

President Natasha Huizinga’s Comments:

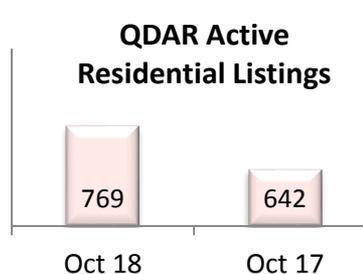
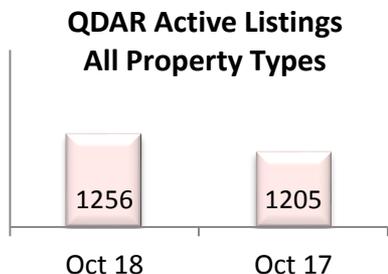
The last quarter in 2018 is starting off with the October monthly Dollar Sales for All Property Types coming in at \$86,296,739, a 10.4% increase over 2017, which was \$78,146,991.

The October monthly Dollar Sales for Residential Listings comes in with a significant increase of 21.1% with \$79,698,839 for 2018 compared to \$65,797,491 for 2017.

Unit Sales for Residential listings sold in October showed a modest increase, up 3.2% compared to last year, with 2018 showing 229 units sold compared to 222 units in 2017. The Units Sold for All Property Types shows a slight decrease, dropping to 256 units in 2018, down from 260 units in 2017. The Average Sale Price for Residential listings again increased a healthy 17.4% over last year, coming in at \$348,030 for 2018 and \$296,385 for 2017.

The Year to Date Residential Average Sale Price is maintaining positive numbers, showing an increase of 11.6% over last year, with 2018 coming in at \$333,905 compared to \$299,101 for 2017.

The total Active Residential Listings continues to follow the positive trend that started in March 2018, with 769 Active Residential listings compared to 642 listings in 2017, reflecting a 19.8% increase.

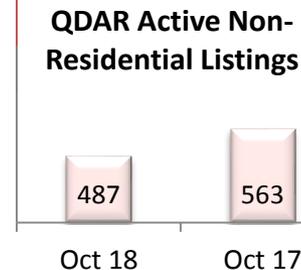


Economic/Mortgage Indicators

Prime Rate*	
Oct 2018	- 3.95%
Conventional Mortgage*	
1 year	- 3.64%
3 year	- 4.29%
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	57	\$296,022	24
Thurlow Ward	17	\$329,294	34
Brighton (Muni)			
Brighton (Town)	15	\$360,833	137
Brighton (Twp)	4	\$369,250	20
Centre Hastings (Muni)			
Huntingdon Ward	6	\$334,783	68
Madoc Ward	0	\$0	0
Cramahe (Twp)			
Colborne	2	\$711,688	17
North of Hwy 401 (Cramahe)	0	\$0	0
South of Hwy 401 (Cramahe)	0	\$0	0
Deseronto (Town)			
Deseronto (town)	2	\$257,450	35
Madoc (Twp)			
None	4	\$299,000	53
Marmora & Lake (Twp)			
Lake Ward	0	\$0	0
Marmora Ward	2	\$232,500	68
Prince Edward County (Muni)			
Ameliasburg Ward	9	\$435,778	43
Athol Ward	2	\$267,500	122
Bloomfield Ward	3	\$399,667	96
Hallowell Ward	11	\$571,762	141
Hillier Ward	3	\$470,580	50
North Marysburg Ward	3	\$1,135,333	34

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)cont			
Picton Ward	11	\$392,540	55
Sophiasburg Ward	3	\$508,333	106
South Marysburg Ward	2	\$423,500	26
Wellington Ward	4	\$352,750	79
Quinte West (City)			
Frankford Ward	0	\$0	0
Sidney Ward	7	\$255,500	39
Trenton Ward	14	\$237,086	19
Murray Ward	10	\$306,414	23
Stirling-Rawdon (Twp)			
Rawdon Ward	2	\$532,500	30
Stirling Ward	5	\$265,680	31
Trent Hills			
Campbellford	1	\$397,000	13
East of Hwy 25	0	\$0	0
Percy	0	\$0	0
Seymour	1	\$330,000	75
Tweed (Muni)			
Elzevir (Twp)	0	\$0	0
Hungerford (Twp)	3	\$248,667	58
Tweed (Village)	4	\$198,500	23
Tyendinaga			
Tyendinaga	4	\$237,150	51

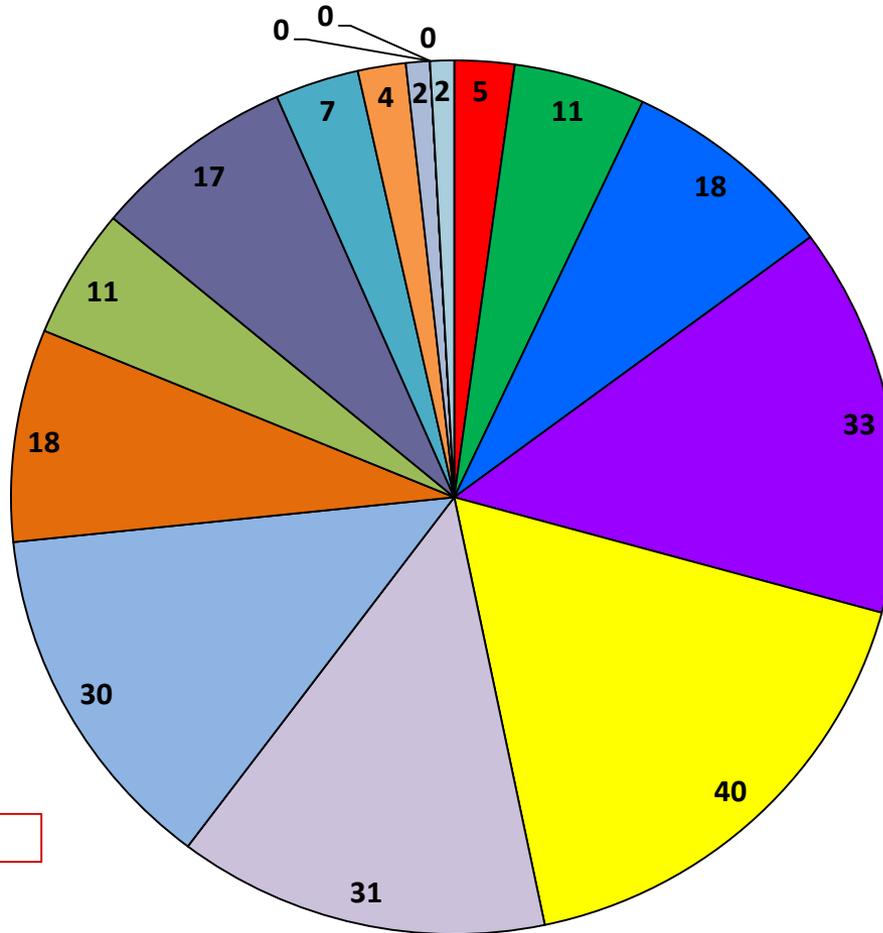
All Property Types Activity by Region

(Below figures reflect ONLY QDAR Listed Sales)

District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)			
Belleville Ward	63	\$304,304	24
Thurlow Ward	19	\$306,211	42
Brighton (Muni)			
Brighton (Town)	15	\$360,833	137
Brighton (Twp)	6	\$256,667	30
Centre Hastings (Muni)			
Huntingdon Ward	6	\$334,783	68
Madoc Ward	0	\$0	0
Cramahe (Twp)			
Colborne	2	\$711,688	17
North of Hwy 401 (Cramahe)	0	\$0	0
South of Hwy 401 (Cramahe)	0	\$0	0
Deseronto (Town)			
Deseronto (town)	2	\$257,450	35
Madoc (Twp)			
None	5	\$396,200	78
Marmora & Lake (Twp)			
Lake Ward	0	\$0	0
Marmora Ward	2	\$232,500	68
Prince Edward County (Muni)			
Ameliasburg Ward	13	\$356,300	46
Athol Ward	2	\$267,500	122
Bloomfield Ward	3	\$399,667	96
Hallowell Ward	12	\$594,949	134
Hillier Ward	3	\$470,580	50
North Marysburg Ward	3	\$1,135,333	34

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Picton Ward	12	\$373,078	60
Sophiasburg Ward	4	\$453,750	116
South Marysburg Ward	3	\$425,000	24
Wellington Ward	4	\$352,750	79
Quinte West (City)			
Frankford Ward	0	\$0	0
Sidney Ward	9	\$227,056	39
Trenton Ward	15	\$243,147	20
Murray Ward	11	\$285,831	21
Stirling-Rawdon (Twp)			
None	0	\$0	0
Rawdon Ward	5	\$327,000	29
Stirling Ward	6	\$245,567	29
Trent Hills			
Campbellford	1	\$397,000	13
East of Hwy 25	0	\$0	0
Percy	0	\$0	0
Seymour	1	\$330,000	75
Tweed (Muni)			
Elzevir (Twp)	0	\$0	0
Hungerford (Twp)	4	\$197,250	105
Tweed (Village)	4	\$198,500	23
Tyendinaga			
None	0	\$0	0
Tyendinaga	6	\$177,267	48

Sales - Residential

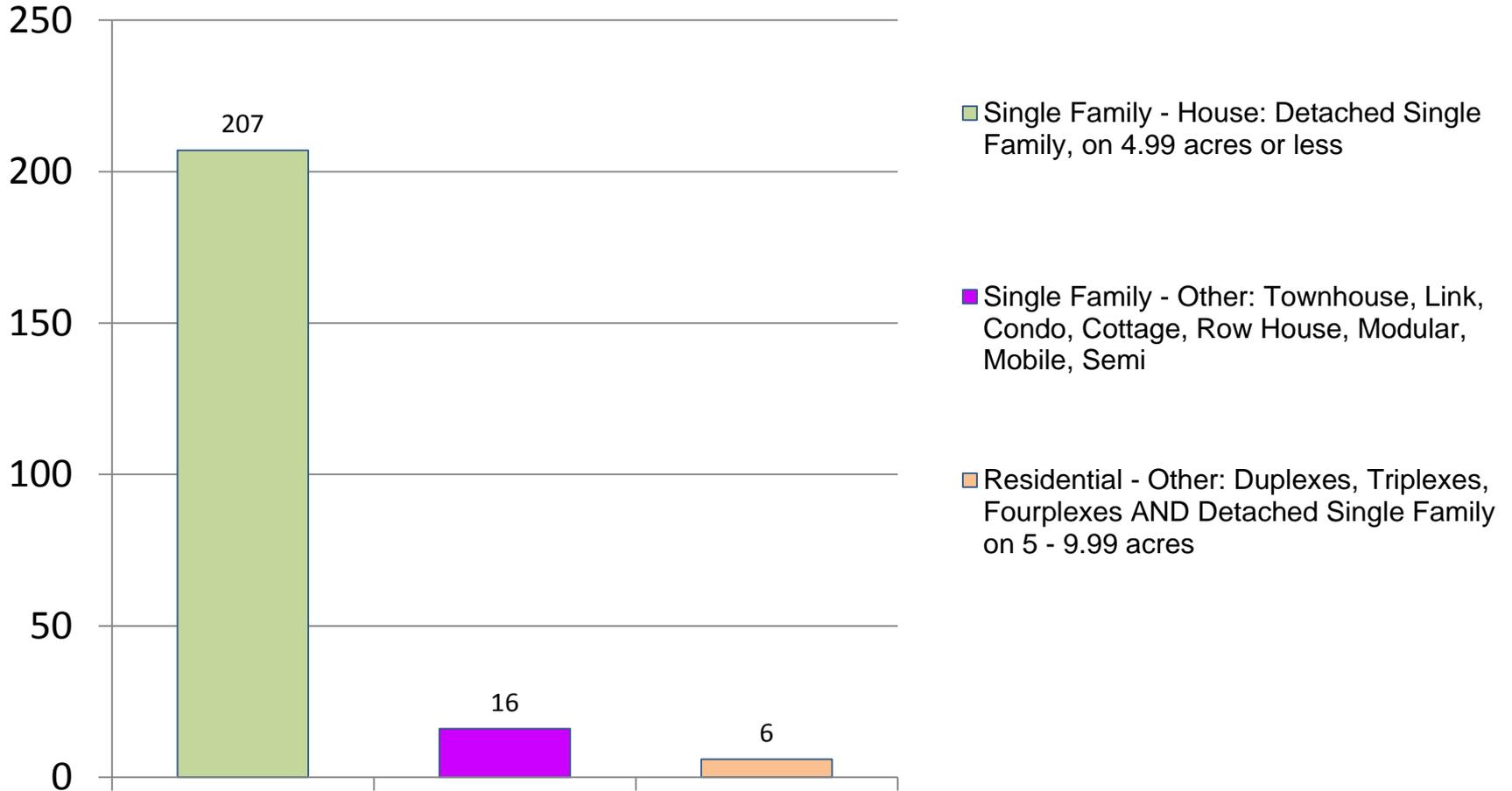


- \$0 to \$99k
- \$100k to \$149k
- \$150k to \$199k
- \$200k to \$249k
- \$250k to \$299k
- \$300k to \$349k
- \$350k to \$399k
- \$400k to \$449k
- \$450k to \$499k
- \$500k to \$599k
- \$600k to \$699k
- \$700k to \$799k
- \$800k to \$899k
- \$900k to \$999k
- \$1m to \$1.199m
- \$1.200m to \$1.399m
- \$1.400m to \$1.599m

Numbers indicate units

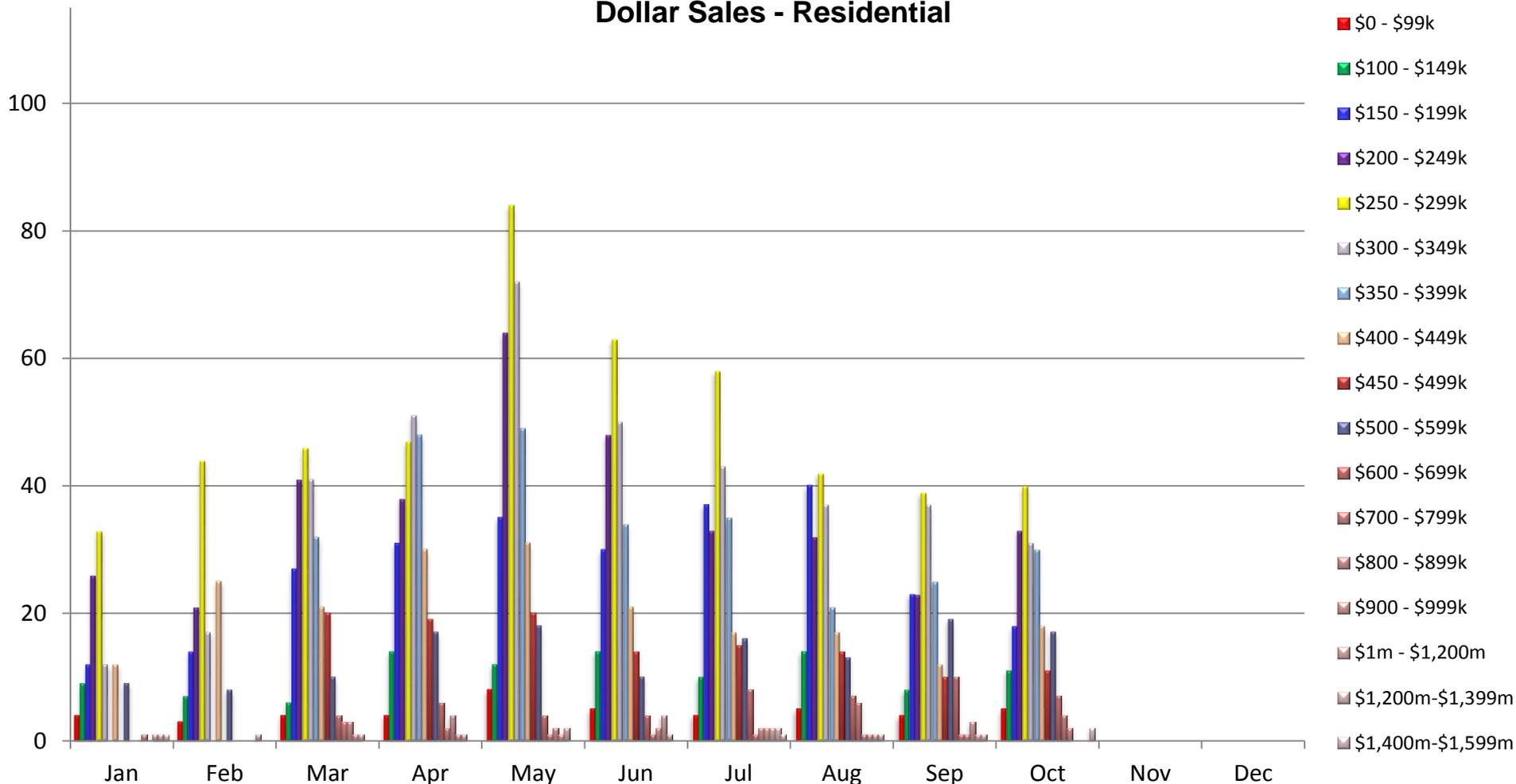
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Sales - Residential



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Dollar Sales - Residential



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Statistical Information*

	2018	2017	% Change
Dollar Sales - All Property Types - to October 31, 2018	\$919,930,438	\$1,062,499,838	-13.4%
Dollar Sales - All Property Types - for October, 2018	\$86,296,739	\$78,146,991	10.4%
Dollar Sales - Residential - to October 31, 2018	\$842,443,425	\$933,791,875	-9.8%
Dollar Sales - Residential - for October, 2018	\$79,698,839	\$65,797,491	21.1%
Listings - All Property Types - to October 31, 2018	5,271	5,414	-2.6%
Listings - All Property Types - for October, 2018	433	380	13.9%
Listings - Residential - to October 31, 2018	4,229	4,202	0.6%
Listings - Residential - for October, 2018	357	269	32.7%
Sales - All Property Types - to October 31, 2018	2,807	3,562	-21.2%
Sales - All Property Types - for October, 2018	256	260	-1.5%
Sales - Residential - to October 31, 2018	2,523	3,122	-19.2%
Sales - Residential - for October, 2018	229	222	3.2%
Average Res. Sold to October 31, 2018	333,905	299,101	11.6%
Average Res. Sold for October, 2018	348,030	296,385	17.4%
Average Sold to October 31, 2018	327,727	298,287	9.9%
Average Sold for October, 2018	337,097	300,565	12.2%
Total Active Residential	769	642	19.8%
Total Active Non-Residential	487	563	-13.5%
Total Active Listings	1,256	1,205	4.2%

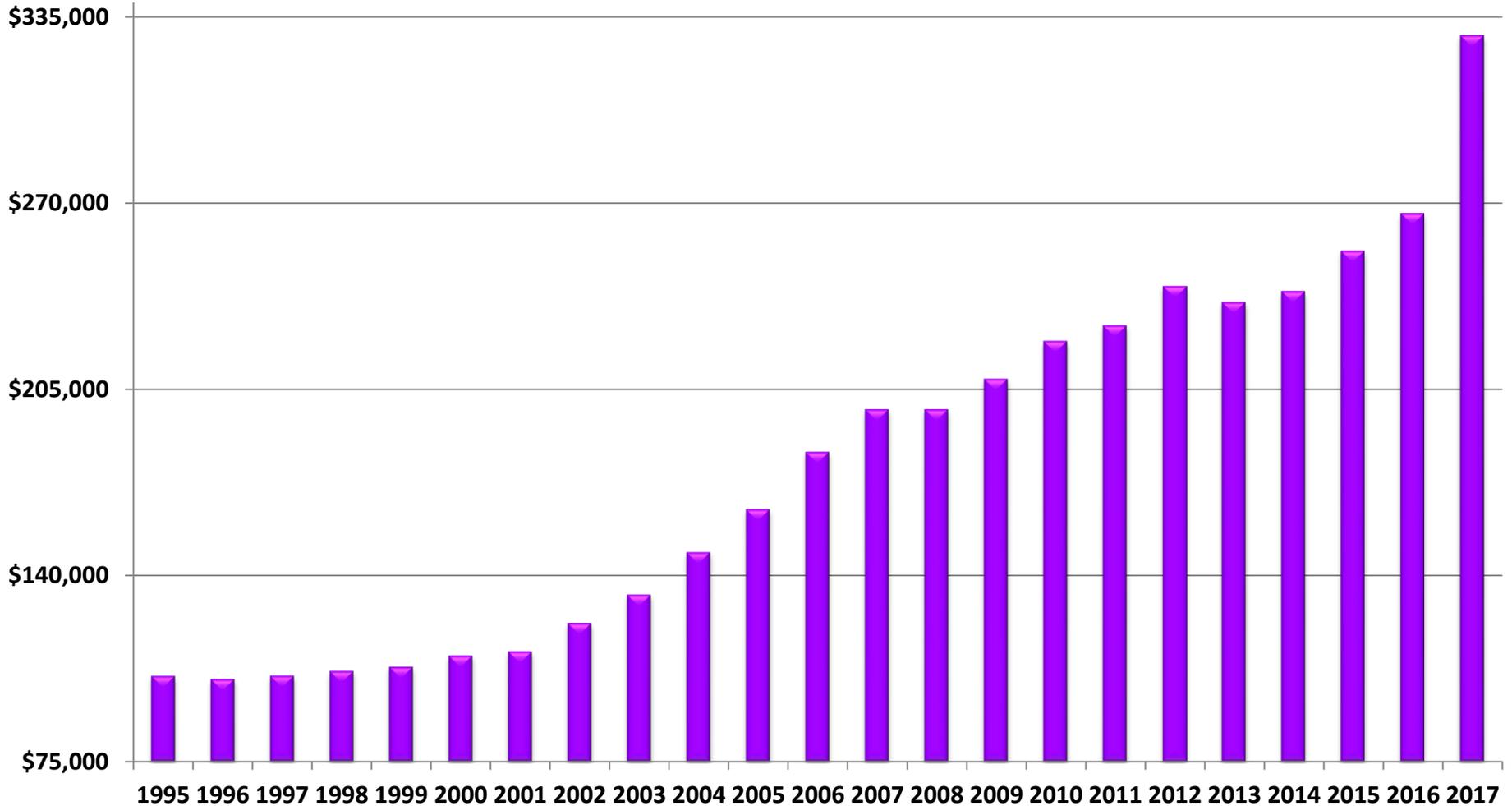
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*Statistical information including the dollar sales volume, # of sales, # of listings, days on the market and average sale prices are based on firm transactions entered into the QDAR MLS® system between the first and last day of the month or the period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

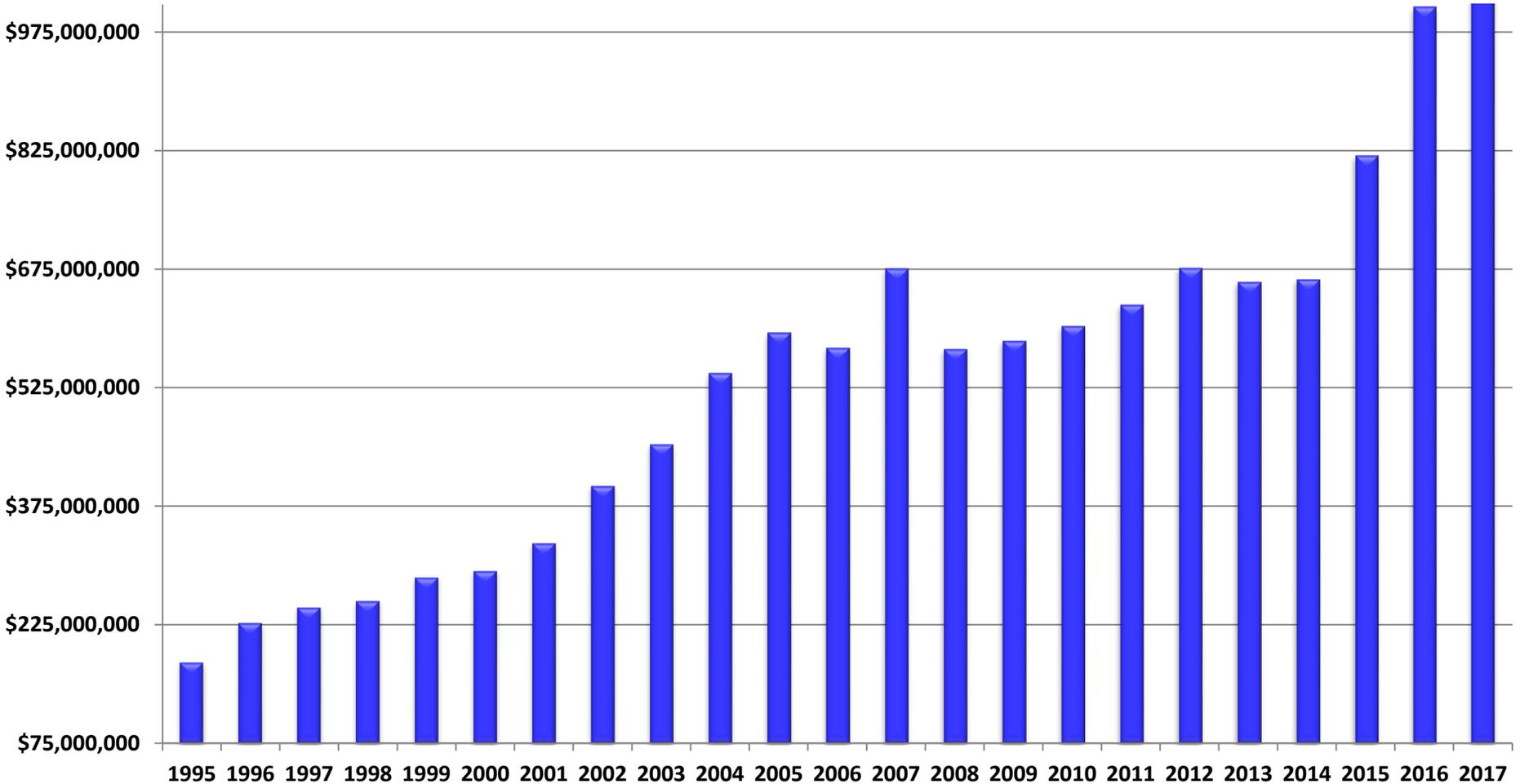
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The Quinte & District Association of REALTORS® Inc. is an Association of approximately 420 Ontario licensed REALTORS®. QDAR MLS® includes the Greater Quinte Region of Belleville, Quinte West, Prince Edward, Madoc, Marmora, Stirling, Tweed, Brighton, 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)

