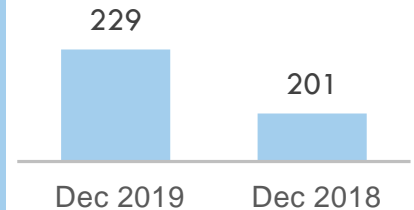


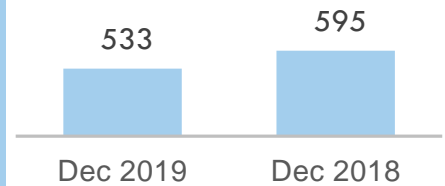
President Heather Plane's Remarks:

- The books are now closed for the year 2019 and numbers for both the month and the year reflect a very healthy local real estate market. The 2019 numbers are an improvement over the last record year that occurred in 2017.
- The monthly Dollar Sales for All Property Types was \$51,660,017 reflecting a significant increase of 61.8% over 2018, which was \$31,927,300. The 2019 Year-to-Date figure also shows a strong result, ending with \$1,196,599,204 which is 17.8% over 2018.
- The December monthly Dollar Sales for Residential Listings also resulted in a significant increase of 68.4% with \$47,179,017 for 2019 compared to \$28,020,650 for 2018. The 2019 Year-to-Date Residential number was \$1,096,360,553 which was also a 17.8% increase over the previous year.
- The Residential Average Sale Price for December once again continued the upward trend, with an increase over 2018. The 2019 price was \$352,082 resulting in an 8.1% increase over the 2018 amount of \$325,822. The Year-to-Date Residential Average Sale Price also continued with a steady increase of 9.4% over 2018, coming in at \$366,676 in 2019 and \$335,182 in 2018. It is important to remember this number is an average of all residential properties sold. For specific information on your property, the best advice would come from a local Realtor®.
- Residential Unit Sales for December 2019 resulted in 134 sales, up from 86 sales for 2018, for an increase of 55.8%. The Year-to-Date number currently comes in at 2,990 units compared to 2,777 in 2018 sales, an increase of 7.7%.
- The December months of inventory for the QDAR area comes in at 3.98. This number indicates the time it would take to deplete the current inventory. It also shows this is a tight market, with limited listed properties. If you're thinking of selling your property, now may be the right time to contact a local Realtor® and have any questions you may have answered by a local professional.

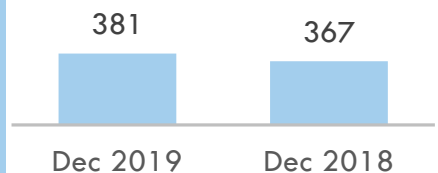
QDAR New Listings All Property Types



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.

Statistical Information Snapshot*

	2019	2018	% Change
Dollar Sales - All Property Types - to December 31, 2019	\$1,196,599,204	\$1,015,985,461	17.8%
Dollar Sales - All Property Types - for December, 2019	\$51,660,017	\$31,927,300	61.8%
Dollar Sales - Residential - to December 31, 2019	\$1,096,360,553	\$930,801,243	17.8%
Dollar Sales - Residential - for December, 2019	\$47,179,017	\$28,020,650	68.4%
Listings - All Property Types - to December 31, 2019	6,026	5,742	4.9%
Listings - All Property Types - for December, 2019	229	201	13.9%
Listings - Residential - to December 31, 2019	4,928	4,591	7.3%
Listings - Residential - for December, 2019	171	152	12.5%
Sales - All Property Types - to December 31, 2019	3,318	3,099	7.1%
Sales - All Property Types - for December, 2019	152	104	46.2%
Sales - Residential - to December 31, 2019	2,990	2,777	7.7%
Sales - Residential - for December, 2019	134	86	55.8%
Average Res. Sold to December 31, 2019	366,676	335,182	9.4%
Average Res. Sold for December, 2019	352,082	325,822	8.1%
Average Sold to December 31, 2019	360,639	327,843	10.0%
Average Sold for December, 2019	339,869	306,993	10.7%
Total Active Residential	533	595	-10.4%
Total Active Non-Residential	381	367	3.8%
Total Active Listings	914	962	-5.0%

***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.

*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.

Trademarks are owned or controlled by the Canadian Real Estate Association (CREA) and identify real estate professionals who are members of CREA (REALTORS®) and/or the quality of services they provide (MLS®).

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	29	\$320,765	42	Picton Ward	9	\$401,742	68
Thurlow Ward	5	\$433,510	66	Sophiasburg Ward	0	\$0	0
Brighton (Muni)				South Marysburg Ward	0	\$0	0
Brighton (Town)	5	\$440,600	155	Wellington Ward	1	\$210,000	168
Brighton (Twp)	4	\$408,750	107	Quinte West (City)			
Centre Hastings (Muni)				Frankford Ward	1	\$338,000	18
Huntingdon Ward	3	\$273,300	24	Sidney Ward	13	\$385,146	43
Madoc Ward	3	\$217,633	63	Trenton Ward	15	\$305,953	20
Cramahe (Twp)				Murray Ward	14	\$353,661	21
Colborne	3	\$458,556	64	Stirling-Rawdon (Twp)			
North of Hwy 401 (Cramahe)	4	\$396,750	85	Rawdon Ward	1	\$390,000	40
South of Hwy 401 (Cramahe)	0	\$0	0	Stirling Ward	2	\$284,000	20
Deseronto (Town)				Trent Hills (Twp)			
Deseronto (town)	2	\$216,500	55	Campbellford	2	\$285,000	52
Madoc (Twp)				East of Hwy 25	1	\$629,000	72
None	2	\$215,950	29	Hastings Village	0	\$0	0
Marmora & Lake (Twp)				Percy	0	\$0	0
Lake Ward	0	\$0	0	Seymour	3	\$315,000	97
Marmora Ward	4	\$272,500	44	Warkworth	2	\$366,450	37
Prince Edward County (Muni)				West of Hwy 25	1	\$325,000	14
Ameliasburg Ward	3	\$639,967	48	Tweed (Muni)			
Athol Ward	1	\$303,000	43	Elzevir (Twp)	1	\$280,000	30
Bloomfield Ward	1	\$308,000	80	Hungerford (Twp)	5	\$320,600	57
Hallowell Ward	6	\$500,911	368	Tweed (Village)	0	\$0	0
Hillier Ward	1	\$580,000	72	Tyendinaga			
North Marysburg Ward	1	\$549,900	63	Tyendinaga	1	\$339,900	52

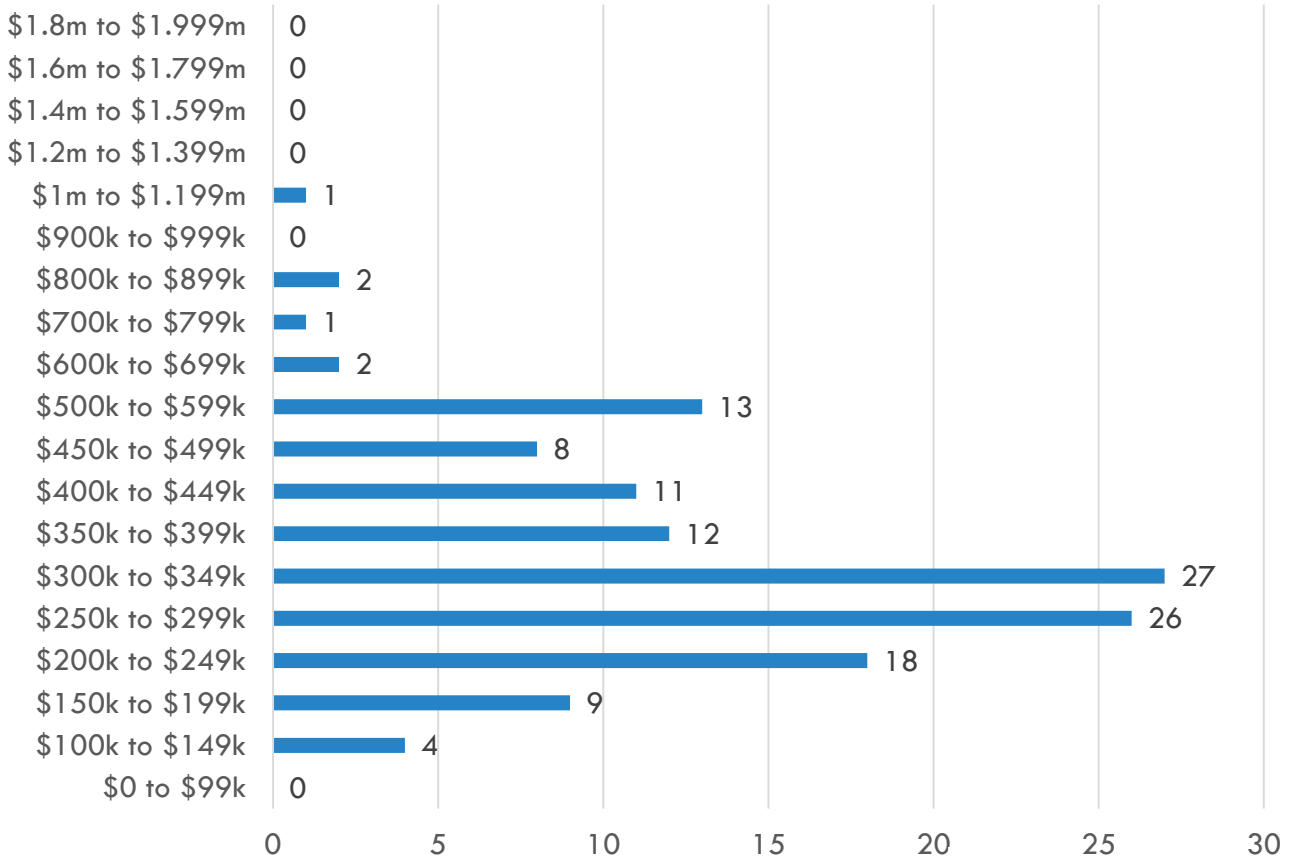
All Property Types Activity by Region

(Below figures reflect Ontario Collective Listed Sales)

District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)			
Belleville Ward	32	\$317,252	45
Thurlow Ward	7	\$381,079	82
Brighton (Muni)			
Brighton (Town)	5	\$440	155
Brighton (Twp)	4	\$408,750	107
Centre Hastings (Muni)			
Huntingdon Ward	3	\$273,300	24
Madoc Ward	3	\$217,633	63
Cramahe (Twp)			
Colborne	3	\$458,556	64
North of Hwy 401 (Cramahe)	4	\$396,750	85
South of Hwy 401 (Cramahe)	1	\$52,000	146
Deseronto (Town)			
Deseronto (town)	2	\$216,500	55
Madoc (Twp)			
None	2	\$214,950	29
Marmora & Lake (Twp)			
Lake Ward	0	\$0	0
Marmora Ward	8	\$307,000	63
Prince Edward County (Muni)			
Ameliasburg Ward	3	\$639,967	48
Athol Ward	2	\$464,000	46
Bloomfield Ward	1	\$308,000	80
Hallowell Ward	8	\$457,558	348
Hillier Ward	1	\$580,000	72
North Marysburg Ward	2	\$402,450	39

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Picton Ward	9	\$401,742	68
Sophasburg Ward	1	\$60,000	20
South Marysburg Ward	1	\$320,000	124
Wellington Ward	1	\$210,000	168
Quinte West (City)			
Frankford Ward	1	\$338,000	18
Sidney Ward	17	\$339,818	50
Trenton Ward	17	\$286,724	19
Murray Ward	14	\$353,661	21
Stirling-Rawdon (Twp)			
None	0	\$0	0
Rawdon Ward	1	\$390,000	40
Stirling Ward	3	\$225,167	56
Trent Hills (Twp)			
Campbellford	2	\$285,000	52
East of Hwy 25	1	\$629,000	72
Hastings Village	0	\$0	0
Percy	1	\$45,000	85
Seymour	4	\$273,750	118
Warkworth	3	\$251,633	35
West of Hwy 25	3	\$178,333	96
Tweed (Muni)			
Elzevir (Twp)	3	\$111,667	71
Hungerford (Twp)	5	\$320,600	57
Tweed (Village)	0	\$0	0
Tyendinaga			
None	0	\$0	0
Tyendinaga	1	\$339,900	52

Sales – Residential



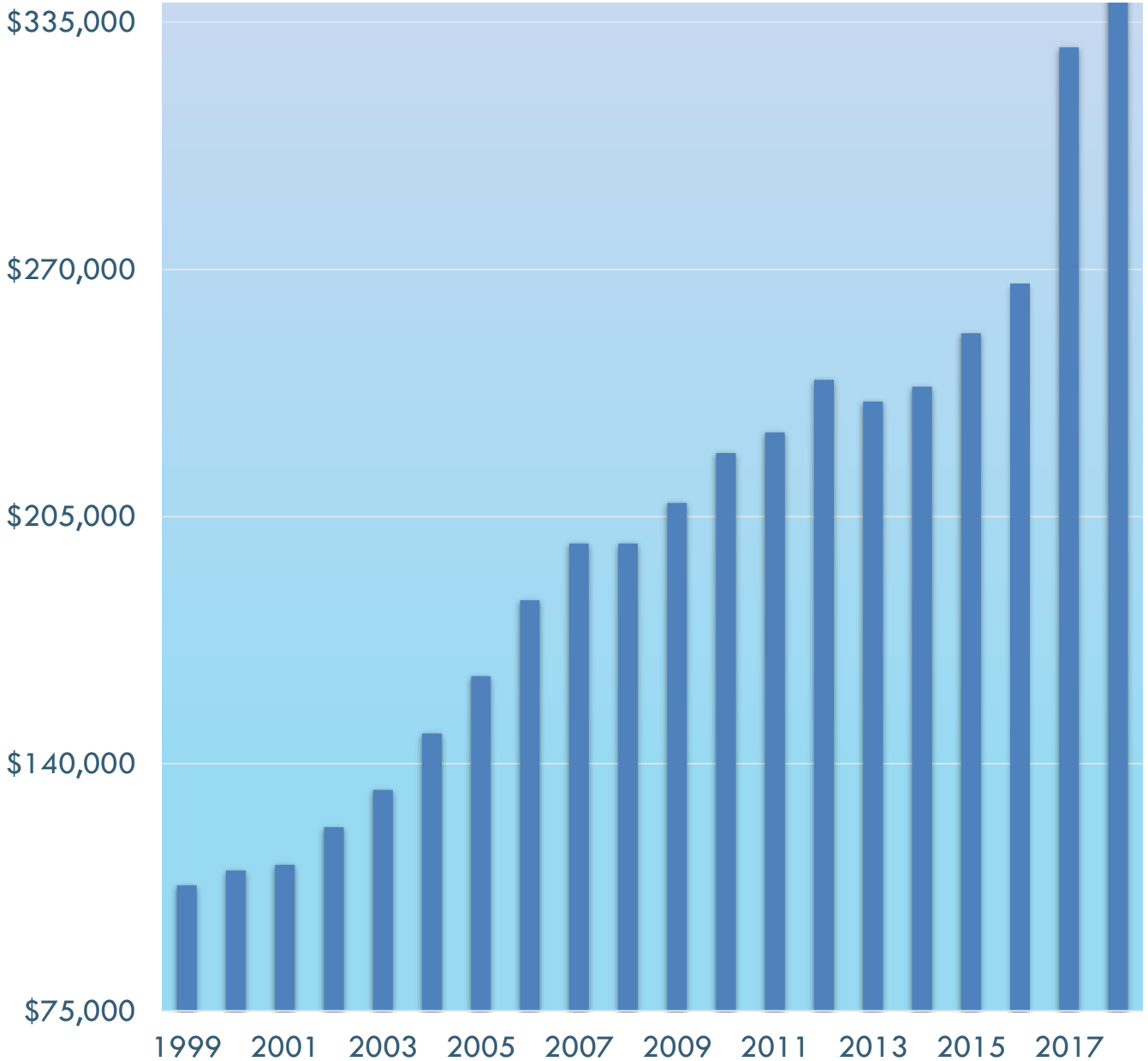
**Average Price
Residential**

**\$352,082
December 2019**

**\$325,822
December 2018**

***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.

Average Sale Price - Residential (within QDAR jurisdiction)

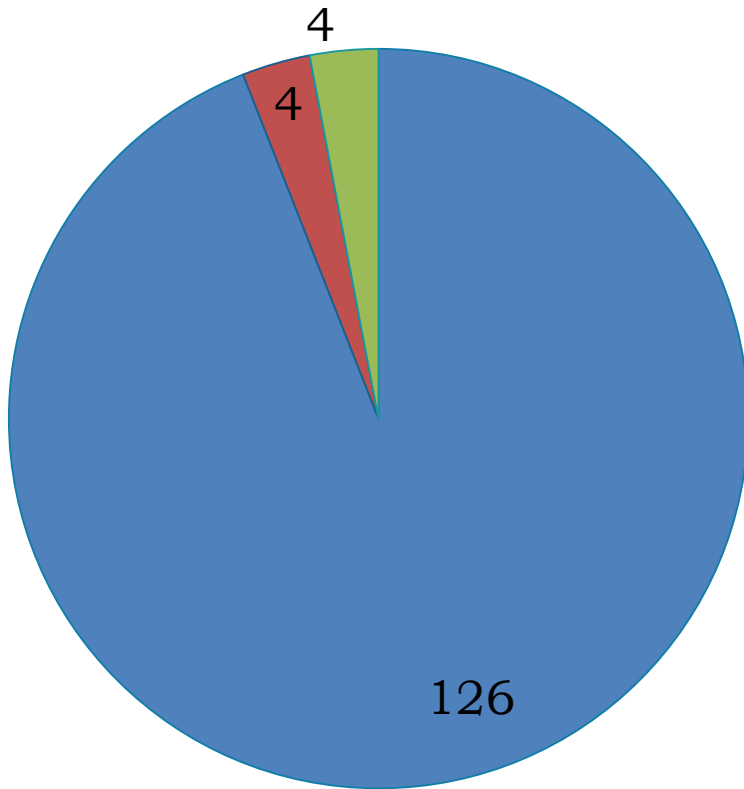


***Data methodology for statistics has changed and historical revisions to the data have been applied. Data collection for reports prior to Mar/18 was based solely on sales & listings from QDAR Members, unless otherwise stated. Data collection for Mar/18 and onward is based on sales and listings in the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

Trademarks are owned or controlled by the Canadian Real Estate Association (CREA) and identify real estate professionals who are members of CREA (REALTORS®) and/or the quality of services they provide (MLS®).



Sales - Residential



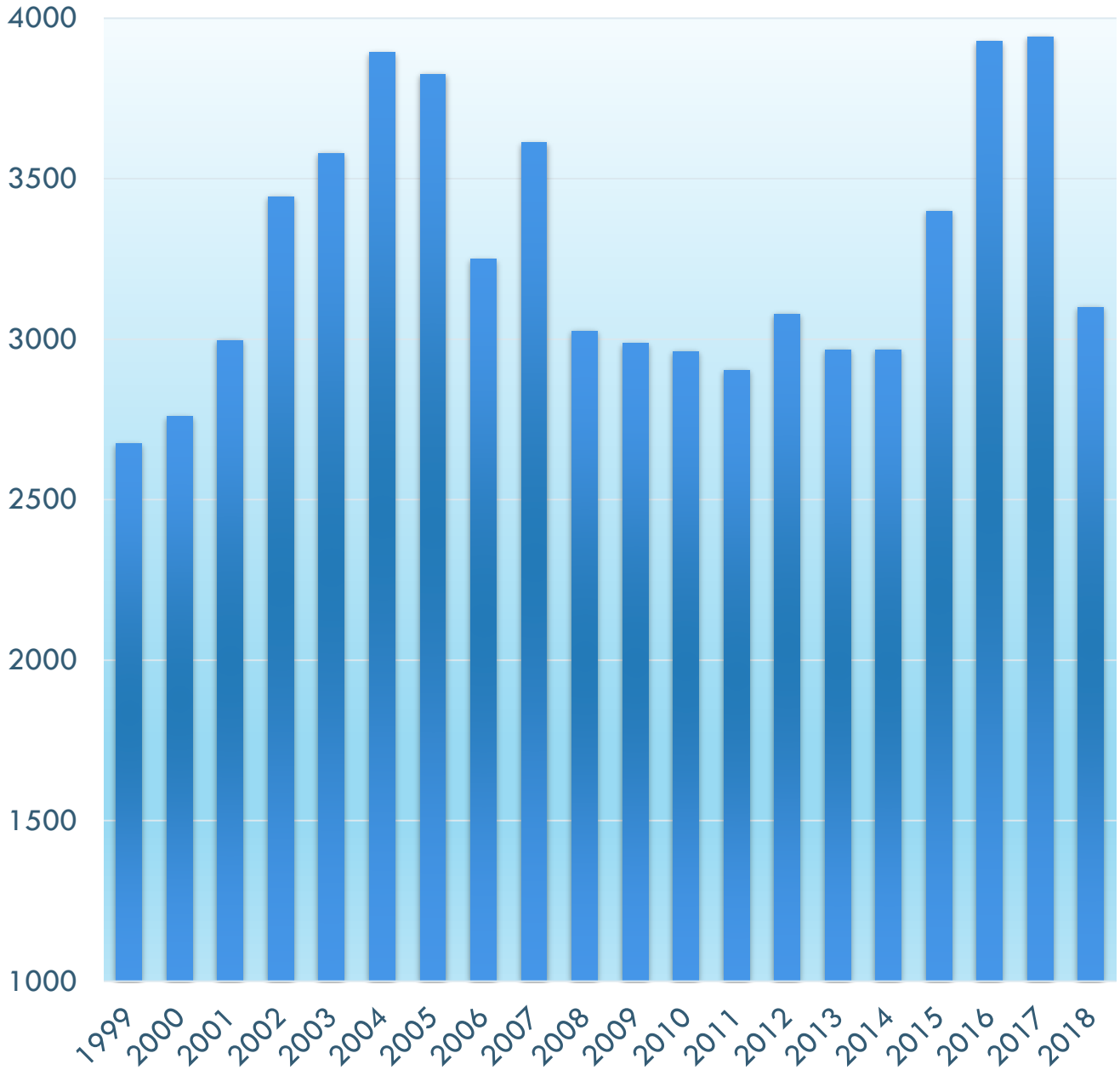
- Single Family – House: Detached
Single Family, on 4.99 acres or less
- Single Family – Other: Townhouse, Link, Condo, Cottage, Row House, Modular, Mobile, Semi
- Residential – Other: Duplexes, Triplexes, Fourplexes AND Detached Single Family on 5 – 9.99 acres

Numbers indicate units

Residential Sales	134	86
	December 2019	December 2018

***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.

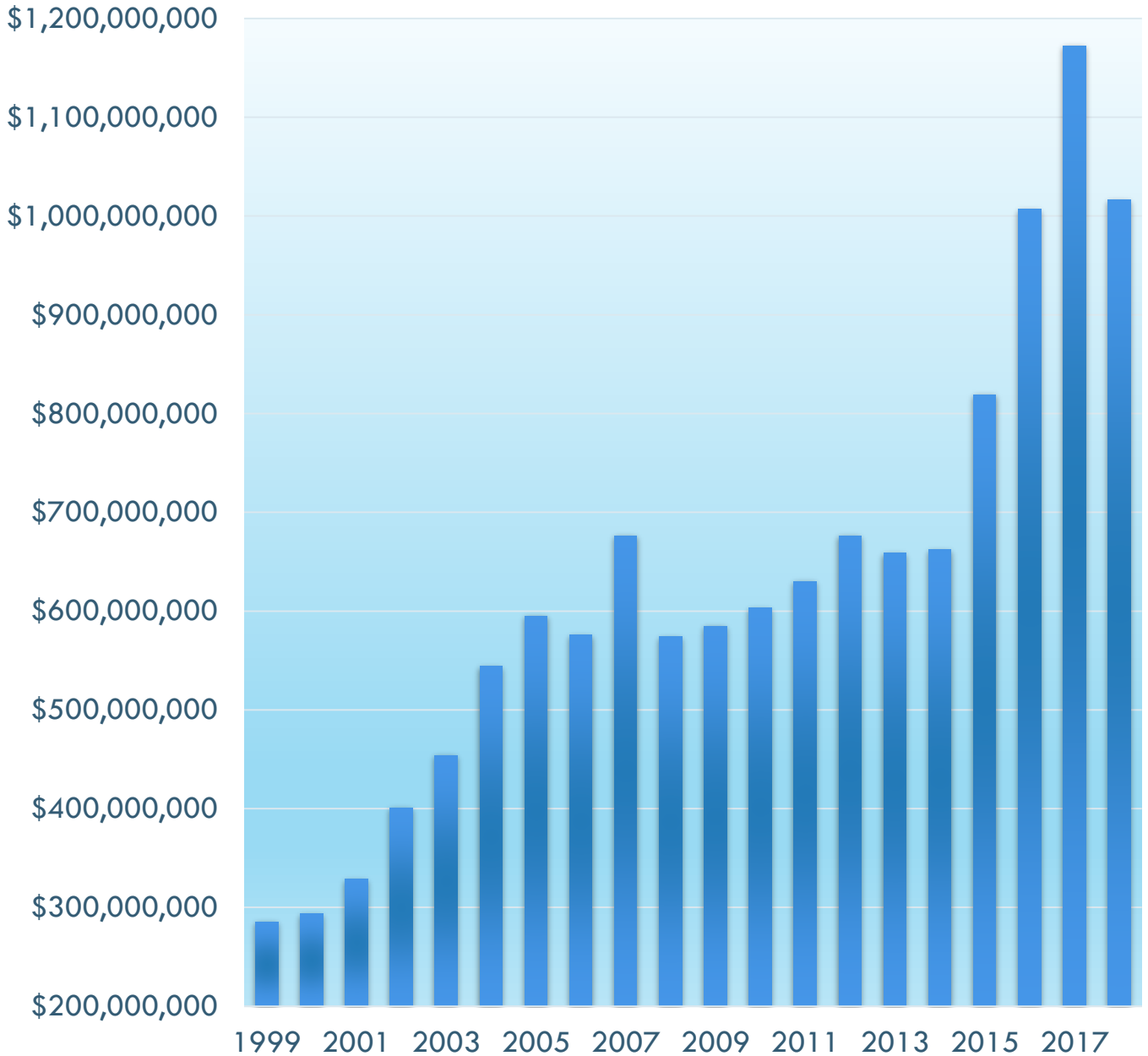
Number of Sales - All Property Types (includes outside QDAR jurisdiction)



***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.

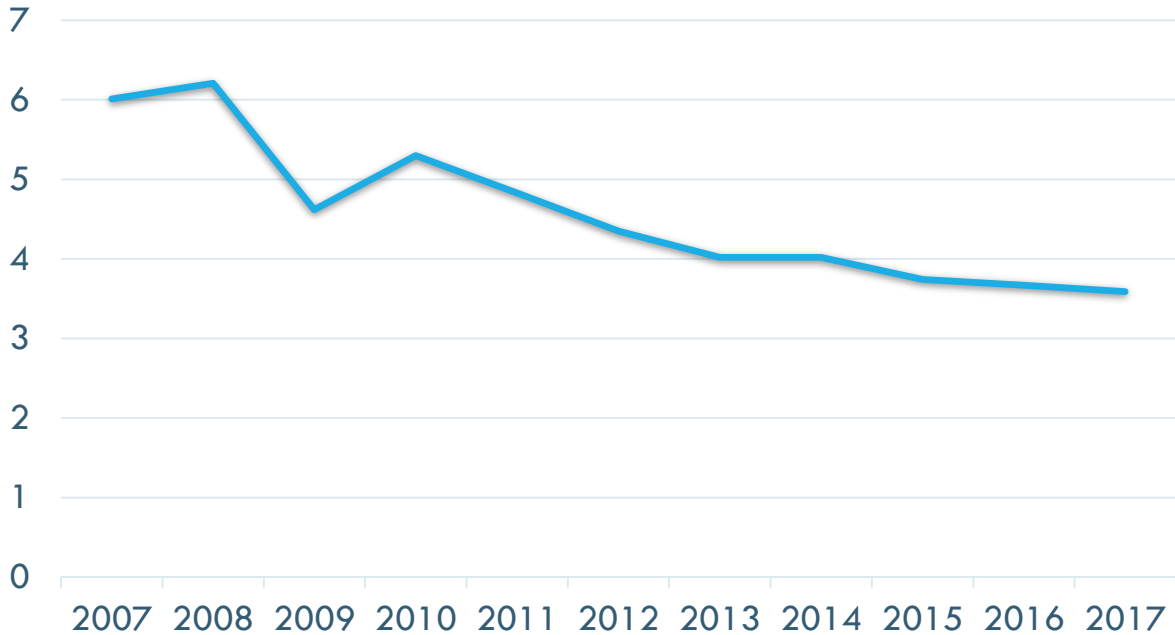
Trademarks are owned or controlled by the Canadian Real Estate Association (CREA) and identify real estate professionals who are members of CREA (REALTORS®) and/or the quality of services they provide (MLS®).

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



***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.

Average December Residential Mortgage Lending Rate* (5 Year)



Economic/Mortgage Indicators

Prime Rate*
 3.95%
 December 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

