

APRIL 2020 STATISTICAL MARKET REPORT





APRIL STATS REPORT – MARKET ACTIVITY SUMMARY

According to the May 8 LSTAR (London & St. Thomas Association of Realtors Data local home sales of all types and styles of property decreased from 935 in April 2019 to 407 in April 2020 or by 47.14 % across the region as the COVID-19 pandemic and the social distancing rules came into force.

Although this slowed the momentum, 2020 is still shaping up to be another record year for Regional Market Activity with the Average Sale price increasing a modest 3.02 % to \$427,289 during the same period.

According to Blair Campbell, President of LSTAR, sales volume was one of the lowest for April since the Association started tracking data back in 1978. He went on to say that however when analyzing these figures, one has to take into account a few facts: at the beginning of April, the Government of Ontario prohibited open houses, many Sellers decided to postpone putting their properties on the market and many REALTORS® stopped trading in order to protect their families and their clients. Now, with the provincial Government planning to re-open the economy, we are expecting that, once that happens, the local markets will start to gradually recover.

When we look at the Year-To-Date performance, we see that the Average Sale Price increased by 11.14% compared to a year ago, while the average days to sell went from 36 days in 2019 to 30 days in 2020.

Have a look at the following charts for a more detailed analysis of the Region.



APRIL MONTH-OVER-MONTH 2020/2019

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/SAL	SALES TO NEW LISTING RATIO	# OF ACTIVE LISTINGS	# OF NEW LISTINGS	# OF SOLD LISTINGS	AVERAGE SALE PRICE	AVERAGE DAYS TO SELL
April 30, 2020	ELGIN COUNTY	6.7	70.83%	228	48	34	\$ 390,959	40
	EAST LONDON	4.3	68.75%	422	144	99	\$ 351,809	20
	NORTH LONDON	8.4	53.10%	644	145	77	\$ 528,134	23
	SOUTH LONDON	7.3	61.02%	784	177	108	\$ 423,167	18
	ENTIRE CITY OF LONDON	6.5	60.94%	1,850	466	284	\$ 434,370	20
	MIDDLESEX COUNTY	10.0	46.75%	359	77	36	\$ 552,768	30
	ST. THOMAS	4.6	71.19%	193	59	42	\$ 363,177	17
	STRATHROY	11.1	40.74%	122	27	11	\$ 395,173	18
REGIONAL TOTALS	6.8	60.12%	2,752	677	407	\$ 427,289	25	
April 30, 2019	ELGIN COUNTY	4.5	58.00%	263	100	58	\$ 407,733	30
	EAST LONDON	2.4	81.38%	479	247	201	\$ 326,702	15
	NORTH LONDON	3.4	67.14%	804	350	235	\$ 504,846	24
	SOUTH LONDON	3.3	67.75%	833	369	250	\$ 431,042	20
	ENTIRE CITY OF LONDON	3.1	71.01%	2,116	966	686	\$ 420,863	20
	MIDDLESEX COUNTY	5.3	57.46%	410	134	77	\$ 471,809	40
	ST. THOMAS	2.3	96.55%	196	87	84	\$ 355,747	18
	STRATHROY	4.4	55.56%	132	54	30	\$ 417,620	39
REGIONAL TOTALS	3.3	69.72%	3,117	1,341	935	\$ 414,754	29	
% COMPARABLE CHANGE YEAR OVER YEAR 2020 - 2019								
CHANGE 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
Apr-20	ELGIN COUNTY	47.89%	22.13%	-13.31%	-52.00%	-41.38%	-4.11%	33.33%
	EAST LONDON	78.87%	-15.52%	-11.90%	-41.70%	-50.75%	7.68%	33.33%
	NORTH LONDON	144.46%	-20.91%	-19.90%	-58.57%	-67.23%	4.61%	-4.17%
	SOUTH LONDON	117.86%	-9.94%	-5.88%	-52.03%	-56.80%	-1.83%	-10.00%
To	ENTIRE CITY OF LONDON	111.18%	-14.18%	-12.57%	-51.76%	-58.60%	3.21%	3.39%
Apr-19	MIDDLESEX COUNTY	87.28%	-18.64%	-12.44%	-42.54%	-53.25%	17.16%	-25.00%
	ST. THOMAS	96.94%	-26.27%	-1.53%	-32.18%	-50.00%	2.09%	-5.56%
	STRATHROY	152.07%	-26.67%	-7.58%	-50.00%	-63.33%	-5.37%	-53.85%
	REGIONAL TOTALS	102.83%	-13.78%	-11.71%	-49.52%	-56.47%	3.02%	-14.55%

APRIL / MARCH 2020

PREVIOUS MONTH COMPARISON 2020 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
APR. 2020	ELGIN COUNTY	6.7	70.83%	228	48	34	\$ 390,959	40
	EAST LONDON	4.3	68.75%	422	144	99	\$ 351,809	20
	NORTH LONDON	8.4	53.10%	644	145	77	\$ 528,134	23
	SOUTH LONDON	7.3	61.02%	784	177	108	\$ 423,167	18
	ENTIRE CITY OF LONDON	6.5	60.94%	1,850	466	284	\$ 434,370	20
	MIDDLESEX COUNTY	10.0	46.75%	359	77	36	\$ 552,768	30
	ST. THOMAS	4.6	71.19%	193	59	42	\$ 363,177	17
	STRATHROY	11.1	40.74%	122	27	11	\$ 395,173	18
REGIONAL TOTALS	6.8	60.12%	2,752	677	407	\$ 427,289	25	
MAR. 2020	ELGIN COUNTY	4.6	60.71%	234	84	51	\$ 407,694	28
	EAST LONDON	2.5	81.67%	434	240	196	\$ 380,211	13
	NORTH LONDON	3.6	56.60%	653	288	163	\$ 522,385	17
	SOUTH LONDON	3.5	67.40%	836	319	215	\$ 455,282	19
	ENTIRE CITY OF LONDON	3.2	67.77%	1,923	847	574	\$ 452,626	16
	MIDDLESEX COUNTY	6.5	47.22%	362	108	51	\$ 571,715	28
	ST. THOMAS	2.6	87.18%	189	78	68	\$ 394,294	20
	STRATHROY	4.0	76.47%	114	34	26	\$ 413,550	26
REGIONAL TOTALS	3.7	66.90%	2,822	1,151	770	\$ 447,976	24	
% COMPARABLE CHANGE PREVIOUS MONTH ALL RESIDENTIAL								
CHANGE 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
Apr-20	ELGIN COUNTY	46.10%	16.67%	-2.56%	-42.86%	-33.33%	-4.10%	42.86%
	EAST LONDON	69.48%	-15.82%	-2.76%	-40.00%	-49.49%	-7.47%	53.85%
	NORTH LONDON	131.64%	-6.17%	-1.38%	-49.65%	-52.76%	1.10%	35.29%
	SOUTH LONDON	108.99%	-9.47%	-6.22%	-44.51%	-49.77%	-7.05%	-5.26%
TO	ENTIRE CITY OF LONDON	100.87%	-10.07%	-3.80%	-44.98%	-50.52%	-4.03%	24.49%
	MIDDLESEX COUNTY	52.74%	-0.99%	-0.83%	-28.70%	-29.41%	-3.31%	7.14%
Mar-20	ST. THOMAS	75.37%	-18.34%	2.12%	-24.36%	-38.24%	-7.89%	-15.00%
	STRATHROY	179.31%	-46.72%	7.02%	-20.59%	-57.69%	-4.44%	-30.77%
	REGIONAL TOTALS	84.50%	-10.14%	-2.48%	-41.18%	-47.14%	-4.62%	5.92%



AS AT APRIL 30 YEAR TO DATE 2020/2019

YEAR TO DATE 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 LISTING RATIO	# OF ACTIVE LISTINGS	# OF NEW LISTINGS	# OF SOLD LISTINGS	AVERAGE SALE PRICE	AVERAGE DAYS TO SELL
JAN. 1, 2020 TO APR. 30, 2019	ELGIN COUNTY	6.7	70.83%	850	259	172	402,339	37.5
	EAST LONDON	4.3	68.75%	1,397	725	536	364,664	73.0
	NORTH LONDON	8.4	53.10%	2,272	830	513	522,282	24.3
	SOUTH LONDON	7.3	61.02%	2,911	1,023	643	442,794	22.5
	ENTIRE CITY OF LONDON	6.5	60.94%	6,580	2,578	1,692	443,247	21.7
	MIDDLESEX COUNTY	10.0	46.75%	1,365	357	181	530,873	33.5
	ST. THOMAS	4.6	71.19%	675	281	216	380,090	23.3
	STRATHROY	11.1	40.74%	429	136	73	441,052	34.0
	REGIONAL TOTALS	4.2	64.64%	9,899	3,611	2,334	\$ 439,520	30
JAN. 1, 2019 TO APR. 30, 2019	ELGIN COUNTY	4.6	60.75%	817	293	178	366,450	42.0
	EAST LONDON	2.5	77.76%	1,416	724	563	308,462	18.0
	NORTH LONDON	3.6	64.20%	2,318	1,000	642	490,742	25.3
	SOUTH LONDON	3.5	68.61%	2,619	1,099	754	401,340	19.8
	ENTIRE CITY OF LONDON	3.2	69.39%	6,353	2,823	1,959	400,181	21.0
	MIDDLESEX COUNTY	6.5	50.24%	1,358	414	208	479,355	41.0
	ST. THOMAS	2.6	87.45%	621	271	237	337,720	32.3
	STRATHROY	4.0	70.07%	409	147	103	393,609	44.3
	REGIONAL TOTALS	3.6	68.01%	9,558	3,948	2,685	\$ 395,463	36
% COMPARABLE CHANGE YEAR TO DATE 2020 - 2019								
CHANGE 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
JAN - APR 2020 TO JAN - APR. 2019	ELGIN COUNTY	46.10%	16.60%	4.04%	-11.60%	-3.37%	9.79%	-10.71%
	EAST LONDON	69.48%	-11.59%	-1.34%	0.14%	-4.80%	18.22%	305.56%
	NORTH LONDON	131.64%	-17.28%	-1.98%	-17.00%	-20.09%	6.43%	-3.96%
	SOUTH LONDON	108.99%	-11.06%	11.15%	-6.92%	-14.72%	10.33%	13.92%
	ENTIRE CITY OF LONDON	100.87%	-12.18%	3.57%	-8.68%	-13.63%	10.76%	3.17%
	MIDDLESEX COUNTY	52.74%	-6.94%	0.52%	-13.77%	-12.98%	10.75%	-18.29%
	ST. THOMAS	75.37%	-18.60%	8.70%	3.69%	-8.86%	12.55%	-27.91%
	STRATHROY	179.31%	-41.86%	4.89%	-7.48%	-29.13%	12.05%	-23.16%
	REGIONAL TOTALS	19.14%	-4.96%	3.57%	-8.54%	-13.07%	11.14%	-16.94%



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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