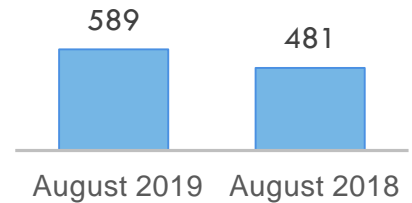


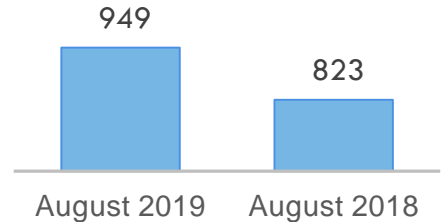
President Cathy Polan's Remarks:

- August 2019 once again shows the Quinte area has a busy real estate market. Posted numbers show mostly positive results, with the one exception of the Non-Residential property type. This is slightly down from a year ago, with 484 listings currently available compared to 513 in 2018.
- The monthly Dollar Sales for All Property Types in the Quinte area was \$121,635,230 reflecting a significant increase of 38.2% over 2018, which was \$88,031,768. The 2019 Year-to-Date figure also continues to show a healthy number, sitting at \$847,994,508 which is 13.1% over 2018.
- The August monthly Dollar Sales for Residential Listings also resulted in a substantial increase of 36.7% with \$112,858,730 for 2019 compared to \$82,583,368 for 2018. The 2019 Year-to-Date Residential number was \$781,177,651 resulting in a healthy 14.0% increase over the previous year.
- The Residential Average Sale Price for August continued the upward trend, once again showing an increase over 2018. The 2019 price was \$370,029 and the 2018 amount was \$327,712, for a 12.9% increase. The Year-to-Date Residential Average Sale Price also showed an increase of 9.4% over 2018. While these are positive numbers, it's important to remember that each sale is an individual listing and a Professional local Realtor® will be able to offer the best assistance with your goal of either buying or selling a property.
- Residential Unit Sales for August 2019 resulted in 305 sales, also up from 252 sales for 2018, which is a significant increase of 21%. The Year-to-Date comparison shows 2019 is currently 4.1% above the 2018 sales.

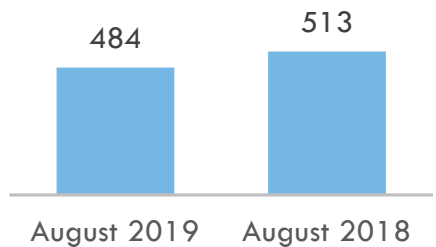
QDAR New Listings All Property Types



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 August 31, 2019	\$847,944,508	\$749,474,212	13.1%
Dollar Sales - All Property Types - for August, 2019	\$121,635,230	\$88,031,768	38.2%
Dollar Sales - Residential - to August 31, 2019	\$781,177,651	\$685,516,799	14.0%
Dollar Sales - Residential - for August, 2019	\$112,858,730	\$82,583,368	36.7%
Listings - All Property Types - to August 31, 2019	4,518	4,360	3.6%
Listings - All Property Types - for August, 2019	589	481	22.5%
Listings - Residential - to August 31, 2019	3,725	3,495	6.6%
Listings - Residential - for August, 2019	485	366	32.5%
Sales - All Property Types - to August 31, 2019	2,382	2,306	3.3%
Sales - All Property Types - for August, 2019	338	280	20.7%
Sales - Residential - to August 31, 2019	2,163	2,077	4.1%
Sales - Residential - for August, 2019	305	252	21.0%
Average Res. Sold to August 31, 2019	361,155	330,051	9.4%
Average Res. Sold for August, 2019	370,029	327,712	12.9%
Average Sold to August 31, 2019	355,980	325,010	9.5%
Average Sold for August, 2019	359,868	314,399	14.5%
Total Active Residential	949	823	15.3%
Total Active Non-Residential	484	513	-5.7%
Total Active Listings	1,433	1,336	7.3%

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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	67	\$308,082	39
Thurlow Ward	20	\$369,000	46
Brighton (Muni)			
Brighton (Town)	17	\$383,562	48
Brighton (Twp)	9	\$388,889	45
Centre Hastings (Muni)			
Huntingdon Ward	7	\$421,571	59
Madoc Ward	6	\$260,500	25
Cramahe (Twp)			
Colborne	7	\$353,214	51
North of Hwy 401 (Cramahe)	2	\$599,500	33
South of Hwy 401 (Cramahe)	7	\$460,700	36
Deseronto (Town)			
Deseronto (town)	3	\$240,000	26
Madoc (Twp)			
None	5	\$327,380	55
Marmora & Lake (Twp)			
Lake Ward	1	\$275,000	18
Marmora Ward	7	\$367,200	27
Prince Edward County (Muni)			
Ameliasburg Ward	9	\$547,667	59
Athol Ward	7	\$423,329	160
Bloomfield Ward	5	\$470,500	52
Hallowell Ward	11	\$445,578	81
Hillier Ward	4	\$685,638	71
North Marysburg Ward	4	\$740,500	69

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)cont			
Picton Ward	7	\$520,259	110
Sophiasburg Ward	5	\$451,580	51
South Marysburg Ward	3	\$540,667	28
Wellington Ward	4	\$495,750	61
Quinte West (City)			
Frankford Ward	10	\$253,390	32
Sidney Ward	15	\$335,160	25
Trenton Ward	14	\$262,466	23
Murray Ward	25	\$428,728	37
Stirling-Rawdon (Twp)			
Rawdon Ward	2	\$305,750	58
Stirling Ward	5	\$314,300	19
Trent Hills (Twp)			
Campbellford	6	\$318,833	67
East of Hwy 25	3	\$253,667	44
Hastings Village	2	\$330,750	36
Percy	2	\$501,250	110
Seymour	4	\$454,775	29
Warkworth	1	\$250,000	29
West of Hwy 25	0	\$0	0
Tweed (Muni)			
Elzevir (Twp)	1	\$359,000	13
Hungerford (Twp)	7	\$362,864	47
Tweed (Village)	2	\$196,500	56
Tyendinaga			
Tyendinaga	7	\$413,257	44

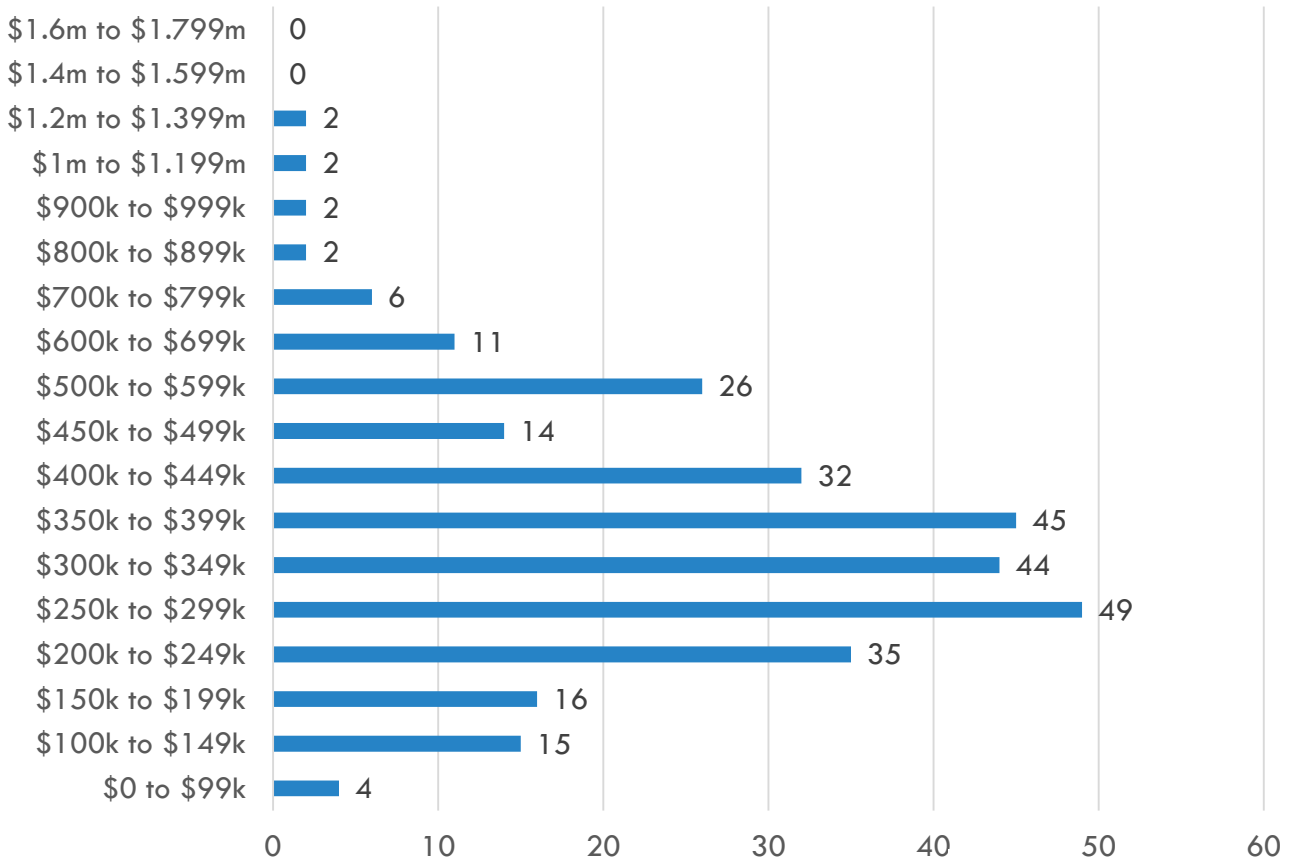
All Property Types Activity by Region

(Below figures reflect Ontario Collective Listed Sales)

District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)			
Belleville Ward	72	\$311,520	40
Thurlow Ward	24	\$324,042	52
Brighton (Muni)			
Brighton (Town)	17	\$383,562	48
Brighton (Twp)	10	\$375,500	63
Centre Hastings (Muni)			
Huntingdon Ward	10	\$310,850	72
Madoc Ward	7	\$275,000	29
Cramahe (Twp)			
Colborne	8	\$405,300	81
North of Hwy 401 (Cramahe)	3	\$516,333	210
South of Hwy 401 (Cramahe)	8	\$459,988	34
Deseronto (Town)			
Deseronto (town)	4	\$212,500	128
Madoc (Twp)			
None	6	\$285,317	55
Marmora & Lake (Twp)			
Lake Ward	2	\$236,250	25
Marmora Ward	9	\$292,600	43
Prince Edward County (Muni)			
Ameliasburg Ward	9	\$547,667	59
Athol Ward	7	\$423,329	160
Bloomfield Ward	5	\$470,500	52
Hallowell Ward	14	\$481,025	101
Hillier Ward	5	\$582,510	75
North Marysburg Ward	5	\$1,012,400	138

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Picton Ward	7	\$520,259	110
Sophasburg Ward	6	\$383,817	46
South Marysburg Ward	3	\$540,667	28
Wellington Ward	5	\$549,600	79
Quinte West (City)			
Frankford Ward	10	\$253,390	32
Sidney Ward	16	\$340,150	25
Trenton Ward	14	\$262,466	23
Murray Ward	26	\$418,162	36
Stirling-Rawdon (Twp)			
None	0	\$0	0
Rawdon Ward	5	\$160,600	57
Stirling Ward	5	\$314,300	19
Trent Hills (Twp)			
Campbellford	7	\$484,000	68
East of Hwy 25	4	\$327,750	48
Hastings Village	5	\$169,900	88
Percy	2	\$501,250	110
Seymour	5	\$437,820	27
Warkworth	1	\$250,000	29
West of Hwy 25	0	\$0	0
Tweed (Muni)			
Elzevir (Twp)	1	\$359,000	13
Hungerford (Twp)	9	\$324,450	71
Tweed (Village)	2	\$196,500	56
Tyendinaga			
None	0	\$0	0
Tyendinaga	8	\$372,225	42

Sales – Residential



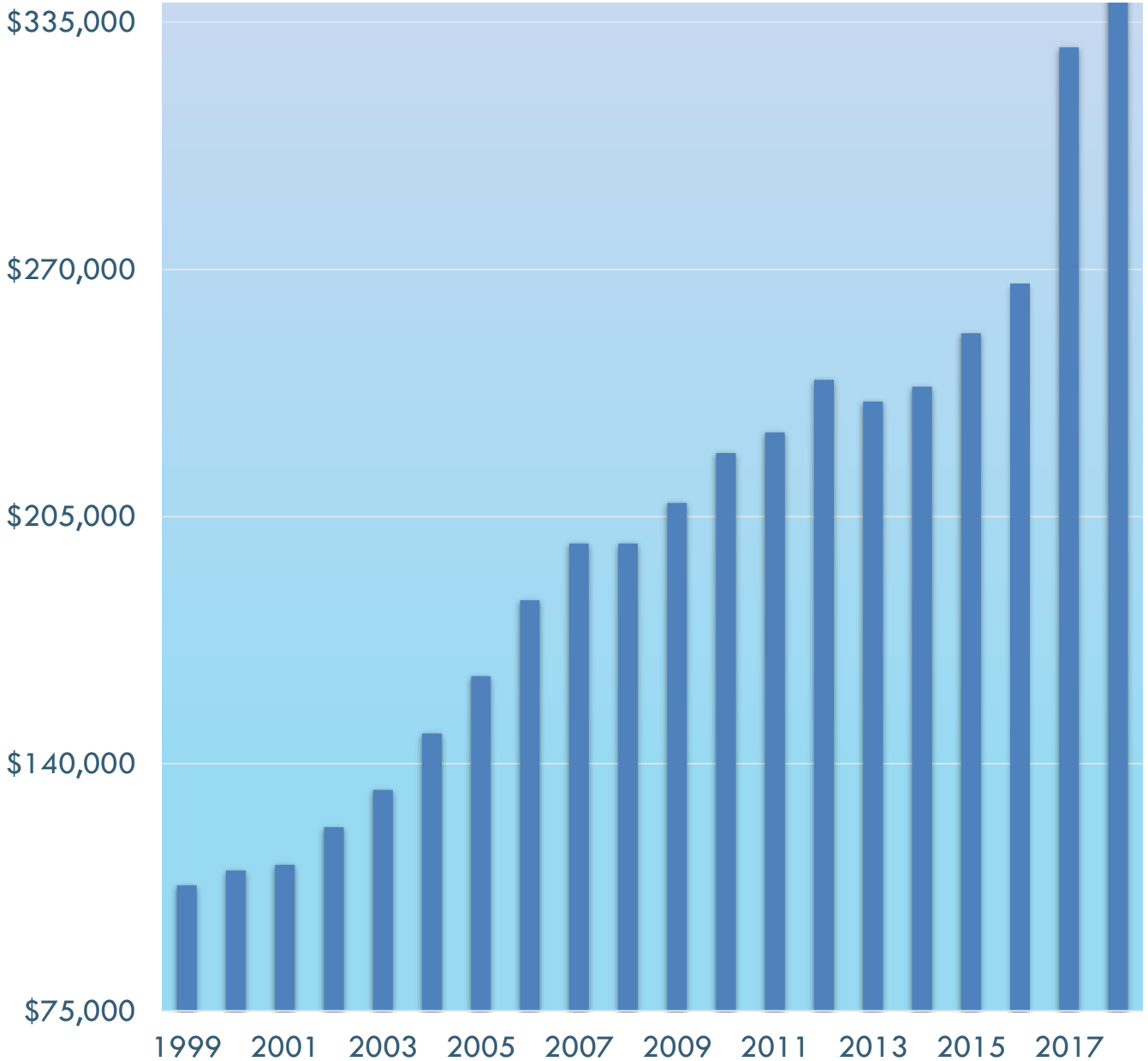
**Average Price
Residential**

**\$370,029
August 2019**

**\$327,712
August 2018**

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Average Sale Price - Residential (within QDAR jurisdiction)

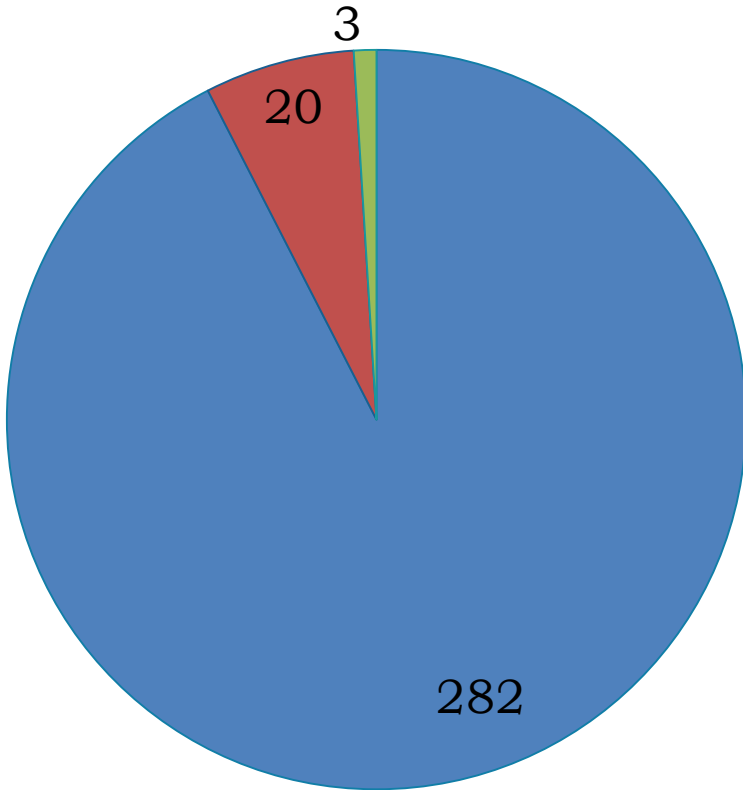


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Sales - Residential



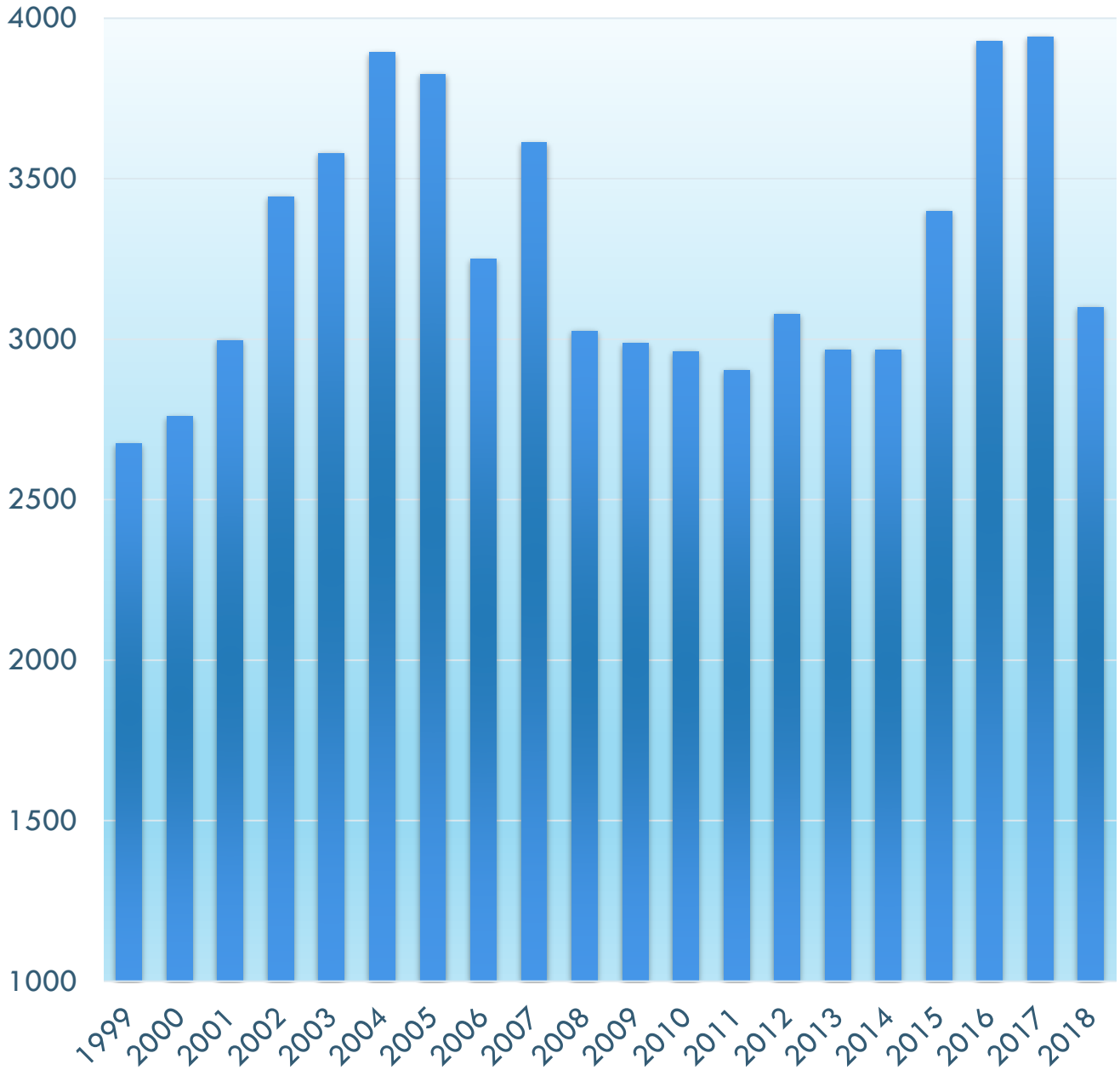
- Single Family – House: Detached
Single Family, on 4.99 acres or less
- Single Family – Other: Townhouse, Link, Condo, Cottage, Row House, Modular, Mobile, Semi
- Residential – Other: Duplexes, Triplexes, Fourplexes AND Detached Single Family on 5 – 9.99 acres

Numbers indicate units

Residential Sales	305 August 2019	252 August 2018
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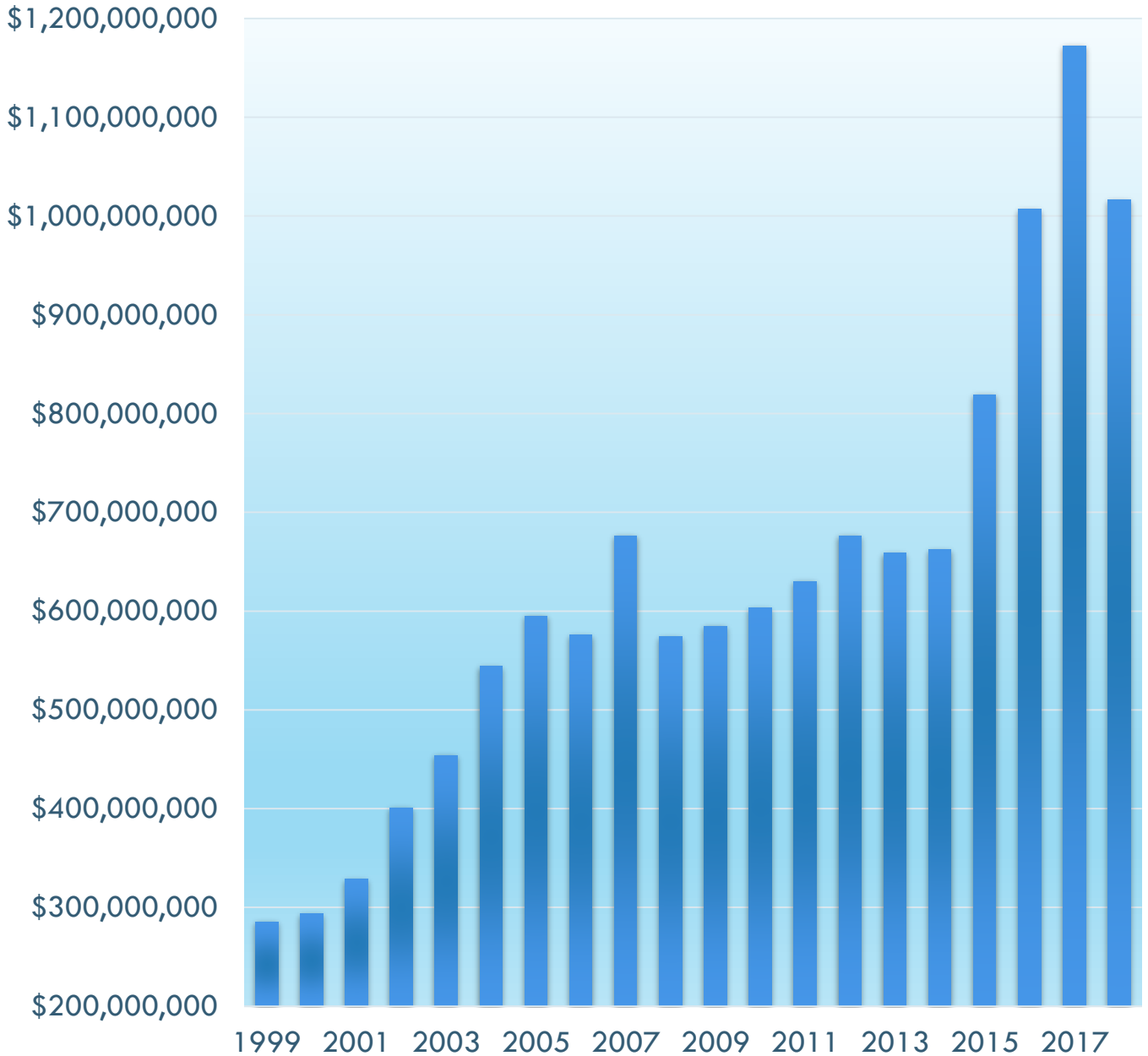
Number of Sales - All Property Types (includes outside QDAR jurisdiction)



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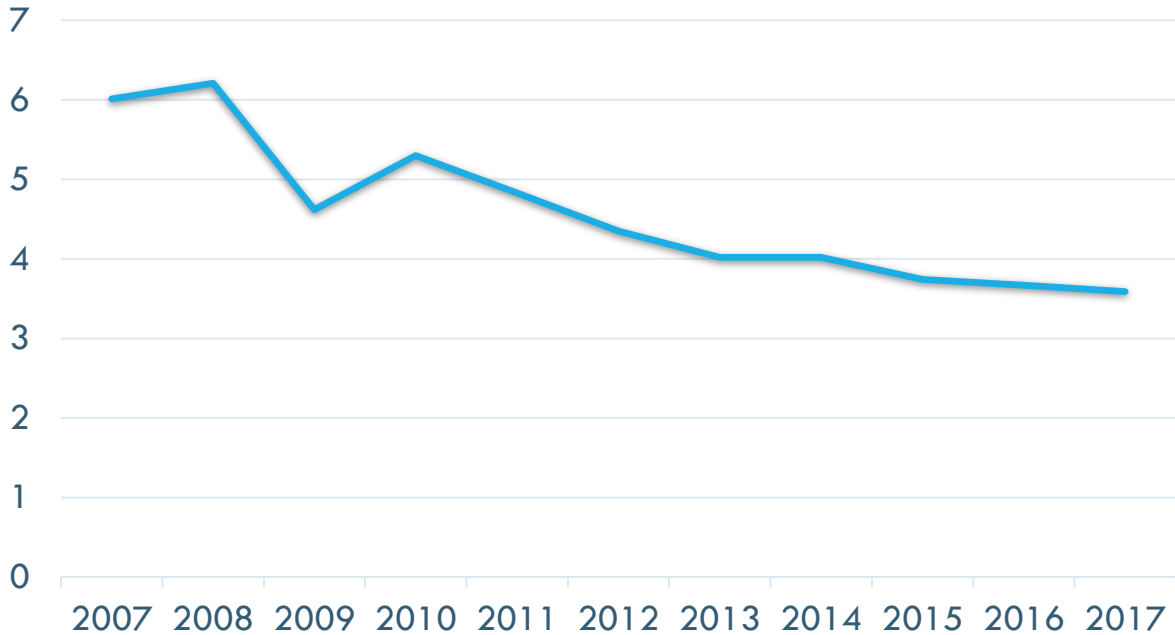
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Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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Average August Residential Mortgage Lending Rate* (5 Year)



Economic/Mortgage Indicators

Prime Rate*

3.95%

August 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

