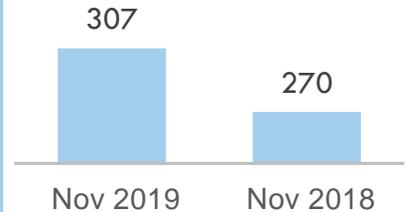


President Cathy Polan's Remarks:

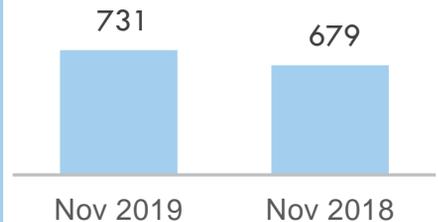
- November is often a challenging month for real estate, as we transition from fall to winter and starting to plan for the holiday season. This year shows an active local real estate market, with our local Professional Realtors® helping many to buy and sell properties as well as showcasing business opportunities.
- The 2019 numbers continue to be positive and all indicators point toward strong year. The monthly Dollar Sales for All Property Types in the Quinte area was \$76,053,458 reflecting an increase of 18.6% over 2018, which was \$64,127,723. The 2019 Year-to-Date figure also continues in a positive direction, sitting at \$1,144,939,187 which is 16.3% over 2018.
- The November monthly Dollar Sales for Residential Listings also resulted in an increase of 18.0% with \$71,204,458 for 2019 compared to \$60,337,168 for 2018. The 2019 Year-to-Date Residential number was \$1,049,181,536 resulting in a 16.2% increase over the previous year. The last time the Residential Year-to-Date number surpassed the \$1B was December 2017, with that year ending at \$1,027,745,805. It will be interesting to see the final 2019 number, with one month remaining in the year.
- The Residential Average Sale Price for November continued the upward trend, with an increase over 2018. The 2019 price was \$395,580 resulting in a 10.1% increase over the 2018 amount of \$359,150. The Year-to-Date Residential Average Sale Price also showed an increase of 9.5% over 2018.
- Residential Unit Sales for November 2019 resulted in 180 sales, also up from 168 sales for 2018, an increase of 7.1%. The Year-to-Date number currently comes in at 2,856 units compared to 2,691 in 2018 sales, for an increase of 6.1%.

A final comment for this month – this is my last Market Watch as QDAR President and would like to introduce and congratulate Heather Plane, the new QDAR President.

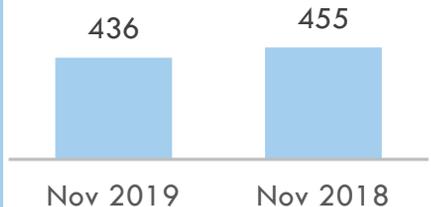
QDAR New Listings All Property Types



QDAR Active Residential Listings



QDAR Active Non-Residential Listings



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Statistical Information Snapshot*

	2019	2018	% Change
Dollar Sales - All Property Types - to November 30, 2019	\$1,144,939,187	\$984,058,161	16.3%
Dollar Sales - All Property Types - for November, 2019	\$76,053,458	\$64,127,723	18.6%
Dollar Sales - Residential - to November 30, 2019	\$1,049,181,536	\$902,780,593	16.2%
Dollar Sales - Residential - for November, 2019	\$71,204,458	\$60,337,168	18.0%
Listings - All Property Types - to November 30, 2019	5,797	5,541	4.6%
Listings - All Property Types - for November, 2019	307	270	13.7%
Listings - Residential - to November 30, 2019	4,757	4,439	7.2%
Listings - Residential - for November, 2019	242	210	15.2%
Sales - All Property Types - to November 30, 2019	3,166	2,995	5.7%
Sales - All Property Types - for November, 2019	202	188	7.4%
Sales - Residential - to November 30, 2019	2,856	2,691	6.1%
Sales - Residential - for November, 2019	180	168	7.1%
Average Res. Sold to November 30, 2019	367,360	335,481	9.5%
Average Res. Sold for November, 2019	395,580	359,150	10.1%
Average Sold to November 30, 2019	361,636	328,567	10.1%
Average Sold for November, 2019	376,502	341,105	10.4%
Total Active Residential	731	679	7.7%
Total Active Non-Residential	436	455	-4.2%
Total Active Listings	1,167	1,134	2.9%

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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.

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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
Belleville (City)			
Belleville Ward	34	\$368,862	52
Thurlow Ward	17	\$383,919	34
Brighton (Muni)			
Brighton (Town)	14	\$414,586	52
Brighton (Twp)	5	\$519,900	22
Centre Hastings (Muni)			
Huntingdon Ward	2	\$427,500	33
Madoc Ward	2	\$322,500	35
Cramahe (Twp)			
Colborne	1	\$725,000	76
North of Hwy 401 (Cramahe)	7	\$469,429	68
South of Hyw 401 (Cramahe)	1	\$554,000	56
Deseronto (Town)			
Deseronto (town)	0	\$0	0
Madoc (Twp)			
None	1	\$212,000	80
Marmora & Lake (Twp)			
Lake Ward	1	\$265,000	198
Marmora Ward	6	\$276,817	83
Prince Edward County (Muni)			
Ameliasburg Ward	8	\$631,113	52
Athol Ward	2	\$574,500	119
Bloomfield Ward	2	\$975,000	141
Hallowell Ward	5	\$520,458	68
Hillier Ward	1	\$270,000	26
North Marysburg Ward	3	\$766,667	287

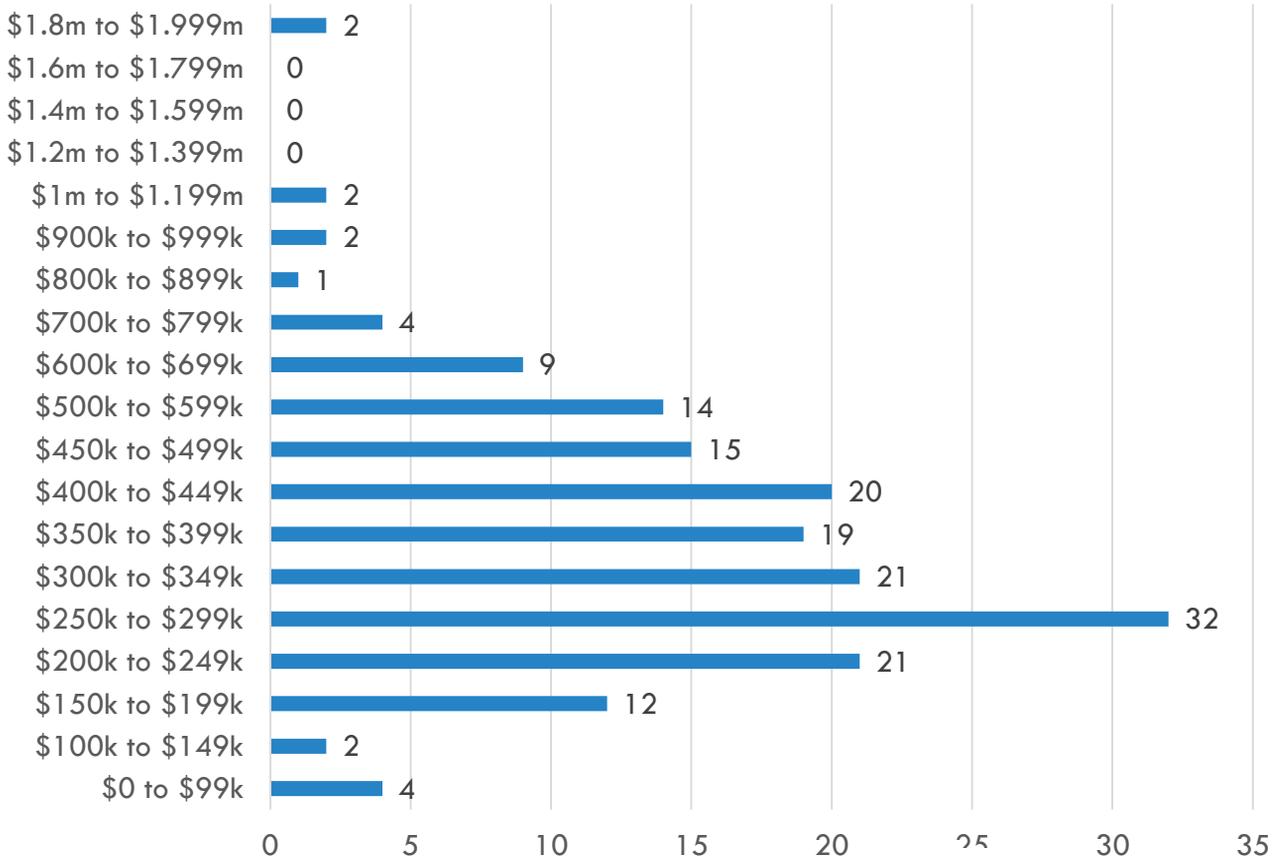
District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)cont			
Pictou Ward	11	\$378,063	84
Sophiasburg Ward	1	\$520,000	4
South Marysburg Ward	1	\$1,900,000	139
Wellington Ward	1	\$419,000	24
Quinte West (City)			
Frankford Ward	4	\$288,750	30
Sidney Ward	16	\$371,221	52
Trenton Ward	23	\$263,946	31
Murray Ward	8	\$369,401	27
Stirling-Rawdon (Twp)			
Rawdon Ward	2	\$352,000	19
Stirling Ward	2	\$276,950	22
Trent Hills (Twp)			
Campbellford	6	\$310,833	42
East of Hwy 25	1	\$510,100	57
Hastings Village	0	\$0	0
Percy	0	\$0	0
Seymour	3	\$470,333	80
Warkworth	1	\$535,000	224
West of Hwy 25	3	\$335,000	42
Tweed (Muni)			
Elzevir (Twp)	1	\$433,000	35
Hungerford (Twp)	1	\$610,000	71
Tweed (Village)	2	\$254,750	42
Tyendinaga			
Tyendinaga	2	\$430,000	44

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	40	\$351,208	52
Thurlow Ward	19	\$382,717	47
Brighton (Muni)			
Brighton (Town)	14	\$414,586	52
Brighton (Twp)	6	\$443,250	22
Centre Hastings (Muni)			
Huntingdon Ward	3	\$315,667	33
Madoc Ward	2	\$322,500	35
Cramahe (Twp)			
Colborne	1	\$725,000	76
North of Hwy 401 (Cramahe)	8	\$460,750	74
South of Hwy 401 (Cramahe)	1	\$554,000	56
Deseronto (Town)			
Deseronto (town)	1	\$150,000	215
Madoc (Twp)			
None	2	\$301,000	75
Marmora & Lake (Twp)			
Lake Ward	1	\$265,000	198
Marmora Ward	9	\$333,100	98
Prince Edward County (Muni)			
Ameliasburg Ward	8	\$631,113	52
Athol Ward	3	\$407,167	143
Bloomfield Ward	2	\$975,000	141
Hallowell Ward	5	\$520,458	68
Hillier Ward	5	\$287,500	59
North Marysburg Ward	4	\$587,500	239

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Picton Ward	11	\$378,063	84
Sophasburg Ward	3	\$305,000	35
South Marysburg Ward	2	\$1,238,500	125
Wellington Ward	1	\$419,000	24
Quinte West (City)			
Frankford Ward	4	\$288,750	30
Sidney Ward	16	\$371,221	52
Trenton Ward	24	\$262,531	30
Murray Ward	9	\$368,356	53
Stirling-Rawdon (Twp)			
None	0	\$0	0
Rawdon Ward	3	\$451,333	34
Stirling Ward	2	\$276,950	22
Trent Hills (Twp)			
Campbellford	7	\$288,571	45
East of Hwy 25	1	\$510,100	57
Hastings Village	0	\$0	0
Percy	0	\$0	0
Seymour	3	\$470,333	80
Warkworth	2	\$292,000	127
West of Hwy 25	3	\$335,000	42
Tweed (Muni)			
Elzevir (Twp)	2	\$225,500	32
Hungerford (Twp)	3	\$284,333	62
Tweed (Village)	3	\$286,500	40
Tyendinaga			
None	0	\$0	0
Tyendinaga	4	\$271,250	137

Sales – Residential



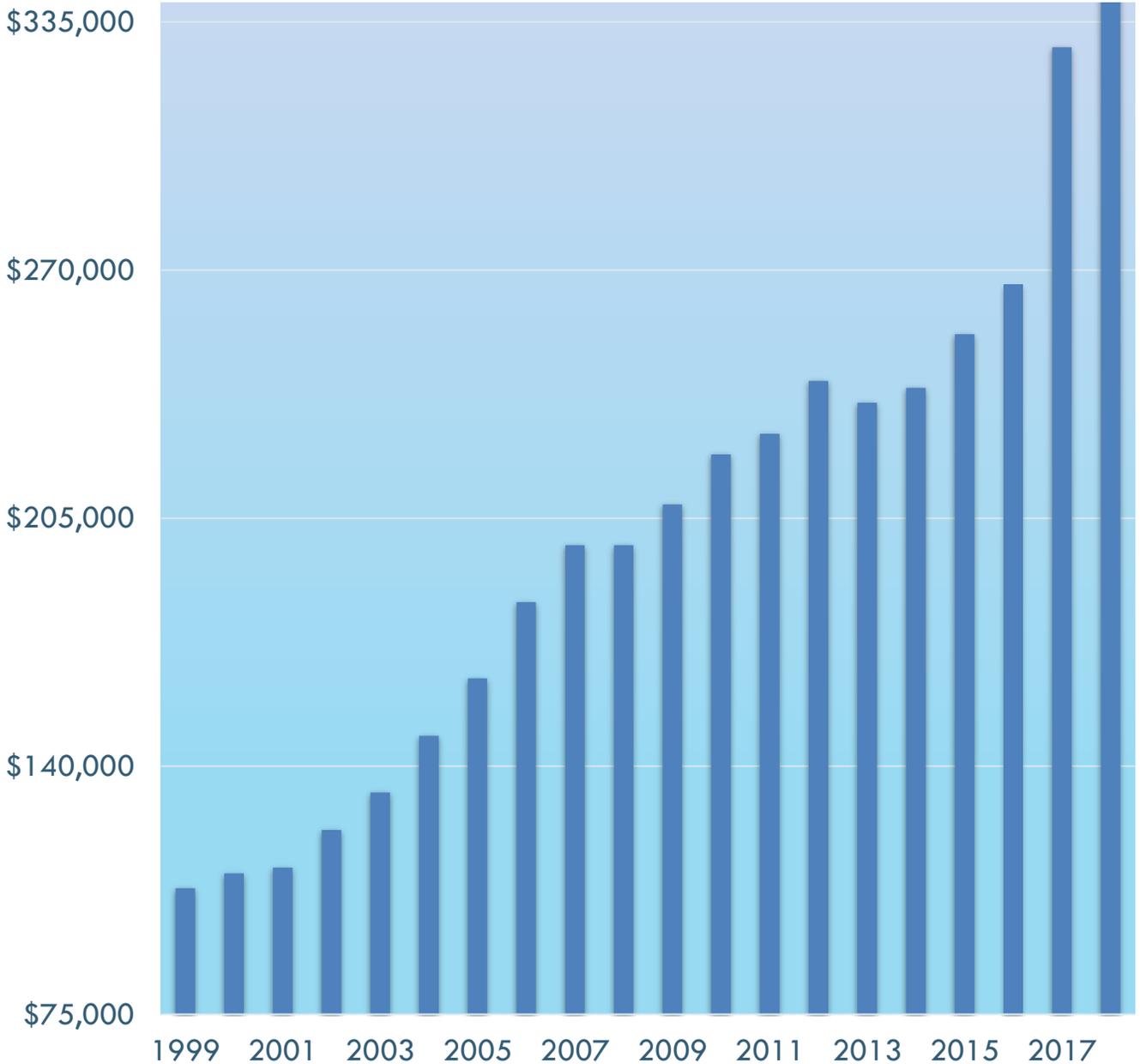
Average Price
Residential

\$395,580
November 2019

\$359,150
November 2018

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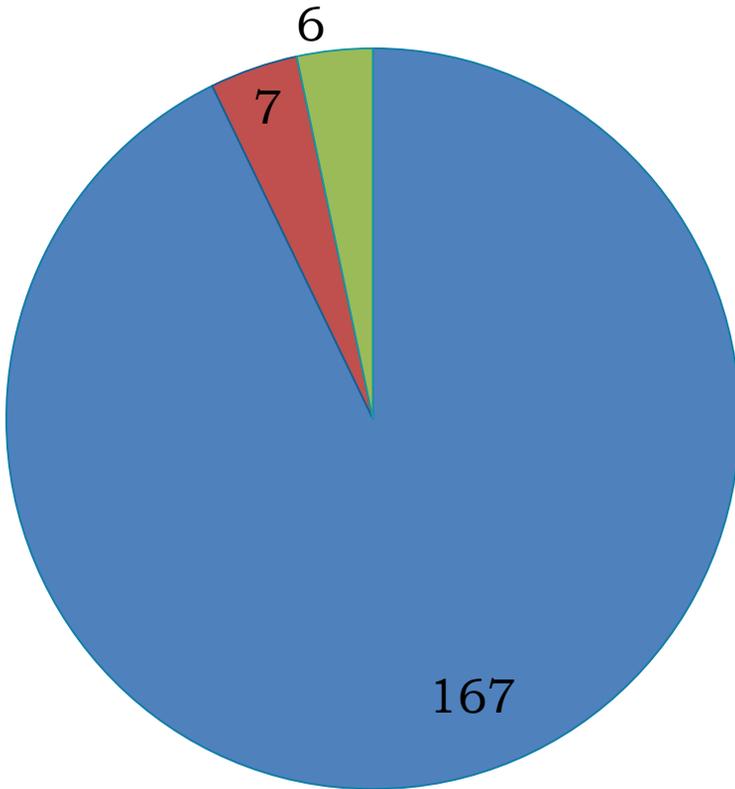
Average Sale Price - Residential (within QDAR jurisdiction)



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Sales - Residential



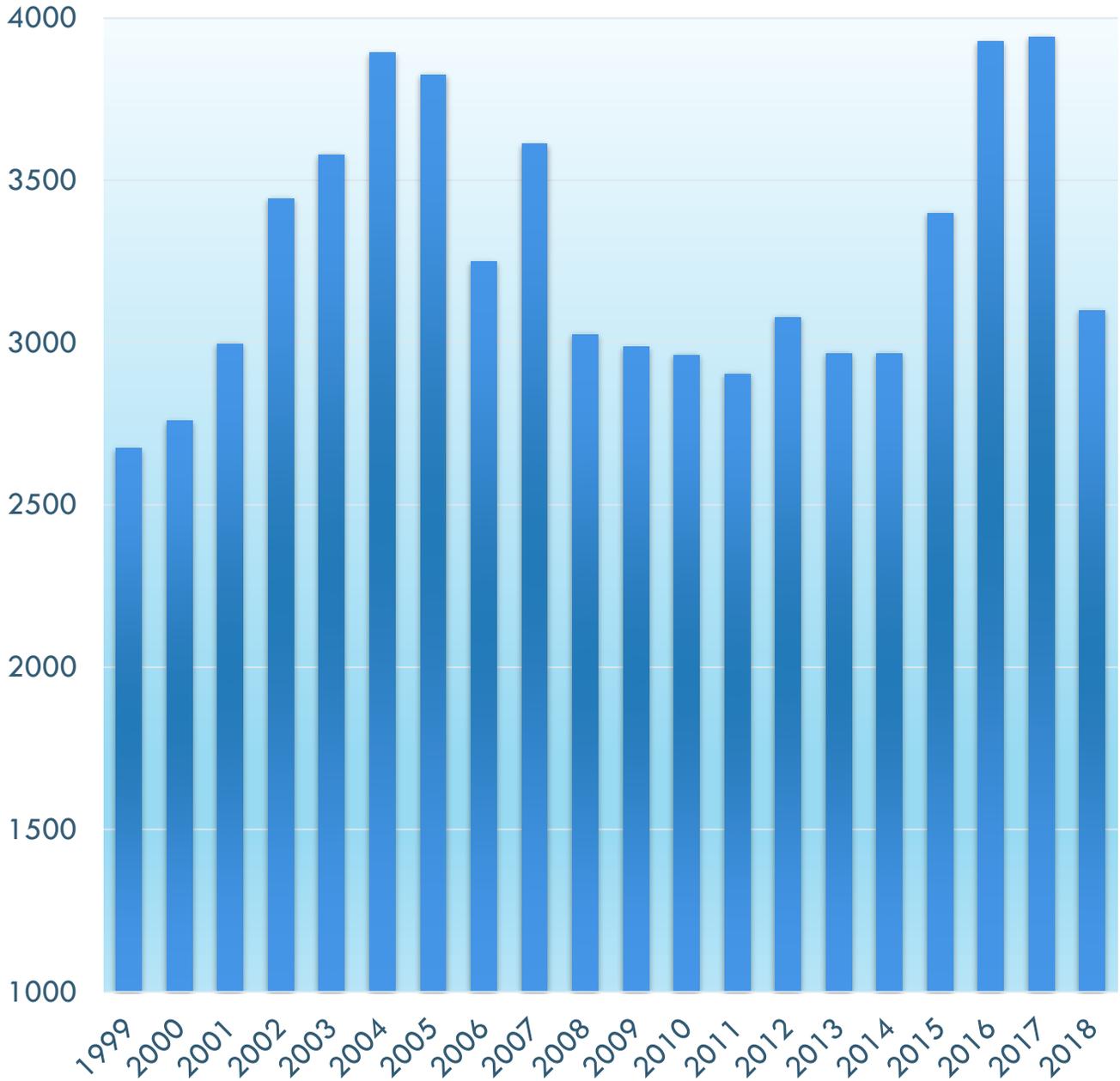
- Single Family – House: Detached
Single Family, on 4.99 acres or less
- Single Family – Other: Townhouse, Link, Condo, Cottage, Row House, Modular, Mobile, Semi
- Residential – Other: Duplexes, Triplexes, Fourplexes AND Detached Single Family on 5 – 9.99 acres

Numbers indicate units

Residential Sales	180	168
	November 2019	November 2018

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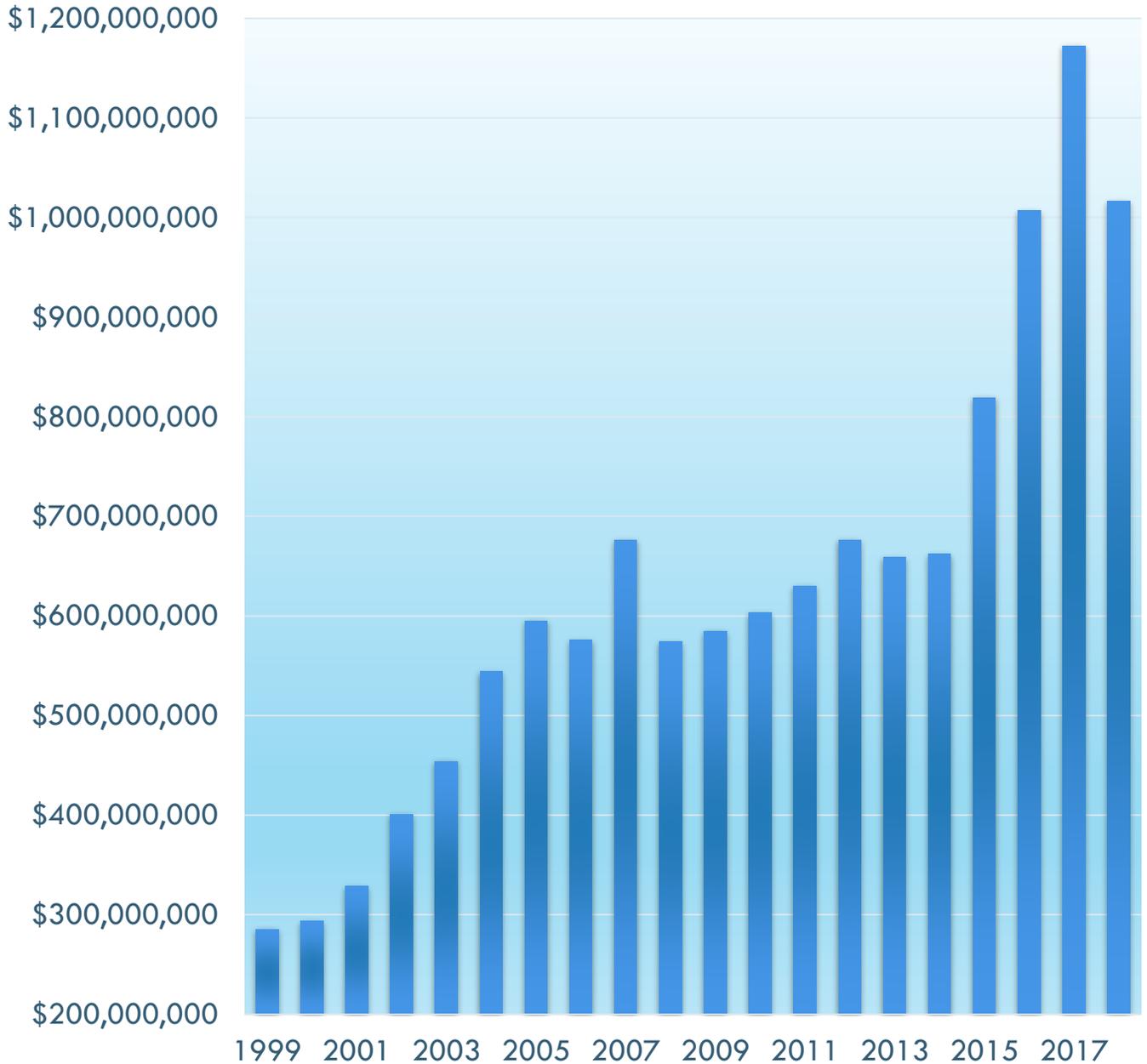
Number of Sales - All Property Types (includes outside QDAR jurisdiction)



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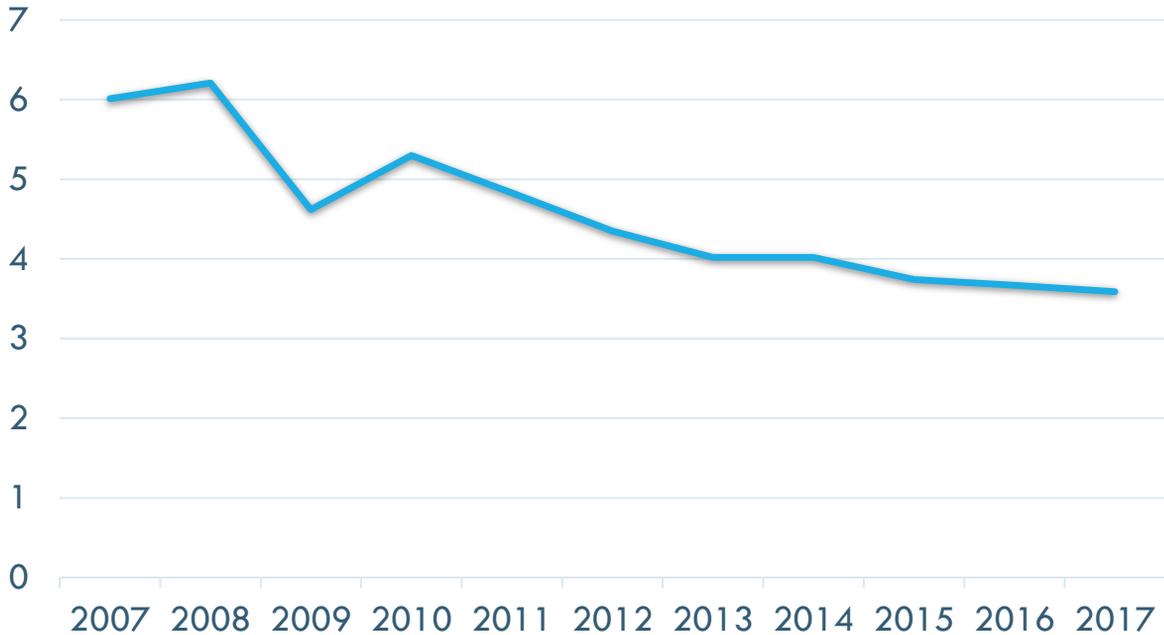
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Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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Average November Residential Mortgage Lending Rate* (5 Year)



Economic/Mortgage Indicators

Prime Rate*
 3.95%
 November 2019

Conventional Mortgage*

1 Year - 3.64%
 3 Year - 3.94%
 5 Year - 5.19%

Sources and Notes: *Bank of Canada, Rates for most recently completed month

