



Residential Market Activity

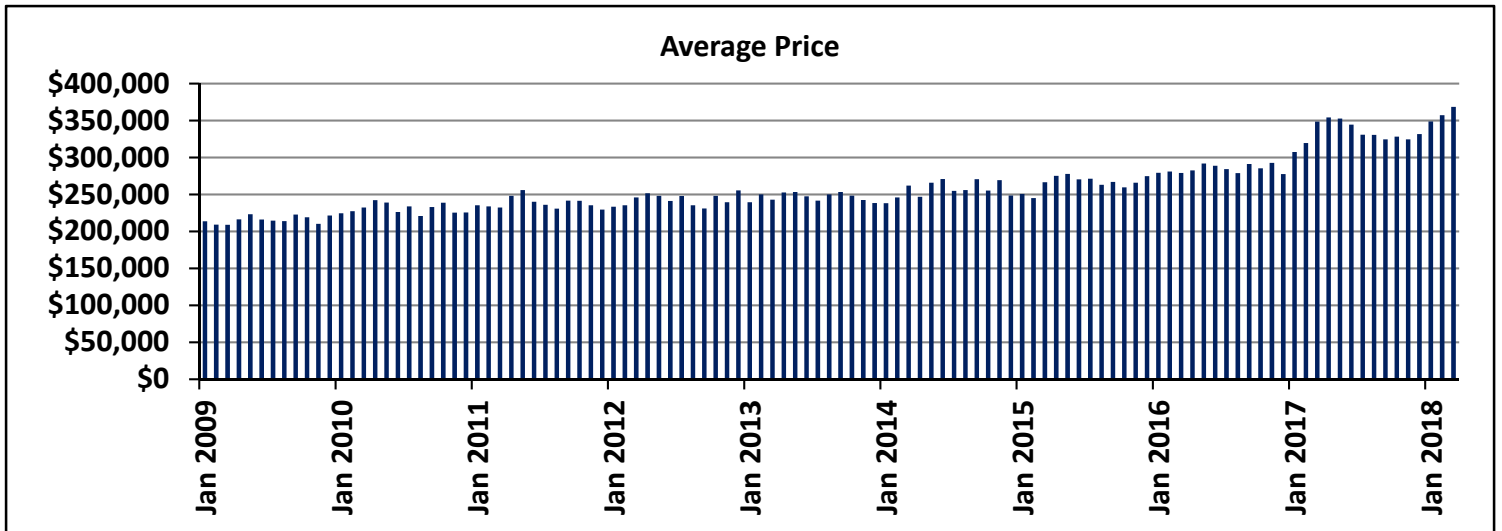
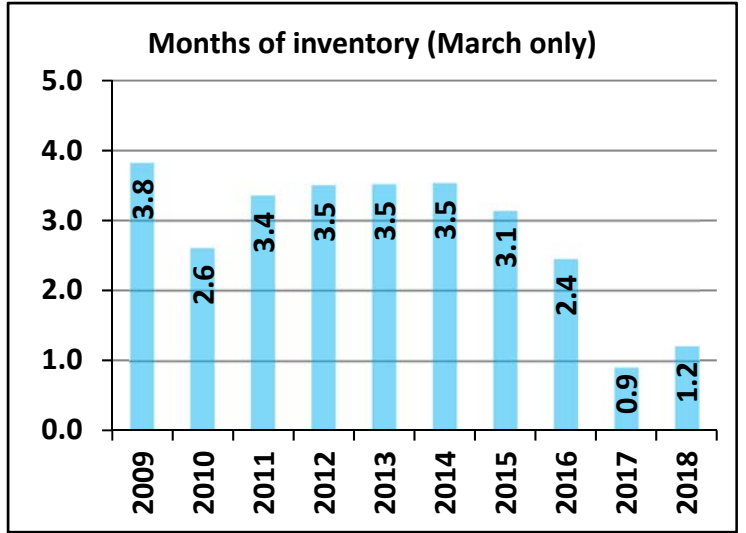
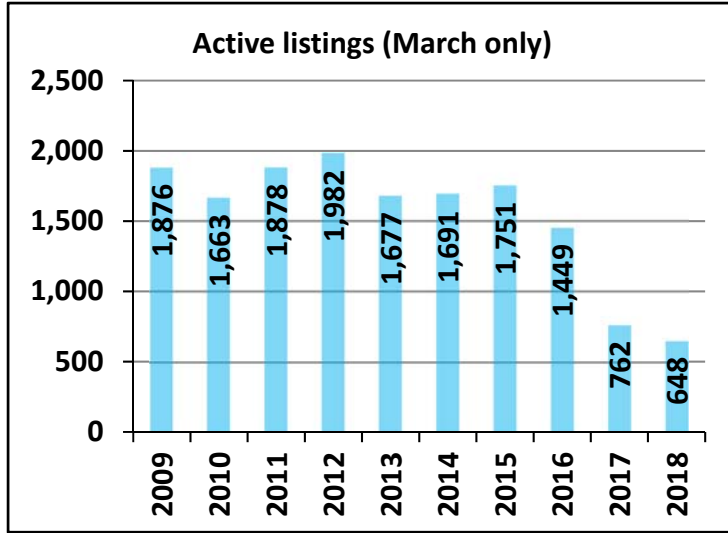
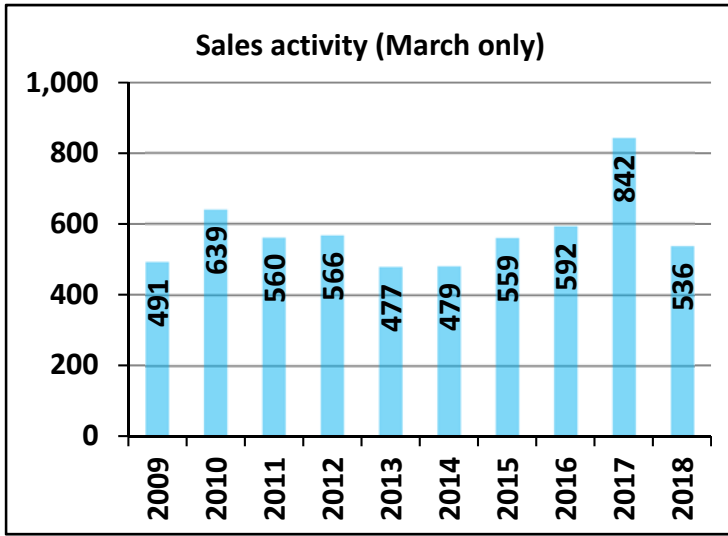
March 2018



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

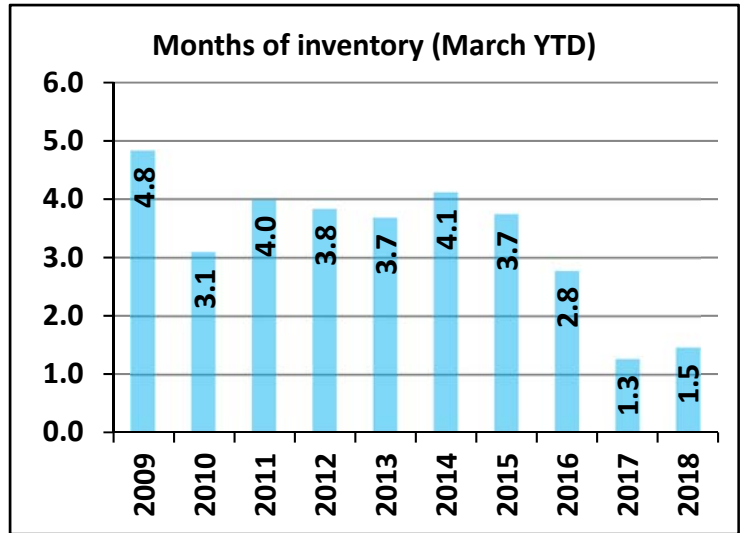
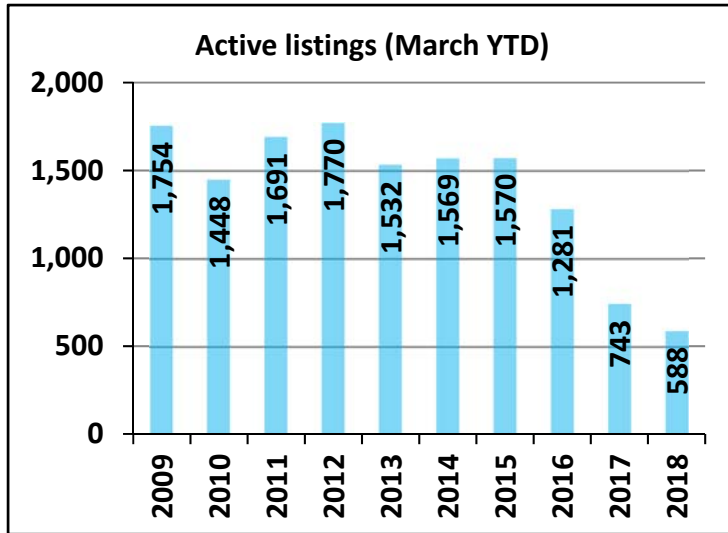
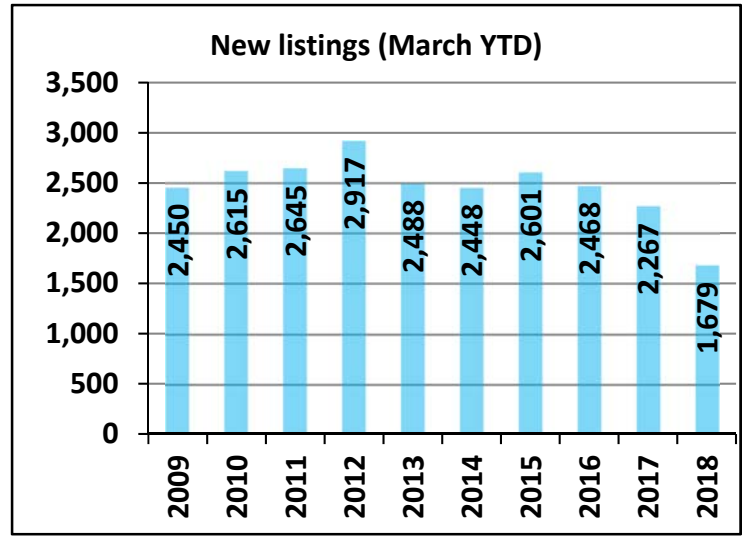
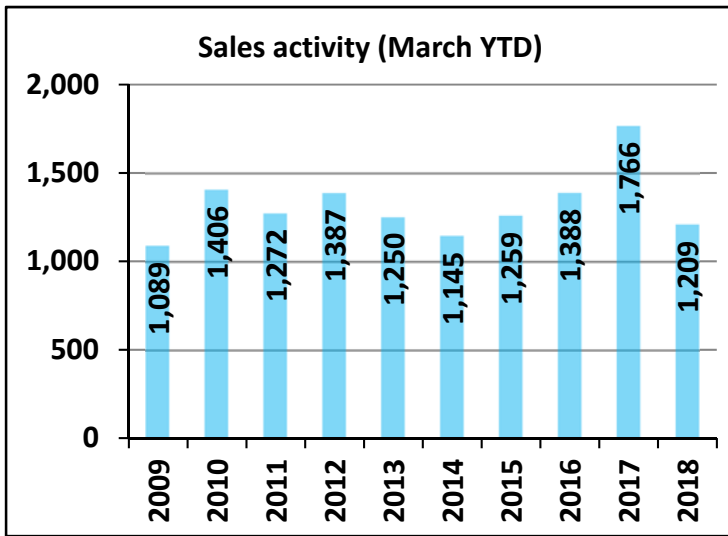
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	536	-36.3	-9.5	-4.1	12.4	-4.3	-4.6
Dollar Volume	\$197,518,203	-32.7	19.6	32.7	70.5	51.9	68.2
New Listings	681	-30.9	-34.8	-35.9	-29.0	-35.2	-23.1
Active Listings	648	-15.0	-55.3	-63.0	-61.4	-65.5	-61.5
Sales to New Listings Ratio¹	78.7	85.4	56.7	52.6	49.7	53.3	63.5
Months of Inventory²	1.2	0.9	2.4	3.1	3.5	3.4	3.0
Average Price	\$368,504	5.8	32.1	38.3	51.7	58.7	76.4

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	1,209	-31.5	-12.9	-4.0	-3.3	-5.0	-14.9
Dollar Volume	\$435,520,797	-25.4	12.2	35.2	42.5	46.7	43.6
New Listings	1,679	-25.9	-32.0	-35.4	-32.5	-36.5	-38.0
Active Listings³	588	-20.9	-54.1	-62.5	-61.6	-65.2	-63.0
Sales to New Listings Ratio⁴	72.0	77.9	56.2	48.4	50.2	48.1	52.4
Months of Inventory⁵	1.5	1.3	2.8	3.7	3.7	4.0	3.4
Average Price	\$360,232	8.9	28.8	40.8	47.3	54.3	68.7

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

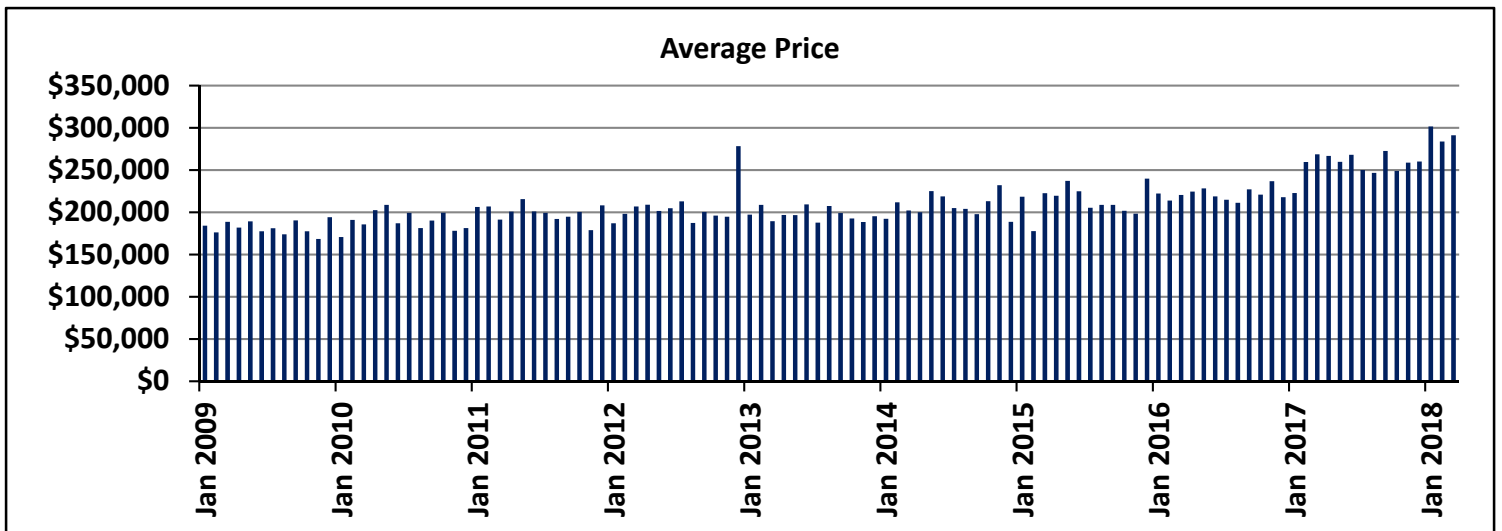
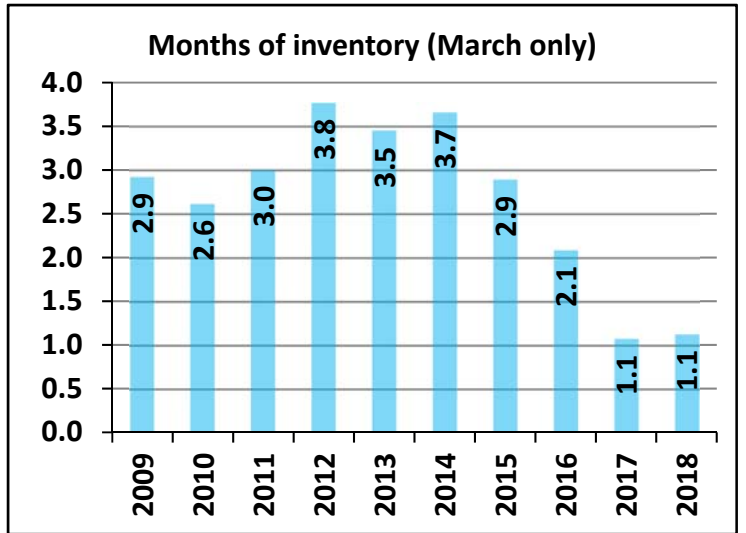
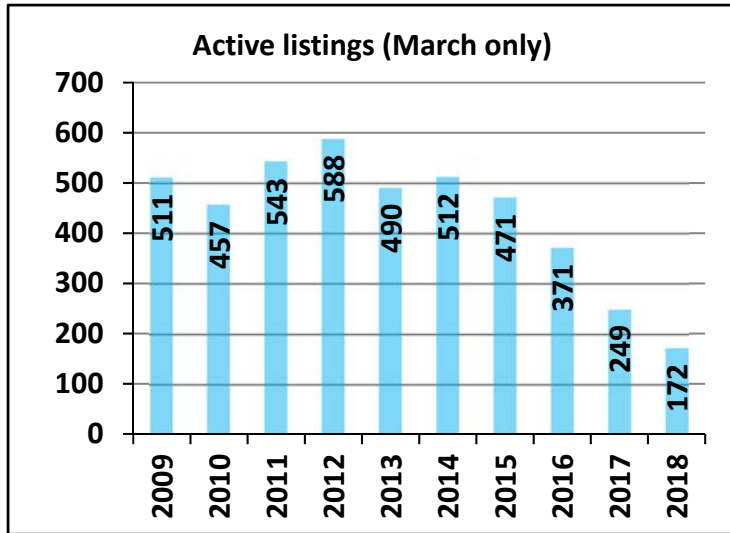
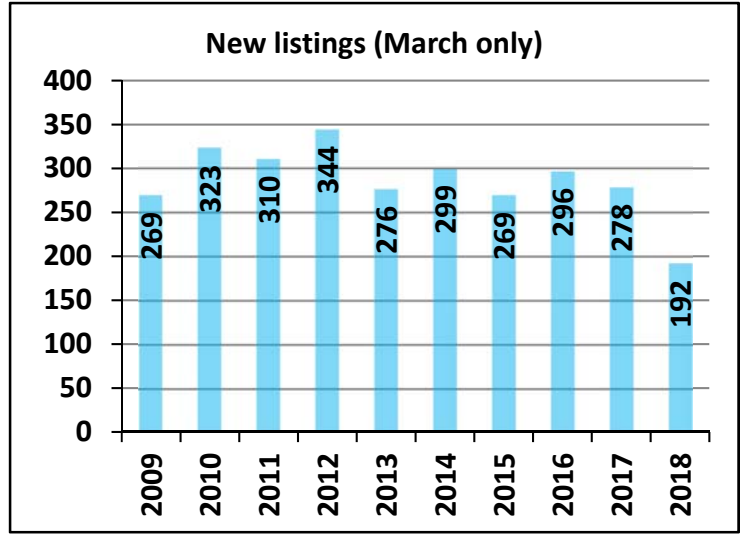
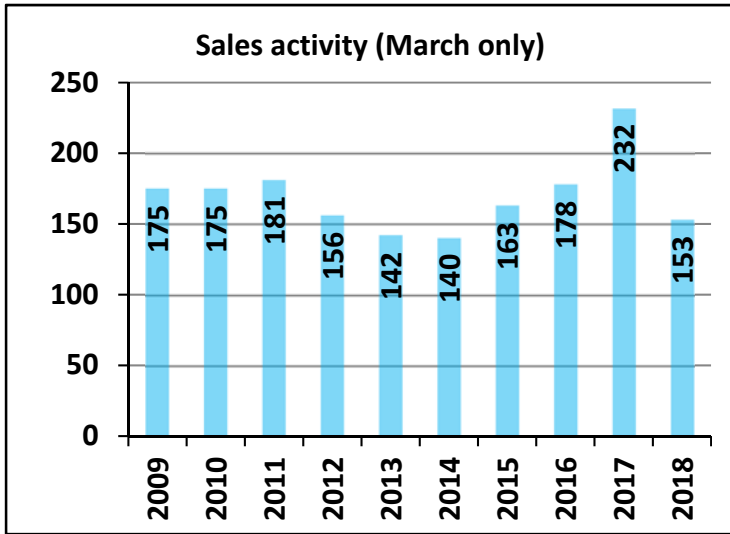
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

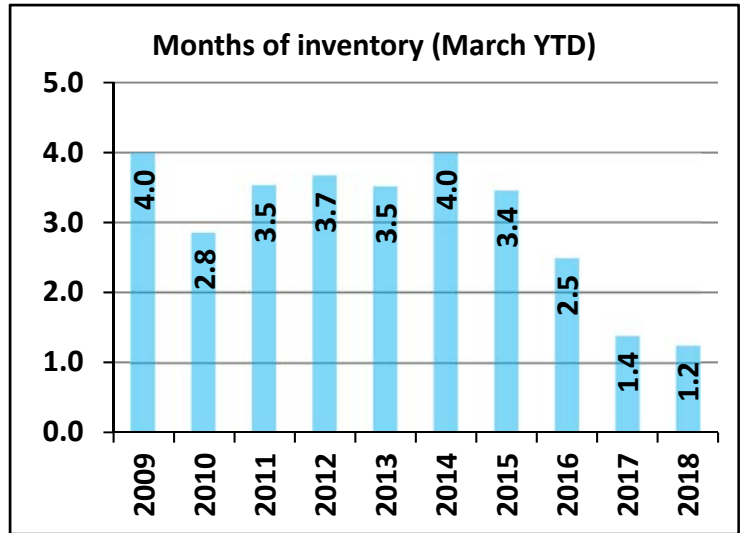
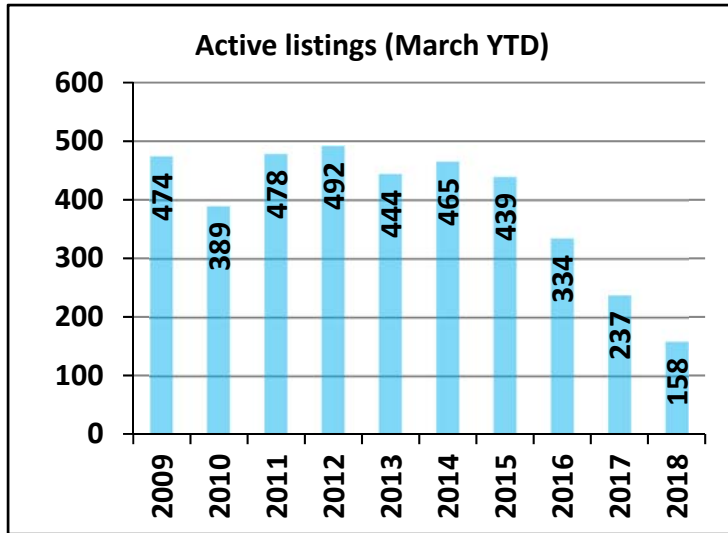
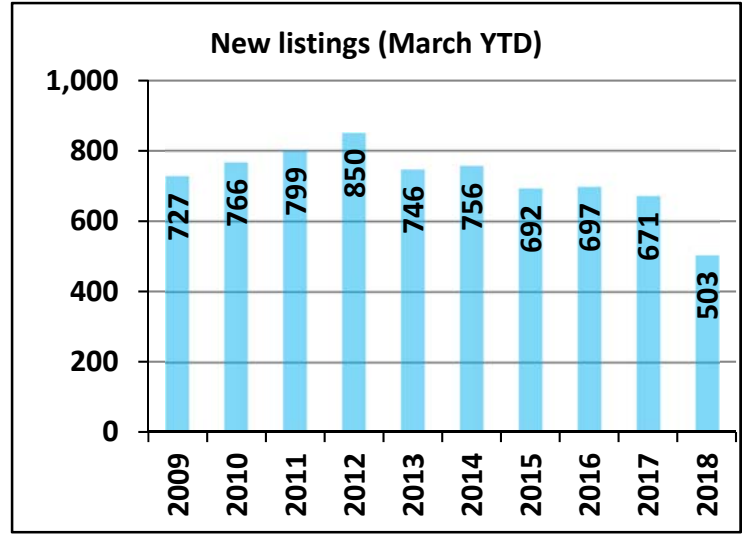
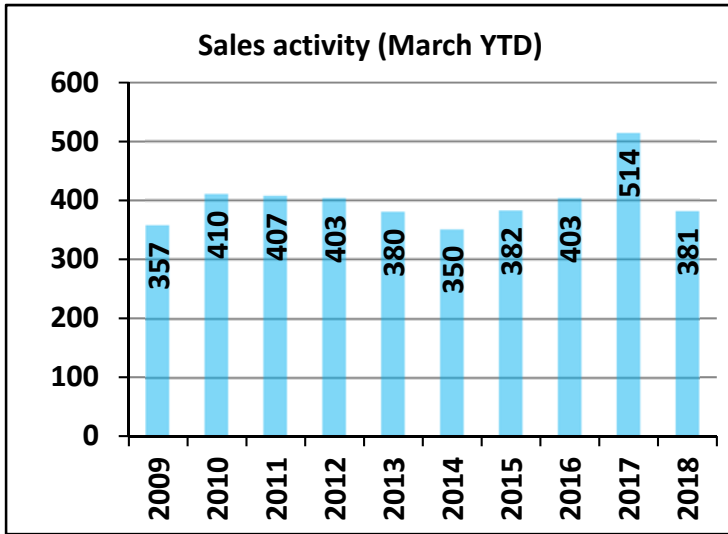
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	153	-34.1	-14.0	-6.1	7.7	-15.5	-17.3
Dollar Volume	\$44,547,653	-28.5	13.6	22.8	65.6	28.7	39.5
New Listings	192	-30.9	-35.1	-28.6	-30.4	-38.1	-25.0
Active Listings	172	-30.9	-53.6	-63.5	-64.9	-68.3	-65.5
Sales to New Listings Ratio¹	79.7	83.5	60.1	60.6	51.4	58.4	72.3
Months of Inventory²	1.1	1.1	2.1	2.9	3.5	3.0	2.7
Average Price	\$291,161	8.4	32.1	30.9	53.7	52.2	68.7

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	381	-25.9	-5.5	-0.3	0.3	-6.4	-14.8
Dollar Volume	\$110,793,407	-15.6	25.9	39.6	47.1	36.3	38.9
New Listings	503	-25.0	-27.8	-27.3	-32.6	-37.0	-39.1
Active Listings³	158	-33.3	-52.7	-64.0	-64.4	-66.9	-66.8
Sales to New Listings Ratio⁴	75.7	76.6	57.8	55.2	50.9	50.9	54.1
Months of Inventory⁵	1.2	1.4	2.5	3.4	3.5	3.5	3.2
Average Price	\$290,796	13.8	33.2	40.0	46.7	45.6	63.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

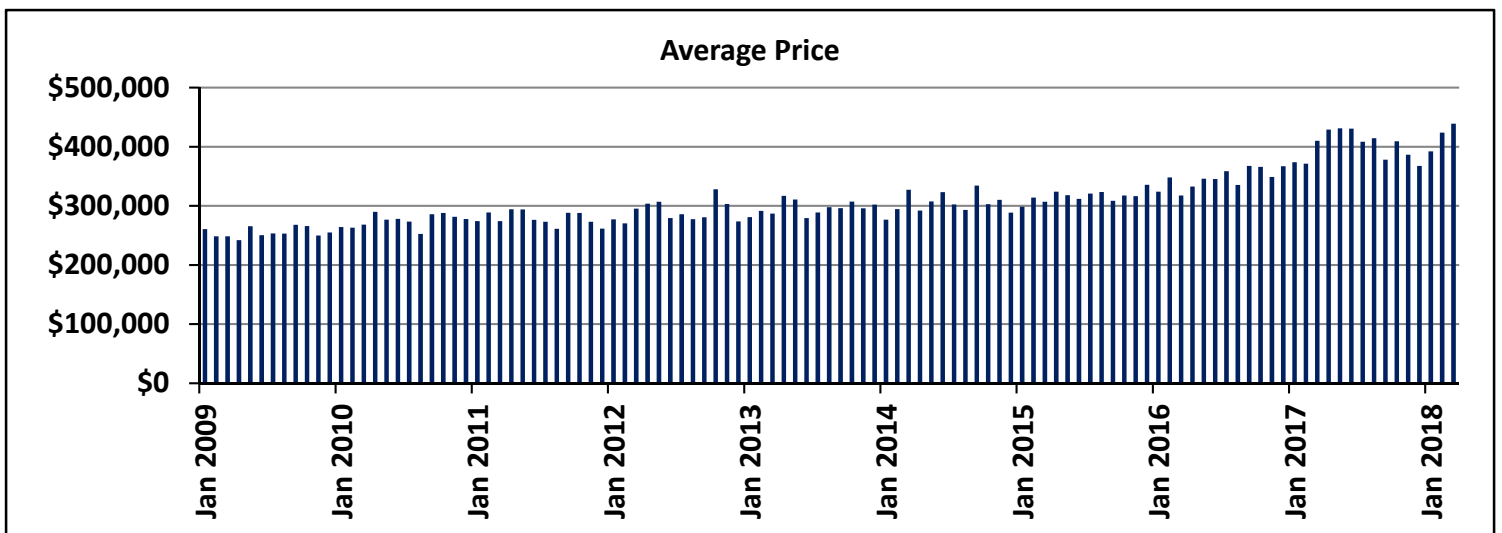
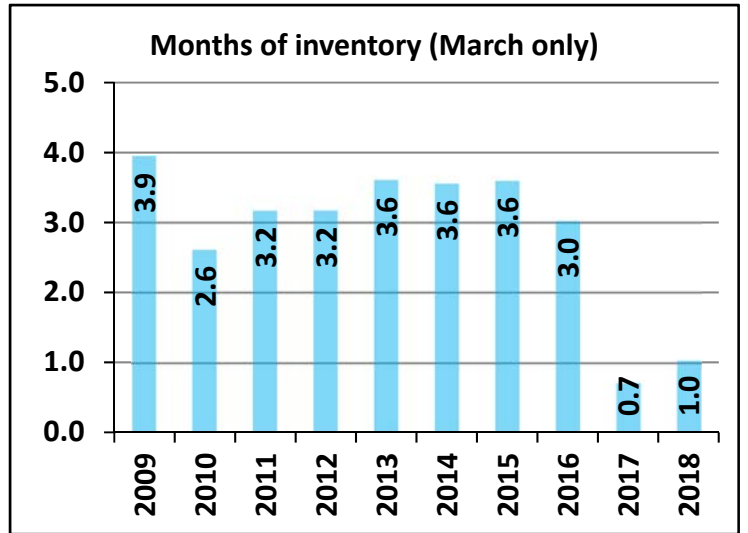
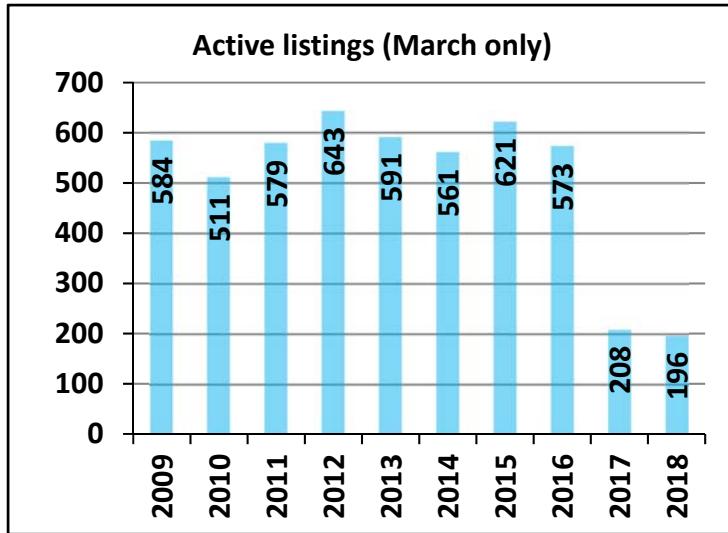
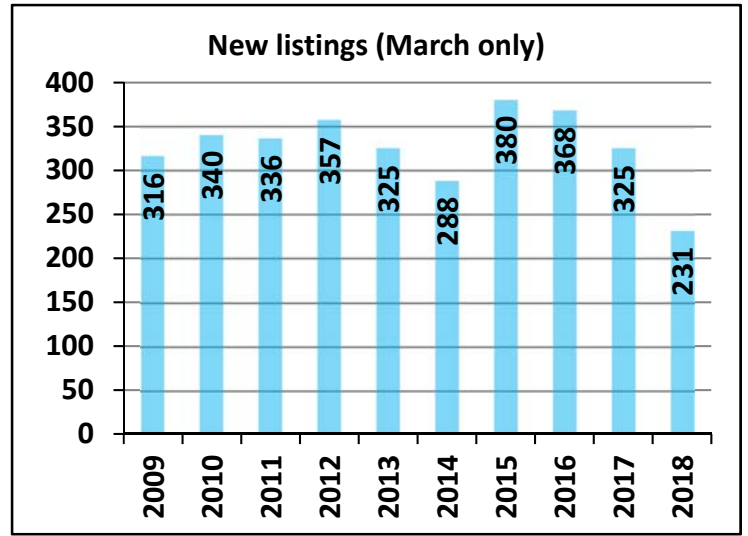
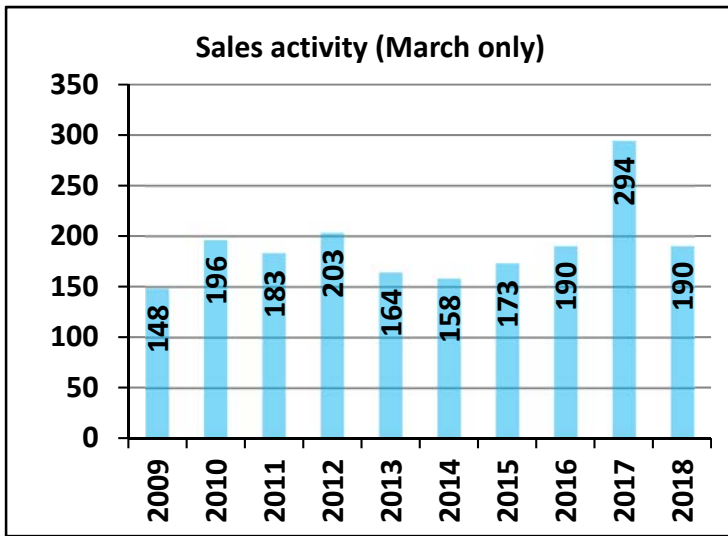
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

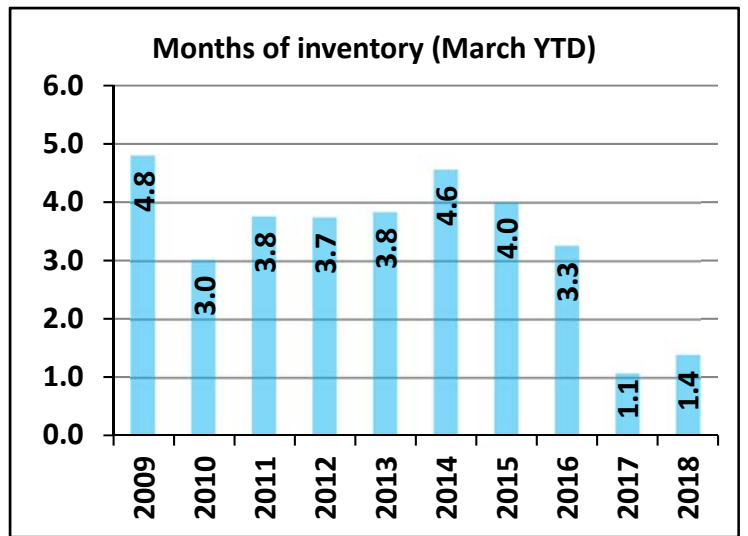
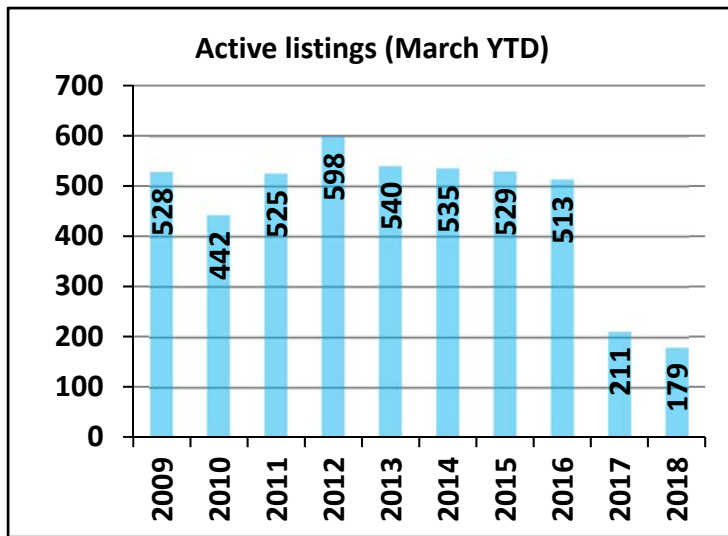
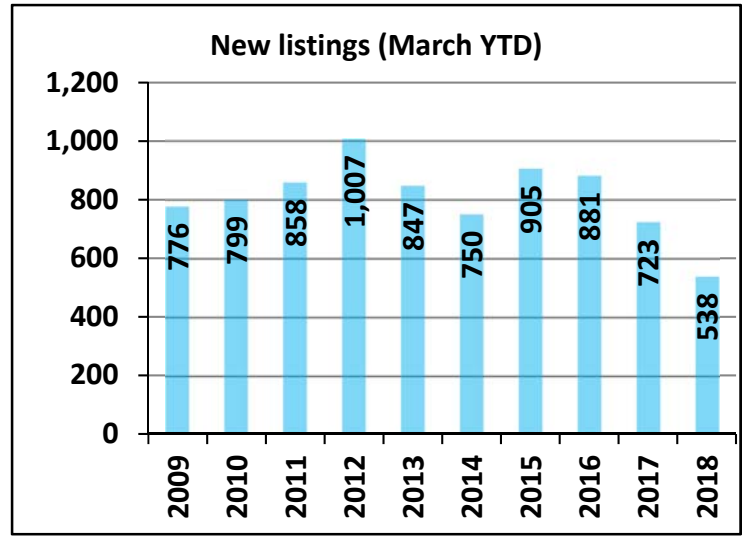
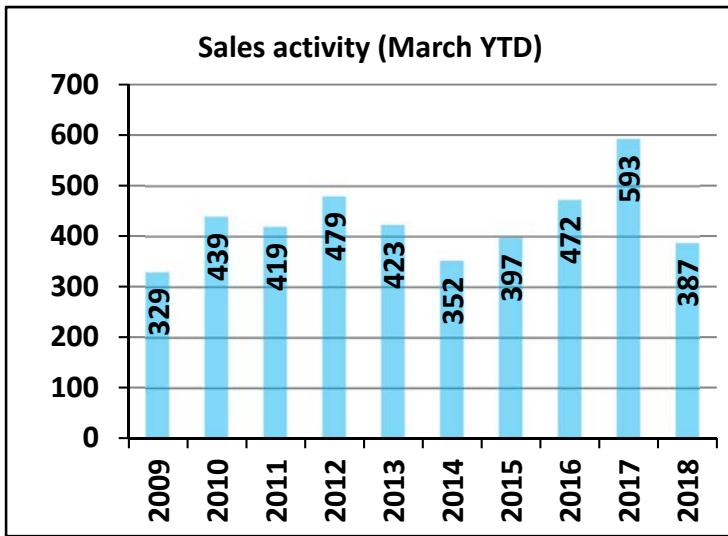
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	190	-35.4	0.0	9.8	15.9	3.8	3.3
Dollar Volume	\$83,377,196	-30.8	38.3	57.1	77.3	66.2	88.5
New Listings	231	-28.9	-37.2	-39.2	-28.9	-31.3	-19.2
Active Listings	196	-5.8	-65.8	-68.4	-66.8	-66.1	-60.7
Sales to New Listings Ratio¹	82.3	90.5	51.6	45.5	50.5	54.5	64.3
Months of Inventory²	1.0	0.7	3.0	3.6	3.6	3.2	2.7
Average Price	\$438,827	7.1	38.3	43.1	53.0	60.1	82.5

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	387	-34.7	-18.0	-2.5	-8.5	-7.6	-10.4
Dollar Volume	\$164,192,823	-29.2	5.5	34.8	35.3	40.7	54.7
New Listings	538	-25.6	-38.9	-40.6	-36.5	-37.3	-36.0
Active Listings³	179	-15.2	-65.1	-66.2	-66.9	-65.9	-63.2
Sales to New Listings Ratio⁴	71.9	82.0	53.6	43.9	49.9	48.8	51.4
Months of Inventory⁵	1.4	1.1	3.3	4.0	3.8	3.8	3.4
Average Price	\$424,271	8.5	28.7	38.3	47.9	52.4	72.7

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

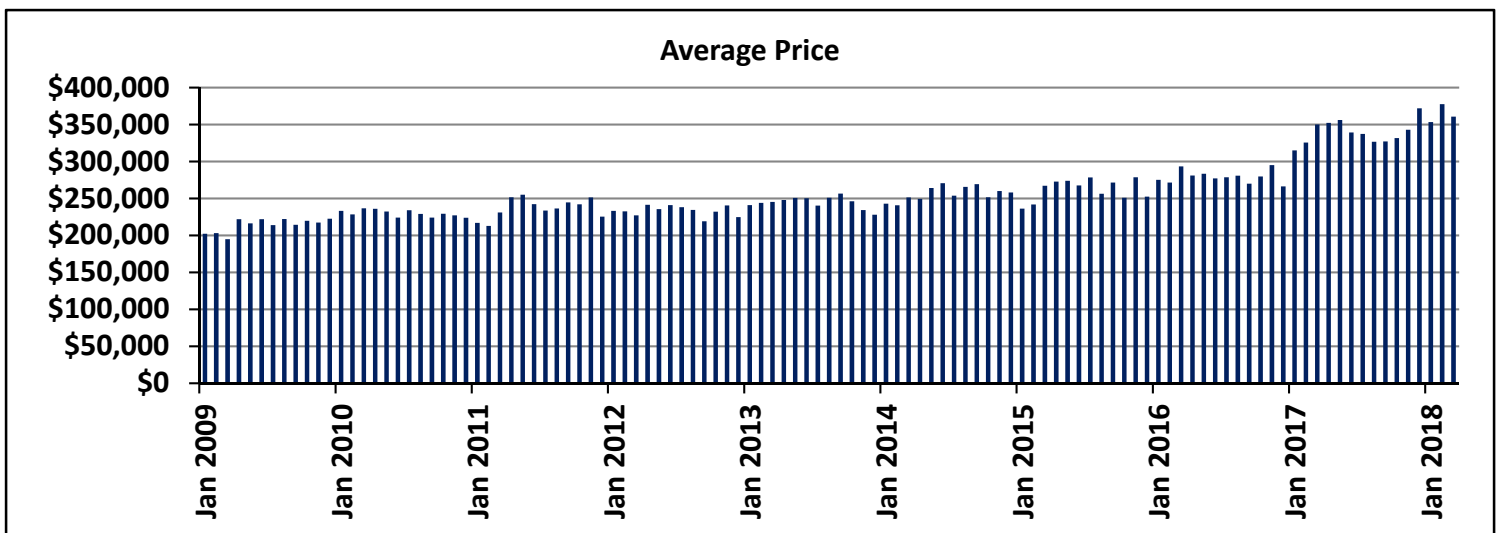
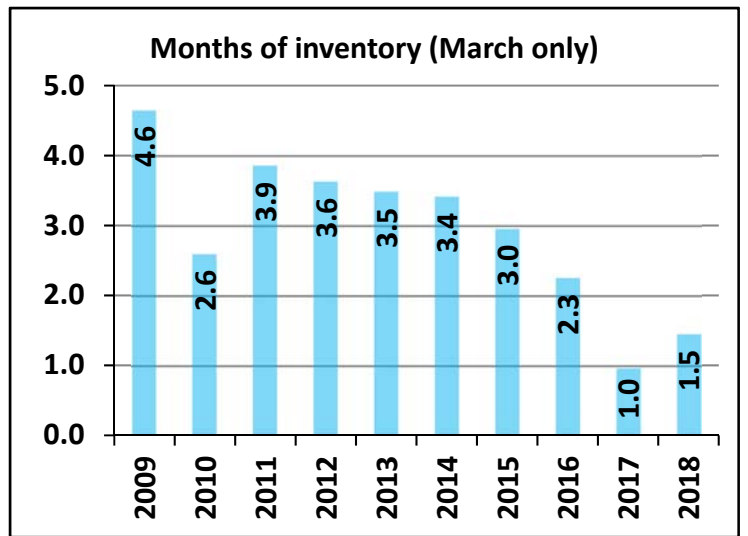
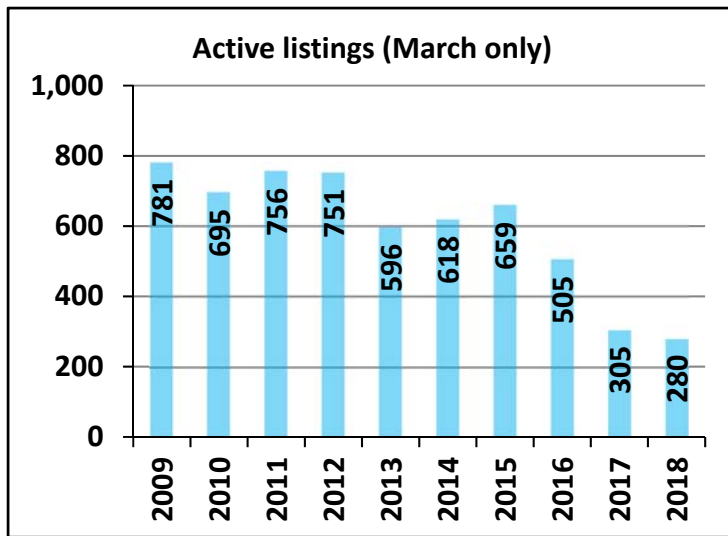
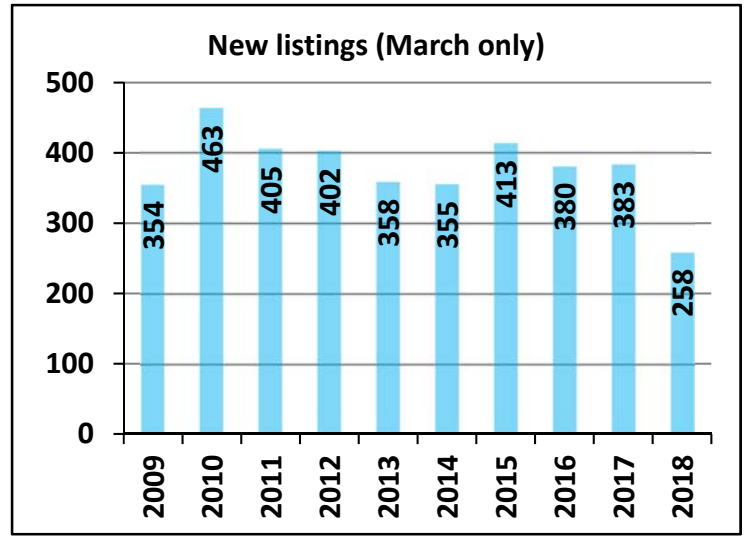
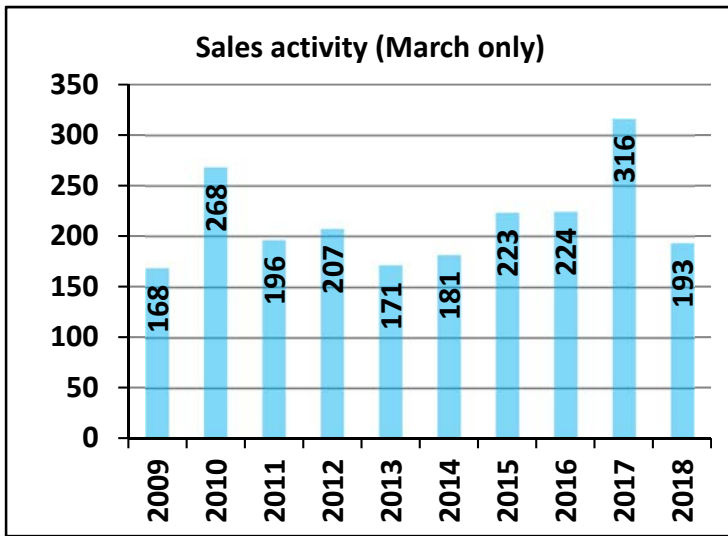
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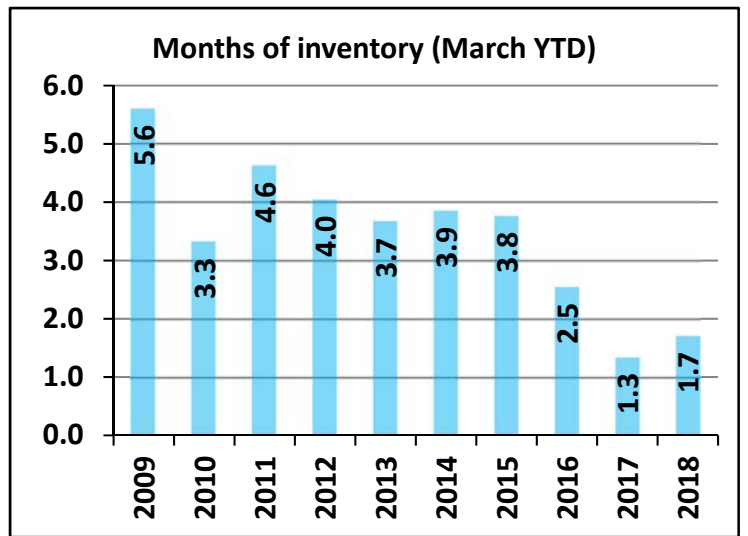
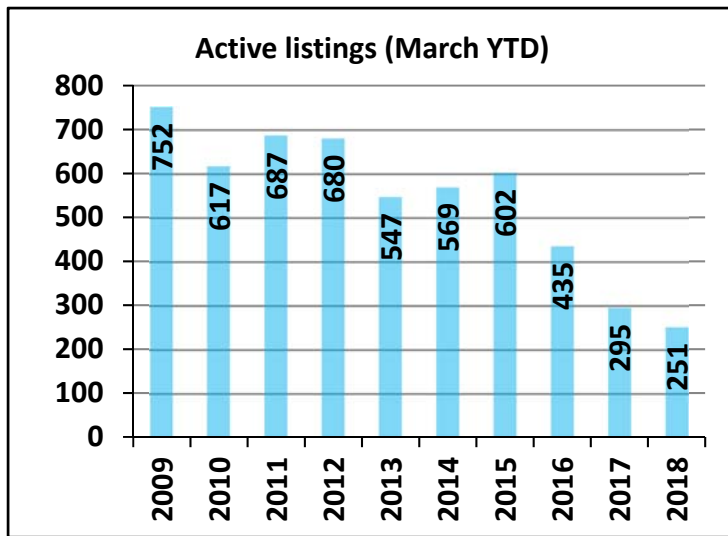
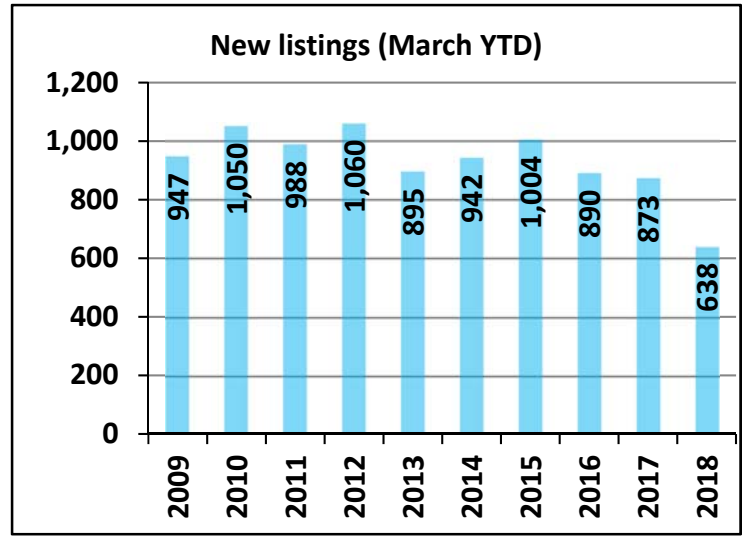
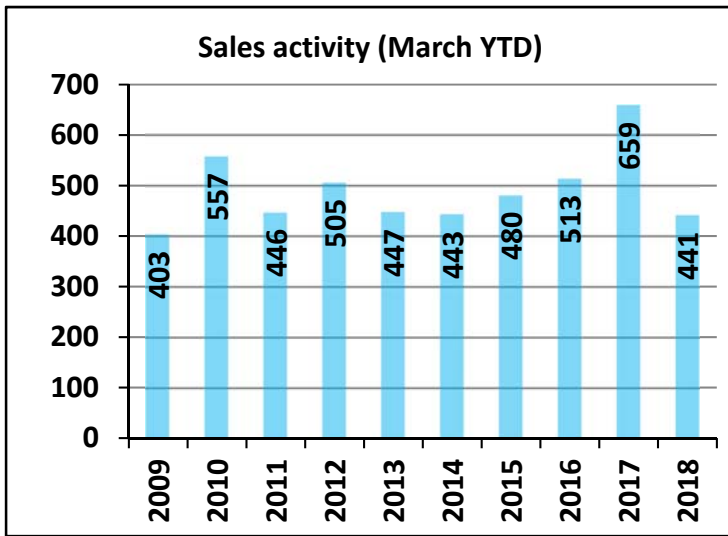
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017	March 2016	March 2015	March 2013	March 2011	March 2008
Sales Activity	193	-38.9	-13.8	-13.5	12.9	-1.5	0.0
Dollar Volume	\$69,593,354	-37.1	6.0	16.8	66.0	53.7	68.7
New Listings	258	-32.6	-32.1	-37.5	-27.9	-36.3	-24.8
Active Listings	280	-8.2	-44.6	-57.5	-53.0	-63.0	-59.2
Sales to New Listings Ratio¹	74.8	82.5	58.9	54.0	47.8	48.4	56.3
Months of Inventory²	1.5	1.0	2.3	3.0	3.5	3.9	3.6
Average Price	\$360,587	3.1	23.0	35.0	47.0	56.1	68.7

Year-to-date	March 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2017 YTD	March 2016 YTD	March 2015 YTD	March 2013 YTD	March 2011 YTD	March 2008 YTD
Sales Activity	441	-33.1	-14.0	-8.1	-1.3	-1.1	-18.5
Dollar Volume	\$160,534,567	-27.3	11.0	32.6	47.4	62.3	36.8
New Listings	638	-26.9	-28.3	-36.5	-28.7	-35.4	-38.9
Active Listings³	251	-14.9	-42.3	-58.3	-54.1	-63.5	-60.0
Sales to New Listings Ratio⁴	69.1	75.5	57.6	47.8	49.9	45.1	51.8
Months of Inventory⁵	1.7	1.3	2.5	3.8	3.7	4.6	3.5
Average Price	\$364,024	8.6	29.1	44.3	49.4	64.1	67.8

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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