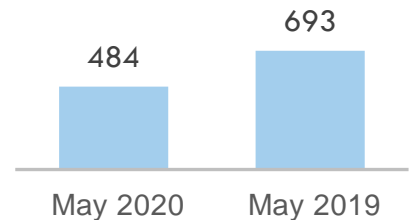


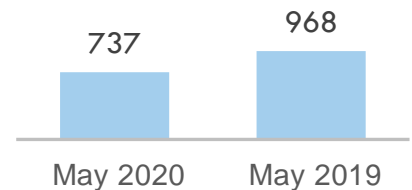
President Heather Plane's Remarks:

- The May 2020 numbers reflect the continued challenging times we are living in, with the local economy modestly less impacted by the COVID-19 pandemic than the larger surrounding centers.
- Realtors® and the public have been able to carry on with real estate transactions, albeit with new rules such as social distancing and working remotely. Available technology allows business to be conducted safely and securely for everyone involved.
- The significantly lower number of listings available on the multiple listing system are resulting in a tight market, however the Average Sale Price continues to show a modest increase.
- The May 2020 monthly Dollar Sales for All Property Types was \$104,315,383 reflecting a substantial decrease of 30.9% below May 2019, which was \$150,895,886.
- The May monthly Dollar Sales for Residential Listings resulted in a similar decrease of 32.2% with \$97,992,483 for 2020 compared to \$144,525,186 for 2019.
- The Residential Average Sale Price for May showed an increase over 2019, with the May 2020 price of \$406,608 resulting in a 9.2% increase over the May 2019 amount of \$372,488.
- Residential Unit Sales for May 2020 resulted in 241 sales, down significantly from 388 sales for 2019, for a decrease of 37.9%.
- The number of Active Residential Listings currently sits at 737 units compared to 968 units in 2019 resulting in a reduction of 23.9%.

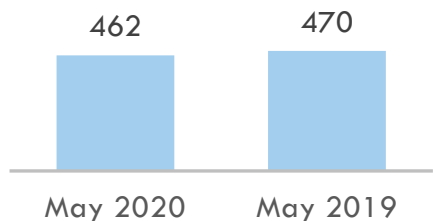
QDAR New Listings All Property Types



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*

	2020	2019	% Change
Dollar Sales - All Property Types - to May 31, 2020	\$398,081,722	\$466,832,868	-14.7%
Dollar Sales - All Property Types - for May, 2020	\$104,315,383	\$150,895,886	-30.9%
Dollar Sales - Residential - to May 31, 2020	\$376,928,272	\$424,591,961	-11.2%
Dollar Sales - Residential - for May, 2020	\$97,992,483	\$144,525,186	-32.2%
Listings - All Property Types - to May 31, 2020	2,226	2,736	-18.6%
Listings - All Property Types - for May, 2020	484	693	-30.2%
Listings - Residential - to May 31, 2020	1,770	2,251	-21.4%
Listings - Residential - for May, 2020	385	569	-32.3%
Sales - All Property Types - to May 31, 2020	1,074	1,326	-19.0%
Sales - All Property Types - for May, 2020	268	423	-36.6%
Sales - Residential - to May 31, 2020	976	1,195	-18.3%
Sales - Residential - for May, 2020	241	388	-37.9%
Average Res. Sold to May 31, 2020	386,197	355,307	8.7%
Average Res. Sold for May, 2020	406,608	372,488	9.2%
Average Sold to May 31, 2020	370,653	352,061	5.3%
Average Sold for May, 2020	389,237	356,728	9.1%
Total Active Residential	737	968	-23.9%
Total Active Non-Residential	462	470	-1.7%
Total Active Listings	1,199	1,438	-16.6%
Above figures reflect all transactions, including 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.

*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
Belleville (City)			
Belleville Ward	56	\$356,697	51
Thurlow Ward	18	\$443,072	49
Brighton (Muni)			
Brighton (Town)	13	\$505,238	53
Brighton (Twp)	6	\$411,567	28
Centre Hastings (Muni)			
Huntingdon Ward	4	\$717,875	43
Madoc Ward	0	\$0	0
Cramahe (Twp)			
Colborne	4	\$452,995	109
North of Hwy 401 (Cramahe)	5	\$386,100	17
South of Hwy 401 (Cramahe)	0	\$0	0
Deseronto (Town)			
Deseronto (town)	0	\$0	0
Madoc (Twp)			
None	3	\$396,600	39
Marmora & Lake (Twp)			
Lake Ward	2	\$409,000	85
Marmora Ward	7	\$342,486	16
Prince Edward County (Muni)			
Ameliasburg Ward	5	\$639,000	32
Athol Ward	4	\$297,500	106
Bloomfield Ward	0	\$0	0
Hallowell Ward	2	\$443,000	33
Hillier Ward	3	\$340,167	27
North Marysburg Ward	3	\$1,112,467	68

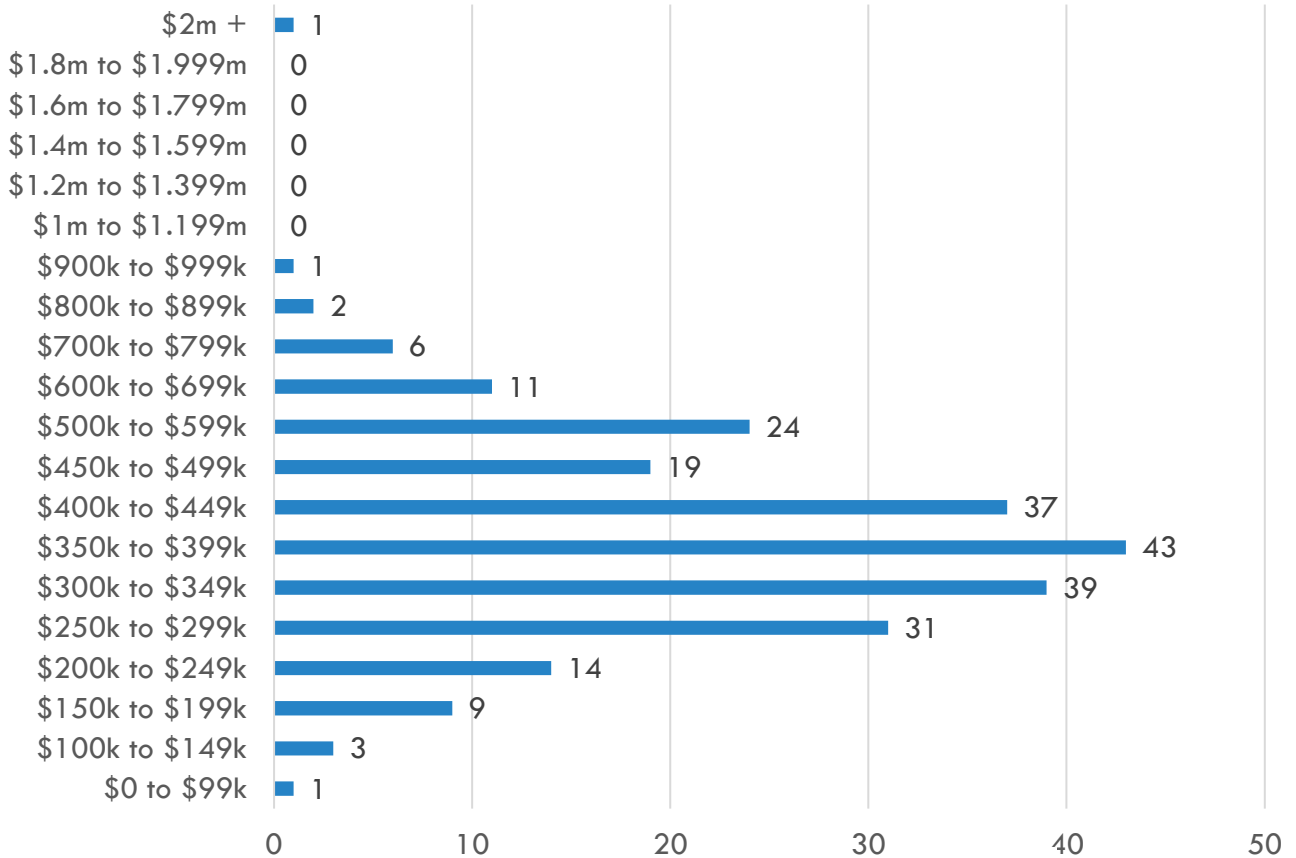
District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)cont			
Picton Ward	11	\$476,253	109
Sophiasburg Ward	2	\$477,440	57
South Marysburg Ward	1	\$758,000	83
Wellington Ward	4	\$515,625	107
Quinte West (City)			
Frankford Ward	7	\$365,686	17
Sidney Ward	12	\$416,725	53
Trenton Ward	24	\$329,133	24
Murray Ward	27	\$451,385	37
Stirling-Rawdon (Twp)			
Rawdon Ward	3	\$463,000	30
Stirling Ward	7	\$408,214	54
Trent Hills (Twp)			
Campbellford	7	\$355,429	77
East of Hwy 25	2	\$805,550	232
Hastings Village	2	\$525,500	37
Percy	3	\$483,000	37
Seymour	1	\$800,000	5
Warkworth	3	\$426,300	14
West of Hwy 25	0	\$0	0
Tweed (Muni)			
Elzevir (Twp)	1	\$182,000	163
Hungerford (Twp)	6	\$320,317	19
Tweed (Village)	3	\$347,000	29
Tyendinaga			
Tyendinaga	8	\$463,113	88

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	59	\$354,661	49
Thurlow Ward	18	\$443,072	49
Brighton (Muni)			
Brighton (Town)	13	\$505,238	53
Brighton (Twp)	6	\$411,567	28
Centre Hastings (Muni)			
Huntingdon Ward	8	\$405,750	44
Madoc Ward	2	\$36,750	20
Cramahe (Twp)			
Colborne	4	\$452,995	109
North of Hwy 401 (Cramahe)	6	\$415,917	27
South of Hwy 401 (Cramahe)	0	\$0	0
Deseronto (Town)			
Deseronto (town)	0	\$0	0
Madoc (Twp)			
None	3	\$396,600	39
Marmora & Lake (Twp)			
Lake Ward	2	\$409,000	85
Marmora Ward	10	\$276,640	42
Prince Edward County (Muni)			
Ameliasburg Ward	7	\$512,486	34
Athol Ward	4	\$297,500	106
Bloomfield Ward	0	\$0	0
Hallowell Ward	3	\$343,667	116
Hillier Ward	3	\$340,167	27
North Marysburg Ward	5	\$972,480	150

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Picton Ward	11	\$476,253	109
Sophiasburg Ward	4	\$299,970	85
South Marysburg Ward	1	\$758,000	83
Wellington Ward	4	\$515,625	107
Quinte West (City)			
Frankford Ward	7	\$365,686	17
Sidney Ward	15	\$398,247	48
Trenton Ward	27	\$338,304	33
Murray Ward	29	\$443,979	39
Stirling-Rawdon (Twp)			
Rawdon Ward	4	\$488,500	50
Stirling Ward	8	\$360,937	49
Trent Hills (Twp)			
Campbellford	8	\$358,875	74
East of Hwy 25	2	\$805,550	232
Hastings Village	2	\$525,500	37
Percy	4	\$409,500	31
Seymour	3	\$556,667	41
Warkworth	4	\$352,225	48
West of Hwy 25	1	\$160,000	119
Tweed (Muni)			
Elzevir (Twp)	1	\$182,000	163
Hungerford (Twp)	7	\$305,986	20
Tweed (Village)	3	\$347,000	29
Tyendinaga			
Tyendinaga	8	\$463,113	88

Sales – Residential



Average Price
Residential

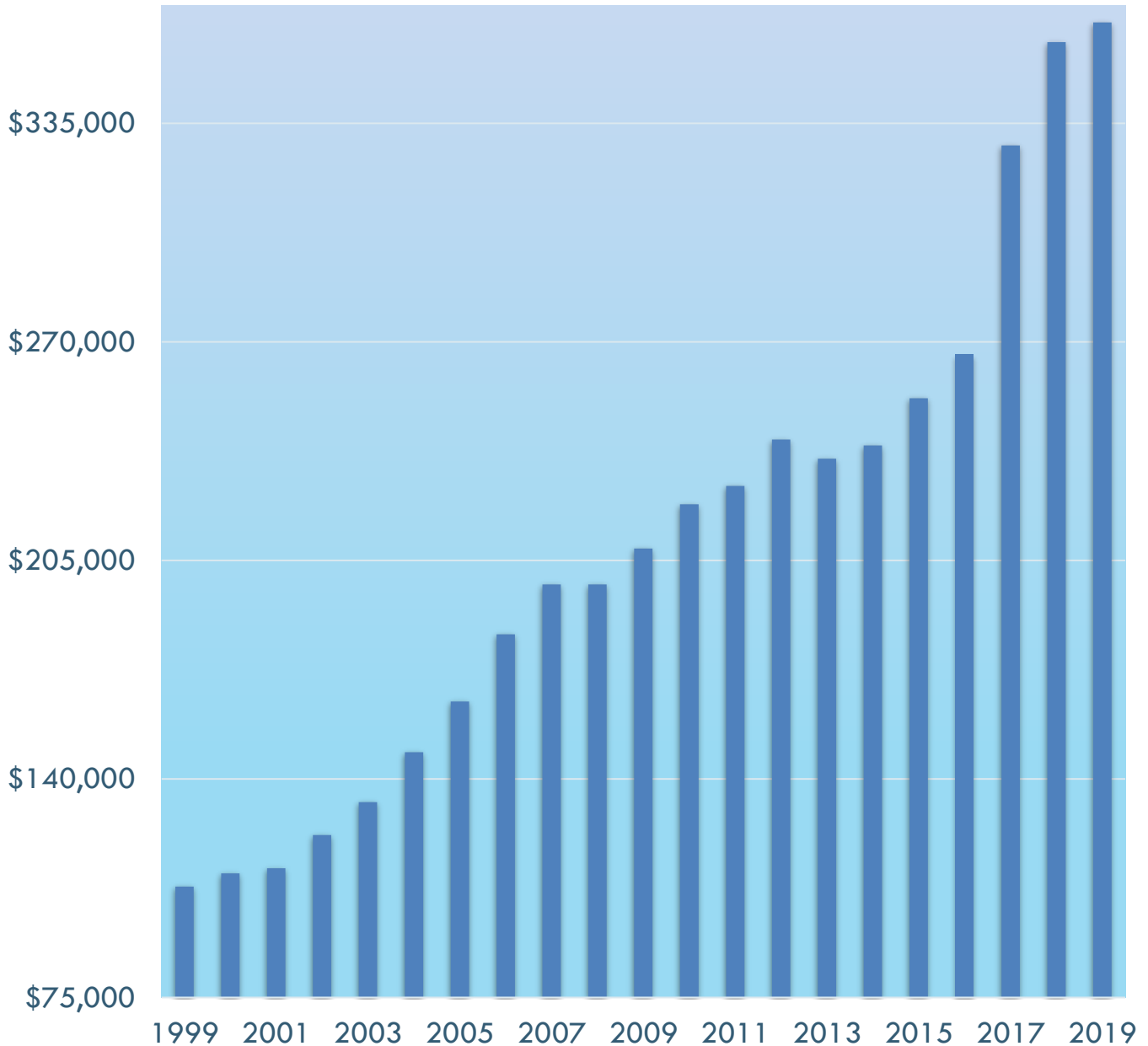
\$406,608
May 2020

\$372,488
May 2019

***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®).

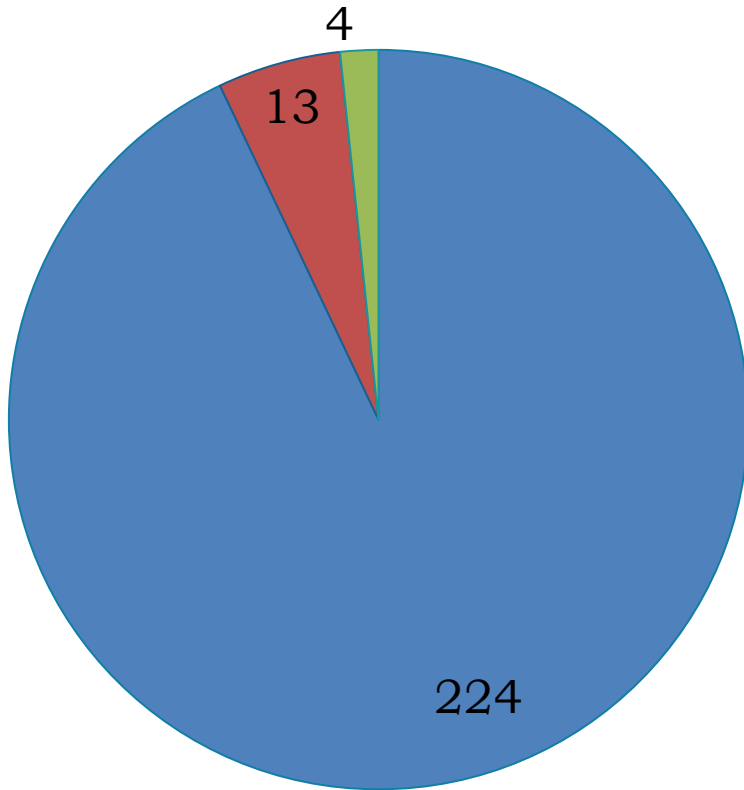
Average Sale Price - Residential (within QDAR jurisdiction)



***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



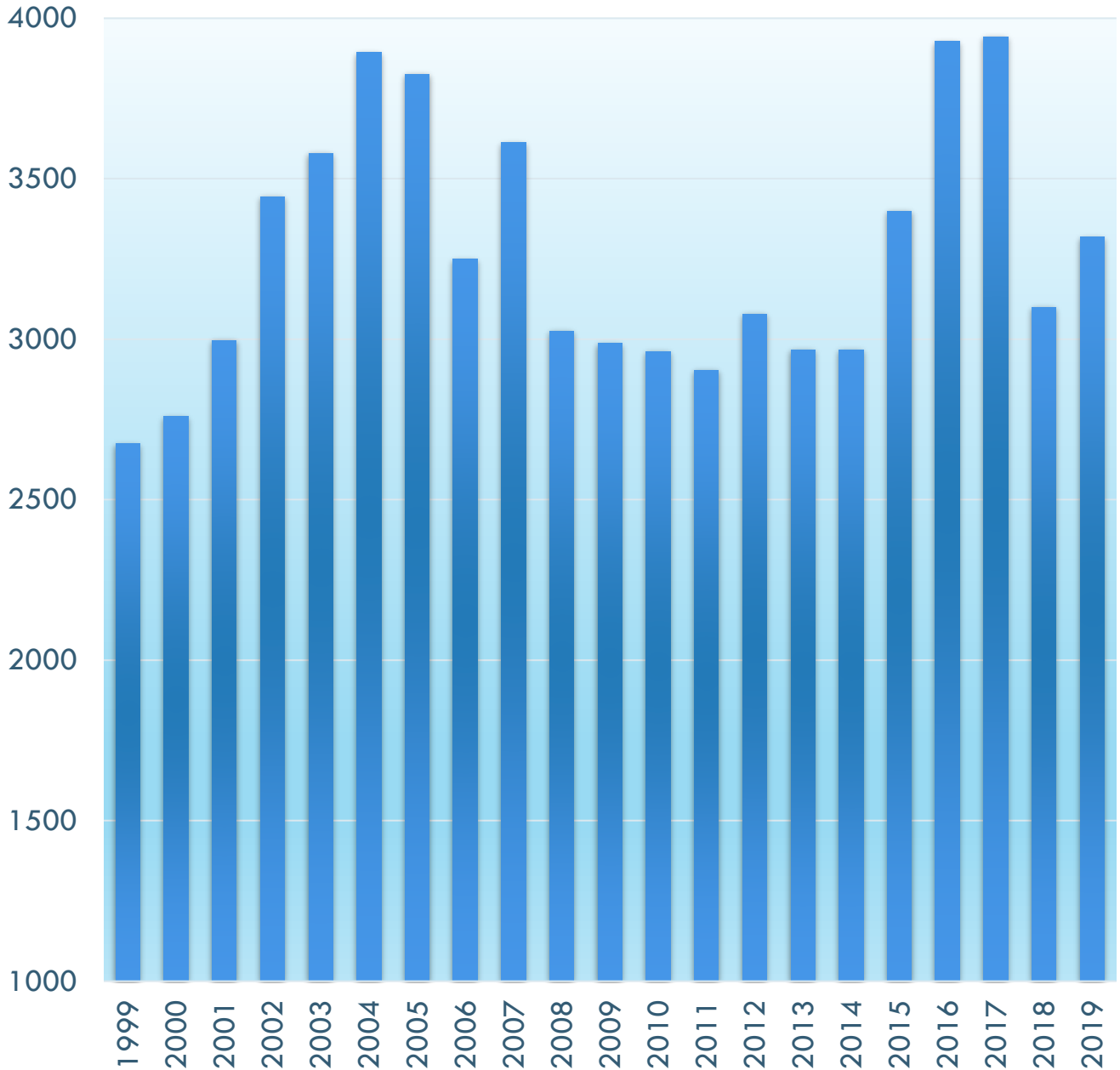
- Single Family – House: Detached Single Family, on 4.99 acres or less
- Single Family – Other: Townhouse, Link, Condo, Cottage, Row House, Modular, Mobile, Semi
- Residential – Other: Duplexes, Triplexes, Fourplexes AND Detached Single Family on 5 – 9.99 acres

Numbers indicate units

Residential Sales	241 May 2020	388 May 2019
-------------------	-----------------	-----------------

***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.

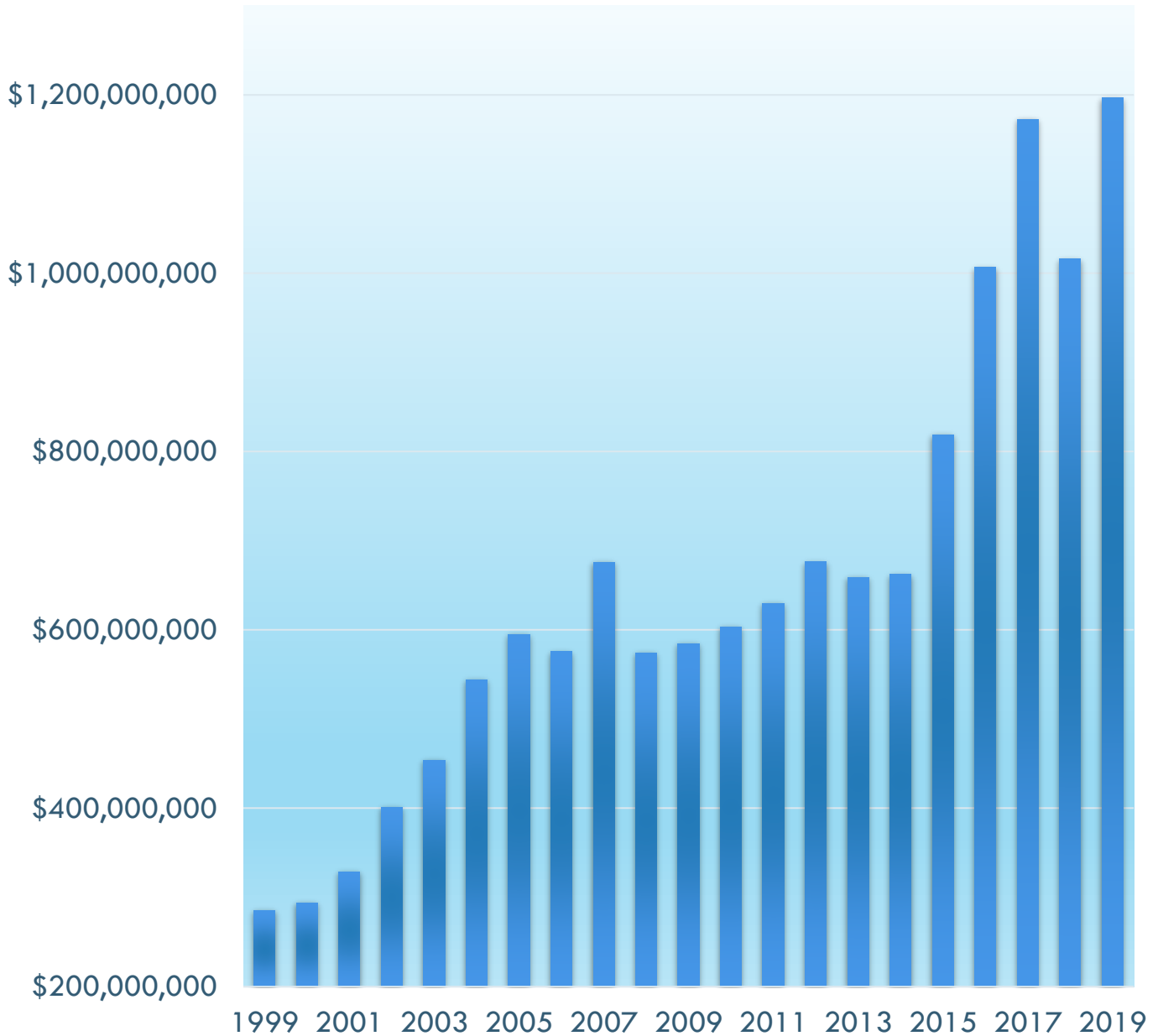
Number of Sales - All Property Types (includes outside QDAR jurisdiction)



***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.

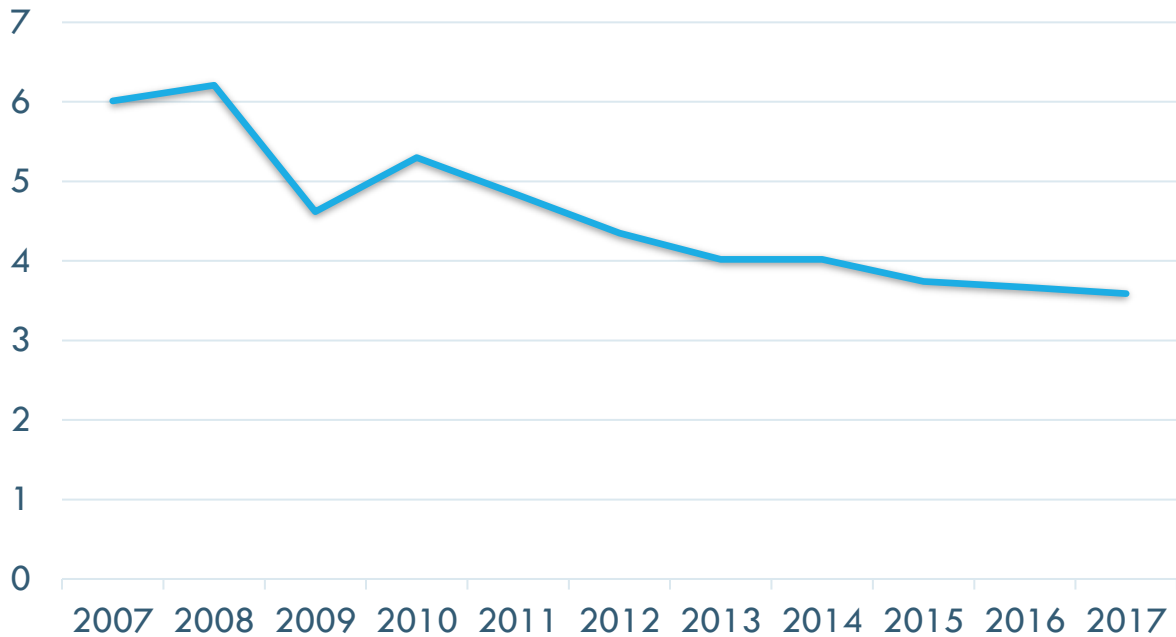
Trademarks are owned or controlled by the Canadian Real Estate Association (CREA) and identify real estate professionals who are members of CREA (REALTORS®) and/or the quality of services they provide (MLS®).

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*

2.45%
 May 2020

Conventional Mortgage*

1 Year - 3.19%

3 Year - 3.89%

5 Year - 4.94%

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

