

## 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\*

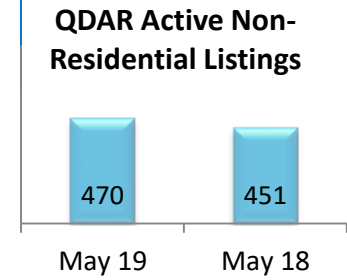
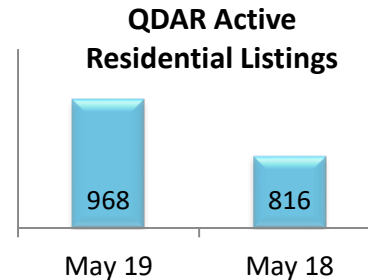
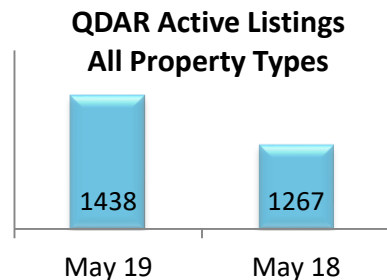
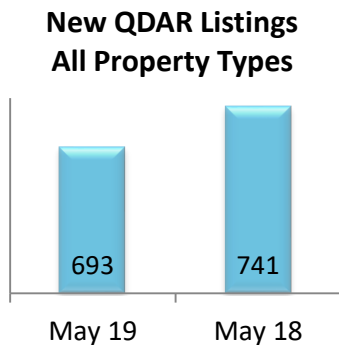
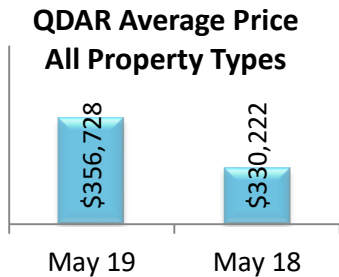
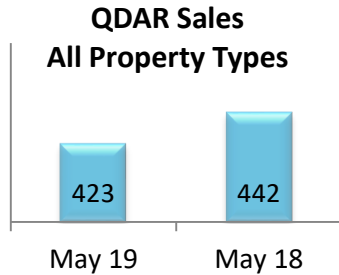
1 year - 3.64%

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

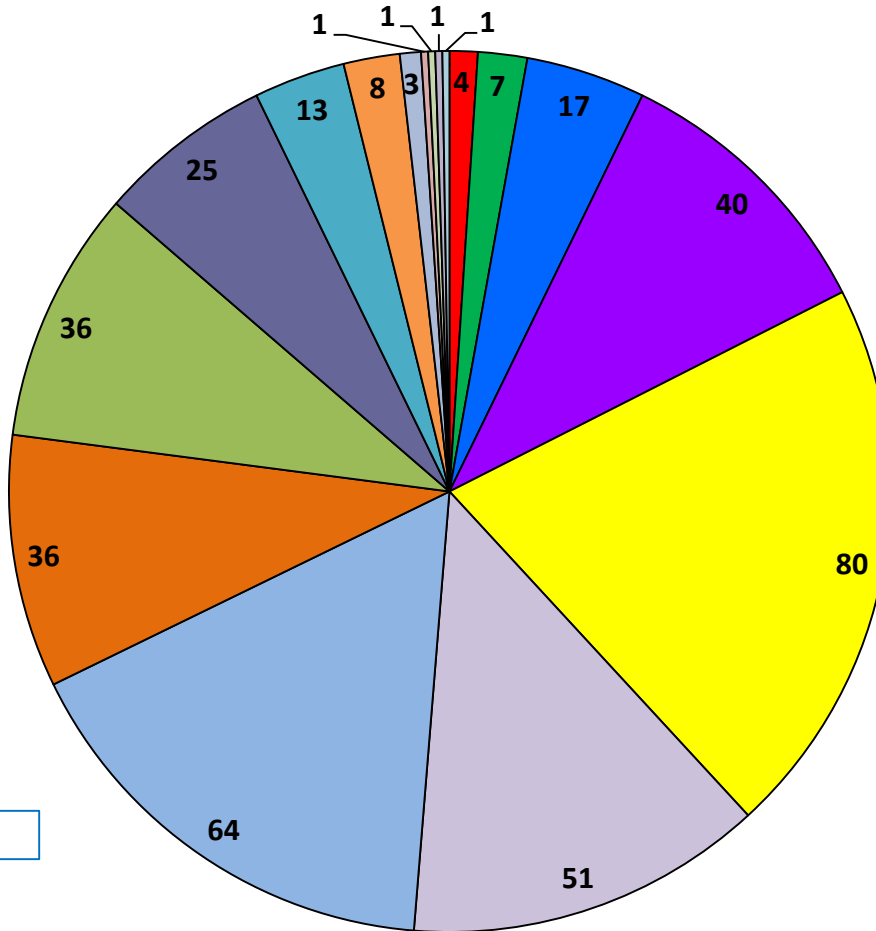
District	Sales Units	Average Sales Price	Average Days on Market
<b>Prince Edward County (Muni)cont</b>			
Picton Ward	6	\$380,288	81
Sophasburg Ward	8	\$478,425	34
South Marysburg Ward	2	\$425,000	10
Wellington Ward	4	\$258,000	102
<b>Quinte West (City)</b>			
Frankford Ward	18	\$377,256	22
Sidney Ward	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

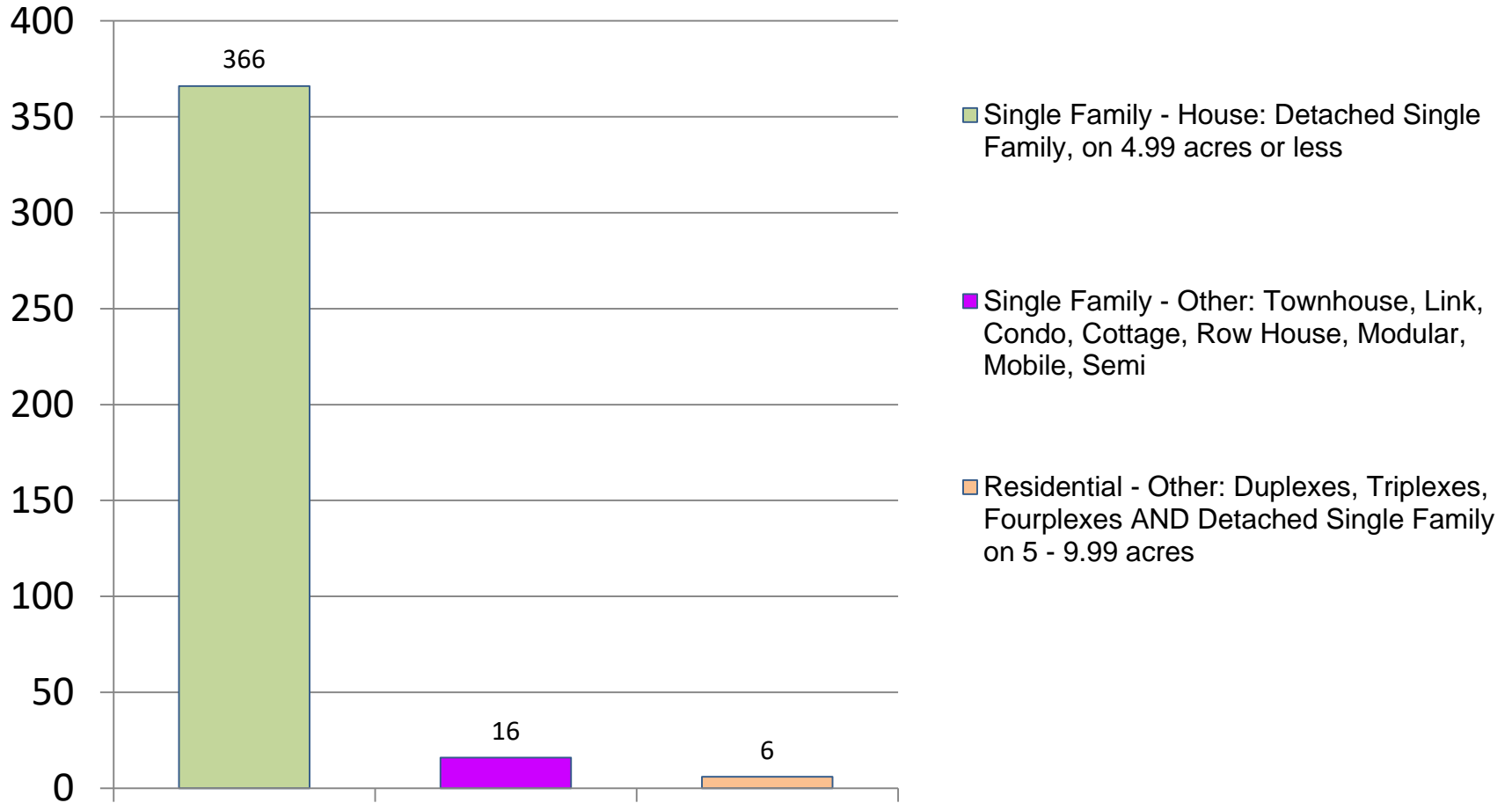


- \$0 to \$99k
- \$100k to \$149k
- \$150k to \$199k
- \$200k to \$249k
- \$250k to \$299k
- \$300k to \$349k
- \$350k to \$399k
- \$400k to \$449k
- \$450k to \$499k
- \$500k to \$599k
- \$600k to \$699k
- \$700k to \$799k
- \$800k to \$899k
- \$900k to \$999k
- \$1m to \$1.199m
- \$1.200m to \$1.399m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

Numbers indicate units

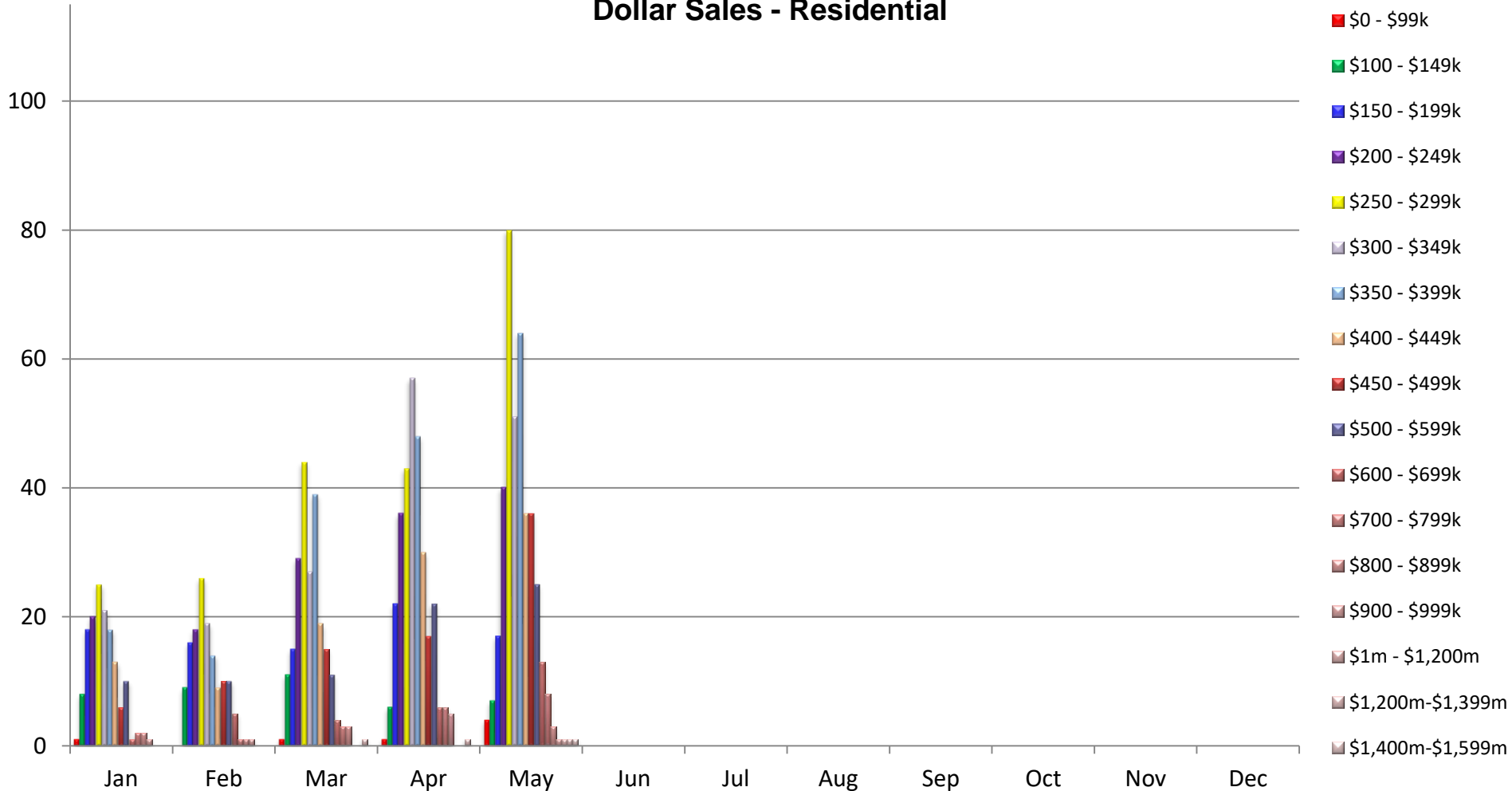
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## Sales - Residential



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## Dollar Sales - Residential



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## Statistical Information\*

	2019	2018	% Change
Dollar Sales - All Property Types - to 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%

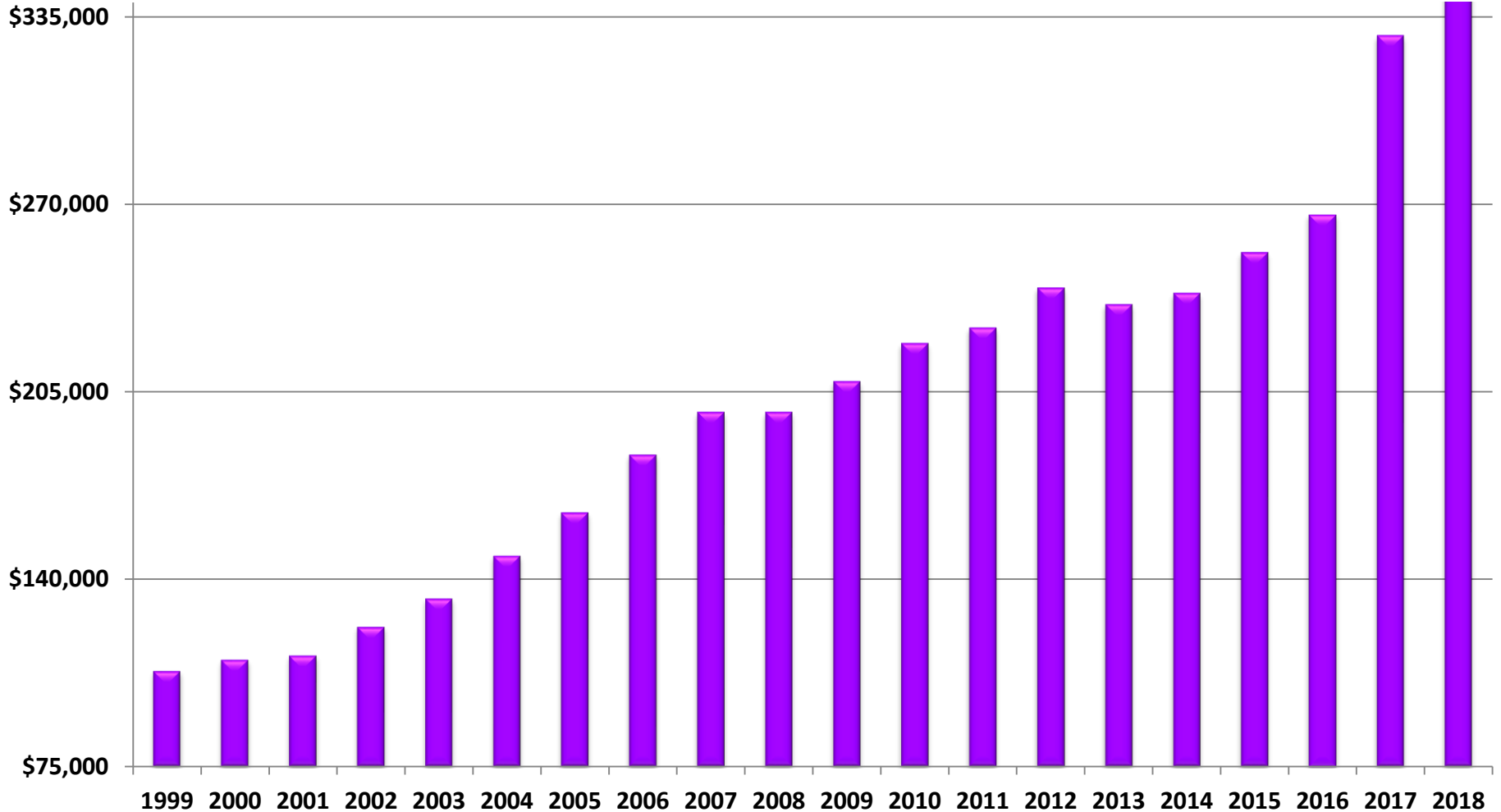
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\*Statistical information including the dollar sales volume, # of sales, # of listings, days on the market and average sale prices are based on firm transactions entered into the QDAR MLS® system between the first and last day of the month or the period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

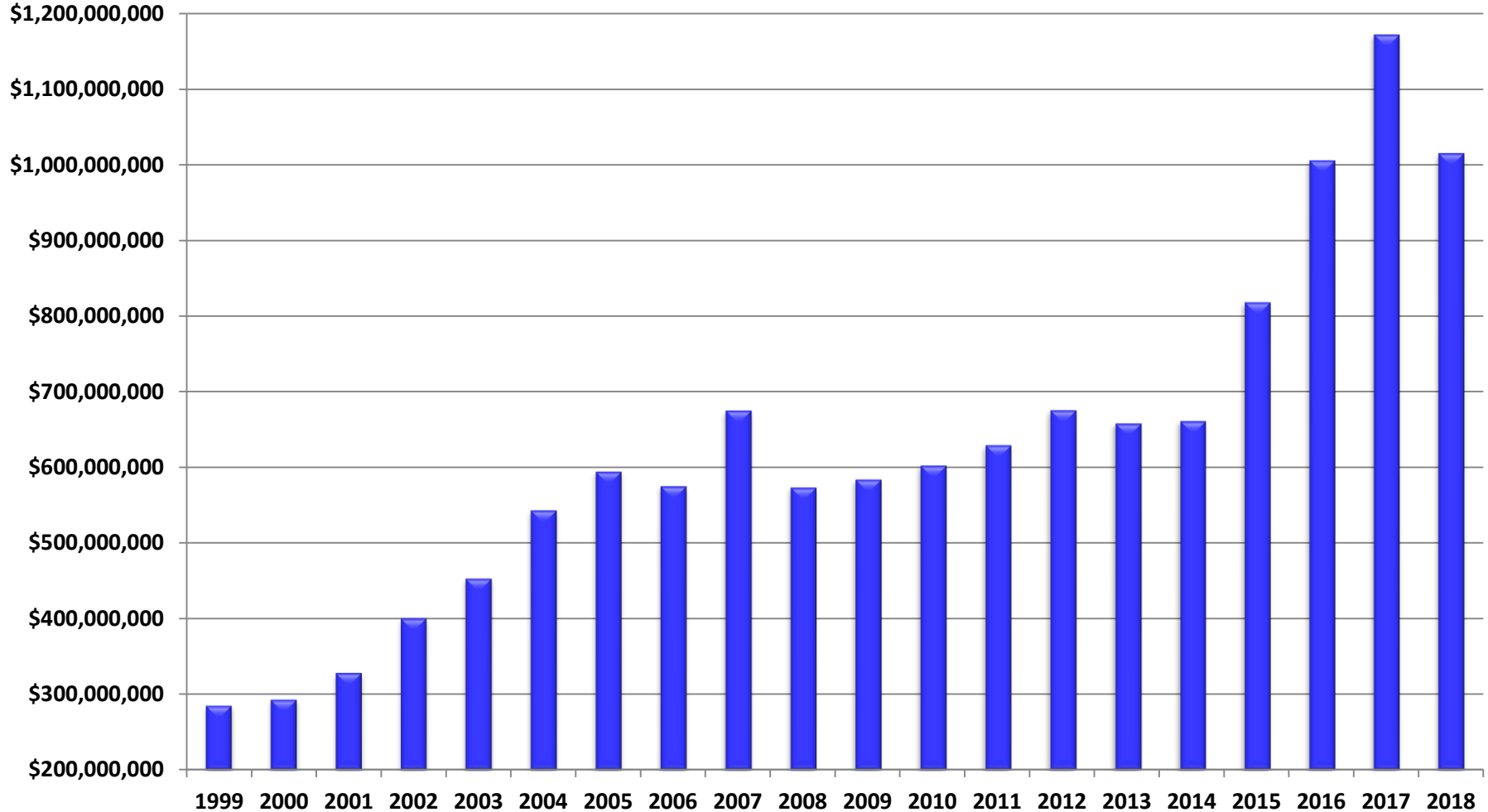
## Average Sale Price - Residential (within QDAR jurisdiction)



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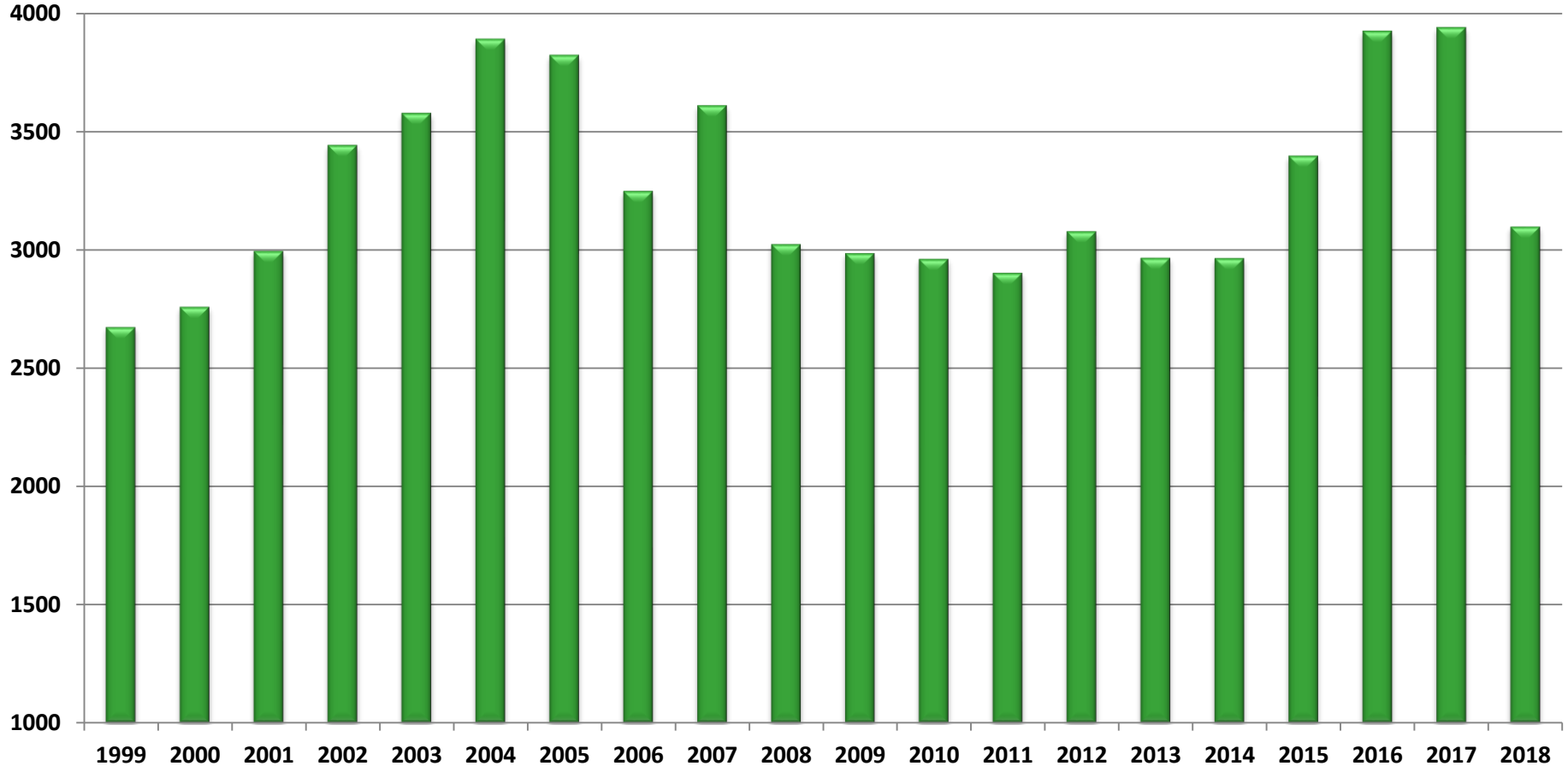


## Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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



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