

News Release

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August sales reflect national trend

Last month a total of 627 homes exchanged hands, down 16.1% from the previous year, making August 2010 the third consecutive month in which the decline in market activity forecast by the Canadian Real Estate Association (CREA) and Canada Mortgage and Housing Corporation (CMHC) continued to erode the gains made last year. Erode but not erase: Year to Date home sales in the jurisdiction of the London and St. Thomas Association of REALTORS® still tops those of last year by 5.2%.

“We absolutely knew this was going to happen,” explains Richard Thyssen, President of the London and St. Thomas Association of REALTORS®. “Last year’s bounty was the direct result of meeting pent-up demand on the way out of a downturn. It’s what happens under those circumstances. The fact is that the ten year average for home sales in August is 750.”

Year	August Sales
2010	627
2009	747
2008	762
2007	871
2006	832
2005	894
2004	781
2003	672
2002	695
2001	673
2000	570

“The good news is that we continue to see modest gains in house prices month over month,” says Thyssen. “That’s a sure sign that our market is in recovery.” The average price for a home Year to Date now stands at \$227,794, 7% higher than last year at this time.

Year	Average Price Total Residential
2010 YTD	\$227,794
2009	\$213,402
2008	\$210,888
2007	\$202,256
2006	\$188,942
2005	\$178,058
2004	\$166,138
2003	\$152,586
2002	\$142,106
2001	\$136,636

This month, as in previous months and years, homes in LSTAR's jurisdiction maintain their affordability compared to other major Ontario and Canadian centers. According to the CREA's Major Market MLS® Statistical Survey for July 2010 (the most current available), the average price year-to-date for:

- **London and St. Thomas -- \$227,794**
- Vancouver -- \$657,815
- Victoria -- \$496,943
- Toronto --\$420,455
- Calgary -- \$402,809
- Edmonton -- \$329,731
- Ottawa -- \$322,342
- Hamilton --\$ 309,293
- Durham -- \$295,445
- Kitchener-Waterloo -- \$292,032
- St. Catharines -- \$243,353

House Style	Units Sold	Average Price
2 storey	129	\$316,412
Bungalow	110	\$173,406
Ranches	85	\$267,761
Townhouse Condo	57	\$155,670

The best-selling house style in LSTAR's jurisdiction for the month of August was the two-storey, followed by the bungalow, the ranch and the townhouse condo.

Here is a summary of last month's sales activity.

Type	Units Sold	Average Price	% Change from August 2009
Total Detached	509	\$ 236,171	5.6%
Total Condo	118	\$ 169,114	1.6%
Total Residential	627	\$ 223,551	5.2%

Home sales in London's Sister City of St. Thomas numbered 55, a decline of 26.7% from last August. However, St. Thomas sales are up 15.9% for the year. The average price of a home in St. Thomas Year to Date stands at \$184,652, up 0.6% over last year.

According to a recent study prepared for the Canadian Real Estate Association by Altus Group Economic Consulting in Toronto, a total of \$46,400 in ancillary expenditure is generated by the average housing transaction in Canada over a period of three years from the date of purchase. "That means that this month's sales will generate \$29,192,800.00 of economic activity over the next few years," says Thyssen. "What comes around goes around."

The London and St. Thomas Association of REALTORS® (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. As members of the Canadian Real Estate Association, LSTAR members may use the REALTOR® trademark, which identifies them as real estate professionals who subscribe to a strict code of ethics. The Association operates the local Multiple Listing Service® (MLS®) and provides ongoing professional education courses for its members. Advertisements of local MLS® property listings and information about the services provided by a REALTOR® can be found at www.REALTOR.ca. More information about LSTAR is available at www.lstar.ca.