

News Release

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Second quarter home sales strong again

Last month 905 homes exchanged hands in the jurisdiction¹ of the London and St. Thomas Association of REALTORS® (LSTAR), bringing the total number of homes sold in the second quarter of 2008 to 2,768, down 9.8% over the second quarter of 2007. Sales in the first half of 2008 numbered 4,647 units, down 9.7% over the first six months of 2007. “It’s important to keep these figures in perspective,” advises Bruce Sworik, LSTAR President. “Not only was last year a record-breaker for overall home sales in our area, but sales in the second quarter of 2007 were the highest our Association has ever seen – and we have been keeping records since 1978. Yes, sales have eased compared to 2007, but if you take a look at the historical data it’s clear that sales activity is simply returning to more ‘normal’ levels after several run-up years. We’re still above average in terms of second quarter and year-to-date sales, so 2008 definitely remains on course to being another successful year for local real estate!”

The following table shows the number of second-quarter and year-to-date sales in LSTAR’s jurisdiction over the past ten years:

Residential Units Sold		
Year	Second Quarter	YTD (as of June 30)
2008	2,768	4,647
2007	3,069	5,144
2006	2,881	4,875
2005	2,858	4,714
2004	2,812	4,914
2003	2,548	4,358
2002	2,562	4,529
2001	2,318	3,859
2000	2,071	3,652
1999	2,168	3,623
Average	2,606	4,432

Year-to-date (as of June 30, 2008), the number of sales and average prices in LSTAR’s jurisdiction were:

Type	Units Sold	Average Price	\$\$ Increase from YTD 2007
Total Detached	3,702	\$228,251	5.1%
Total Condo	945	\$153,423	5.0%
Total Residential	4,647	\$213,034	5.1%

¹ The Association’s jurisdiction includes Middlesex and Elgin Counties.

Year-to-date, active listings are up 20.2% (21.6% for detached homes and 13.9% for condos) over the same period in 2007. They stand at 3,753. “By *active* listings we mean the number of listings which are active on the Multiple Listing Service® (MLS®) at the end of the recording period, in this case, June 30, 2008. This is our inventory,” explains Sworik. “As sales activity softens and active listings continue to rise, market conditions become more balanced – a trend that is currently being reflected here and around the country. This gives buyers an opportunity to view more homes before making a purchasing decision, but,” he cautions, “well-priced homes continue to sell quickly.”

In terms of house style, for the month of June:

House Style	Units Sold	Average Price
Two-Storey	197	\$296,593
Bungalow	132	\$176,498
Ranches	119	\$249,332
Townhouse Condo	93	\$150,524

Year-to-date, average prices across London² are:

Area	Type	2007 Average Sale Price* <small>*(January 1, 2007 – December 31, 2007)</small>	2008 YTD	%
North	Total Detached	\$271,384	\$278,814	2.7%
	Total Condo	\$182,644	\$192,863	5.6%
South	Total Detached	\$238,638	\$247,986	3.9%
	Total Condo	\$129,922	\$134,382	3.4%
East	Total Detached	\$181,727	\$188,892	3.9%
	Total Condo	\$139,974	\$138,858	-0.8%

Year-to-date, the average price of a home in the city of St. Thomas is \$183,680, up 14% over 2007.

“The selling price as compared to the listing price for total residential in LSTAR’s jurisdiction was 98% in June,” adds Sworik. “In other words, sellers got 98% of what they had asked for on average. This tells us that REALTORS® are doing a great job in appropriately pricing homes for the current market.”

According to the Canadian Real Estate Association’s Major Market Release for May (the most current available), the average price January 1, 2008 – May 31, 2008 year to date for:

- **London and St. Thomas was \$213,168;**
- Calgary was \$415,514;
- Durham Region was \$272,436;
- Edmonton was \$338,611;
- Hamilton-Burlington and District was \$285,294;
- Kitchener-Waterloo was \$266,243;
- Ottawa was \$291,639;
- St. Catharines & District was \$221,529;
- Toronto was \$388,941; and
- Greater Vancouver was \$615,613.

The London and St. Thomas Association of REALTORS® is a professional organization committed to serving the real estate needs of the community and to providing its Members with the services and education required to promote excellence, knowledge and a high standard of ethics and business practices. The Association’s jurisdiction includes Middlesex and Elgin Counties, home to nearly 500,000 residents. The Multiple Listing Service® (MLS®) is a cooperative marketing system used only by Canada’s real estate boards and associations to ensure maximum exposure of properties for sale. All of LSTAR’s listings may be found on the World Wide Web at www.realtor.ca.

² For MLS® purposes, London is divided into three sectors, as determined by the Thames River: North, South, and East. There is no “West London”.