

# LONDON PROPERTIES

# MARKET UPDATE

THE MOST TRUSTED NAME  
IN REAL ESTATE



**Number of Homes For Sale vs. Sold (Last Two Years)**

|          | Curnt vs. Prev Month |         |          | Curnt vs. Same Month 1 Yr Ago |         |          | Curnt vs. Same Qtr 1 Yr Ago |                    |          | Curnt vs. Same Month 2 Yrs Ago |         |          | Curnt vs. Same 12 Months 1 Yr Ago |                    |          |
|----------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|--------------------------------|---------|----------|-----------------------------------|--------------------|----------|
|          | Feb. 26              | Jan. 26 | % Change | Feb. 26                       | Feb. 25 | % Change | Dec. 25 to Feb. 26          | Dec. 24 to Feb. 25 | % Change | Feb. 26                        | Feb. 24 | % Change | Mar. 25 to Feb. 26                | Mar. 24 to Feb. 25 | % Change |
| For Sale | 2,288                | 2,254   | 1.5% ▲   | 2,288                         | 2,062   | 11% ▲    | 2,288                       | 2,062              | 11% ▲    | 2,288                          | 1,535   | 49.1% ▲  | 2,288                             | 2,062              | 11% ▲    |
| Sold     | 591                  | 484     | 22.1% ▲  | 591                           | 605     | -2.3% ▼  | 1,777                       | 1,835              | -3.2% ▼  | 591                            | 668     | -11.5% ▼ | 8,685                             | 9,009              | -3.6% ▼  |

|                                    | 2/24  | 3/24  | 4/24  | 5/24  | 6/24  | 7/24  | 8/24  | 9/24  | 10/24 | 11/24 | 12/24 | 1/25  | 2/25  | 3/25  | 4/25  | 5/25  | 6/25  | 7/25  | 8/25  | 9/25  | 10/25 | 11/25 | 12/25 | 1/26  | 2/26  |
|------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Date                               | 2/24  | 3/24  | 4/24  | 5/24  | 6/24  | 7/24  | 8/24  | 9/24  | 10/24 | 11/24 | 12/24 | 1/25  | 2/25  | 3/25  | 4/25  | 5/25  | 6/25  | 7/25  | 8/25  | 9/25  | 10/25 | 11/25 | 12/25 | 1/26  | 2/26  |
| For Sale                           | 1,535 | 1,528 | 1,703 | 1,784 | 1,927 | 1,999 | 2,101 | 2,217 | 2,204 | 2,165 | 1,964 | 2,040 | 2,062 | 2,105 | 2,258 | 2,474 | 2,615 | 2,646 | 2,586 | 2,556 | 2,588 | 2,466 | 2,251 | 2,254 | 2,288 |
| New Listing                        | 958   | 1,030 | 1,143 | 1,270 | 1,177 | 1,086 | 1,253 | 1,074 | 1,175 | 831   | 660   | 1,170 | 979   | 1,127 | 1,251 | 1,311 | 1,239 | 1,194 | 1,120 | 1,066 | 1,131 | 771   | 679   | 1,174 | 997   |
| Sold                               | 668   | 782   | 774   | 839   | 826   | 883   | 790   | 767   | 765   | 748   | 673   | 557   | 605   | 711   | 838   | 773   | 787   | 817   | 787   | 767   | 791   | 637   | 702   | 484   | 591   |
| Pended                             | 741   | 783   | 788   | 909   | 774   | 816   | 872   | 729   | 828   | 667   | 538   | 690   | 705   | 838   | 758   | 826   | 812   | 817   | 868   | 761   | 747   | 621   | 536   | 672   | 801   |
| Months of Inventory (Closed Sales) | 2.3   | 2     | 2.2   | 2.1   | 2.3   | 2.3   | 2.7   | 2.9   | 2.9   | 2.9   | 2.9   | 2.9   | 3.7   | 3.4   | 3     | 2.7   | 3.2   | 3.3   | 3.2   | 3.3   | 3.3   | 3.9   | 3.2   | 4.7   | 3.9   |
| Months of Inventory (Pended Sales) | 2.1   | 2     | 2.2   | 2     | 2.5   | 2.4   | 2.4   | 3     | 2.7   | 3.2   | 3.7   | 3     | 2.9   | 2.5   | 3     | 3     | 3.2   | 3.2   | 3     | 3.4   | 3.5   | 4     | 4.2   | 3.4   | 2.9   |
| Absorption Rate (Closed Sales) %   | 43.5  | 51.2  | 45.4  | 47    | 42.9  | 44.2  | 37.6  | 34.6  | 34.7  | 34.5  | 34.3  | 27.3  | 29.3  | 33.8  | 37.1  | 31.2  | 30.1  | 30.9  | 30.4  | 30    | 30.6  | 25.8  | 31.2  | 21.5  | 25.8  |
| Absorption Rate (Pended Sales) %   | 48.3  | 51.2  | 46.3  | 51    | 40.2  | 40.8  | 41.5  | 32.9  | 37.6  | 30.8  | 27.4  | 33.8  | 34.2  | 39.8  | 33.6  | 33.4  | 31.1  | 30.9  | 33.6  | 29.8  | 28.9  | 25.2  | 23.8  | 29.8  | 35    |
| Avg. Active Price                  | 572   | 582   | 584   | 589   | 584   | 574   | 566   | 561   | 563   | 559   | 550   | 534   | 546   | 567   | 567   | 563   | 554   | 568   | 548   | 548   | 542   | 536   | 532   | 526   | 538   |
| Avg. Sold Price                    | 420   | 434   | 437   | 451   | 466   | 445   | 451   | 447   | 447   | 460   | 439   | 472   | 452   | 455   | 466   | 459   | 461   | 466   | 469   | 474   | 460   | 456   | 440   | 462   | 460   |
| Avg. Sq. Ft. Price (Sold)          | 243   | 248   | 244   | 251   | 254   | 250   | 249   | 249   | 253   | 259   | 252   | 258   | 248   | 253   | 261   | 255   | 257   | 258   | 259   | 259   | 257   | 254   | 255   | 255   | 257   |
| Sold/List Diff. %                  | 99    | 99    | 99    | 99    | 99    | 99    | 99    | 99    | 98    | 99    | 98    | 99    | 99    | 99    | 99    | 99    | 98    | 98    | 98    | 98    | 98    | 99    | 98    | 98    | 99    |
| Sold/Orig LP Diff. %               | 98    | 98    | 98    | 98    | 98    | 98    | 97    | 97    | 97    | 97    | 96    | 97    | 97    | 97    | 97    | 97    | 96    | 96    | 96    | 96    | 96    | 96    | 96    | 96    | 97    |
| Avg Days on Market                 | 34    | 37    | 36    | 31    | 30    | 30    | 30    | 34    | 37    | 38    | 43    | 47    | 51    | 40    | 37    | 35    | 36    | 35    | 43    | 40    | 42    | 46    | 53    | 50    | 52    |
| Avg CDOM                           | 41    | 42    | 43    | 36    | 35    | 36    | 35    | 39    | 44    | 43    | 49    | 53    | 62    | 49    | 47    | 43    | 42    | 44    | 51    | 47    | 50    | 55    | 63    | 60    | 67    |
| Median Active Price                | 445   | 449   | 450   | 450   | 453   | 450   | 449   | 450   | 451   | 449   | 445   | 448   | 444   | 465   | 460   | 460   | 456   | 465   | 450   | 449   | 441   | 440   | 440   | 438   | 445   |
| Median Sold Price                  | 398   | 405   | 410   | 410   | 413   | 411   | 422   | 410   | 405   | 416   | 410   | 425   | 425   | 426   | 412   | 423   | 420   | 427   | 429   | 431   | 420   | 425   | 400   | 415   | 413   |