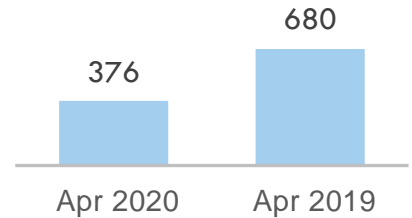


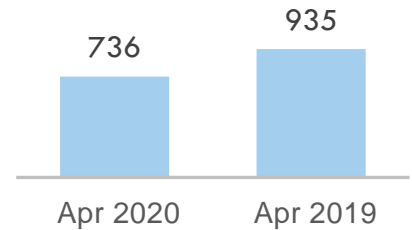
## President Heather Plane's Remarks:

- The COVID-19 pandemic has impacted our lives on so many levels, from the way we communicate with each other to how we conduct business. Technology offers options for safe ways to remotely meet with friends and family as well as viewing properties that are listed for sale. In-person open houses have been replaced with virtual tours being the new norm. Most of the steps in a real estate transaction can now be performed virtually.
- QDAR Professional Realtors® have adapted their business to the guidelines as set by Canada's public health authorities, helping ensure the health and safety of everyone.
- By supporting each other when and wherever possible, we will be able to deal with the challenges ahead, both in business and personally.
- The uncertain times are reflected in the unprecedented drop in listings and sales.
- The April 2020 monthly Dollar Sales for All Property Types was \$57,730,492 reflecting a substantial decrease of 49.0% below April 2019, which was \$113,113,409.
- The April monthly Dollar Sales for Residential Listings resulted in a similar decrease of 49.9% with \$54,412,592 for 2020 compared to \$108,554,409 for 2019.
- The Residential Average Sale Price for April showed an increase over 2019, with the April 2020 price of \$383,187 resulting in a 5.9% increase over the April 2019 amount of \$361,848.
- Residential Unit Sales for April 2020 resulted in 142 sales, down significantly from 300 sales for 2019, for a decrease of 52.7%.
- The number of Active Residential Listings currently sits at 736 units compared to 935 units in 2019 resulting in a reduction of 21.3%.

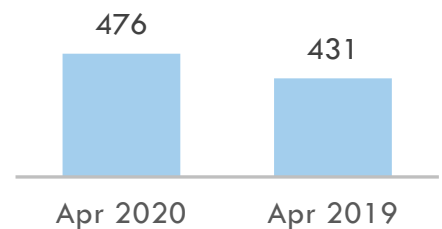
QDAR New Listings All Property Types



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 April 30, 2020	\$293,766,339	\$315,936,982	-7.0%
Dollar Sales - All Property Types - for April, 2020	\$57,730,492	\$113,113,409	-49.0%
Dollar Sales - Residential - to April 30, 2020	\$278,935,789	\$280,066,775	-0.4%
Dollar Sales - Residential - for April, 2020	\$54,412,592	\$108,554,409	-49.9%
Listings - All Property Types - to April 30, 2020	1,742	2,043	-14.7%
Listings - All Property Types - for April, 2020	376	680	-44.7%
Listings - Residential - to April 30, 2020	1,385	1,682	-17.7%
Listings - Residential - for April, 2020	297	587	-49.4%
Sales - All Property Types - to April 30, 2020	806	903	-10.7%
Sales - All Property Types - for April, 2020	160	327	-51.1%
Sales - Residential - to April 30, 2020	735	807	-8.9%
Sales - Residential - for April, 2020	142	300	-52.7%
Average Res. Sold to April 30, 2020	379,504	347,047	9.4%
Average Res. Sold for April, 2020	383,187	361,848	5.9%
Average Sold to April 30, 2020	364,474	349,875	4.2%
Average Sold for April, 2020	360,816	345,913	4.3%
Total Active Residential	736	935	-21.3%
Total Active Non-Residential	476	431	10.4%
Total Active Listings	1,212	1,366	-11.3%
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
<b>Belleville (City)</b>			
Belleville Ward	24	\$355,504	50
Thurlow Ward	11	\$417,436	50
<b>Brighton (Muni)</b>			
Brighton (Town)	7	\$466,451	104
Brighton (Twp)	3	\$439,967	12
<b>Centre Hastings (Muni)</b>			
Huntingdon Ward	4	\$384,975	24
Madoc Ward	0	\$0	0
<b>Cramahe (Twp)</b>			
Colborne	1	\$380,000	60
North of Hwy 401 (Cramahe)	0	\$0	0
South of Hwy 401 (Cramahe)	1	\$445,000	28
<b>Deseronto (Town)</b>			
Deseronto (town)	0	\$0	0
<b>Madoc (Twp)</b>			
None	1	\$210,000	42
<b>Marmora &amp; Lake (Twp)</b>			
Lake Ward	1	\$275,000	20
Marmora Ward	4	\$257,750	17
<b>Prince Edward County (Muni)</b>			
Ameliasburg Ward	5	\$524,100	54
Athol Ward	3	\$443,333	42
Bloomfield Ward	2	\$394,000	33
Hallowell Ward	2	\$340,000	27
Hillier Ward	1	\$505,000	37
North Marysburg Ward	0	\$0	0

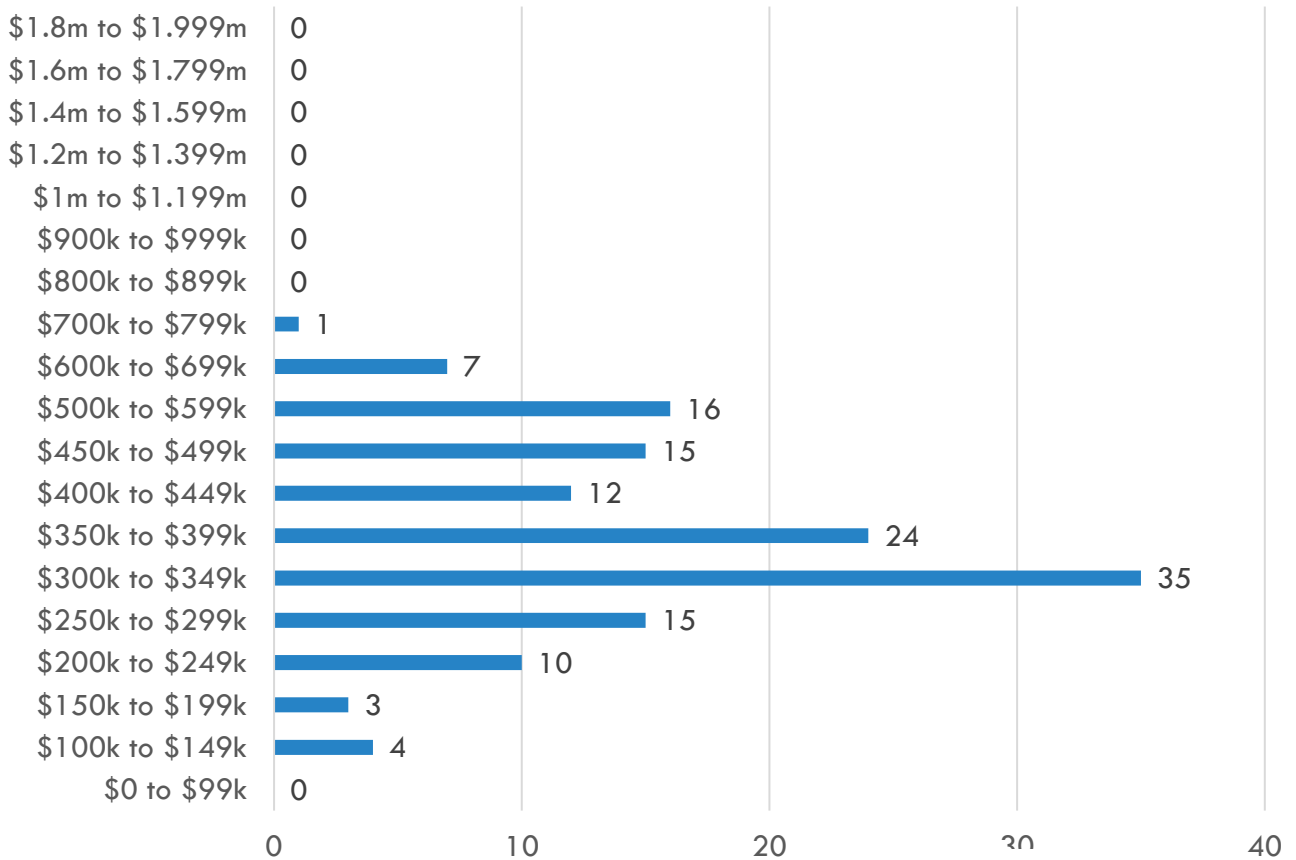
District	Sales Units	Average Sales Price	Average Days on Market
<b>Prince Edward County (Muni)cont</b>			
Picton Ward	4	\$341,653	56
Sophiasburg Ward	2	\$414,500	51
South Marysburg Ward	0	\$0	0
Wellington Ward	1	\$249,000	19
<b>Quinte West (City)</b>			
Frankford Ward	5	\$325,580	13
Sidney Ward	12	\$358,671	62
Trenton Ward	15	\$294,267	12
Murray Ward	17	\$478,932	31
<b>Stirling-Rawdon (Twp)</b>			
Rawdon Ward	1	\$378,000	28
Stirling Ward	4	\$349,718	25
<b>Trent Hills (Twp)</b>			
Campbellford	3	\$408,000	48
East of Hwy 25	1	\$300,000	44
Hastings Village	1	\$128,500	70
Percy	0	\$0	0
Seymour	2	\$365,000	88
Warkworth	1	\$423,900	25
West of Hwy 25	0	\$0	0
<b>Tweed (Muni)</b>			
Elzevir (Twp)	0	\$0	0
Hungerford (Twp)	3	\$364,333	103
Tweed (Village)	2	\$307,000	26
<b>Tyendinaga</b>			
Tyendinaga	2	\$339,000	21

## 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	24	\$355,504	50
Thurlow Ward	12	\$425,983	47
<b>Brighton (Muni)</b>			
Brighton (Town)	8	\$431,270	94
Brighton (Twp)	3	\$439,967	12
<b>Centre Hastings (Muni)</b>			
Huntingdon Ward	5	\$316,380	37
Madoc Ward	0	\$0	0
<b>Cramahe (Twp)</b>			
Colborne	1	\$380,000	60
North of Hwy 401 (Cramahe)	0	\$0	0
South of Hwy 401 (Cramahe)	1	\$445,000	28
<b>Deseronto (Town)</b>			
Deseronto (town)	0	\$0	0
<b>Madoc (Twp)</b>			
None	1	\$210,000	42
<b>Marmora &amp; Lake (Twp)</b>			
Lake Ward	2	\$255,000	96
Marmora Ward	6	\$191,167	52
<b>Prince Edward County (Muni)</b>			
Ameliasburg Ward	5	\$524,100	54
Athol Ward	4	\$380,000	91
Bloomfield Ward	2	\$394,000	33
Hallowell Ward	2	\$340,000	27
Hillier Ward	1	\$505,000	37
North Marysburg Ward	1	\$58,000	66

District	Sales Units	Average Sales Price	Average Days on Market
<b>Prince Edward County (Muni)</b>			
Picton Ward	5	\$316,322	86
Sophiasburg Ward	2	\$414,500	51
South Marysburg Ward	0	\$0	0
Wellington Ward	1	\$249,000	19
<b>Quinte West (City)</b>			
Frankford Ward	6	\$334,817	24
Sidney Ward	12	\$358,671	62
Trenton Ward	16	\$287,688	13
Murray Ward	17	\$478,932	31
<b>Stirling-Rawdon (Twp)</b>			
None	0	\$0	0
Rawdon Ward	2	\$349,000	56
Stirling Ward	6	\$291,479	19
<b>Trent Hills (Twp)</b>			
Campbellford	3	\$408,000	48
East of Hwy 25	1	\$300,000	44
Hastings Village	1	\$128,500	70
Percy	0	\$0	0
Seymour	4	\$210,000	61
Warkworth	1	\$423,900	25
West of Hwy 25	0	\$0	0
<b>Tweed (Muni)</b>			
Elzevir (Twp)	1	\$400,000	49
Hungerford (Twp)	3	\$364,333	103
Tweed (Village)	2	\$307,000	26
<b>Tyendinaga</b>			
None	0	\$0	0
Tyendinaga	7	\$247,557	56

## Sales – Residential



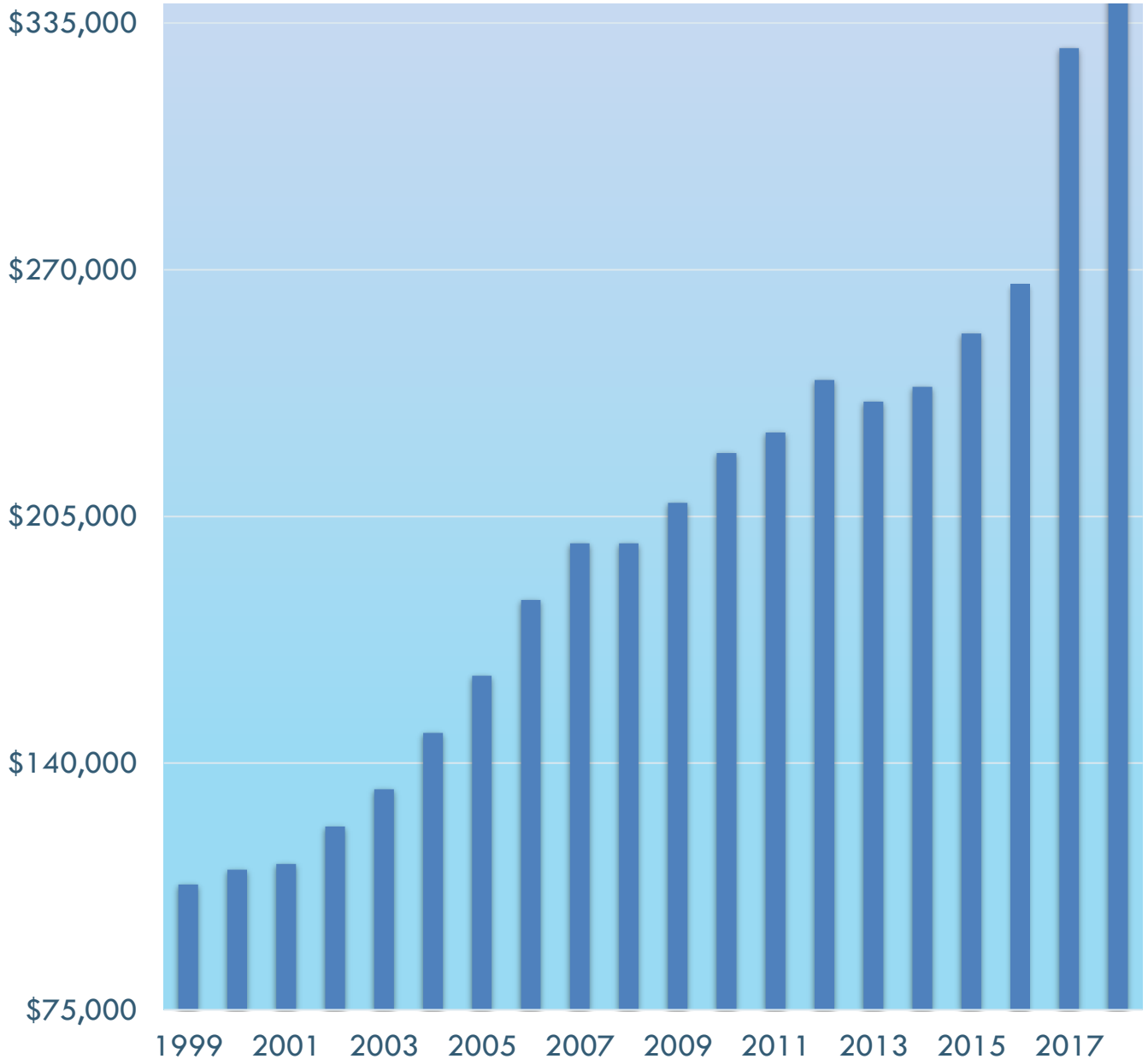
Average Price  
Residential

\$383,187  
April 2020

\$361,848  
April 2019

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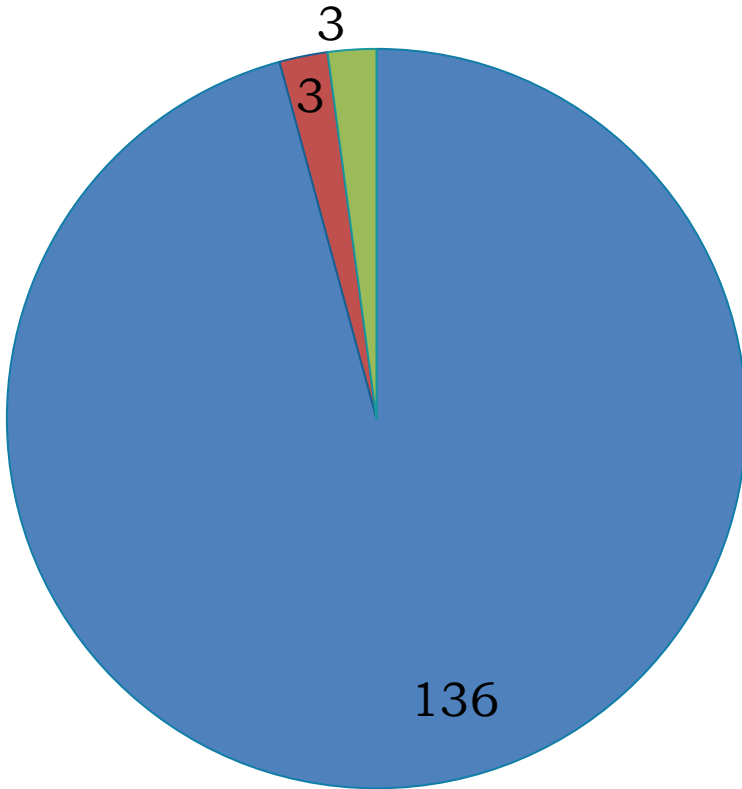
## Average Sale Price - Residential (within QDAR jurisdiction)



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## Sales - Residential



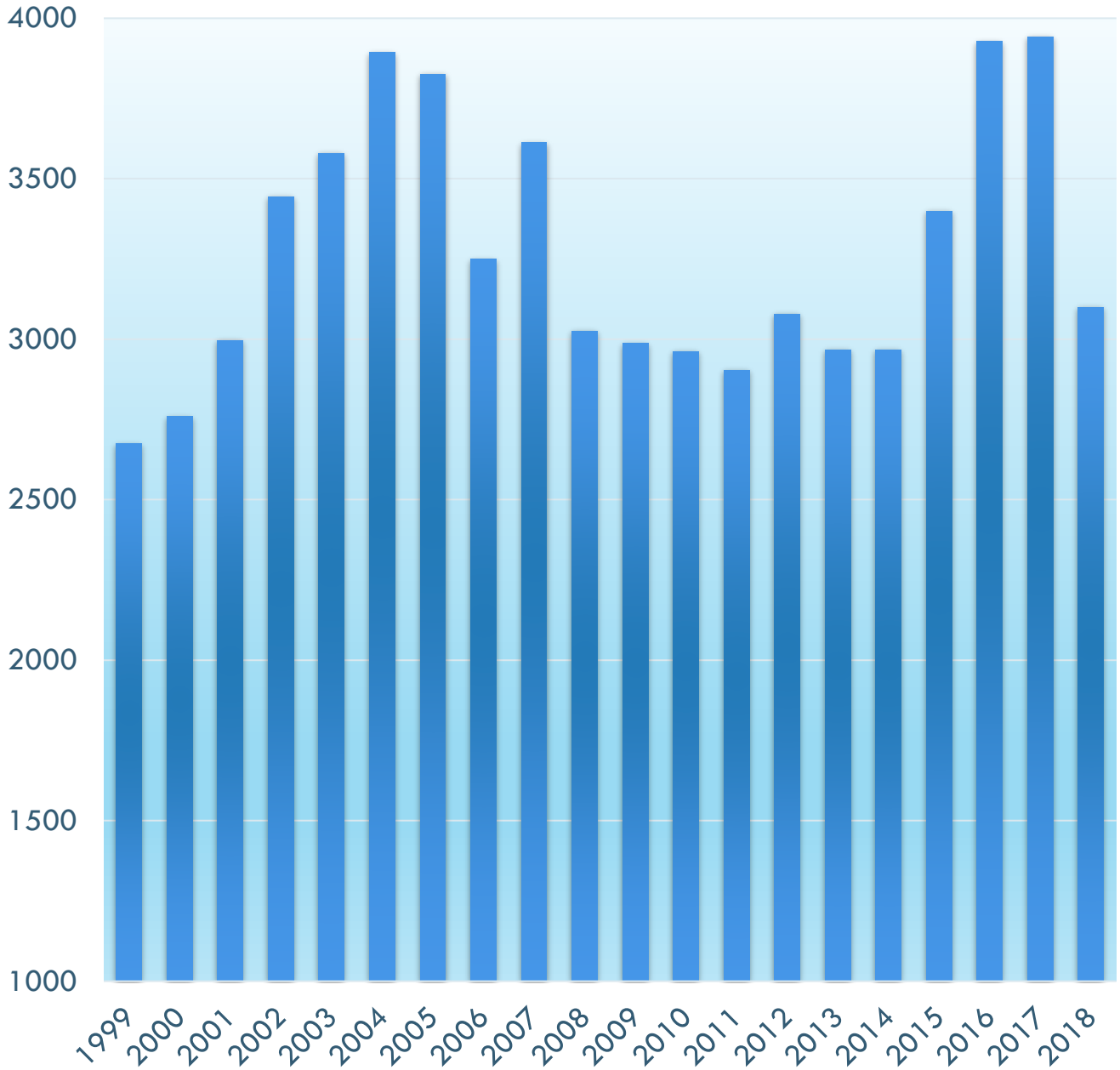
- Single Family – House: Detached  
Single Family, on 4.99 acres or less
- Single Family – Other: Townhouse, Link, Condo, Cottage, Row House, Modular, Mobile, Semi
- Residential – Other: Duplexes, Triplexes, Fourplexes AND Detached Single Family on 5 – 9.99 acres

Numbers indicate units

Residential Sales	142 April 2020	300 April 2019
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## Number of Sales - All Property Types (includes outside QDAR jurisdiction)

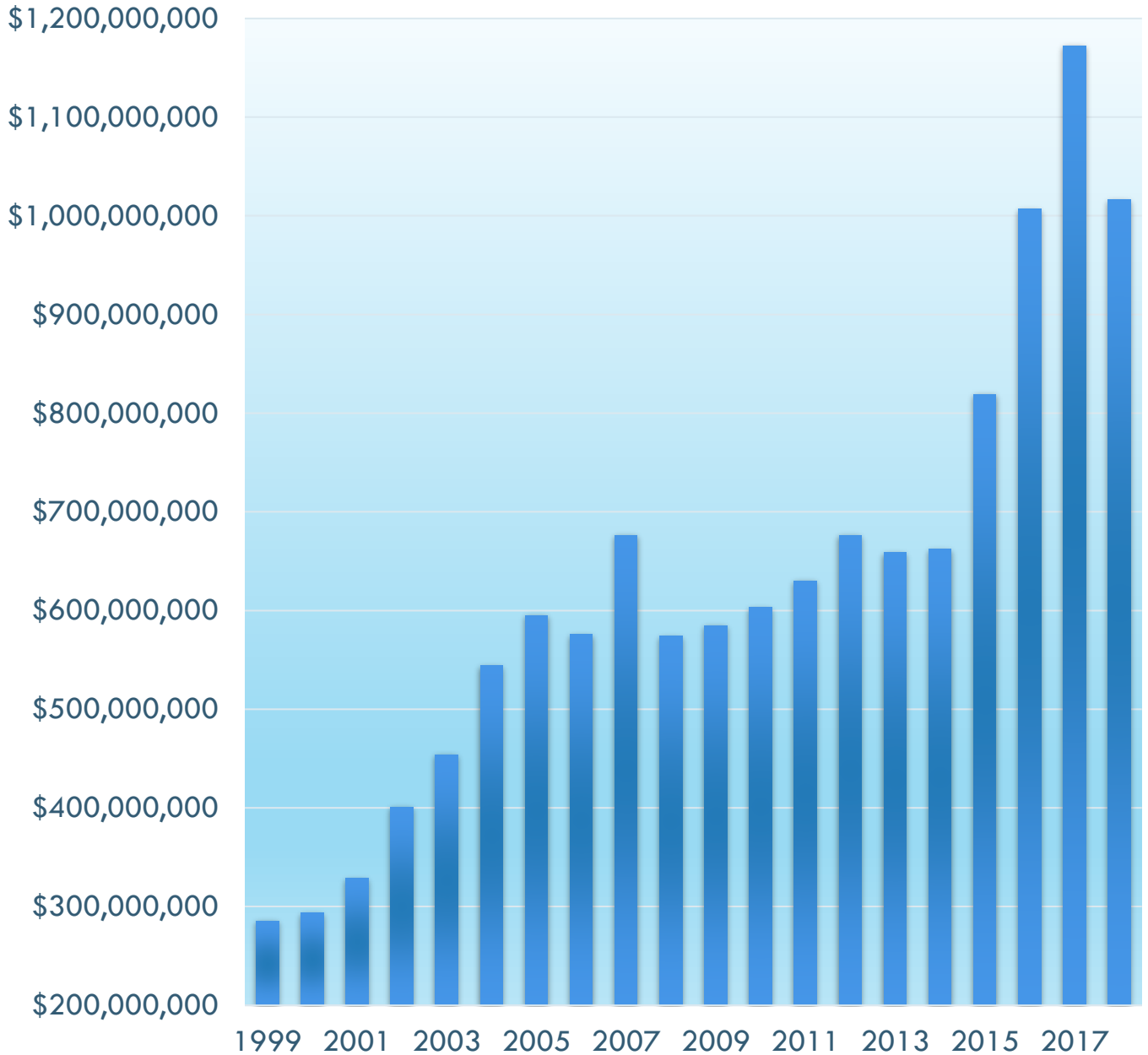


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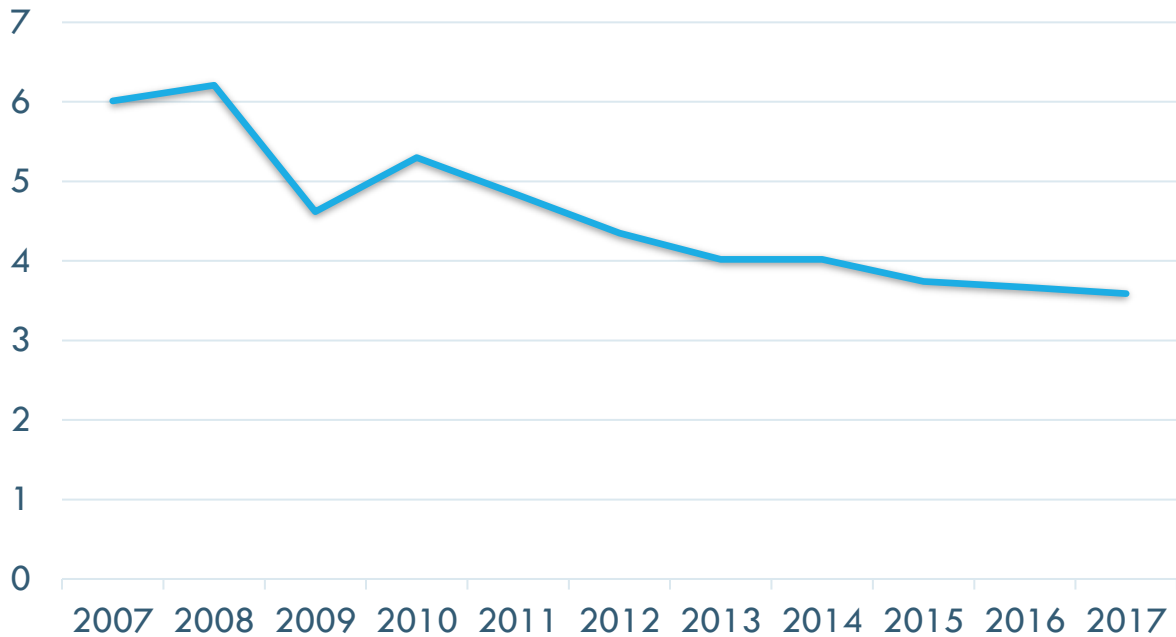


## Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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



### Economic/Mortgage Indicators

Prime Rate\*

2.45%  
April 2020

### Conventional Mortgage\*

1 Year - 3.29%

3 Year - 4.05%

5 Year - 5.04%

Sources and Notes: \*Bank of Canada, Rates for most recently completed month

