

## 2019 President Cathy Polan's Comments:

The first quarter statistics for 2019 are now complete and the Year-to-Date figures indicate a modest start to the year, with a varied set of resulting numbers.

March 2019 transactions have been processed and the QDAR MLS® system shows the monthly Dollar Sales for All Property Types came in at \$90,567,993 reflecting a decrease of 8.4% over 2018, which was \$98,885,701. The 2019 Year-to-Date figure has resulted in a modest increase of 3.3% over 2018.

The March monthly Dollar Sales for Residential Listings also resulted in a decrease of 13.6% with \$76,165,193 for 2019 compared to \$88,167,801 for 2018. The 2019 Year-to-Date Residential number is almost at a break-even level, with a 0.9% increase over last year at this time.

Residential Unit Sales for March 2019 show 222 sales, which is down from 261 sales for 2018, reflecting a significant decrease of 14.9%. The Year-to-Date comparison shows 2019 is currently 2.5% below the 2018 sales for the same period of time.

On the positive side, the Residential Average Sale Price for March is continuing the trend of the past few years, with the average price coming in at \$343,086 which is a slight increase of 1.6% compared to 2018. The Year-to-Date Residential Average Sale Price shows an increase of 3.5% above 2018.

Active Residential Listings continue the positive trend for the twelfth month, with 833 Active Residential Listings compared to 683 Active Residential Listings in March 2018. This 22.0% increase over last year reflects a healthy real estate market in the local area, offering a variety of available listings.

## Economic/Mortgage Indicators

### Prime Rate\*

Mar 2019 - 3.95%

### Conventional Mortgage\*

1 year - 3.64%

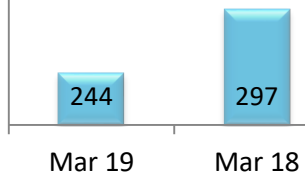
3 year - 4.29%

5 year - 5.34%

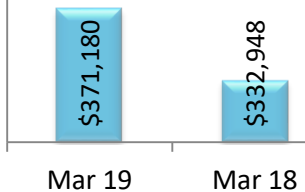
### Sources and Notes:

\*Bank of Canada, Rates for most recently completed month

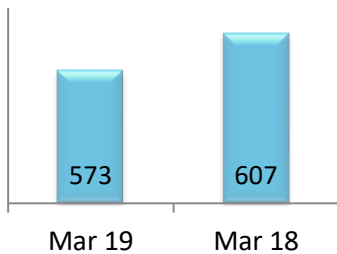
### QDAR Sales All Property Types



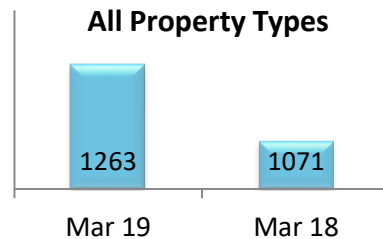
### QDAR Average Price All Property Types



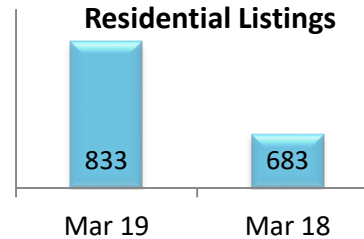
### New QDAR Listings All Property Types



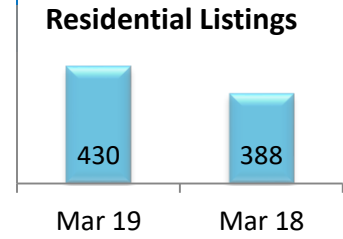
### QDAR Active Listings All Property Types



### QDAR Active Residential Listings



### QDAR Active Non-Residential Listings



\*\*\*Data methodology for statistics has changed and historical revisions to the data have been applied. Data collection for reports prior to Mar/18 was based solely on sales & listings from QDAR Members, unless otherwise stated. Data collection for Mar/18 and onward is based on sales and listings in the QDAR jurisdiction and incorporates any historical revisions.

## 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	40	\$293,933	32
Thurlow Ward	18	\$392,025	27
<b>Brighton (Muni)</b>			
Brighton (Town)	19	\$428,153	38
Brighton (Twp)	3	\$433,833	20
<b>Centre Hastings (Muni)</b>			
Huntingdon Ward	3	\$226,000	66
Madoc Ward	7	\$268,557	23
<b>Cramahe (Twp)</b>			
Colborne	4	\$344,750	42
North of Hwy 401 (Cramahe)	2	\$540,000	33
South of Hwy 401 (Cramahe)	1	\$769,000	129
<b>Deseronto (Town)</b>			
Deseronto (town)	4	\$216,250	65
<b>Madoc (Twp)</b>			
None	2	\$324,950	35
<b>Marmora &amp; Lake (Twp)</b>			
Lake Ward	1	\$471,000	20
Marmora Ward	2	\$190,500	22
<b>Prince Edward County (Muni)</b>			
Ameliasburg Ward	5	\$408,420	11
Athol Ward	1	\$384,000	55
Bloomfield Ward	0	\$0	0
Hallowell Ward	6	\$560,894	243
Hillier Ward	4	\$403,500	69
North Marysburg Ward	0	\$0	0

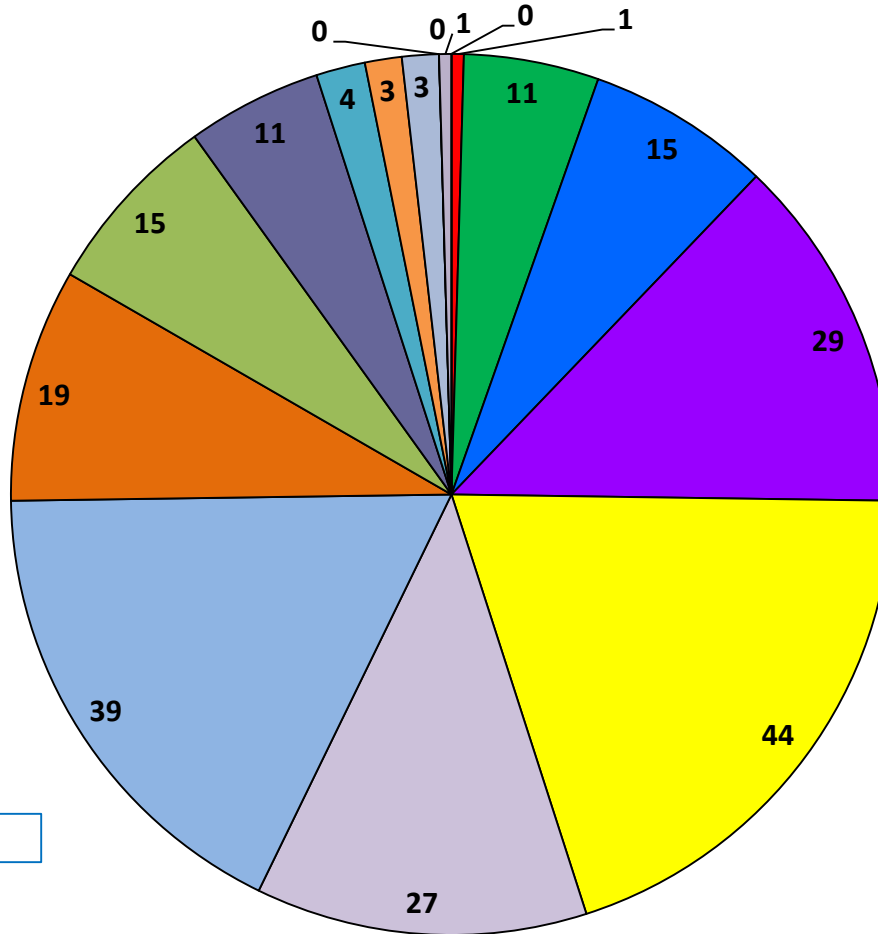
District	Sales Units	Average Sales Price	Average Days on Market
<b>Prince Edward County (Muni)cont</b>			
Picton Ward	7	\$422,131	82
Sophiasburg Ward	2	\$362,500	104
South Marysburg Ward	0	\$0	0
Wellington Ward	2	\$364,500	129
<b>Quinte West (City)</b>			
Frankford Ward	6	\$318,800	34
Sidney Ward	12	\$326,325	65
Trenton Ward	36	\$273,951	16
Murray Ward	25	\$367,287	25
<b>Stirling-Rawdon (Twp)</b>			
Rawdon Ward	0	\$0	0
Stirling Ward	3	\$275,000	24
<b>Trent Hills (Twp)</b>			
Campbellford	6	\$218,500	48
East of Hwy 25	1	\$765,000	30
Hastings Village	0	\$0	0
Percy	0	\$0	0
Seymour	4	\$252,500	19
Warkworth	2	\$564,000	88
West of Hwy 25	1	\$329,900	5
<b>Tweed (Muni)</b>			
Elzevir (Twp)	2	\$300,000	122
Hungerford (Twp)	3	\$343,083	28
Tweed (Village)	3	\$121,967	45
<b>Tyendinaga</b>			
Tyendinaga	3	\$422,333	61

## 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	43	\$397,461	40
Thurlow Ward	20	\$562,748	41
<b>Brighton (Muni)</b>			
Brighton (Town)	20	\$411,490	37
Brighton (Twp)	3	\$433,833	20
<b>Centre Hastings (Muni)</b>			
Huntingdon Ward	3	\$226,000	66
Madoc Ward	7	\$268,557	23
<b>Cramahe (Twp)</b>			
Colborne	4	\$344,750	42
North of Hwy 401 (Cramahe)	2	\$540,000	33
South of Hwy 401 (Cramahe)	1	\$769,000	129
<b>Deseronto (Town)</b>			
Deseronto (town)	4	\$216,250	65
<b>Madoc (Twp)</b>			
None	2	\$324,950	35
<b>Marmora &amp; Lake (Twp)</b>			
Lake Ward	1	\$471,000	20
Marmora Ward	3	\$170,300	26
<b>Prince Edward County (Muni)</b>			
Ameliasburg Ward	5	\$408,420	11
Athol Ward	3	\$584,000	54
Bloomfield Ward	0	\$0	0
Hallowell Ward	8	\$504,421	204
Hillier Ward	4	\$360,750	69
North Marysburg Ward	2	\$153,500	35

District	Sales Units	Average Sales Price	Average Days on Market
<b>Prince Edward County (Muni)</b>			
Picton Ward	8	\$384,352	90
Sophiasburg Ward	3	\$425,000	104
South Marysburg Ward	0	\$0	0
Wellington Ward	2	\$364,500	129
<b>Quinte West (City)</b>			
Frankford Ward	7	\$300,400	36
Sidney Ward	15	\$310,927	68
Trenton Ward	38	\$270,451	18
Murray Ward	25	\$367,287	25
<b>Stirling-Rawdon (Twp)</b>			
None	0	\$0	0
Rawdon Ward	0	\$0	0
Stirling Ward	5	\$265,600	85
<b>Trent Hills (Twp)</b>			
Campbellford	7	\$213,429	51
East of Hwy 25	1	\$765,000	30
Hastings Village	0	\$0	0
Percy	2	\$72,750	33
Seymour	6	\$214,000	23
Warkworth	2	\$564,000	88
West of Hwy 25	1	\$329,900	5
<b>Tweed (Muni)</b>			
Elzevir (Twp)	2	\$300,000	122
Hungerford (Twp)	4	\$293,563	25
Tweed (Village)	3	\$121,967	45
<b>Tyendinaga</b>			
None	0	\$0	0
Tyendinaga	3	\$422,333	61

## Sales - Residential

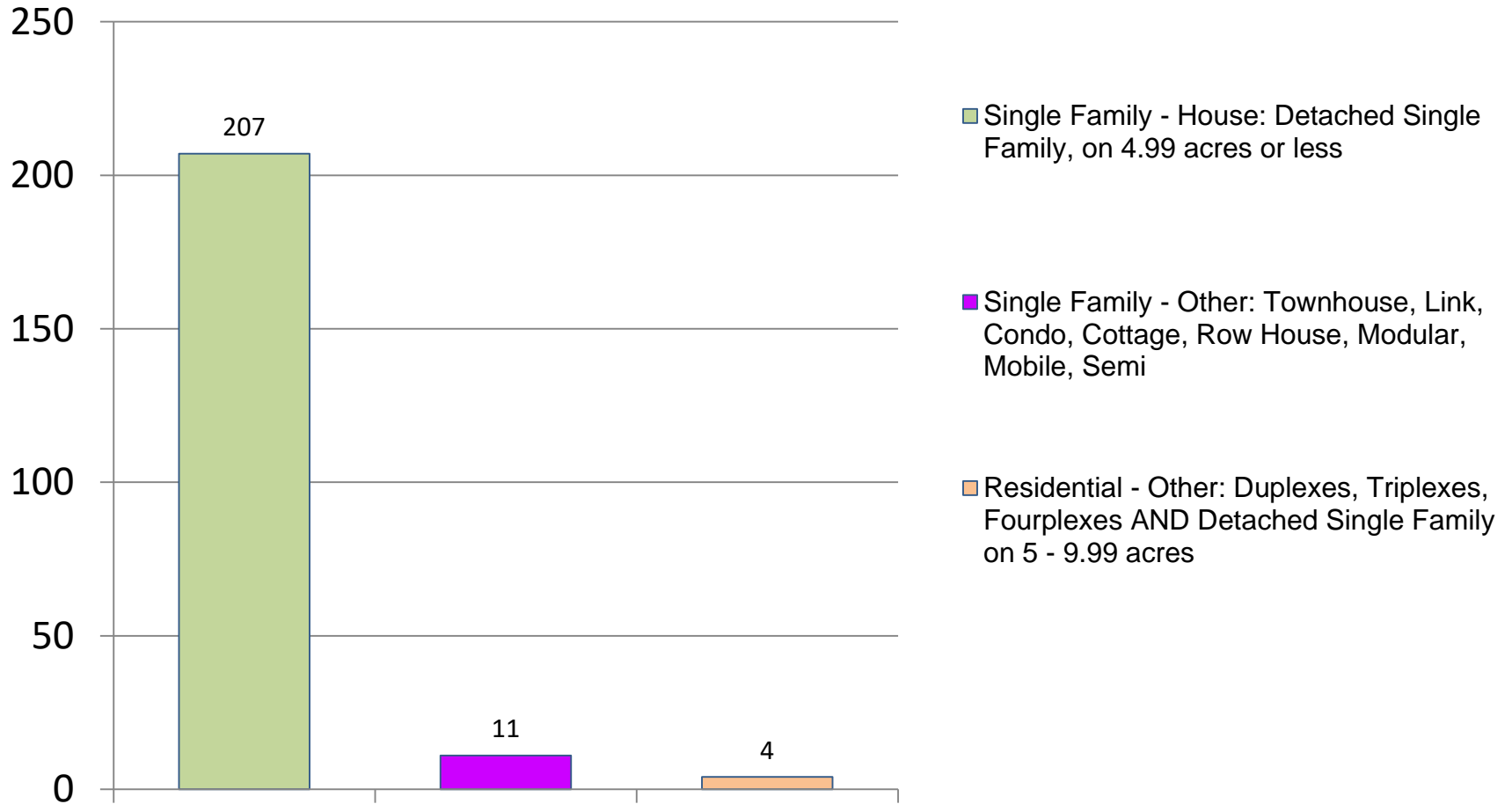


- \$0 to \$99k
- \$100k to \$149k
- \$150k to \$199k
- \$200k to \$249k
- \$250k to \$299k
- \$300k to \$349k
- \$350k to \$399k
- \$400k to \$449k
- \$450k to \$499k
- \$500k to \$599k
- \$600k to \$699k
- \$700k to \$799k
- \$800k to \$899k
- \$900k to \$999k
- \$1m to \$1.199m
- \$1.200m to \$1.399m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

	2019	2018	% Change
Dollar Sales - All Property Types - to March 31, 2019	\$202,823,573	\$196,316,251	3.3%
Dollar Sales - All Property Types - for March, 2019	\$90,567,993	\$98,885,701	-8.4%
Dollar Sales - Residential - to March 31, 2019	\$171,512,366	\$170,011,051	0.9%
Dollar Sales - Residential - for March, 2019	\$76,165,193	\$88,167,801	-13.6%
Listings - All Property Types - to March 31, 2019	1,363	1,371	-0.6%
Listings - All Property Types - for March, 2019	573	607	-5.6%
Listings - Residential - to March 31, 2019	1,095	1,069	2.4%
Listings - Residential - for March, 2019	463	515	-10.1%
Sales - All Property Types - to March 31, 2019	576	606	-5.0%
Sales - All Property Types - for March, 2019	244	297	-17.8%
Sales - Residential - to March 31, 2019	507	520	-2.5%
Sales - Residential - for March, 2019	222	261	-14.9%
Average Res. Sold to March 31, 2019	338,289	326,944	3.5%
Average Res. Sold for March, 2019	343,086	337,808	1.6%
Average Sold to March 31, 2019	352,124	323,954	8.7%
Average Sold for March, 2019	371,180	332,948	11.5%
Total Active Residential	833	683	22.0%
Total Active Non-Residential	430	388	10.8%
Total Active Listings	1,263	1,071	17.9%

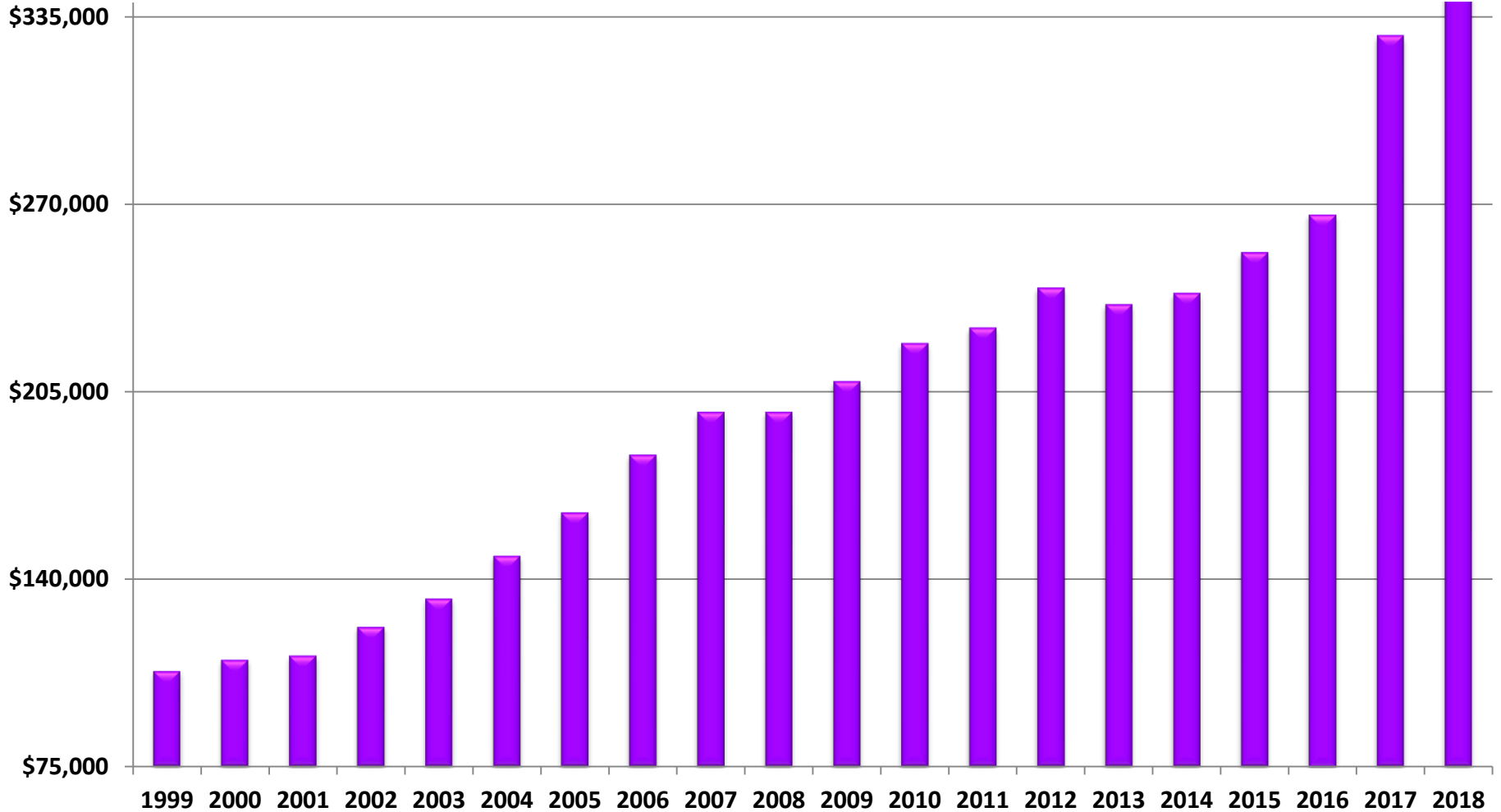
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\*Statistical information including the dollar sales volume, # of sales, # of listings, days on the market and average sale prices are based on firm transactions entered into the QDAR MLS® system between the first and last day of the month or the period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

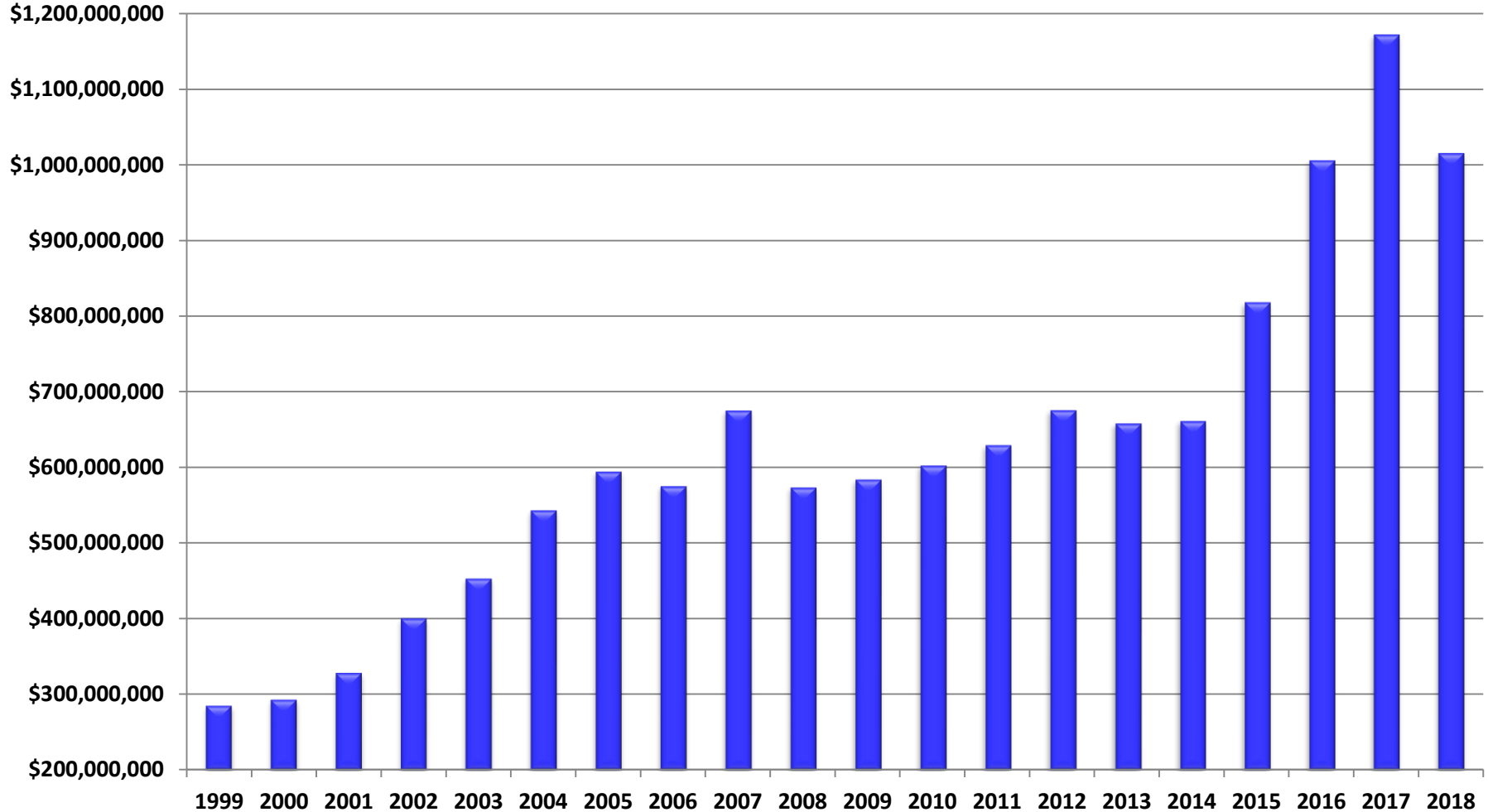
## Average Sale Price - Residential (within QDAR jurisdiction)



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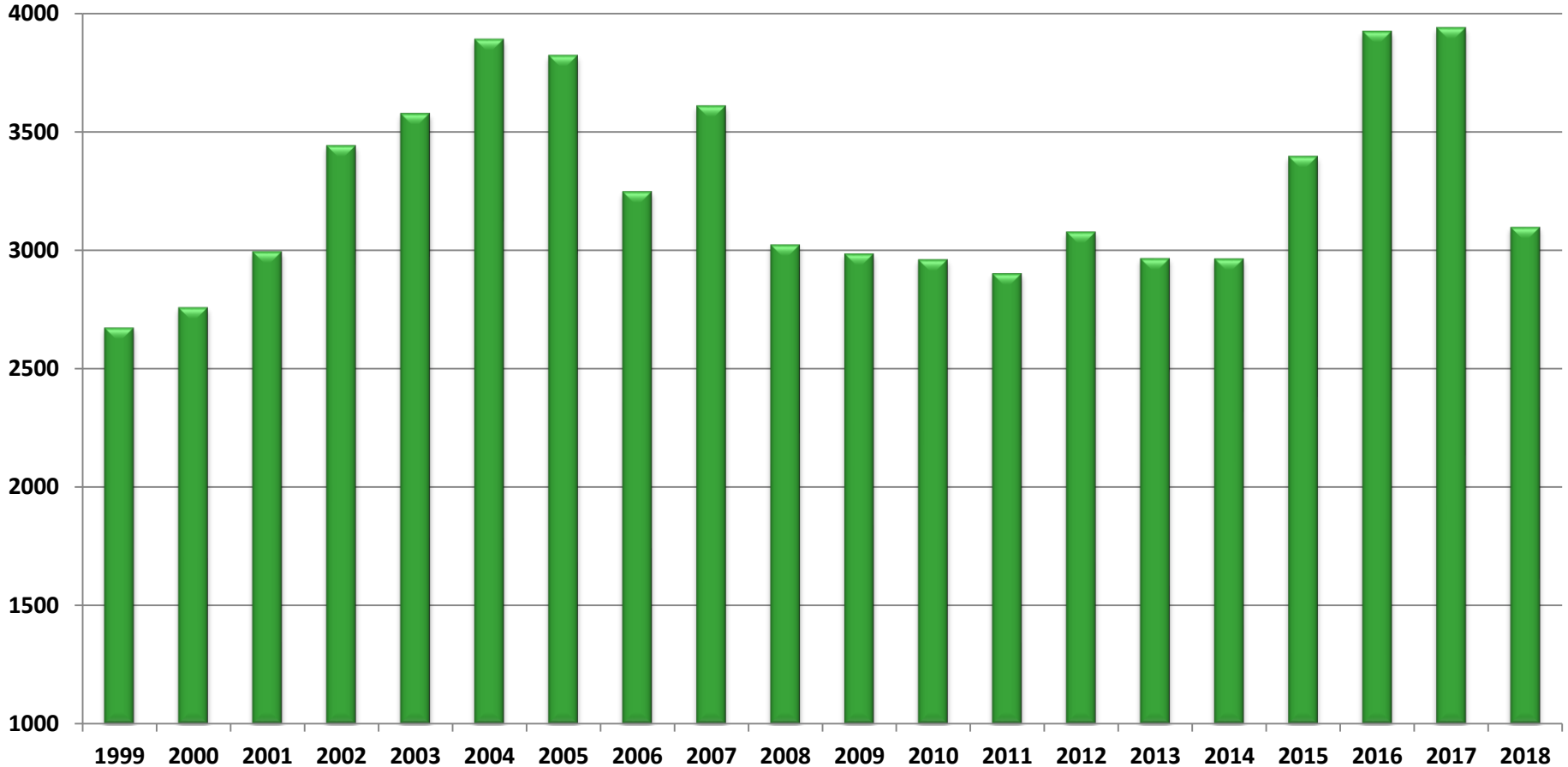


## Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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



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