

President Natasha Huizinga’s Comments:

August 2018 monthly Dollar Sales for All Property Types was \$88,031,768 which is down by 6.5% from 2017, which was \$94,169,657. The monthly Dollar Sales for Residential Listings comes in with a healthy increase of 14.8% with the month-end number of \$82,583,368 for 2018 compared to \$71,926,057 for 2017.

Residential Sales in Units sold in August were relatively the same compared to last year, with 2018 showing 252 units sold compared to 253 units in 2017, reflecting a 0.4% decrease. The Average Sale Price for Residential listings increased 15.3% over last year, coming in at \$327,712 for 2018 and \$284,293 for 2017.

The 366 new Residential properties listed in August reflected a decrease of 4.9% over the 385 Residential listings that were new in August 2017. The total Active Residential Listings continues to follow the positive trend that started in March 2018, with 823 Active Residential listings compared to 784 listings in 2017, reflecting a 5.0% increase.

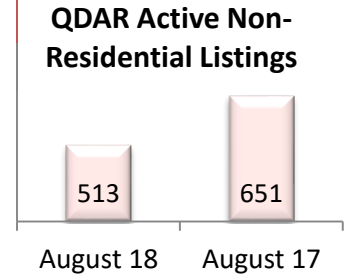
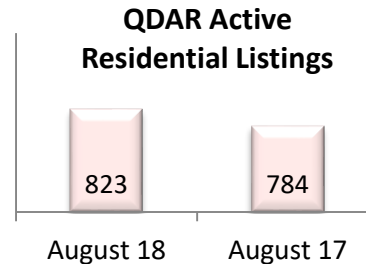
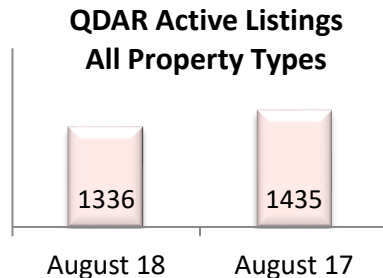
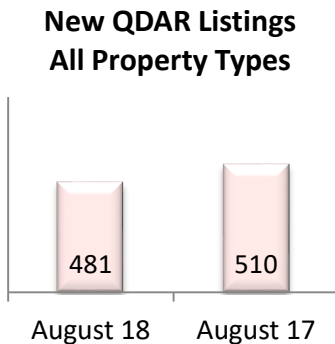
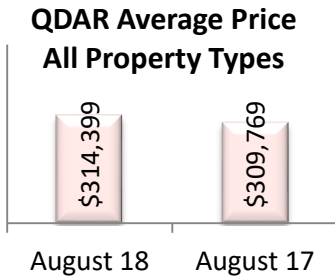
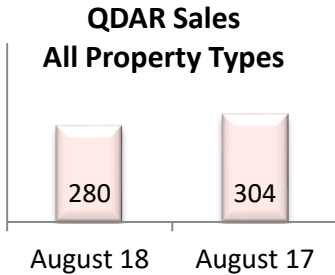
At the end of August 2018 the Residential months of inventory for the Quinte area came in at 3.3 months, below the national basis of 5.3 months, as reported for the end of July 2018, by the Canadian Real Estate Association (CREA). This low number indicates the local market continues to be very tight. The increased Residential listings as noted above will help improve the supply to demand ratio.

Economic/Mortgage Indicators

Prime Rate*	
August 2018	- 3.70%
Conventional Mortgage*	
1 year	- 3.49%
3 year	- 4.30%
5 year	- 5.34%

Sources and Notes:

*Bank of Canada, Rates for most recently completed month



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Residential Activity by Region

(Below figures reflect ONLY QDAR Listed Sales)

District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)			
Belleville Ward	52	\$283,500	46
Thurlow Ward	16	\$364,814	54
Brighton (Muni)			
Brighton (Town)	15	\$304,293	25
Brighton (Twp)	1	\$255,000	13
Centre Hastings (Muni)			
Huntingdon Ward	8	\$241,275	36
Madoc Ward	2	\$186,800	34
Cramahe (Twp)			
Colborne	0	\$0	0
North of Hwy 401 (Cramahe)	0	\$0	0
South of Hwy 401 (Cramahe)	0	\$0	0
Deseronto (Town)			
Deseronto (town)	1	\$160,000	36
Madoc (Twp)			
None	1	\$180,000	36
Marmorata & Lake (Twp)			
Lake Ward	0	\$0	0
Marmorata Ward	8	\$280,125	92

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Ameliasburg Ward	16	\$579,888	40
Athol Ward	3	\$324,667	69
Bloomfield Ward	1	\$740,000	7
Hallowell Ward	6	\$415,917	58
Hillier Ward	2	\$454,500	45
North Marysburg Ward	2	\$522,500	100
Picton Ward	11	\$424,930	39
Sophiasburg Ward	4	\$416,250	77
South Marysburg Ward	1	\$252,500	3
Wellington Ward	3	\$560,000	29
Quinte West (City)			
Frankford Ward	8	\$215,138	20
Sidney Ward	10	\$310,150	38
Trenton Ward	29	\$234,900	23
Murray Ward	17	\$399,947	46
Stirling-Rawdon (Twp)			
Rawdon Ward	1	\$219,900	12
Stirling Ward	8	\$277,413	28
Trent Hills			
Seymour	2	\$426,700	195
Tweed (Muni)			
Elzevir (Twp)	0	\$0	0
Hungerford (Twp)	6	\$325,333	48
Tweed (Village)	2	\$239,500	22
Tyendinaga			
Tyendinaga	7	\$277,957	54

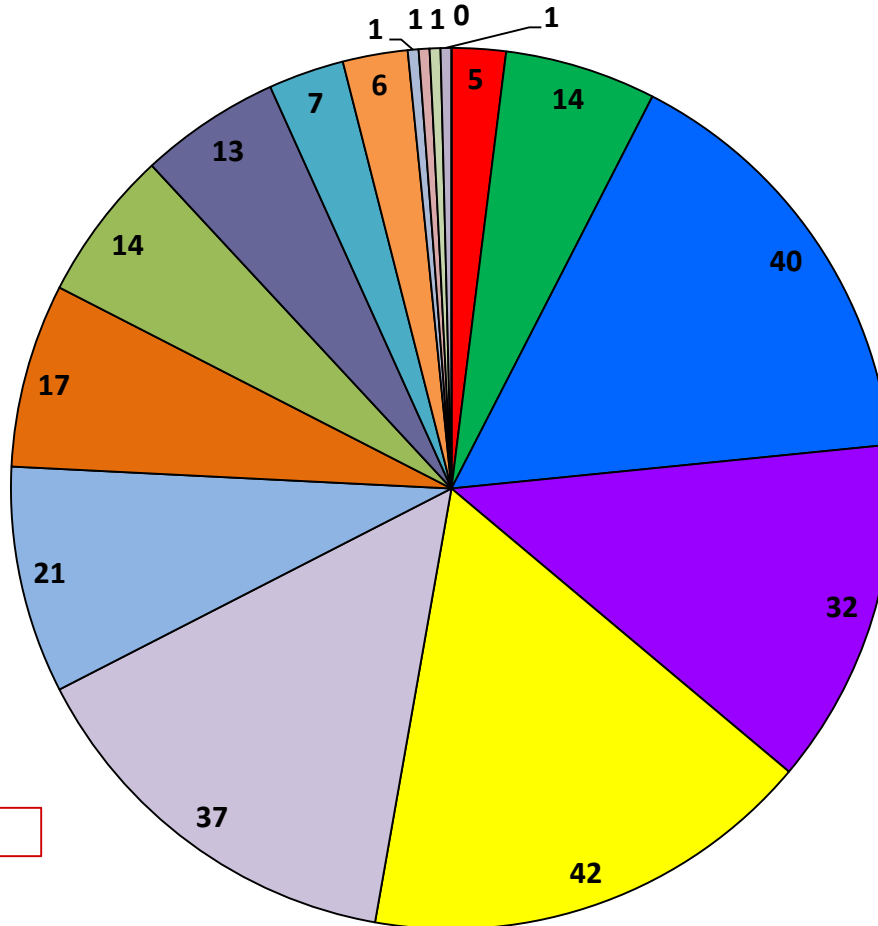
All Property Types Activity by Region

(Below figures reflect ONLY QDAR Listed Sales)

District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)			
Belleville Ward	80	\$306,083	36
Thurlow Ward	16	\$384,306	34
Brighton (Muni)			
Brighton (Town)	21	\$364,567	64
Brighton (Twp)	6	\$327,667	49
Centre Hastings (Muni)			
Huntingdon Ward	4	\$275,750	86
Madoc Ward	6	\$197,683	60
Cramahe (Twp)			
Colborne	1	\$456,723	34
North of Hwy 401 (Cramahe)	1	\$276,200	6
South of Hwy 401 (Cramahe)	0	\$0	0
Deseronto (Town)			
Deseronto (town)	4	\$167,250	41
Madoc (Twp)			
None	2	\$212,450	57
Marmora & Lake (Twp)			
Lake Ward	0	\$0	0
Marmora Ward	5	\$267,100	56

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Ameliasburg Ward	16	\$441,399	80
Athol Ward	2	\$265,000	10
Bloomfield Ward	2	\$180,000	20
Hallowell Ward	10	\$430,901	88
Hillier Ward	8	\$500,125	42
North Marysburg Ward	4	\$982,500	84
Picton Ward	6	\$306,083	55
Sophiasburg Ward	3	\$553,973	70
South Marysburg Ward	2	\$396,650	49
Wellington Ward	4	\$327,000	64
Quinte West (City)			
Frankford Ward	1	\$185,000	5
Sidney Ward	18	\$272,909	22
Trenton Ward	31	\$241,805	21
Murray Ward	20	\$411,212	45
Stirling-Rawdon (Twp)			
None	0	\$0	0
Rawdon Ward	1	\$291,000	13
Stirling Ward	2	\$317,400	17
Trent Hills			
Seymour	2	\$366,500	108
Tweed (Muni)			
Elzevir (Twp)	1	\$45,000	28
Hungerford (Twp)	5	\$197,376	40
Tweed (Village)	6	\$227,333	44
Tyendinaga			
None	0	\$0	0
Tyendinaga	7	\$224,986	102

Sales - Residential

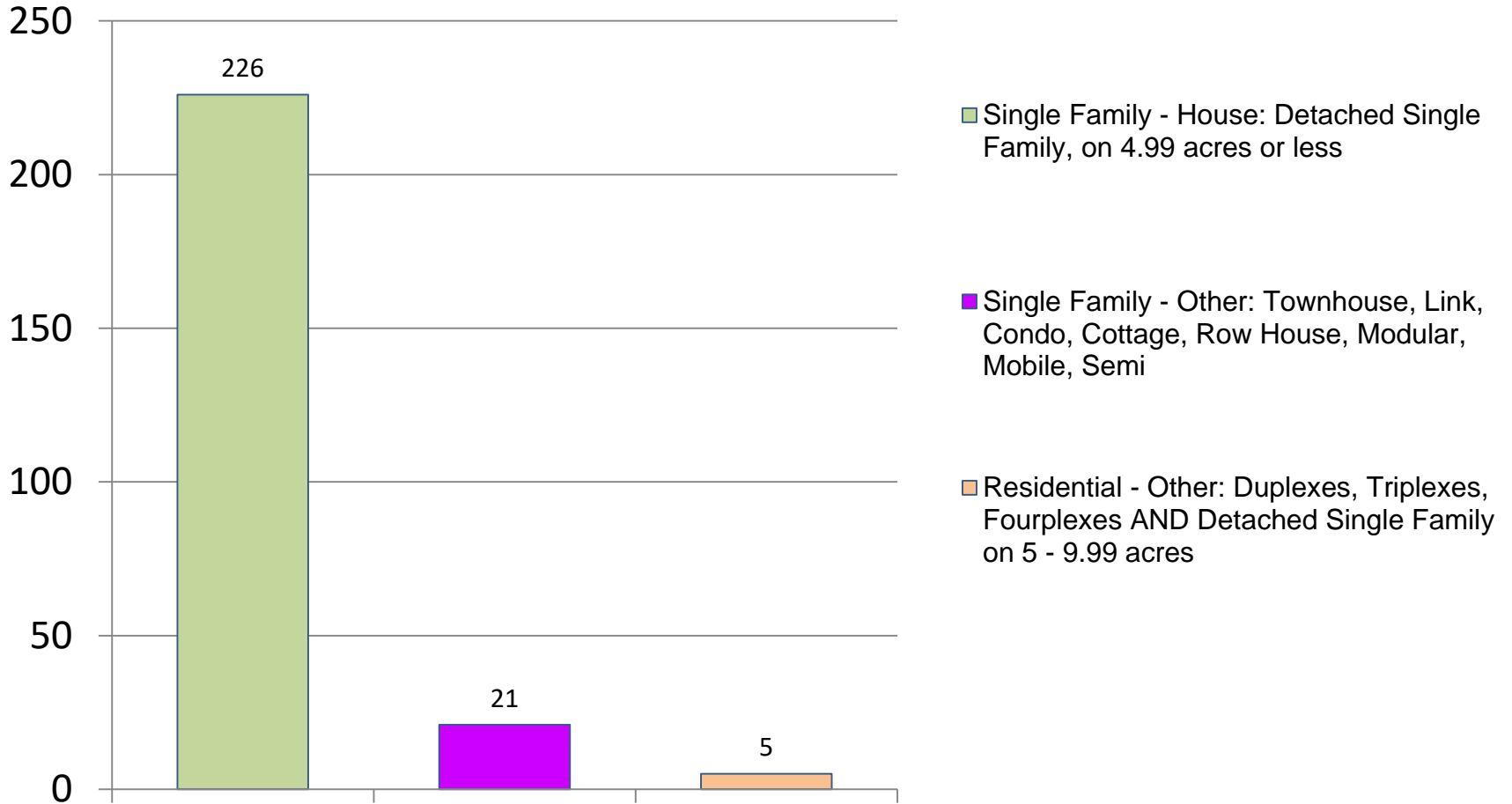


- \$0 to \$99k
- \$100k to \$149k
- \$150k to \$199k
- \$200k to \$249k
- \$250k to \$299k
- \$300k to \$349k
- \$350k to \$399k
- \$400k to \$449k
- \$450k to \$499k
- \$500k to \$599k
- \$600k to \$699k
- \$700k to \$799k
- \$800k to \$899k
- \$900k to \$999k
- \$1m to \$1.199m
- \$1.200m to \$1.399m
- \$1.600m to \$1.799m

Numbers indicate units

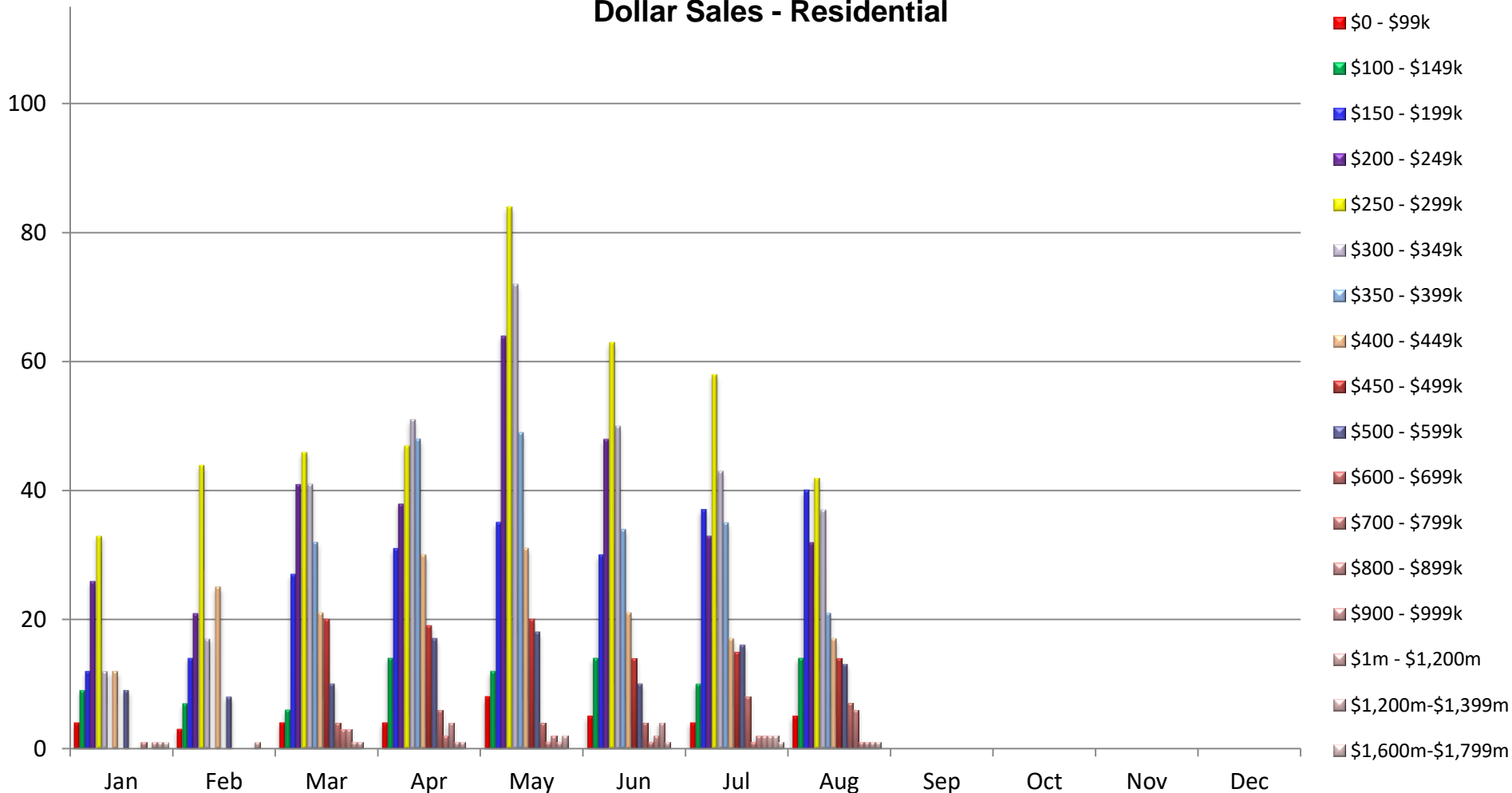
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Sales - Residential



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Dollar Sales - Residential



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Statistical Information*

	2018	2017	% Change
Dollar Sales - All Property Types - to August 31, 2018	\$749,474,212	\$903,695,997	-17.1%
Dollar Sales - All Property Types - for August, 2018	\$88,031,768	\$94,169,657	-6.5%
Dollar Sales - Residential - to August 31, 2018	\$685,516,799	\$800,209,798	-14.3%
Dollar Sales - Residential - for August, 2018	\$82,583,368	\$71,926,057	14.8%
Listings - All Property Types - to August 31, 2018	4,360	4,639	-6.0%
Listings - All Property Types - for August, 2018	481	510	-5.7%
Listings - Residential - to August 31, 2018	3,495	3,622	-3.5%
Listings - Residential - for August, 2018	366	385	-4.9%
Sales - All Property Types - to August 31, 2018	2,306	3,006	-23.3%
Sales - All Property Types - for August, 2018	280	304	-7.9%
Sales - Residential - to August 31, 2018	2,077	2,649	-21.6%
Sales - Residential - for August, 2018	252	253	-0.4%
Average Res. Sold to August 31, 2018	330,051	302,080	9.3%
Average Res. Sold for August, 2018	327,712	284,293	15.3%
Average Sold to August 31, 2018	325,010	300,631	8.1%
Average Sold for August, 2018	314,399	309,769	1.5%
Total Active Residential	823	784	5.0%
Total Active Non-Residential	513	651	-21.2%
Total Active Listings	1,336	1,435	-6.9%

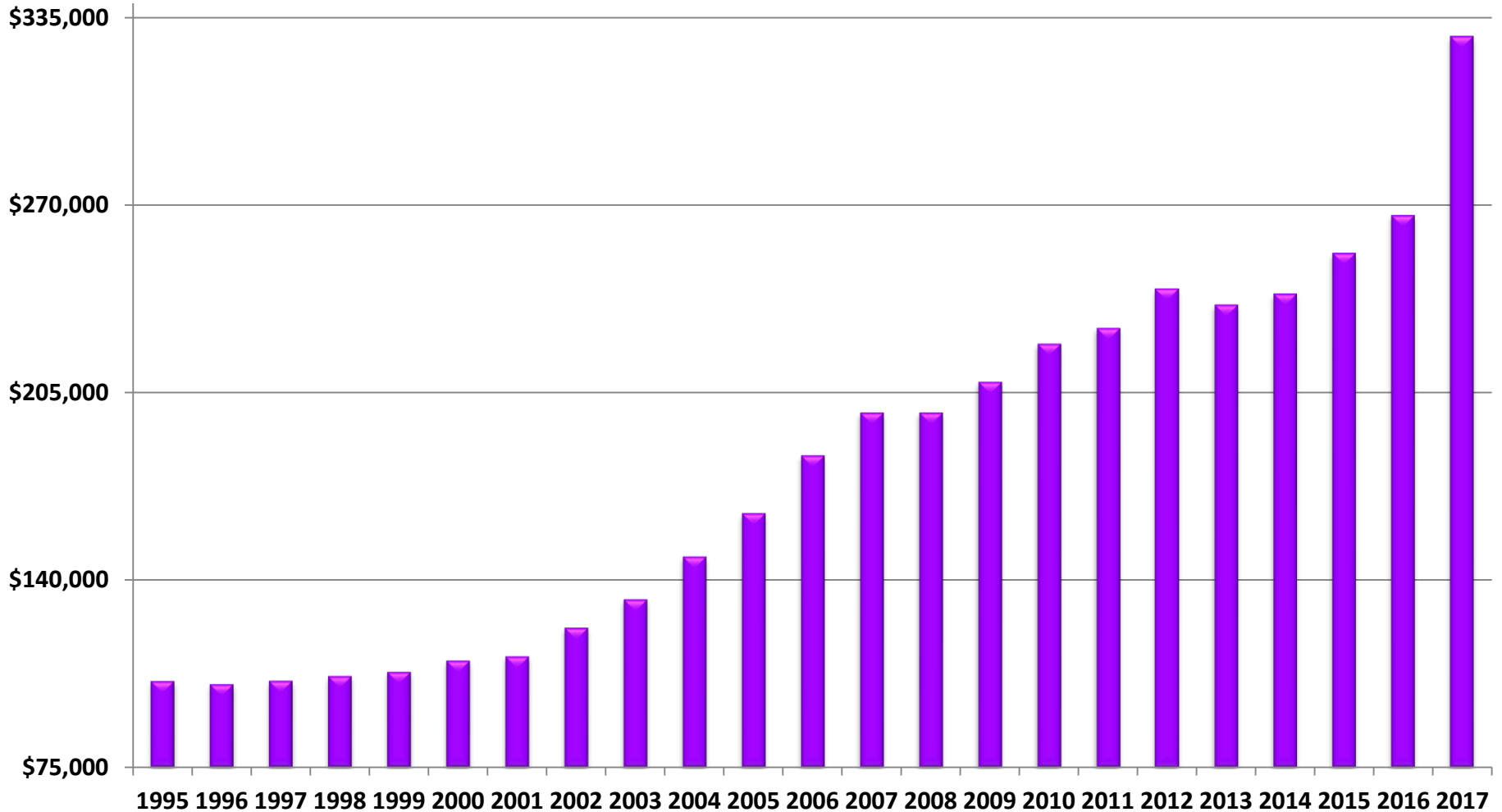
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*Statistical information including the dollar sales volume, # of sales, # of listings, days on the market and average sale prices are based on firm transactions entered into the QDAR MLS® system between the first and last day of the month or the period reported.

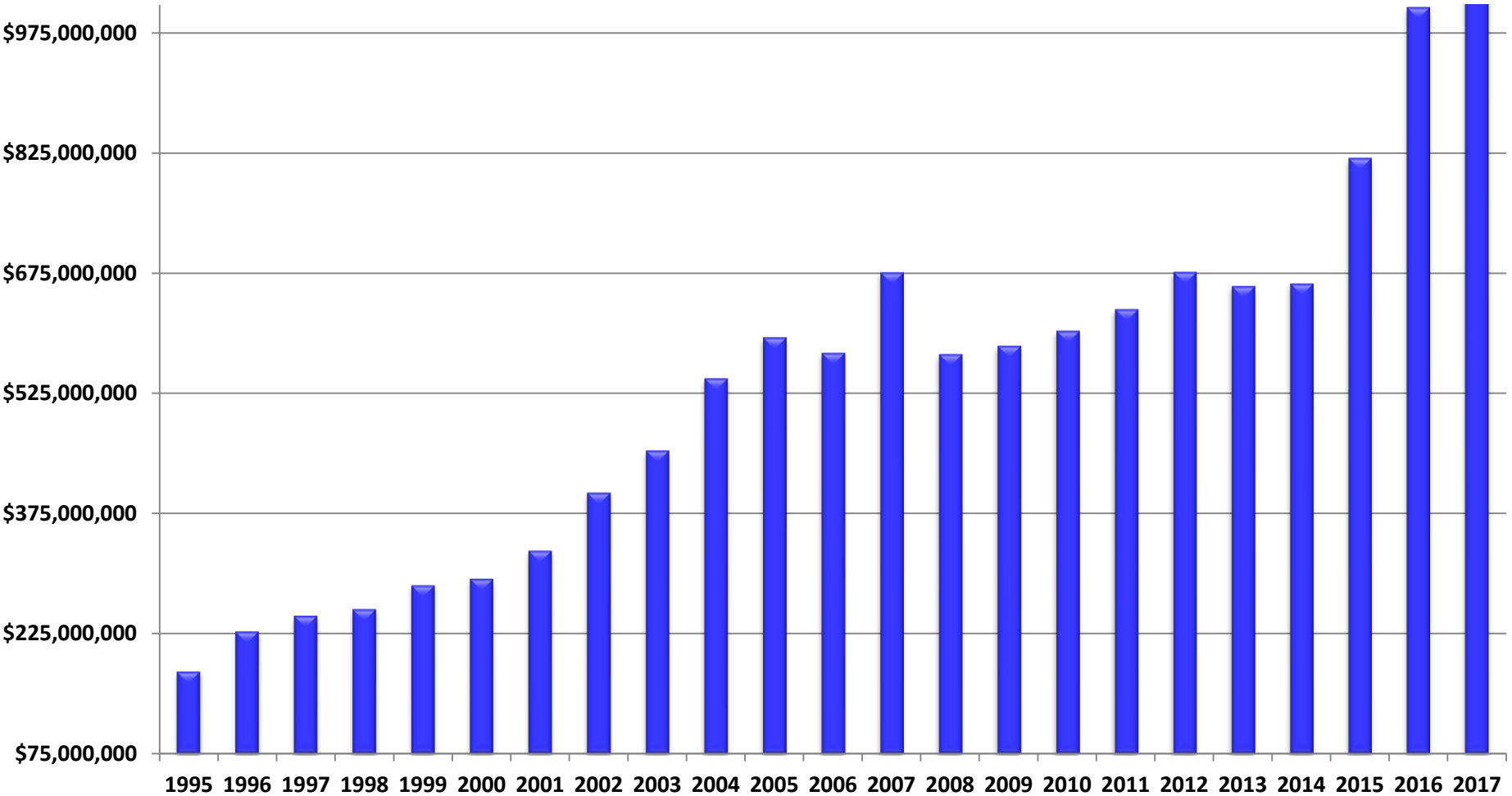
MLS® is a co-operative marketing system used only by Canada's real estate Boards to ensure maximum exposure of properties listed for sale.

The Quinte & District Association of REALTORS® Inc. is an Association of approximately 420 Ontario licensed REALTORS®. QDAR MLS® includes the Greater Quinte Region of Belleville, Quinte West, Prince Edward, Madoc, Marmora, Stirling, Tweed, Brighton, Trent Hills, Colborne, and Deseronto along with surrounding communities.

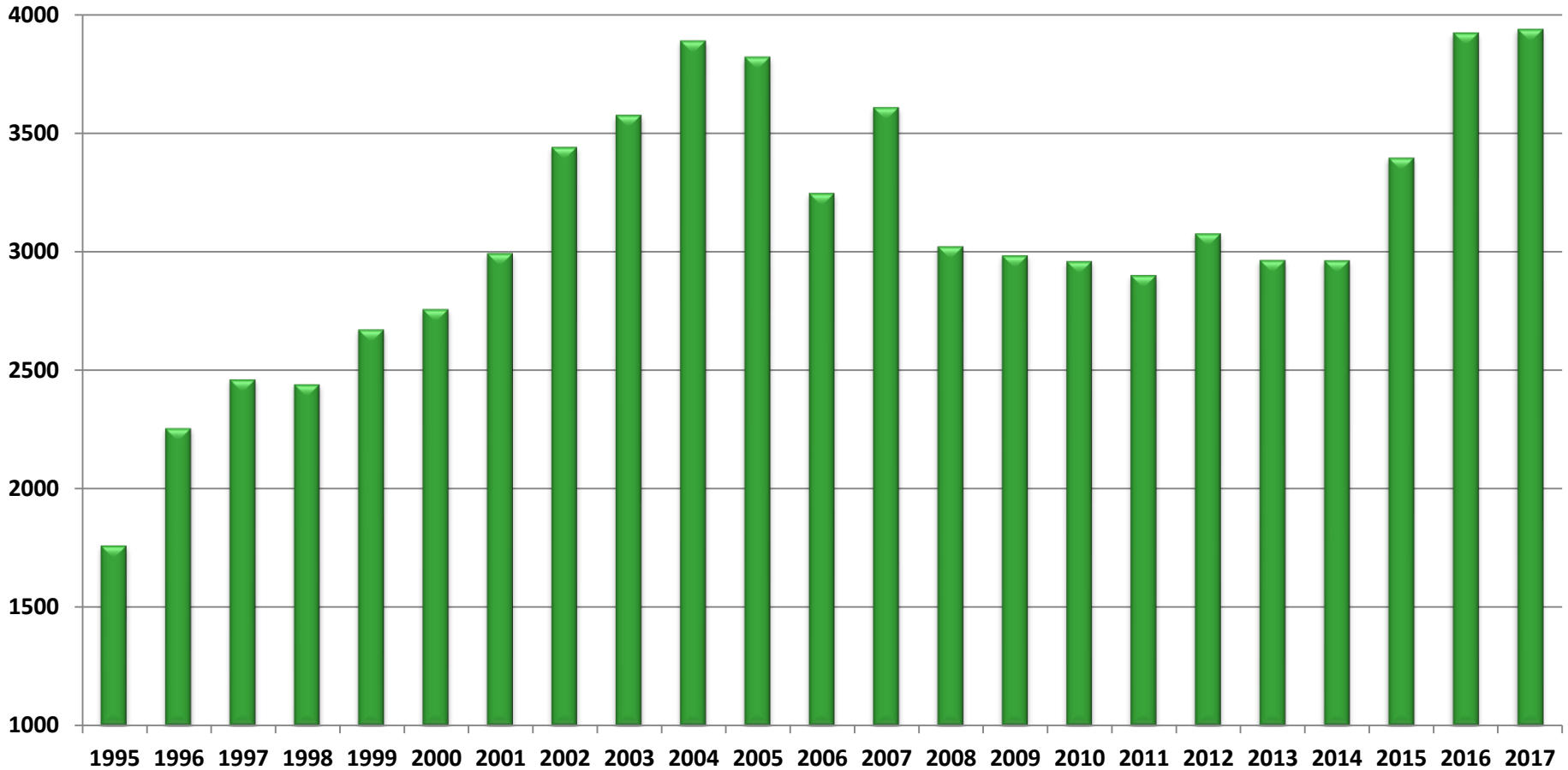
Average Sale Price - Residential
(within QDAR jurisdiction)



Dollar Sales - All Property Types
(includes outside QDAR jurisdiction)



Number of Sales - All Property Types
(includes outside QDAR jurisdiction)





Lake Ontario

