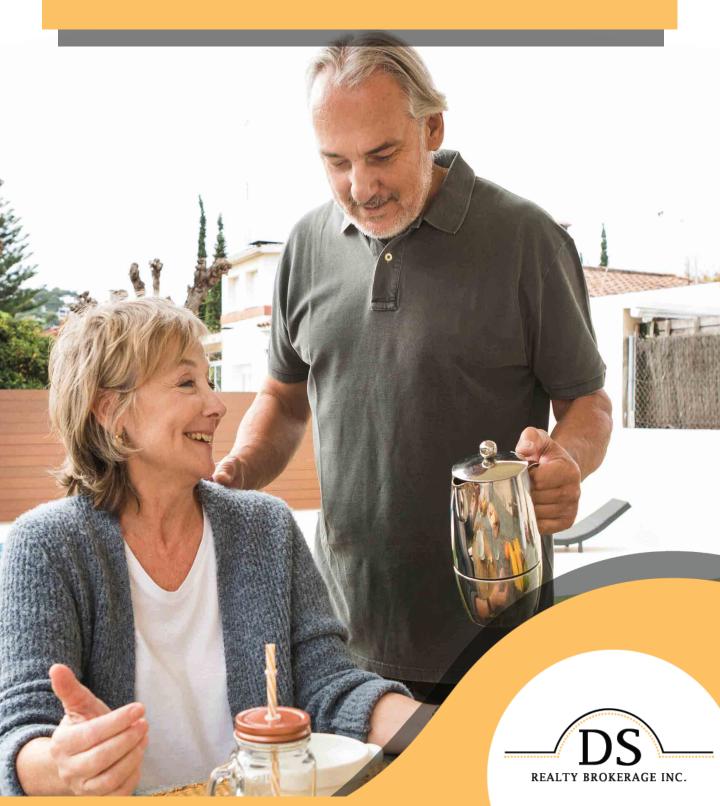
# JUNE 2020 STATISTICAL MARKET REPORT





This month I have taken a different approach. I am sharing the June 2020 CREA (The Canadian Real Estate Association) Residential Market Activity Report prepared for our Local Real Estate Board (L-STAR).

Our Regional Market (Elgin County, The City of London, Middlesex County, St. Thomas and Strathroy) continues to remain strong despite the COVID-19 Impact with a 13.8% increase in Sales this June compared to June 2019 even though there was a 22% decrease in Active Listings. During this same period, we saw a 17.8% increase in Average Price for the Region.

		Compared to <sup>6</sup>								
Actual	June 2020	1 year ago	2 years	3 years	5 years	7 years	10 years			
Actual	Book in the Baltimore and the State of the Baltimore	i year ago	ago	ago	ago	ago	ago			
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010			
Sales Activity	1,188	13.8	11.7	-6.0	6.0	48.3	43.5			
Dollar Volume	\$563,109,347	34.0	42.9	32.9	86.3	183.4	201.6			
New Listings	1,513	3.4	2.5	-9.3	-14.0	9.7	3.1			
Active Listings	1,531	-22.0	-15.2	-17.6	-60.1	-60.9	-57.9			
Sales to New Listings Ratio <sup>1</sup>	78.5	71.4	72.1	75.7	63.7	58.1	56.4			
Months of Inventory <sup>2</sup>	1.3	1.9	1.7	1.5	3.4	4.9	4.4			
Average Price	\$473,998	17.8	28.0	41.4	75.8	91.1	110.2			

However, the Year-To-Date results paint a slightly different picture as overall, there was a 13.2 % decline Sales Activity this year compared to 2019, and an overall 5.25% decrease in the Average Sale price when comparing the Year-To-Date figures with Monthly Figure in June (\$473,998 for June 2020; \$450,345 for Year-To-Date).

The takeaway here is that although our Year-To-Date figure was lower in large part to COVID-19, our Market is performing very strongly. (See chart on next page for details.)



		Compared to <sup>6</sup>								
	Julie 2020	1 year ago	2 years	3 years	5 years	7 years	10 years			
Year-to-date		i year ago	ago	ago	ago	ago	ago			
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010			
		YTD	YTD	YTD	YTD	YTD	YTD			
Sales Activity	4,485	-13.2	-10.8	-32.2	-10.0	4.7	-5.0			
Dollar Volume	\$2,019,799,212	-3.9	10.8	-8.3	53.2	90.9	86.2			
New Listings	6,513	-13.6	-6.8	-24.0	-29.9	-26.5	-25.9			
Active Listings <sup>3</sup>	1,488	-5.6	7.1	-10.1	-56.6	-56.8	-53.7			
Sales to New Listings Ratio <sup>4</sup>	68.9	68.6	72.0	77.2	53.6	48.4	53.7			
Months of Inventory <sup>5</sup>	2.0	1.8	1.7	1.5	4.1	4.8	4.1			
Average Price	\$450,345	10.7	24.2	35.2	70.1	82.2	96.0			

<sup>&</sup>lt;sup>1</sup> Sales / new listings \* 100

One of the major factors in price is the Law of Supply and Demand. For a balanced market, there needs to be, on average, between 5- and 7-Months Supply of Inventory. Looking at the Regional results the Year-To-Date figure is at 2 months, while the June figure was just 1.3 months, again another indication of a Strong Sellers Market.

Please review the balance of this report for a detailed breakdown analysis of our Regional Activity.

The information contained in the report considers all types (Single Detached, Condominium) and style (Bungalow, Town-Home, Two-Storey, etc.), and it is important to remember that both Style and Type as well as location will have an impact on price. For a detailed analysis of homes similar in style and price to yours, please contact Darrel by email (darrel@dsrbi.com).

<sup>&</sup>lt;sup>2</sup> Active listings at month end / monthly sales

<sup>&</sup>lt;sup>3</sup> 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

<sup>&</sup>lt;sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<sup>&</sup>lt;sup>5</sup> Average active listings from January to current month / average sales from January to current month

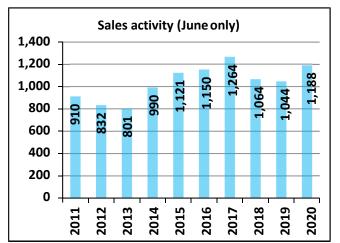
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes



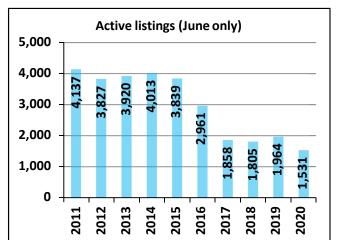


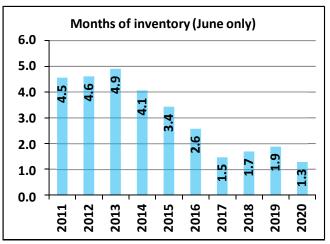
Prepared for the London & St. Thomas Association of REALTORS  $^{\! \otimes \! }$  by the Canadian Real Estate Association

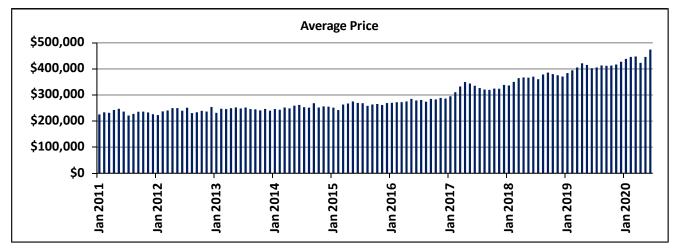
#### London and St. Thomas



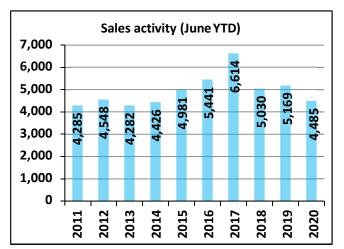


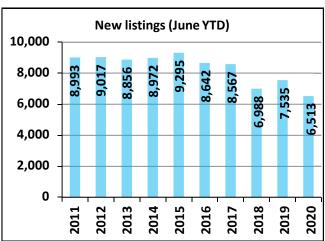


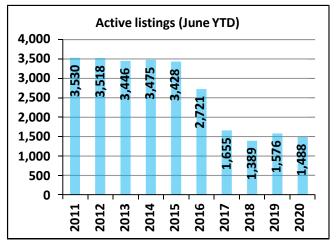


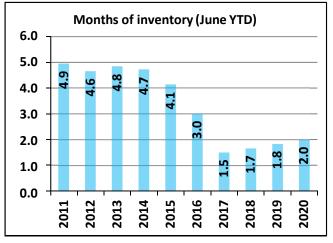


#### **London and St. Thomas**









#### **London and St. Thomas**

		Compared to <sup>6</sup>								
Actual	June 2020	1 year ago	2 years	3 years	5 years	7 years	10 years			
Notaai	Julie 2020	i your ago	ago	ago	ago	ago	ago			
	,	June 2019	June 2018	June 2017	June 2015	June 2013	June 2010			
Sales Activity	1,188	13.8	11.7	-6.0	6.0	48.3	43.5			
Dollar Volume	\$563,109,347	34.0	42.9	32.9	86.3	183.4	201.6			
New Listings	1,513	3.4	2.5	-9.3	-14.0	9.7	3.1			
Active Listings	1,531	-22.0	-15.2	-17.6	-60.1	-60.9	-57.9			
Sales to New Listings Ratio <sup>1</sup>	78.5	71.4	72.1	75.7	63.7	58.1	56.4			
Months of Inventory <sup>2</sup>	1.3	1.9	1.7	1.5	3.4	4.9	4.4			
Average Price	\$473,998	17.8	28.0	41.4	75.8	91.1	110.2			

		Compared to <sup>6</sup>								
Year-to-date		1 year ago	2 years	3 years	5 years	7 years	10 years			
	June 2020	i year ago	ago	ago	ago	ago	ago			
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010			
		YTD	YTD	YTD	YTD	YTD	YTD			
Sales Activity	4,485	-13.2	-10.8	-32.2	-10.0	4.7	-5.0			
Dollar Volume	\$2,019,799,212	-3.9	10.8	-8.3	53.2	90.9	86.2			
New Listings	6,513	-13.6	-6.8	-24.0	-29.9	-26.5	-25.9			
Active Listings <sup>3</sup>	1,488	-5.6	7.1	-10.1	-56.6	-56.8	-53.7			
Sales to New Listings Ratio <sup>4</sup>	68.9	68.6	72.0	77.2	53.6	48.4	53.7			
Months of Inventory⁵	2.0	1.8	1.7	1.5	4.1	4.8	4.1			
Average Price	\$450,345	10.7	24.2	35.2	70.1	82.2	96.0			

<sup>&</sup>lt;sup>1</sup> Sales / new listings \* 100

<sup>&</sup>lt;sup>2</sup> Active listings at month end / monthly sales

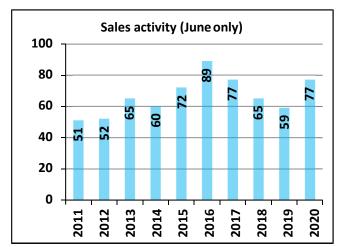
<sup>&</sup>lt;sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

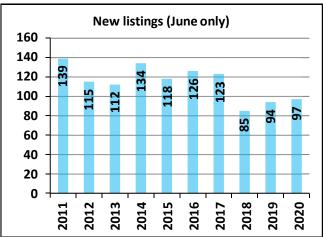
<sup>&</sup>lt;sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

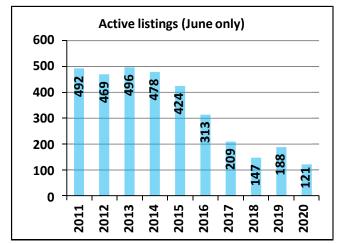
<sup>&</sup>lt;sup>5</sup> Average active listings from January to current month / average sales from January to current month

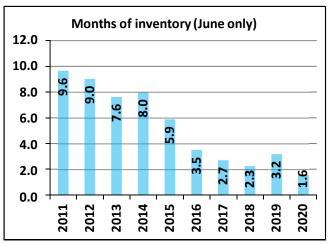
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

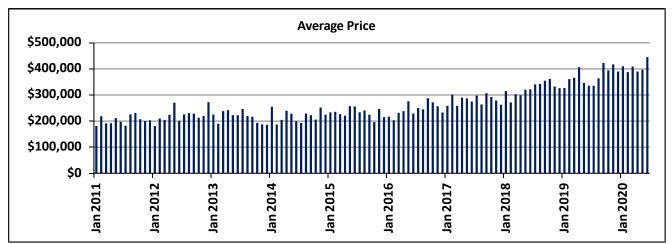
# **Elgin County**



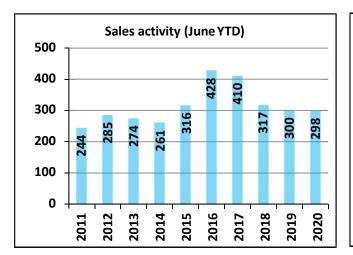




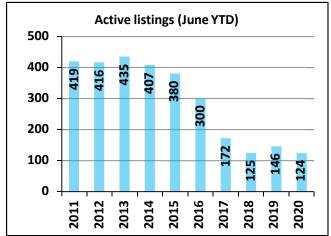




# **Elgin County**









# **Elgin County**

		Compared to <sup>6</sup>								
Actual	June 2020	1 year ago	2 years	3 years	5 years	7 years	10 years			
7101441	June 2020	i your ago	ago	ago	ago	ago	ago			
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010			
Sales Activity	77	30.5	18.5	0.0	6.9	18.5	48.1			
Dollar Volume	\$34,281,922	73.1	63.9	62.0	86.0	137.5	233.0			
New Listings	97	3.2	14.1	-21.1	-17.8	-13.4	-17.1			
Active Listings	121	-35.6	-17.7	-42.1	-71.5	-75.6	-74.4			
Sales to New Listings Ratio <sup>1</sup>	79.4	62.8	76.5	62.6	61.0	58.0	44.4			
Months of Inventory <sup>2</sup>	1.6	3.2	2.3	2.7	5.9	7.6	9.1			
Average Price	\$445,220	32.6	38.4	62.0	73.9	100.5	124.9			

		Compared to <sup>6</sup>								
Year-to-date		1 year ago	2 years	3 years	5 years	7 years	10 years			
	June 2020	i your ago	ago	ago	ago	ago	ago			
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010			
		YTD	YTD	YTD	YTD	YTD	YTD			
Sales Activity	298	-0.7	-6.0	-27.3	-5.7	8.8	-5.1			
Dollar Volume	\$122,489,652	13.9	25.9	7.2	61.0	99.6	98.4			
New Listings	430	-14.2	1.2	-24.2	-33.3	-43.4	-43.6			
Active Listings <sup>3</sup>	124	-15.1	-0.8	-27.9	-67.4	-71.5	-72.4			
Sales to New Listings Ratio <sup>4</sup>	69.3	59.9	74.6	72.3	49.0	36.1	41.2			
Months of Inventory⁵	2.5	2.9	2.4	2.5	7.2	9.5	8.6			
Average Price	\$411,039	14.7	34.0	47.5	70.8	83.5	109.1			

<sup>&</sup>lt;sup>1</sup>Sales / new listings \* 100

<sup>&</sup>lt;sup>2</sup> Active listings at month end / monthly sales

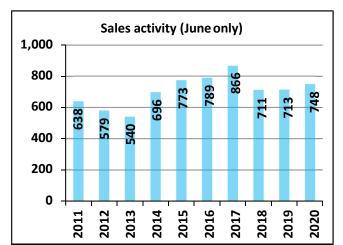
<sup>&</sup>lt;sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>&</sup>lt;sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

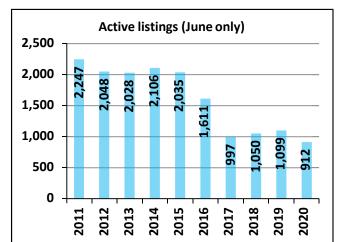
<sup>&</sup>lt;sup>5</sup> Average active listings from January to current month / average sales from January to current month

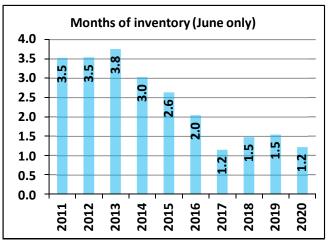
 $<sup>^{6}</sup>$  Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

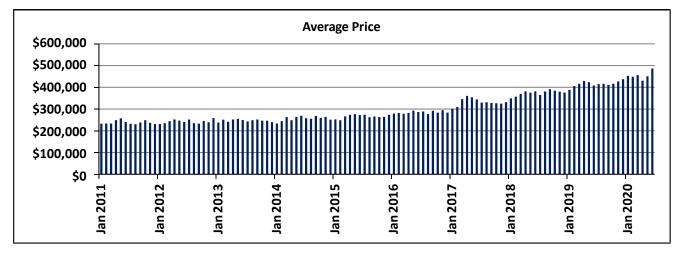
#### London



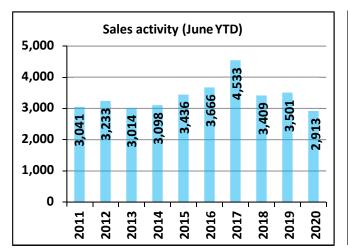


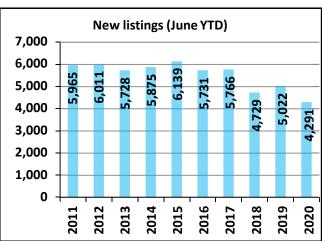


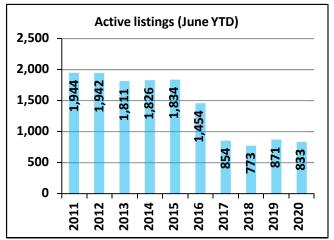


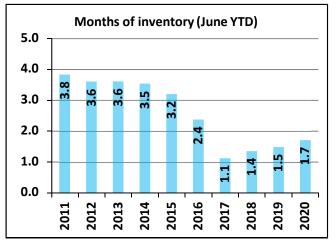


#### London









#### London

		Compared to <sup>6</sup>								
Actual	June 2020	1 year ago	2 years	3 years	5 years	7 years	10 years			
7.00.001	June 2020	i your ago	ago	ago	ago	ago	ago			
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010			
Sales Activity	748	4.9	5.2	-13.6	-3.2	38.5	27.6			
Dollar Volume	\$363,806,122	25.1	34.2	22.2	73.0	170.1	174.2			
New Listings	1,015	4.7	1.9	-12.7	-12.8	14.6	5.2			
Active Listings	912	-17.0	-13.1	-8.5	-55.2	-55.0	-54.1			
Sales to New Listings Ratio <sup>1</sup>	73.7	73.6	71.4	74.5	66.4	60.9	60.7			
Months of Inventory <sup>2</sup>	1.2	1.5	1.5	1.2	2.6	3.8	3.4			
Average Price	\$486,372	19.3	27.5	41.5	78.8	95.0	114.8			

		Compared to <sup>6</sup>								
Year-to-date		1 year ago	2 years	3 years	5 years	7 years	10 years			
	June 2020	i your ago	ago	ago	ago	ago	ago			
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010			
		YTD	YTD	YTD	YTD	YTD	YTD			
Sales Activity	2,913	-16.8	-14.5	-35.7	-15.2	-3.4	-12.7			
Dollar Volume	\$1,336,159,145	-8.0	5.3	-13.8	45.2	78.1	71.6			
New Listings	4,291	-14.6	-9.3	-25.6	-30.1	-25.1	-26.5			
Active Listings <sup>3</sup>	833	-4.4	7.8	-2.5	-54.6	-54.0	-50.9			
Sales to New Listings Ratio <sup>4</sup>	67.9	69.7	72.1	78.6	56.0	52.6	57.2			
Months of Inventory⁵	1.7	1.5	1.4	1.1	3.2	3.6	3.1			
Average Price	\$458,688	10.6	23.2	34.1	71.3	84.3	96.6			

<sup>&</sup>lt;sup>1</sup> Sales / new listings \* 100

<sup>&</sup>lt;sup>2</sup> Active listings at month end / monthly sales

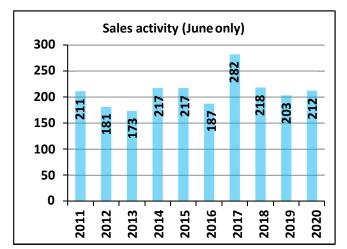
<sup>&</sup>lt;sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

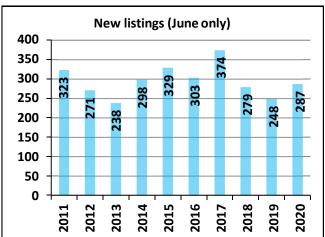
<sup>&</sup>lt;sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

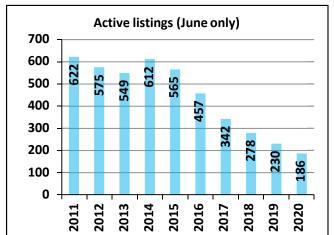
<sup>&</sup>lt;sup>5</sup> Average active listings from January to current month / average sales from January to current month

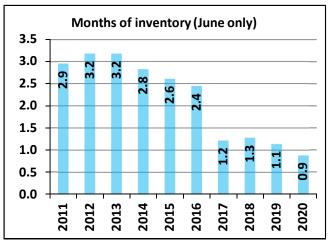
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

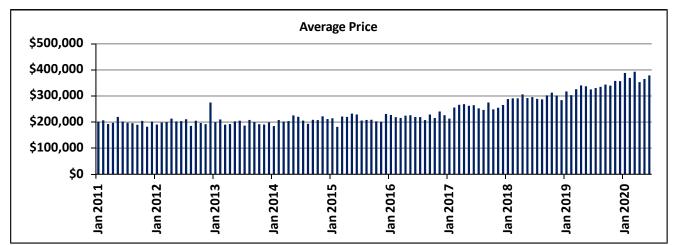
#### **London East**



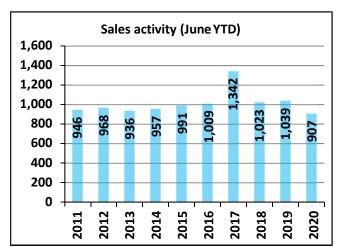


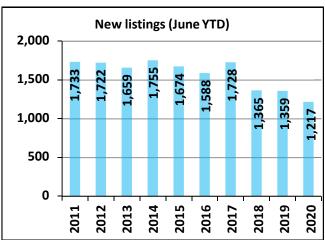


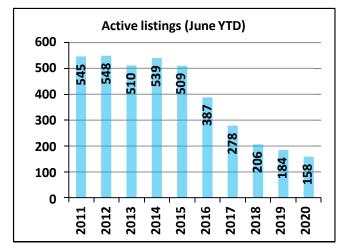


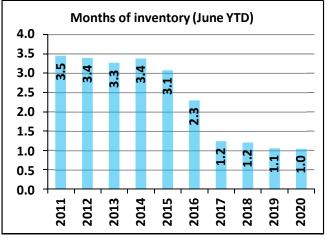


#### **London East**









#### **London East**

		Compared to <sup>6</sup>								
Actual	June 2020	1 year ago	2 years	3 years	5 years	7 years	10 years			
7101441	June 2020	i your ago	ago	ago	ago	ago	ago			
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010			
Sales Activity	212	4.4	-2.8	-24.8	-2.3	22.5	7.6			
Dollar Volume	\$80,322,466	21.6	24.6	7.6	61.7	126.1	120.5			
New Listings	287	15.7	2.9	-23.3	-12.8	20.6	-1.7			
Active Listings	186	-19.1	-33.1	-45.6	-67.1	-66.1	-67.8			
Sales to New Listings Ratio <sup>1</sup>	73.9	81.9	78.1	75.4	66.0	72.7	67.5			
Months of Inventory <sup>2</sup>	0.9	1.1	1.3	1.2	2.6	3.2	2.9			
Average Price	\$378,880	16.5	28.2	43.2	65.6	84.5	104.9			

		Compared to <sup>6</sup>								
Year-to-date		1 year ago	2 years	3 years	5 years	7 years	10 years			
	June 2020	i year ago	ago	ago	ago	ago	ago			
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010			
		YTD	YTD	YTD	YTD	YTD	YTD			
Sales Activity	907	-12.7	-11.3	-32.4	-8.5	-3.1	-8.5			
Dollar Volume	\$341,679,073	0.2	13.4	-1.9	56.8	82.8	79.2			
New Listings	1,217	-10.4	-10.8	-29.6	-27.3	-26.6	-29.9			
Active Listings <sup>3</sup>	158	-14.1	-23.3	-43.2	-69.0	-69.0	-67.1			
Sales to New Listings Ratio <sup>4</sup>	74.5	76.5	74.9	77.7	59.2	56.4	57.1			
Months of Inventory⁵	1.0	1.1	1.2	1.2	3.1	3.3	2.9			
Average Price	\$376,713	14.8	27.9	45.2	71.3	88.7	95.8			

<sup>&</sup>lt;sup>1</sup>Sales / new listings \* 100

<sup>&</sup>lt;sup>2</sup> Active listings at month end / monthly sales

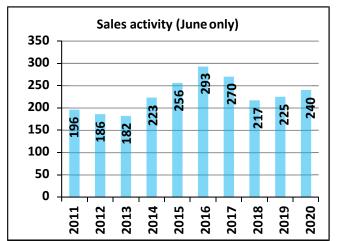
<sup>&</sup>lt;sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>&</sup>lt;sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

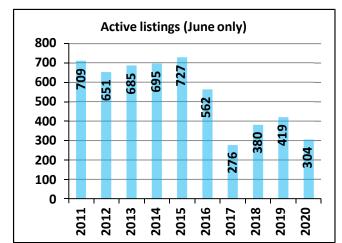
<sup>&</sup>lt;sup>5</sup> Average active listings from January to current month / average sales from January to current month

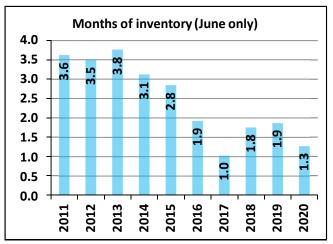
 $<sup>^{6}</sup>$  Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

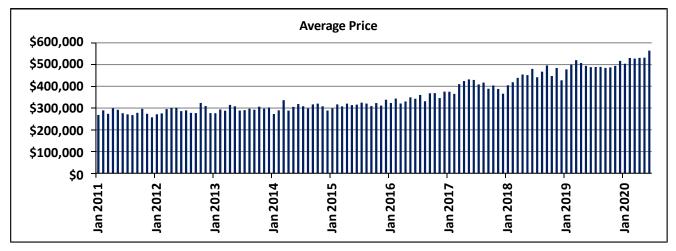
#### **London North**



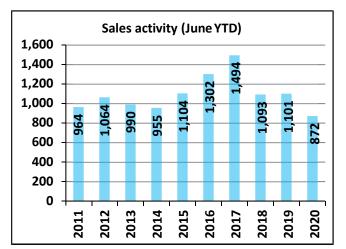


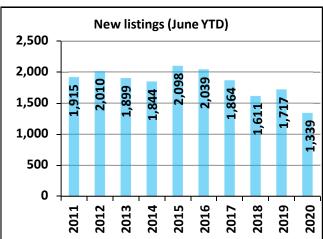


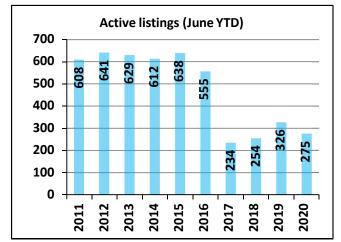


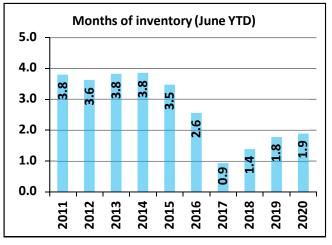


#### **London North**









#### **London North**

				Compared to <sup>6</sup>								
Actual	June 2020	1 year ago	2 years	3 years	5 years	7 years	10 years					
Notaai	June 2020	i your ago	ago	ago	ago	ago	ago					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010					
Sales Activity	240	6.7	10.6	-11.1	-6.3	31.9	49.1					
Dollar Volume	\$135,349,573	23.3	30.0	16.8	67.5	157.9	199.8					
New Listings	314	-2.5	-12.8	-16.5	-21.7	3.3	5.4					
Active Listings	304	-27.4	-20.0	10.1	-58.2	-55.6	-51.1					
Sales to New Listings Ratio <sup>1</sup>	76.4	69.9	60.3	71.8	63.8	59.9	54.0					
Months of Inventory <sup>2</sup>	1.3	1.9	1.8	1.0	2.8	3.8	3.9					
Average Price	\$563,957	15.6	17.5	31.4	78.6	95.5	101.1					

		Compared to <sup>6</sup>								
Year-to-date		1 year ago	2 years	3 years	5 years	7 years	10 years			
	June 2020	i your ago	ago	ago	ago	ago	ago			
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010			
		YTD	YTD	YTD	YTD	YTD	YTD			
Sales Activity	872	-20.8	-20.2	-41.6	-21.0	-11.9	-13.3			
Dollar Volume	\$467,128,246	-14.9	-4.7	-24.3	35.1	58.9	68.8			
New Listings	1,339	-22.0	-16.9	-28.2	-36.2	-29.5	-25.2			
Active Listings <sup>3</sup>	275	-15.6	8.3	17.5	-56.9	-56.3	-47.2			
Sales to New Listings Ratio <sup>4</sup>	65.1	64.1	67.8	80.2	52.6	52.1	56.2			
Months of Inventory⁵	1.9	1.8	1.4	0.9	3.5	3.8	3.1			
Average Price	\$535,698	7.4	19.5	29.7	71.0	80.4	94.7			

<sup>&</sup>lt;sup>1</sup>Sales / new listings \* 100

<sup>&</sup>lt;sup>2</sup> Active listings at month end / monthly sales

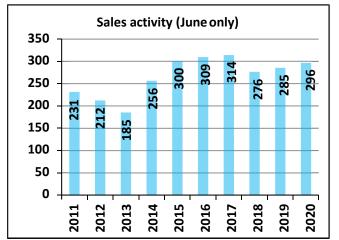
<sup>&</sup>lt;sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

 $<sup>^4</sup>$  Sum of sales from January to current month / sum of new listings from January to current month

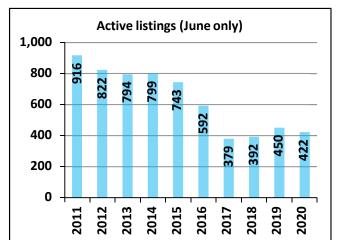
<sup>&</sup>lt;sup>5</sup> Average active listings from January to current month / average sales from January to current month

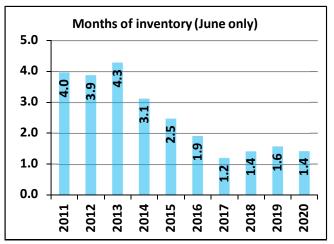
 $<sup>^{6}</sup>$  Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

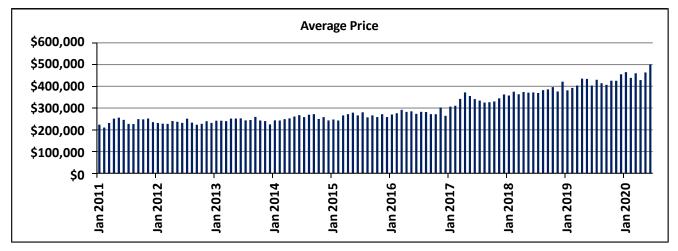
#### **London South**



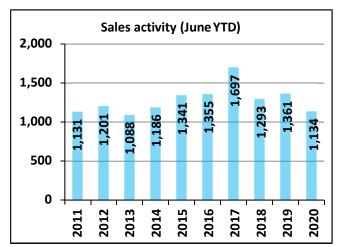


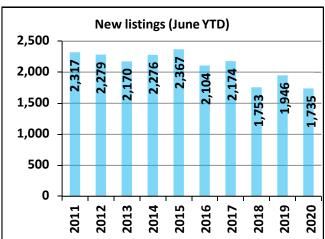


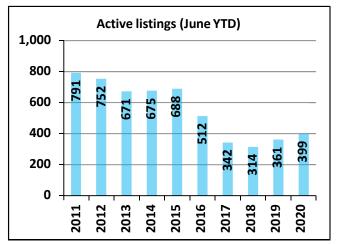


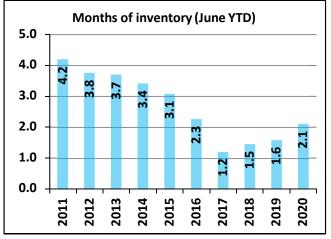


#### **London South**









#### **London South**

Actual		Compared to <sup>6</sup>							
	June 2020	1 year ago	2 years	3 years	5 years	7 years	10 years		
Notaai	June 2020	i your ago	ago	ago	ago	ago	ago		
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010		
Sales Activity	296	3.9	7.2	-5.7	-1.3	60.0	29.8		
Dollar Volume	\$148,134,083	28.9	44.4	38.2	85.7	217.4	189.9		
New Listings	414	3.8	16.0	0.2	-4.6	20.3	10.4		
Active Listings	422	-6.2	7.7	11.3	-43.2	-46.9	-46.3		
Sales to New Listings Ratio <sup>1</sup>	71.5	71.4	77.3	76.0	69.1	53.8	60.8		
Months of Inventory <sup>2</sup>	1.4	1.6	1.4	1.2	2.5	4.3	3.4		
Average Price	\$500,453	24.1	34.6	46.6	88.2	98.3	123.3		

		Compared to <sup>6</sup>							
		1 year ago	2 years	3 years	5 years	7 years	10 years		
Year-to-date	June 2020	i your ago	ago	ago	ago	ago	ago		
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010		
		YTD	YTD	YTD	YTD	YTD	YTD		
Sales Activity	1,134	-16.7	-12.3	-33.2	-15.4	4.2	-15.4		
Dollar Volume	\$527,351,826	-6.3	10.3	-9.9	47.9	95.8	69.4		
New Listings	1,735	-10.8	-1.0	-20.2	-26.7	-20.0	-25.0		
Active Listings <sup>3</sup>	399	10.5	27.1	16.7	-42.0	-40.5	-42.8		
Sales to New Listings Ratio <sup>4</sup>	65.4	69.9	73.8	78.1	56.7	50.1	58.0		
Months of Inventory⁵	2.1	1.6	1.5	1.2	3.1	3.7	3.1		
Average Price	\$465,037	12.5	25.8	34.9	75.0	87.9	100.3		

<sup>&</sup>lt;sup>1</sup>Sales / new listings \* 100

<sup>&</sup>lt;sup>2</sup> Active listings at month end / monthly sales

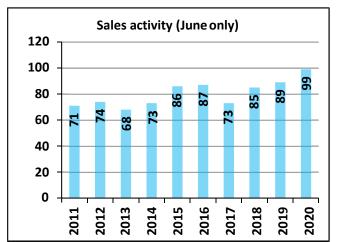
<sup>&</sup>lt;sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>&</sup>lt;sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

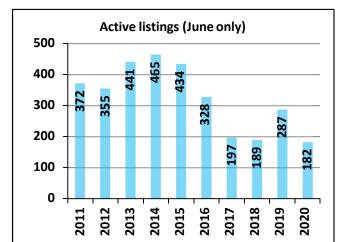
<sup>&</sup>lt;sup>5</sup> Average active listings from January to current month / average sales from January to current month

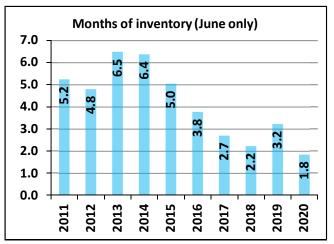
 $<sup>^{6}</sup>$  Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

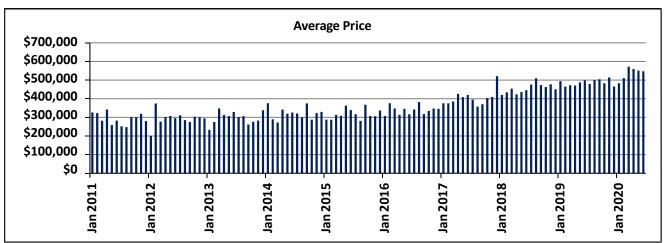
# **Middlesex County**



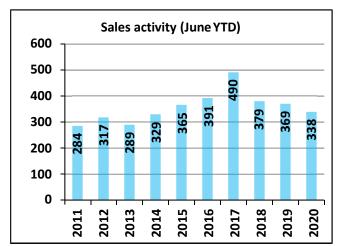


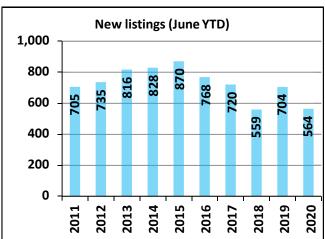


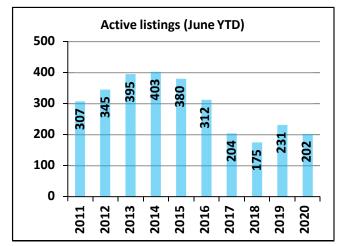


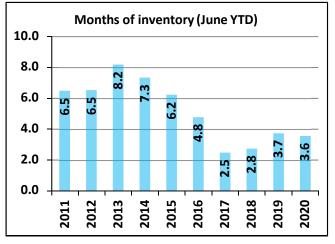


# **Middlesex County**









# **Middlesex County**

Actual		Compared to <sup>6</sup>							
	June 2020	1 year ago	2 years	3 years	5 years	7 years	10 years		
Notaai	Julie 2020	i your ago	ago	ago	ago	ago	ago		
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010		
Sales Activity	99	11.2	16.5	35.6	15.1	45.6	86.8		
Dollar Volume	\$54,196,919	22.1	43.0	76.7	85.9	142.4	290.9		
New Listings	121	-22.9	-0.8	17.5	-28.0	-14.8	2.5		
Active Listings	182	-36.6	-3.7	-7.6	-58.1	-58.7	-43.1		
Sales to New Listings Ratio <sup>1</sup>	81.8	56.7	69.7	70.9	51.2	47.9	44.9		
Months of Inventory <sup>2</sup>	1.8	3.2	2.2	2.7	5.0	6.5	6.0		
Average Price	\$547,444	9.8	22.8	30.3	61.5	66.5	109.3		

		Compared to <sup>6</sup>							
		1 year ago	2 years	3 years	5 years	7 years	10 years		
Year-to-date	June 2020	i your ago	ago	ago	ago	ago	ago		
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010		
		YTD	YTD	YTD	YTD	YTD	YTD		
Sales Activity	338	-8.4	-10.8	-31.0	-7.4	17.0	8.7		
Dollar Volume	\$181,778,782	2.0	9.9	-7.7	53.3	104.7	111.4		
New Listings	564	-19.9	0.9	-21.7	-35.2	-30.9	-14.5		
Active Listings <sup>3</sup>	202	-12.6	15.4	-1.0	-46.8	-48.9	-34.8		
Sales to New Listings Ratio <sup>4</sup>	59.9	52.4	67.8	68.1	42.0	35.4	47.1		
Months of Inventory⁵	3.6	3.7	2.8	2.5	6.2	8.2	6.0		
Average Price	\$537,807	11.4	23.2	33.9	65.6	75.0	94.5		

<sup>&</sup>lt;sup>1</sup>Sales / new listings \* 100

<sup>&</sup>lt;sup>2</sup> Active listings at month end / monthly sales

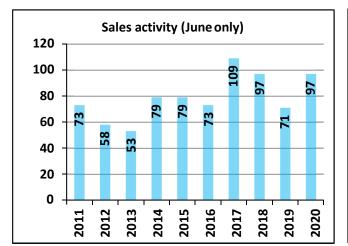
<sup>&</sup>lt;sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

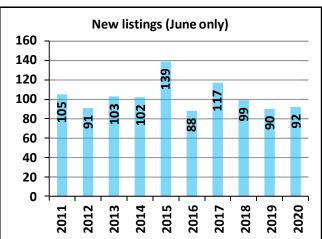
<sup>&</sup>lt;sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

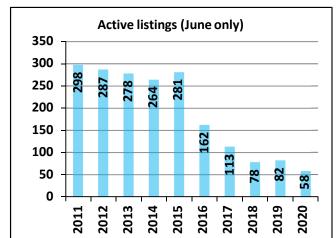
<sup>&</sup>lt;sup>5</sup> Average active listings from January to current month / average sales from January to current month

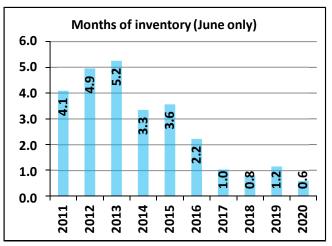
 $<sup>^{6}</sup>$  Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

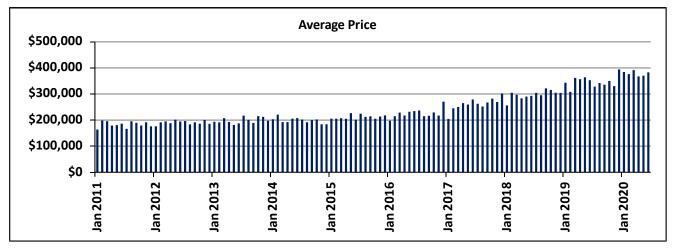
St. Thomas



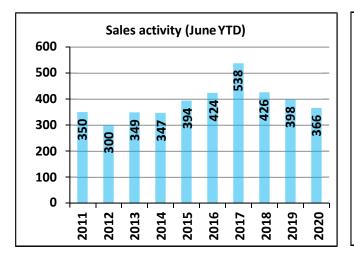


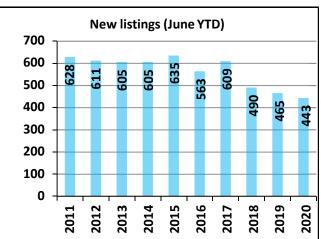


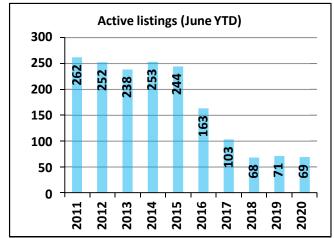


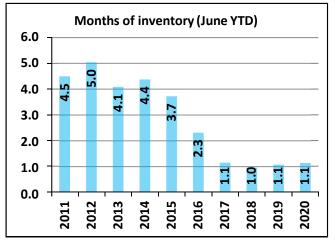


St. Thomas









#### St. Thomas

	Compared to <sup>6</sup>						
Actual	June 2020	1 year ago	2 years	3 years	5 years	7 years	10 years
7101441	June 2020	i your ago	ago	ago	ago	ago	ago
	[	June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	97	36.6	0.0	-11.0	22.8	83.0	59.0
Dollar Volume	\$37,137,638	48.2	30.8	22.1	133.3	274.2	220.1
New Listings	92	2.2	-7.1	-21.4	-33.8	-10.7	-17.1
Active Listings	58	-29.3	-25.6	-48.7	-79.4	-79.1	-75.6
Sales to New Listings Ratio <sup>1</sup>	105.4	78.9	98.0	93.2	56.8	51.5	55.0
Months of Inventory <sup>2</sup>	0.6	1.2	0.8	1.0	3.6	5.2	3.9
Average Price	\$382,862	8.5	30.8	37.2	90.0	104.4	101.3

		Compared to <sup>6</sup>							
		1 year ago	2 years	3 years	5 years	7 years	10 years		
Year-to-date	June 2020	i your ago	ago	ago	ago	ago	ago		
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010		
		YTD	YTD	YTD	YTD	YTD	YTD		
Sales Activity	366	-8.0	-14.1	-32.0	-7.1	4.9	1.4		
Dollar Volume	\$139,066,137	-0.5	12.7	1.1	68.6	108.4	109.8		
New Listings	443	-4.7	<b>-</b> 9.6	-27.3	-30.2	-26.8	-23.8		
Active Listings <sup>3</sup>	69	-2.8	1.5	-33.0	-71.7	-71.0	-70.0		
Sales to New Listings Ratio <sup>4</sup>	82.6	85.6	86.9	88.3	62.0	57.7	62.1		
Months of Inventory⁵	1.1	1.1	1.0	1.1	3.7	4.1	3.8		
Average Price	\$379,962	8.2	31.1	48.6	81.5	98.8	106.9		

<sup>&</sup>lt;sup>1</sup>Sales / new listings \* 100

<sup>&</sup>lt;sup>2</sup> Active listings at month end / monthly sales

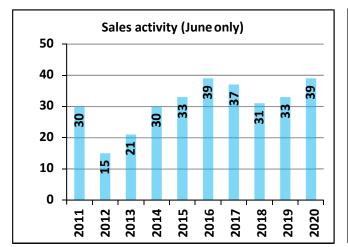
<sup>&</sup>lt;sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

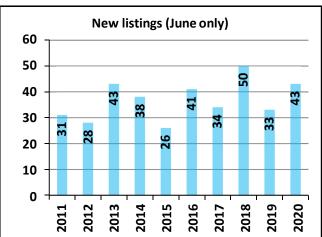
<sup>&</sup>lt;sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

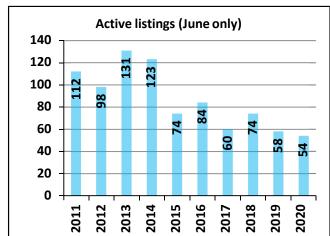
<sup>&</sup>lt;sup>5</sup> Average active listings from January to current month / average sales from January to current month

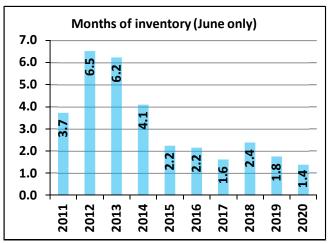
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

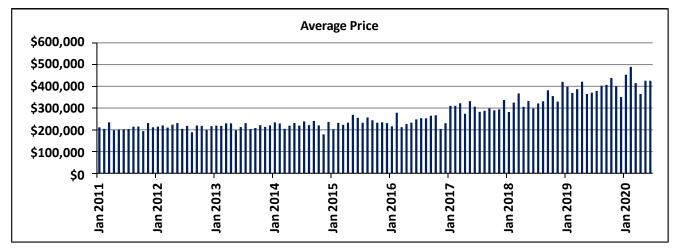
# **Strathroy**



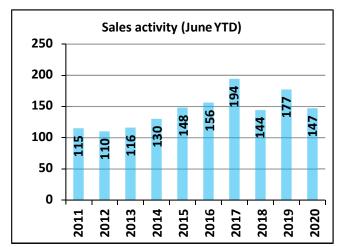


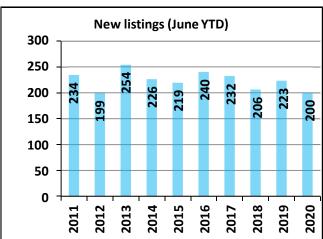


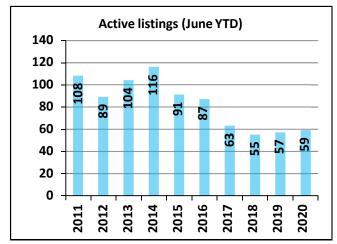




# **Strathroy**









# **Strathroy**

Actual		Compared to <sup>6</sup>							
	June 2020	1 year ago	2 years	3 years	5 years	7 years	10 years		
7.00.001	June 2020	i your ago	ago	ago	ago	ago	ago		
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010		
Sales Activity	39	18.2	25.8	5.4	18.2	85.7	116.7		
Dollar Volume	\$16,585,792	35.5	79.5	46.3	97.1	271.9	298.0		
New Listings	43	30.3	-14.0	26.5	65.4	0.0	16.2		
Active Listings	54	-6.9	-27.0	-10.0	-27.0	-58.8	-45.5		
Sales to New Listings Ratio <sup>1</sup>	90.7	100.0	62.0	108.8	126.9	48.8	48.6		
Months of Inventory <sup>2</sup>	1.4	1.8	2.4	1.6	2.2	6.2	5.5		
Average Price	\$425,277	14.7	42.7	38.8	66.8	100.3	83.7		

		Compared to <sup>6</sup>							
		1 year ago	2 years	3 years	5 years	7 years	10 years		
Year-to-date	June 2020	i your ago	ago	ago	ago	ago	ago		
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010		
		YTD	YTD	YTD	YTD	YTD	YTD		
Sales Activity	147	-16.9	2.1	-24.2	-0.7	26.7	22.5		
Dollar Volume	\$63,400,492	-6.8	38.7	5.0	76.4	151.6	154.4		
New Listings	200	-10.3	-2.9	-13.8	-8.7	-21.3	-0.5		
Active Listings <sup>3</sup>	59	3.5	7.3	-6.3	-35.2	-43.3	-33.0		
Sales to New Listings Ratio <sup>4</sup>	73.5	79.4	69.9	83.6	67.6	45.7	59.7		
Months of Inventory⁵	2.4	1.9	2.3	1.9	3.7	5.4	4.4		
Average Price	\$431,296	12.3	35.9	38.5	77.6	98.5	107.7		

<sup>&</sup>lt;sup>1</sup>Sales / new listings \* 100

<sup>&</sup>lt;sup>2</sup> Active listings at month end / monthly sales

<sup>&</sup>lt;sup>3</sup> 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

<sup>&</sup>lt;sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<sup>&</sup>lt;sup>5</sup> Average active listings from January to current month / average sales from January to current month

 $<sup>^{6}</sup>$  Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# Contact Me To Talk More

If you have any additional questions or concerns about buying, selling or investing or what you have read here, please give me a call. After all, it's about Helping You Create Your Lifestyle.



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