

## 2019 President Cathy Polan's Comments:

There is a continuing debate in the real estate world, questioning the impact weather has on the property market. If you are on the side that believes it does influence the market you will probably not be surprised to see the monthly sales and listings slightly down compared to last year. The cool, wet weather we've been experiencing is reflected in the current modestly hesitant market. It seems to show we're all still waiting for warmer Spring/Summer weather. On a positive note, sales amounts for the month, along with the Year-to-Date sales do reflect varying increases, as noted below.

The monthly Dollar Sales for All Property Types in the Quinte area comes in at \$150,895,886 reflecting a moderate increase of 3.4% over 2018, which was \$145,958,153. The 2019 Year-to-Date figure shows a continued steady increase, currently sitting at \$424,591,961 which is 3.1% over 2018.

The May monthly Dollar Sales for Residential Listings resulted in a healthy increase of 9.4% with \$144,525,186 for 2019 compared to \$132,093,553 for 2018. The 2019 Year-to-Date Residential number is \$424,591,961 resulting in a 4.0% increase over last year.

The Residential Average Sale Price for May continues to trend up, showing a healthy increase of 14.2% over 2018, with the current price of \$372,488. The Year-to-Date Residential Average Sale Price also shows an increase of 7.7% over 2018.

Residential Unit Sales for May 2019 show 388 sales, which is slightly down from 405 sales for 2018. The Year-to-Date comparison shows 2019 is currently 3.5% below the 2018 sales.

## Economic/Mortgage Indicators

### Prime Rate\*

May 2019 - 3.95%

### Conventional Mortgage\*

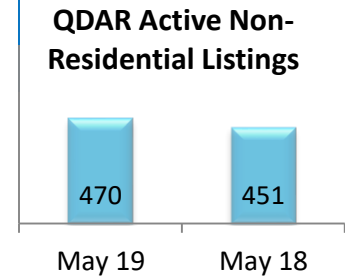
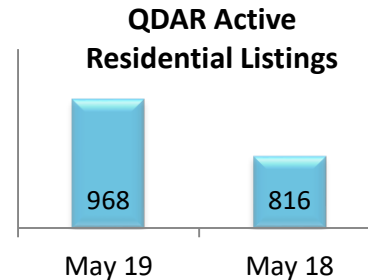
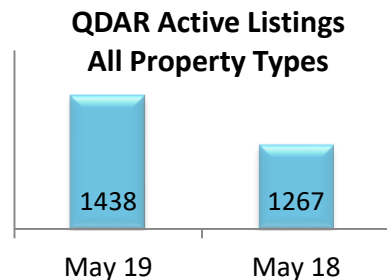
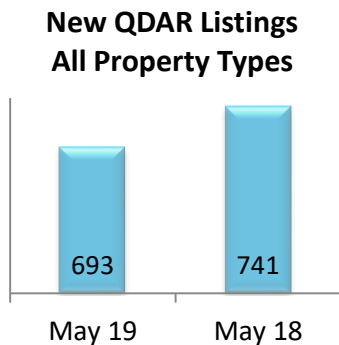
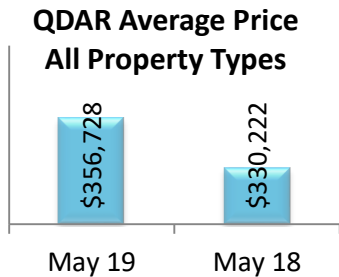
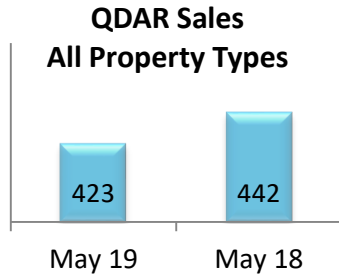
1 year - 3.64%

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 |
|------------------------------------|-------------|---------------------|------------------------|
| <b>Belleville (City)</b>           |             |                     |                        |
| Belleville Ward                    | 81          | \$320,848           | 21                     |
| Thurlow Ward                       | 23          | \$397,777           | 50                     |
| <b>Brighton (Muni)</b>             |             |                     |                        |
| Brighton (Town)                    | 27          | \$390,259           | 47                     |
| Brighton (Twp)                     | 7           | \$418,857           | 37                     |
| <b>Centre Hastings (Muni)</b>      |             |                     |                        |
| Huntingdon Ward                    | 8           | \$304,125           | 62                     |
| Madoc Ward                         | 6           | \$259,650           | 28                     |
| <b>Cramahe (Twp)</b>               |             |                     |                        |
| Colborne                           | 12          | \$415,950           | 38                     |
| North of Hwy 401 (Cramahe)         | 6           | \$545,000           | 38                     |
| South of Hwy 401 (Cramahe)         | 2           | \$450,000           | 17                     |
| <b>Deseronto (Town)</b>            |             |                     |                        |
| Deseronto (town)                   | 2           | \$321,000           | 62                     |
| <b>Madoc (Twp)</b>                 |             |                     |                        |
| None                               | 7           | \$370,129           | 35                     |
| <b>Marmora &amp; Lake (Twp)</b>    |             |                     |                        |
| Lake Ward                          | 0           | \$0                 | 0                      |
| Marmora Ward                       | 6           | \$209,417           | 54                     |
| <b>Prince Edward County (Muni)</b> |             |                     |                        |
| Ameliasburg Ward                   | 9           | \$635,939           | 73                     |
| Athol Ward                         | 0           | \$0                 | 0                      |
| Bloomfield Ward                    | 1           | \$626,500           | 20                     |
| Hallowell Ward                     | 4           | \$381,250           | 137                    |
| Hillier Ward                       | 5           | \$627,300           | 13                     |
| North Marysburg Ward               | 2           | \$607,500           | 20                     |

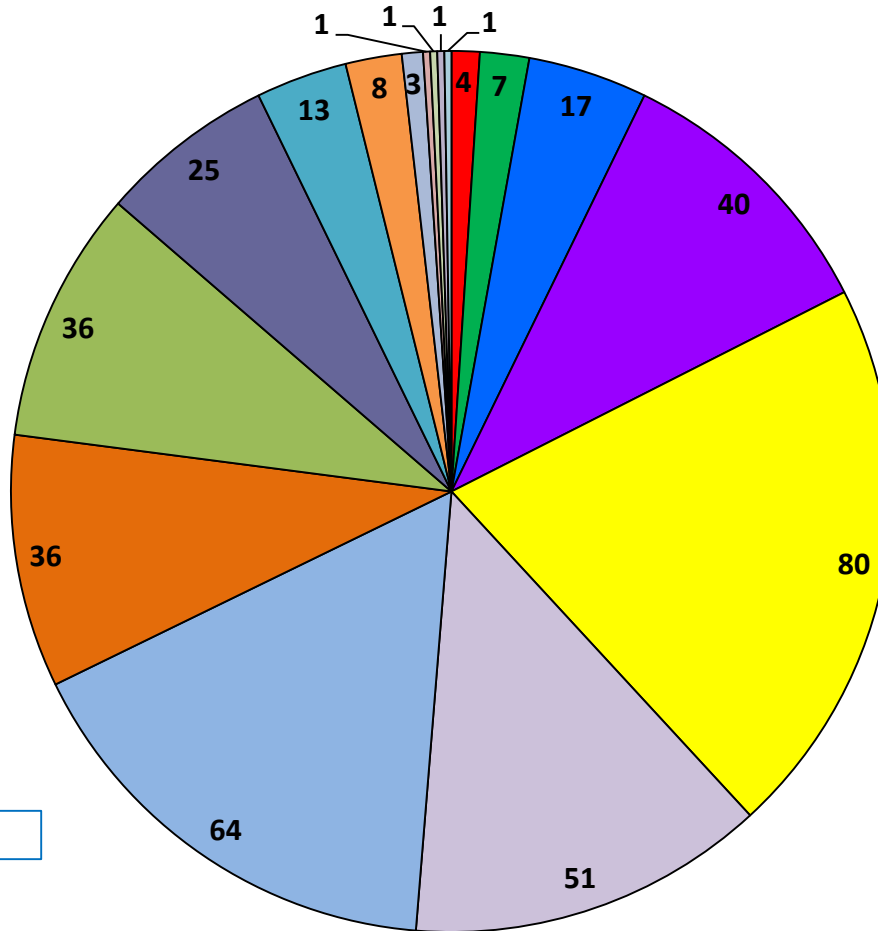
| District                               | Sales Units | Average Sales Price | Average Days on Market |
|--|-------------|---------------------|------------------------|
| <b>Prince Edward County (Muni)cont</b> |             |                     |                        |
| Picton Ward                            | 6           | \$380,288           | 81                     |
| Sophiasburg Ward                       | 8           | \$478,425           | 34                     |
| South Marysburg Ward                   | 2           | \$425,000           | 10                     |
| Wellington Ward                        | 4           | \$258,000           | 102                    |
| <b>Quinte West (City)</b>              |             |                     |                        |
| Frankford Ward                         | 18          | \$377,256           | 22                     |
| Sidney Ward                            | 33          | \$416,424           | 25                     |
| Trenton Ward                           | 55          | \$281,575           | 21                     |
| Murray Ward                            | 49          | \$414,166           | 76                     |
| <b>Stirling-Rawdon (Twp)</b>           |             |                     |                        |
| Rawdon Ward                            | 1           | \$290,000           | 12                     |
| Stirling Ward                          | 3           | \$257,967           | 30                     |
| <b>Trent Hills (Twp)</b>               |             |                     |                        |
| Campbellford                           | 10          | \$310,740           | 84                     |
| East of Hwy 25                         | 2           | \$387,750           | 11                     |
| Hastings Village                       | 2           | \$355,000           | 98                     |
| Percy                                  | 2           | \$309,500           | 28                     |
| Seymour                                | 1           | \$465,000           | 98                     |
| Warkworth                              | 2           | \$369,500           | 28                     |
| West of Hwy 25                         | 2           | \$239,000           | 34                     |
| <b>Tweed (Muni)</b>                    |             |                     |                        |
| Elzevir (Twp)                          | 2           | \$142,450           | 16                     |
| Hungerford (Twp)                       | 4           | \$397,000           | 100                    |
| Tweed (Village)                        | 4           | \$337,500           | 40                     |
| <b>Tyendinaga</b>                      |             |                     |                        |
| Tyendinaga                             | 5           | \$355,800           | 23                     |

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

| District                           | Sales Units | Average Sales Price | Average Days on Market |
|------------------------------------|-------------|---------------------|------------------------|
| <b>Belleville (City)</b>           |             |                     |                        |
| Belleville Ward                    | 90          | \$344,941           | 26                     |
| Thurlow Ward                       | 25          | \$455,555           | 47                     |
| <b>Brighton (Muni)</b>             |             |                     |                        |
| Brighton (Town)                    | 27          | \$390,259           | 47                     |
| Brighton (Twp)                     | 7           | \$418,857           | 37                     |
| <b>Centre Hastings (Muni)</b>      |             |                     |                        |
| Huntingdon Ward                    | 11          | \$239,545           | 62                     |
| Madoc Ward                         | 6           | \$259,650           | 28                     |
| <b>Cramahe (Twp)</b>               |             |                     |                        |
| Colborne                           | 12          | \$415,950           | 38                     |
| North of Hwy 401 (Cramahe)         | 6           | \$545,000           | 38                     |
| South of Hwy 401 (Cramahe)         | 2           | \$450,000           | 17                     |
| <b>Deseronto (Town)</b>            |             |                     |                        |
| Deseronto (town)                   | 2           | \$321,000           | 62                     |
| <b>Madoc (Twp)</b>                 |             |                     |                        |
| None                               | 12          | \$274,525           | 28                     |
| <b>Marmora &amp; Lake (Twp)</b>    |             |                     |                        |
| Lake Ward                          | 0           | \$0                 | 0                      |
| Marmora Ward                       | 9           | \$159,056           | 49                     |
| <b>Prince Edward County (Muni)</b> |             |                     |                        |
| Ameliasburg Ward                   | 10          | \$586,345           | 68                     |
| Athol Ward                         | 0           | \$0                 | 0                      |
| Bloomfield Ward                    | 1           | \$626,500           | 20                     |
| Hallowell Ward                     | 5           | \$408,500           | 124                    |
| Hillier Ward                       | 5           | \$627,300           | 13                     |
| North Marysburg Ward               | 4           | \$352,500           | 125                    |

| District                           | Sales Units | Average Sales Price | Average Days on Market |
|------------------------------------|-------------|---------------------|------------------------|
| <b>Prince Edward County (Muni)</b> |             |                     |                        |
| Picton Ward                        | 6           | \$380,288           | 81                     |
| Sophiasburg Ward                   | 11          | \$436,582           | 39                     |
| South Marysburg Ward               | 3           | \$335,000           | 27                     |
| Wellington Ward                    | 5           | \$341,400           | 86                     |
| <b>Quinte West (City)</b>          |             |                     |                        |
| Frankford Ward                     | 18          | \$377,256           | 22                     |
| Sidney Ward                        | 33          | \$416,424           | 25                     |
| Trenton Ward                       | 57          | \$287,133           | 23                     |
| Murray Ward                        | 52          | \$413,722           | 74                     |
| <b>Stirling-Rawdon (Twp)</b>       |             |                     |                        |
| None                               | 0           | \$0                 | 0                      |
| Rawdon Ward                        | 2           | \$207,500           | 30                     |
| Stirling Ward                      | 3           | \$257,967           | 30                     |
| <b>Trent Hills (Twp)</b>           |             |                     |                        |
| Campbellford                       | 12          | \$294,575           | 78                     |
| East of Hwy 25                     | 3           | \$279,833           | 249                    |
| Hastings Village                   | 2           | \$355,000           | 98                     |
| Percy                              | 3           | \$212,333           | 212                    |
| Seymour                            | 3           | \$335,000           | 133                    |
| Warkworth                          | 2           | \$369,500           | 28                     |
| West of Hwy 25                     | 2           | \$239,000           | 34                     |
| <b>Tweed (Muni)</b>                |             |                     |                        |
| Elzevir (Twp)                      | 3           | \$113,300           | 77                     |
| Hungerford (Twp)                   | 5           | \$330,500           | 83                     |
| Tweed (Village)                    | 5           | \$274,700           | 33                     |
| <b>Tyendinaga</b>                  |             |                     |                        |
| None                               | 0           | \$0                 | 0                      |
| Tyendinaga                         | 6           | \$304,833           | 34                     |

## Sales - Residential

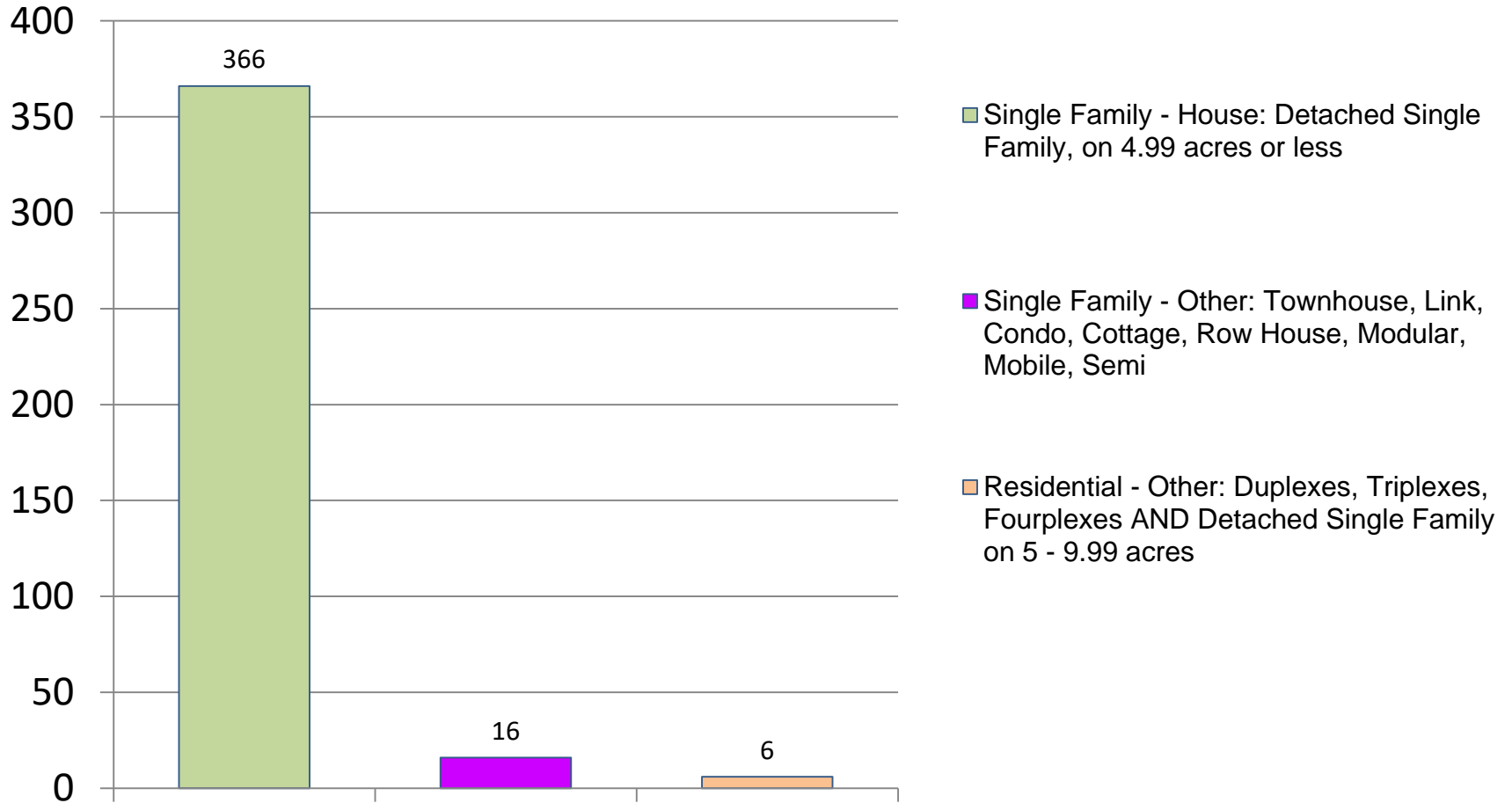


- \$0 to \$99k
- \$100k to \$149k
- \$150k to \$199k
- \$200k to \$249k
- \$250k to \$299k
- \$300k to \$349k
- \$350k to \$399k
- \$400k to \$449k
- \$450k to \$499k
- \$500k to \$599k
- \$600k to \$699k
- \$700k to \$799k
- \$800k to \$899k
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- \$1m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

Numbers indicate units

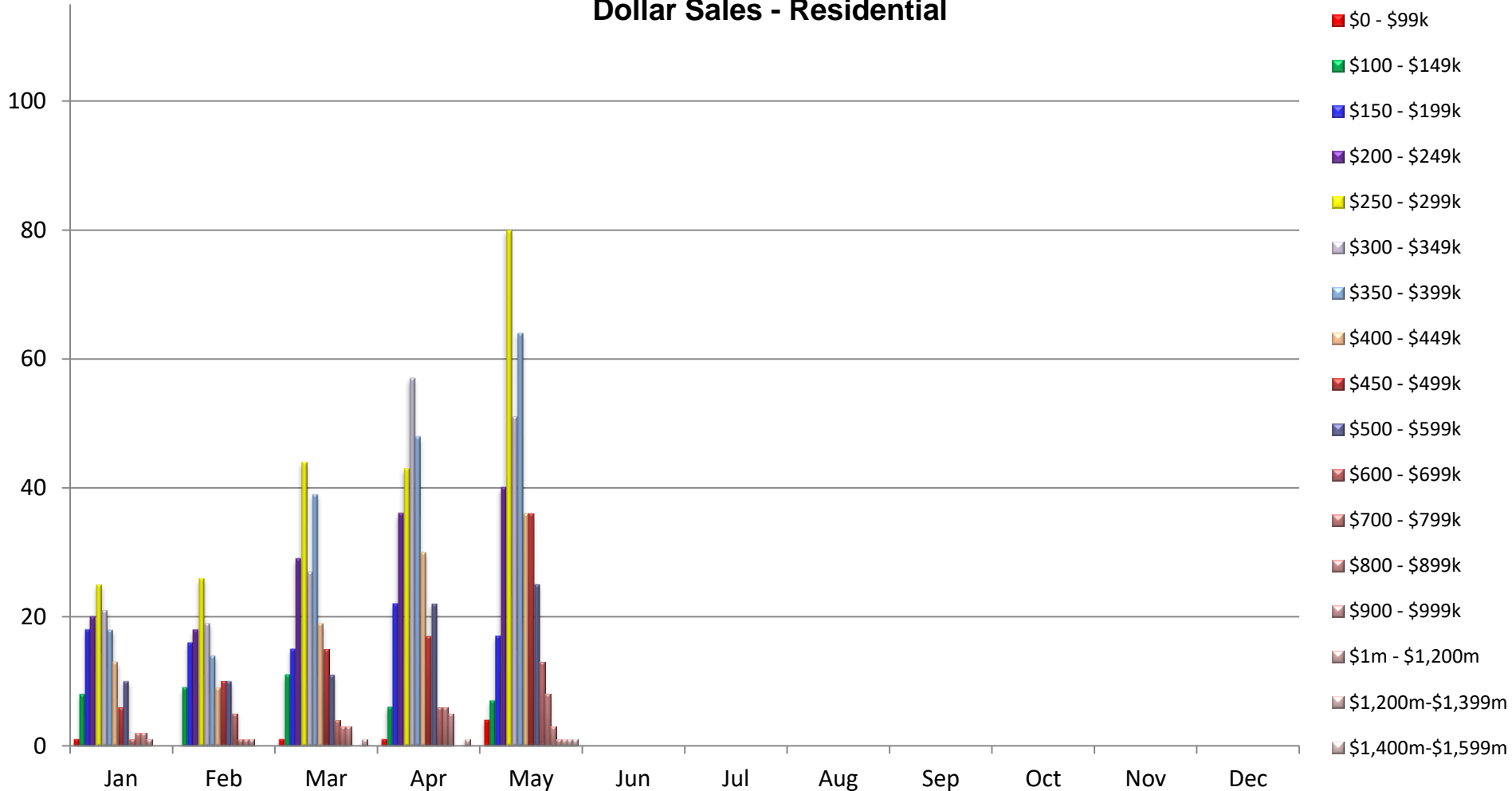
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## Sales - Residential



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## Dollar Sales - Residential



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## Statistical Information\*

|   | 2019          | 2018          | % Change |
|---|---------------|---------------|----------|
| Dollar Sales - All Property Types - to May 31, 2019 | \$466,832,868 | \$452,660,256 | 3.1%     |
| Dollar Sales - All Property Types - for May, 2019   | \$150,895,886 | \$145,958,153 | 3.4%     |
| Dollar Sales - Residential - to May 31, 2019        | \$424,591,961 | \$408,368,523 | 4.0%     |
| Dollar Sales - Residential - for May, 2019          | \$144,525,186 | \$132,093,553 | 9.4%     |
| Listings - All Property Types - to May 31, 2019     | 2,736         | 2,755         | -0.7%    |
| Listings - All Property Types - for May, 2019       | 693           | 741           | -6.5%    |
| Listings - Residential - to May 31, 2019            | 2,251         | 2,219         | 1.4%     |
| Listings - Residential - for May, 2019              | 569           | 618           | -7.9%    |
| Sales - All Property Types - to May 31, 2019        | 1,326         | 1,383         | -4.1%    |
| Sales - All Property Types - for May, 2019          | 423           | 442           | -4.3%    |
| Sales - Residential - to May 31, 2019               | 1,195         | 1,238         | -3.5%    |
| Sales - Residential - for May, 2019                 | 388           | 405           | -4.2%    |
| Average Res. Sold to May 31, 2019                   | 355,307       | 329,861       | 7.7%     |
| Average Res. Sold for May, 2019                     | 372,488       | 326,157       | 14.2%    |
| Average Sold to May 31, 2019                        | 352,061       | 327,303       | 7.6%     |
| Average Sold for May, 2019                          | 356,728       | 330,222       | 8.0%     |
| Total Active Residential                            | 968           | 816           | 18.6%    |
| Total Active Non-Residential                        | 470           | 451           | 4.2%     |
| Total Active Listings                               | 1,438         | 1,267         | 13.5%    |

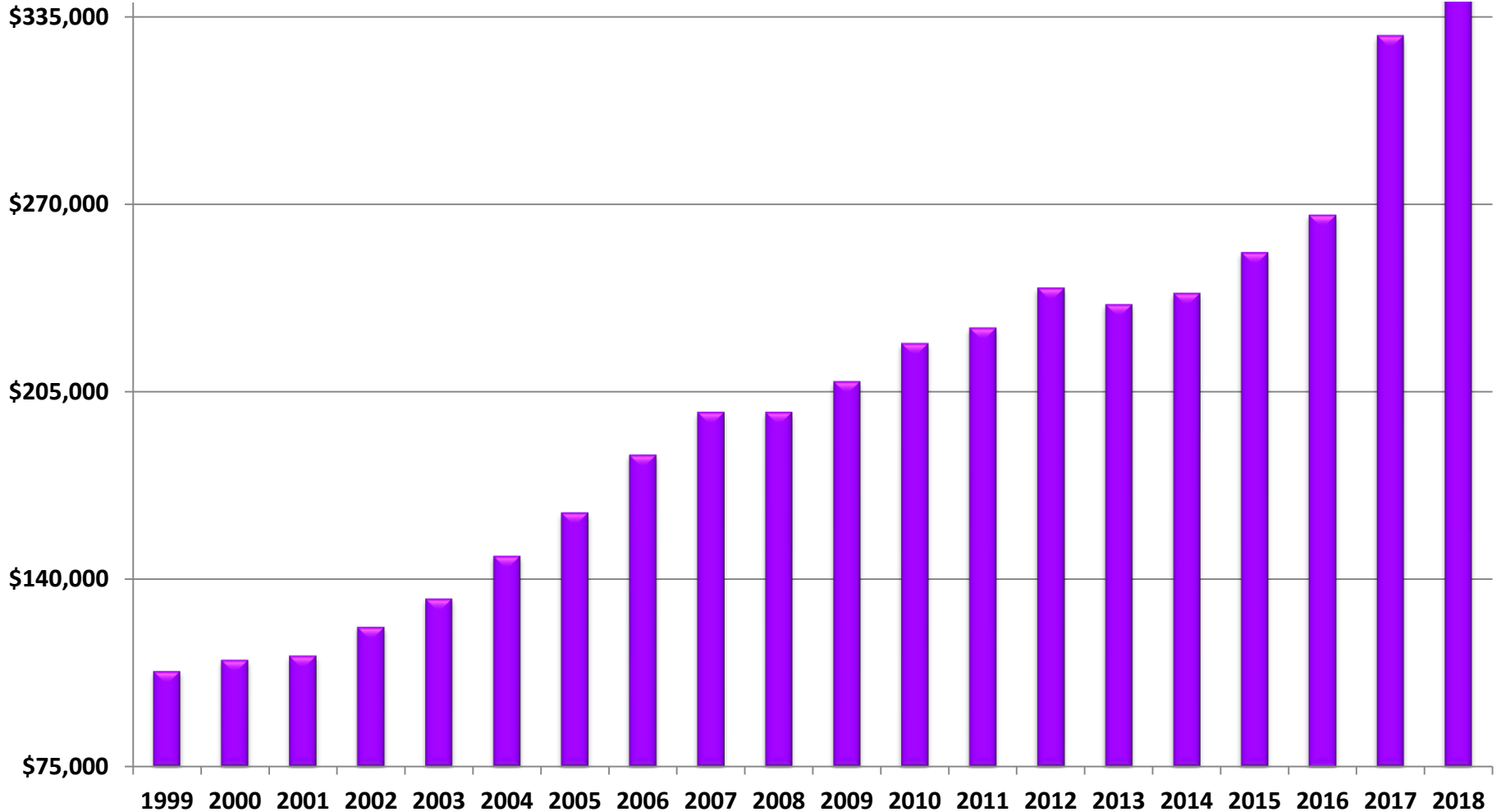
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\*Statistical information including the dollar sales volume, # of sales, # of listings, days on the market and average sale prices are based on firm transactions entered into the QDAR MLS® system between the first and last day of the month or the period 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 432 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.

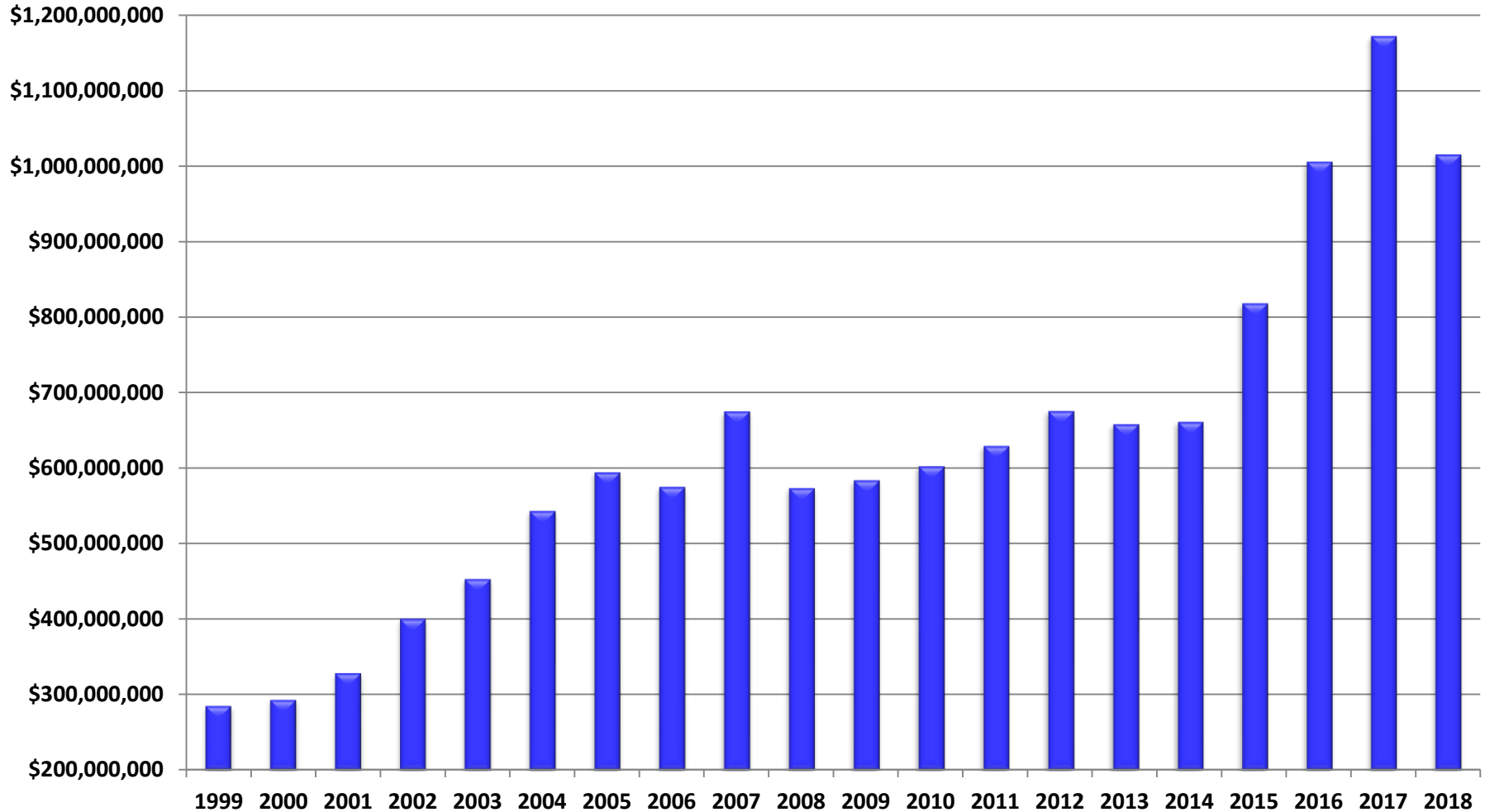
## Average Sale Price - Residential (within QDAR jurisdiction)



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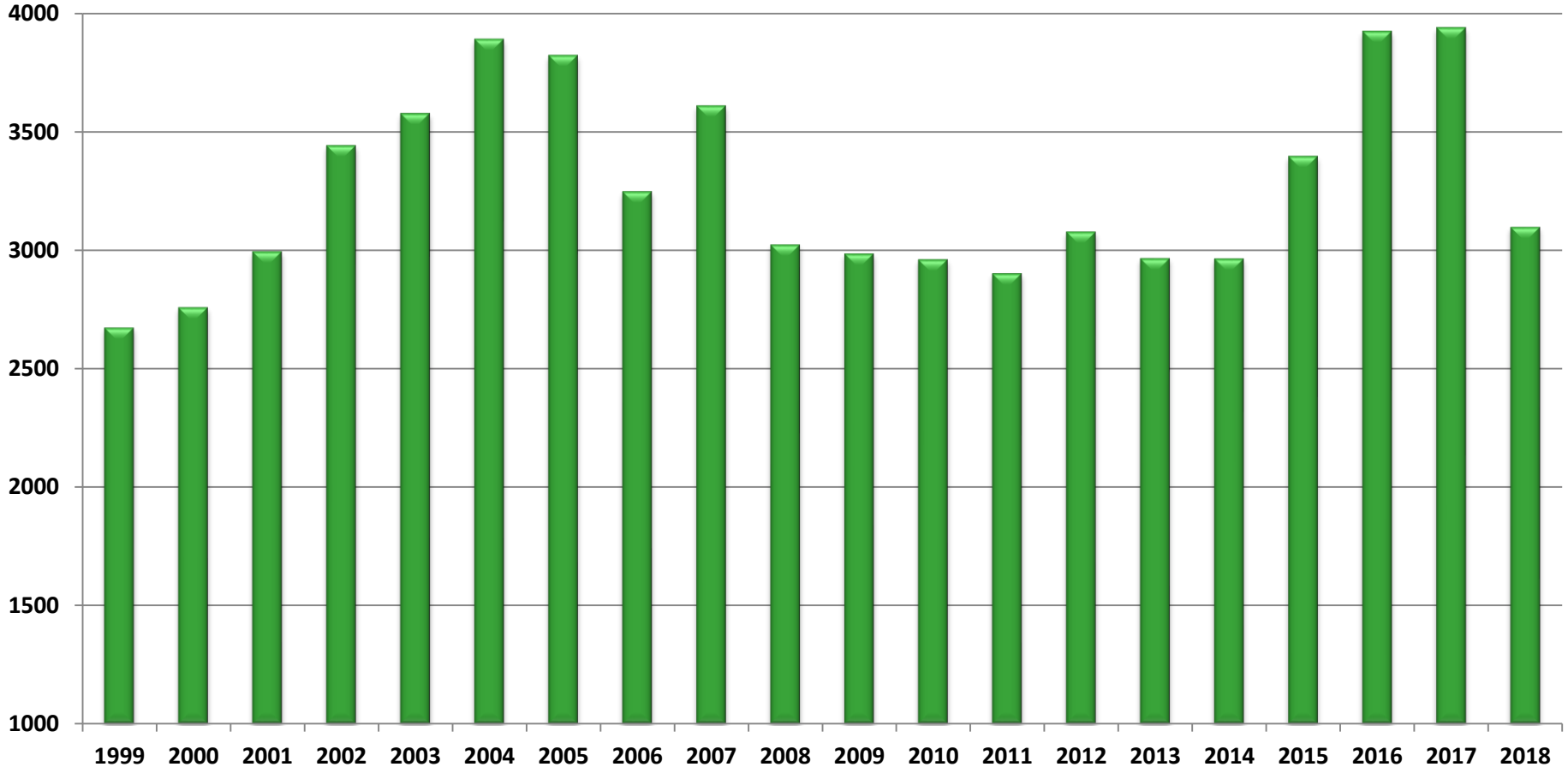


## Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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



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