

# 10 YEAR STATISTICAL REVIEW

MARCH 2020 LONDON & AREA  
MARKET ACTIVITY





# OVERVIEW

This report contains information sourced from our local MLS Board The London & St. Thomas Real Estate Association Board (L-STAR for short) as of April 21, 2020. It is Summary in Nature as it examines the Residential Single-Family Home Sector, including both Detached and Condominium Units and all styles of homes.

If you would like to receive a detailed analysis that looks explicitly at your type and style of home, please contact Darrel by Email at [darrel@dsrbi.com](mailto:darrel@dsrbi.com), or you can call or text (519-673-8023).

Section One looks at both the Monthly Year-Over-Year (2020 to 2019) and First Quarter Change results as of March 31, 2020.

Section Two looks at both the Five-Year Historical Monthly (March 2020 to 2015) and the First Quarter Change results as of March 31, 2020.

Section Three looks at both the Ten-Year Historical Monthly (March 2020 To 2010) and the First Quarter Change results as of March 31, 2020.

Section Four showcases Graphs which compare the Months of Inventory to the Average Sale Price over the previous five-years for each Area. This is one of the main contributing factors in establishing value as we will see the Law of Supply and Demand at work in the Real Estate Market.

We have all heard the saying Location, Location, Location as one of the main contributing factors in determining what a property is worth, but what does this mean? In Section Five, we will dive into this factor and try to give you some context as to what it could mean.



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## SECTION ONE – MARCH 2020 VS MARCH 2019

The Monthly Comparison Chart details that, on average, there was between 2.2 and 7.1 months of available inventory across the region, which means that most of the area was still in a Seller’s Market. It requires on average six to seven months of available inventory to signify a balanced market with a Buyer’s market beginning above eight months.

Overall, the research points to a positive trend in all statistical groupings in the area when compared to March 2019. We see an increase in Months of Inventory in all areas except East London which remained unchanged, as well as a decrease in the Average Days to Sell except in South London which remained unchanged at 19 days.

Reviewing The % Comparable Change Year Over Year for the period March 31, 2020, and March 31, 2019, you will note that in The City of London, the average sale price rose 13.48% from \$398,681 in 2019 to \$452,626 in March 2020.

Looking a little deeper at the numbers, you will see that North London experienced a 6.67% increase in Value, South London experienced a 13.97% increase in Value while East London experienced a whopping 23.69% increase in Value. One of the take-a-ways from this is that although North London was the most expensive area to purchase, East London provided the best return on your investment.

The First Quarter Comparison charts mirror the Monthly Trends as we see an increase value of between 7.05% in North London to 22.01 % in East London, and a reduction in Months of Inventory in five of the seven areas.



# MONTH OVER MONTH COMPARISON MARCH 31, 2020 TO March 31, 2019

MONTHLY COMPARISON 2020 TO 2019 YEAR OVER YEAR ALL RESIDENTIAL ALL RESULTS AS PER L-STAR (LONDON ST. THOMAS ASSOCIATION OF REALTORS) DATA								
TIME PERIOD	AREA	MONTH OF INVENTORY ACTIVE LISTINGS/SALES	SALES TO NEW LISTNG RATIO	# OF ACTIVE LISTINGS	# OF NEW LISTINGS	# OF SOLD LISTINGS	AVERAGE SALE PRICE	AVERAGE DAYS TO SELL
March 31, 2020	ELGIN COUNTY	4.6	60.71%	234	84	51	\$ 407,694	28
	EAST LONDON	2.2	81.67%	434	240	196	\$ 380,211	13
	NORTH LONDON	4.0	56.60%	653	288	163	\$ 522,385	17
	SOUTH LONDON	3.9	67.40%	836	319	215	\$ 455,282	19
	<b>ENTIRE CITY OF LONDON</b>	3.4	67.77%	1,923	847	574	\$ 452,626	16
	MIDDLESEX COUNTY	7.1	47.22%	362	108	51	\$ 571,715	28
	ST. THOMAS	2.8	87.18%	189	78	68	\$ 394,294	20
STRATHROY	4.4	76.47%	114	34	26	\$ 413,550	26	
March 31, 2019	ELGIN COUNTY	4.1	58.82%	205	85	50	\$ 371,748	35
	EAST LONDON	2.2	86.77%	355	189	164	\$ 307,391	17
	NORTH LONDON	3.5	65.17%	616	267	174	\$ 489,733	21
	SOUTH LONDON	3.2	72.85%	672	291	212	\$ 399,458	19
	<b>ENTIRE CITY OF LONDON</b>	3.0	73.63%	1,643	747	550	\$ 398,861	19
	MIDDLESEX COUNTY	6.8	55.43%	345	92	51	\$ 473,464	39
	ST. THOMAS	2.2	95.83%	154	72	69	\$ 345,764	30
STRATHROY	2.9	94.59%	103	37	35	\$ 388,077	43	

% COMPARABLE CHANGE YEAR OVER YEAR 2020 - 2019								
CHANGE PERIOD	AREA	MONTH OF INVENTORY ACTIVE LISTINGS/SALES	SALES TO NEW LISTNG RATIO	# OF ACTIVE LISTINGS	# OF NEW LISTINGS	# OF SOLD LISTINGS	AVERAGE SALE PRICE	AVERAGE DAYS TO SELL
MARCH 2020 TO MARCH 2019	ELGIN COUNTY	11.91%	3.21%	14.15%	-1.18%	2.00%	9.67%	-20.00%
	EAST LONDON	2.29%	-5.88%	22.25%	26.98%	19.51%	23.69%	-23.53%
	NORTH LONDON	13.16%	-13.15%	6.01%	7.87%	-6.32%	6.67%	-19.05%
	SOUTH LONDON	22.67%	-7.49%	24.40%	9.62%	1.42%	13.97%	0.00%
	<b>ENTIRE CITY OF LONDON</b>	12.15%	-7.96%	17.04%	13.39%	4.36%	13.48%	-14.04%
	MIDDLESEX COUNTY	4.93%	-14.81%	4.93%	17.39%	0.00%	20.75%	-28.21%
	ST. THOMAS	24.53%	-9.03%	22.73%	8.33%	-1.45%	14.04%	-33.33%
STRATHROY	48.99%	-19.16%	10.68%	-8.11%	-25.71%	6.56%	-39.53%	



# QUARTERLY COMPARISON PREVIOUS YEAR

## Q 1 JAN. 1, 2020 TO MAR. 31, 2020 VS JAN. 1, 2019 TO MAR. 31, 2019

Q 1: YR.-OVER-YR. COMPARISON 2020 - 2019 (JAN. - Mar. 2020 to JAN - MAR. 2019) ALL RESIDENTIAL								
ALL RESULTS AS PER L-STAR (LONDON & ST. THOMAS ASSOCIATION OF REALTORS) DATA								
TIME PERIOD	AREA	MONTH OF INVENTORY ACTIVE LISTINGS/SALES	SALES TO ACTIVE LISTING RATIO	# OF ACTIVE LISTINGS	# OF NEW LISTINGS	# OF SOLD LISTINGS	AVERAGE SALE PRICE	AVERAGE DAYS TO SELL
QUARTER 1 January 1, 2020 TO March 31, 2020	ELGIN COUNTY	4.5	22.19%	622	211	138	\$ 406,133	36.7
	EAST LONDON	2.2	44.82%	975	581	437	\$ 368,949	17.7
	NORTH LONDON	3.7	26.78%	1,628	685	436	\$ 520,331	24.7
	SOUTH LONDON	4.0	25.15%	2,127	846	535	\$ 449,336	24.0
	<b>ENTIRE CITY OF LONDON</b>	<b>3.4</b>	<b>29.77%</b>	<b>4,730</b>	<b>2,112</b>	<b>1408</b>	<b>\$ 446,205</b>	<b>22.1</b>
	MIDDLESEX COUNTY	6.9	14.41%	1,006	280	145	\$ 523,575	34.7
	ST. THOMAS	2.8	36.10%	482	222	174	\$ 385,727	25.3
	STRATHROY	5.0	20.20%	307	109	62	\$ 456,344	39.3
QUARTER 1 January 1, 2019 TO March 31, 2019	ELGIN COUNTY	4.6	21.66%	554	193	120	\$ 352,689	46.0
	EAST LONDON	2.6	38.63%	937	477	362	\$ 302,381	19.0
	NORTH LONDON	3.7	26.88%	1,514	650	407	\$ 486,041	25.7
	SOUTH LONDON	3.5	28.22%	1,786	730	504	\$ 391,439	19.7
	<b>ENTIRE CITY OF LONDON</b>	<b>3.3</b>	<b>30.04%</b>	<b>4,237</b>	<b>1,857</b>	<b>1273</b>	<b>\$ 393,287</b>	<b>21.4</b>
	MIDDLESEX COUNTY	7.2	13.82%	948	280	131	\$ 481,870	41.3
	ST. THOMAS	2.8	36.00%	425	184	153	\$ 331,711	37.0
	STRATHROY	3.8	26.35%	277	93	73	\$ 385,606	46.0

Q 1: YR.-OVER-YEAR % COMPARISON 2020 - 2019 (JAN. - Mar. 2020 to JAN - MAR. 2019) ALL RESIDENTIAL								
CHANGE PERIOD	AREA	CHANGE MONTH OF INVENTORY ACTIVE LISTINGS/SALES	CHANGE IN SALES TO ACTIVE LISTING RATIO	CHANGE IN # OF ACTIVE LISTINGS	CHANGE IN # OF NEW LISTINGS	CHANGE IN # OF SOLD LISTINGS	CHANGE IN AVERAGE SALE PRICE	CHANGE IN AVERAGE DAYS TO SELL
QUARTER 1 JAN-MAR, 2020 TO JAN-MAR 2019	ELGIN COUNTY	-2.37%	2.43%	12.27%	9.33%	15.00%	15.15%	-20.29%
	EAST LONDON	-13.80%	16.01%	4.06%	21.80%	20.72%	22.01%	-7.02%
	NORTH LONDON	0.38%	-0.38%	7.53%	5.38%	7.13%	7.05%	-3.90%
	SOUTH LONDON	12.19%	-10.87%	19.09%	15.89%	6.15%	14.79%	22.03%
	<b>ENTIRE CITY OF LONDON</b>	<b>0.93%</b>	<b>-0.92%</b>	<b>11.64%</b>	<b>13.73%</b>	<b>10.60%</b>	<b>13.46%</b>	<b>3.11%</b>
	MIDDLESEX COUNTY	-4.13%	4.31%	6.12%	0.00%	10.69%	8.65%	-16.13%
	ST. THOMAS	-0.28%	0.28%	13.41%	20.65%	13.73%	16.28%	-31.53%
	STRATHROY	30.49%	-23.37%	10.83%	17.20%	-15.07%	18.34%	-14.49%



## **SECTION TWO – MARCH 2020 VS MARCH 2015**

Comparing March 31, 2020 to March 31, 2015, the region experienced a positive trend with an overall increase in Sale Price or Value of between 69.68% in North London and a 92.79% in St. Thomas; this works out to an annual rise in Property Value of between 13.94% and 18.56% in each of the last five years.

While The City of London experienced an increase in value of 72.25%, the most significant increase occurred in East London where the value rose 74.97%, while South London and North London experienced an increase of 73.02% and 69.68%.

During the Month of March six of the seven areas in the region experienced a decrease in the Number of New Listings that became available, as only Middlesex County saw a minor increase.

It is worth noting that Elgin County experienced the most significant decline in Average Days to Sell going from 97 Days to Sell in March 2015 down to 28 Days to Sell in March 2020.

Elgin County experienced a substantial decrease in active listings in the First Quarter going from 1,036 in 2015 to 622 in 2020. 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 on an annual basis.



# 5 YEAR-MONTH-OVER-MONTH COMPARISON MARCH 31, 2020 TO March 31, 2015

5 YEAR MONTHLY COMPARISON 2020 TO 2015 YEAR OVER YEAR ALL RESIDENTIAL								
ALL RESULTS AS PER L-STAR (LONDON ST. THOMAS ASSOCIATION OF REALTORS) DATA								
TIME PERIOD	AREA	MONTH OF INVENTORY ACTIVE LISTINGS/SALES	SALES TO NEW LISTNG RATIO	# OF ACTIVE LISTINGS	# OF NEW LISTINGS	# OF SOLD LISTINGS	AVERAGE SALE PRICE	AVERAGE DAYS TO SELL
March 31, 2020	<b>ELGIN COUNTY</b>	4.6	60.71%	234	84	51	\$ 407,694	28
	EAST LONDON	2.2	81.67%	434	240	196	\$ 380,211	13
	NORTH LONDON	4.0	56.60%	653	288	163	\$ 522,385	17
	SOUTH LONDON	3.9	67.40%	836	319	215	\$ 455,282	19
	<b>ENTIRE CITY OF LONDON</b>	3.4	67.77%	1,923	847	574	\$ 452,626	16
	MIDDLESEX COUNTY	7.1	47.22%	362	108	51	\$ 571,715	28
	ST. THOMAS	2.8	87.18%	189	78	68	\$ 394,294	20
STRATHROY	4.4	76.47%	114	34	26	\$ 413,550	26	
March 31, 2015	<b>ELGIN COUNTY</b>	8.3	37.61%	367	117	44	\$ 225,174	97
	EAST LONDON	2.9	61.29%	436	248	152	\$ 217,301	42
	NORTH LONDON	3.8	45.60%	649	375	171	\$ 307,862	34
	SOUTH LONDON	3.1	53.19%	678	408	217	\$ 263,139	40
	<b>ENTIRE CITY OF LONDON</b>	3.3	52.38%	1,763	1,031	540	\$ 262,767	39
	MIDDLESEX COUNTY	5.4	60.00%	339	105	63	\$ 312,628	78
	ST. THOMAS	4.4	53.61%	229	97	52	\$ 204,525	64
STRATHROY	4.5	47.83%	99	46	22	\$ 229,273	67	

% COMPARABLE CHANGE 5 YEAR YEAR OVER YEAR - 2020-2015								
CHANGE PERIOD	AREA	MONTH OF INVENTORY ACTIVE LISTINGS/SALES	SALES TO NEW LISTNG RATIO	# OF ACTIVE LISTINGS	# OF NEW LISTINGS	# OF SOLD LISTINGS	AVERAGE SALE PRICE	AVERAGE DAYS TO SELL
MARCH 2020 TO MARCH 2015	ELGIN COUNTY	-44.99%	61.44%	-36.24%	-28.21%	15.91%	81.06%	-71.13%
	EAST LONDON	-22.80%	33.25%	-0.46%	-3.23%	28.95%	74.97%	-69.05%
	NORTH LONDON	5.55%	24.12%	0.62%	-23.20%	-4.68%	69.68%	-50.00%
	SOUTH LONDON	24.45%	26.72%	23.30%	-21.81%	-0.92%	73.02%	-52.50%
	<b>ENTIRE CITY OF LONDON</b>	2.61%	29.39%	9.08%	-17.85%	6.30%	72.25%	-57.76%
	MIDDLESEX COUNTY	31.91%	-21.30%	6.78%	2.86%	-19.05%	82.87%	-64.10%
	ST. THOMAS	-36.89%	62.62%	-17.47%	-19.59%	30.77%	92.79%	-68.75%
STRATHROY	-2.56%	59.89%	15.15%	-26.09%	18.18%	80.37%	-61.19%	



# 5 YEAR QUARTERLY COMPARISON Q 1 JAN. 1, 2020 TO MAR. 31, 2020 VS JAN. 1, 2019 TO MAR. 31, 2015

Q 1: 5 YR. COMPARISON 2020-2015 (JAN. - MAR. 2020 TO JAN. - MAR. 2015) ALL RESIDENTIAL ALL RESULTS AS PER L-STAR (LONDON ST THOMAS ASSOCIATION OF REALTORS) DATA								
TIME PERIOD	AREA	MONTH OF INVENTORY ACTIVE LISTINGS/SALES	SALES TO NEW LISTING RATIO	# OF ACTIVE LISTINGS	# OF NEW LISTINGS	# OF SOLD LISTINGS	AVERAGE SALE PRICE	AVERAGE DAYS TO SELL
QUARTER 1 January 1, 2020 TO March 31, 2020	ELGIN COUNTY	4.5	22.19%	622	211	138	\$ 406,133	36.7
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	NORTH LONDON	3.7	26.78%	1,628	685	436	\$ 520,331	24.7
	SOUTH LONDON	4.0	25.15%	2,127	846	535	\$ 449,336	24.0
	<b>ENTIRE CITY OF LONDON</b>	<b>3.4</b>	<b>29.77%</b>	<b>4,730</b>	<b>2,112</b>	<b>1,408</b>	<b>\$ 446,205</b>	<b>22.1</b>
	MIDDLESEX COUNTY	6.9	14.41%	1,006	280	145	\$ 523,575	34.7
	ST. THOMAS	2.8	36.10%	482	222	174	\$ 385,727	25.3
	STRATHROY	5.0	20.20%	307	109	62	\$ 456,344	39.3
QUARTER 1 January 1, 2015 TO March 31, 2015	ELGIN COUNTY	8.9	11.20%	1,036	264	116	\$ 229,493	97.3
	EAST LONDON	3.4	29.48%	1,228	643	362	\$ 204,114	46.0
	NORTH LONDON	4.2	23.65%	1,666	901	394	\$ 306,478	41.3
	SOUTH LONDON	3.9	25.69%	1,822	981	468	\$ 246,582	42.0
	<b>ENTIRE CITY OF LONDON</b>	<b>3.9</b>	<b>25.95%</b>	<b>4,716</b>	<b>2,525</b>	<b>1,224</b>	<b>\$ 252,391</b>	<b>43.1</b>
	MIDDLESEX COUNTY	8.1	12.40%	1,008	307	125	\$ 284,915	84.7
	ST. THOMAS	4.4	22.89%	629	247	144	\$ 209,916	64.7
	STRATHROY	5.0	19.92%	261	105	52	\$ 222,153	59.7

Q 1: 5 YR. % COMPARISON 2020-2015 (JAN. - MAR. 2020 TO JAN. - MAR. 2015) ALL RESIDENTIAL								
CHANGE PERIOD	AREA	%CHANGE MONTH OF INVENTORY ACTIVE LISTINGS/SALES	%CHANGE IN SALES TO ACTIVE LISTINGS RATIO	CHANGE IN # OF ACTIVE LISTINGS	CHANGE IN # OF NEW LISTINGS	CHANGE IN # OF SOLD LISTINGS	% CHANGE IN AVERAGE SALE PRICE	CHANGE IN AVERAGE DAYS TO SELL
QUARTER 1 JAN-MAR, 2020 TO JAN-MAR 2015	ELGIN COUNTY	-49.53%	98.15%	-39.96%	-20.08%	18.97%	76.97%	-62.33%
	EAST LONDON	-34.23%	52.04%	-20.60%	-9.64%	20.72%	80.76%	-61.59%
	NORTH LONDON	-11.69%	13.24%	-2.28%	-23.97%	10.66%	69.78%	-40.32%
	SOUTH LONDON	2.12%	-2.08%	16.74%	-13.76%	14.32%	82.23%	-42.86%
	<b>ENTIRE CITY OF LONDON</b>	<b>-12.81%</b>	<b>14.69%</b>	<b>0.30%</b>	<b>-16.36%</b>	<b>15.03%</b>	<b>76.79%</b>	<b>-48.71%</b>
	MIDDLESEX COUNTY	-13.96%	16.23%	-0.20%	-8.79%	16.00%	83.77%	-59.06%
	ST. THOMAS	-36.58%	57.68%	-23.37%	-10.12%	20.83%	83.75%	-60.82%
	STRATHROY	-1.35%	1.37%	17.62%	3.81%	19.23%	105.42%	-34.08%



## SECTION THREE – MARCH 2020 VS MARCH 2010

When we compare the First Quarter Results of March 31, 2020, to March 31, 2010, we see that the Region experienced a positive trend in Sale Price or Value from a 79.75% increase in Middlesex County to a 132.26% increase in Strathroy; which works out to an annual increase in Property Value of between 7.98 % and 13.23% since 2010.

One could say that this is a reliable indicator that our Region will continue to see an upward trend in value even when we factor in the temporary stall over the next few months due to the potential impact of the current COVID 19 situation.

In March 2020, the Average Sale Price for homes in The City of London was \$452,626 as compared to the 2010 Value of \$229,714. Similarly, in the First Quarter of 2020, the Average Sale Price of homes in The City of London was \$446,205 compared to 2010 with a value of \$226,807.



# 10 YEAR MONTH-OVER-MONTH COMPARISON MARCH 31, 2020 TO March 31, 2010

10 YEAR MONTHLY COMPARISON 2020 - 2010 YEAR OVER YEAR ALL RESIDENTIAL ALL RESULTS AS PER L-STAR (LONDON ST. THOMAS ASSOCIATION OF REALTORS) DATA								
TIME PERIOD	AREA	MONTH OF INVENTORY ACTIVE LISTINGS/SALES	SALES TO NEW LISTNG RATIO	# OF ACTIVE LISTINGS	# OF NEW LISTINGS	# OF SOLD LISTINGS	AVERAGE SALE PRICE	AVERAGE DAYS TO SELL
March 31, 2020	ELGIN COUNTY	4.6	60.71%	234	84	51	\$ 407,694	28
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	NORTH LONDON	4.0	56.60%	653	288	163	\$ 522,385	17
	SOUTH LONDON	3.9	67.40%	836	319	215	\$ 455,282	19
	<b>ENTIRE CITY OF LONDON</b>	<b>3.4</b>	<b>67.77%</b>	<b>1,923</b>	<b>847</b>	<b>574</b>	<b>\$ 452,626</b>	<b>16</b>
	MIDDLESEX COUNTY	7.1	47.22%	362	108	51	\$ 571,715	28
	ST. THOMAS	2.8	87.18%	189	78	68	\$ 394,294	20
	STRATHROY	4.4	76.47%	114	34	26	\$ 413,550	26
March 31, 2010	ELGIN COUNTY	8.3	38.22%	469	157	60	\$ 189,787	80
	EAST LONDON	2.9	59.36%	401	283	168	\$ 184,010	37
	NORTH LONDON	3.8	57.40%	527	338	194	\$ 268,654	36
	SOUTH LONDON	3.1	58.82%	702	442	260	\$ 236,478	40
	<b>ENTIRE CITY OF LONDON</b>	<b>3.3</b>	<b>58.51%</b>	<b>1,630</b>	<b>1,063</b>	<b>622</b>	<b>\$ 229,714</b>	<b>38</b>
	MIDDLESEX COUNTY	5.4	34.59%	327	133	46	\$ 331,528	60
	ST. THOMAS	4.4	53.47%	231	101	54	\$ 188,449	65
	STRATHROY	4.5	78.95%	83	38	30	\$ 197,783	74

% COMPARABLE CHANGE 10 YEAR 2020 TO 2010								
CHANGE PERIOD	AREA	MONTH OF INVENTORY ACTIVE LISTINGS/SALES	SALES TO NEW LISTNG RATIO	# OF ACTIVE LISTINGS	# OF NEW LISTINGS	# OF SOLD LISTINGS	AVERAGE SALE PRICE	AVERAGE DAYS TO SELL
MARCH 2020 TO MARCH 2010	<b>ELGIN COUNTY</b>	-44.99%	58.87%	-50.11%	-46.50%	-15.00%	114.82%	-65.00%
	EAST LONDON	-22.80%	37.57%	8.23%	-15.19%	16.67%	106.63%	-64.86%
	NORTH LONDON	5.55%	-1.39%	23.91%	-14.79%	-15.98%	94.45%	-52.78%
	SOUTH LONDON	24.45%	14.58%	19.09%	-27.83%	-17.31%	92.53%	-52.50%
	<b>ENTIRE CITY OF LONDON</b>	<b>2.61%</b>	<b>15.82%</b>	<b>17.98%</b>	<b>-20.32%</b>	<b>-7.72%</b>	<b>97.04%</b>	<b>-56.64%</b>
	MIDDLESEX COUNTY	31.91%	36.53%	10.70%	-18.80%	10.87%	72.45%	-53.33%
	ST. THOMAS	-36.89%	63.06%	-18.18%	-22.77%	25.93%	109.23%	-69.23%
	STRATHROY	-2.56%	-3.14%	37.35%	-10.53%	-13.33%	109.09%	-64.86%



# 10 YEAR QUARTERLY COMPARISON

## Q 1 JAN. 1, 2020 TO MAR. 31, 2020 VS JAN. 1, 2010 TO MAR. 31, 2010

Q1: 10 YEAR COMPARISON YEAR JAN.-MAR. 2020 TO JAN. - MAR. 2010 ALL RESIDENTIAL ALL RESULTS AS PER L-STAR (LONDON ST THOMAS ASSOCIATION OF REALTORS) DATA								
TIME PERIOD	AREA	MONTH OF INVENTORY ACTIVE LISTINGS/SALES	SALES TO NEW LISTNG RATIO	# OF ACTIVE LISTINGS	# OF NEW LISTINGS	# OF SOLD LISTINGS	AVERAGE SALE PRICE	AVERAGE DAYS TO SELL
QUARTER 1 January 1, 2020 March 31, 2020	ELGIN COUNTY	4.5	22.19%	622	211	138	\$ 406,133	36.7
	EAST LONDON	2.2	44.82%	975	581	437	\$ 368,949	17.7
	NORTH LONDON	3.7	26.78%	1,628	685	436	\$ 520,331	24.7
	SOUTH LONDON	4.0	25.15%	2,127	846	535	\$ 449,336	24.0
	<b>ENTIRE CITY OF LONDON</b>	<b>3.4</b>	<b>29.77%</b>	<b>4,730</b>	<b>2,112</b>	<b>1,408</b>	<b>\$ 446,205</b>	<b>22.1</b>
	MIDDLESEX COUNTY	6.9	14.41%	1,006	280	145	\$ 523,575	34.7
	ST. THOMAS	2.8	36.10%	482	222	174	\$ 385,727	25.3
	STRATHROY	5.0	20.20%	307	109	62	\$ 456,344	39.3
QUARTER 1 JAN-MAR, 2010 JAN-MAR 2010	ELGIN COUNTY	8.8	11.40%	1,228	376	140	\$ 205,984	87.7
	EAST LONDON	2.8	35.96%	1,065	680	383	\$ 182,107	35.3
	NORTH LONDON	3.2	31.70%	1,369	792	434	\$ 265,296	37.3
	SOUTH LONDON	3.4	29.04%	1,863	1,013	541	\$ 233,017	47.7
	<b>ENTIRE CITY OF LONDON</b>	<b>3.2</b>	<b>31.60%</b>	<b>4,297</b>	<b>2,485</b>	<b>1,358</b>	<b>\$ 226,807</b>	<b>40.1</b>
	MIDDLESEX COUNTY	7.0	14.37%	884	302	127	\$ 291,284	71.0
	ST. THOMAS	4.8	21.03%	642	253	135	\$ 176,329	66.0
	STRATHROY	4.2	23.66%	262	100	62	\$ 196,477	53.3

Q1 % 10 YEAR COMPARISON JAN. - MAR. 2020 TO JAN. MAR. 2010 ALL RESIDENTIAL								
CHANGE PERIOD	AREA	CHANGE MONTH OF INVENTORY ACTIVE LISTINGS/SALES	CHANGE IN SALES TO NEW LISTNG RATIO	CHANGE IN # OF ACTIVE LISTINGS	CHANGE IN # OF NEW LISTINGS	CHANGE IN # OF SOLD LISTINGS	CHANGE IN AVERAGE SALE PRICE	CHANGE IN AVERAGE DAYS TO SELL
QUARTER 1 JAN-MAR, 2020 TO JAN-MAR 2010	ELGIN COUNTY	-48.61%	94.61%	-49.35%	-43.88%	-1.43%	97.17%	-58.17%
	EAST LONDON	-19.76%	24.63%	-8.45%	-14.56%	14.10%	102.60%	-50.00%
	NORTH LONDON	18.37%	-15.52%	18.92%	-13.51%	0.46%	96.13%	-33.93%
	SOUTH LONDON	15.45%	-13.38%	14.17%	-16.49%	-1.11%	92.83%	-49.65%
	<b>ENTIRE CITY OF LONDON</b>	<b>6.17%</b>	<b>-5.81%</b>	<b>10.08%</b>	<b>-15.01%</b>	<b>3.68%</b>	<b>96.73%</b>	<b>-44.88%</b>
	MIDDLESEX COUNTY	-0.33%	0.33%	13.80%	-7.28%	14.17%	79.75%	-51.17%
	ST. THOMAS	-41.75%	71.67%	-24.92%	-12.25%	28.89%	118.75%	-61.62%
	STRATHROY	17.18%	-14.66%	17.18%	9.00%	0.00%	132.26%	-26.25%



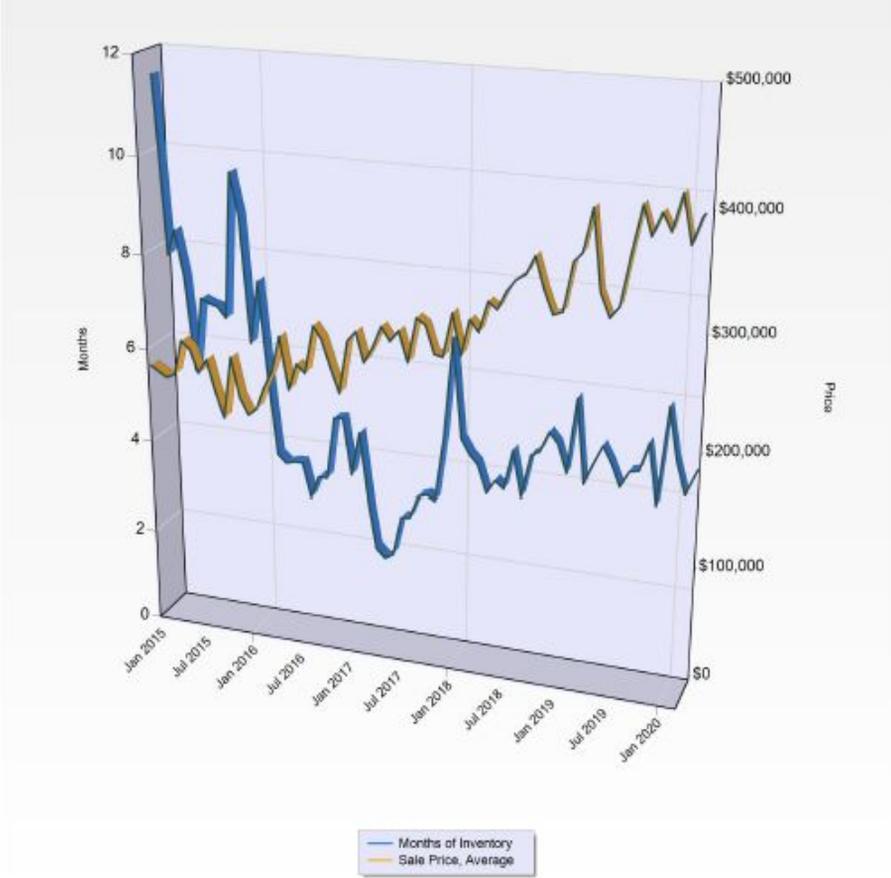
## **SECTION FOUR – OVERVIEW OF RELATIONSHIP BETWEEN INVENTORY AND SALE PRICE.**

It is no secret that the Law of Supply and Demand has an impact on everything we want to purchase. The following Graphs capture this relationship as we look at the Five-Year Comparison between Average Months of Inventory and Average Sale Price in each of the Seven different Areas in the Region.

Without exception in all Areas, an increase in Months of Inventory always led to a decrease in Average Sale Price.



# 5 YEAR COMPARISON – ELGIN COUNTY MONTHS OF INVENTORY TO AVERAGE SALE PRICE

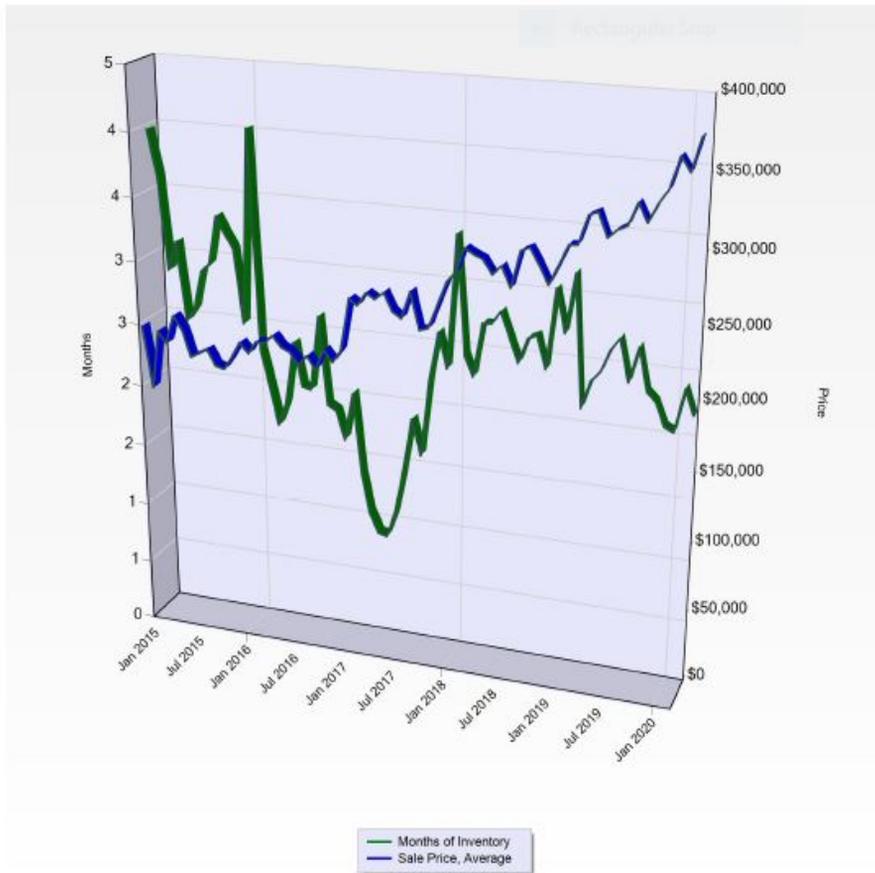


### Search Criteria

Time frame is from Jan 2015 to Mar 2020  
Property Type is 'Residential'  
LRO/Major Area is 'Elgin County'  
Exclude From Inventory Stats is no  
Transaction Type is 'For Sale'  
Results calculated from approximately 5,400 listings



# 5 YEAR COMPARISON – EAST LONDON MONTHS OF INVENTORY TO AVERAGE SALE PRICE

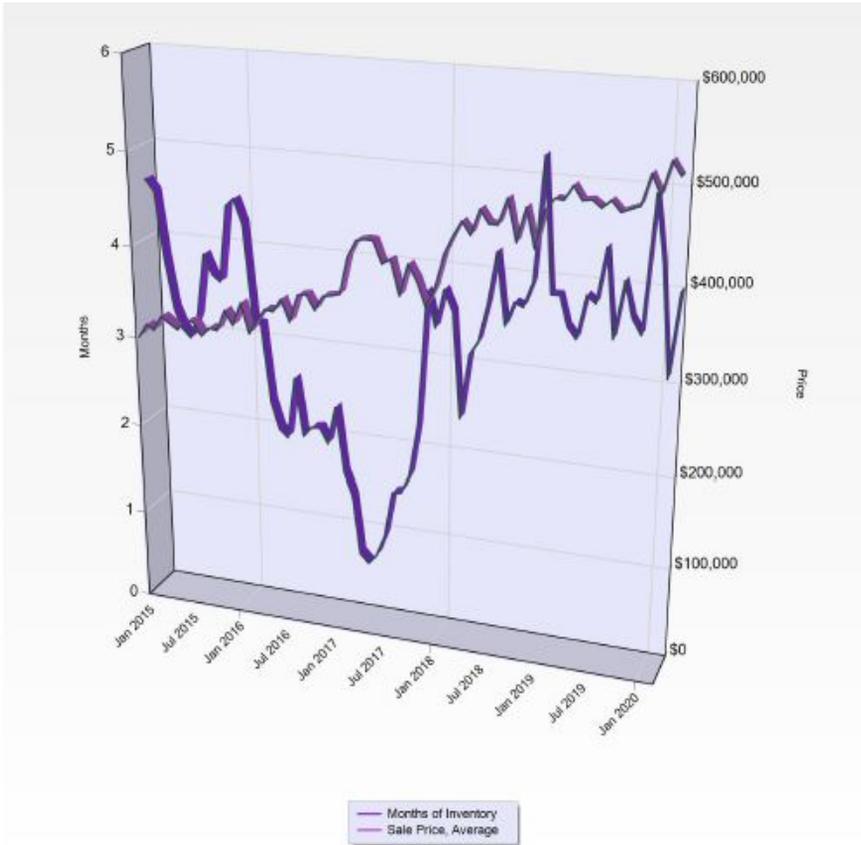


### Search Criteria

Time frame is from Jan 2015 to Mar 2020  
Property Type is 'Residential'  
LRO/Major Area is 'City of London'  
Municipality/District is 'East'  
Exclude From Inventory Stats is no  
Transaction Type is 'For Sale'  
Results calculated from approximately 13,000 listings



# 5 YEAR COMPARISON – NORTH LONDON MONTHS OF INVENTORY TO AVERAGE SALE PRICE

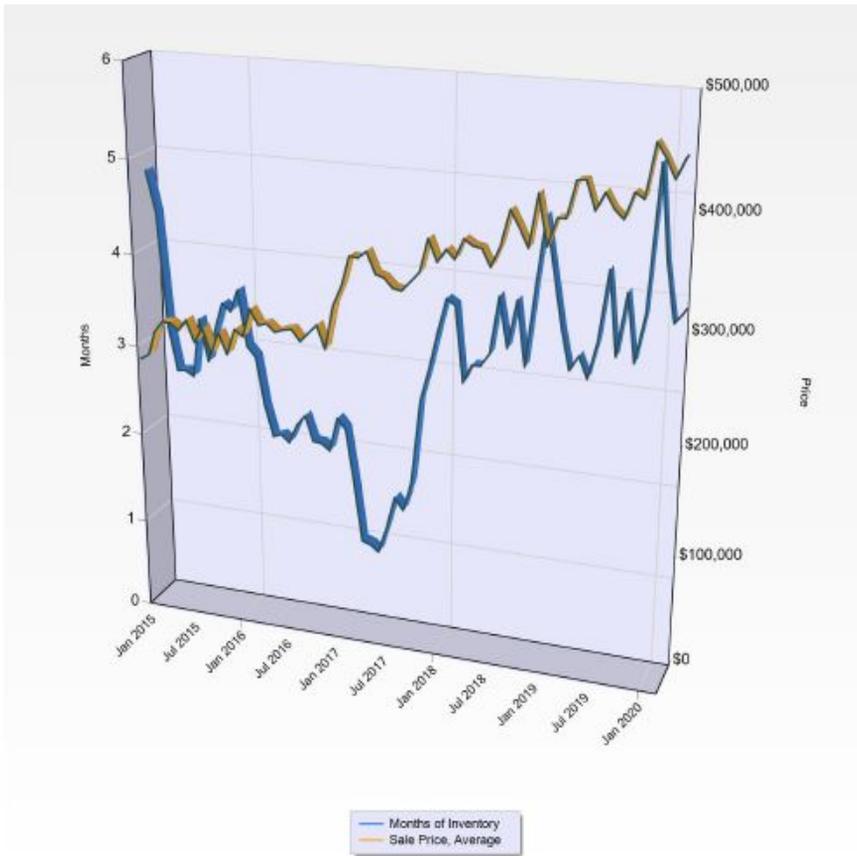


### Search Criteria

Time frame is from Jan 2015 to Mar 2020  
Property Type is 'Residential'  
LRO/Major Area is 'City of London'  
Municipality/District is 'North'  
Exclude From Inventory Stats is no  
Transaction Type is 'For Sale'  
Results calculated from approximately 16,000 listings



# 5 YEAR COMPARISON – SOUTH LONDON MONTHS OF INVENTORY TO AVERAGE SALE PRICE

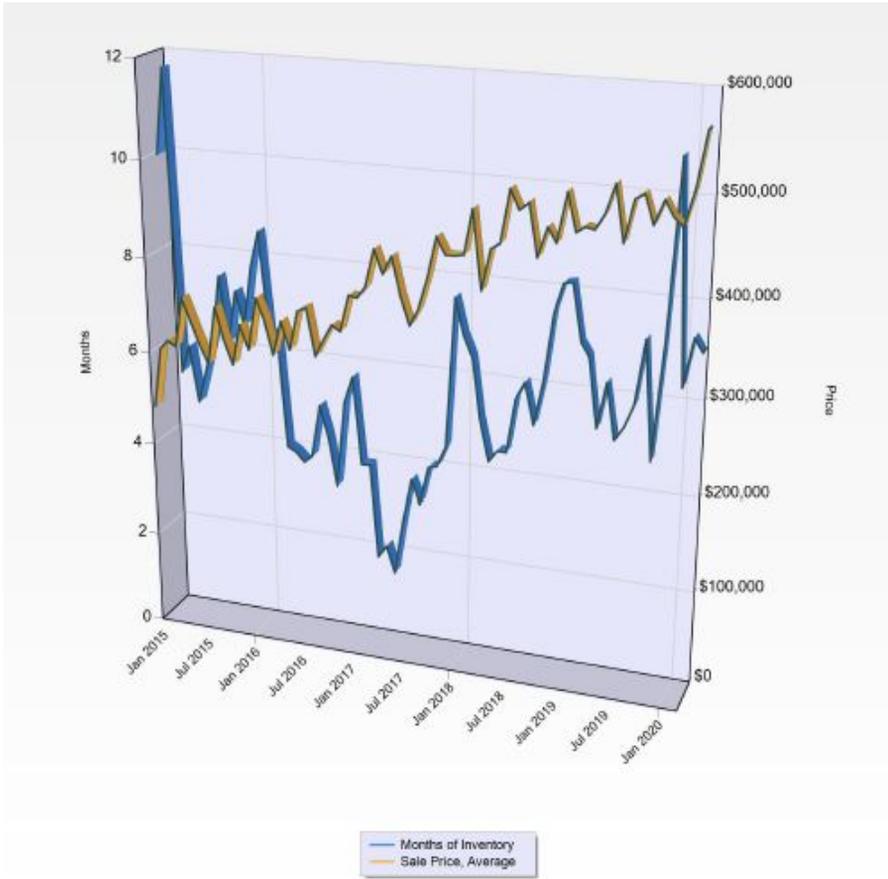


### Search Criteria

Time frame is from Jan 2015 to Mar 2020  
Property Type is 'Residential'  
LRG/Major Area is 'City of London'  
Municipality/District is 'South'  
Exclude From Inventory Stats is no  
Transaction Type is 'For Sale'  
Results calculated from approximately 19,000 listings



# 5 YEAR COMPARISON – MIDDLESEX COUNTY MONTHS OF INVENTORY TO AVERAGE SALE PRICE

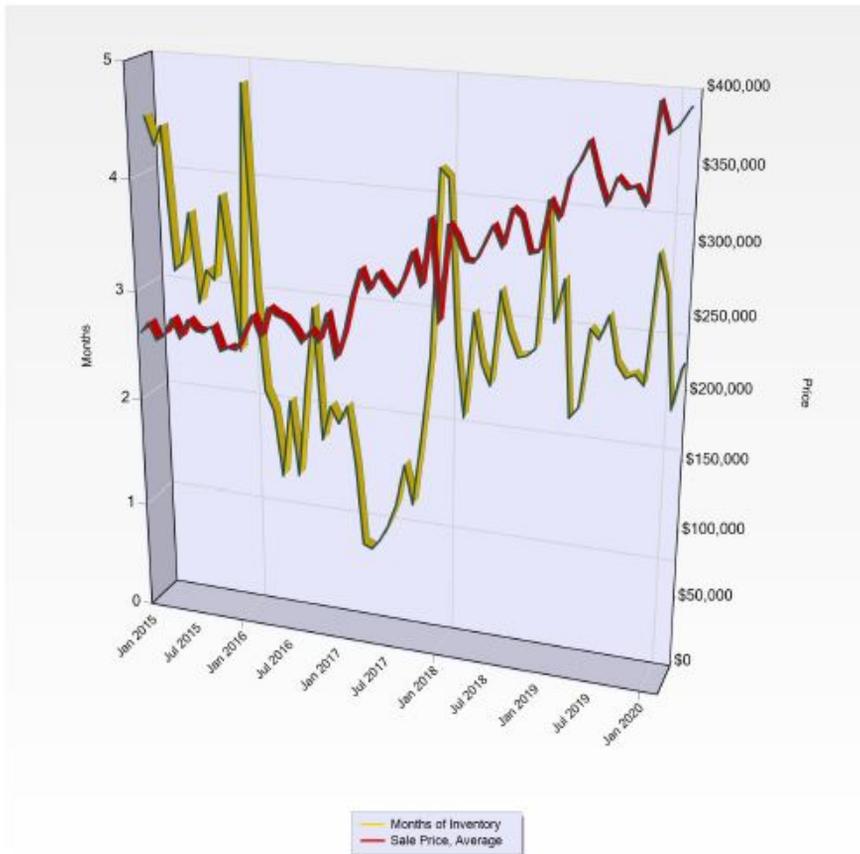


### Search Criteria

Time frame is from Jan 2015 to Mar 2020  
Property Type is 'Residential'  
LRD/Major Area is 'Middlesex County'  
Exclude From Inventory Stats is no  
Transaction Type is 'For Sale'  
Results calculated from approximately 6,800 listings



# 5 YEAR COMPARISON – ST. THOMAS MONTHS OF INVENTORY TO AVERAGE SALE PRICE

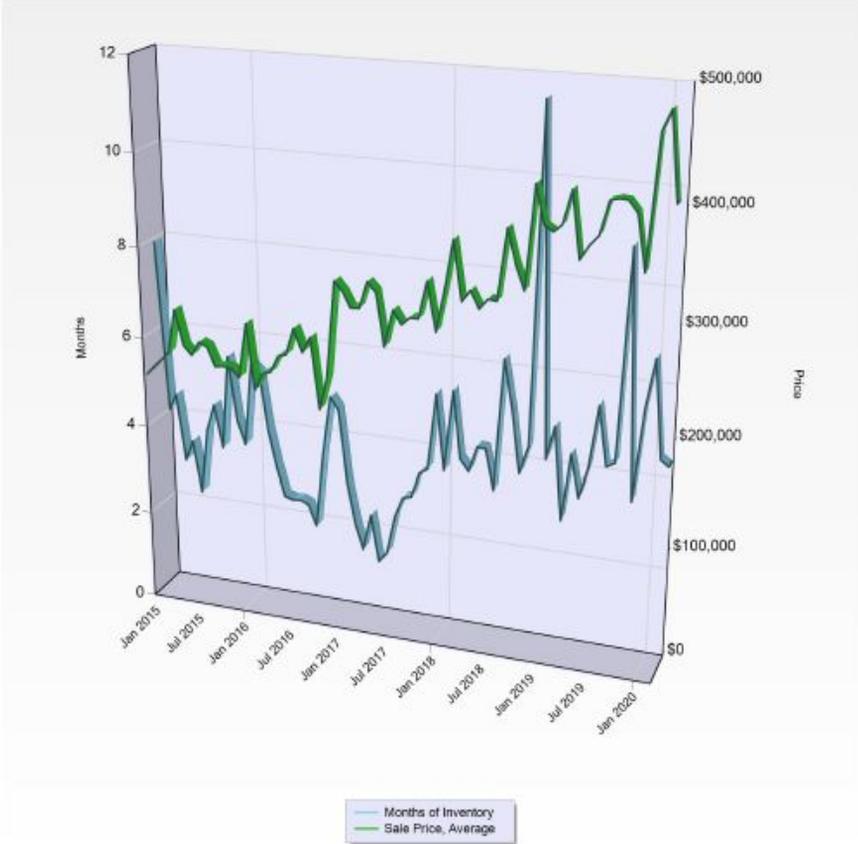


### Search Criteria

Time frame is from Jan 2015 to Mar 2020  
Property Type is 'Residential'  
LRO/Major Area is 'City of St. Thomas'  
Exclude From Inventory Stats is no  
Transaction Type is 'For Sale'  
Results calculated from approximately 5,000 listings



# 5 YEAR COMPARISON – STRATHROY MONTHS OF INVENTORY TO AVERAGE SALE PRICE



### Search Criteria

Time frame is from Jan 2015 to Mar 2020  
Property Type is 'Residential'  
LRO/Major Area is 'Strathroy'  
Exclude From Inventory Stats is no  
Transaction Type is 'For Sale'  
Results calculated from approximately 2,200 listings



## SECTION FIVE – LOCATION, LOCATION, LOCATION

We have all heard the saying, Location, Location, Location, but what does this mean?

In this section, we explore the relationship of Location to The Average Sale Price, over the last ten years. The charts compare the Average Sale Price in each area for the periods 2020, 2019, 2015 and 2010, and move from the Most Expensive Area to the Least Expensive Area.

The \$ Premium Column provides you with the Dollar Premium Amount that the Number 1 Ranked (Most Expensive) is valued at as compared to the area, while the % Premium Column details the % premium.

As you will note, Middlesex County and North London have been flip-flopping between Number 1 and Number 2 for the last ten years.

Remember, we are looking at the results of All Residential Property Types (Condominium, Semi-Detached and Detached as well as all Property Styles Modular, Bungalow, Raised Bungalow, Backsplits, Sidesplits, Townhomes and Two Stories).

Please contact Darrel by Email at [darrel@dsrbi.com](mailto:darrel@dsrbi.com), or you can also call or text at 519-673-8023 if you would like to receive a Detailed Report focused on your type and style of home in your local neighbourhood



**LOCATION PREMIUM BY AREA**  
**Q 1 JAN. 1, 2020 TO MAR. 31, 2020 & JAN. 1, 2019 TO MAR. 31, 2019**

2020 FIRST QUARTER AREA PREMIUM VALUES				
2020 RANKING	REGIONAL AREA	SALE PRICE	\$ PREMIUM VS	% PREMIUM VS
1	MIDDLESEX COUNTY	\$ 523,575	MIDDLESEX COUNTY	MIDDLESEX COUNTY
2	NORTH LONDON	\$ 520,331	\$ 3,244	0.62%
3	STRATHROY	\$ 456,344	\$ 67,231	12.92%
4	SOUTH LONDON	\$ 449,336	\$ 74,239	14.27%
5	ELGIN COUNTY	\$ 406,133	\$ 117,442	22.57%
6	ST. THOMAS	\$ 385,727	\$ 137,848	26.49%
7	EAST LONDON	\$ 368,949	\$ 154,626	29.72%

2019 FIRST QUARTER AREA PREMIUM VALUES				
2019 RANKING	REGIONAL AREA	SALE PRICE	\$ PREMIUM VS	% PREMIUM VS
1	NORTH LONDON	\$ 486,041	NORTH LONDON	NORTH LONDON
2	MIDDLESEX COUNTY	\$ 481,870	\$ 4,171	0.86%
3	SOUTH LONDON	\$ 391,439	\$ 94,602	19.63%
4	STRATHROY	\$ 385,606	\$ 100,435	25.66%
5	ELGIN COUNTY	\$ 352,689	\$ 133,352	34.58%
6	ST. THOMAS	\$ 331,711	\$ 154,330	43.76%
7	EAST LONDON	\$ 302,381	\$ 183,660	55.37%



**LOCATION PREMIUM BY AREA**  
**Q 1 JAN. 1, 2015 TO MAR. 31, 2015 & JAN. 1, 2010 TO MAR. 31, 2010**

2015 FIRST QUARTER AREA PREMIUM VALUES				
2015 RANKING	REGIONAL AREA	SALE PRICE	\$ PREMIUM VS	% PREMIUM VS
1	NORTH LONDON	\$ 306,478	<b>NORTH LONDON</b>	<b>NORTH LONDON</b>
2	MIDDLESEX COUNTY	\$ 284,915	\$ 21,564	7.04%
3	SOUTH LONDON	\$ 246,582	\$ 59,896	19.54%
4	ELGIN COUNTY	\$ 229,493	\$ 76,985	25.12%
5	STRATHROY	\$ 222,153	\$ 84,326	27.51%
6	ST. THOMAS	\$ 209,916	\$ 96,562	31.51%
7	EAST LONDON	\$ 204,114	\$ 102,365	35.93%

2010 FIRST QUARTER AREA PREMIUM VALUES				
2010 RANKING	REGIONAL AREA	SALE PRICE	\$ PREMIUM VS	% PREMIUM VS
1	MIDDLESEX COUNTY	\$ 291,284	<b>MIDDLESEX COUNTY</b>	<b>MIDDLESEX COUNTY</b>
2	NORTH LONDON	\$ 265,296	\$ 25,988	8.92%
3	SOUTH LONDON	\$ 233,017	\$ 58,267	21.96%
4	ELGIN COUNTY	\$ 205,984	\$ 85,300	36.61%
5	STRATHROY	\$ 196,477	\$ 94,807	46.03%
6	EAST LONDON	\$ 182,107	\$ 109,177	55.57%
7	ST. THOMAS	\$ 176,329	\$ 114,955	63.13%



# Contact Me To Talk More

I'm sure you have questions and concerns about buying a home. I would love to talk with you about what you read here, as well as help you on the path to buying your new home. My contact information is below. I look forward to hearing from you!



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Broker of Record

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