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London, Ontario N6J 1Y3

STATISTICAL REPORT



(for month ending June 30, 2015)

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News Release

For Comment: Carl Vandergoot, President, 519-519-667-1800

For Background: Betty Doré, Executive Vice-President, 519-641-1400

London, July 1, 2015

Best June EVER

With 1,109 home sales, June 2015 breaks the record for the best June in the history of the London and St. Thomas Association of REALTORS®. “For the second best June on record, you’d have to go all the way back to June 2006 when there were 1,011 sales,” says Carl Vandergoot, LSTAR President. He adds, “We could tell that June was going to be a banner month, but we didn’t expect it to be quite this robust.” 892 detached homes sold in June, up 11.5%, while 217 condos exchanged hands, up 19.9%. Total sales for the month were up 13% over June 2014. “Job growth, stable mortgage rates and affordable home prices have all played a part in making this market so strong,” says Vandergoot.

Listings were up 6.8% overall, while inventory – active listings end of period – were down 5.5%. “In other words, things are moving,” says Vandergoot. “That means that now is a great time for Buyers and Sellers to get into the market – when it is both balanced and dynamic.”

The market in London’s Sister City of St. Thomas had the best June since 2009, with 85 sales. The average price of a home in St. Thomas Year-to-Date stands at \$217,537, up 8.8%.

| House Style | Units Sold | Average Price |
|-----------------------------|------------|---------------|
| <i>2 storey</i> | 283 | \$363,295 |
| <i>Bungalow</i> | 180 | \$205,143 |
| <i>Ranch</i> | 124 | \$326,736 |
| <i>Townhouse</i> | 85 | \$166,152 |
| <i>High rise apt. condo</i> | 63 | \$185,131 |

The best-selling house style in LSTAR’s jurisdiction for June 2015 was the two-storey, then the bungalow, followed by ranches, then townhouse condominiums, then high rise apartment condos. As of June 30, the average price for a detached home Year-to-Date stood at \$282,408, up 4.4%, while the average price for a condo over the same period stood at \$192,045, up

5%. Year-to-Date the average price of all homes sold through LSTAR’s MLS® stood at \$264,834, up 4.2%.

The following table, based on data taken from CREA’s National MLS® Report for May 2015 (the latest information available), demonstrates how homes in LSTAR’s jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centers.

| City | Average Sale \$\$ |
|-----------------------|------------------------|
| Vancouver | \$883,871 |
| Toronto | \$617,043 |
| Fraser Valley | \$552,988 |
| Victoria | \$503,507 |
| Calgary | \$468,125 |
| Hamilton-Burlington | \$436,477 |
| Ottawa | \$362,309 |
| Kitchener-Waterloo | \$354,168 |
| Montreal | \$348,343 |
| Saskatoon | \$345,638 |
| Regina | \$312,720 |
| Newfoundland-Labrador | \$274,619 |
| Halifax-Dartmouth | \$271,604 |
| London St. Thomas | \$264,834 ⁱ |
| CANADA | \$429,476 |

According to recent research conducted by the Altus Group, one job is created for every three real estate transactions and approximately \$52,000 in ancillary spending is generated every time a house changes hands in Ontario. “Real estate drives our local economy,” says Vandergoot. “A vibrant real estate market is good news for everybody.”

The London and St. Thomas Association of REALTORS® (LSTAR) exists to provide our REALTOR® Members with the support and tools they need to succeed in their profession. LSTAR is one of Canada’s fifteen largest real estate associations, representing 1,500 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.

ⁱ Average Price Overall for June 2015

LSTAR'S Market Report for June 2015

| Market Activity | 892 detached homes and 217 condos exchanged hands in June 2015, for a total of 1109 transactions. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---------------------------------|------|-------------------|-----------|-----------|----------|-----------|---------------|-----------|---------|-----------|---------|-----------|---------------------|-----------|--------|-----------|--------------------|-----------|----------|-----------|--------|-----------|-------------------------|-----------|-------------------|-----------|-------------------------------|-----------|--------|-----------|
| Type of Market | Balanced | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Listings | Active detached home listings end of period were down 8.4%. Active condo listings end of period were up 6.8% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Average Price June 2015 (Compared to May 2015) | Total Residential (Detached & Condo) | \$268,564 down 2.2% (\$274,743) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All detached homes in LSTAR's jurisdiction | \$285,359 down 1.9% (\$290,833) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All condos in LSTAR'S jurisdiction | \$199,527 down 1.9% (\$203,332) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All two-storeys in LSTAR's jurisdiction | \$363,295 down 1.4% (\$368,574) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All bungalows in LSTAR's jurisdiction | \$205,143 down 3.5% (\$212,486) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All ranches in LSTAR'S jurisdiction | \$326,736 up 5.1% (\$310,903) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | All townhouse condos in LSTAR's jurisdiction | \$166,152 down 4.2% (\$173,501) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Most Popular in June | Two-storeys, then bungalows, then ranches, then townhouse condominiums, then high rise apartment condos. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordability | <p>Listings were up 6.8% overall, while inventory – active listings end of period – were down 5.5%. “In other words, things are moving,” says Vandergoot. “That means that now is a great time for Buyers and Sellers to get into the market – when it is both balanced and dynamic.”</p> <p>The market in London's Sister City of St. Thomas had the best June since 2009, with 85 sales. The average price of a home in St. Thomas Year-to-Date stands at \$217,537, up 8.8%.</p> <p>The following table, based on data taken from CREA's National MLS® Report for May 2015 (the latest information available), demonstrates how homes in LSTAR's jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centers.</p> <table border="1"> <thead> <tr> <th>City</th> <th>Average Sale \$\$</th> </tr> </thead> <tbody> <tr> <td>Vancouver</td> <td>\$883,871</td> </tr> <tr> <td>Victoria</td> <td>\$503,507</td> </tr> <tr> <td>Fraser Valley</td> <td>\$552,988</td> </tr> <tr> <td>Toronto</td> <td>\$617,043</td> </tr> <tr> <td>Calgary</td> <td>\$468,125</td> </tr> <tr> <td>Hamilton-Burlington</td> <td>\$436,477</td> </tr> <tr> <td>Ottawa</td> <td>\$362,309</td> </tr> <tr> <td>Kitchener-Waterloo</td> <td>\$354,168</td> </tr> <tr> <td>Montreal</td> <td>\$348,343</td> </tr> <tr> <td>Regina</td> <td>\$312,720</td> </tr> <tr> <td>Newfoundland & Labrador</td> <td>\$274,619</td> </tr> <tr> <td>Halifax-Dartmouth</td> <td>\$271,604</td> </tr> <tr> <td>London St. Thomas (June 2015)</td> <td>\$264,834</td> </tr> <tr> <td>CANADA</td> <td>\$429,476</td> </tr> </tbody> </table> | | City | Average Sale \$\$ | Vancouver | \$883,871 | Victoria | \$503,507 | Fraser Valley | \$552,988 | Toronto | \$617,043 | Calgary | \$468,125 | Hamilton-Burlington | \$436,477 | Ottawa | \$362,309 | Kitchener-Waterloo | \$354,168 | Montreal | \$348,343 | Regina | \$312,720 | Newfoundland & Labrador | \$274,619 | Halifax-Dartmouth | \$271,604 | London St. Thomas (June 2015) | \$264,834 | CANADA | \$429,476 |
| City | Average Sale \$\$ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Vancouver | \$883,871 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Victoria | \$503,507 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Fraser Valley | \$552,988 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Toronto | \$617,043 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Calgary | \$468,125 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Hamilton-Burlington | \$436,477 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ottawa | \$362,309 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Kitchener-Waterloo | \$354,168 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Montreal | \$348,343 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Regina | \$312,720 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Newfoundland & Labrador | \$274,619 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Halifax-Dartmouth | \$271,604 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| London St. Thomas (June 2015) | \$264,834 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| CANADA | \$429,476 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Factors | <p>With 1,109 home sales, June 2015 breaks the record for the best June in the history of the London and St. Thomas Association of REALTORS®. “For the second best June on record, you'd have to go all the way back to June 2006 when there were 1,011 sales,” says Carl Vandergoot, LSTAR President. He adds, “We could tell that June was going to be a banner month, but we didn't expect it to be quite this robust.” 892 detached homes sold in June, up 11.5%, while 217 condos exchanged hands, up 19.9%. Total sales for the month were up 13% over June 2014. “Job growth, stable mortgage rates and affordable home prices have all played a part in making this market so strong,” says Vandergoot.</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| <u>2015 Monthly Data</u> | | | | | | | <u>2014 Monthly Data</u> | | | | |
|--------------------------|---------------|-------|--------------|-------|--------------|---------------|--------------------------|---------------|--------------|--------------|---------------|
| DETACHED | % | CONDO | % | OTHER | TOTAL | % | DETACHED | CONDO | OTHER | TOTAL | |
| Units Sold | 892 | 11.5 | 217 | 19.9 | 59 | 1168 | 13.1 | 800 | 181 | 52 | 1033 |
| Dollar Volume | \$254,540,141 | 14.2 | \$43,297,396 | 21.4 | \$17,165,900 | \$315,003,437 | 14.9 | \$222,794,713 | \$35,661,739 | \$15,802,968 | \$274,259,420 |
| No.of Listings | 1411 | 3.1 | 364 | 24.2 | 312 | 2087 | 8.8 | 1369 | 293 | 257 | 1919 |

| <u>2015 Year-to Date</u> | | | | | | | <u>2014 Year-to-Date</u> | | | | |
|------------------------------------|-----------------|-------|---------------|-------|---------------|-----------------|--------------------------|---------------|---------------|---------------|-----------------|
| DETACHED | % | CONDO | % | OTHER | TOTAL | % | DETACHED | CONDO | OTHER | TOTAL | |
| Units Sold | 3939 | 12.5 | 951 | 13.8 | 304 | 5194 | 12.0 | 3501 | 836 | 300 | 4637 |
| Dollar Volume | \$1,112,405,017 | 17.2 | \$182,634,363 | 18.6 | \$118,904,181 | \$1,413,943,561 | 16.3 | \$949,171,934 | \$153,927,012 | \$112,878,056 | \$1,215,977,002 |
| No.of Listings | 7543 | 4.2 | 1953 | 5.8 | 1584 | 11,080 | 3.4 | 7241 | 1846 | 1632 | 10,719 |
| Active Listings (end of period) | 3010 | -8.4 | 838 | 6.8 | 1523 | 5371 | -5.6 | 3287 | 785 | 1619 | 5691 |

| Detached | <u>2015</u> | | <u>2014</u> |
|----------------------|-------------|-----|-------------|
| Average Price(Month) | \$285,359 | 2.5 | \$278,493 |
| Average Price (YTD) | \$282,408 | 4.2 | \$271,115 |

| Condo | <u>2015</u> | | <u>2014</u> |
|----------------------|-------------|-----|-------------|
| Average Price(Month) | \$199,527 | 1.3 | \$197,026 |
| Average Price (YTD) | \$192,045 | 4.3 | \$184,123 |

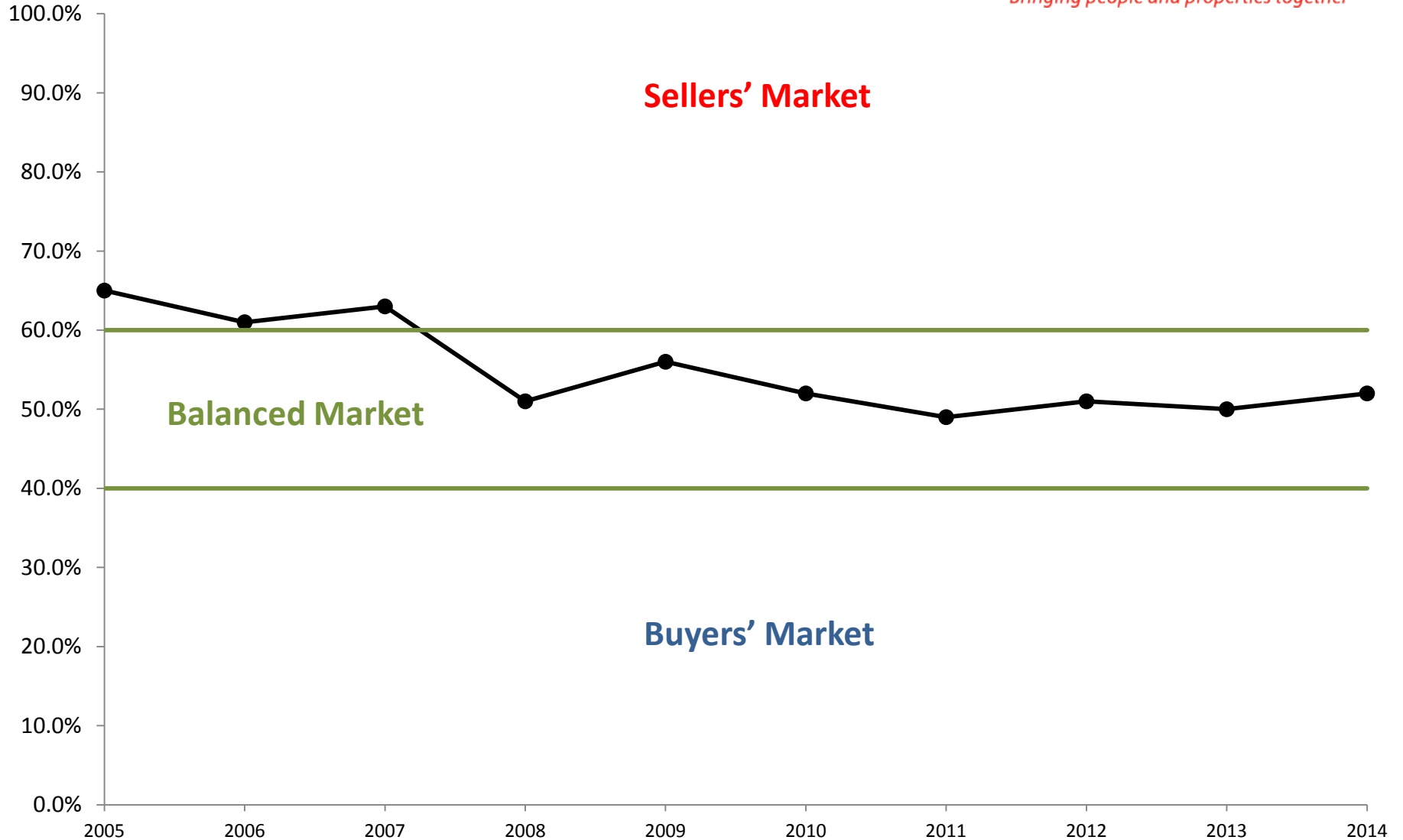
| Total Residential | <u>2015</u> | | <u>2014</u> |
|----------------------|-------------|-----|-------------|
| Average Price(Month) | \$268,564 | 1.9 | \$263,462 |
| Average Price (YTD) | \$264,834 | 4.1 | \$254,346 |

| <u>2015 Monthly Data</u> | | | | | | <u>2014 Monthly Data</u> | | | | |
|---|---------------|------|--------------|------|---------------|--------------------------|---------------|--------------|---------------|-------|
| DETACHED | | % | CONDO | | % | TOTAL | % | DETACHED | CONDO | TOTAL |
| Units Sold | 892 | 11.5 | 217 | 19.9 | 1109 | 13.0 | 800 | 181 | 981 | |
| Dollar Volume | \$254,540,141 | 14.2 | \$43,297,396 | 21.4 | \$297,837,537 | 15.2 | \$222,794,713 | \$35,661,739 | \$258,456,452 | |
| No.of Listings | 1411 | 3.1 | 364 | 24.2 | 1775 | 6.8 | 1369 | 293 | 1662 | |
| Average Price (June) | \$285,359 | -1.9 | \$199,527 | -1.9 | \$268,564 | -2.2 | | | | |
| Average Price (May) | \$290,833 | | \$203,332 | | \$274,743 | | | | | |
| % Difference in Average Price in Current Month Compared to Previous Month | | | | | | | | | | |

| <u>2015 Year-to-Date</u> | | | | | | <u>2014 Year-to-Date</u> | | | | |
|--|-----------------|------|---------------|------|------------------|--------------------------|---------------|---------------|------------------|-------|
| DETACHED | | % | CONDO | | % | TOTAL | % | DETACHED | CONDO | TOTAL |
| Units Sold | 3939 | 12.5 | 951 | 13.8 | 4890 | 12.8 | 3501 | 836 | 4337 | |
| Dollar Volume | \$1,112,405,017 | 17.2 | \$182,634,363 | 18.6 | \$ 1,295,039,380 | 17.4 | \$949,171,934 | \$153,927,012 | \$ 1,103,098,946 | |
| No.of Listings | 7543 | 4.2 | 1953 | 5.8 | 9496 | 4.5 | 7241 | 1846 | 9087 | |
| Active Listings (end of period) | 3010 | -8.4 | 838 | 6.8 | 3848 | -5.5 | 3287 | 785 | 4072 | |
| Average Price YTD | \$282,408 | 4.4 | \$192,045 | 5.0 | \$264,834 | 4.2 | | | | |
| Average Price (Dec.31/14)* | \$270,572 | | \$182,844 | | \$254,141 | | | | | |
| * % Difference in Average Price Year-to-Date Compared to December 31, 2014 | | | | | | | | | | |

RESIDENTIAL STATISTICS
June 2015

Sales to New Listings Ratio (10 Year Review)



ST. THOMAS STATISTICS

2015 Monthly Data

2014 Monthly Data

| | | % | |
|-----------------------|--------------|------|--------------|
| Units Sold | 85 | 3.7 | 82 |
| Dollar Volume | \$18,044,399 | 3.9 | \$17,366,300 |
| No.of Listings | 151 | 45.2 | 104 |
| Active at End | 405 | 11.0 | 365 |

2015 Year-to Date

2014 Year-to-Date

| | | % | |
|-----------------------|--------------|------|--------------|
| Units Sold | 408 | 16.6 | 350 |
| Dollar Volume | \$88,755,138 | 24.1 | \$71,543,857 |
| No.of Listings | 724 | 11.4 | 650 |

| | | | |
|------------------------------------|-----------|------|----------------------------------|
| Average Price (June 2015) | \$212,287 | -6.2 | Average Price (June 2014) |
| Average Price (May 2015) | \$226,409 | | \$211,784 |
| Average Price YTD | \$217,537 | 8.8 | Average Price (YTD 2014) |
| Average Price (Dec.31/14) * | \$199,885 | | \$204,411 |

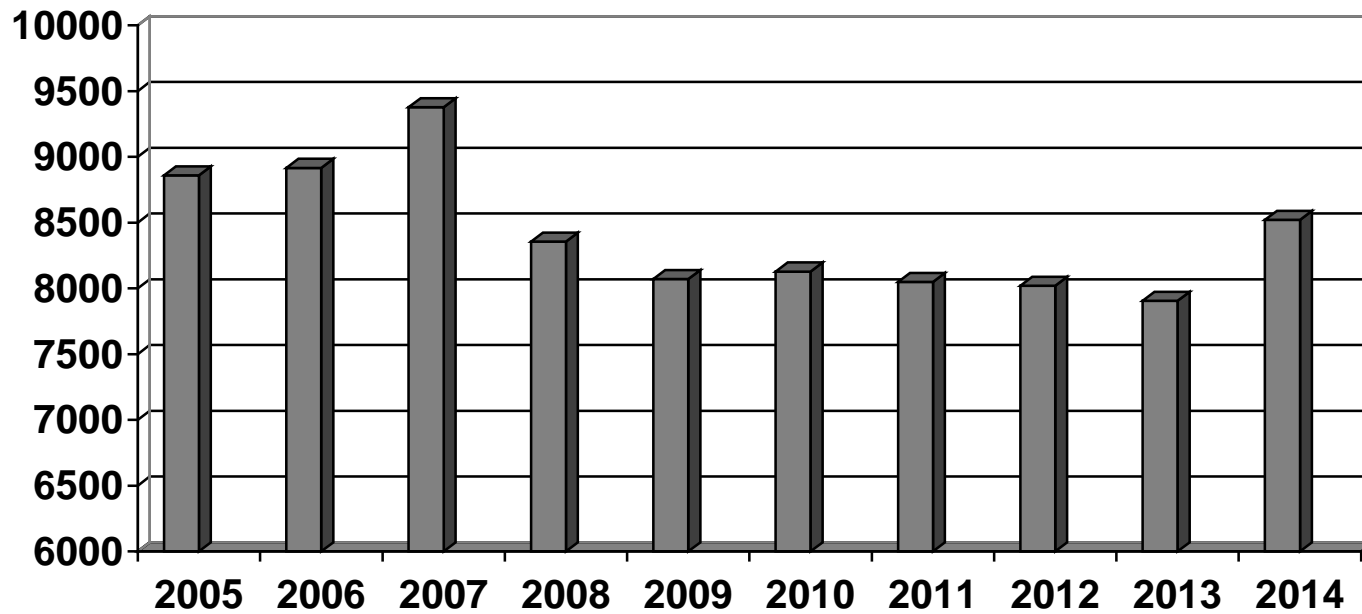
* Difference in Average Price Year-to-Date Compared to December 31, 2014

ST. THOMAS
Sales by Month

| YEAR | JANUARY | FEBRUARY | MARCH | APRIL | MAY | JUNE | JULY | AUGUST | SEPTEMBER | OCTOBER | NOVEMBER | DECEMBER | TOTAL |
|------------------------------------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|------------|
| 2015 | 49 | 54 | 58 | 77 | 88 | 85 | | | | | | | 411 |
| 2014 | 29 | 42 | 48 | 77 | 73 | 82 | 74 | 68 | 69 | 49 | 59 | 40 | 710 |
| 2013 | 42 | 50 | 50 | 76 | 86 | 53 | 78 | 54 | 56 | 48 | 44 | 34 | 671 |
| 2012 | 40 | 36 | 50 | 59 | 65 | 57 | 69 | 64 | 51 | 59 | 42 | 24 | 616 |
| 2011 | 44 | 40 | 67 | 60 | 72 | 73 | 59 | 64 | 61 | 51 | 50 | 42 | 683 |
| 2010 | 37 | 44 | 61 | 89 | 77 | 63 | 63 | 55 | 58 | 53 | 41 | 24 | 665 |
| 2009 | 23 | 52 | 55 | 55 | 75 | 90 | 72 | 75 | 59 | 55 | 57 | 37 | 705 |
| 2008 | 36 | 53 | 48 | 76 | 86 | 68 | 70 | 50 | 52 | 48 | 25 | 23 | 635 |
| 2007 | 58 | 80 | 86 | 82 | 97 | 92 | 93 | 84 | 47 | 64 | 52 | 32 | 867 |
| 2006 | 47 | 36 | 76 | 82 | 87 | 88 | 55 | 67 | 57 | 60 | 59 | 38 | 752 |
| 10 Year Average (2006-2015) | 41 | 49 | 60 | 73 | 81 | 75 | 63 | 58 | 51 | 49 | 43 | 29 | 672 |

MLS® Residential Sales

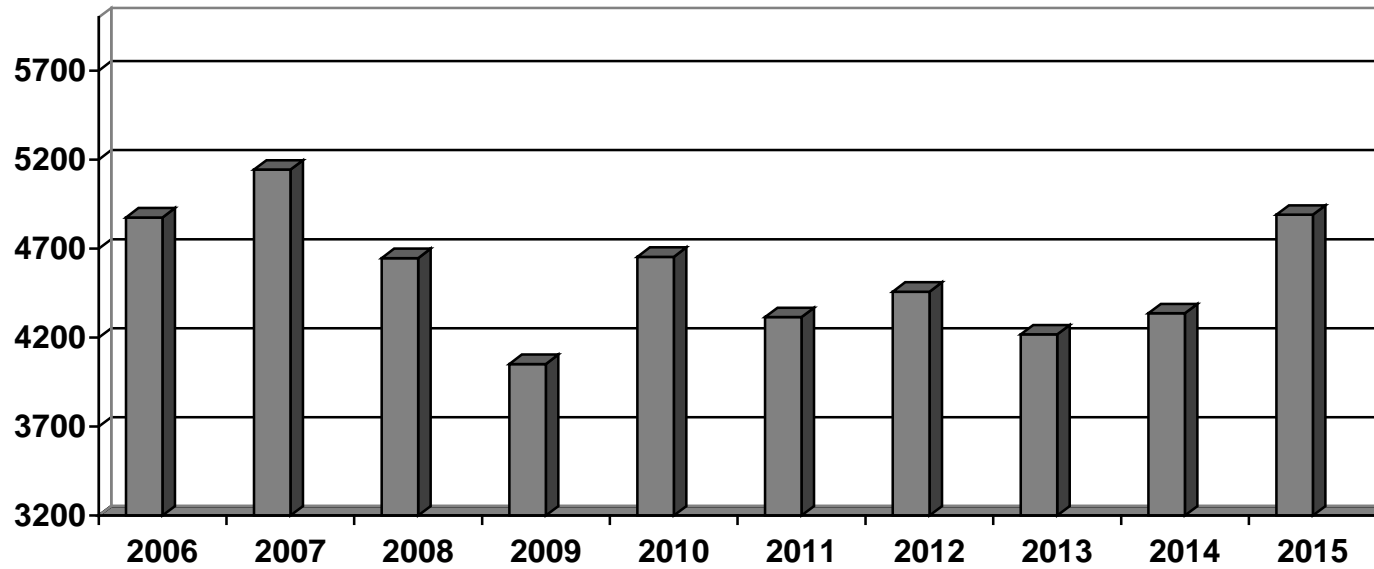
(Jan. 1 to Dec. 31 – a 10 year review)



| 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|------|------|------|------|------|------|------|------|------|------|
| 8859 | 8916 | 9378 | 8356 | 8070 | 8128 | 8048 | 8020 | 7905 | 8521 |

MLS® Residential Sales

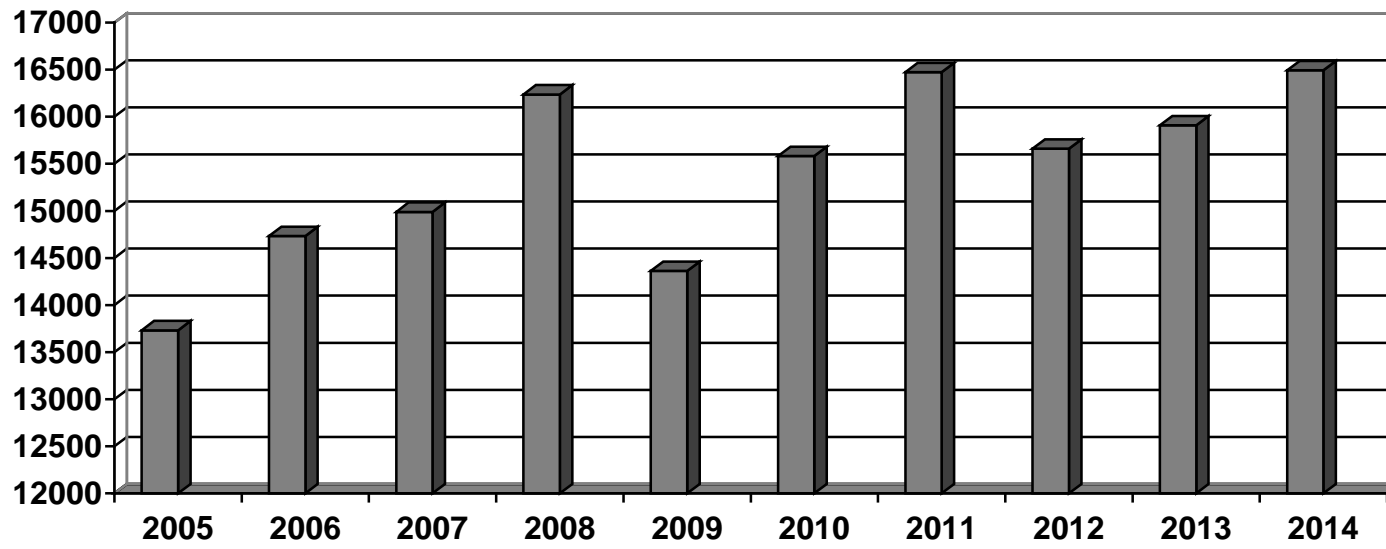
(June YTD – a 10 year review)



| 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------|------|------|------|------|------|------|------|------|------|
| 4875 | 5144 | 4647 | 4052 | 4654 | 4315 | 4458 | 4218 | 4337 | 4890 |

MLS® Residential Listings

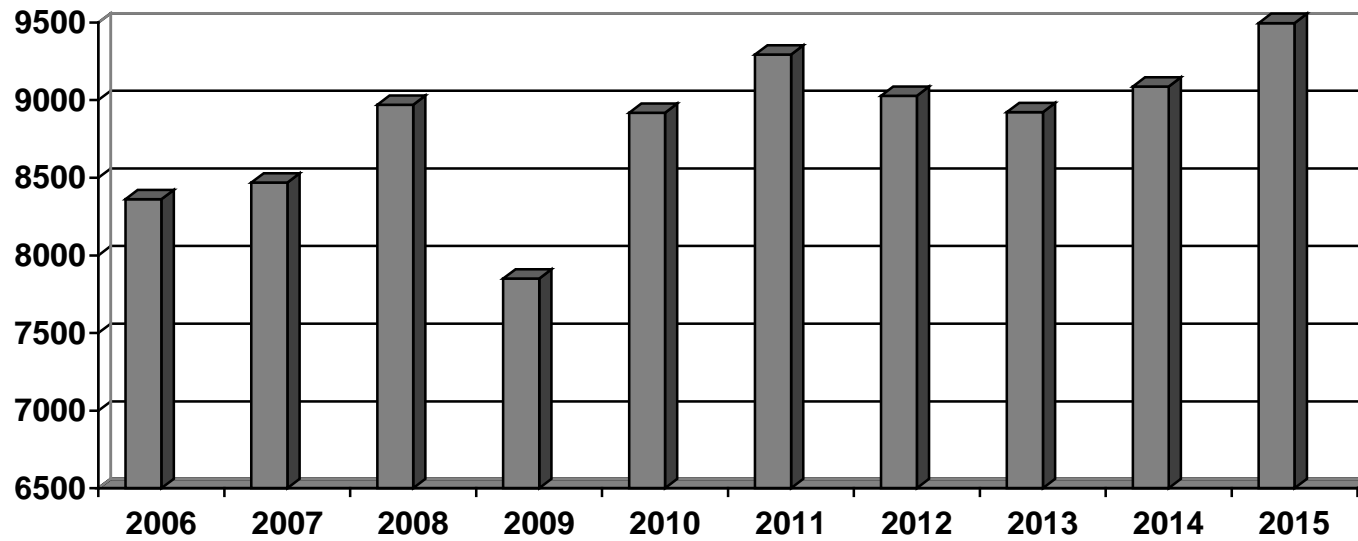
(Jan. 1 to Dec. 31 – a 10 year review)



| 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 13732 | 14732 | 14990 | 16236 | 14362 | 15582 | 16473 | 15661 | 15909 | 16492 |

MLS® Residential Listings

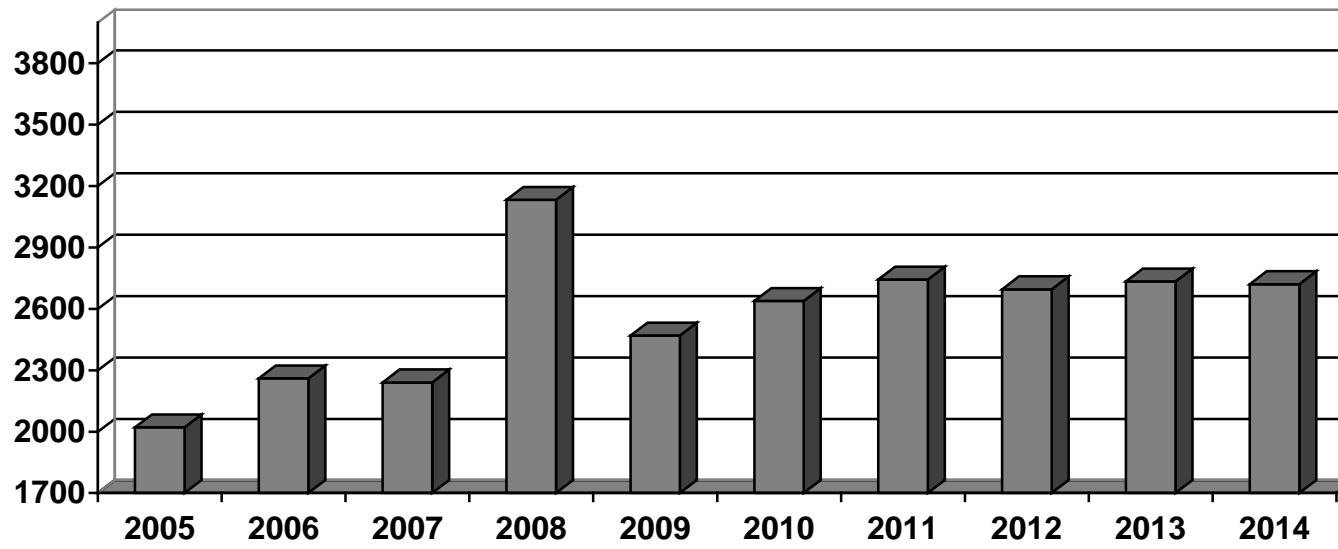
(June YTD – a 10 year review)



| 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------|------|------|------|------|------|------|------|------|------|
| 8362 | 8469 | 8969 | 7851 | 8918 | 9293 | 9027 | 8923 | 9087 | 9496 |

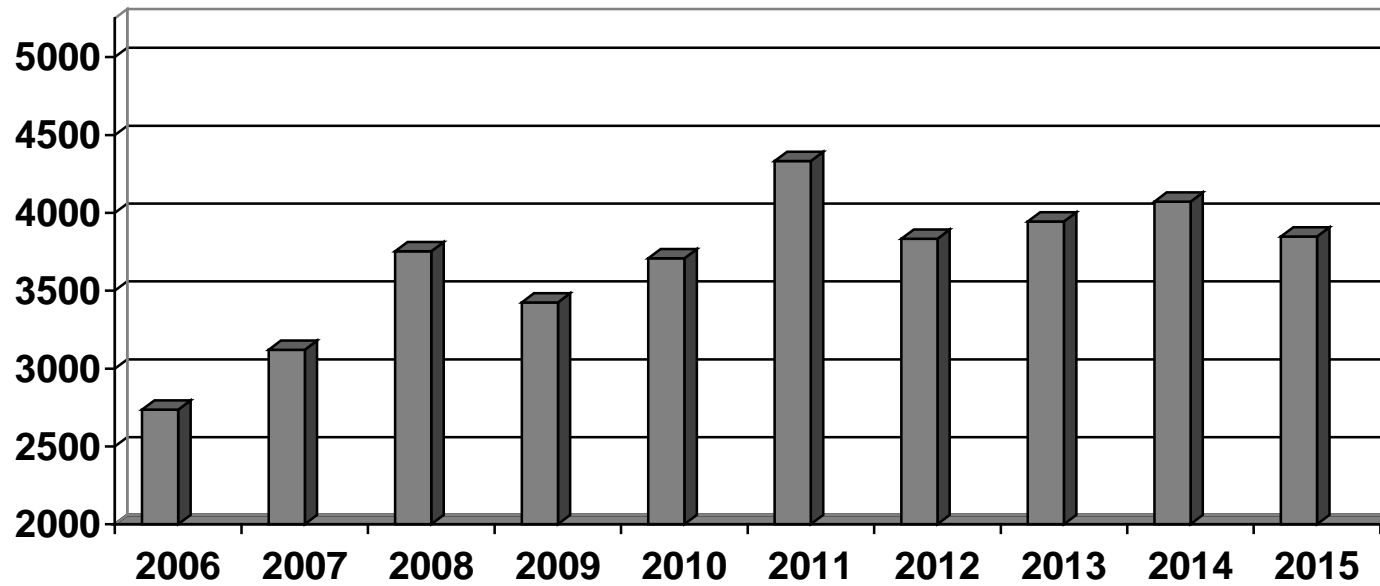
Active MLS® Residential Listings – End of Period

(10 year review)



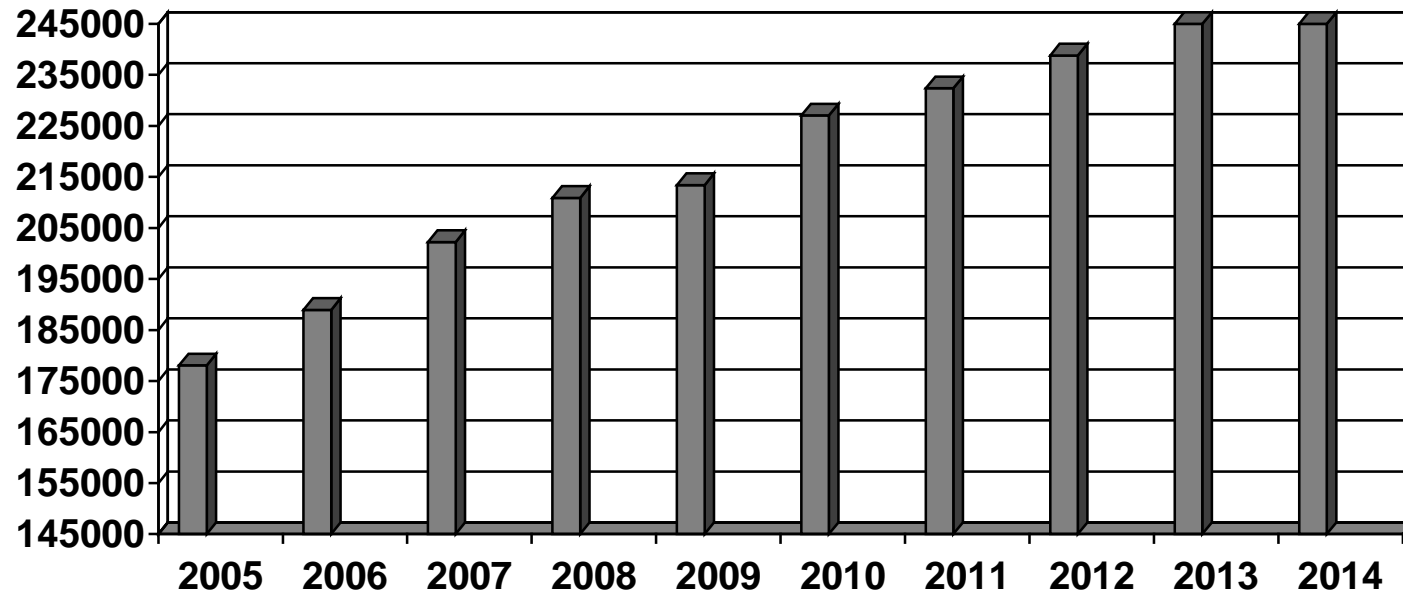
| 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|------|------|------|------|------|------|------|------|------|------|
| 2021 | 2260 | 2241 | 3133 | 2470 | 2639 | 2743 | 2696 | 2735 | 2721 |

Active MLS® Residential Listings End of Period as of June (10 year review)



| 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------|------|------|------|------|------|------|------|------|------|
| 2736 | 3121 | 3753 | 3424 | 3708 | 4333 | 3834 | 3944 | 4072 | 3848 |

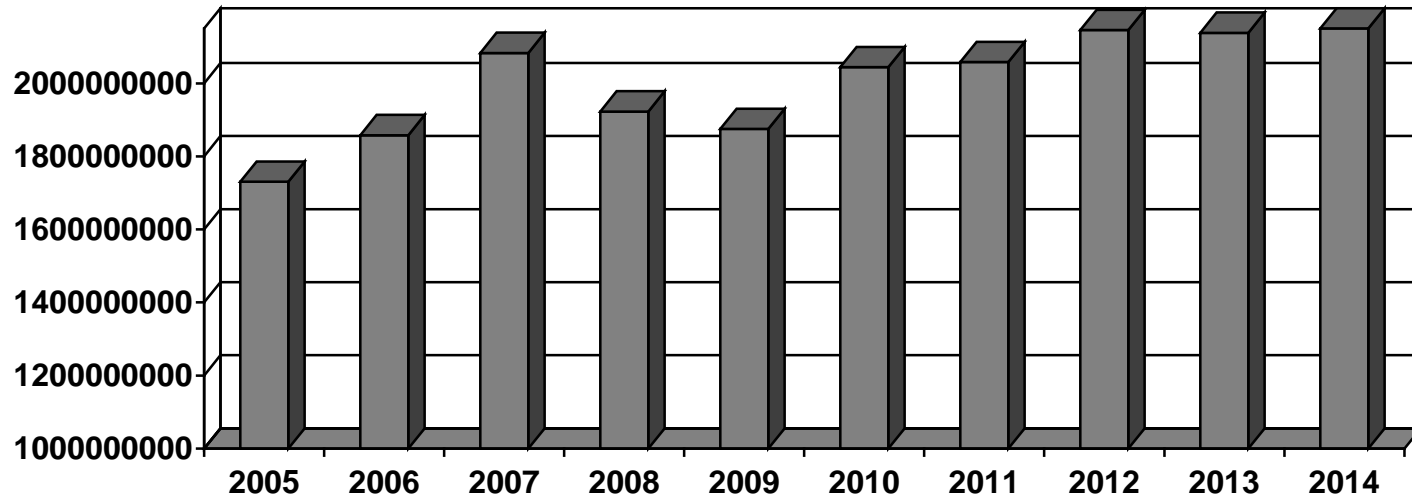
Average Residential Price in Association's Jurisdiction (10 year review)



| 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| \$178,058 | \$188,942 | \$202,256 | \$210,888 | \$213,402 | \$227,056 | \$232,387 | \$238,822 | \$245,737 | \$254,141 |

Total MLS® Dollar Volume

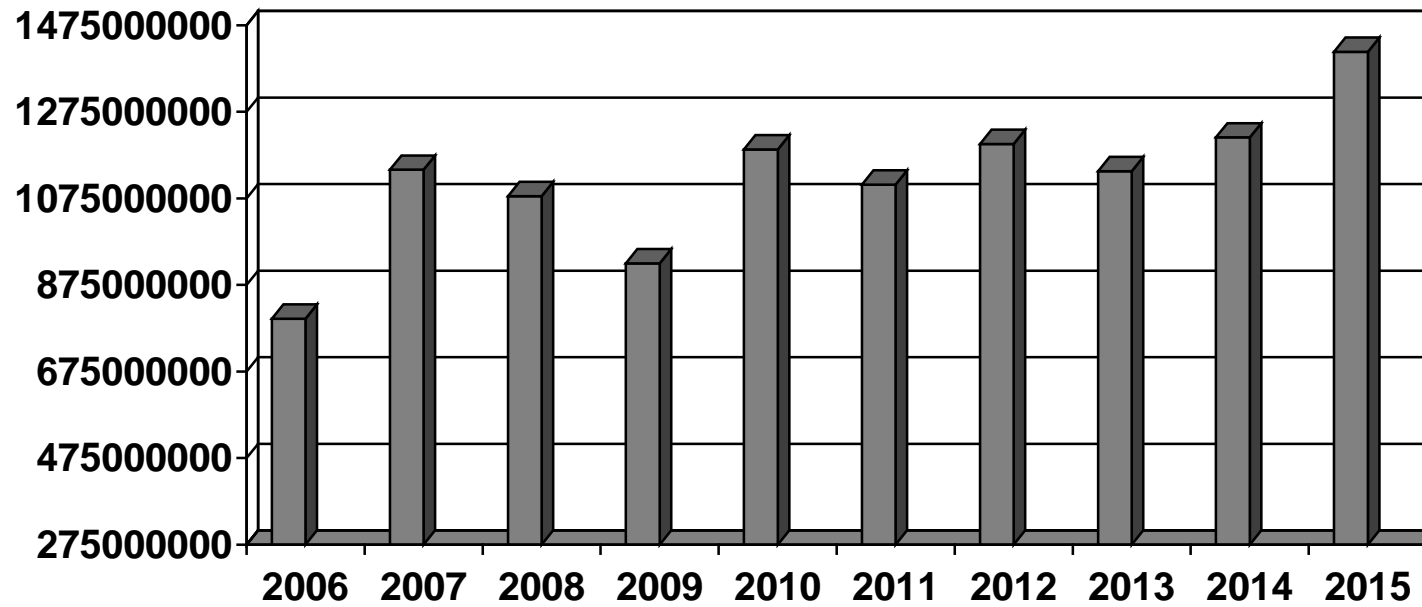
(10 year review)



| 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 1,730,728,695 | 1,857,909,942 | 2,083,113,745 | 1,922,848,300 | 1,874,879,343 | 2,044,092,298 | 2,058,184,156 | 2,145,684,491 | 2,138,447,904 | 2,397,211,776 |

Total MLS® Dollar Volume YTD as of June

(10 year review)



| 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|-------------|---------------|---------------|-------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 796,951,934 | 1,141,130,230 | 1,080,281,719 | 924,942,999 | 1,188,079,379 | 1,106,759,816 | 1,200,628,830 | 1,137,894,640 | 1,215,977,002 | 1,413,943,561 |

RESIDENTIAL SALES BY MONTH 2015

| YEAR | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | Total YTD |
|-------------------------------------|------------|------------|------------|-------------|-------------|-------------|------------|------------|------------|------------|------------|------------|-------------|
| 5 Year Average: Condos | 98 | 142 | 171 | 196 | 213 | 206 | 153 | 138 | 107 | 112 | 96 | 83 | 1715 |
| 5 Year Average: Detached | 356 | 539 | 726 | 866 | 922 | 882 | 641 | 582 | 529 | 511 | 471 | 324 | 7425 |
| 2015 | 475 | 535 | 769 | 964 | 1055 | 1109 | | | | | | | 4907 |
| Condo | 95 | 103 | 155 | 188 | 194 | 217 | | | | | | | 952 |
| Detached | 380 | 432 | 614 | 776 | 861 | 892 | | | | | | | 3955 |
| 2014 | 382 | 498 | 666 | 836 | 988 | 981 | 980 | 791 | 682 | 698 | 577 | 475 | 8554 |
| Condo | 67 | 107 | 118 | 170 | 195 | 181 | 199 | 149 | 112 | 126 | 95 | 83 | 1602 |
| Detached | 315 | 391 | 548 | 666 | 793 | 800 | 781 | 642 | 570 | 572 | 482 | 392 | 6952 |
| 2013 | 438 | 576 | 612 | 864 | 941 | 795 | 788 | 696 | 614 | 644 | 551 | 414 | 7933 |
| Condo | 77 | 128 | 117 | 144 | 152 | 141 | 158 | 142 | 95 | 124 | 94 | 94 | 1466 |
| Detached | 361 | 448 | 495 | 720 | 789 | 654 | 630 | 554 | 519 | 520 | 457 | 320 | 6467 |
| 2012 | 454 | 637 | 770 | 880 | 913 | 825 | 746 | 723 | 596 | 624 | 512 | 381 | 8061 |
| Condo | 75 | 137 | 147 | 164 | 162 | 162 | 126 | 139 | 103 | 122 | 95 | 82 | 1514 |
| Detached | 379 | 500 | 623 | 716 | 751 | 663 | 620 | 584 | 493 | 502 | 417 | 299 | 6547 |
| 2011 | 428 | 552 | 809 | 750 | 882 | 913 | 742 | 763 | 702 | 583 | 576 | 384 | 8084 |
| Condo | 81 | 116 | 162 | 131 | 180 | 172 | 155 | 143 | 113 | 88 | 80 | 78 | 1499 |
| Detached | 347 | 436 | 647 | 619 | 702 | 741 | 587 | 620 | 589 | 495 | 496 | 306 | 6585 |
| 2010 | 472 | 605 | 859 | 1017 | 898 | 816 | 714 | 627 | 589 | 566 | 620 | 381 | 8164 |
| Condo | 95 | 117 | 157 | 182 | 184 | 156 | 125 | 118 | 114 | 101 | 115 | 80 | 1544 |
| Detached | 377 | 488 | 702 | 835 | 714 | 660 | 589 | 509 | 475 | 465 | 505 | 301 | 6620 |

RESIDENTIAL SALES BY MONTH 2015

| YEAR | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | Total YTD |
|-------------|------------|------------|-------------|------------|-------------|-------------|-------------|------------|------------|------------|------------|------------|-------------|
| 2009 | 305 | 480 | 669 | 804 | 864 | 946 | 904 | 747 | 708 | 664 | 584 | 438 | 8113 |
| Condo | 60 | 98 | 118 | 138 | 166 | 179 | 170 | 147 | 136 | 121 | 99 | 85 | 1517 |
| Detached | 245 | 382 | 551 | 666 | 698 | 767 | 734 | 600 | 572 | 543 | 485 | 353 | 6596 |
| 2008 | 466 | 687 | 745 | 842 | 1021 | 905 | 950 | 762 | 769 | 581 | 386 | 281 | 8395 |
| Condo | 87 | 140 | 151 | 188 | 196 | 185 | 207 | 155 | 144 | 106 | 87 | 63 | 1709 |
| Detached | 379 | 547 | 594 | 654 | 825 | 720 | 743 | 607 | 625 | 475 | 299 | 218 | 6686 |
| 2007 | 538 | 708 | 846 | 916 | 1161 | 992 | 1009 | 871 | 650 | 705 | 654 | 375 | 9425 |
| Condo | 94 | 148 | 168 | 193 | 242 | 207 | 226 | 183 | 126 | 140 | 123 | 91 | 1941 |
| Detached | 444 | 560 | 678 | 723 | 919 | 785 | 783 | 688 | 524 | 565 | 531 | 284 | 7484 |
| 2006 | 529 | 615 | 869 | 857 | 1013 | 1011 | 800 | 832 | 692 | 711 | 616 | 421 | 8966 |
| Condo | 113 | 144 | 172 | 179 | 193 | 204 | 155 | 173 | 147 | 139 | 126 | 84 | 1829 |
| Detached | 416 | 471 | 697 | 678 | 820 | 807 | 645 | 659 | 545 | 572 | 490 | 337 | 7137 |
| 2005 | 440 | 657 | 774 | 889 | 973 | 996 | 793 | 894 | 746 | 679 | 645 | 388 | 8874 |
| Condo | 107 | 142 | 149 | 173 | 221 | 199 | 167 | 195 | 156 | 145 | 119 | 87 | 1860 |
| Detached | 333 | 515 | 625 | 716 | 752 | 797 | 626 | 699 | 590 | 534 | 526 | 301 | 7014 |
| 2004 | 427 | 671 | 1030 | 935 | 973 | 904 | 883 | 781 | 686 | 668 | 607 | 388 | 8953 |
| Condo | 76 | 149 | 215 | 174 | 206 | 191 | 174 | 162 | 135 | 136 | 118 | 93 | 1829 |
| Detached | 351 | 522 | 815 | 761 | 767 | 713 | 709 | 619 | 551 | 532 | 489 | 295 | 7124 |
| 2003 | 479 | 619 | 722 | 876 | 837 | 835 | 895 | 672 | 671 | 619 | 539 | 389 | 8153 |
| Condo | 378 | 136 | 138 | 180 | 165 | 151 | 192 | 135 | 145 | 117 | 99 | 81 | 1917 |
| Detached | 101 | 483 | 763 | 696 | 672 | 684 | 703 | 537 | 526 | 502 | 440 | 308 | 6415 |
| 2002 | 501 | 703 | 763 | 931 | 852 | 779 | 746 | 695 | 591 | 621 | 558 | 379 | 8119 |
| Condo | | | | | 1882 | | 143 | 143 | 113 | 134 | 113 | 85 | |
| Detached | | | | | | | 603 | 552 | 478 | 487 | 445 | 294 | |

RESIDENTIAL SALES BY MONTH 2015

| YEAR | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | Total YTD |
|------|------|------|------|------|-----|------|------|------|-------|------|------|------|-----------|
| 2001 | 341 | 532 | 668 | 722 | 820 | 776 | 677 | 673 | 558 | 576 | 537 | 427 | |
| 2000 | 293 | 556 | 756 | 654 | 753 | 664 | 558 | 570 | 466 | 511 | 433 | 291 | |
| 1999 | 278 | 500 | 677 | 700 | 733 | 735 | 704 | 561 | 563 | 482 | 475 | 312 | |
| 1998 | 310 | 478 | 569 | 615 | 691 | 648 | 662 | 556 | 563 | 491 | 458 | 375 | |
| 1997 | 435 | 531 | 537 | 671 | 648 | 545 | 661 | 482 | 524 | 528 | 389 | 358 | |
| 1996 | 335 | 449 | 649 | 622 | 677 | 544 | 575 | 568 | 550 | 628 | 673 | 500 | |
| 1995 | 260 | 320 | 398 | 445 | 575 | 559 | 537 | 641 | 498 | 471 | 416 | 277 | |
| 1994 | 323 | 525 | 786 | 761 | 618 | 534 | 383 | 456 | 356 | 396 | 379 | 276 | |
| 1993 | 249 | 412 | 508 | 676 | 621 | 639 | 549 | 507 | 479 | 419 | 399 | 347 | |
| 1992 | 392 | 636 | 715 | 623 | 556 | 586 | 577 | 504 | 534 | 519 | 382 | 261 | |
| 1991 | 392 | 636 | 715 | 623 | 556 | 586 | 577 | 504 | 534 | 519 | 382 | 261 | |
| 1990 | 269 | 627 | 618 | 521 | 439 | 398 | 450 | 479 | 385 | 403 | 337 | 254 | |
| 1989 | 480 | 641 | 687 | 578 | 624 | 567 | 531 | 685 | 568 | 551 | 522 | 337 | |
| 1988 | 423 | 568 | 742 | 724 | 672 | 665 | 602 | 666 | 557 | 518 | 503 | 363 | |
| 1987 | 418 | 561 | 534 | 557 | 418 | 483 | 517 | 492 | 455 | 544 | 385 | 284 | |
| 1986 | 348 | 304 | 348 | 497 | 506 | 529 | 465 | 517 | 561 | 524 | 387 | 301 | |
| 1985 | 382 | 396 | 445 | 500 | 617 | 582 | 525 | 501 | 462 | 463 | 346 | 202 | |
| 1984 | 310 | 379 | 507 | 444 | 503 | 421 | 409 | 452 | 313 | 388 | 391 | 245 | |
| 1983 | 266 | 322 | 443 | 464 | 533 | 472 | 482 | 454 | 406 | 327 | 359 | 211 | |
| 1982 | 153 | 193 | 262 | 265 | 256 | 271 | 275 | 335 | 410 | 428 | 396 | 331 | |
| 1981 | 285 | 327 | 414 | 598 | 531 | 368 | 358 | 268 | 222 | 178 | 179 | 153 | |
| 1980 | 257 | 295 | 289 | 258 | 266 | 385 | 432 | 382 | 337 | 305 | 261 | 209 | |
| 1979 | 218 | 311 | 370 | 427 | 426 | 452 | 467 | 382 | 317 | 313 | 195 | 97 | |
| 1978 | 218 | 298 | 316 | 389 | 410 | 395 | 342 | 383 | 303 | 314 | 247 | 353 | |

Average Residential Prices - 1987 to 2015 YTD

| Year | Average Price (London) | Average Price (St. Thomas) | Average Price (Area) |
|------|---------------------------|-------------------------------|-------------------------|
| 1987 | \$106,300 | \$72,892 | \$97,962 |
| 1988 | \$117,695 | \$90,887 | \$111,708 |
| 1989 | \$134,960 | \$101,108 | \$128,578 |
| 1990 | \$141,919 | \$106,202 | \$134,907 |
| 1991 | \$143,306 | \$106,134 | \$134,545 |
| 1992 | \$141,764 | \$112,088 | \$135,962 |
| 1993 | \$139,311 | \$106,843 | \$133,835 |
| 1994 | \$138,279 | \$111,823 | \$134,089 |
| 1995 | \$131,954 | \$109,019 | \$127,166 |
| 1996 | \$129,817 | \$107,005 | \$127,261 |
| 1997 | \$132,838 | \$111,957 | \$130,534 |
| 1998 | \$133,525 | \$109,378 | \$129,706 |
| 1999 | \$133,033 | \$116,297 | \$131,899 |
| 2000 | \$135,996 | \$115,994 | \$134,593 |
| 2001 | \$137,820 | \$114,257 | \$136,636 |
| 2002 | \$143,007 | \$121,470 | \$142,106 |
| 2003 | \$155,148 | \$129,349 | \$152,586 |
| 2004 | \$169,022 | \$141,989 | \$166,138 |
| 2005 | \$178,899 | \$155,595 | \$178,058 |
| 2006 | \$193,087 | \$162,250 | \$188,942 |
| 2007 | \$208,865 | \$172,550 | \$202,256 |
| 2008 | \$211,323 | \$187,361 | \$210,888 |
| 2009 | \$214,769 | \$182,450 | \$213,402 |
| 2010 | \$231,020 | \$182,719 | \$227,056 |
| 2011 | \$238,238 | \$189,413 | \$232,387 |
| 2012 | \$240,370 | \$191,607 | \$238,822 |
| 2013 | \$246,919 | \$201,586 | \$245,737 |
| 2014 | \$256,154 | \$199,885 | \$254,141 |
| 2015 | \$266,372 | \$217,537 | \$264,834 |

Condos – 15 Year Review

| Year | Total | % Increase | Average Price | Townhouse | % Increase | Average Price |
|------|-------|------------|---------------|-----------|------------|---------------|
| 2000 | 1158 | 2.6 | \$96,174 | 697 | 14.8 | \$91,703 |
| 2001 | 1250 | 7.9 | \$96,902 | 684 | -1.9 | \$92,647 |
| 2002 | 1577 | 26.2 | \$102,592 | 881 | 28.8 | \$98,238 |
| 2003 | 1618 | 2.6 | \$111,498 | 880 | -0.1 | \$101,667 |
| 2004 | 1823 | 12.7 | \$120,349 | 1043 | 18.6 | \$111,921 |
| 2005 | 1850 | 1.5 | \$126,835 | 946 | -9.3 | \$123,417 |
| 2006 | 1822 | -1.5 | \$138,314 | 894 | -5.5 | \$131,185 |
| 2007 | 1933 | 5.6 | \$146,062 | 985 | 3.8 | \$136,120 |
| 2008 | 1704 | -11.8 | \$151,969 | 858 | -12.9 | \$145,292 |
| 2009 | 1509 | -11.4 | \$158,617 | 763 | -11.1 | \$146,272 |
| 2010 | 1541 | 2.1 | \$171,098 | 781 | 2.4 | \$155,998 |
| 2011 | 1494 | -3.0 | \$179,560 | 719 | -7.9 | \$157,035 |
| 2012 | 1508 | 0.9 | \$171,403 | 749 | 4.2 | \$154,232 |
| 2013 | 1463 | -3.0 | \$178,309 | 723 | -3.5 | \$159,791 |
| 2014 | 1596 | 9.1 | \$182,844 | 740 | 2.3 | \$161,241 |

Statistical Breakdown by Area for June 2015 London

| Item | 2014 Average Sale Price * | 2015 Year to Date | % |
|-----------------------|---------------------------|-------------------|-------|
| NORTH | | | |
| Total Detached North | \$337,390 | \$342,111 | 1.4% |
| Total Condo North | \$216,887 | \$226,710 | 4.5% |
| Bungalow North | \$250,870 | \$261,237 | 4.1% |
| Two Storey North | \$368,488 | \$377,775 | 2.5% |
| Ranch North | \$381,435 | \$385,052 | 0.9% |
| Townhouse Condo North | \$197,262 | \$203,706 | 3.3% |
| SOUTH | | | |
| Total Detached South | \$287,309 | \$302,243 | 5.2% |
| Total Condo South | \$163,629 | \$175,024 | 7.0% |
| Bungalow South | \$217,595 | \$234,526 | 7.8% |
| Two Storey South | \$354,414 | \$370,563 | 4.6% |
| Ranch South | \$326,859 | \$328,876 | 0.6% |
| Townhouse Condo South | \$146,572 | \$158,357 | 8.0% |
| EAST | | | |
| Total Detached East | \$214,424 | \$227,573 | 6.1% |
| Total Condo East | \$165,219 | \$166,897 | 1.0% |
| Bungalow East | \$170,734 | \$174,110 | 2.0% |
| Two Storey East | \$278,711 | \$300,399 | 7.8% |
| Ranch East | \$234,324 | \$227,027 | -3.1% |
| Townhouse Condo East | \$129,194 | \$127,657 | -1.2% |

* up-to-date figures based on January 1, 2014 to December 31, 2014

Statistical Breakdown by Area for June 2015

Elgin

| Item | 2014 Average Sale Price * | 2015 Year to Date | % |
|-----------------|---------------------------|-------------------|--------|
| Total Detached | \$224,660 | \$252,383 | 12.3% |
| Total Condo | \$163,609 | \$153,579 | -6.1% |
| Bungalow | \$180,449 | \$201,735 | 11.8% |
| Two Storey | \$344,819 | \$363,534 | 5.4% |
| Ranch | \$244,528 | \$272,330 | 11.4% |
| Townhouse Condo | \$182,671 | \$148,143 | -18.9% |

St. Thomas

| Item | 2014 Average Sale Price * | 2015 Year to Date | % |
|-----------------|---------------------------|-------------------|--------|
| Total Detached | \$198,748 | \$209,987 | 5.7% |
| Total Condo | \$239,132 | \$233,525 | -2.3% |
| Bungalow | \$190,335 | \$192,040 | 0.9% |
| Two Storey | \$240,554 | \$256,251 | 6.5% |
| Ranch | \$215,933 | \$226,019 | 4.7% |
| Townhouse Condo | \$225,000 | \$0 | 100.0% |

* up-to-date figures based on January 1, 2014 to December 31, 2014

Statistical Breakdown by Area for June 2015

Middlesex County

| Item | 2014 Average Sale Price * | 2015 Year to Date | % |
|-----------------|---------------------------|-------------------|--------|
| Total Detached | \$322,754 | \$323,832 | 0.3% |
| Total Condo | \$285,590 | \$314,527 | 10.1% |
| Bungalow | \$241,301 | \$236,097 | -2.2% |
| Two Storey | \$405,107 | \$440,589 | 8.8% |
| Ranch | \$357,582 | \$322,872 | -9.7% |
| Townhouse Condo | \$288,667 | \$249,900 | -13.4% |

Strathroy

| Item | 2014 Average Sale Price * | 2015 Year to Date | % |
|-----------------|---------------------------|-------------------|---------|
| Total Detached | \$225,733 | \$243,553 | 7.9% |
| Total Condo | \$186,108 | \$226,837 | 21.9% |
| Bungalow | \$198,360 | \$225,450 | 13.7% |
| Two Storey | \$268,971 | \$254,220 | -5.5% |
| Ranch | \$275,598 | \$294,210 | 6.8% |
| Townhouse Condo | \$120,000 | \$0 | -100.0% |

* up-to-date figures based on January 1, 2014 to December 31, 2014