by adding the sale prices for all the homes sold and dividing that total by the number of transactions. Since monthly averages may be skewed by the type of houses sold in that timeframe, the HPI benchmark price is a more accurate way to gauge price trends.

Area	July 2021 MLS® HPI Benchmark Price	July 2021 Average Price
Elgin	\$618,300	\$583,145
London East	\$496,500	\$510,039
London North	\$684,600	\$699,496
London South	\$569,600	\$636,439
Middlesex	\$857,800	\$845,051
St. Thomas	\$505,400	\$495,409
Strathroy	\$668,000	\$579,272
LSTAR	\$578,600	\$614,913

Inventory illustrates how long it would take to liquidate existing housing inventories at the current rate of sales activity. At the end of July, there were 0.8 months of inventory across the entire LSTAR area, with the lowest inventory level seen in St. Thomas – at 0.5 months.

The single-family home remains on top of the local buyers' preferences, with 749 sales in July. "Despite that, apartment sales seem to be making a great "come back", with the MLS® apartment market activity having its second best July ever," Lane noted.

The table below shows the July benchmark prices for all housing types in LSTAR's jurisdiction and how they stack up against the values from a year ago.

MLS® Home Price Index Benchmark Prices		
Benchmark Type	July 2021	Change over July 2020
LSTAR Composite	\$578,600	↑ 33.3%
LSTAR Single-Family	\$629,900	↑ 36.2%
LSTAR One Storey	\$579,000	↑ 36.3%
LSTAR Two Storey	\$679,200	↑ 36.2%
LSTAR Townhouse	\$467,100	↑ 34.6%
LSTAR Apartment	\$301,100	↑ 7.3 %

"All potential buyers and sellers should understand that each housing transaction is unique and does not necessarily reflect the activity across the entire marketplace," Lane emphasized. "A property's value depends on the housing type, its geographical location and features, as well as many other factors that REALTORS® are familiar with and can use to accurately evaluate it. That is why it's always advisable to have a REALTOR® in your corner when you are thinking to either buy or sell a home," he added.

Despite all the increases seen in the HPI benchmark prices and average sales prices, homes in LSTAR's jurisdiction appear to be relatively affordable when compared to houses from some other major Ontario and Canadian centres. The following table is based on data taken from the [CREA National Price Map](#) for June 2021.

City	June 2021 Benchmark Price
Greater Vancouver	\$1,175,100
Fraser Valley	\$1,051,400
Greater Toronto	\$1,050,300
Hamilton-Burlington	\$879,100
Victoria	\$829,600
Kitchener-Waterloo	\$745,800
Ottawa	\$671,400
Niagara Region	\$655,200
London St. Thomas	\$574,400
Windsor-Essex*	\$543,983
Calgary	\$445,000
Edmonton	\$345,600
CANADA	\$679,051

According to a research report^[1], a total of \$73,250 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 July home sales could potentially translate into more than \$72 million back into the local economy within the next few years," Lane 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 2,000 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 average prices; all other areas displaying MLS® Home Price Index benchmark prices. The benchmark price reflects the value of a "typical home" as assigned by buyers in a certain area based on various housing attributes.*

^[1]Economic Impacts of MLS® Systems Home Sales and Purchases in Canada and the Provinces, Altus Group, 2019.

London and St. Thomas MLS® Residential Market Activity

Actual	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	993	-17.9	8.8	7.1	5.0	9.0	46.0
Dollar Volume	\$610,608,797	3.9	65.6	82.5	130.7	164.9	296.8
New Listings	1,196	-10.7	-8.4	0.8	6.2	-20.1	-7.6
Active Listings	822	-33.6	-51.6	-44.5	-64.5	-75.8	-77.1
Sales to New Listings Ratio ¹	83.0	90.4	69.9	78.1	84.0	60.9	52.5
Months of Inventory ²	0.8	1.0	1.9	1.6	2.4	3.7	5.3
Average Price	\$614,913	26.6	52.2	70.3	119.7	143.0	171.7
Median Price	\$575,000	27.8	55.4	76.9	123.5	151.1	178.5
Sale to List Price Ratio	107.4	103.0	101.2	101.1	98.3	97.2	97.0
Median Days on Market	10.0	10.0	13.0	12.0	25.0	35.0	34.0

Year-to-date	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	7,377	34.6	25.9	29.0	21.6	43.6	54.6
Dollar Volume	\$4,645,736,671	85.0	95.9	124.4	175.6	255.9	315.4
New Listings	9,105	21.2	8.5	17.9	0.6	-6.6	-5.7
Active Listings ³	684	-48.7	-51.6	-44.7	-70.3	-77.8	-78.7
Sales to New Listings Ratio ⁴	81.0	72.9	69.8	74.0	67.0	52.7	49.5
Months of Inventory ⁵	0.6	1.7	1.7	1.5	2.7	4.2	4.7
Average Price	\$629,760	37.5	55.6	73.9	126.7	147.9	168.8
Median Price	\$586,500	37.0	56.4	77.2	130.0	155.0	172.8
Sale to List Price Ratio	112.0	102.3	102.6	102.6	98.4	97.4	97.4
Median Days on Market	7.0	10.0	10.0	10.0	22.0	30.0	31.0

¹ Sales / new listings * 100; compared to levels from previous periods.

² Active listings at month end / monthly sales; compared to levels from previous periods.

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.

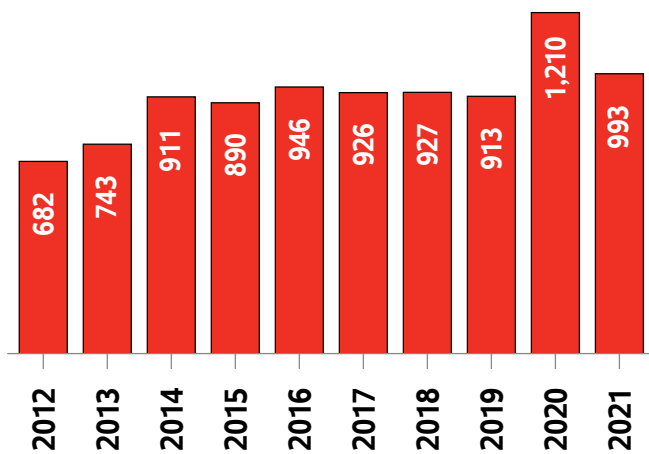
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

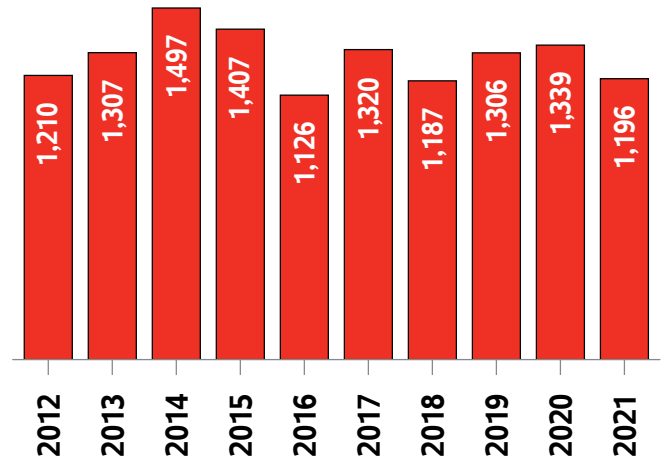
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

London and St. Thomas MLS® Residential Market Activity

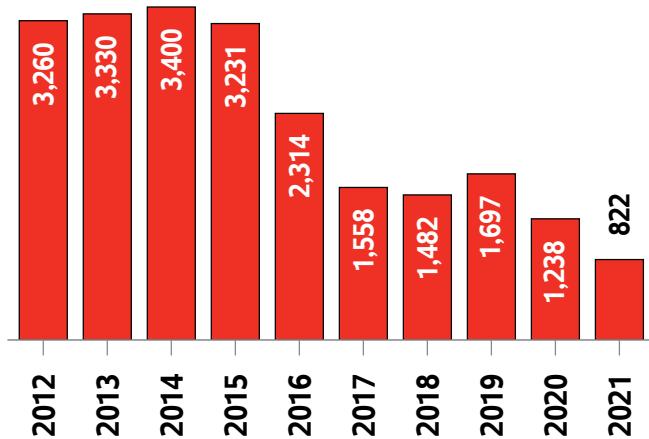
Sales Activity (July only)



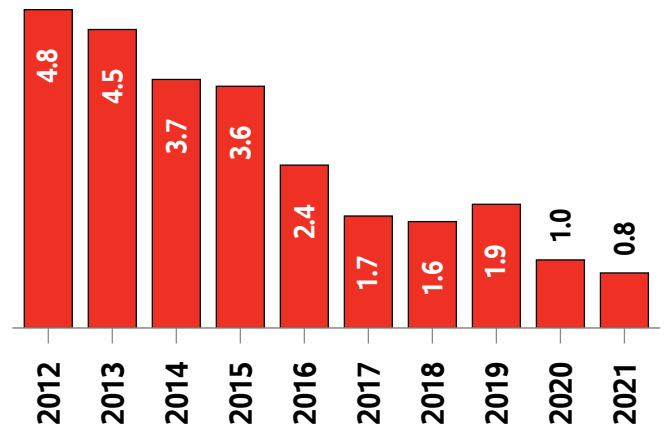
New Listings (July only)



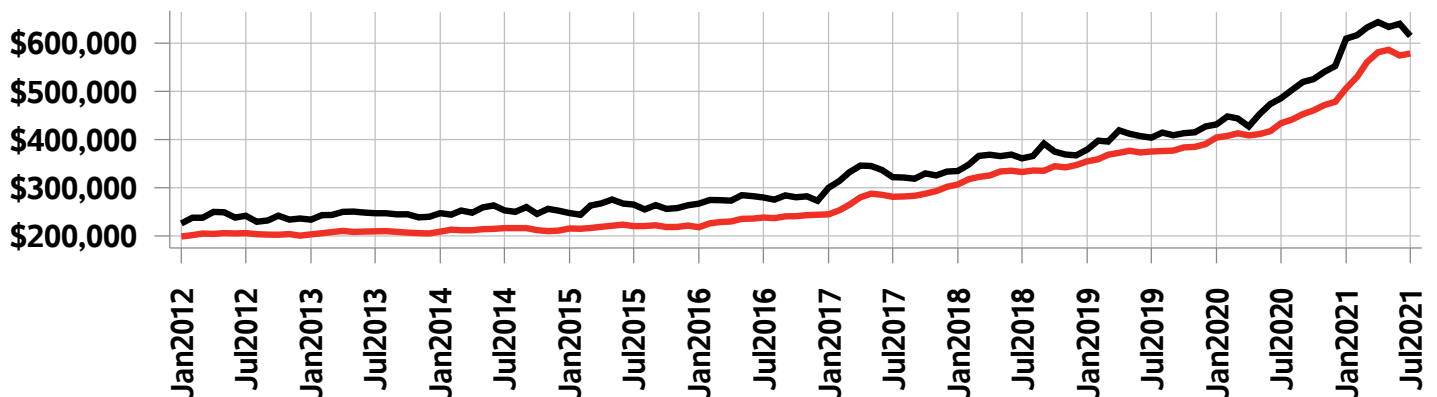
Active Listings (July only)



Months of Inventory (July only)

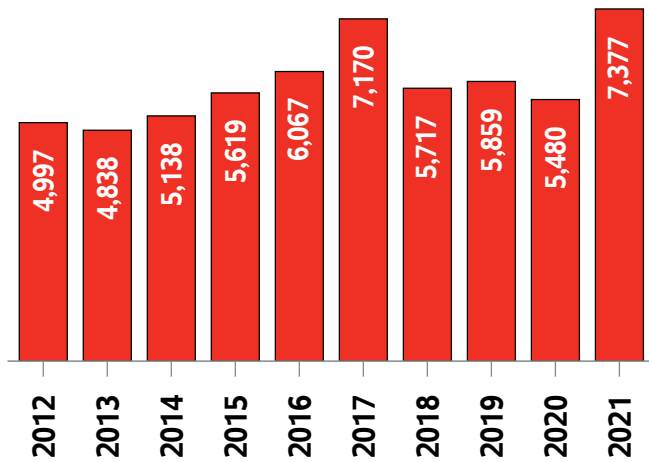


MLS® HPI Composite Benchmark Price and Average Price

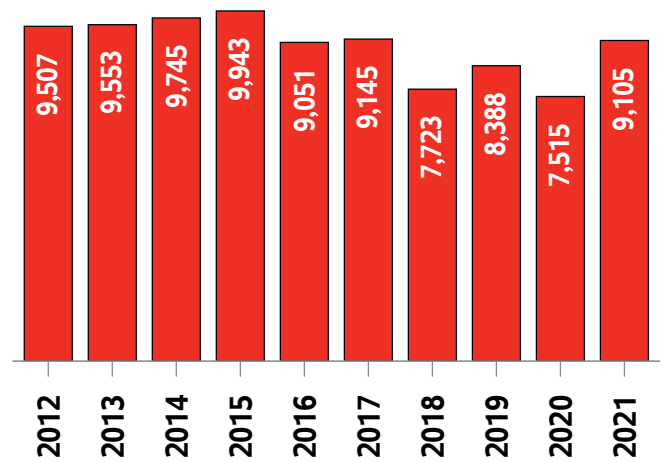


London and St. Thomas MLS® Residential Market Activity

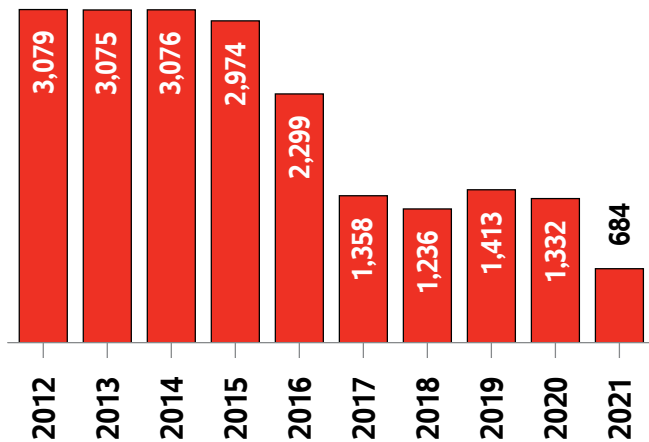
Sales Activity (July Year-to-date)



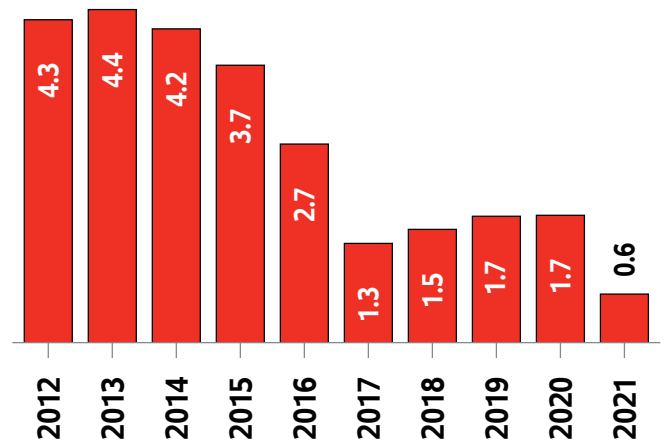
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July Year-to-date)



¹ 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.

² Average active listings January to the current month / average sales January to the current month.

London and St. Thomas MLS® Single Family Market Activity

Actual	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	749	-18.1	4.8	5.2	0.0	5.3	40.8
Dollar Volume	\$497,662,524	3.3	62.7	78.7	120.6	154.6	288.9
New Listings	893	-14.7	-15.2	-5.4	-2.9	-26.6	-13.4
Active Listings	631	-38.9	-57.3	-49.8	-64.2	-76.9	-78.2
Sales to New Listings Ratio ¹	83.9	87.3	67.9	75.4	81.4	58.5	51.6
Months of Inventory ²	0.8	1.1	2.1	1.8	2.4	3.8	5.4
Average Price	\$664,436	26.0	55.3	69.9	120.6	141.7	176.2
Median Price	\$617,000	24.6	58.2	78.8	126.0	149.8	180.5
Sale to List Price Ratio	108.0	103.2	100.9	100.9	98.5	97.2	97.1
Median Days on Market	10.0	9.0	13.0	11.0	22.0	32.0	33.0

Year-to-date	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	5,485	33.3	21.6	25.2	13.8	34.4	45.3
Dollar Volume	\$3,751,156,658	84.1	91.3	116.9	160.7	236.5	300.0
New Listings	6,805	17.8	1.1	11.4	-4.0	-11.9	-12.3
Active Listings ³	515	-53.3	-57.4	-49.6	-70.3	-78.7	-80.0
Sales to New Listings Ratio ⁴	80.6	71.2	67.0	71.7	68.0	52.8	48.6
Months of Inventory ⁵	0.7	1.9	1.9	1.6	2.5	4.1	4.8
Average Price	\$683,894	38.1	57.3	73.3	129.1	150.3	175.3
Median Price	\$628,000	36.5	57.0	74.4	130.9	155.3	177.9
Sale to List Price Ratio	112.4	102.2	102.1	102.2	98.6	97.4	97.4
Median Days on Market	7.0	9.5	10.0	10.0	19.0	28.0	30.0

¹ Sales / new listings * 100; compared to levels from previous periods.

² Active listings at month end / monthly sales; compared to levels from previous periods.

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.

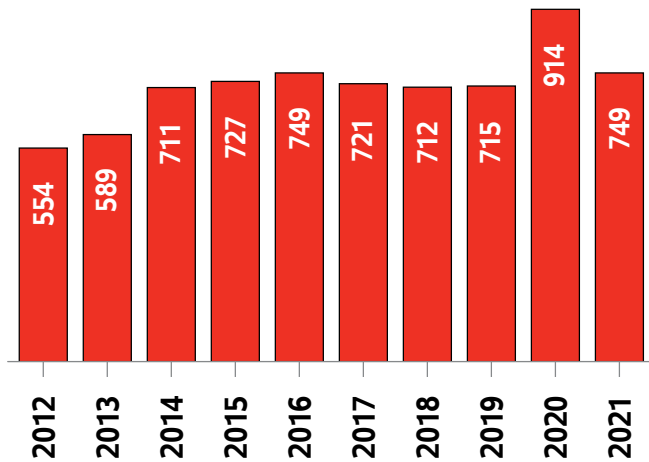
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

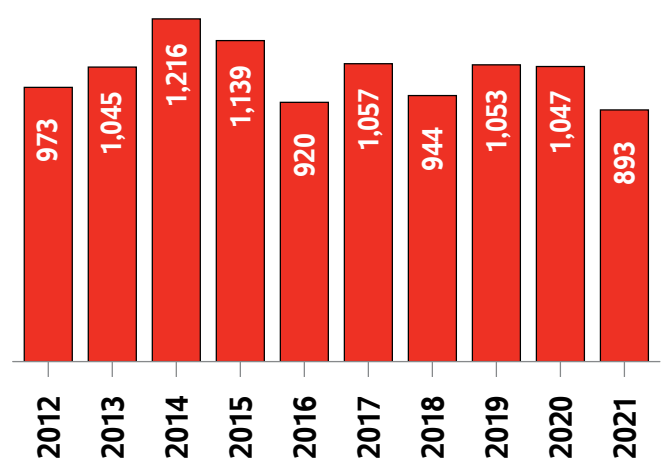
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

London and St. Thomas MLS® Single Family Market Activity

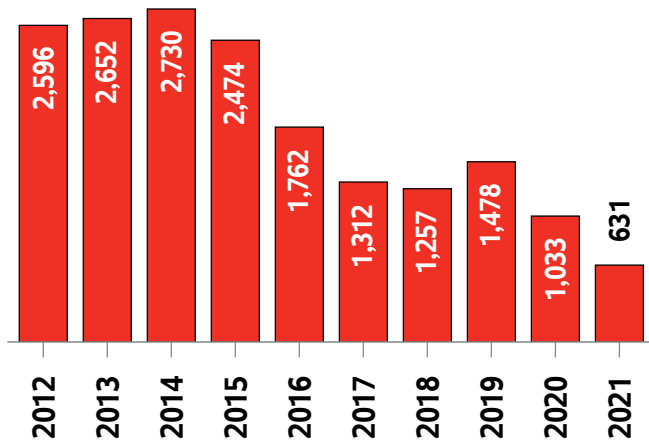
Sales Activity (July only)



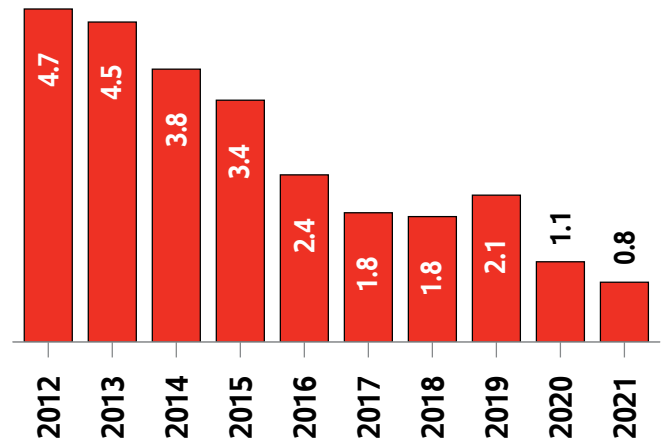
New Listings (July only)



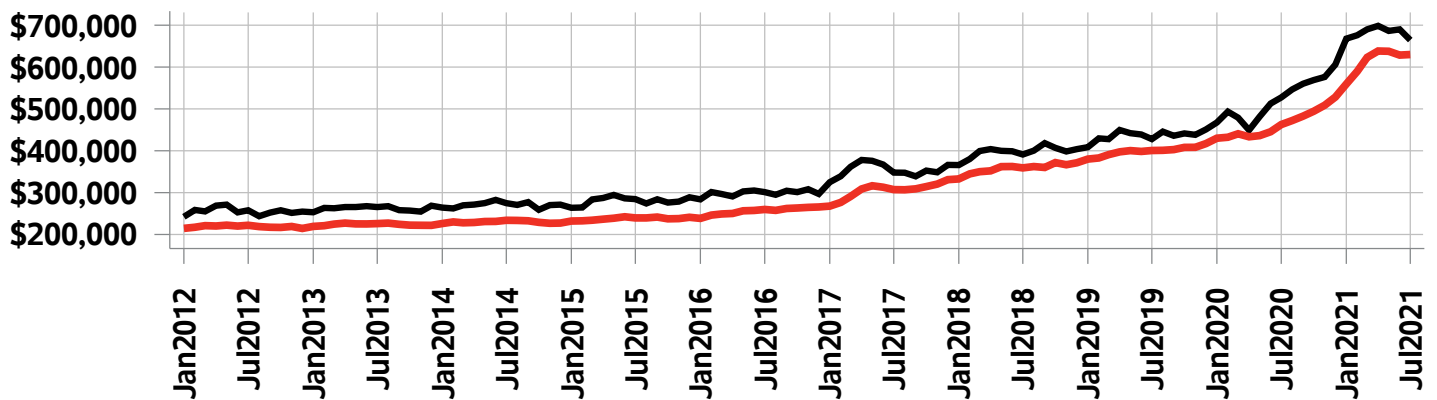
Active Listings (July only)



Months of Inventory (July only)

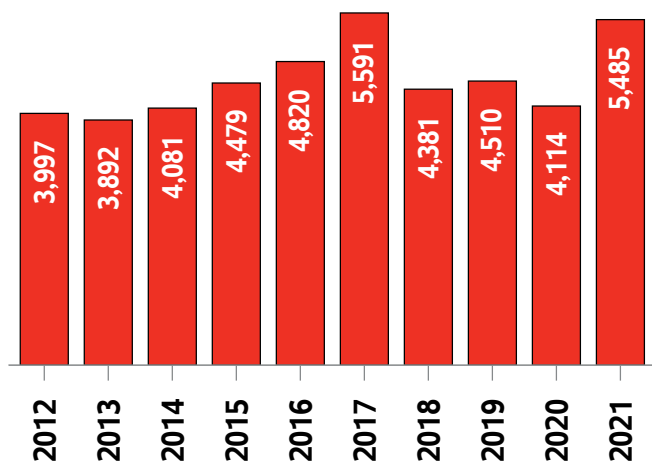


MLS® HPI Single Family Benchmark Price and Average Price

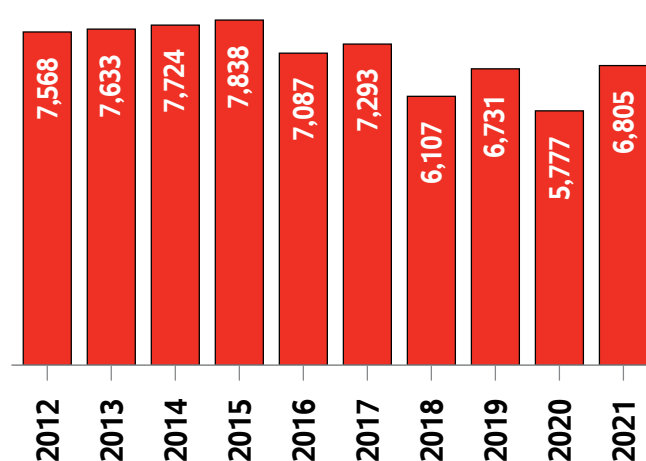


London and St. Thomas MLS® Single Family Market Activity

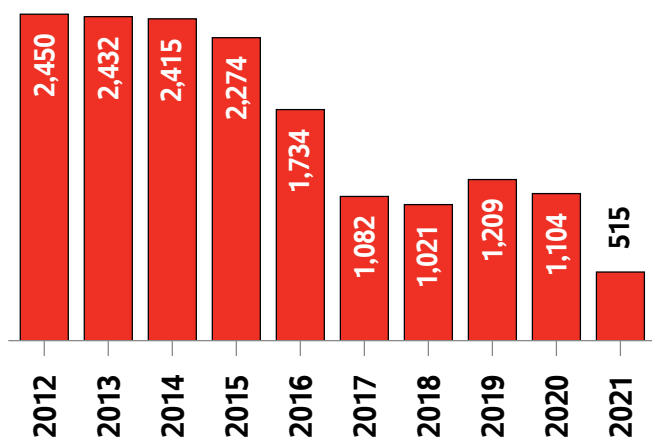
Sales Activity (July Year-to-date)



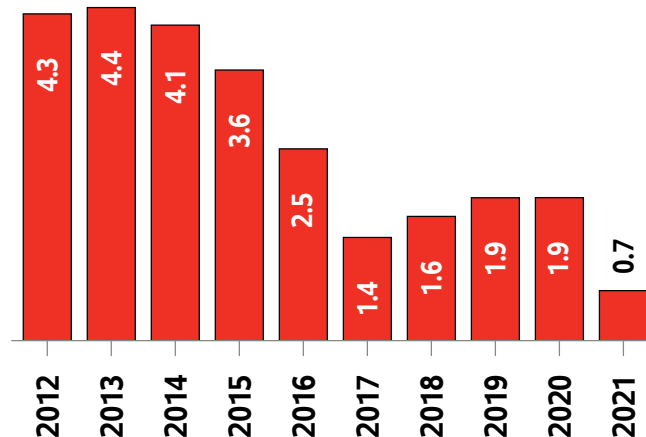
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July Year-to-date)



¹ 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.

² Average active listings January to the current month / average sales January to the current month.

London and St. Thomas MLS® Condo Townhouse Market Activity

Actual	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	109	-25.3	0.0	-6.0	2.8	-6.0	21.1
Dollar Volume	\$53,295,029	-4.9	55.5	68.2	142.7	160.2	244.2
New Listings	137	0.0	7.0	8.7	22.3	-14.4	-3.5
Active Listings	78	23.8	6.8	1.3	-62.0	-74.3	-76.6
Sales to New Listings Ratio ¹	79.6	106.6	85.2	92.1	94.6	72.5	63.4
Months of Inventory ²	0.7	0.4	0.7	0.7	1.9	2.6	3.7
Average Price	\$488,945	27.4	55.5	79.0	136.0	176.9	184.2
Median Price	\$452,000	19.4	58.6	78.3	139.8	186.1	174.9
Sale to List Price Ratio	106.5	102.7	102.8	103.1	98.5	97.5	97.2
Median Days on Market	9.0	9.0	12.0	12.5	26.0	34.0	36.5

Year-to-date	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	863	34.0	25.1	28.4	22.1	46.3	49.1
Dollar Volume	\$431,008,238	81.9	93.4	139.9	210.8	311.0	319.2
New Listings	1,052	37.3	28.3	36.1	7.7	-1.9	4.4
Active Listings ³	58	-21.4	-14.4	-1.2	-74.5	-80.5	-81.0
Sales to New Listings Ratio ⁴	82.0	84.1	84.1	86.9	72.4	55.0	57.4
Months of Inventory ⁵	0.5	0.8	0.7	0.6	2.2	3.5	3.7
Average Price	\$499,430	35.8	54.6	86.8	154.6	181.0	181.2
Median Price	\$473,100	32.9	56.9	89.2	164.3	204.7	194.0
Sale to List Price Ratio	113.7	103.0	105.7	106.0	98.3	97.7	97.6
Median Days on Market	7.0	8.0	8.0	8.0	26.0	31.0	35.0

¹ Sales / new listings * 100; compared to levels from previous periods.

² Active listings at month end / monthly sales; compared to levels from previous periods.

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.

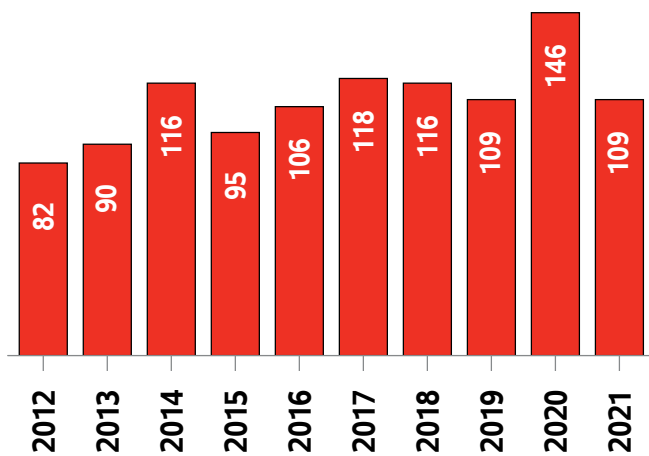
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

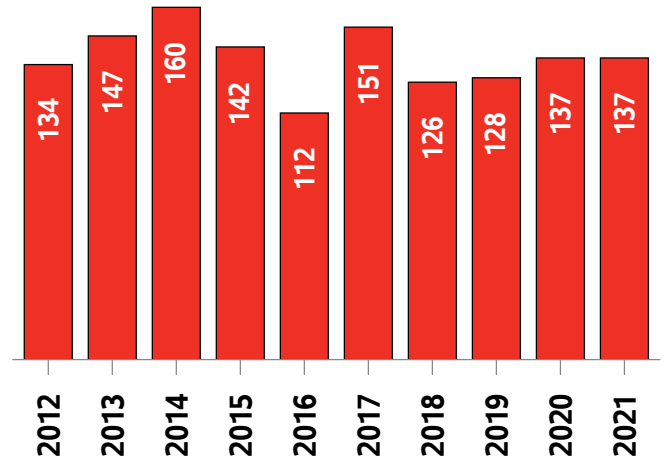
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

London and St. Thomas MLS® Condo Townhouse Market Activity

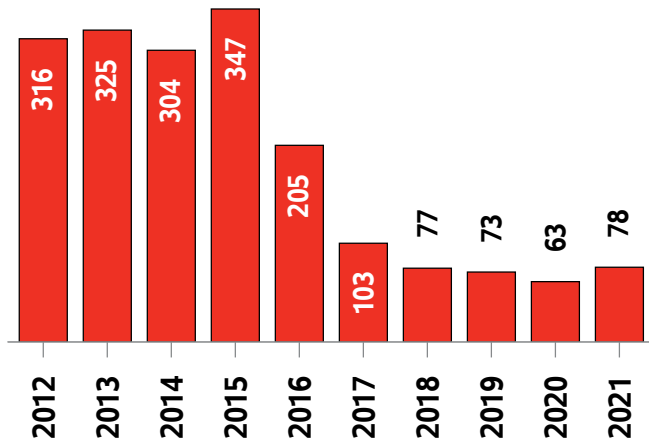
Sales Activity (July only)



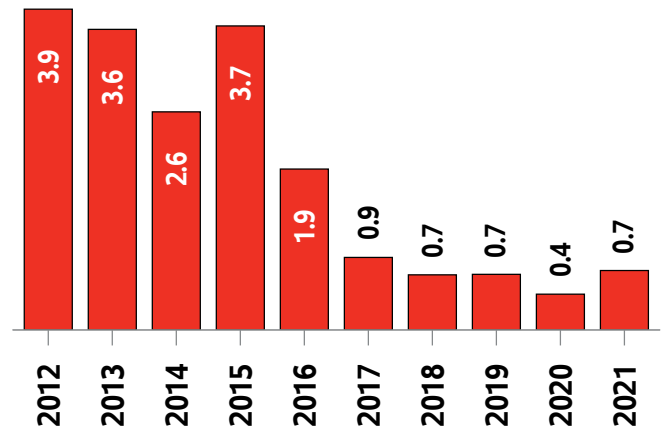
New Listings (July only)



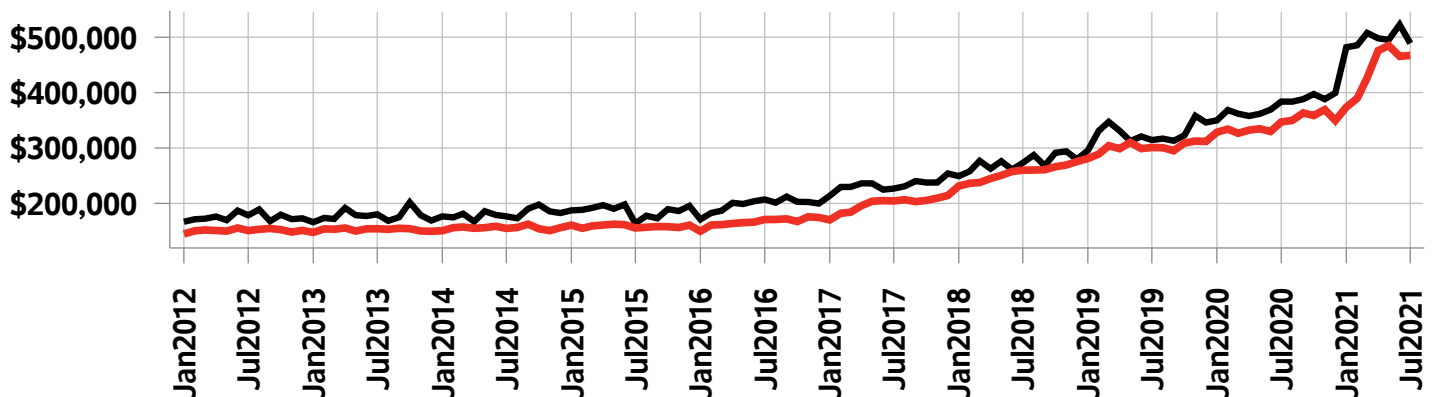
Active Listings (July only)



Months of Inventory (July only)

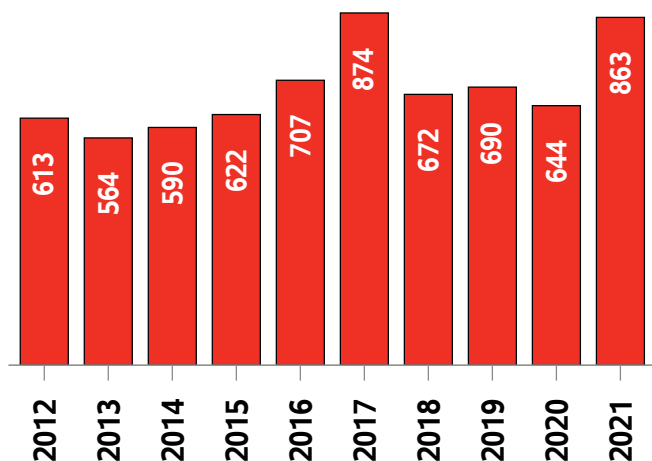


MLS® HPI Townhouse Benchmark Price and Average Price

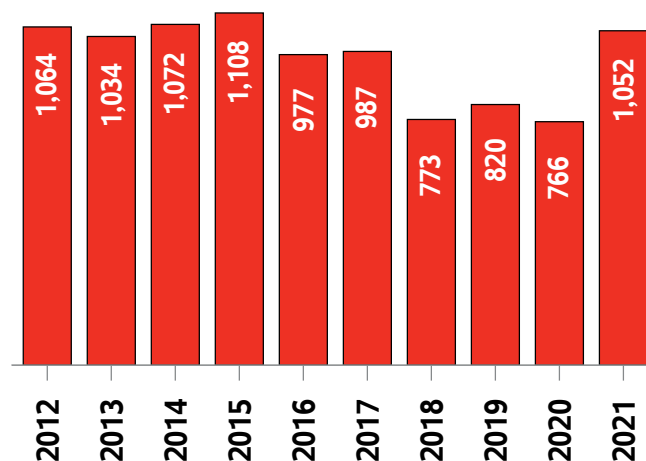


London and St. Thomas MLS® Condo Townhouse Market Activity

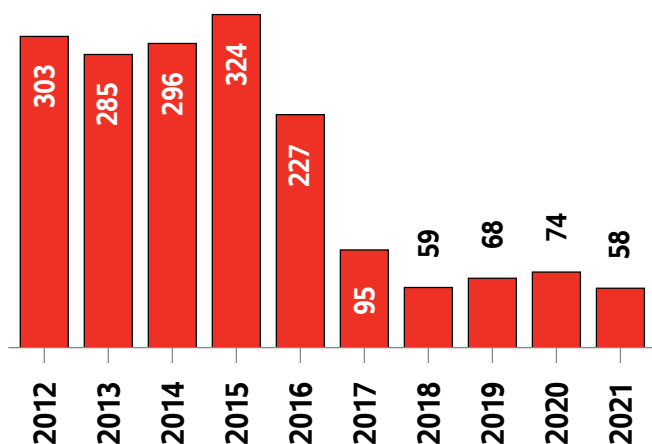
Sales Activity (July Year-to-date)



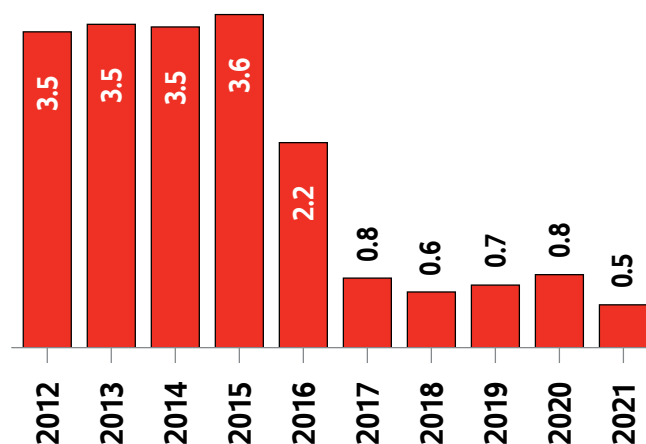
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July Year-to-date)



¹ 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.

² Average active listings January to the current month / average sales January to the current month.

London and St. Thomas MLS® Apartment Market Activity

Actual	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	88	-5.4	49.2	33.3	14.3	17.3	72.5
Dollar Volume	\$33,564,045	28.8	92.2	141.0	125.0	158.6	246.7
New Listings	111	19.4	44.2	60.9	40.5	9.9	9.9
Active Listings	75	15.4	-2.6	-8.5	-73.3	-73.5	-74.4
Sales to New Listings Ratio ¹	79.3	100.0	76.6	95.7	97.5	74.3	50.5
Months of Inventory ²	0.9	0.7	1.3	1.2	3.6	3.8	5.7
Average Price	\$381,410	36.1	28.9	80.8	96.8	120.4	100.9
Median Price	\$350,500	33.3	54.4	93.1	141.7	116.4	142.7
Sale to List Price Ratio	104.9	102.5	101.7	100.1	97.3	96.7	96.8
Median Days on Market	11.0	13.0	13.0	19.0	42.0	49.0	31.0

Year-to-date	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	693	48.7	60.8	57.9	57.1	70.7	88.8
Dollar Volume	\$263,751,477	95.6	142.1	194.5	206.4	258.0	275.4
New Listings	837	42.6	54.7	54.4	2.1	5.9	10.6
Active Listings ³	69	4.5	-4.4	-26.7	-74.0	-76.3	-73.6
Sales to New Listings Ratio ⁴	82.8	79.4	79.7	81.0	53.8	51.4	48.5
Months of Inventory ⁵	0.7	1.0	1.2	1.5	4.2	5.0	5.0
Average Price	\$380,594	31.5	50.6	86.6	95.0	109.8	98.8
Median Price	\$345,000	32.7	56.0	93.9	119.7	133.6	130.8
Sale to List Price Ratio	109.1	101.7	103.9	101.8	97.2	96.9	97.5
Median Days on Market	7.0	11.0	11.0	16.0	40.0	42.0	35.0

¹ Sales / new listings * 100; compared to levels from previous periods.

² Active listings at month end / monthly sales; compared to levels from previous periods.

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.

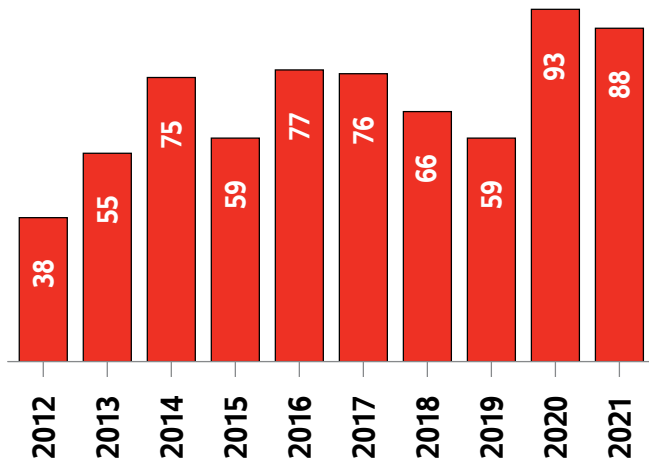
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

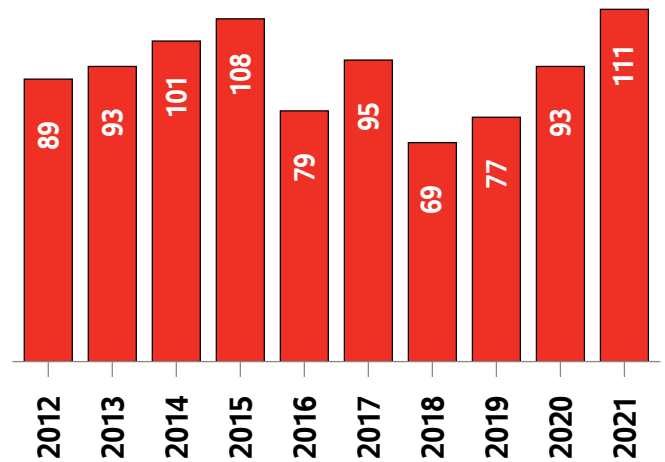
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

London and St. Thomas MLS® Apartment Market Activity

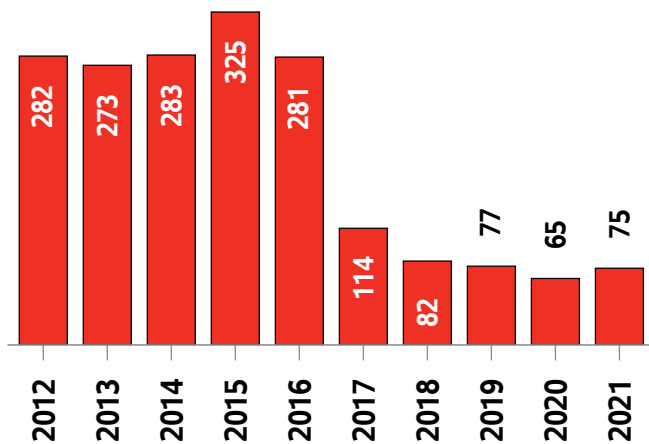
Sales Activity (July only)



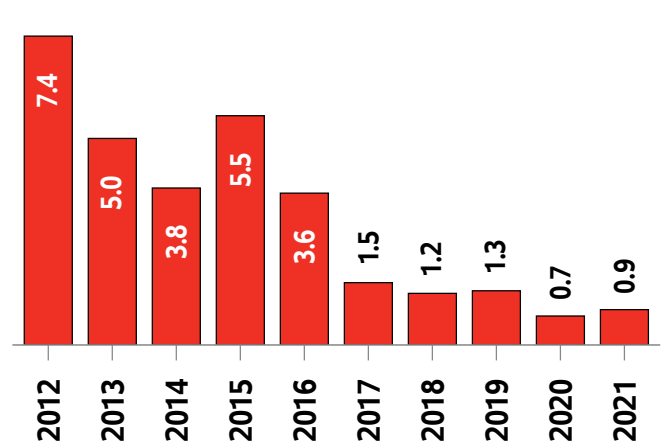
New Listings (July only)



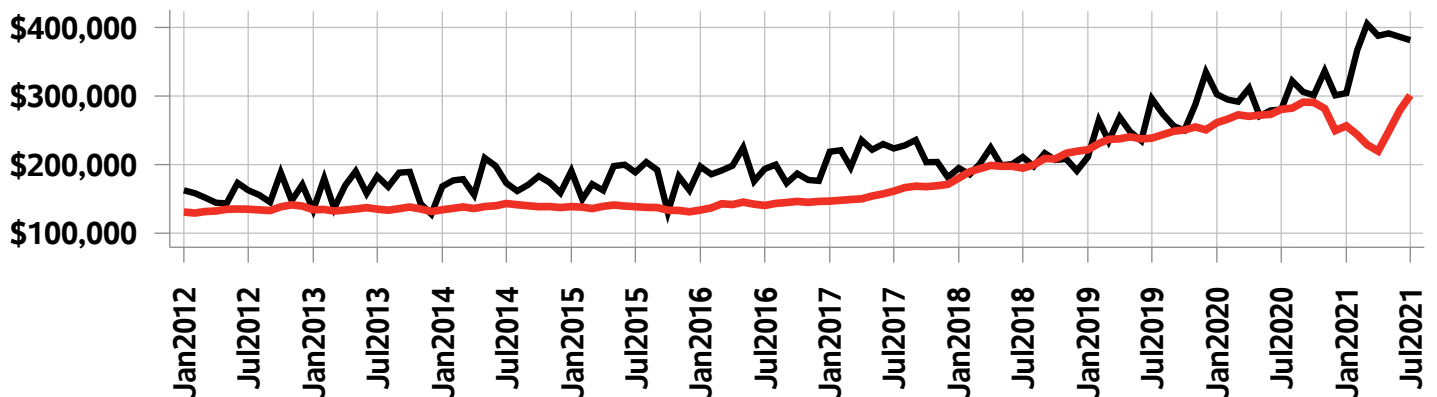
Active Listings (July only)



Months of Inventory (July only)

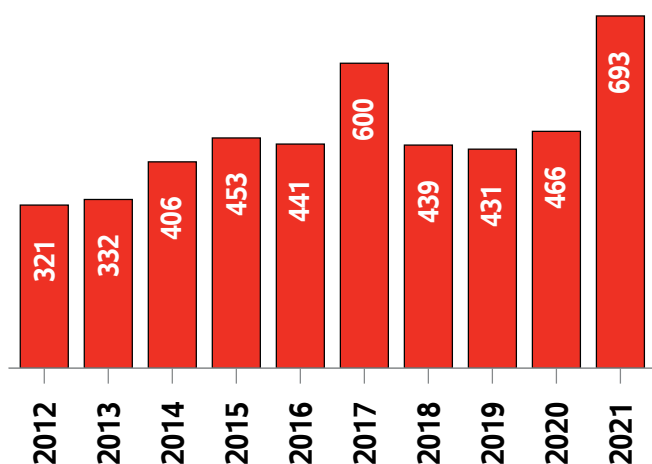


MLS® HPI Apartment Benchmark Price and Average Price

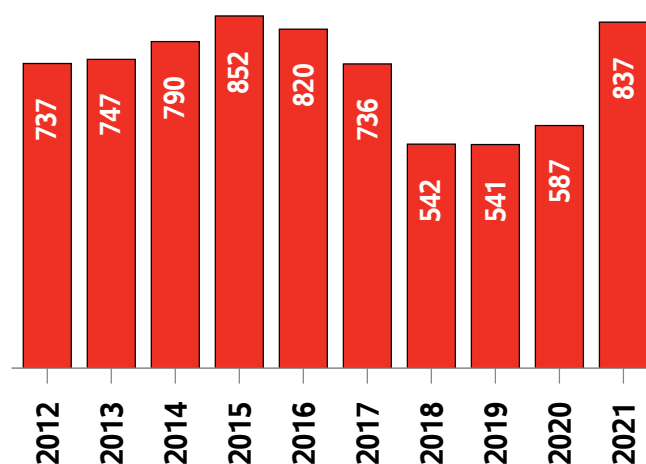


London and St. Thomas MLS® Apartment Market Activity

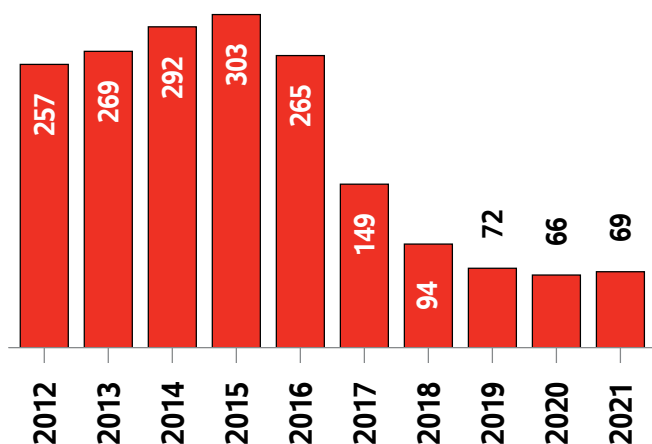
Sales Activity (July Year-to-date)



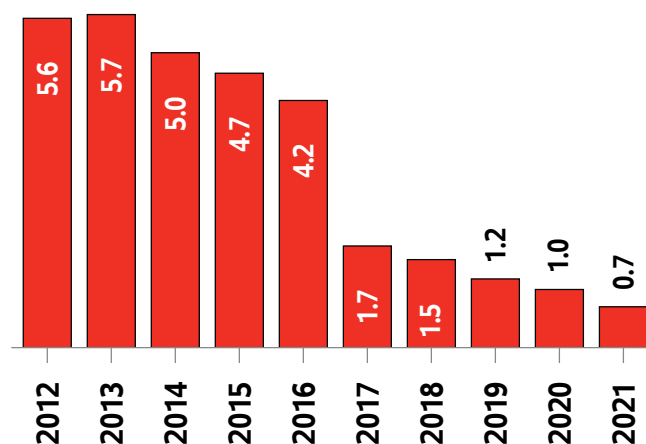
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July Year-to-date)



¹ 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.

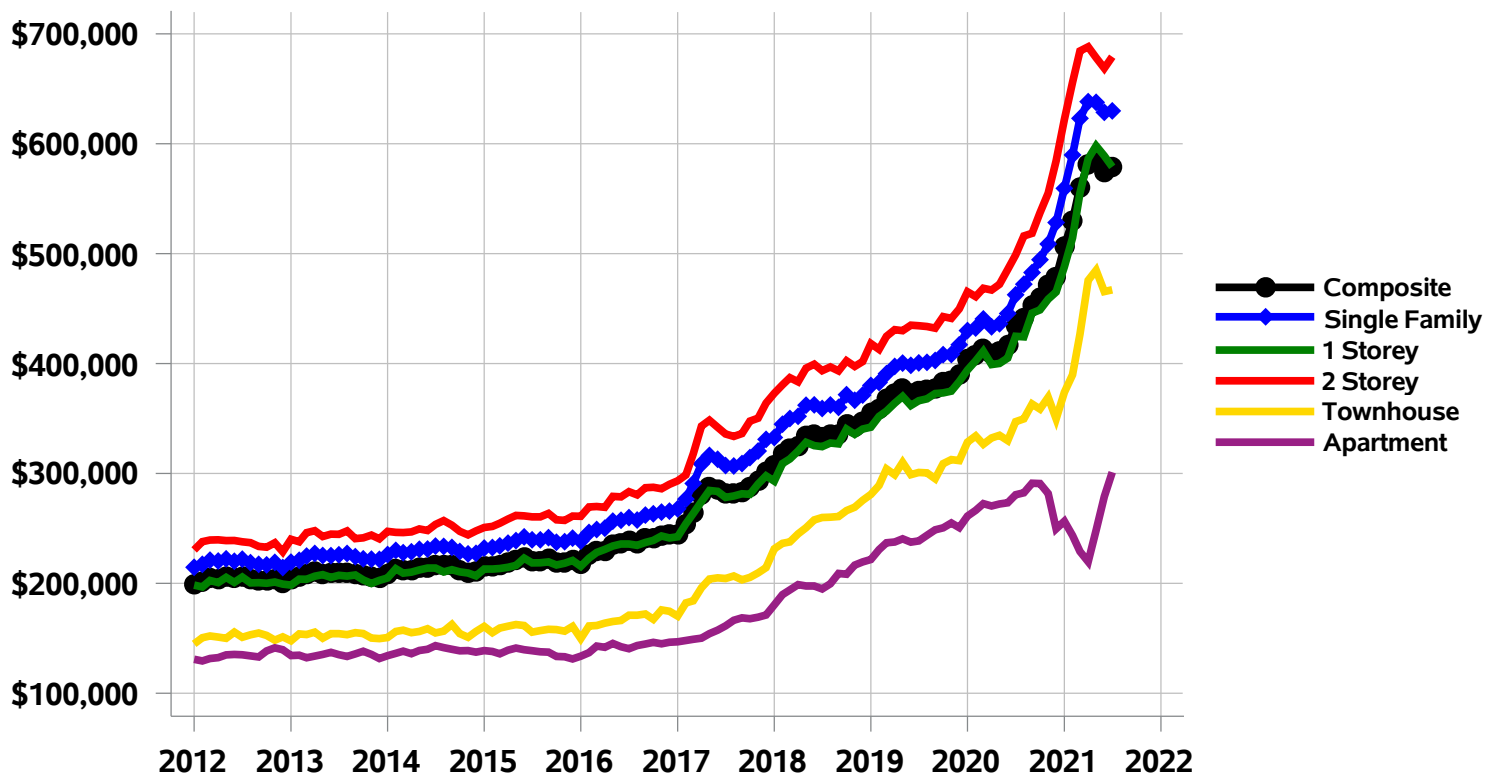
² Average active listings January to the current month / average sales January to the current month.

London and St. Thomas MLS® HPI Benchmark Price

MLS® Home Price Index Benchmark Price

Benchmark Type:	July 2021	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$578,600	0.7	-0.4	14.3	33.3	73.9	142.9
Single Family	\$629,900	0.2	-1.3	12.6	36.2	75.4	142.5
One Storey	\$579,000	-1.7	-1.2	18.6	36.3	78.5	145.5
Two Storey	\$679,200	1.6	-1.3	9.2	36.2	72.6	139.7
Townhouse	\$467,100	0.3	-1.8	25.0	34.6	79.7	173.2
Apartment	\$301,100	8.0	37.1	17.4	7.3	54.5	114.3

MLS® HPI Benchmark Price



London and St. Thomas MLS® HPI Benchmark Descriptions

Composite

Features	Value
Above Ground Bedrooms	3
Age Category	31 to 50
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1355
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	1
Total Number Of Rooms	10
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

Single Family

Features	Value
Above Ground Bedrooms	3
Age Category	51 to 99
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1435
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5974
Number of Fireplaces	1
Total Number Of Rooms	10
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

London and St. Thomas MLS® HPI Benchmark Descriptions

1 Storey

Features	Value
Above Ground Bedrooms	3
Age Category	51 to 99
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1202
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6603
Number of Fireplaces	1
Total Number Of Rooms	10
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

2 Storey

Features	Value
Above Ground Bedrooms	3
Age Category	31 to 50
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1670
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5607
Number of Fireplaces	1
Total Number Of Rooms	11
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

London and St. Thomas MLS® HPI Benchmark Descriptions

Townhouse

Features	Value
Above Ground Bedrooms	3
Age Category	16 to 30
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1265
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	9
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

Apartment

Features	Value
Above Ground Bedrooms	2
Age Category	16 to 30
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1043
Half Bathrooms	0
Heating Fuel	Electricity
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Poured concrete
Wastewater Disposal	Municipal sewers

London MLS® Residential Market Activity

Actual	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	679	-18.9	10.2	6.6	12.0	6.9	40.6
Dollar Volume	\$419,534,008	2.4	65.7	81.7	144.0	159.9	269.4
New Listings	805	-9.8	-6.8	2.9	11.8	-17.8	-10.6
Active Listings	490	-31.5	-50.3	-43.7	-63.4	-73.9	-76.2
Sales to New Listings Ratio ¹	84.3	93.8	71.3	81.5	84.2	64.9	53.7
Months of Inventory ²	0.7	0.9	1.6	1.4	2.2	3.0	4.3
Average Price	\$617,870	26.2	50.3	70.5	117.8	143.0	162.7
Median Price	\$580,000	27.2	52.6	78.5	118.9	153.3	163.6
Sale to List Price Ratio	107.1	103.5	102.0	101.8	99.0	97.7	97.4
Median Days on Market	9.0	9.0	12.0	12.0	22.0	30.0	31.0

Year-to-date	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	5,099	38.9	26.0	27.9	21.6	38.7	46.9
Dollar Volume	\$3,196,747,895	87.8	92.4	117.5	168.3	238.9	283.7
New Listings	6,369	26.7	11.9	19.0	2.9	-3.8	-4.1
Active Listings ³	424	-44.5	-47.3	-40.5	-67.8	-75.4	-77.3
Sales to New Listings Ratio ⁴	80.1	73.0	71.1	74.5	67.7	55.5	52.3
Months of Inventory ⁵	0.6	1.5	1.4	1.3	2.2	3.3	3.8
Average Price	\$626,936	35.2	52.7	70.0	120.6	144.3	161.1
Median Price	\$585,100	35.4	53.6	72.1	120.9	150.0	164.8
Sale to List Price Ratio	112.9	103.1	103.7	103.6	99.0	97.8	97.7
Median Days on Market	7.0	8.0	8.0	8.0	19.0	26.0	29.0

¹ Sales / new listings * 100; compared to levels from previous periods.

² Active listings at month end / monthly sales; compared to levels from previous periods.

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.

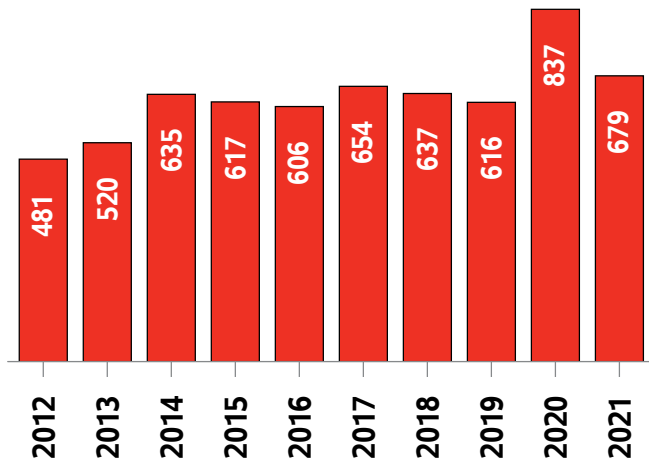
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

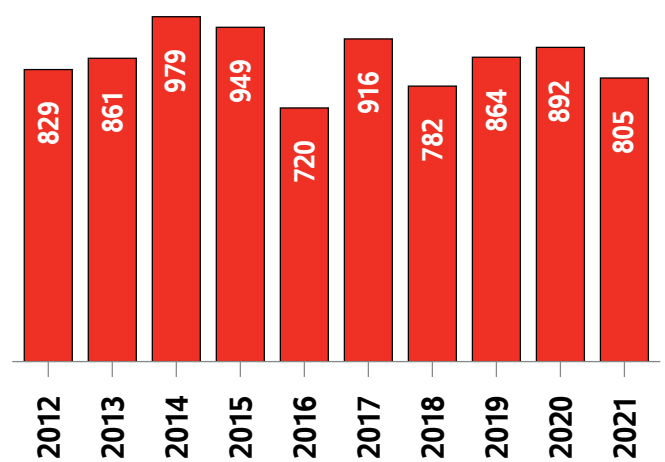
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

London MLS® Residential Market Activity

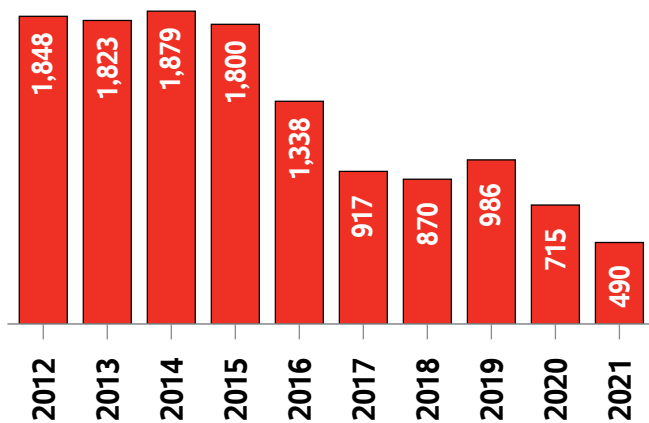
Sales Activity (July only)



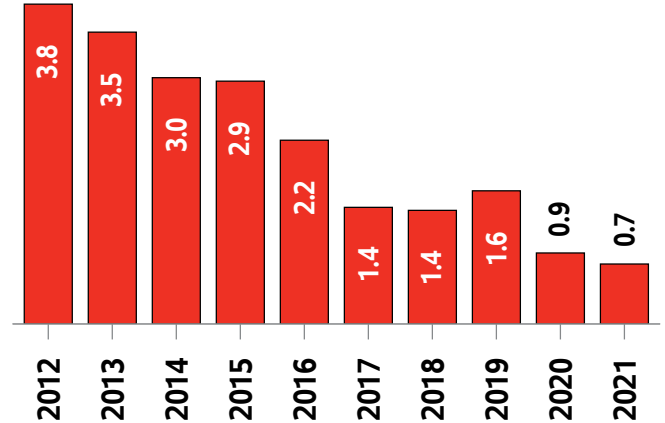
New Listings (July only)



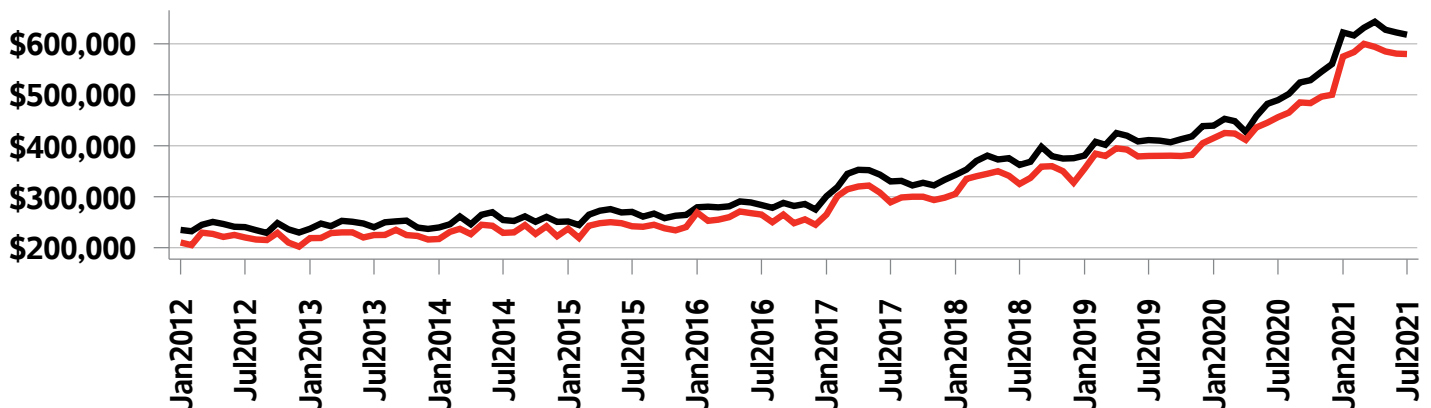
Active Listings (July only)



Months of Inventory (July only)

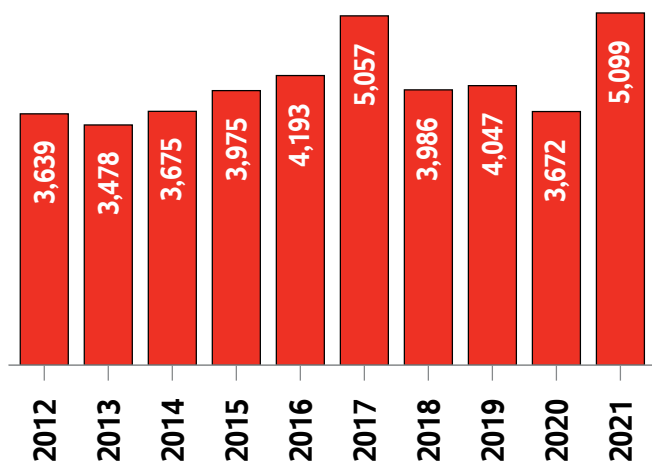


Average Price and Median Price

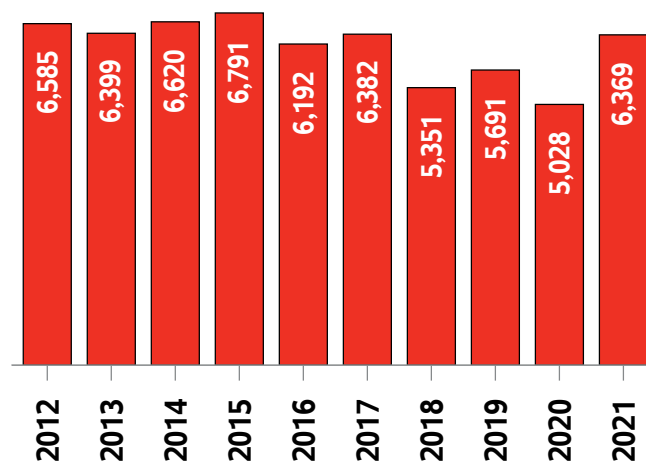


London MLS® Residential Market Activity

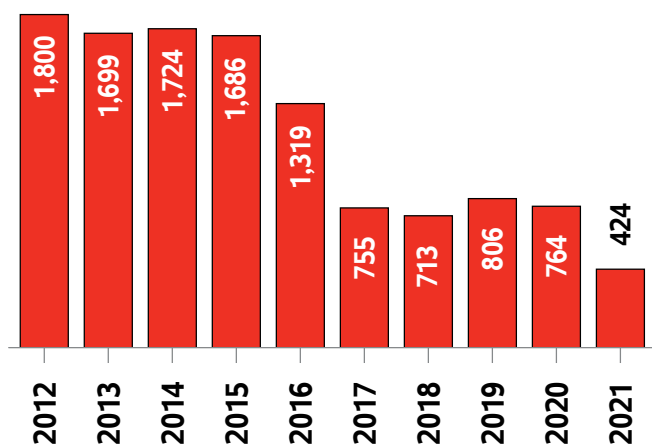
Sales Activity (July Year-to-date)



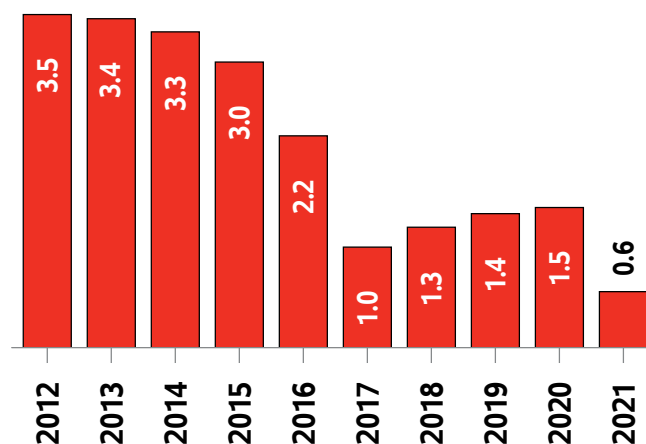
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July Year-to-date)



¹ 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.

² Average active listings January to the current month / average sales January to the current month.

Elgin MLS® Residential Market Activity

Actual	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	23	-17.9	-17.9	53.3	-43.9	-25.8	155.6
Dollar Volume	\$13,412,343	1.6	44.2	135.7	15.5	124.7	635.2
New Listings	28	-30.0	-36.4	7.7	-15.2	-34.9	-36.4
Active Listings	31	-46.6	-66.3	-53.0	-69.6	-80.7	-83.8
Sales to New Listings Ratio ¹	82.1	70.0	63.6	57.7	124.2	72.1	20.5
Months of Inventory ²	1.3	2.1	3.3	4.4	2.5	5.2	21.2
Average Price	\$583,145	23.7	75.5	53.7	105.9	202.9	187.7
Median Price	\$600,000	44.6	86.0	96.7	105.5	204.6	211.0
Sale to List Price Ratio	109.2	98.5	98.1	99.2	94.6	95.7	89.4
Median Days on Market	8.0	21.0	18.5	17.0	56.0	44.0	129.0

Year-to-date	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	210	45.8	51.1	64.1	9.9	55.6	128.3
Dollar Volume	\$131,312,728	110.6	156.3	180.4	161.8	349.2	522.4
New Listings	250	7.8	-2.0	31.6	-9.1	-18.3	-19.1
Active Listings ³	30	-46.7	-57.0	-43.1	-73.9	-78.5	-81.4
Sales to New Listings Ratio ⁴	84.0	62.1	54.5	67.4	69.5	44.1	29.8
Months of Inventory ⁵	1.0	2.7	3.5	2.9	4.2	7.3	12.3
Average Price	\$625,299	44.4	69.7	70.9	138.1	188.8	172.7
Median Price	\$618,950	54.7	82.0	86.1	157.9	201.9	209.5
Sale to List Price Ratio	106.9	99.4	99.2	98.7	96.1	95.4	94.8
Median Days on Market	9.0	17.5	19.0	18.0	48.0	51.0	71.0

¹ Sales / new listings * 100; compared to levels from previous periods.

² Active listings at month end / monthly sales; compared to levels from previous periods.

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.

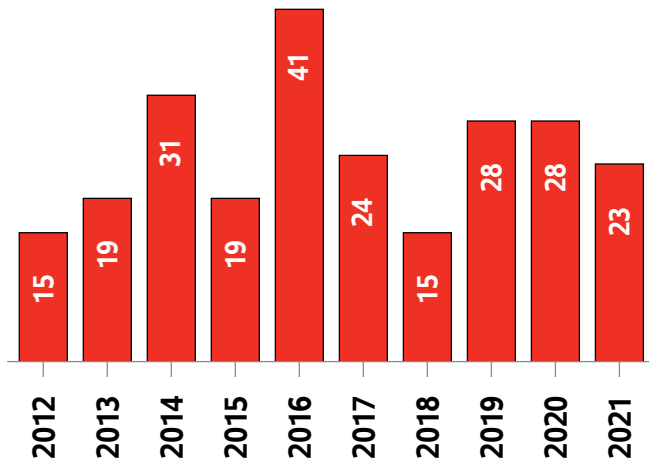
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

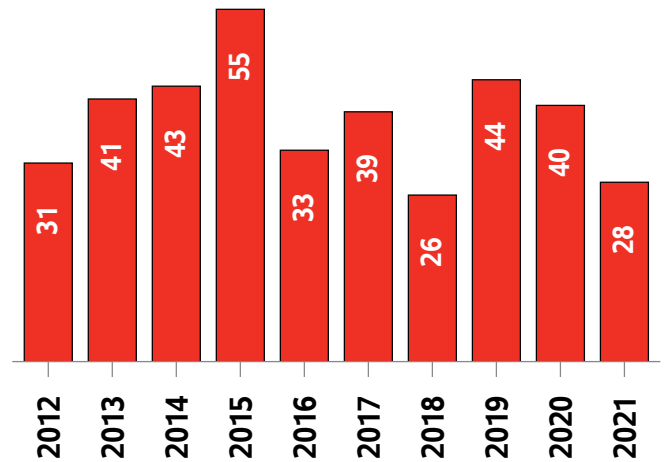
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Elgin MLS® Residential Market Activity

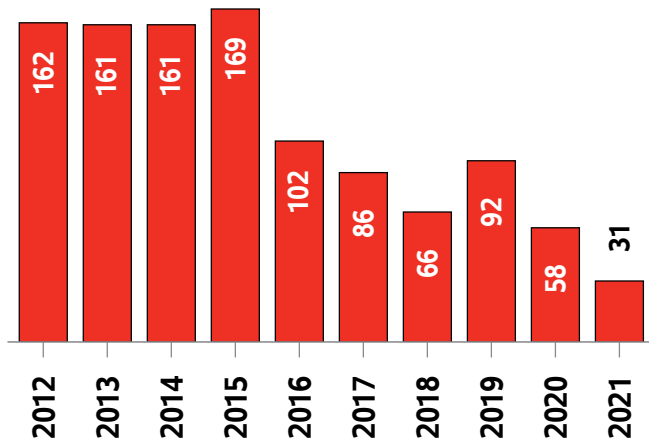
Sales Activity (July only)



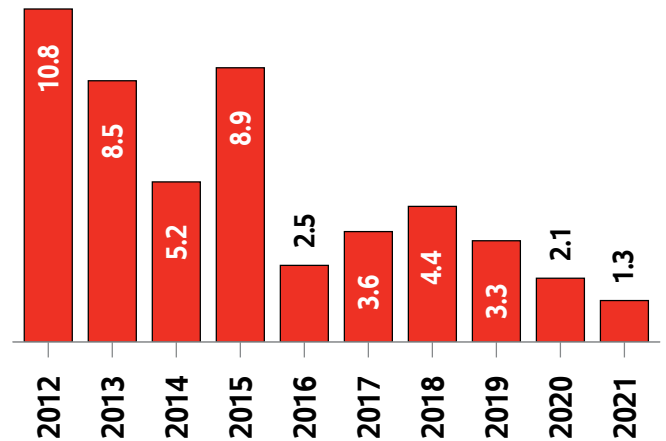
New Listings (July only)



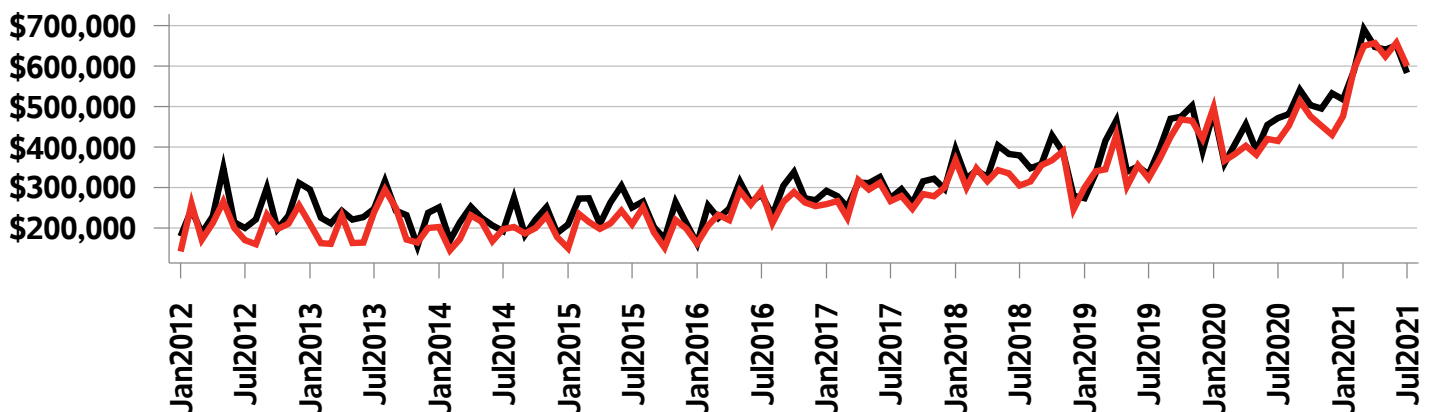
Active Listings (July only)



Months of Inventory (July only)

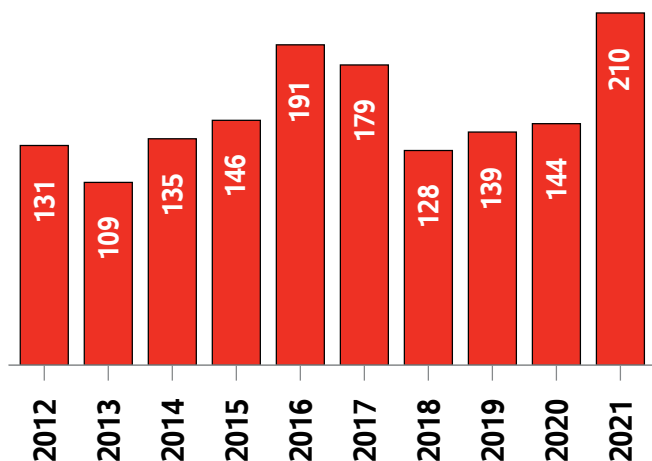


Average Price and Median Price

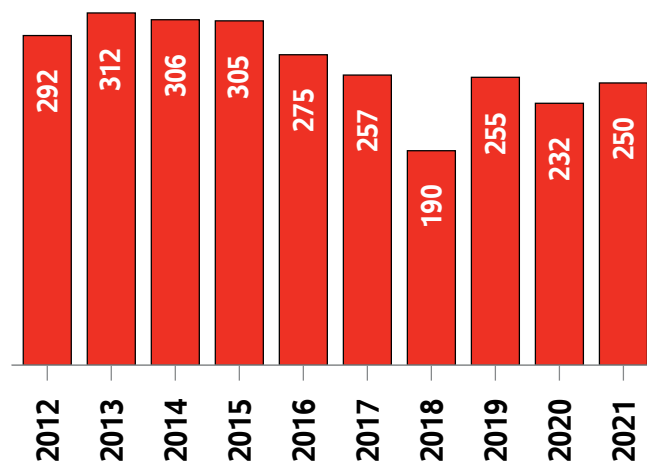


Elgin MLS® Residential Market Activity

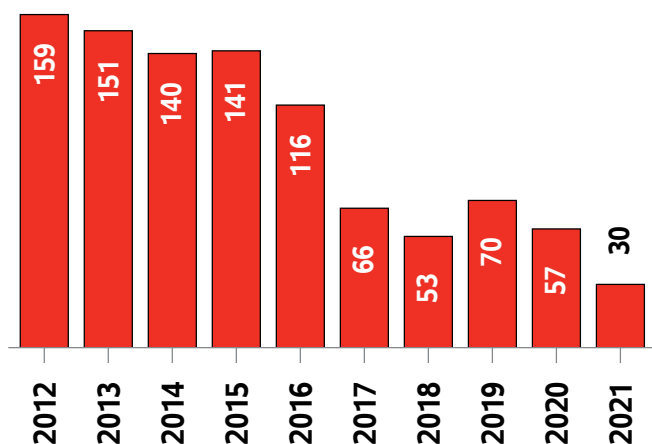
Sales Activity (July Year-to-date)



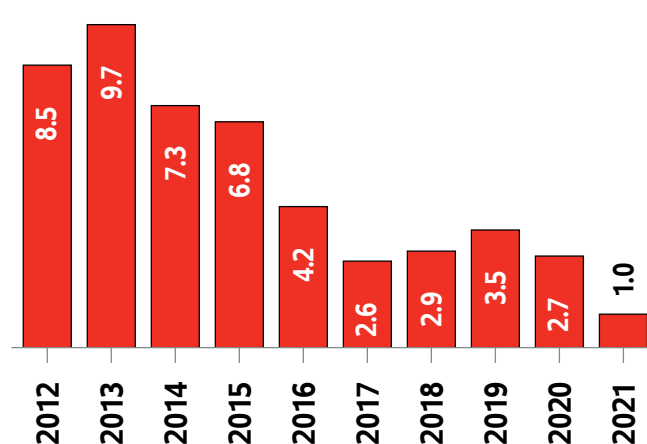
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July Year-to-date)



¹ 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.

² Average active listings January to the current month / average sales January to the current month.

Middlesex MLS® Residential Market Activity

Actual	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	39	-29.1	-17.0	14.7	-9.3	-9.3	160.0
Dollar Volume	\$32,957,000	-3.7	62.1	80.7	107.7	130.7	707.1
New Listings	59	-16.9	-11.9	25.5	-4.8	-33.0	40.5
Active Listings	44	-52.2	-66.9	-51.6	-70.5	-80.6	-76.5
Sales to New Listings Ratio ¹	66.1	77.5	70.1	72.3	69.4	48.9	35.7
Months of Inventory ²	1.1	1.7	2.8	2.7	3.5	5.3	12.5
Average Price	\$845,051	35.8	95.4	57.6	129.0	154.3	210.4
Median Price	\$720,000	25.2	75.2	61.8	114.6	116.9	172.7
Sale to List Price Ratio	112.4	102.6	99.9	100.7	99.9	95.4	96.3
Median Days on Market	9.0	11.0	20.0	9.5	25.0	41.0	51.0

Year-to-date	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	298	41.2	18.3	29.0	20.2	32.4	74.3
Dollar Volume	\$238,117,665	108.2	93.5	121.1	176.3	209.2	353.6
New Listings	380	8.9	-14.2	16.2	-16.3	-25.5	-5.2
Active Listings ³	38	-61.7	-66.9	-51.5	-75.3	-81.3	-76.0
Sales to New Listings Ratio ⁴	78.4	60.5	56.9	70.6	54.6	44.1	42.6
Months of Inventory ⁵	0.9	3.3	3.2	2.4	4.3	6.3	6.5
Average Price	\$799,053	47.4	63.7	71.4	129.9	133.4	160.3
Median Price	\$698,750	38.1	53.4	55.3	121.8	120.1	155.0
Sale to List Price Ratio	111.4	101.0	100.9	100.7	98.1	96.5	96.5
Median Days on Market	7.0	12.0	14.0	14.0	29.0	39.0	34.0

¹ Sales / new listings * 100; compared to levels from previous periods.

² Active listings at month end / monthly sales; compared to levels from previous periods.

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.

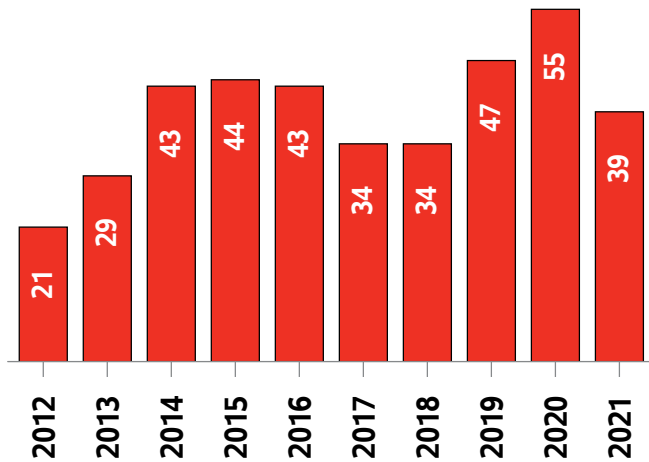
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

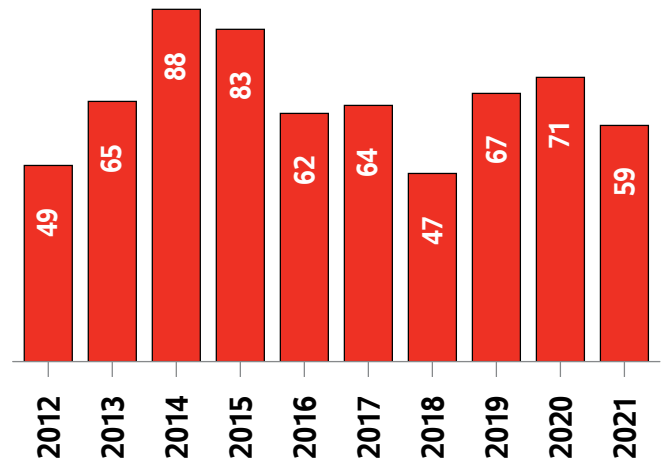
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Middlesex MLS® Residential Market Activity

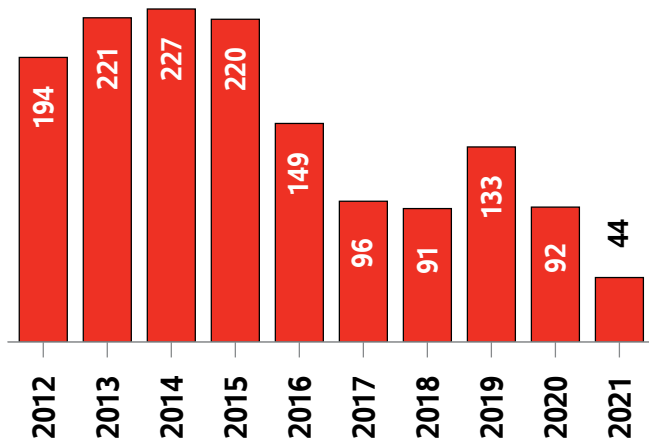
Sales Activity (July only)



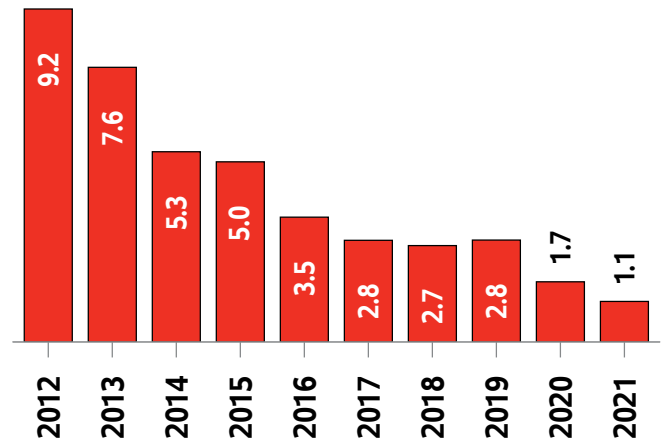
New Listings (July only)



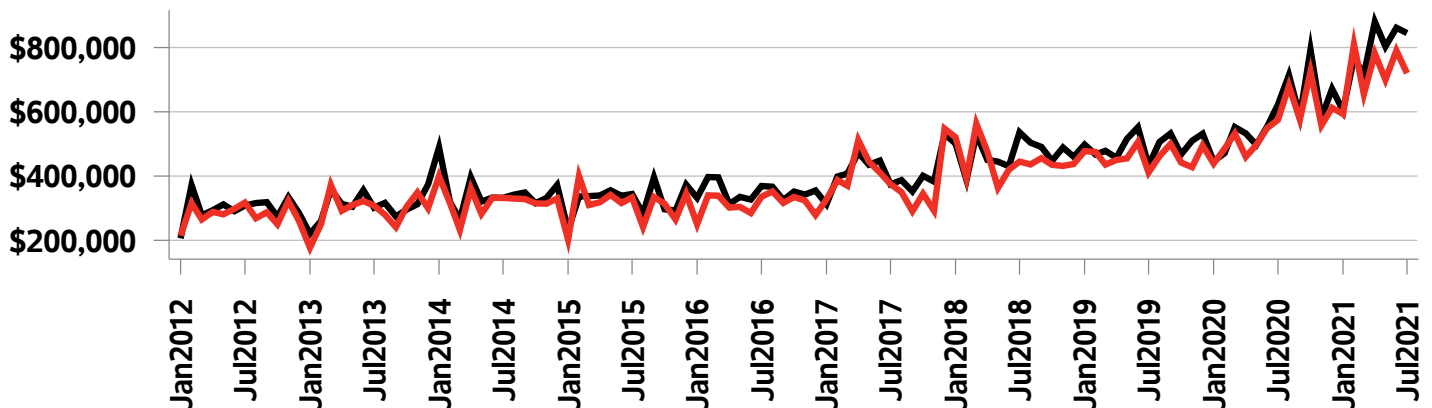
Active Listings (July only)



Months of Inventory (July only)

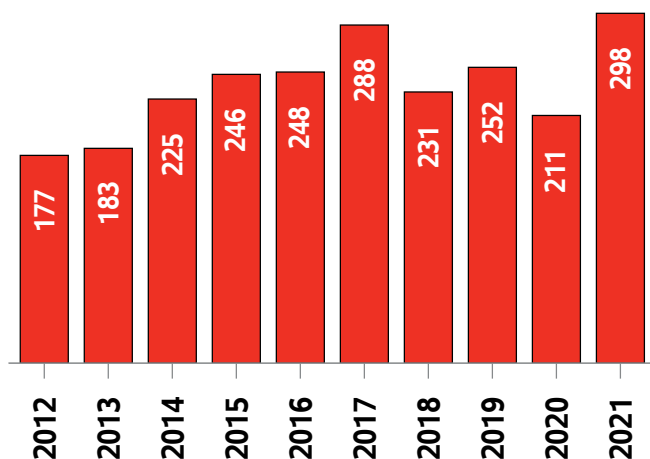


Average Price and Median Price

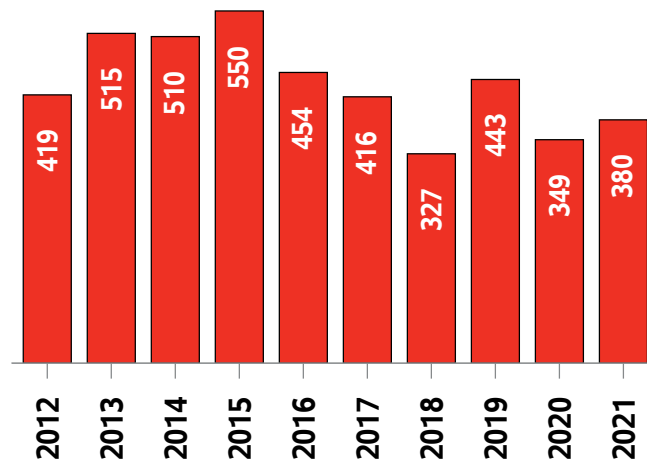


Middlesex MLS® Residential Market Activity

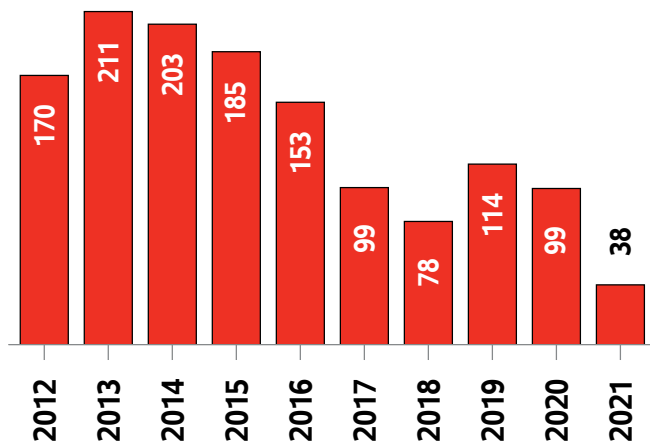
Sales Activity (July Year-to-date)



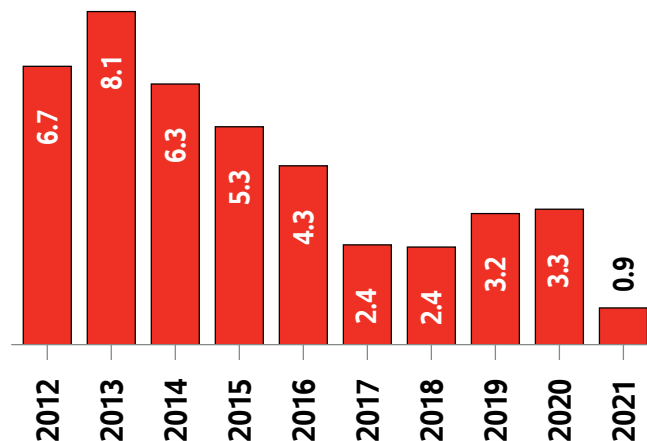
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July Year-to-date)



¹ 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.

² Average active listings January to the current month / average sales January to the current month.

Strathroy-Cardoc MLS® Residential Market Activity

Actual	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	38	-29.6	0.0	-20.8	-13.6	8.6	0.0
Dollar Volume	\$22,012,328	-13.3	37.1	33.9	87.6	148.8	172.7
New Listings	42	-40.0	-39.1	-23.6	-20.8	-27.6	-6.7
Active Listings	42	-54.3	-60.4	-43.2	-60.4	-73.9	-69.8
Sales to New Listings Ratio ¹	90.5	77.1	55.1	87.3	83.0	60.3	84.4
Months of Inventory ²	1.1	1.7	2.8	1.5	2.4	4.6	3.7
Average Price	\$579,272	23.2	37.1	69.1	117.2	129.1	172.7
Median Price	\$560,500	28.4	38.1	80.1	115.6	127.4	168.2
Sale to List Price Ratio	111.5	103.2	99.0	101.3	98.0	96.8	96.3
Median Days on Market	9.5	9.0	11.0	14.0	22.0	42.0	53.0

Year-to-date	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	301	21.4	15.8	28.6	25.4	48.3	65.4
Dollar Volume	\$187,802,922	64.4	72.8	135.6	197.9	293.6	372.5
New Listings	353	-1.4	-7.1	10.7	-2.5	-5.1	-1.9
Active Listings ³	31	-68.3	-64.8	-54.9	-72.8	-79.7	-77.5
Sales to New Listings Ratio ⁴	85.3	69.3	68.4	73.4	66.3	54.6	50.6
Months of Inventory ⁵	0.7	2.8	2.4	2.1	3.4	5.3	5.4
Average Price	\$623,930	35.5	49.3	83.1	137.6	165.4	185.7
Median Price	\$600,000	37.8	51.9	89.5	139.0	163.7	189.2
Sale to List Price Ratio	113.1	101.0	100.1	100.2	97.5	96.8	97.2
Median Days on Market	7.0	14.5	13.0	12.0	28.0	49.0	37.0

¹ Sales / new listings * 100; compared to levels from previous periods.

² Active listings at month end / monthly sales; compared to levels from previous periods.

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.

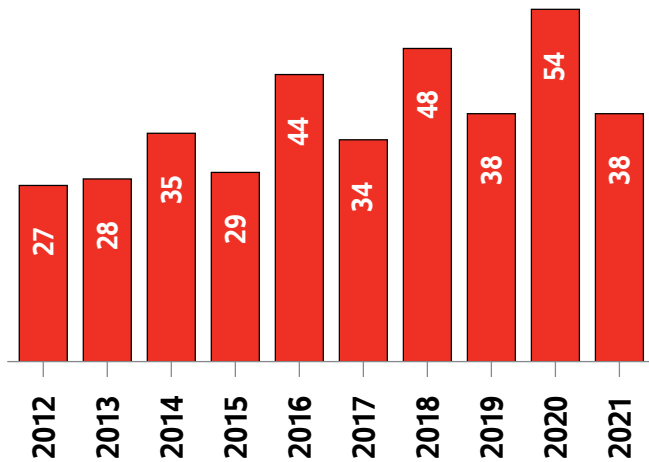
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

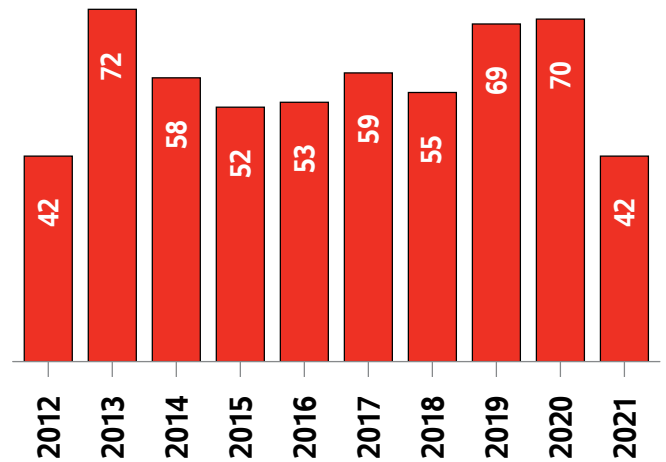
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Strathroy-Cardoc MLS® Residential Market Activity

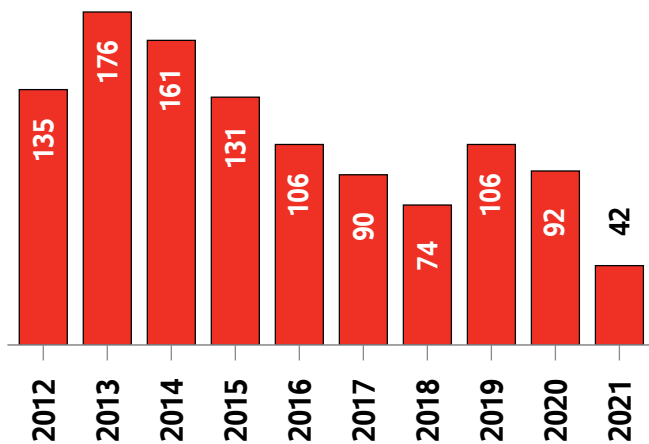
Sales Activity (July only)



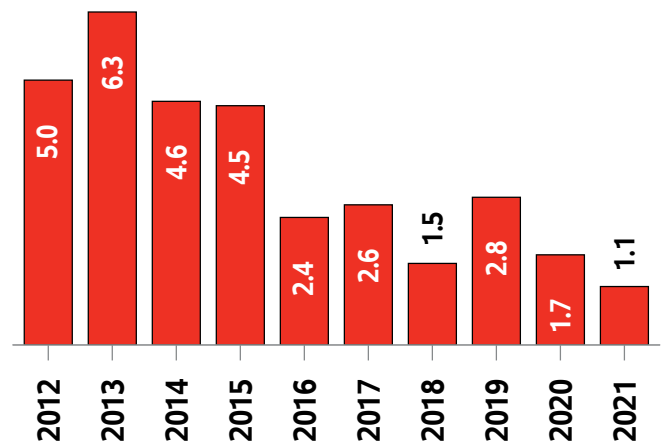
New Listings (July only)



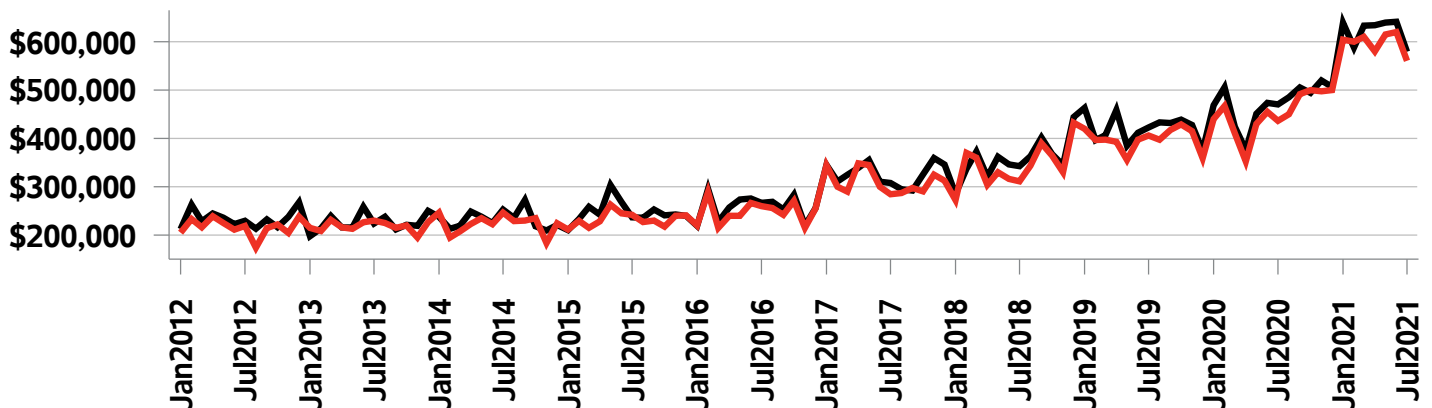
Active Listings (July only)



Months of Inventory (July only)

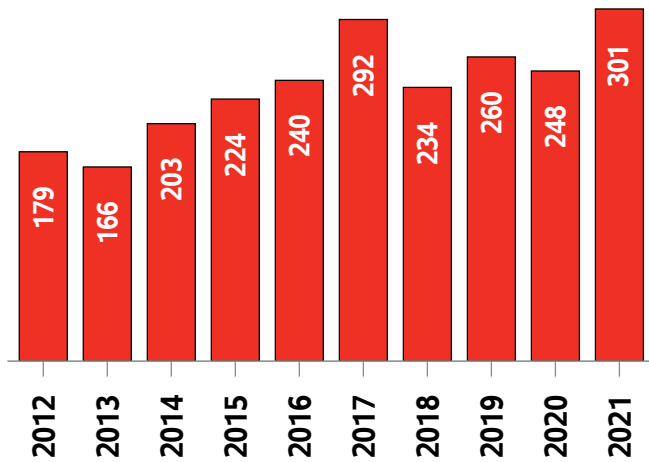


Average Price and Median Price

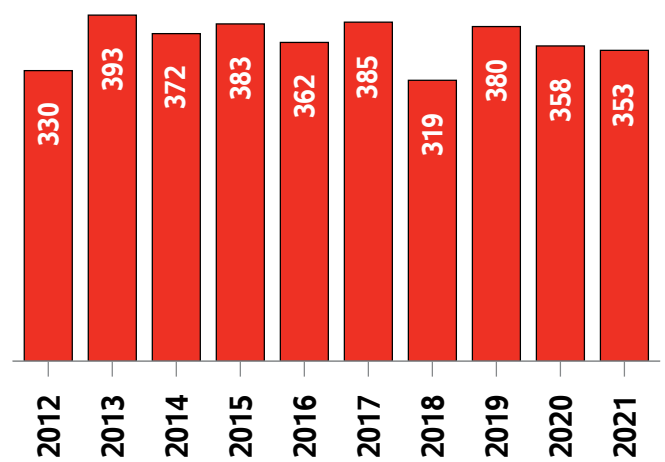


Strathroy-Cardoc MLS® Residential Market Activity

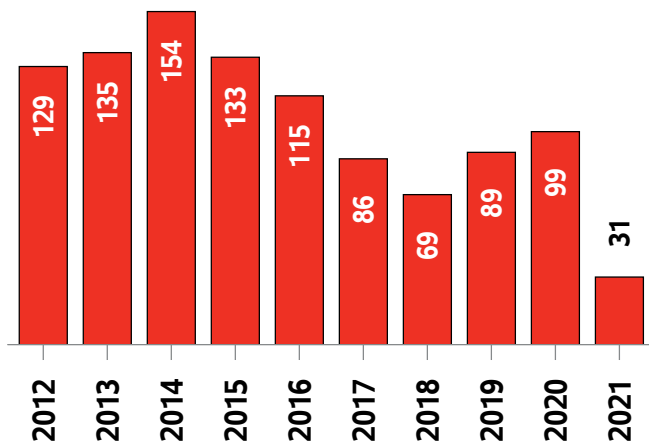
Sales Activity (July Year-to-date)



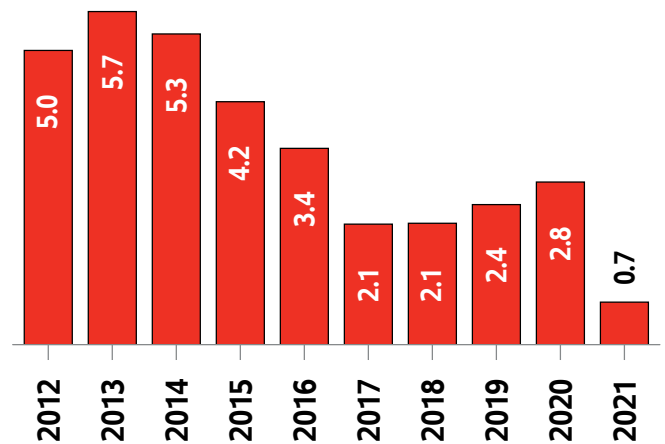
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July Year-to-date)



¹ 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.

² Average active listings January to the current month / average sales January to the current month.

St. Thomas MLS® Residential Market Activity

Actual	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	88	7.3	37.5	23.9	-3.3	29.4	57.1
Dollar Volume	\$43,595,961	34.1	106.0	97.4	107.2	215.3	352.6
New Listings	99	23.8	30.3	2.1	11.2	0.0	4.2
Active Listings	51	18.6	-29.2	-38.6	-57.9	-78.5	-81.3
Sales to New Listings Ratio ¹	88.9	102.5	84.2	73.2	102.2	68.7	58.9
Months of Inventory ²	0.6	0.5	1.1	1.2	1.3	3.5	4.9
Average Price	\$495,409	24.9	49.8	59.3	114.3	143.7	188.0
Median Price	\$488,230	21.3	49.9	55.0	119.4	142.6	196.8
Sale to List Price Ratio	106.3	105.4	100.4	101.5	97.9	97.4	98.5
Median Days on Market	10.0	7.0	11.0	8.0	24.0	37.0	27.5

Year-to-date	July 2021	Compared to ⁶					
		July 2020	July 2019	July 2018	July 2016	July 2014	July 2011
Sales Activity	536	21.5	19.4	10.5	7.0	34.0	34.0
Dollar Volume	\$287,135,062	69.6	84.8	101.5	151.8	252.7	292.4
New Listings	617	19.8	16.9	8.2	0.3	-8.3	-11.1
Active Listings ³	34	-45.7	-48.5	-48.2	-75.4	-85.6	-86.3
Sales to New Listings Ratio ⁴	86.9	85.6	85.0	85.1	81.5	59.4	57.6
Months of Inventory ⁵	0.4	1.0	1.0	0.9	1.9	4.1	4.3
Average Price	\$535,700	39.6	54.8	82.3	135.4	163.2	192.8
Median Price	\$525,000	41.9	58.9	84.2	136.8	162.5	194.1
Sale to List Price Ratio	111.8	102.0	101.6	101.7	98.1	96.9	97.4
Median Days on Market	6.0	9.0	11.0	10.0	23.0	37.0	33.0

¹ Sales / new listings * 100; compared to levels from previous periods.

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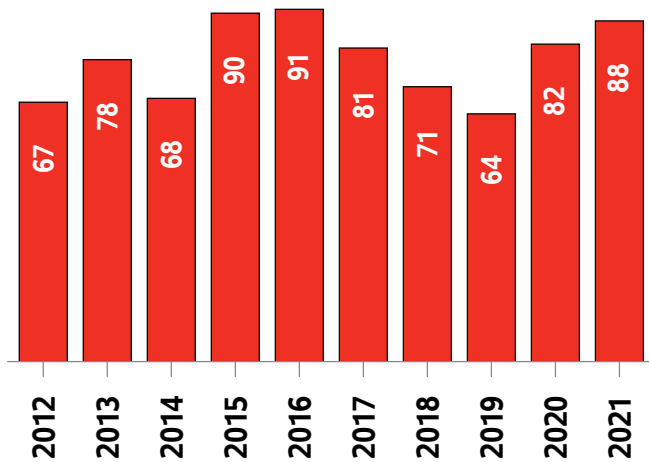
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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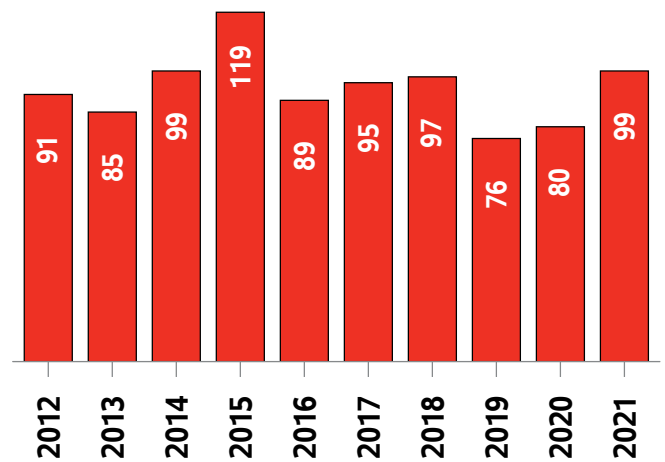
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

St. Thomas MLS® Residential Market Activity

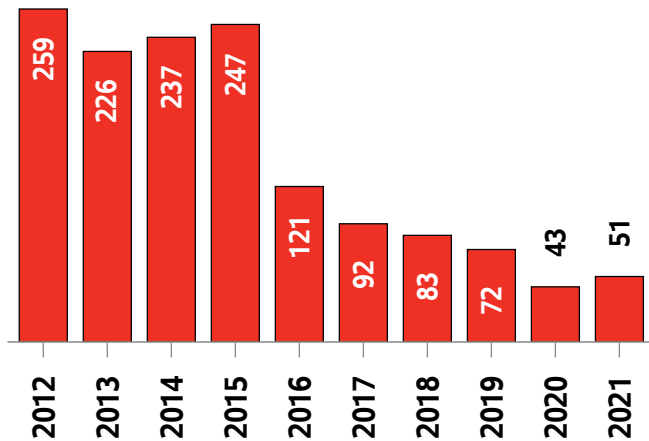
Sales Activity (July only)



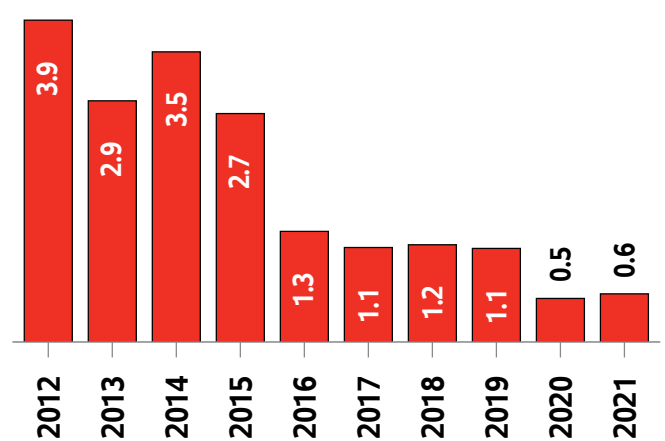
New Listings (July only)



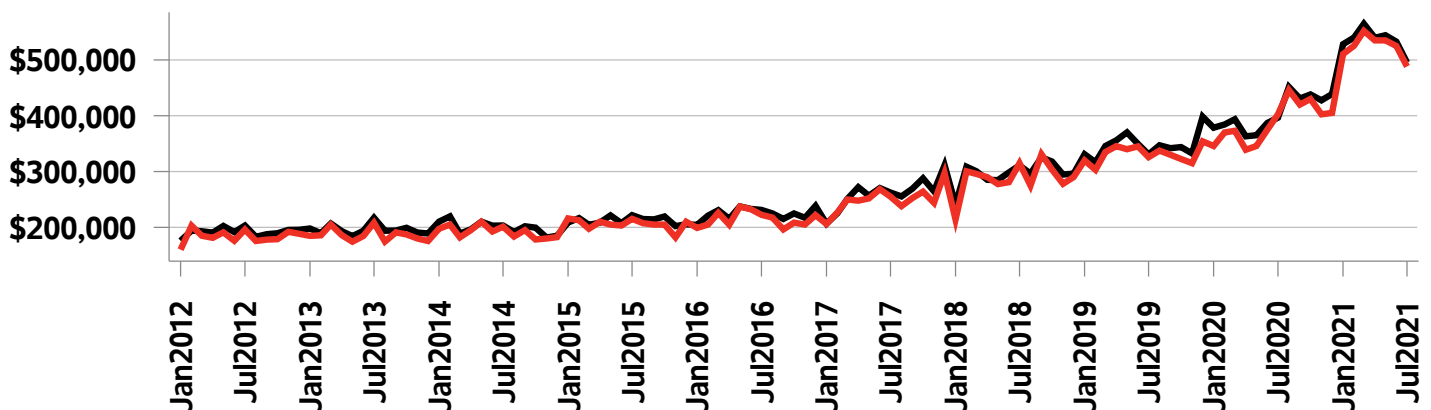
Active Listings (July only)



Months of Inventory (July only)

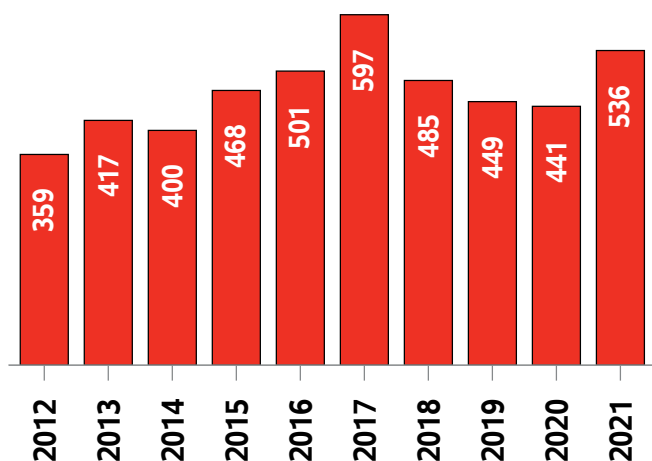


Average Price and Median Price

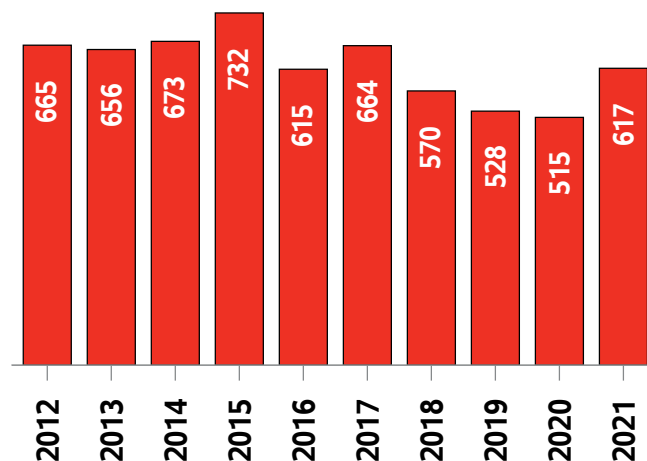


St. Thomas MLS® Residential Market Activity

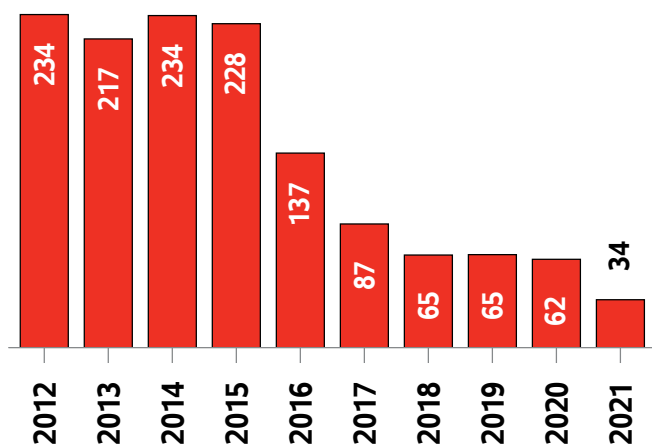
Sales Activity (July Year-to-date)



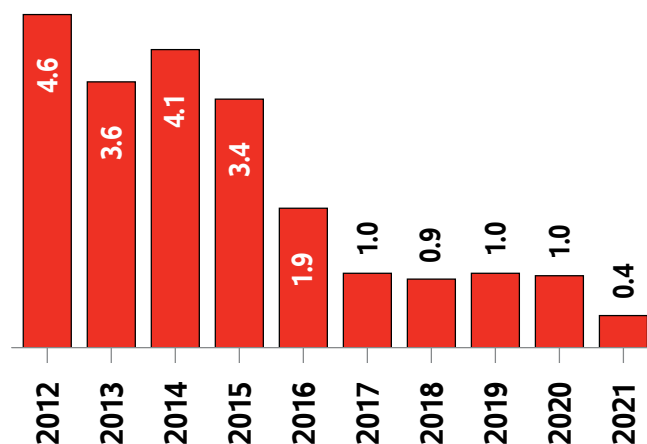
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July Year-to-date)



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