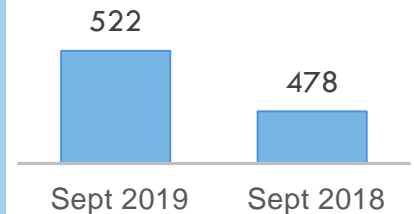


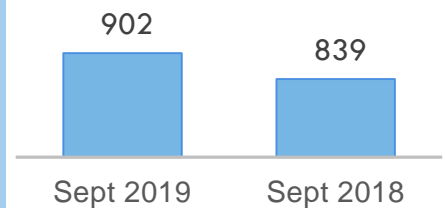
President Cathy Polan's Remarks:

- The third quarter of 2019 is now in the record books and the numbers continue to show the Quinte area offers a vibrant local real estate market. The 2019 Year-to-Date numbers, compared to 2018, range from 15.8% (Residential Dollar Sales) to 4.2% (Listings – All Property Types). The strong monthly figures also reflect local Professional Realtors® are busy assisting with the many local transactions.
- The monthly Dollar Sales for All Property Types in the Quinte area was \$116,716,199 reflecting a significant increase of 38.7% over 2018, which was \$84,159,487. The 2019 Year-to-Date figure also continues to show a healthy number, sitting at \$964,660,707 which is 15.7% over 2018.
- The September monthly Dollar Sales for Residential Listings also resulted in a substantial increase of 32.5% with \$102,320,649 for 2019 compared to \$77,227,787 for 2018. The 2019 Year-to-Date Residential number was \$883,498,300 resulting in a healthy 15.8% increase over the previous year.
- The Residential Average Sale Price for September continued the upward trend, once again showing an increase over 2018. The 2019 price was \$378,965 and the 2018 amount was \$355,888, for a 6.5% increase. The Year-to-Date Residential Average Sale Price also showed an increase of 9.2% over 2018.
- Residential Unit Sales for September 2019 resulted in 270 sales, also up from 217 sales for 2018, which is a significant increase of 24.4%. The Year-to-Date comparison shows 2019 is currently 6.1% above the 2018 sales.
- An interesting statistic is the 'months of inventory' which is a number that shows how long it would take to deplete the local inventory. The Quinte number currently sits at 3.3 which is lower than the National Average of 4.6, as reported by the Canadian Real Estate Association (CREA) in August. This is somewhat lower than the long-term average of 5.3 months, as reported by CREA.

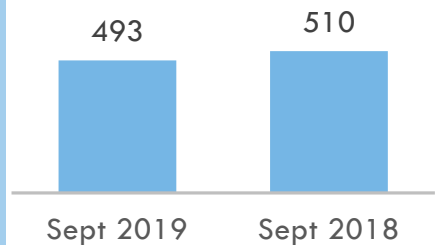
QDAR New Listings All Property Types



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 Sept 30, 2019	\$964,660,707	\$833,633,699	15.7%
Dollar Sales - All Property Types - for Sept, 2019	\$116,716,199	\$84,159,487	38.7%
Dollar Sales - Residential - to Sept 30, 2019	\$883,498,300	\$762,744,586	15.8%
Dollar Sales - Residential - for Sept, 2019	\$102,320,649	\$77,227,787	32.5%
Listings - All Property Types - to Sept 30, 2019	5,040	4,838	4.2%
Listings - All Property Types - for Sept, 2019	522	478	9.2%
Listings - Residential - to Sept 30, 2019	4,149	3,872	7.2%
Listings - Residential - for Sept, 2019	424	377	12.5%
Sales - All Property Types - to Sept 30, 2019	2,684	2,551	5.2%
Sales - All Property Types - for Sept, 2019	302	245	23.3%
Sales - Residential - to Sept 30, 2019	2,433	2,294	6.1%
Sales - Residential - for Sept, 2019	270	217	24.4%
Average Res. Sold to Sept 30, 2019	363,131	332,495	9.2%
Average Res. Sold for Sept, 2019	378,965	355,888	6.5%
Average Sold to Sept 30, 2019	359,412	326,787	10.0%
Average Sold for Sept, 2019	386,477	343,508	12.5%
Total Active Residential	902	839	7.5%
Total Active Non-Residential	493	510	-3.3%
Total Active Listings	1,395	1,349	3.4%

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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)

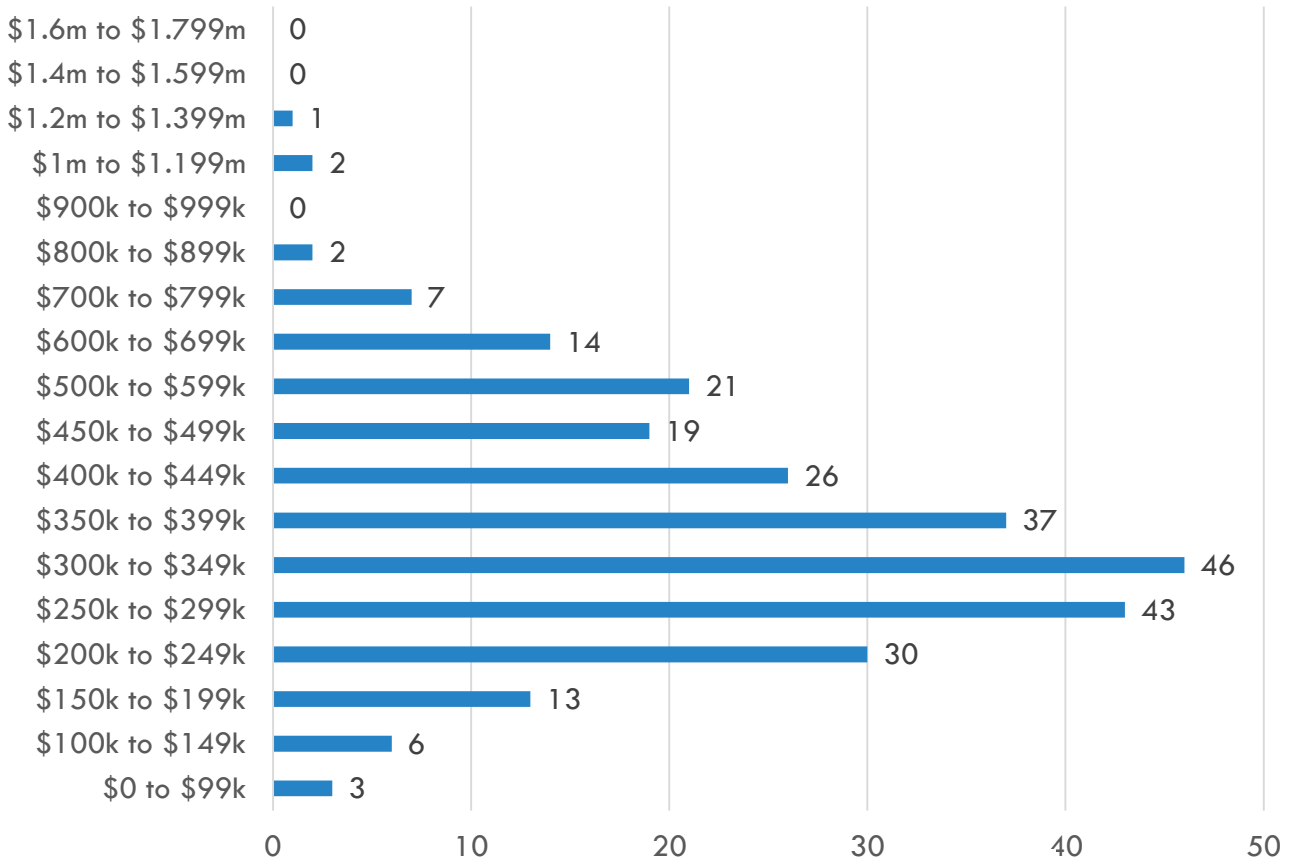
District	Sales Units	Average Sales Price	Average Days on Market	District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)				Prince Edward County (Muni)cont			
Belleville Ward	58	\$315,801	29	Picton Ward	10	\$484,202	101
Thurlow Ward	22	\$418,780	28	Sophiasburg Ward	3	\$562,333	27
Brighton (Muni)				South Marysburg Ward	0	\$0	0
Brighton (Town)	18	\$385,417	51	Wellington Ward	2	\$552,500	56
Brighton (Twp)	5	\$335,580	33	Quinte West (City)			
Centre Hastings (Muni)				Frankford Ward	8	\$396,788	27
Huntingdon Ward	9	\$323,089	52	Sidney Ward	17	\$322,265	28
Madoc Ward	4	\$228,825	27	Trenton Ward	18	\$303,783	53
Cramahe (Twp)				Murray Ward	16	\$454,183	60
Colborne	4	\$387,500	40	Stirling-Rawdon (Twp)			
North of Hwy 401 (Cramahe)	2	\$577,500	16	Rawdon Ward	2	\$637,500	100
South of Hwy 401 (Cramahe)	0	\$0	0	Stirling Ward	3	\$535,133	35
Deseronto (Town)				Trent Hills (Twp)			
Deseronto (town)	1	\$240,000	15	Campbellford	7	\$326,200	42
Madoc (Twp)				East of Hwy 25	1	\$186,000	14
None	5	\$311,800	56	Hastings Village	5	\$470,400	68
Marmora & Lake (Twp)				Percy	2	\$512,500	87
Lake Ward	1	\$476,000	8	Seymour	3	\$256,633	61
Marmora Ward	11	\$479,834	60	Warkworth	2	\$281,000	49
Prince Edward County (Muni)				West of Hwy 25	1	\$310,000	9
Ameliasburg Ward	12	\$592,583	40	Tweed (Muni)			
Athol Ward	3	\$349,667	135	Elzevir (Twp)	0	\$0	0
Bloomfield Ward	2	\$519,950	14	Hungerford (Twp)	8	\$279,781	65
Hallowell Ward	3	\$495,833	67	Tweed (Village)	2	\$279,000	34
Hillier Ward	5	\$485,411	57	Tyendinaga			
North Marysburg Ward	3	\$654,767	35	Tyendinaga	11	\$395,164	51

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	66	\$412,659	48
Thurlow Ward	22	\$418,780	28
Brighton (Muni)			
Brighton (Town)	18	\$385,417	51
Brighton (Twp)	7	\$274,629	26
Centre Hastings (Muni)			
Huntingdon Ward	10	\$299,770	47
Madoc Ward	5	\$255,060	42
Cramahe (Twp)			
Colborne	4	\$387,500	40
North of Hwy 401 (Cramahe)	3	\$436,833	19
South of Hwy 401 (Cramahe)	0	\$0	0
Deseronto (Town)			
Deseronto (town)	1	\$240,000	15
Madoc (Twp)			
None	5	\$311,800	56
Marmora & Lake (Twp)			
Lake Ward	1	\$476,000	8
Marmora Ward	11	\$479,834	60
Prince Edward County (Muni)			
Ameliasburg Ward	12	\$592,583	40
Athol Ward	4	\$324,750	104
Bloomfield Ward	2	\$519,950	14
Hallowell Ward	4	\$440,625	81
Hillier Ward	6	\$501,176	62
North Marysburg Ward	7	\$389,900	33

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Picton Ward	10	\$484,202	101
Sophiasburg Ward	3	\$562,333	27
South Marysburg Ward	3	\$316,667	47
Wellington Ward	2	\$552,500	56
Quinte West (City)			
Frankford Ward	8	\$396,788	27
Sidney Ward	17	\$322,265	28
Trenton Ward	21	\$333,338	56
Murray Ward	16	\$454,183	60
Stirling-Rawdon (Twp)			
None	0	\$0	0
Rawdon Ward	2	\$637,500	100
Stirling Ward	4	\$425,100	30
Trent Hills (Twp)			
Campbellford	7	\$326,200	42
East of Hwy 25	1	\$186,000	14
Hastings Village	6	\$407,833	80
Percy	2	\$512,500	87
Seymour	5	\$309,980	65
Warkworth	2	\$281,000	49
West of Hwy 25	2	\$224,250	202
Tweed (Muni)			
Elzevir (Twp)	1	\$49,900	24
Hungerford (Twp)	10	\$256,575	61
Tweed (Village)	2	\$279,000	34
Tyendinaga			
None	0	\$0	0
Tyendinaga	12	\$427,233	56

Sales – Residential



**Average Price
Residential**

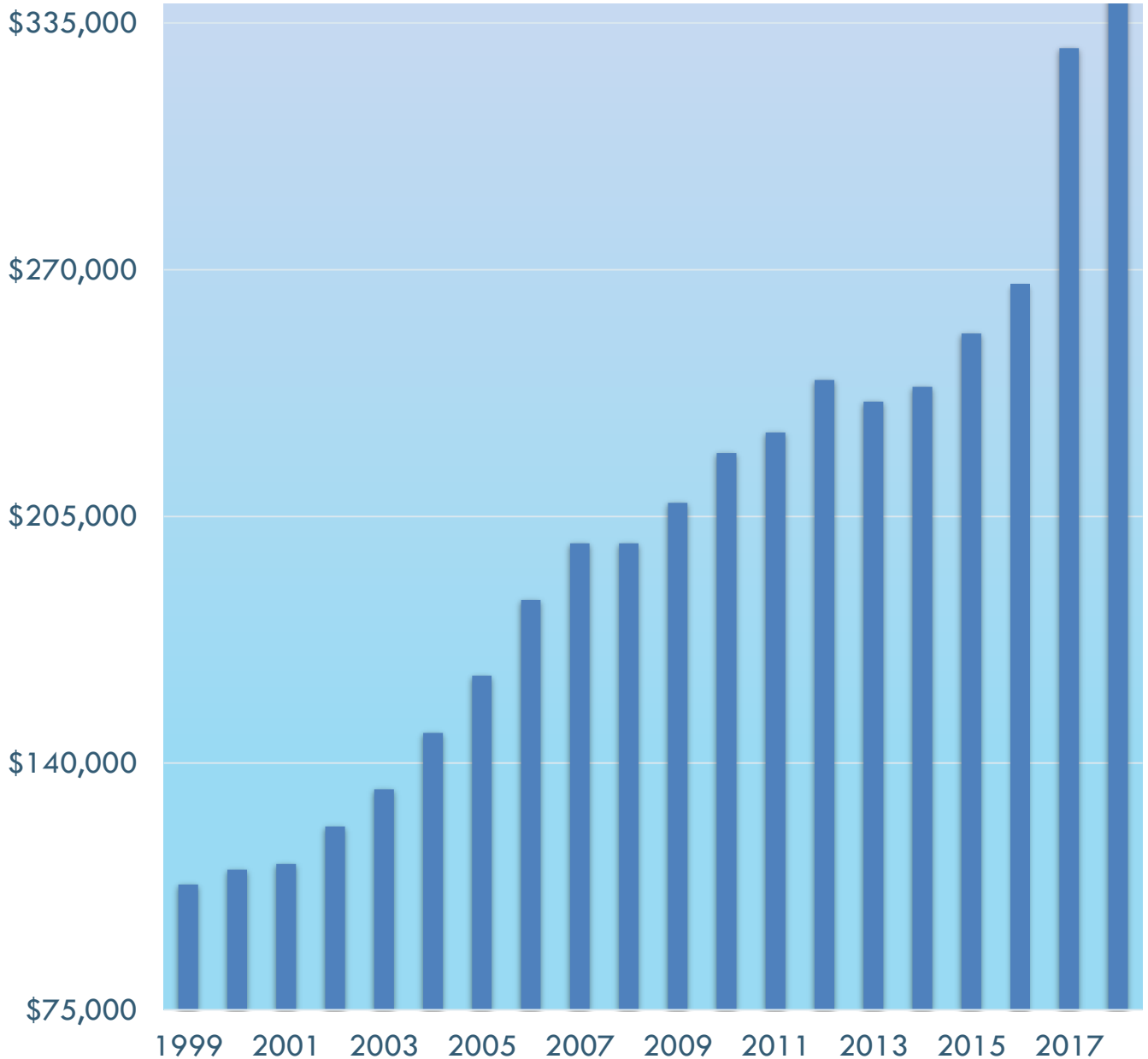
**\$378,965
September
2019**

**\$355,888
September
2018**

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Average Sale Price - Residential (within QDAR jurisdiction)

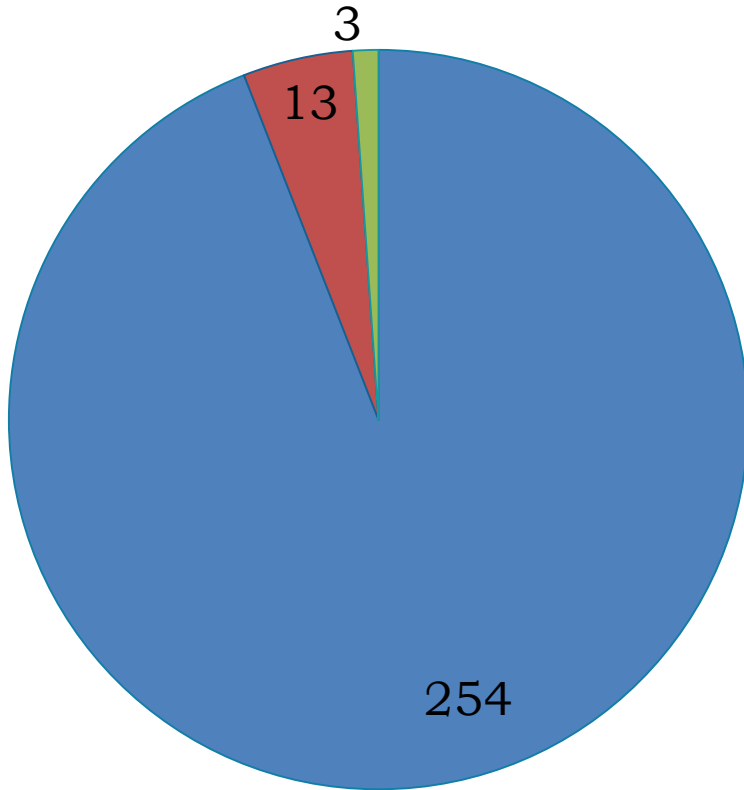


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Sales - Residential



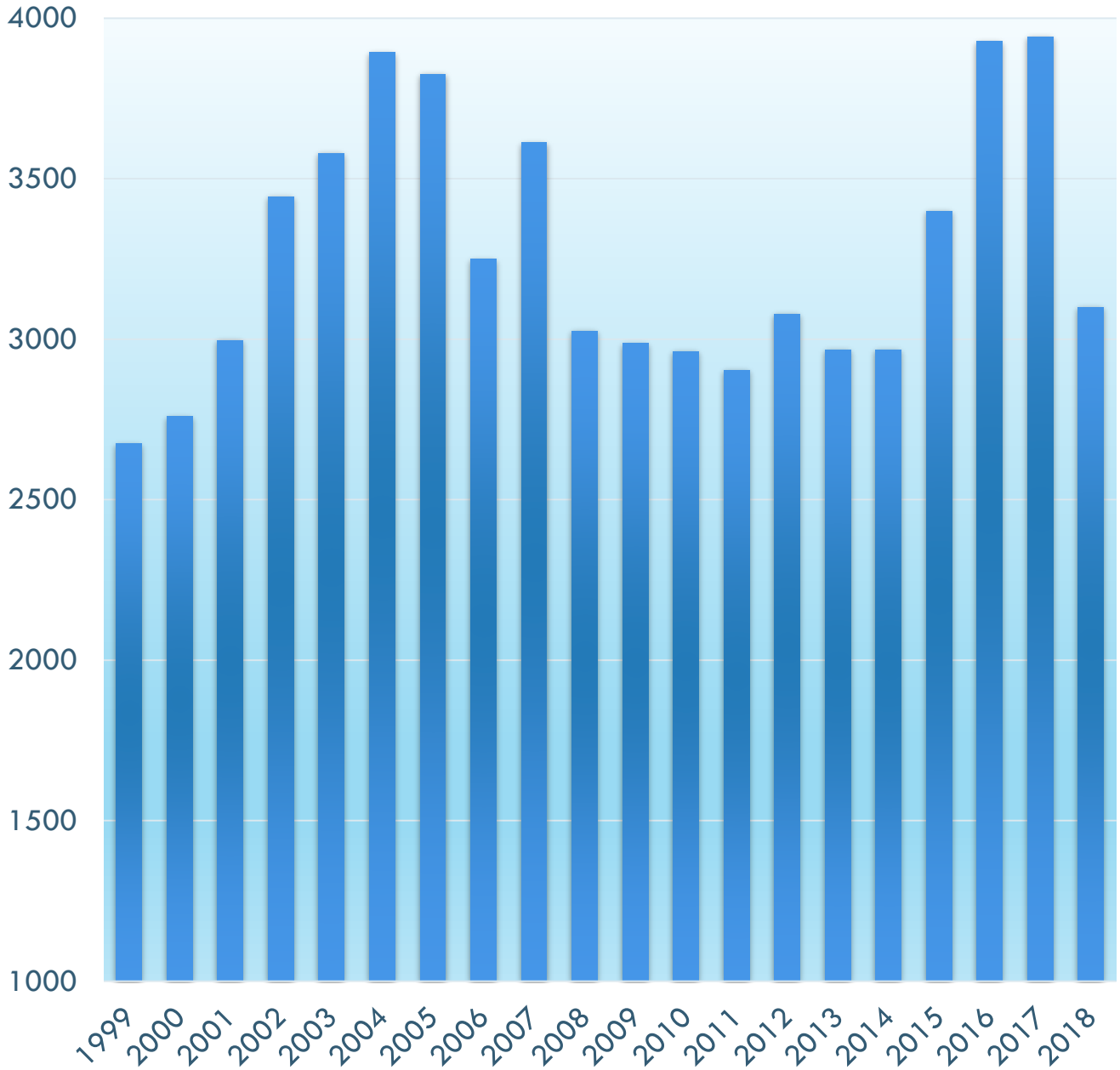
- Single Family – House: Detached
Single Family, on 4.99 acres or less
- Single Family – Other: Townhouse, Link, Condo, Cottage, Row House, Modular, Mobile, Semi
- Residential – Other: Duplexes, Triplexes, Fourplexes AND Detached Single Family on 5 – 9.99 acres

Numbers indicate units

Residential Sales	270 September 2019	217 September 2018
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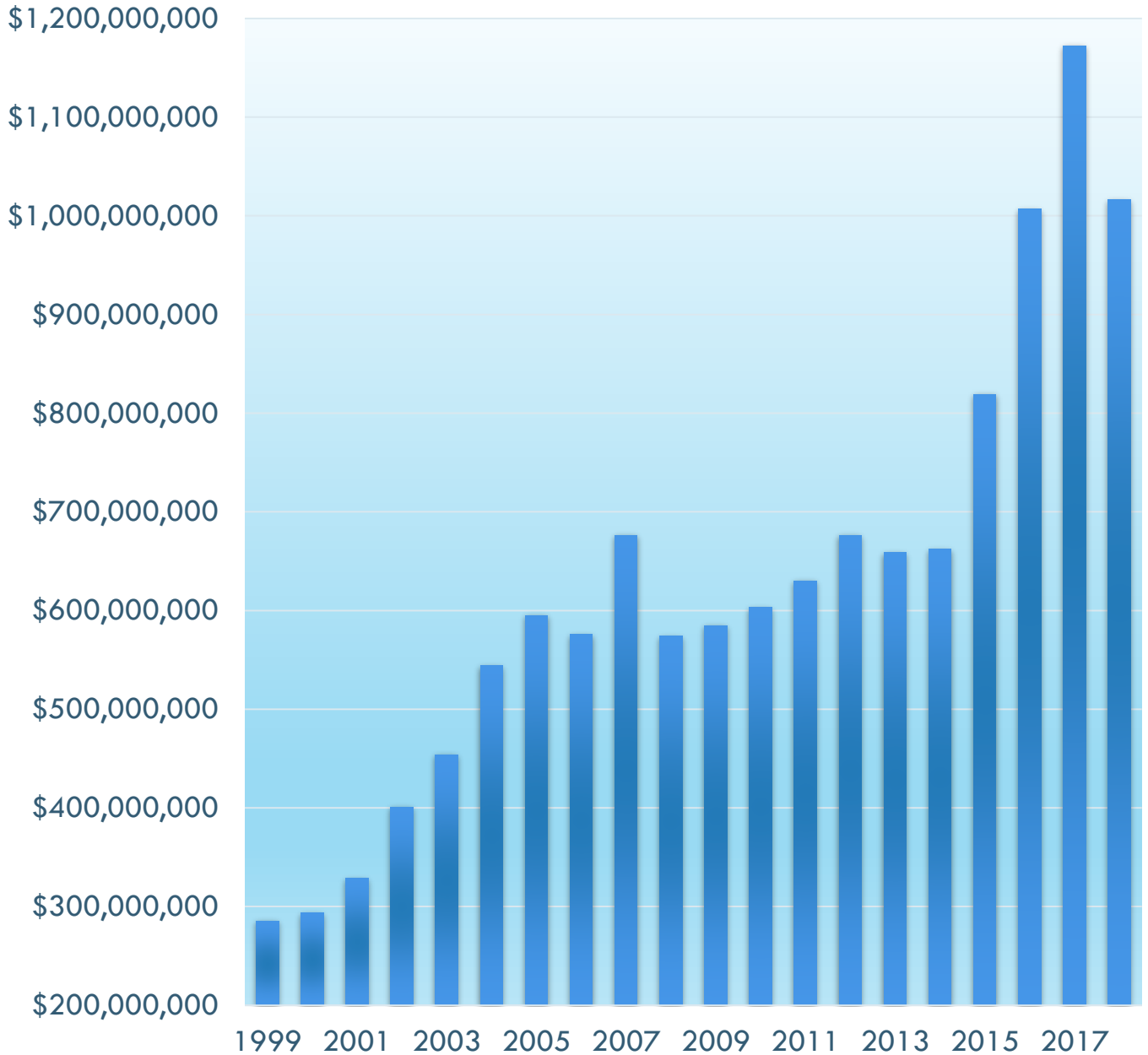
Number of Sales - All Property Types (includes outside QDAR jurisdiction)



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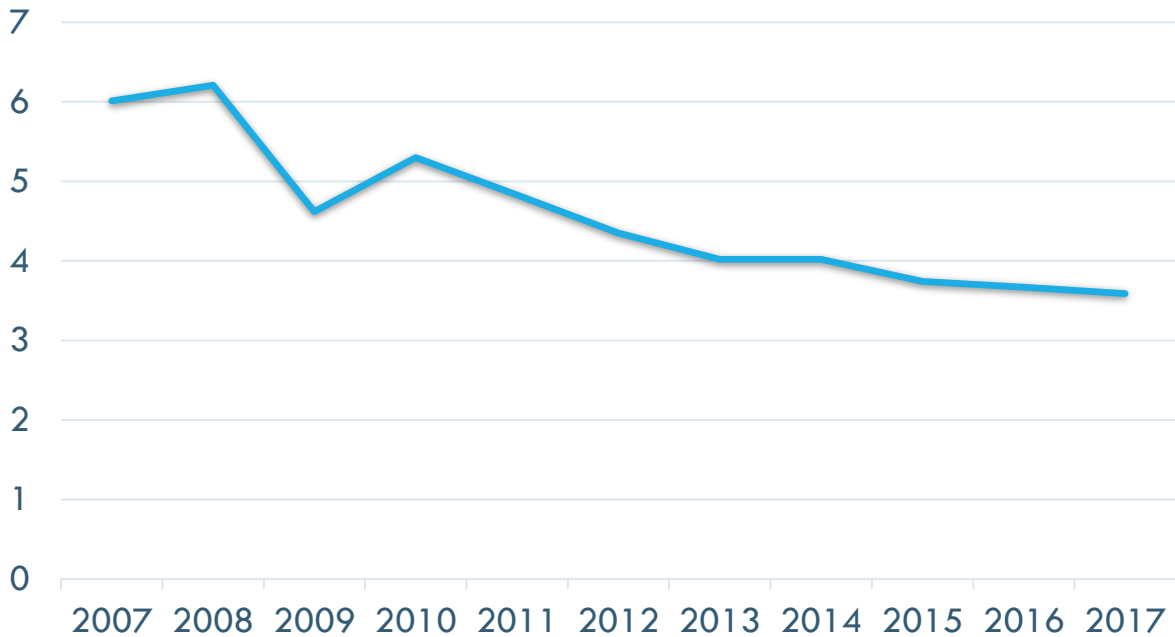
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Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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Average September Residential Mortgage Lending Rate* (5 Year)



Economic/Mortgage Indicators

Prime Rate*
 3.95%
 September 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

