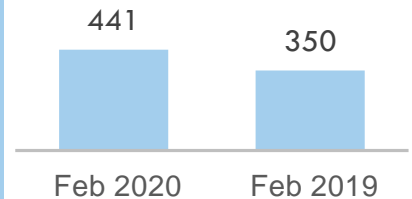


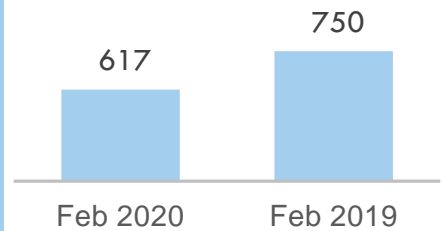
## President Heather Plane's Remarks:

- The February 2020 monthly Dollar Sales for All Property Types was \$82,773,313 reflecting a substantial increase of 39.8% over February 2019, which was \$59,201,040.
- The February monthly Dollar Sales for Residential Listings also resulted in a significant increase of 69.5% with \$79,510,163 for 2020 compared to \$46,921,640 for 2019.
- The Residential Average Sale Price for February is again showing an increase over 2019, continuing the upward trend of the past couple of years. The February 2020 price was \$382,260 resulting in a 13.2% increase over the February 2019 amount of \$337,566.
- A note of caution when considering the average sale price for residential properties; while the average price continues to reflect an increase, each property is a unique unit and may be more value to specific individuals. There are many factors to consider when determining the listing sale price just as there are many considerations when deciding the price you are willing to pay for a property. A local Professional Realtor® is always available to you on your individual real estate journey.
- The relatively low number of properties available on the market is also a factor, so if you are contemplating listing your property, getting a jump on the spring market may be a good idea.
- Residential Unit Sales for February 2020 resulted in 208 sales, up from 139 sales for 2019, for an increase of 49.6%.
- The number of Active Residential Listings continues to reflect the tight local market, as the available listings currently sits at 617 units compared to 750 units in 2019 resulting in a reduction of 17.7%.

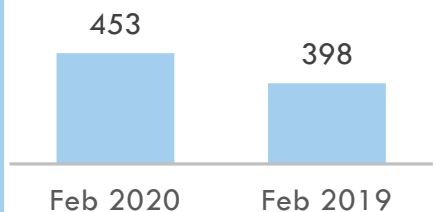
QDAR New Listings All Property Types



QDAR Active Residential Listings



QDAR Active Non-Residential Listings



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## Statistical Information Snapshot\*

	2020	2019	% Change
Dollar Sales - All Property Types - to February 29, 2020	\$146,035,331	\$112,255,580	30.1%
Dollar Sales - All Property Types - for February, 2020	\$82,773,313	\$59,201,040	39.8%
Dollar Sales - Residential - to February 29, 2020	\$138,509,681	\$95,347,173	45.3%
Dollar Sales - Residential - for February, 2020	\$79,510,163	\$46,921,640	69.5%
Listings - All Property Types - to February 29, 2020	821	790	3.9%
Listings - All Property Types - for February, 2020	441	350	26.0%
Listings - Residential - to February 29, 2020	632	632	0.0%
Listings - Residential - for February, 2020	349	275	26.9%
Sales - All Property Types - to February 29, 2020	399	332	20.2%
Sales - All Property Types - for February, 2020	228	167	36.5%
Sales - Residential - to February 29, 2020	365	285	28.1%
Sales - Residential - for February, 2020	208	139	49.6%
Average Res. Sold to February 29, 2020	379,479	334,551	13.4%
Average Res. Sold for February, 2020	382,260	337,566	13.2%
Average Sold to February 29, 2020	366,003	338,119	8.2%
Average Sold for February, 2020	363,041	354,497	2.4%
Total Active Residential	617	750	-17.7%
Total Active Non-Residential	453	398	13.8%
Total Active Listings	1,070	1,148	-6.8%
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)

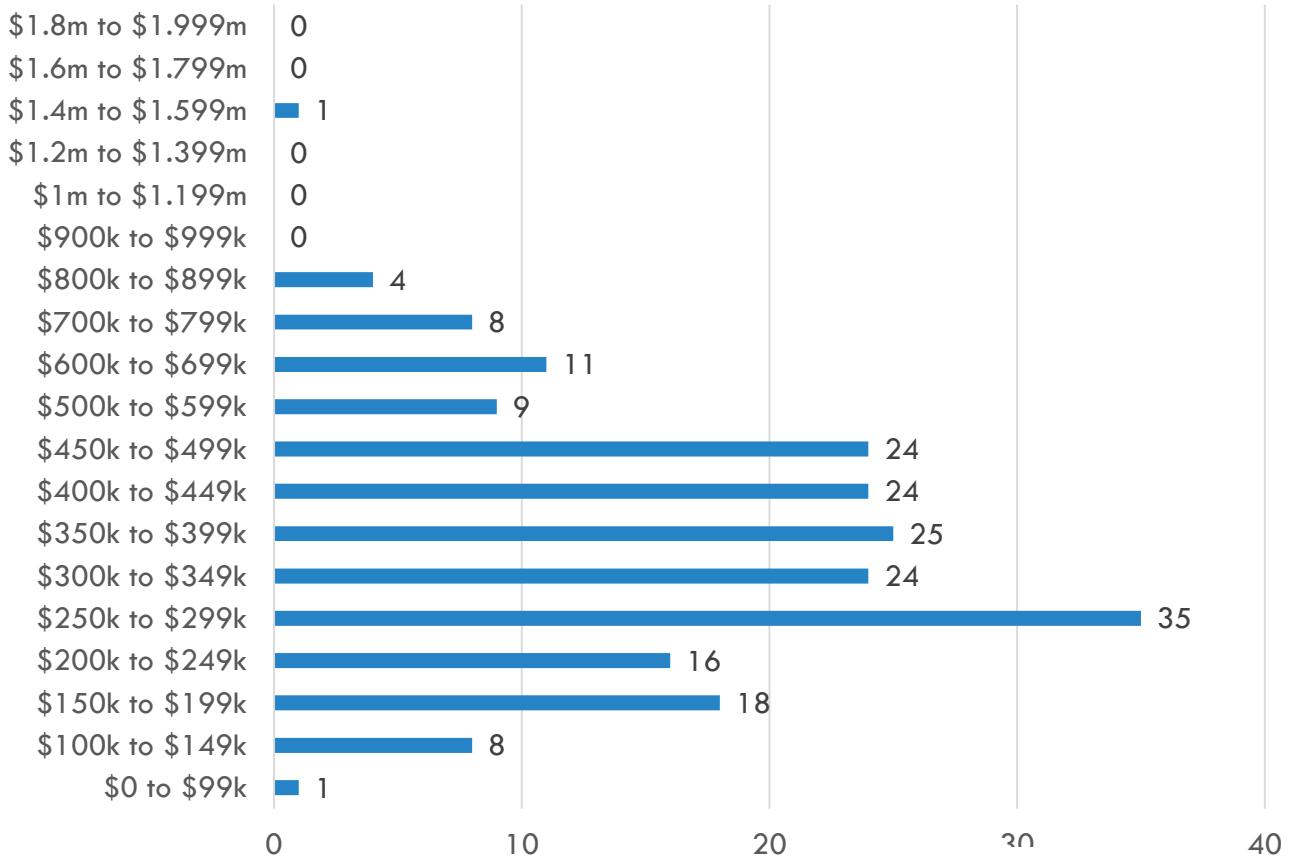
District	Sales Units	Average Sales Price	Average Days on Market	District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)				Prince Edward County (Muni)cont			
Belleville Ward	41	\$373,446	30	Picton Ward	2	\$427,000	66
Thurlow Ward	19	\$422,572	68	Sophiasburg Ward	5	\$464,800	96
Brighton (Muni)				South Marysburg Ward	2	\$610,000	127
Brighton (Town)	14	\$491,946	44	Wellington Ward	2	\$875,000	20
Brighton (Twp)	3	\$533,333	94	Quinte West (City)			
Centre Hastings (Muni)				Frankford Ward	5	\$389,180	40
Huntingdon Ward	1	\$340,000	18	Sidney Ward	13	\$373,727	52
Madoc Ward	3	\$255,967	66	Trenton Ward	25	\$296,688	22
Cramahe (Twp)				Murray Ward	10	\$409,620	50
Colborne	6	\$409,983	47	Stirling-Rawdon (Twp)			
North of Hwy 401 (Cramahe)	1	\$629,900	8	Rawdon Ward	2	\$199,500	97
South of Hwy 401 (Cramahe)	1	\$625,000	8	Stirling Ward	1	\$400,000	24
Deseronto (Town)				Trent Hills (Twp)			
Deseronto (town)	0	\$0	0	Campbellford	6	\$256,500	44
Madoc (Twp)				East of Hwy 25	1	\$400,000	219
None	1	\$140,000	81	Hastings Village	1	\$440,000	138
Marmora & Lake (Twp)				Percy	2	\$312,500	12
Lake Ward	2	\$305,000	145	Seymour	4	\$331,250	39
Marmora Ward	5	\$220,000	108	Warkworth	1	\$505,000	34
Prince Edward County (Muni)				West of Hwy 25	0	\$0	0
Ameliasburg Ward	7	\$505,729	47	Tweed (Muni)			
Athol Ward	1	\$295,000	210	Elzevir (Twp)	1	\$159,900	10
Bloomfield Ward	0	\$0	0	Hungerford (Twp)	5	\$357,000	48
Hallowell Ward	2	\$690,000	85	Tweed (Village)	1	\$245,000	64
Hillier Ward	3	\$533,700	45	Tyendinaga			
North Marysburg Ward	2	\$415,000	99	Tyendinaga	6	\$366,650	14

## 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	49	\$405,435	62
Thurlow Ward	20	\$421,443	70
<b>Brighton (Muni)</b>			
Brighton (Town)	15	\$498,483	41
Brighton (Twp)	4	\$562,500	97
<b>Centre Hastings (Muni)</b>			
Huntingdon Ward	4	\$116,500	107
Madoc Ward	3	\$255,967	66
<b>Cramahe (Twp)</b>			
Colborne	7	\$422,843	40
North of Hwy 401 (Cramahe)	1	\$629,900	8
South of Hwy 401 (Cramahe)	2	\$352,500	23
<b>Deseronto (Town)</b>			
Deseronto (town)	0	\$0	0
<b>Madoc (Twp)</b>			
None	1	\$140,000	81
<b>Marmora &amp; Lake (Twp)</b>			
Lake Ward	2	\$305,000	145
Marmora Ward	5	\$220,000	108
<b>Prince Edward County (Muni)</b>			
Ameliasburg Ward	7	\$505,729	47
Athol Ward	1	\$295,000	210
Bloomfield Ward	0	\$0	0
Hallowell Ward	3	\$462,833	73
Hillier Ward	4	\$402,463	46
North Marysburg Ward	4	\$243,750	85

District	Sales Units	Average Sales Price	Average Days on Market
<b>Prince Edward County (Muni)</b>			
Picton Ward	2	\$427,000	66
Sophiasburg Ward	6	\$391,500	96
South Marysburg Ward	3	\$446,667	128
Wellington Ward	2	\$875,000	20
<b>Quinte West (City)</b>			
Frankford Ward	6	\$466,817	72
Sidney Ward	13	\$373,727	52
Trenton Ward	26	\$291,815	22
Murray Ward	13	\$374,323	67
<b>Stirling-Rawdon (Twp)</b>			
None	0	\$0	0
Rawdon Ward	2	\$199,500	97
Stirling Ward	1	\$400,000	24
<b>Trent Hills (Twp)</b>			
Campbellford	7	\$229,714	52
East of Hwy 25	1	\$400,000	219
Hastings Village	1	\$440,000	138
Percy	4	\$177,500	241
Seymour	4	\$331,250	39
Warkworth	1	\$505,000	34
West of Hwy 25	0	\$0	0
<b>Tweed (Muni)</b>			
Elzevir (Twp)	3	\$73,967	141
Hungerford (Twp)	5	\$357,000	48
Tweed (Village)	1	\$245,000	64
<b>Tyendinaga</b>			
None	0	\$0	0
Tyendinaga	6	\$366,650	14

## Sales – Residential



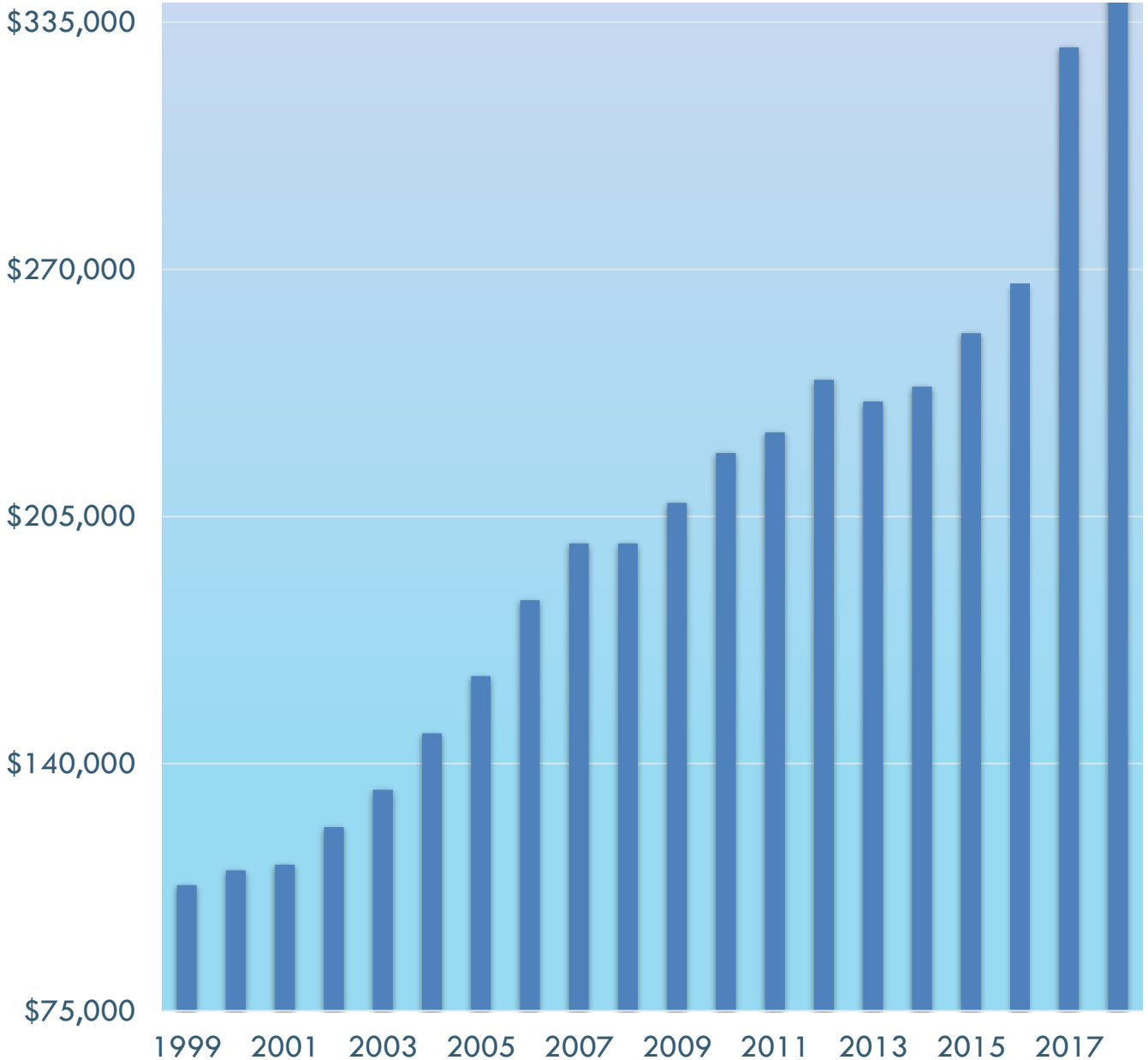
Average Price  
Residential

\$382,260  
February 2020

\$337,566  
February 2019

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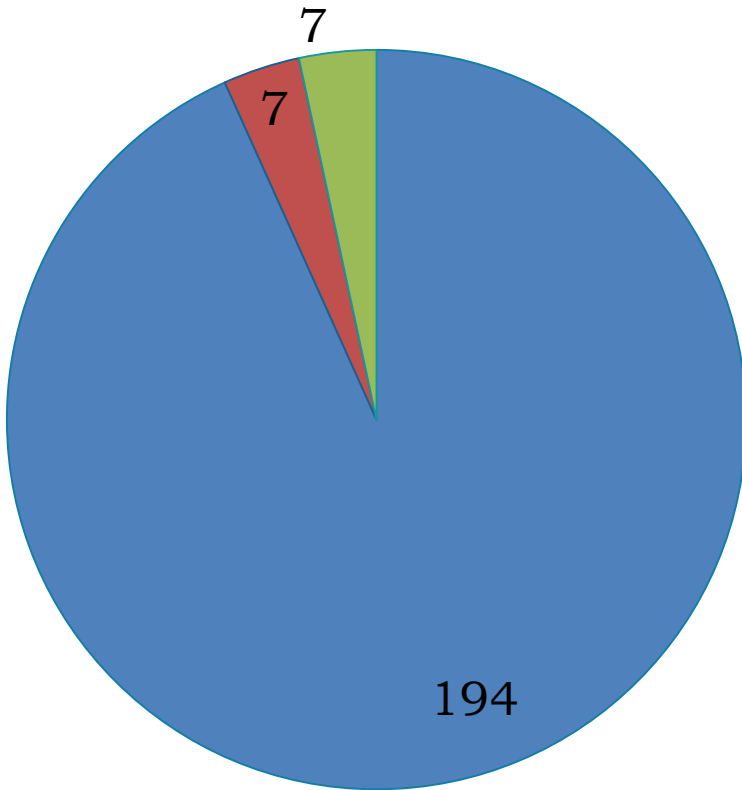
## Average Sale Price - Residential (within QDAR jurisdiction)



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## Sales - Residential



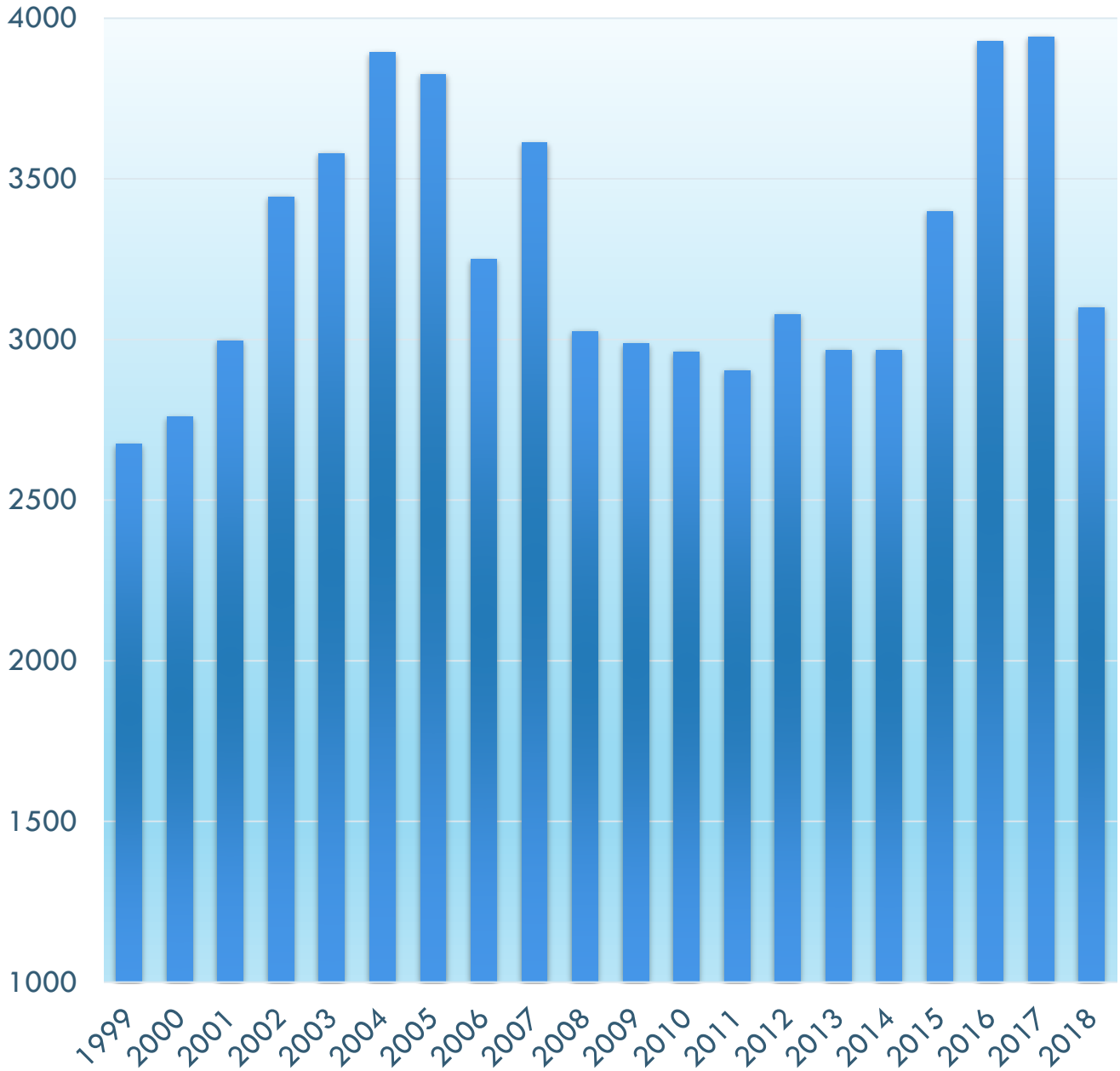
- Single Family – House: Detached Single Family, on 4.99 acres or less
- Single Family – Other: Townhouse, Link, Condo, Cottage, Row House, Modular, Mobile, Semi
- Residential – Other: Duplexes, Triplexes, Fourplexes AND Detached Single Family on 5 – 9.99 acres

Numbers indicate units

Residential Sales	208 February 2020	139 February 2019
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## Number of Sales - All Property Types (includes outside QDAR jurisdiction)

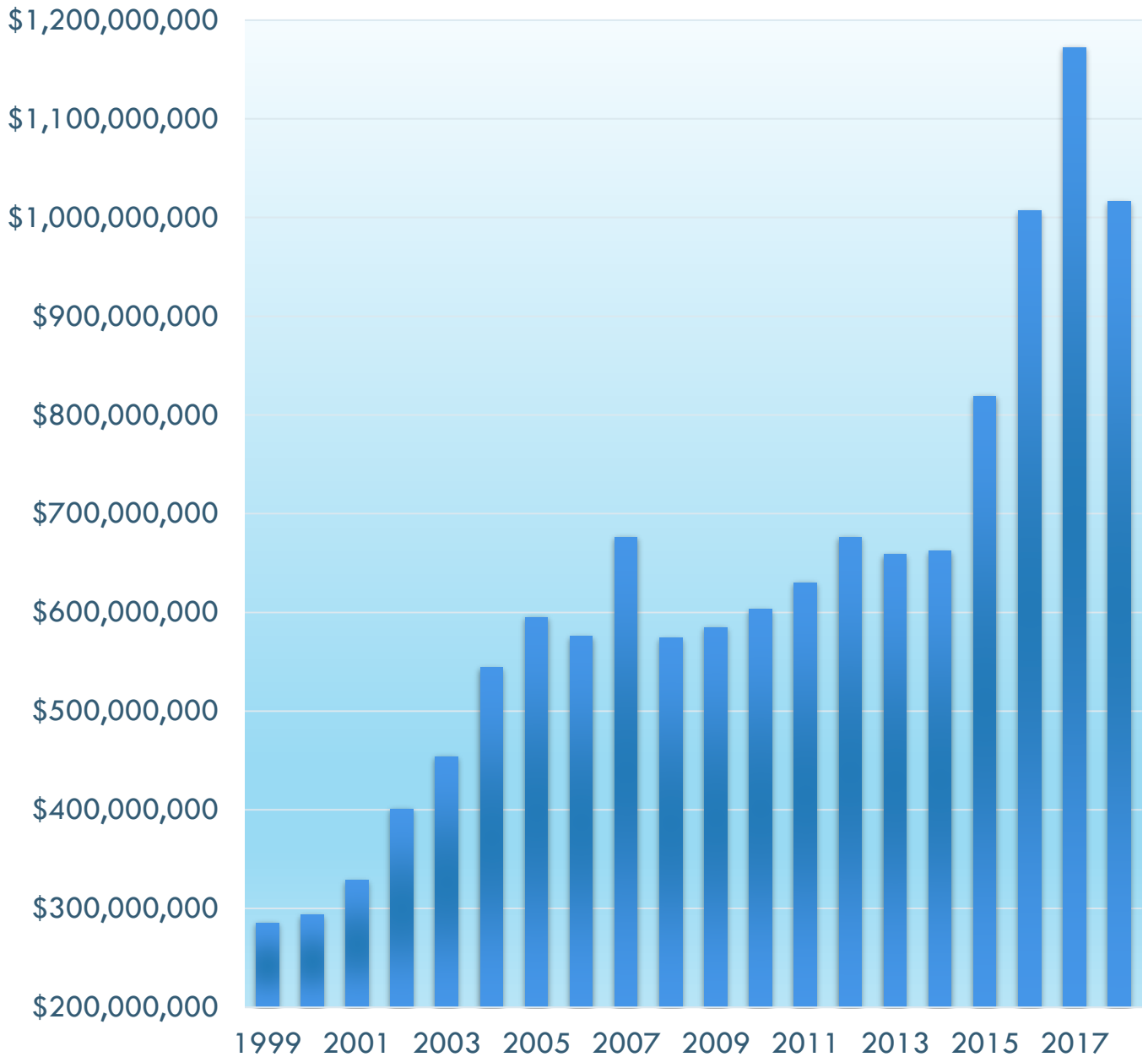


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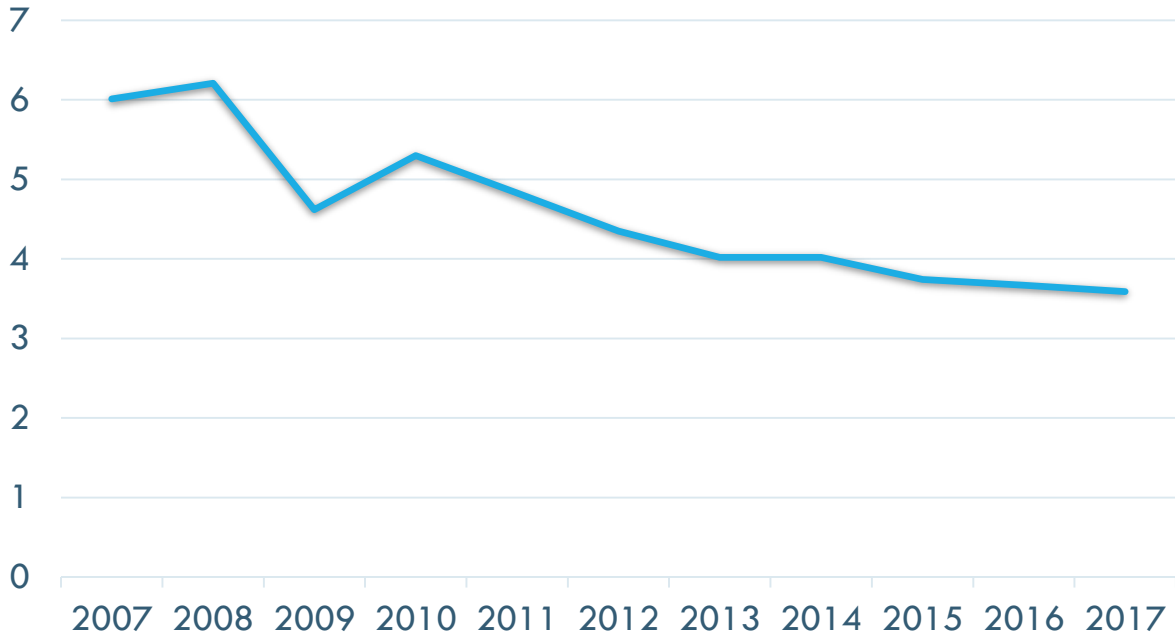


## Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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## Average December Residential Mortgage Lending Rate\* (5 Year)



### Economic/Mortgage Indicators

Prime Rate\*  
 3.95%  
 February 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

