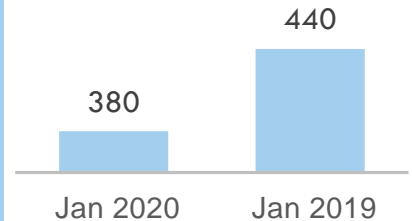


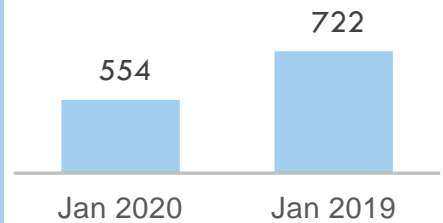
President Heather Plane's Remarks:

- The first month of the new year and the new decade is now in the record books and the strong numbers indicate the Dollar Sales as well as the Unit Sales for both Residential and All Property Types are off to a good start.
- The last several years have shown a steady increase in the Dollar Sales for All Property Types after having seen a bit of a decrease in 2013/2014. Factors that may be impacting these figures are a healthy economy, continued stable interest rates and a market with slightly fewer listed properties.
- The January 2020 monthly Dollar Sales for All Property Types was \$63,262,018 reflecting a healthy increase of 19.2% over January 2019, which was \$53,054,540.
- The January monthly Dollar Sales for Residential Listings also resulted in a strong increase of 21.8% with \$58,999,518 for 2020 compared to \$48,425,533 for 2019.
- The Residential Average Sale Price for January is again showing an increase over 2019, continuing the upward trend of the past couple of years. The January 2020 price was \$375,793 resulting in a 13.3% increase over the January 2019 amount of \$331,682.
- Residential Unit Sales for January 2020 resulted in 157 sales, up from 146 sales for 2019, for an increase of 7.5%.
- The modest increase of Residential Sales Units indicates the local market is still a moderately tight market. The current months of inventory is 3.53, meaning it would take approximately that amount of time to deplete the local residential inventory.
- As reported by the Canadian Real Estate Association (CREA) in December 2019, one of the expectations for 2020 will be a lack of supply of new listings. If you're thinking of listing your property, now might be the time to contact a local Realtor® to offer expert advice.

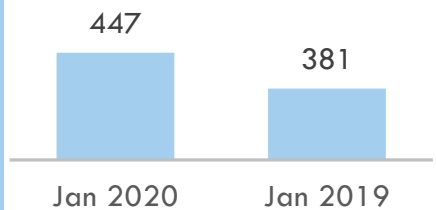
QDAR New Listings All Property Types



QDAR Active Residential Listings



QDAR Active Non-Residential Listings



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Statistical Information Snapshot*

	2020	2019	% Change
Dollar Sales - All Property Types - for January, 2020	\$63,262,018	\$53,054,540	19.2%
Dollar Sales - Residential - for January, 2020	\$58,999,518	\$48,425,533	21.8%
Listings - All Property Types - for January, 2020	380	440	-13.6%
Listings - Residential - for January, 2020	283	357	-20.7%
Sales - All Property Types - for January, 2020	171	165	3.6%
Sales - Residential - for January, 2020	157	146	7.5%
Average Res. Sold for January, 2020	375,793	331,682	13.3%
Average Sold for January, 2020	369,953	321,543	15.1%
Total Active Residential	554	722	-23.3%
Total Active Non-Residential	447	381	17.3%
Total Active Listings	1,001	1,103	-9.2%
Above figures reflect all transactions, including outside QDAR jurisdiction			

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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	38	\$327,859	45	Picton Ward	10	\$370,457	121
Thurlow Ward	12	\$428,860	84	Sophiasburg Ward	2	\$321,250	127
Brighton (Muni)				South Marysburg Ward	0	\$0	0
Brighton (Town)	14	\$423,939	45	Wellington Ward	3	\$346,833	39
Brighton (Twp)	3	\$323,133	47	Quinte West (City)			
Centre Hastings (Muni)				Frankford Ward	0	\$0	0
Huntingdon Ward	6	\$379,767	15	Sidney Ward	14	\$433,567	135
Madoc Ward	0	\$0	0	Trenton Ward	22	\$259,059	30
Cramahe (Twp)				Murray Ward	8	\$418,175	29
Colborne	10	\$368,100	53	Stirling-Rawdon (Twp)			
North of Hwy 401 (Cramahe)	5	\$647,800	35	Rawdon Ward	2	\$385,000	25
South of Hwy 401 (Cramahe)	2	\$682,500	13	Stirling Ward	3	\$305,333	23
Deseronto (Town)				Trent Hills (Twp)			
Deseronto (town)	1	\$210,000	11	Campbellford	12	\$404,783	85
Madoc (Twp)				East of Hwy 25	0	\$0	0
None	1	\$419,900	5	Hastings Village	0	\$0	0
Marmora & Lake (Twp)				Percy	0	\$0	0
Lake Ward	1	\$615,000	55	Seymour	4	\$315,950	44
Marmora Ward	5	\$217,980	85	Warkworth	0	\$0	0
Prince Edward County (Muni)				West of Hwy 25	1	\$345,000	43
Ameliasburg Ward	7	\$678,857	85	Tweed (Muni)			
Athol Ward	2	\$374,500	50	Elzevir (Twp)	0	\$0	0
Bloomfield Ward	1	\$205,000	72	Hungerford (Twp)	4	\$357,012	106
Hallowell Ward	4	\$602,500	9	Tweed (Village)	0	\$0	0
Hillier Ward	0	\$0	0	Tyendinaga			
North Marysburg Ward	1	\$630,000	138	Tyendinaga	2	\$545,000	197

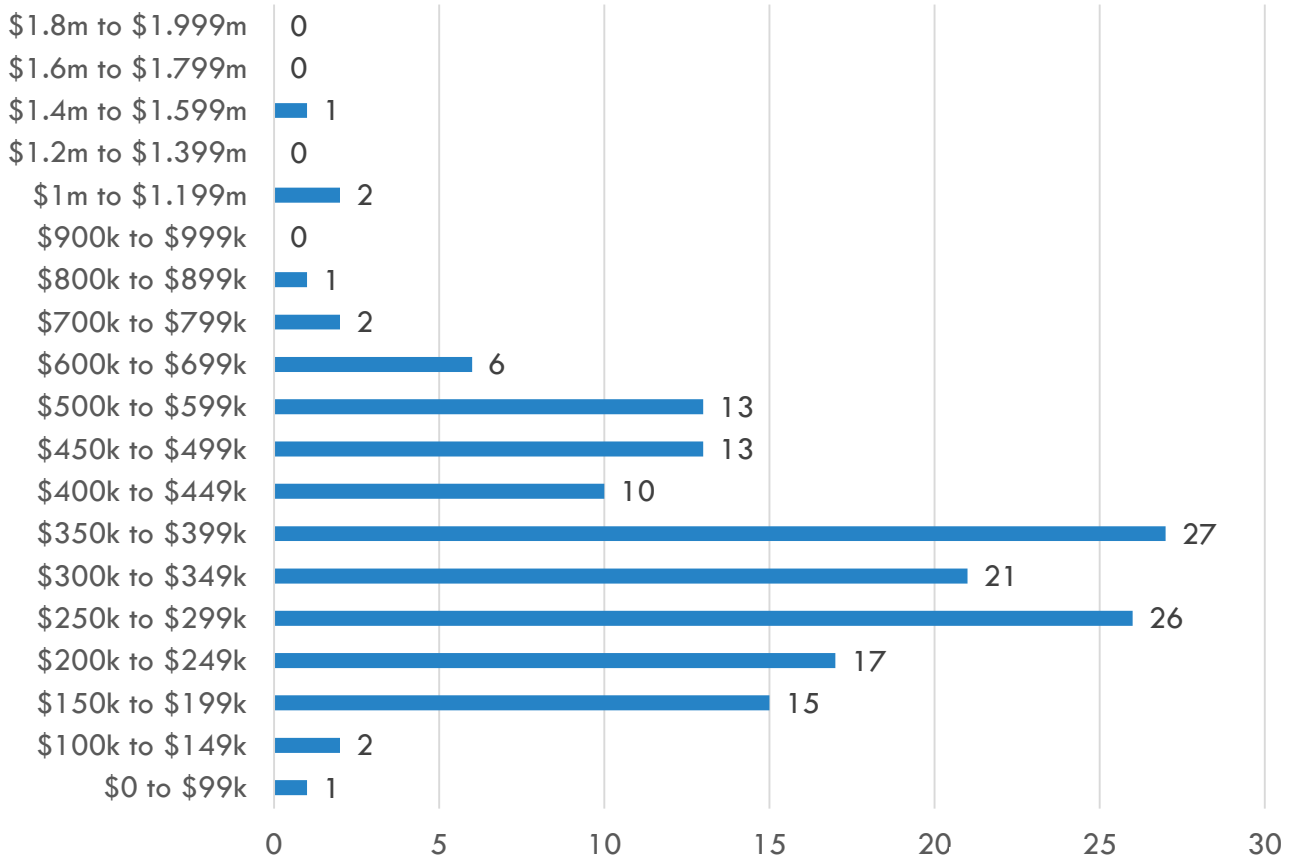
All Property Types Activity by Region

(Below figures reflect Ontario Collective Listed Sales)

District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)			
Belleville Ward	42	\$326,979	42
Thurlow Ward	13	\$470,871	79
Brighton (Muni)			
Brighton (Town)	14	\$423,939	45
Brighton (Twp)	3	\$323,133	47
Centre Hastings (Muni)			
Huntingdon Ward	7	\$339,800	14
Madoc Ward	0	\$0	0
Cramahe (Twp)			
Colborne	12	\$317,583	45
North of Hwy 401 (Cramahe)	5	\$647,800	35
South of Hwy 401 (Cramahe)	2	\$682,500	13
Deseronto (Town)			
Deseronto (town)	1	\$210,000	11
Madoc (Twp)			
None	1	\$419,900	5
Marmora & Lake (Twp)			
Lake Ward	2	\$437,500	90
Marmora Ward	5	\$217,980	85
Prince Edward County (Muni)			
Ameliasburg Ward	10	\$516,500	67
Athol Ward	2	\$374,500	50
Bloomfield Ward	1	\$205,000	72
Hallowell Ward	5	\$483,700	18
Hillier Ward	3	\$177,917	37
North Marysburg Ward	3	\$281,000	118

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Pictou Ward	11	\$379,961	114
Sophiasburg Ward	2	\$321,250	127
South Marysburg Ward	0	\$0	0
Wellington Ward	4	\$345,750	45
Quinte West (City)			
Frankford Ward	1	\$150,000	9
Sidney Ward	16	\$446,309	134
Trenton Ward	24	\$265,479	29
Murray Ward	8	\$418,175	29
Stirling-Rawdon (Twp)			
None	0	\$0	0
Rawdon Ward	3	\$415,000	27
Stirling Ward	3	\$305,333	23
Trent Hills (Twp)			
Campbellford	12	\$404,783	85
East of Hwy 25	1	\$365,000	83
Hastings Village	0	\$0	0
Percy	0	\$0	0
Seymour	4	\$315,950	44
Warkworth	0	\$0	0
West of Hwy 25	1	\$345,000	43
Tweed (Muni)			
Elzevir (Twp)	1	\$34,000	45
Hungerford (Twp)	5	\$358,609	86
Tweed (Village)	0	\$0	0
Tyendinaga			
None	0	\$0	0
Tyendinaga	4	\$292,625	150

Sales – Residential



Average Price
Residential

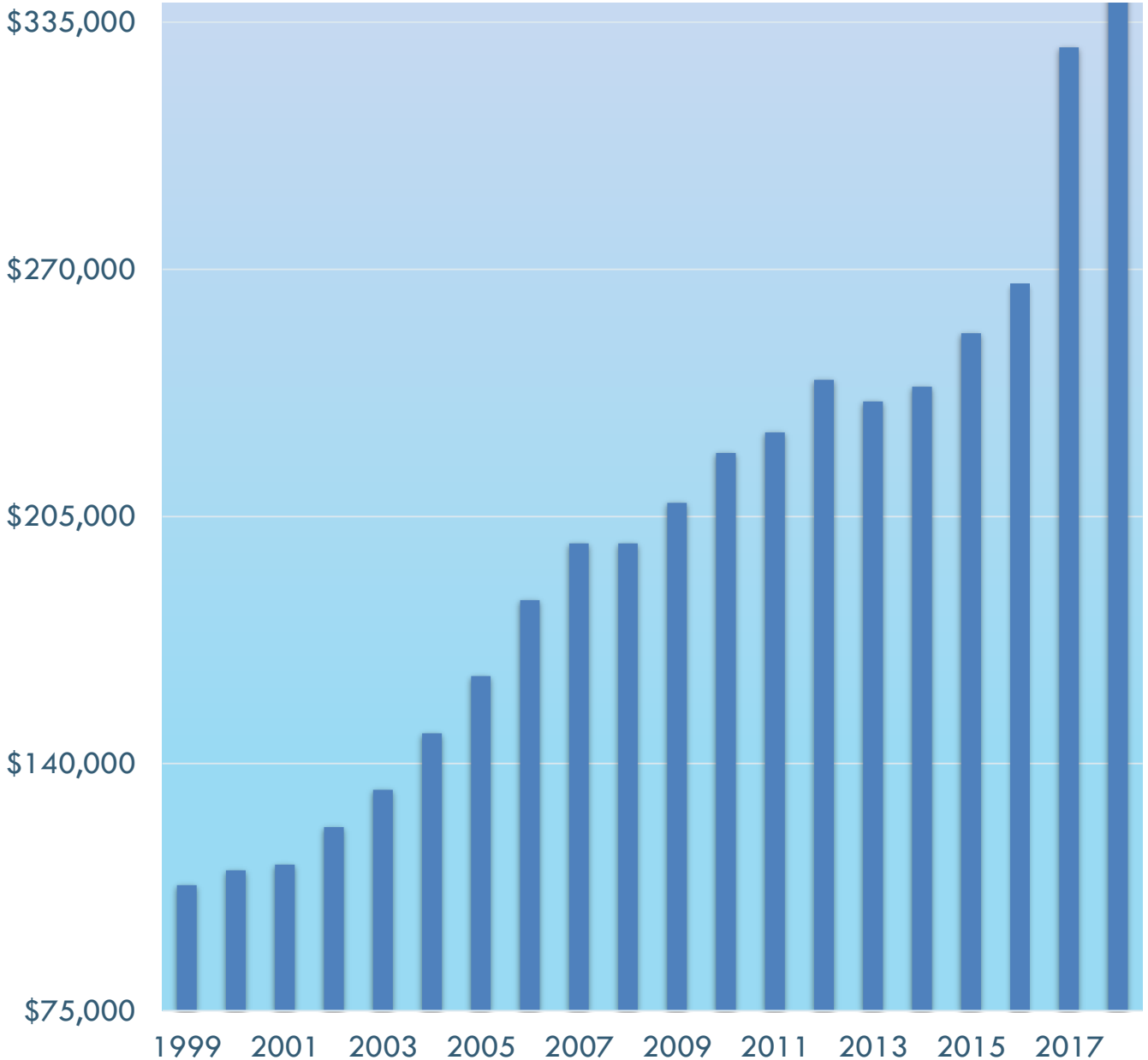
\$375,793
January 2020

\$331,682
January 2019

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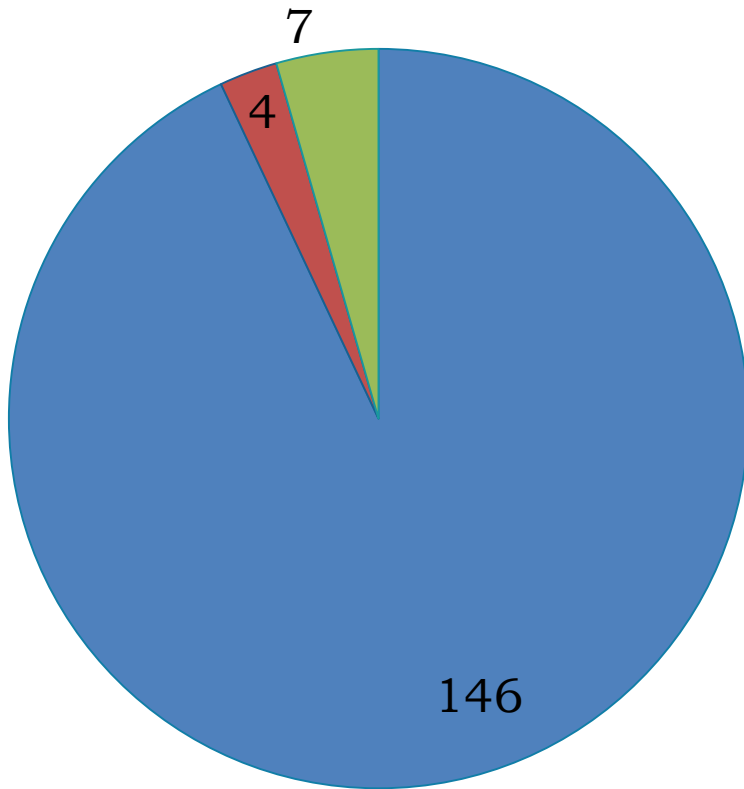
Average Sale Price - Residential (within QDAR jurisdiction)



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Sales - Residential



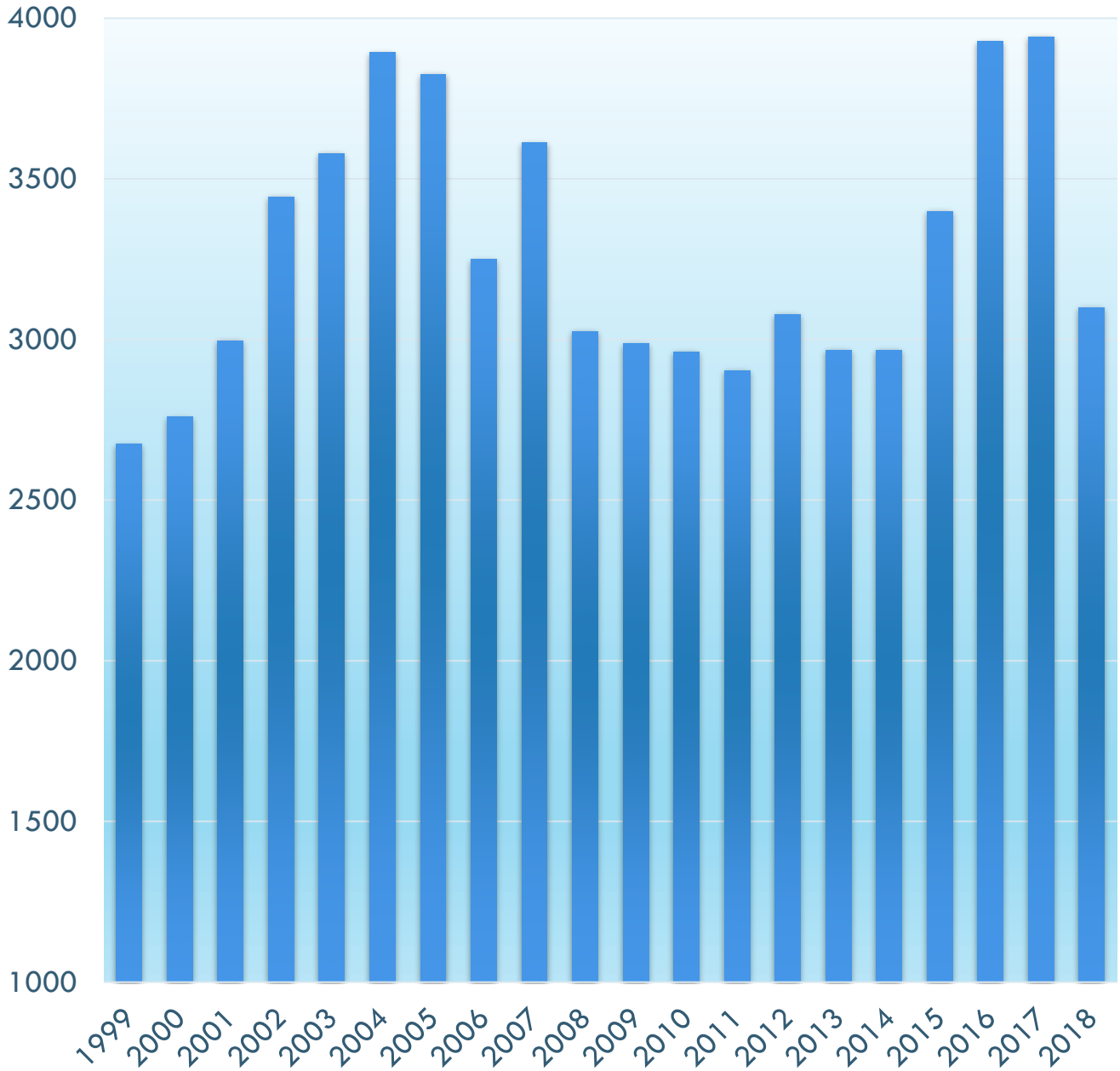
- Single Family – House: Detached
Single Family, on 4.99 acres or less
- Single Family – Other: Townhouse, Link, Condo, Cottage, Row House, Modular, Mobile, Semi
- Residential – Other: Duplexes, Triplexes, Fourplexes AND Detached Single Family on 5 – 9.99 acres

Numbers indicate units

Residential Sales	157 January 2020	146 January 2019

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

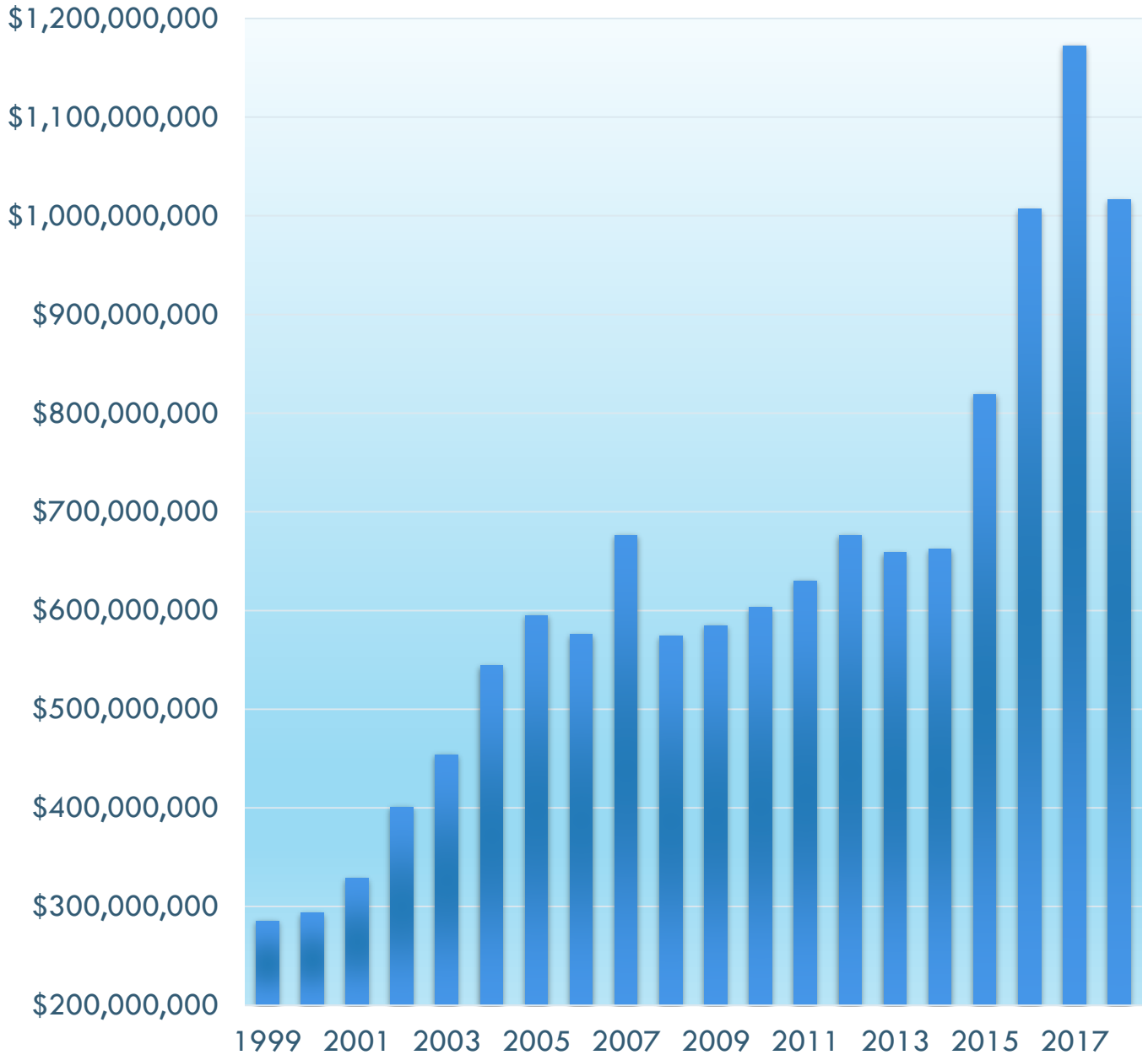


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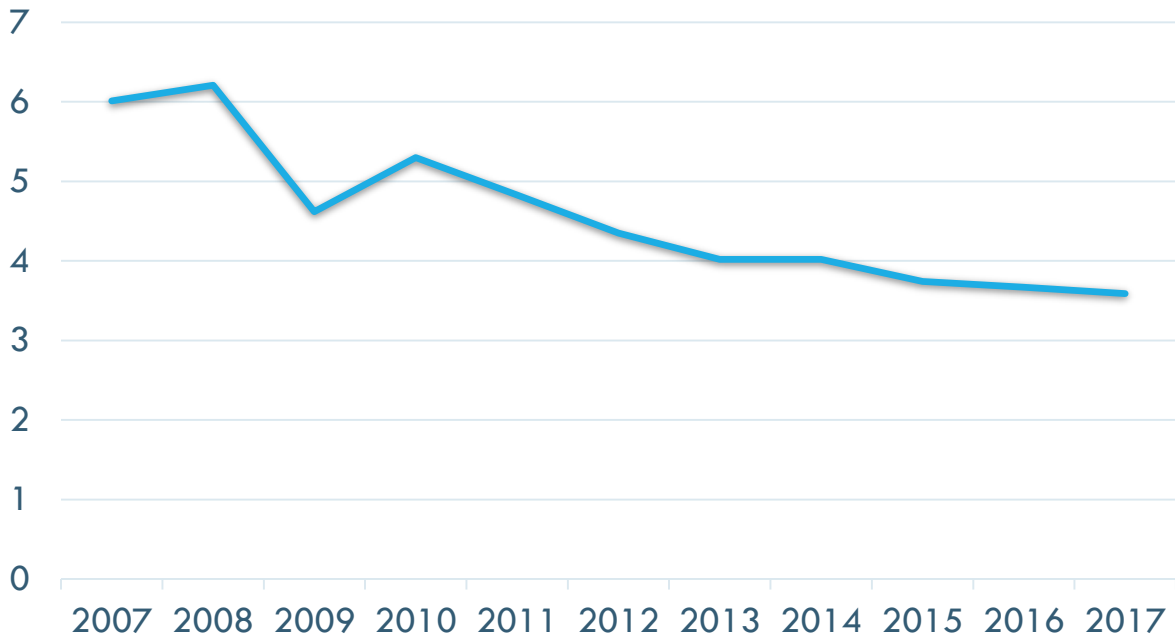


Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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Average December Residential Mortgage Lending Rate* (5 Year)



Economic/Mortgage Indicators

Prime Rate*

3.95%

January 2020

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

