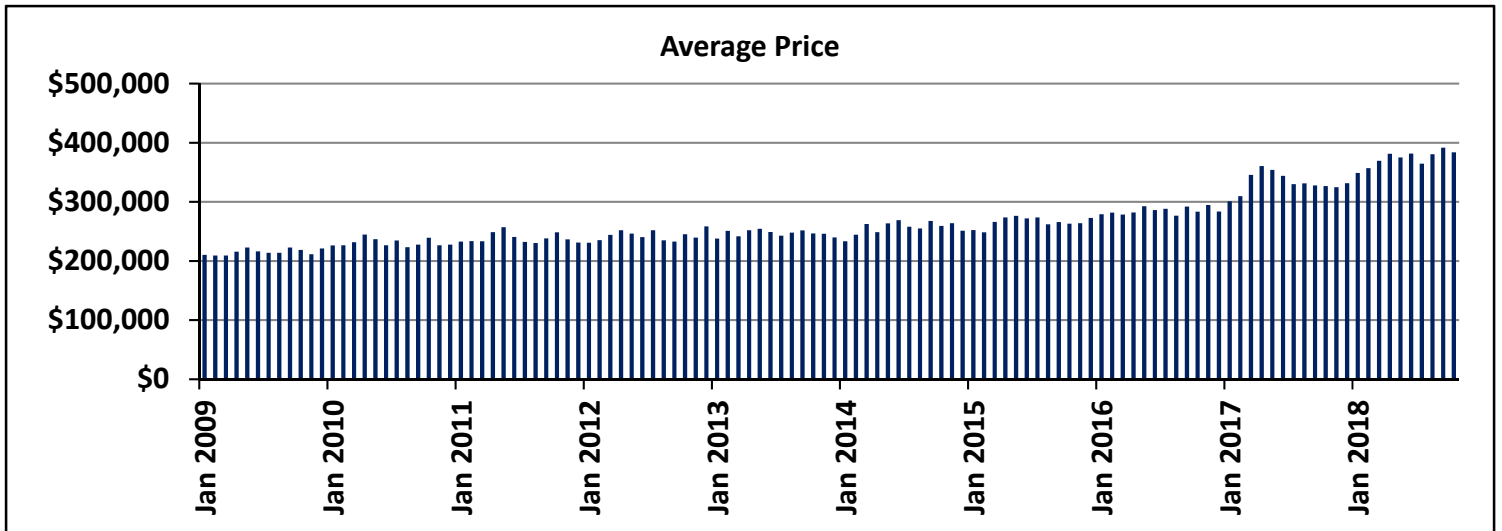
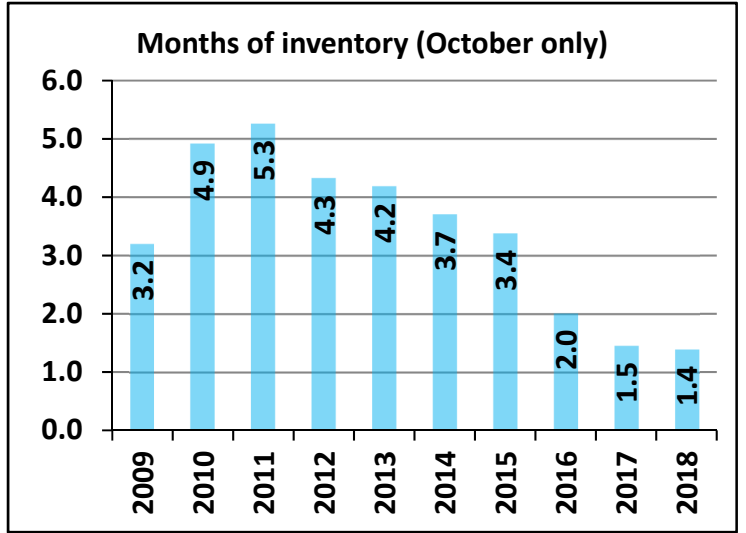
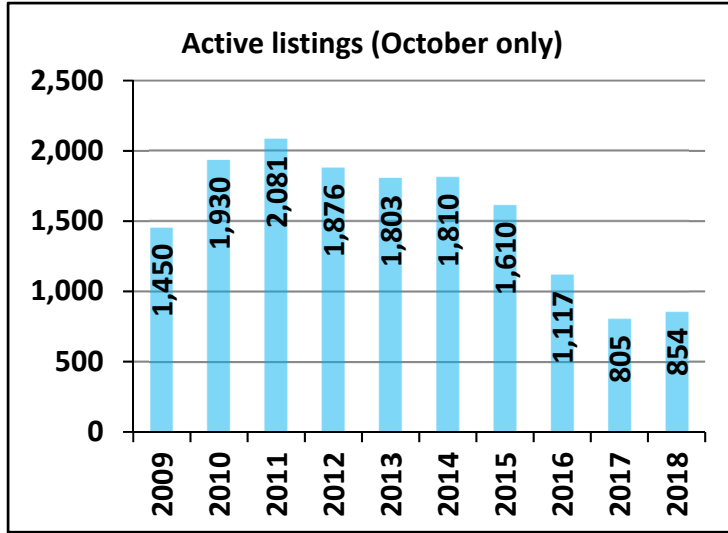
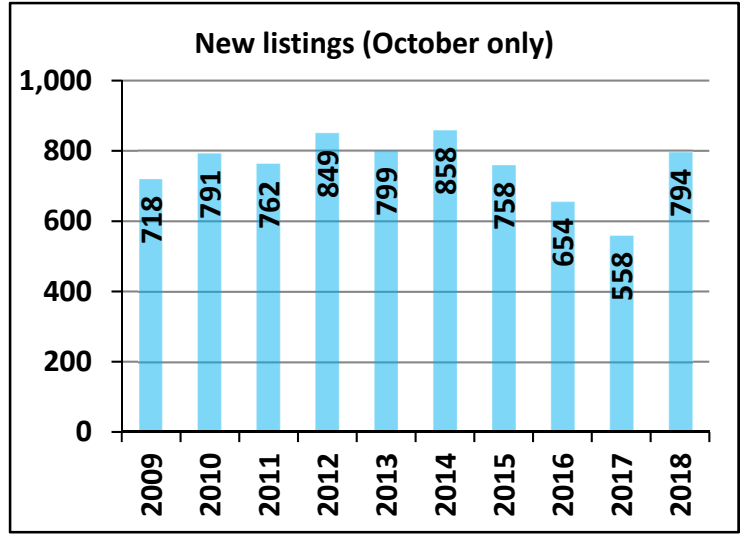
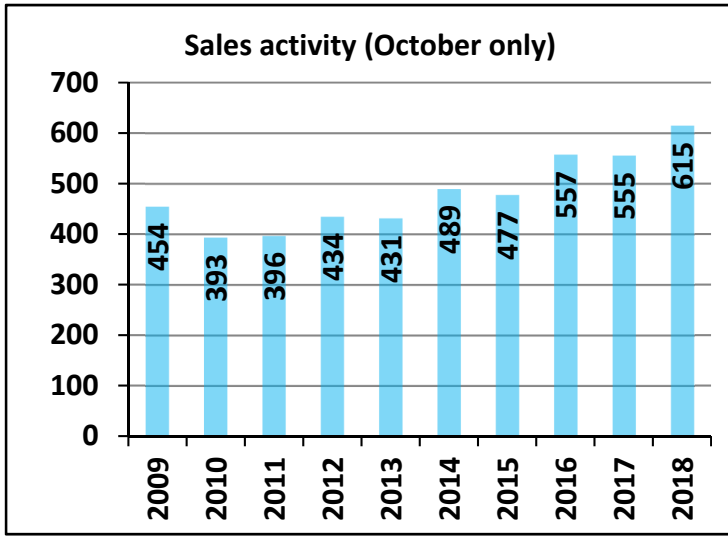


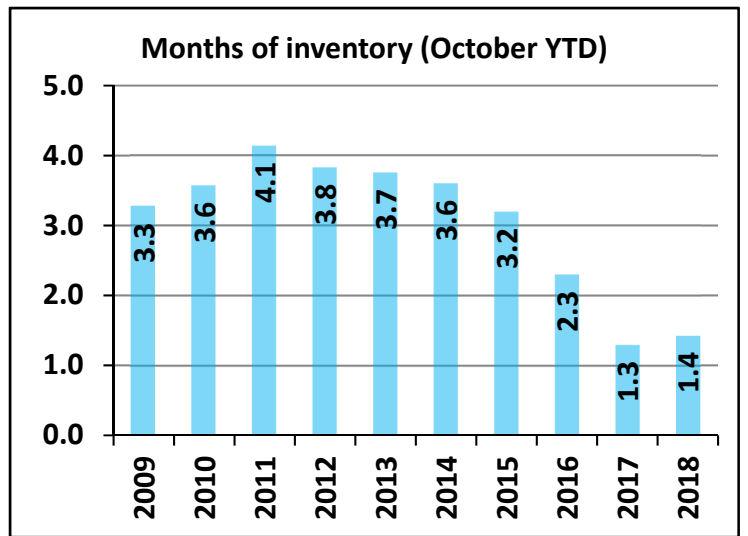
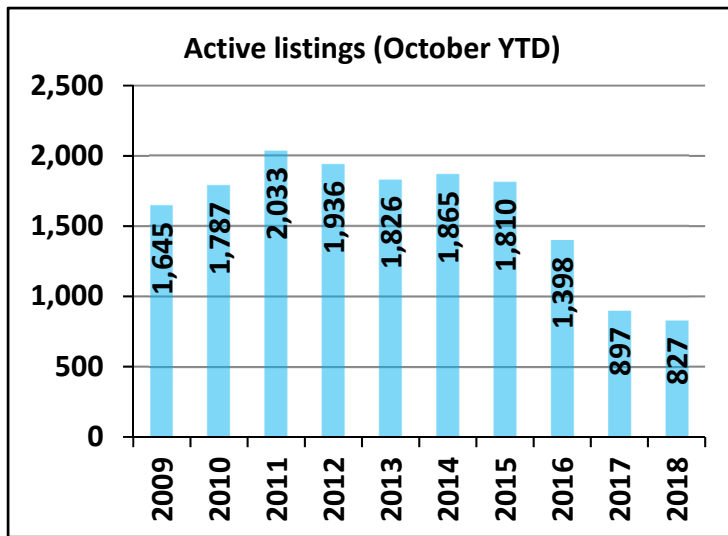
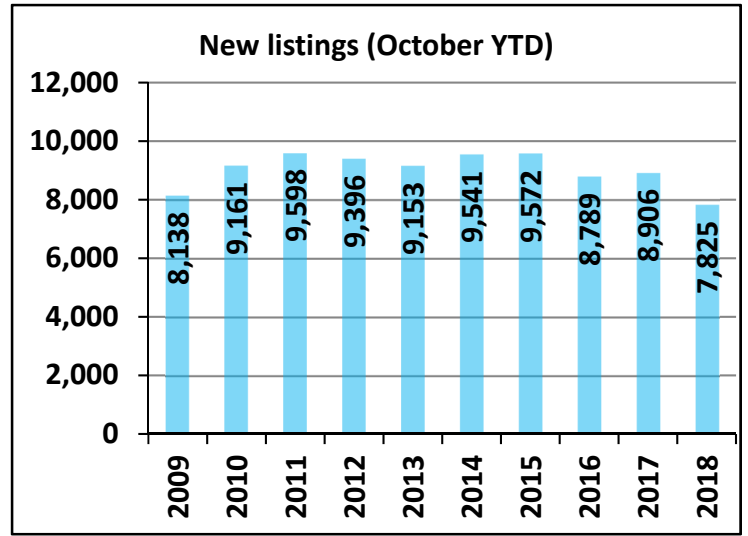
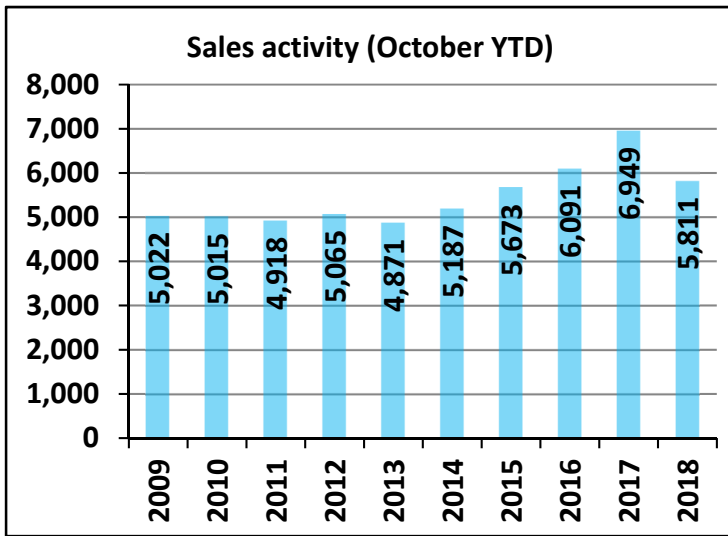
London

Residential Market Activity



London

Residential Market Activity



London

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
Sales Activity	615	10.8	10.4	28.9	42.7	55.3	48.6
Dollar Volume	\$236,020,932	30.2	49.6	88.1	122.2	140.1	169.3
New Listings	794	42.3	21.4	4.7	-0.6	4.2	-11.0
Active Listings	854	6.1	-23.5	-47.0	-52.6	-59.0	-56.4
Sales to New Listings Ratio¹	77.5	99.5	85.2	62.9	53.9	52.0	46.4
Months of Inventory²	1.4	1.5	2.0	3.4	4.2	5.3	4.7
Average Price	\$383,774	17.5	35.5	45.9	55.7	54.6	81.3

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
Sales Activity	5,811	-16.4	-4.6	2.4	19.3	18.2	4.4
Dollar Volume	\$2,180,341,021	-7.0	25.8	43.8	80.5	84.7	83.4
New Listings	7,825	-12.1	-11.0	-18.3	-14.5	-18.5	-19.9
Active Listings³	827	-7.8	-40.8	-54.3	-54.7	-59.3	-55.6
Sales to New Listings Ratio⁴	74.3	78.0	69.3	59.3	53.2	51.2	57.0
Months of Inventory⁵	1.4	1.3	2.3	3.2	3.7	4.1	3.4
Average Price	\$375,209	11.2	31.9	40.4	51.3	56.3	75.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

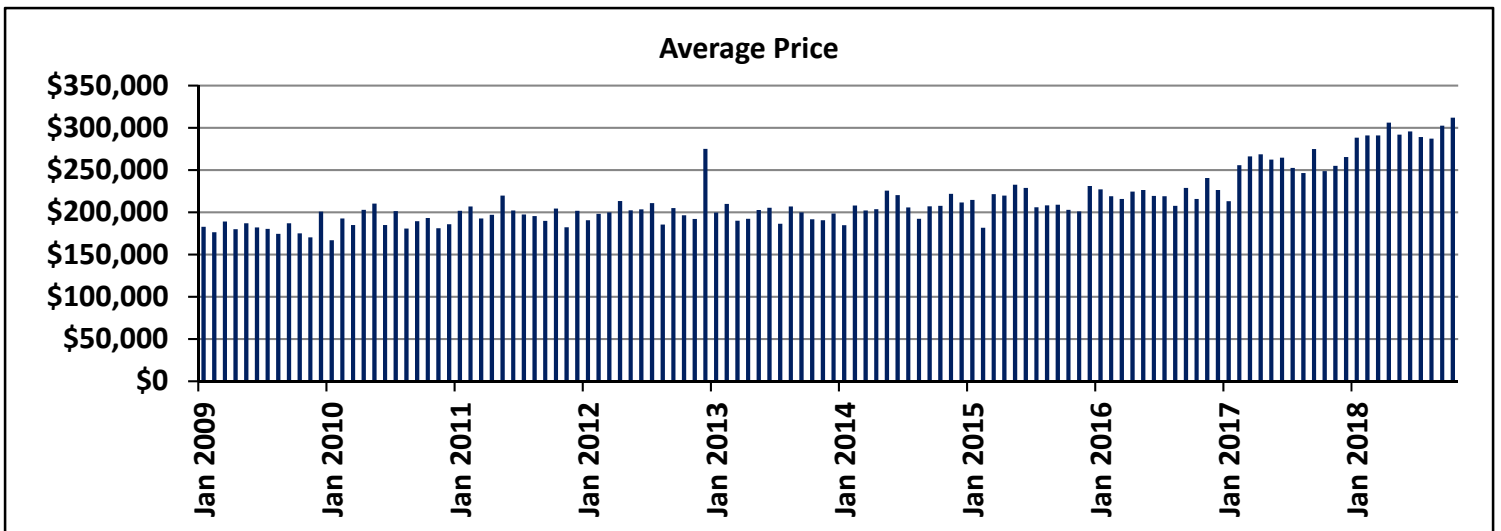
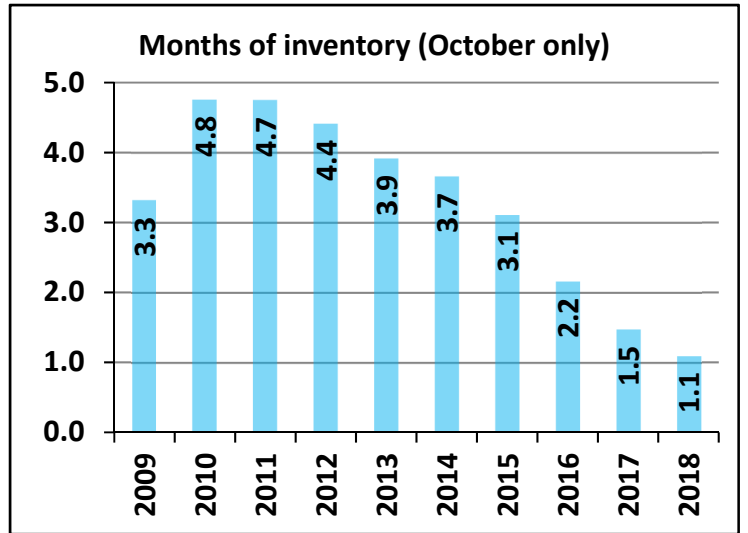
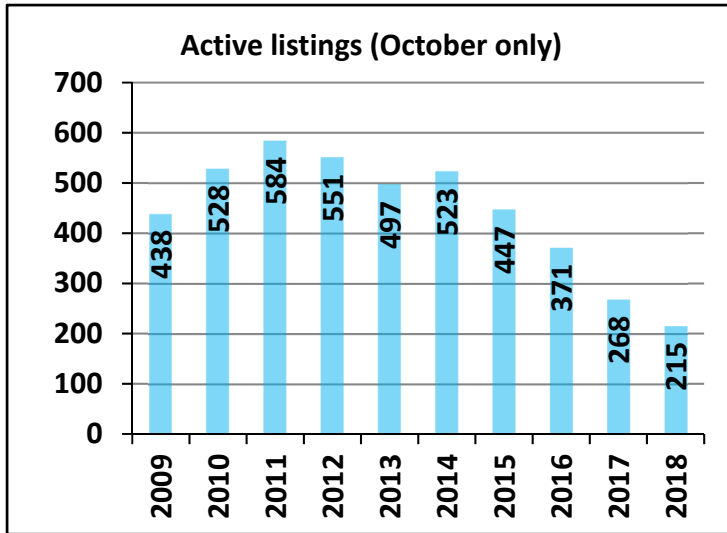
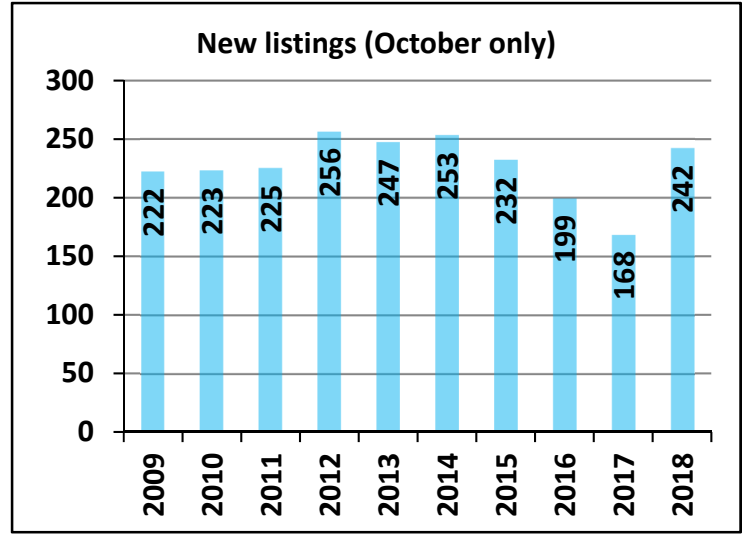
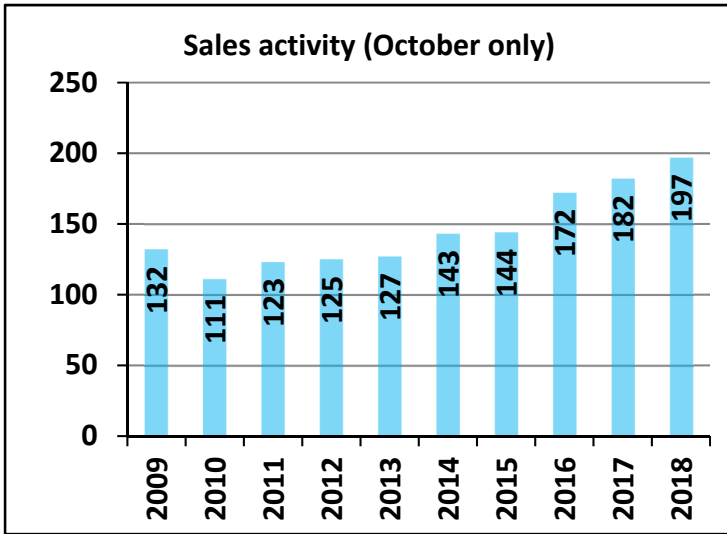
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

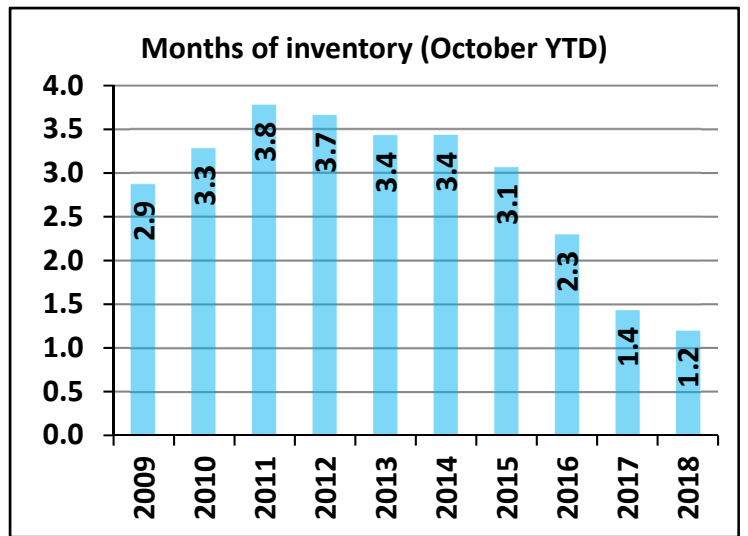
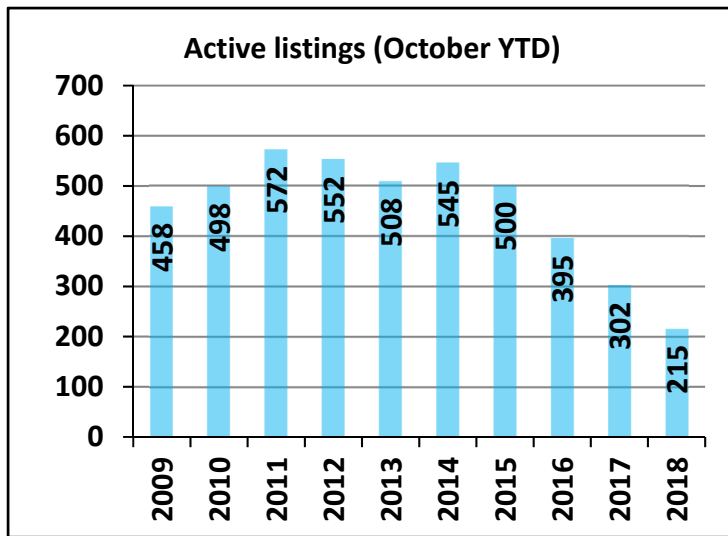
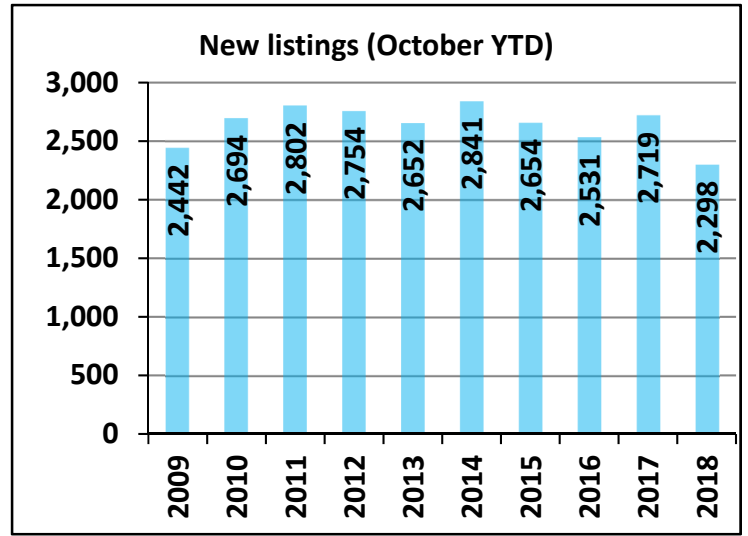
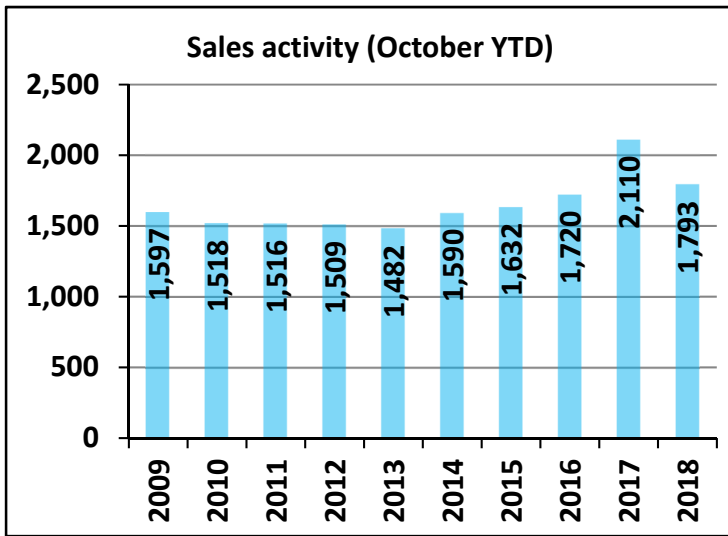
London East

Residential Market Activity



London East

Residential Market Activity



London East

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
Sales Activity	197	8.2	14.5	36.8	55.1	60.2	32.2
Dollar Volume	\$61,454,943	35.8	65.6	110.5	152.4	144.4	128.2
New Listings	242	44.0	21.6	4.3	-2.0	7.6	-8.7
Active Listings	215	-19.8	-42.0	-51.9	-56.7	-63.2	-60.0
Sales to New Listings Ratio¹	81.4	108.3	86.4	62.1	51.4	54.7	56.2
Months of Inventory²	1.1	1.5	2.2	3.1	3.9	4.7	3.6
Average Price	\$311,954	25.5	44.6	53.9	62.7	52.6	72.6

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
Sales Activity	1,793	-15.0	4.2	9.9	21.0	18.3	-1.0
Dollar Volume	\$530,415,966	-2.6	40.2	51.4	80.5	74.4	62.9
New Listings	2,298	-15.5	-9.2	-13.4	-13.3	-18.0	-22.7
Active Listings³	215	-28.8	-45.6	-57.0	-57.7	-62.4	-60.7
Sales to New Listings Ratio⁴	78.0	77.6	68.0	61.5	55.9	54.1	61.0
Months of Inventory⁵	1.2	1.4	2.3	3.1	3.4	3.8	3.0
Average Price	\$295,826	14.7	34.5	37.9	49.2	47.5	64.5

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

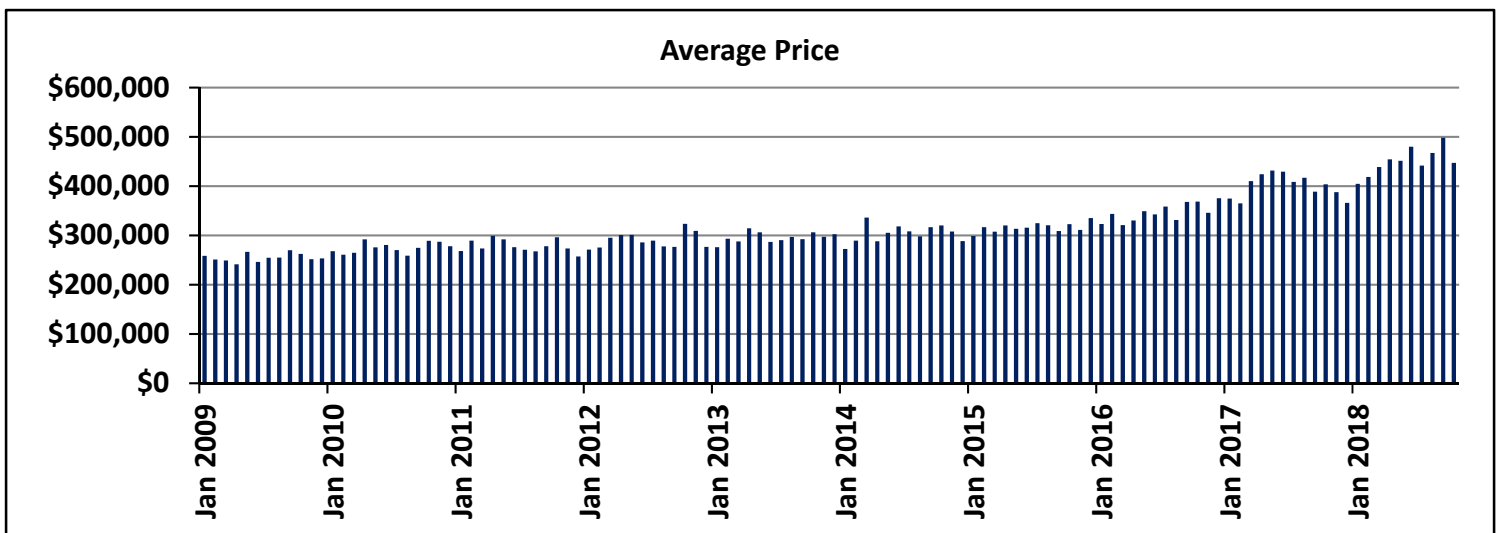
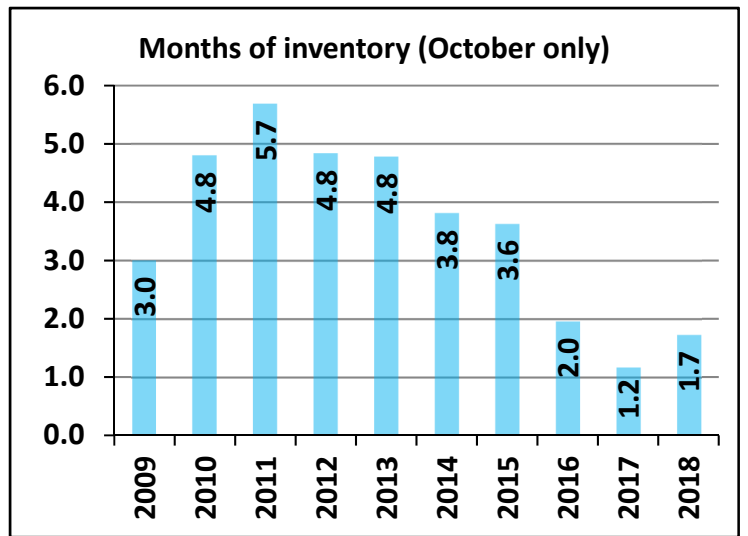
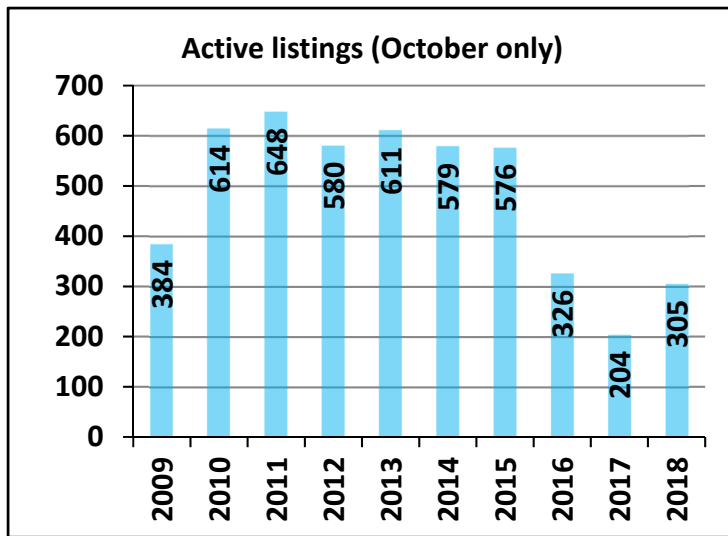
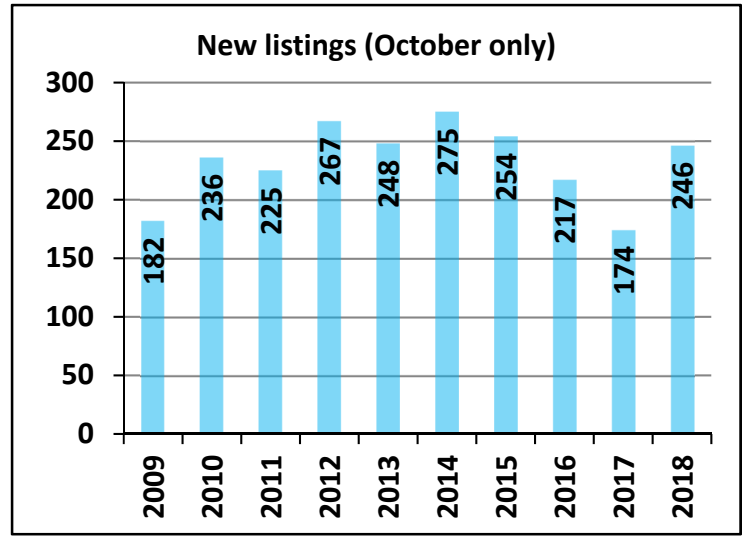
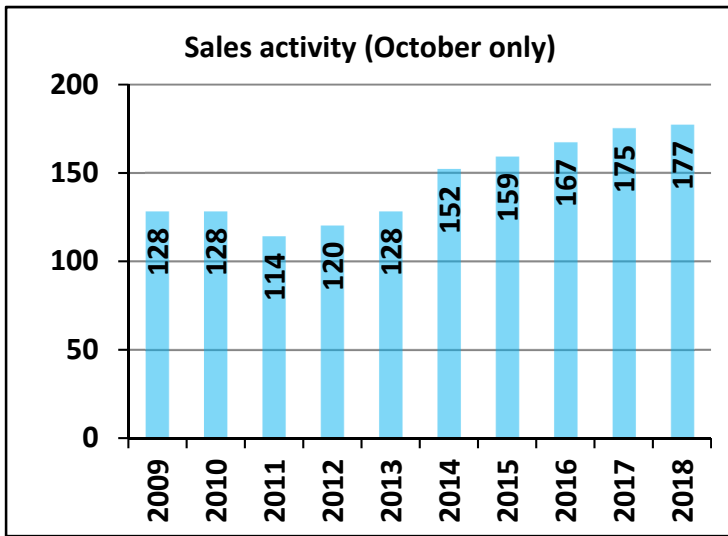
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

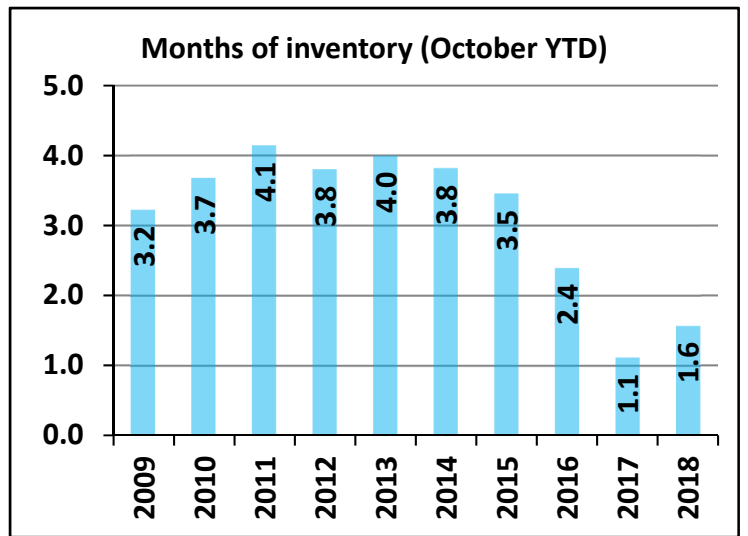
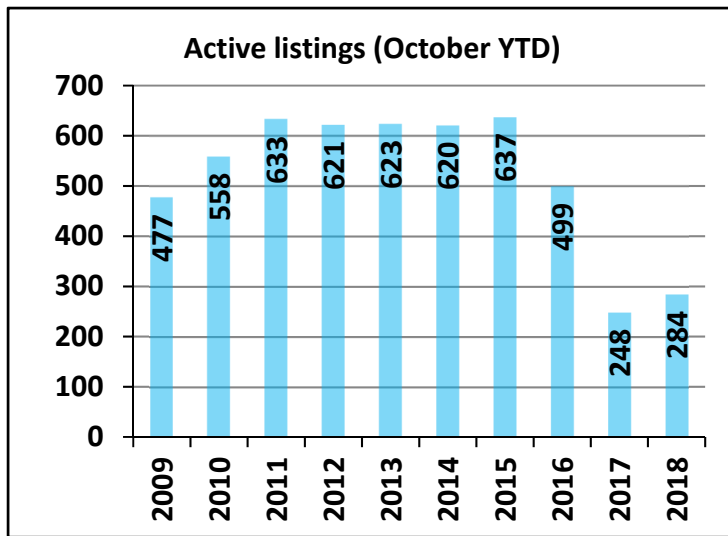
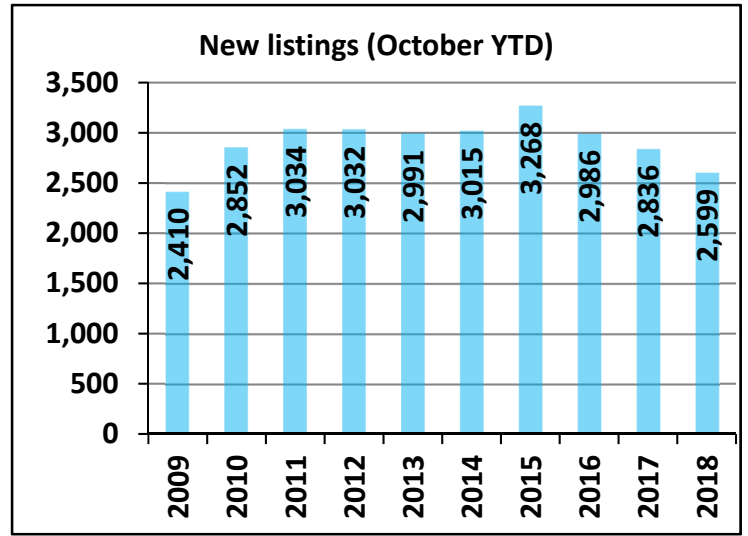
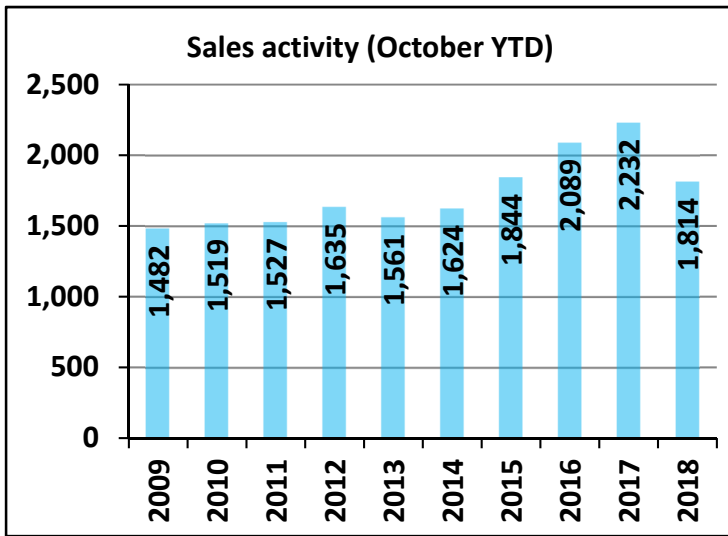
London North

Residential Market Activity



London North

Residential Market Activity



London North

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
Sales Activity	177	1.1	6.0	11.3	38.3	55.3	70.2
Dollar Volume	\$79,125,449	12.0	28.6	54.2	101.9	134.4	186.3
New Listings	246	41.4	13.4	-3.1	-0.8	9.3	0.4
Active Listings	305	49.5	-6.4	-47.0	-50.1	-52.9	-43.9
Sales to New Listings Ratio¹	72.0	100.6	77.0	62.6	51.6	50.7	42.4
Months of Inventory²	1.7	1.2	2.0	3.6	4.8	5.7	5.2
Average Price	\$447,036	10.7	21.3	38.5	46.0	50.9	68.2

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
Sales Activity	1,814	-18.7	-13.2	-1.6	16.2	18.8	14.2
Dollar Volume	\$822,966,078	-10.2	14.6	41.4	78.0	91.9	103.8
New Listings	2,599	-8.4	-13.0	-20.5	-13.1	-14.3	-8.0
Active Listings³	284	14.5	-43.1	-55.4	-54.4	-55.1	-47.4
Sales to New Listings Ratio⁴	69.8	78.7	70.0	56.4	52.2	50.3	56.3
Months of Inventory⁵	1.6	1.1	2.4	3.5	4.0	4.1	3.4
Average Price	\$453,675	10.5	32.0	43.7	53.2	61.5	78.5

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

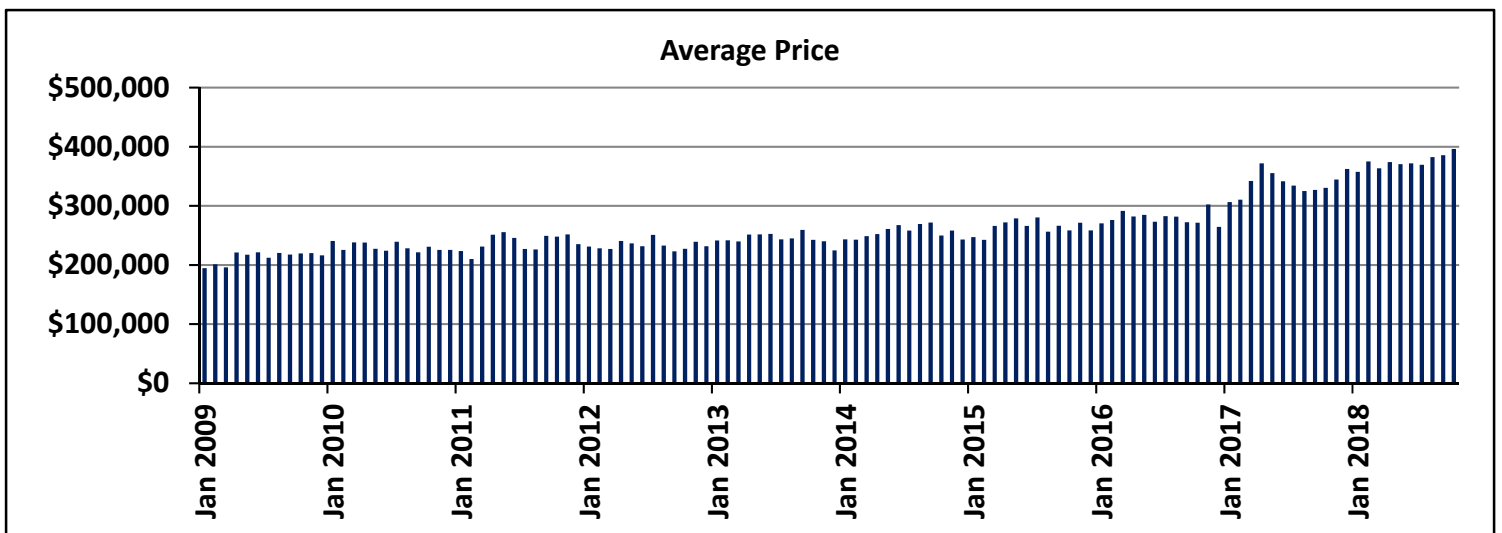
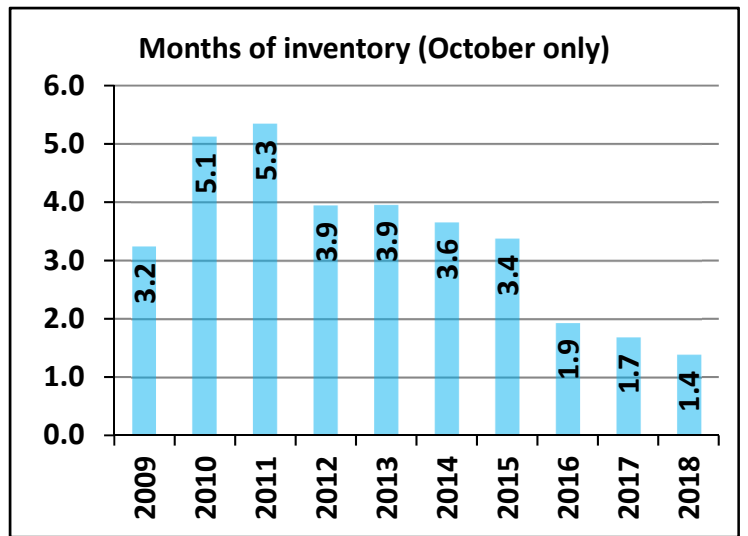
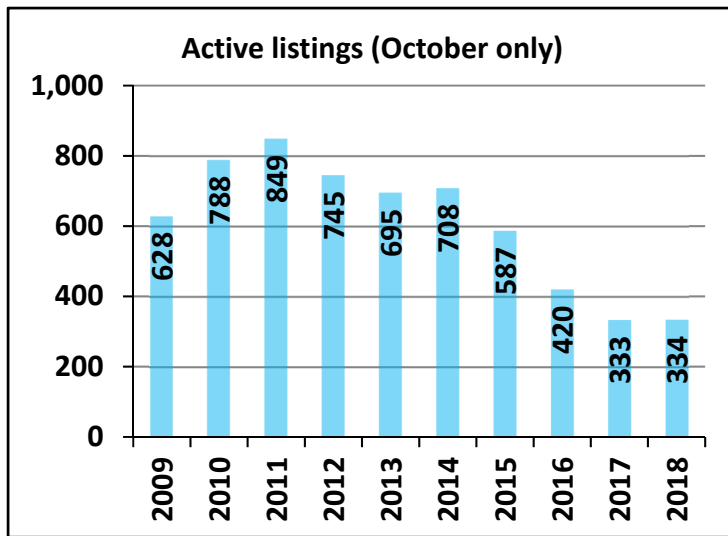
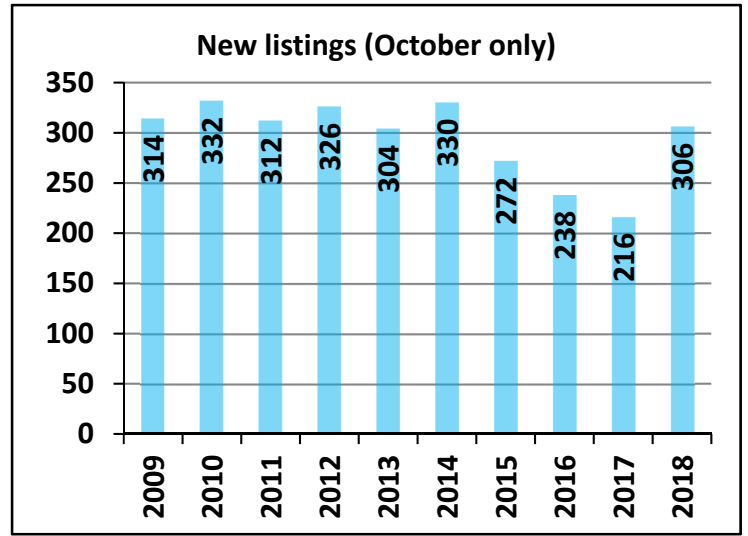
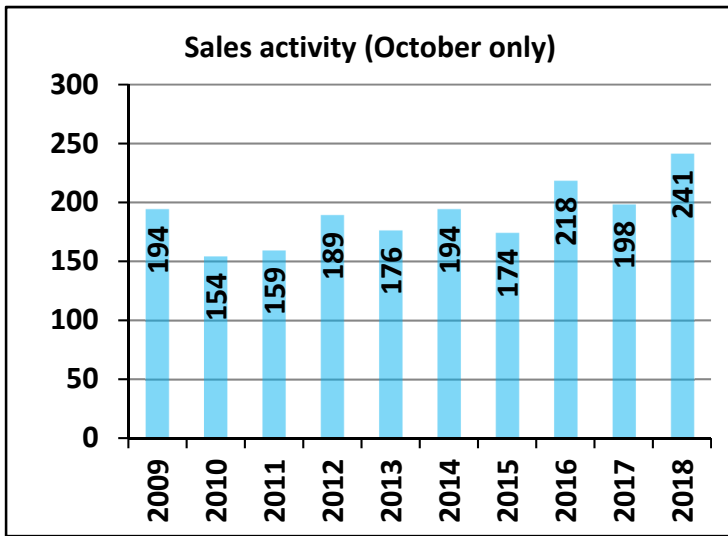
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

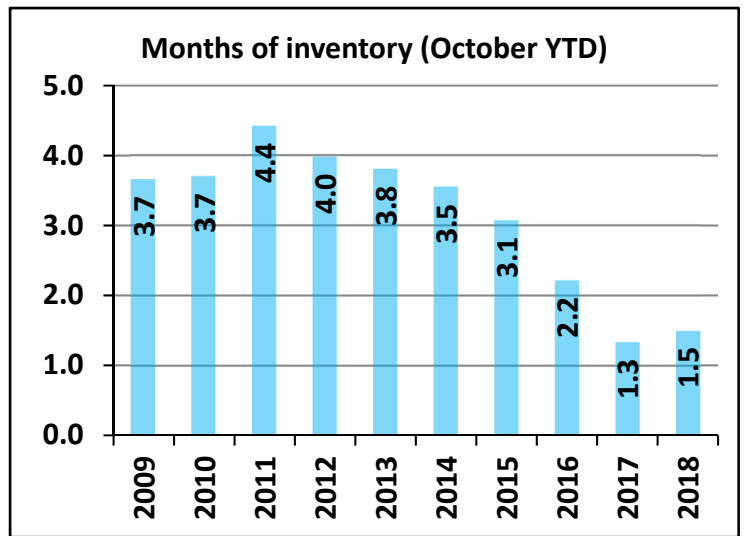
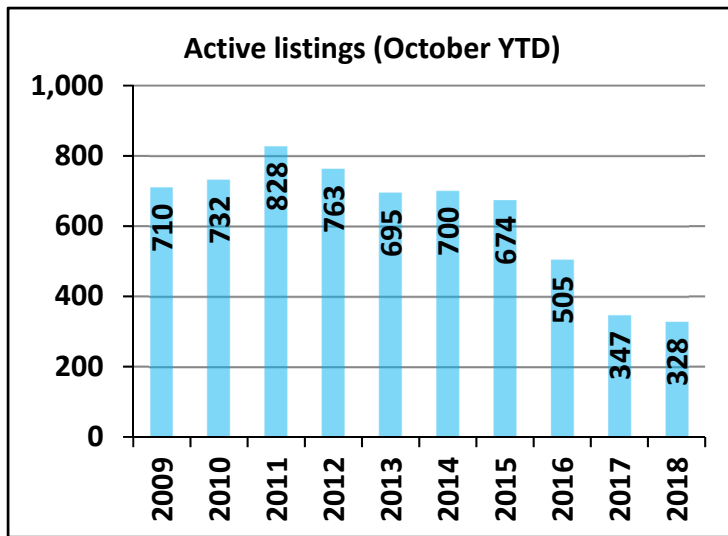
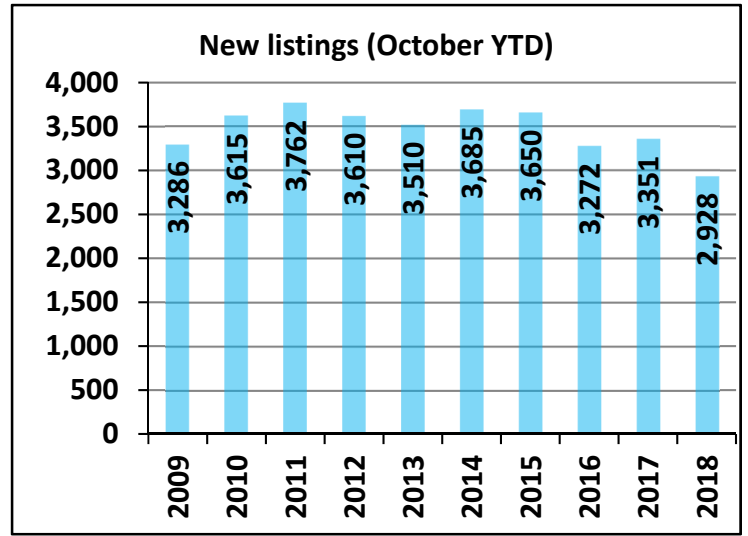
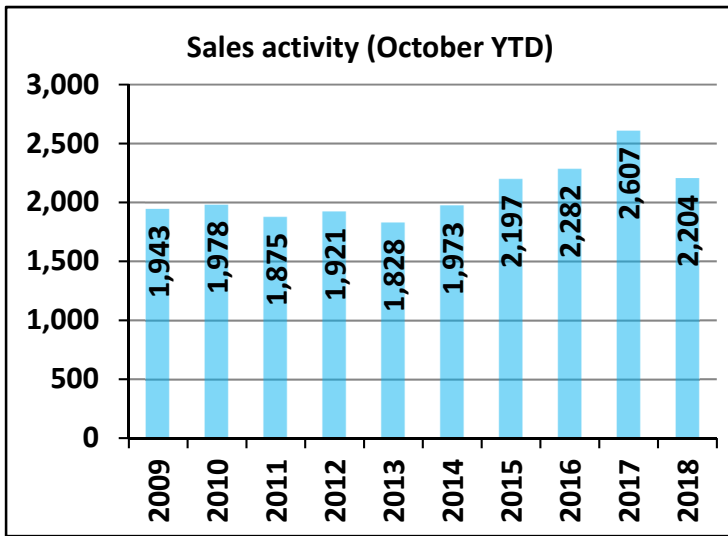
London South

Residential Market Activity



London South

Residential Market Activity



London South

Residential Market Activity

Actual	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
Sales Activity	241	21.7	10.6	38.5	36.9	51.6	49.7
Dollar Volume	\$95,440,540	45.9	61.3	112.3	123.7	142.2	188.6
New Listings	306	41.7	28.6	12.5	0.7	-1.9	-19.9
Active Listings	334	0.3	-20.5	-43.1	-51.9	-60.7	-61.8
Sales to New Listings Ratio¹	78.8	91.7	91.6	64.0	57.9	51.0	42.1
Months of Inventory²	1.4	1.7	1.9	3.4	3.9	5.3	5.4
Average Price	\$396,019	19.9	45.9	53.3	63.4	59.8	92.8

Year-to-date	October 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
Sales Activity	2,204	-15.5	-3.4	0.3	20.6	17.5	1.8
Dollar Volume	\$826,958,977	-6.5	29.9	41.6	83.0	84.8	80.1
New Listings	2,928	-12.6	-10.5	-19.8	-16.6	-22.2	-26.3
Active Listings³	328	-5.5	-35.0	-51.3	-52.8	-60.4	-57.8
Sales to New Listings Ratio⁴	75.3	77.8	69.7	60.2	52.1	49.8	54.5
Months of Inventory⁵	1.5	1.3	2.2	3.1	3.8	4.4	3.6
Average Price	\$375,208	10.6	34.5	41.2	51.8	57.2	76.9

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

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

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