

2019 President Cathy Polan's Comments:

The MLS® system shows the February monthly Dollar Sales for All Property Types is \$59,201,040 reflecting an increase of 7.6% over 2018, which was \$55,036,600.

The February monthly Dollar Sales for Residential Listings also comes in with an increase of 3.1% with \$46,921,640 for 2019 compared to \$45,526,800 for 2018.

Residential Unit Sales for February was almost a break-even number compared to last year, with 2019 sales coming in at 139 and 140 sales for 2018.

The Residential Average Sale Price for February is continuing the trend of the past few years, with the average price coming in at \$337,566 which is a modest increase of 3.8% over the same month in 2018.

The Active Residential Listings number is continuing the positive trend started almost a year ago with 750 Active Residential Listings compared to 537 Active Residential Listings in February 2018. This 39.7% increase over last year reflects a healthy market in the local area. The local supply of residential properties impacts the months of inventory, currently coming in at 5.4 months of inventory, which is basically the same as the national number of 5.3 months of inventory, as published by the Canadian Real Estate Association at the end of January 2019.

With the recent announcement of the retail giant Costco confirmed as coming to Belleville, anticipated to open in 2020, now may be a great time to get involved in local real estate.

Economic/Mortgage Indicators

Prime Rate*

Feb 2019 - 3.95%

Conventional Mortgage*

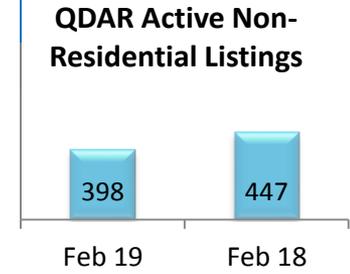
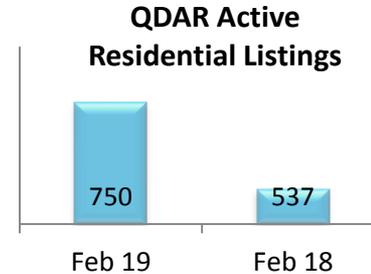
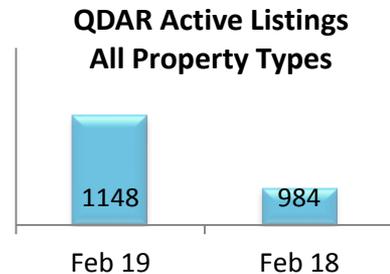
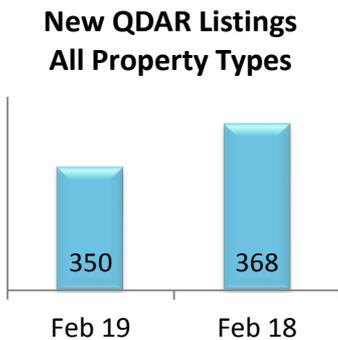
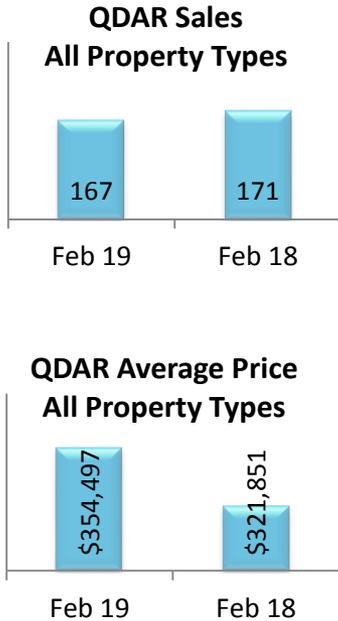
1 year - 3.64%

3 year - 4.29%

5 year - 5.34%

Sources and Notes:

*Bank of Canada, Rates for most recently completed month



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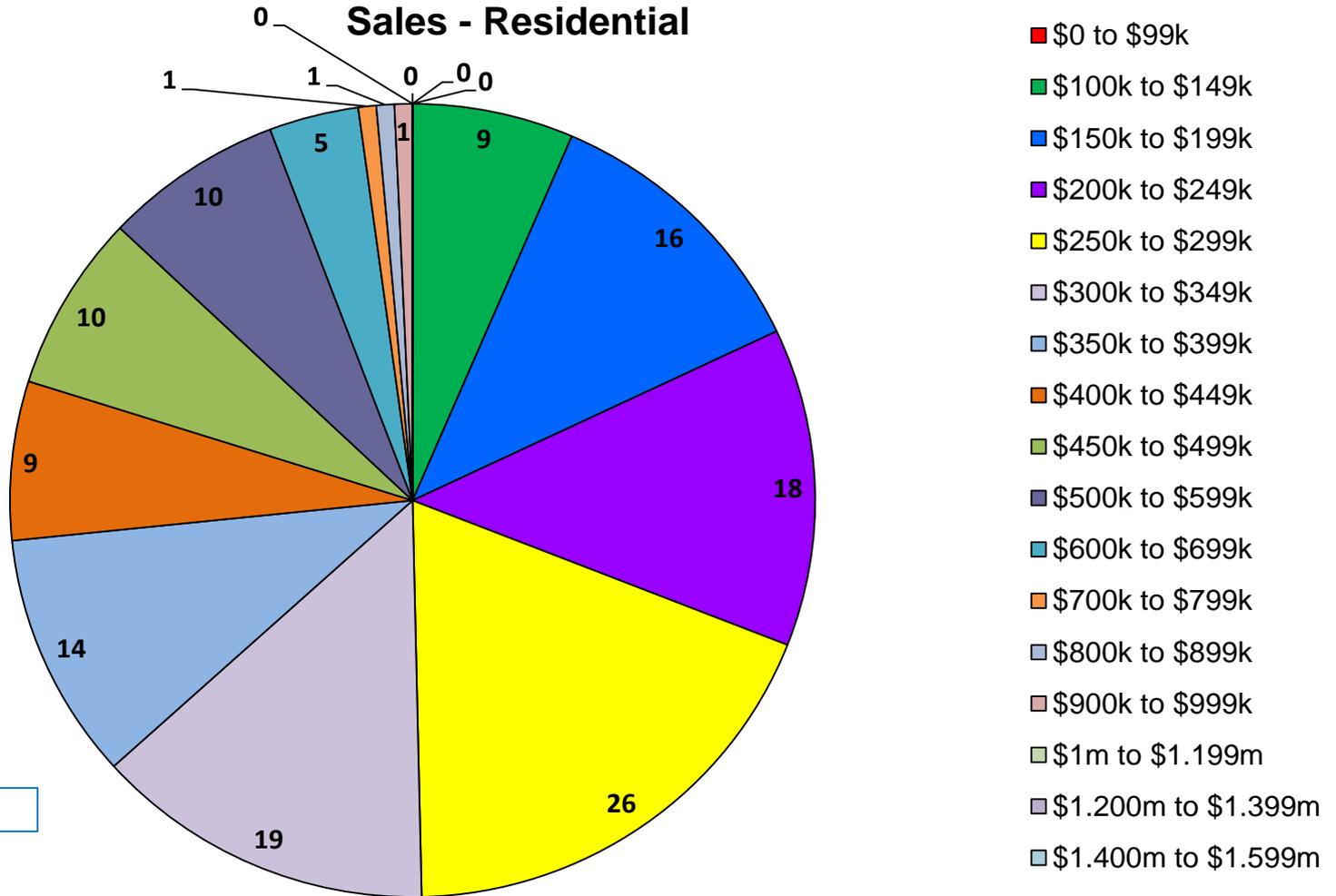
Residential Activity by Region *(Below figures reflect Ontario Collective Listed Sales)*

District	Sales Units	Average Sales Price	Average Days on Market	District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)				Prince Edward County (Muni)cont			
Belleville Ward	39	\$316,269	30	Picton Ward	3	\$545,833	75
Thurlow Ward	11	\$347,240	23	Sophiasburg Ward	1	\$120,000	65
Brighton (Muni)				South Marysburg Ward	0	\$0	0
Brighton (Town)	6	\$347,750	28	Wellington Ward	0	\$0	0
Brighton (Twp)	4	\$325,500	84	Quinte West (City)			
Centre Hastings (Muni)				Frankford Ward	1	\$227,000	25
Huntingdon Ward	2	\$480,000	87	Sidney Ward	13	\$324,362	29
Madoc Ward	1	\$150,000	113	Trenton Ward	21	\$258,557	18
Cramahe (Twp)				Murray Ward	11	\$373,338	56
Colborne	7	\$409,429	83	Stirling-Rawdon (Twp)			
North of Hwy 401 (Cramahe)	1	\$560,000	209	Rawdon Ward	1	\$220,000	41
South of Hwy 401 (Cramahe)	3	\$468,000	72	Stirling Ward	2	\$250,000	12
Deseronto (Town)				Trent Hills (Twp)			
Deseronto (town)	1	\$133,000	34	Campbellford	3	\$350,957	51
Madoc (Twp)				East of Hwy 25	3	\$468,933	61
None	3	\$305,833	29	Hastings Village	2	\$329,900	14
Marmora & Lake (Twp)				Percy	1	\$135,000	31
Lake Ward	0	\$0	0	Seymour	1	\$317,500	17
Marmora Ward	1	\$168,000	16	Warkworth	2	\$634,500	98
Prince Edward County (Muni)				West of Hwy 25	0	\$0	0
Ameliasburg Ward	7	\$511,286	57	Tweed (Muni)			
Athol Ward	1	\$312,500	77	Elzevir (Twp)	0	\$0	0
Bloomfield Ward	1	\$580,000	135	Hungerford (Twp)	0	\$0	0
Hallowell Ward	2	\$450,341	410	Tweed (Village)	0	\$0	0
Hillier Ward	3	\$425,100	20	Tyendinaga			
North Marysburg Ward	2	\$433,000	103	Tyendinaga	1	\$229,000	24

All Property Types Activity by Region *(Below figures reflect Ontario Collective Listed Sales)*

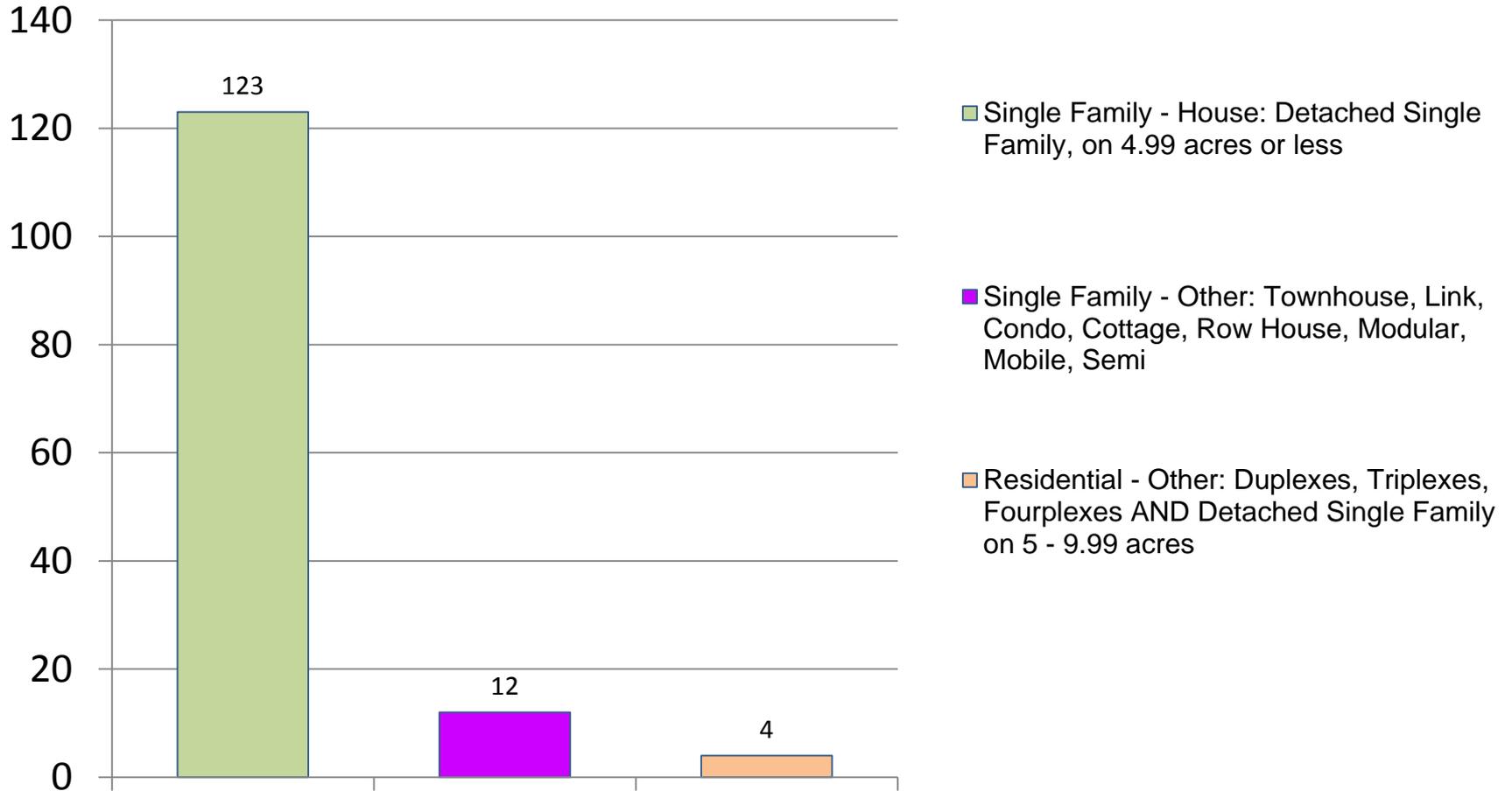
District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)			
Belleville Ward	46	\$348,503	35
Thurlow Ward	12	\$324,554	22
Brighton (Muni)			
Brighton (Town)	6	\$347,750	28
Brighton (Twp)	4	\$325,500	84
Centre Hastings (Muni)			
Huntingdon Ward	2	\$480,000	87
Madoc Ward	2	\$100,000	71
Cramahe (Twp)			
Colborne	7	\$409,429	83
North of Hwy 401 (Cramahe)	2	\$285,000	129
South of Hyw 401 (Cramahe)	5	\$332,780	58
Deseronto (Town)			
Deseronto (town)	1	\$133,000	34
Madoc (Twp)			
None	4	\$253,875	27
Marmora & Lake (Twp)			
Lake Ward	0	\$0	0
Marmora Ward	2	\$174,000	25
Prince Edward County (Muni)			
Ameliasburg Ward	7	\$511,286	57
Athol Ward	2	\$593,750	50
Bloomfield Ward	1	\$580,000	135
Hallowell Ward	2	\$450,341	410
Hillier Ward	4	\$616,325	21
North Marysburg Ward	2	\$433,000	103

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Picton Ward	4	\$541,875	82
Sophiasburg Ward	2	\$162,450	85
South Marysburg Ward	0	\$0	0
Wellington Ward	0	\$0	0
Quinte West (City)			
Frankford Ward	1	\$227,000	25
Sidney Ward	16	\$322,388	36
Trenton Ward	26	\$257,181	25
Murray Ward	11	\$373,338	56
Stirling-Rawdon (Twp)			
None	0	\$0	0
Rawdon Ward	1	\$220,000	41
Stirling Ward	2	\$250,000	12
Trent Hills (Twp)			
Campbellford	3	\$350,957	51
East of Hwy 25	4	\$356,450	89
Hastings Village	2	\$329,900	14
Percy	1	\$135,000	31
Seymour	3	\$147,500	33
Warkworth	2	\$634,500	98
West of Hwy 25	0	\$0	0
Tweed (Muni)			
Elzevir (Twp)	1	\$90,000	4
Hungerford (Twp)	3	\$124,667	58
Tweed (Village)	2	\$166,500	64
Tyendinaga			
None	0	\$0	0
Tyendinaga	3	\$119,667	90



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Sales - Residential



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Dollar Sales - Residential



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Statistical Information*

	2019	2018	% Change
Dollar Sales - All Property Types - to February 28, 2019	\$112,255,580	\$97,430,550	15.2%
Dollar Sales - All Property Types - for February, 2019	\$59,201,040	\$55,036,600	7.6%
Dollar Sales - Residential - to February 28, 2019	\$95,347,173	\$81,843,250	16.5%
Dollar Sales - Residential - for February, 2019	\$46,921,640	\$45,526,800	3.1%
Listings - All Property Types - to February 28, 2019	790	764	3.4%
Listings - All Property Types - for February, 2019	350	368	-4.9%
Listings - Residential - to February 28, 2019	632	554	14.1%
Listings - Residential - for February, 2019	275	278	-1.1%
Sales - All Property Types - to February 28, 2019	332	309	7.4%
Sales - All Property Types - for February, 2019	167	171	-2.3%
Sales - Residential - to February 28, 2019	285	259	10.0%
Sales - Residential - for February, 2019	139	140	-0.7%
Average Res. Sold to February 28, 2019	334,551	315,997	5.9%
Average Res. Sold for February, 2019	337,566	325,191	3.8%
Average Sold to February 28, 2019	338,119	315,309	7.2%
Average Sold for February, 2019	354,497	321,851	10.1%
Total Active Residential	750	537	39.7%
Total Active Non-Residential	398	447	-11.0%
Total Active Listings	1,148	984	16.7%

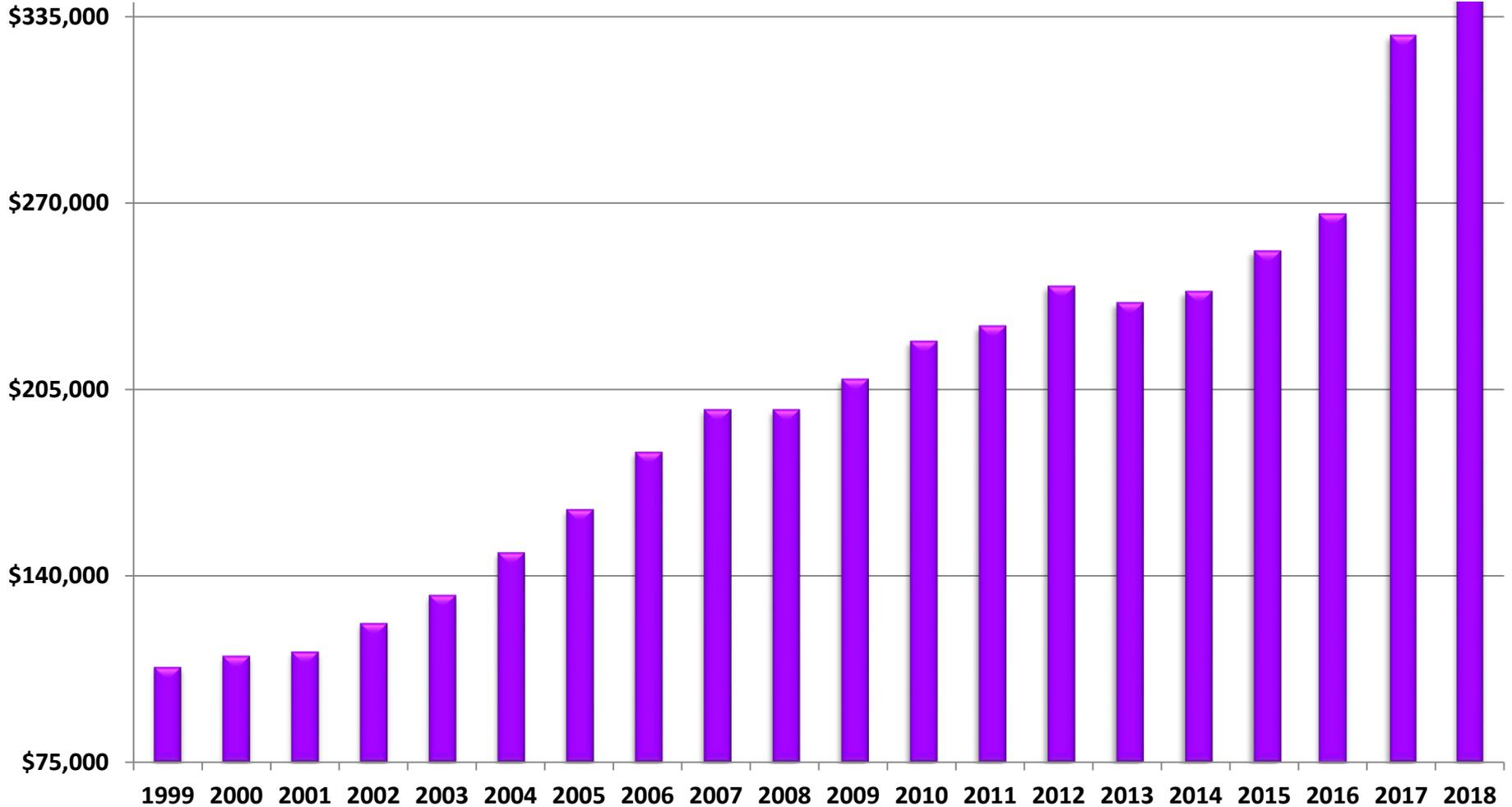
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*Statistical information including the dollar sales volume, # of sales, # of listings, days on the market and average sale prices are based on firm transactions entered into the QDAR MLS® system between the first and last day of the month or the period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

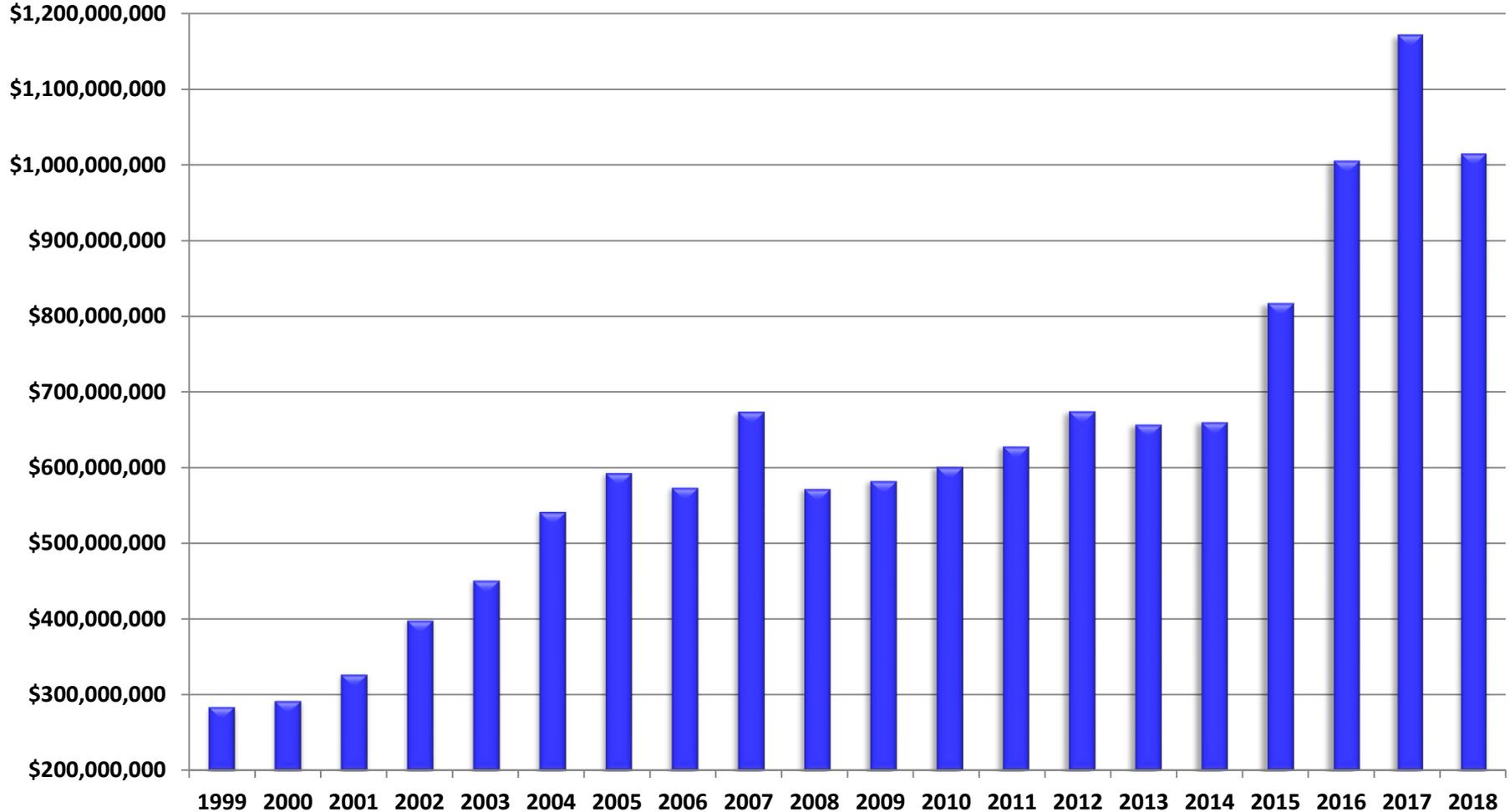
The Quinte & District Association of REALTORS® Inc. is an Association of approximately 427 Ontario licensed REALTORS®. QDAR MLS® includes the Greater Quinte Region of Belleville, Quinte West, Prince Edward, Madoc, Marmora, Stirling, Tweed, Brighton, Trent Hills, Colborne, and Deseronto along with surrounding communities.

Average Sale Price - Residential (within QDAR jurisdiction)



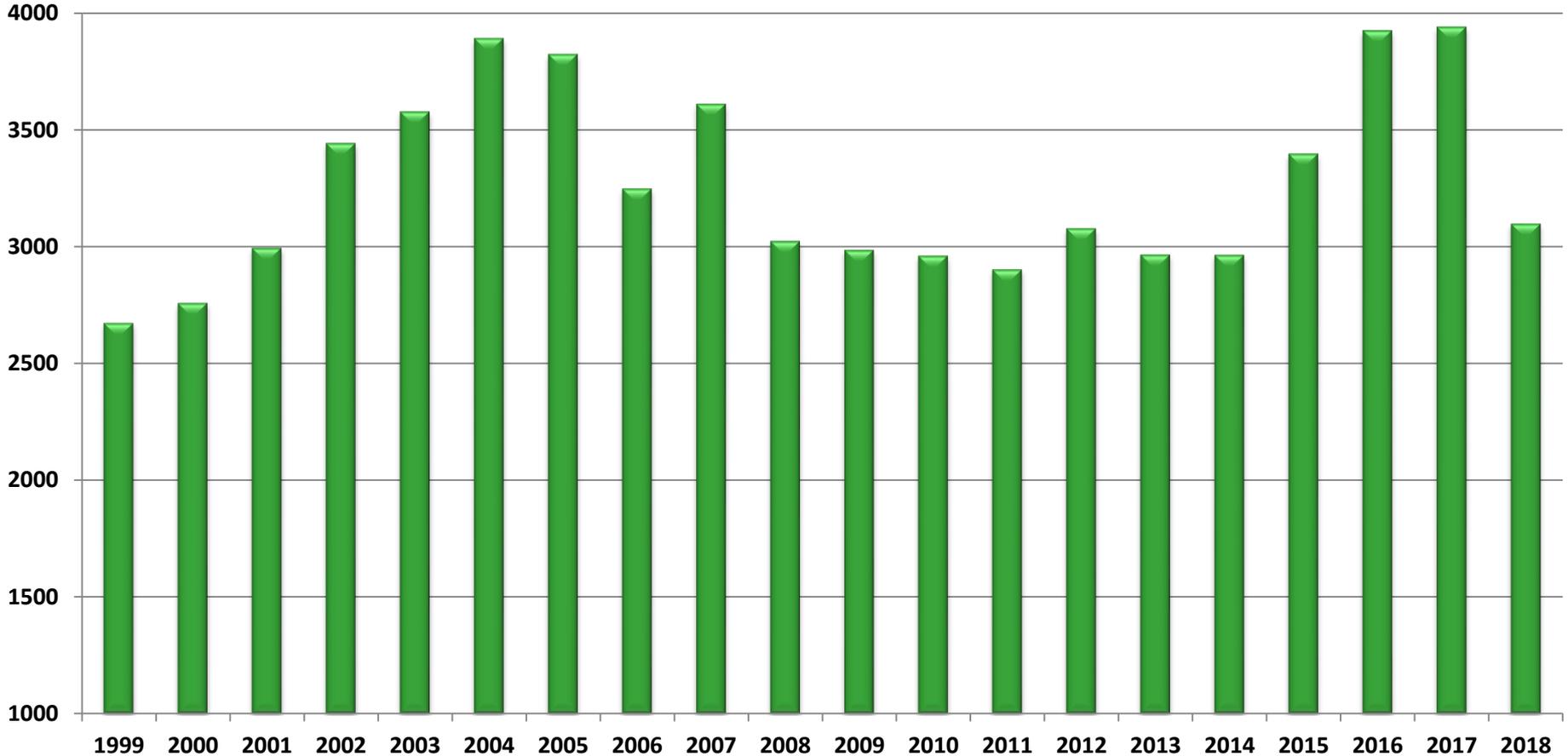
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Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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



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