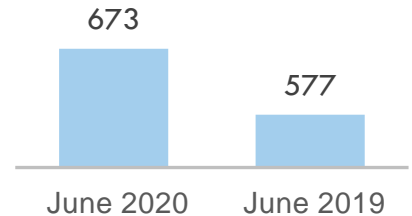


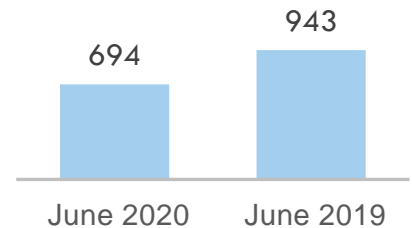
President Heather Plane's Remarks:

- The past few months have been quite challenging for everyone, on many levels, but June local real estate numbers show the market is now headed in a more positive direction. The implemented safeguards of wearing a mask and using hand sanitizer when viewing properties continue to be in effect. Buying and selling properties with virtual tours replacing Open Houses remains an effective and safe way to participate in real estate sales.
- Active Listings continue to be lower than a year ago, however sales show June was strong for both Residential Listings as well as All Property Types. The months of inventory for Residential Listings is 1.66 months, showing how long it would take to deplete the current available inventory. Now may be the time to consider contacting a local Professional Realtor® if you are considering listing your property.
- The June 2020 monthly Dollar Sales for All Property Types was \$187,271,575 reflecting a substantial increase of 46.4% above June 2019, which was \$127,881,565.
- The June monthly Dollar Sales for Residential Listings resulted in a similar increase of 49.6% with \$176,146,075 for 2020 compared to \$117,754,515 for 2019.
- The Residential Average Sale Price for June showed an increase over 2019, with the June 2020 price of \$422,413 resulting in a 14.8% increase over the June 2019 amount of \$367,983.
- Residential Unit Sales for June 2020 showed 417 sales, up significantly from 320 sales for 2019, for an increase of 30.3%.
- The number of Total Active Listings currently sits at 1,146 units compared to 1,398 units in 2019 resulting in a reduction of 18.0%.

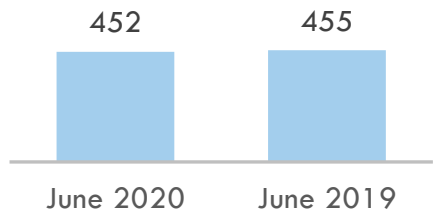
QDAR New Listings All Property Types



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 June 30, 2020	\$585,353,297	\$594,714,433	-1.6%
Dollar Sales - All Property Types - for June, 2020	\$187,271,575	\$127,881,565	46.4%
Dollar Sales - Residential - to June 30, 2020	\$553,074,347	\$542,346,476	2.0%
Dollar Sales - Residential - for June, 2020	\$176,146,075	\$117,754,515	49.6%
Listings - All Property Types - to June 30, 2020	2,899	3,313	-12.5%
Listings - All Property Types - for June, 2020	673	577	16.6%
Listings - Residential - to June 30, 2020	2,351	2,728	-13.8%
Listings - Residential - for June, 2020	581	477	21.8%
Sales - All Property Types - to June 30, 2020	1,542	1,677	-8.1%
Sales - All Property Types - for June, 2020	468	351	33.3%
Sales - Residential - to June 30, 2020	1,393	1,515	-8.1%
Sales - Residential - for June, 2020	417	320	30.3%
Average Res. Sold to June 30, 2020	397,038	357,984	10.9%
Average Res. Sold for June, 2020	422,413	367,983	14.8%
Average Sold to June 30, 2020	379,607	354,630	7.0%
Average Sold for June, 2020	400,153	364,335	9.8%
Total Active Residential	694	943	-26.4%
Total Active Non-Residential	452	455	-0.7%
Total Active Listings	1,146	1,398	-18.0%
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	90	\$379,862	30
Thurlow Ward	31	\$420,105	28
<b>Brighton (Muni)</b>			
Brighton (Town)	29	\$470,488	51
Brighton (Twp)	6	\$490,000	27
<b>Centre Hastings (Muni)</b>			
Huntingdon Ward	2	\$481,000	55
Madoc Ward	1	\$340,100	16
<b>Cramahe (Twp)</b>			
Colborne	9	\$531,822	67
North of Hwy 401 (Cramahe)	7	\$489,357	63
South of Hyw 401 (Cramahe)	3	\$551,633	33
<b>Deseronto (Town)</b>			
Deseronto (town)	1	\$195,000	25
<b>Madoc (Twp)</b>			
None	7	\$355,286	44
<b>Marmora &amp; Lake (Twp)</b>			
Lake Ward	2	\$385,050	46
Marmora Ward	11	\$304,018	73
<b>Prince Edward County (Muni)</b>			
Ameliasburg Ward	16	\$871,813	86
Athol Ward	3	\$250,000	53
Bloomfield Ward	7	\$547,129	65
Hallowell Ward	5	\$450,000	74
Hillier Ward	7	\$716,241	32
North Marysburg Ward	4	\$608,475	97

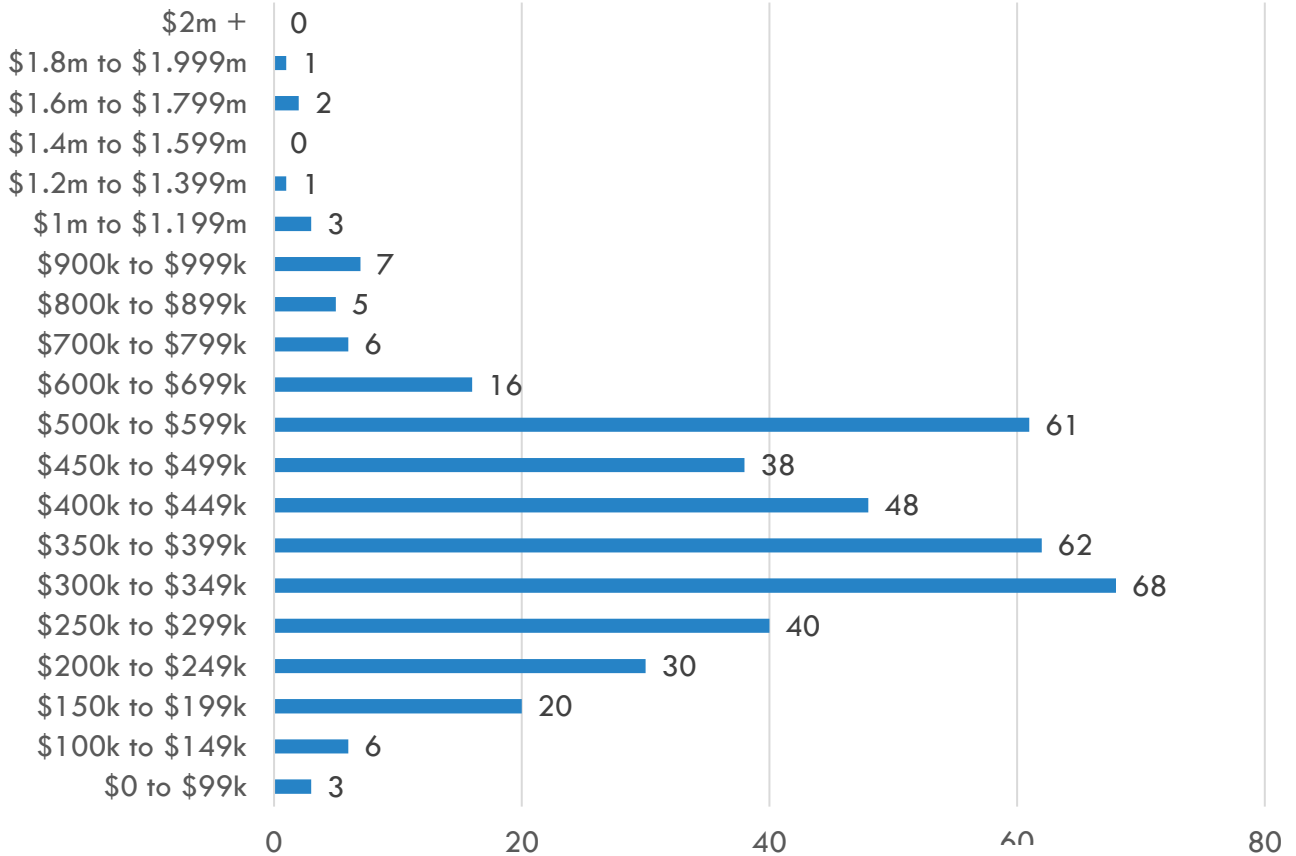
District	Sales Units	Average Sales Price	Average Days on Market
<b>Prince Edward County (Muni)cont</b>			
Pictou Ward	13	\$424,377	118
Sophiasburg Ward	3	\$558,333	46
South Marysburg Ward	2	\$559,500	64
Wellington Ward	6	\$501,917	55
<b>Quinte West (City)</b>			
Frankford Ward	14	\$404,637	17
Sidney Ward	26	\$432,965	97
Trenton Ward	46	\$330,982	17
Murray Ward	34	\$451,908	57
<b>Stirling-Rawdon (Twp)</b>			
Rawdon Ward	2	\$478,700	23
Stirling Ward	8	\$354,838	21
<b>Trent Hills (Twp)</b>			
Campbellford	10	\$392,590	30
East of Hwy 25	0	\$0	0
Hastings Village	4	\$461,500	64
Percy	5	\$417,780	67
Seymour	4	\$412,625	58
Warkworth	2	\$555,500	28
West of Hwy 25	2	\$725,000	16
<b>Tweed (Muni)</b>			
Elzevir (Twp)	2	\$291,250	32
Hungerford (Twp)	8	\$279,663	33
Tweed (Village)	3	\$423,000	56
<b>Tyendinaga</b>			
Tyendinaga	2	\$537,100	45

## 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	93	\$378,092	31
Thurlow Ward	33	\$399,690	29
<b>Brighton (Muni)</b>			
Brighton (Town)	29	\$470,488	51
Brighton (Twp)	6	\$490,000	27
<b>Centre Hastings (Muni)</b>			
Huntingdon Ward	4	\$282,750	41
Madoc Ward	5	\$159,140	19
<b>Cramahe (Twp)</b>			
Colborne	9	\$531,822	67
North of Hwy 401 (Cramahe)	8	\$448,813	73
South of Hwy 401 (Cramahe)	3	\$551,633	33
<b>Deseronto (Town)</b>			
Deseronto (town)	1	\$195,000	25
<b>Madoc (Twp)</b>			
None	7	\$355,286	44
<b>Marmora &amp; Lake (Twp)</b>			
Lake Ward	3	\$296,700	36
Marmora Ward	13	\$265,938	85
<b>Prince Edward County (Muni)</b>			
Ameliasburg Ward	18	\$790,500	84
Athol Ward	4	\$235,000	40
Bloomfield Ward	7	\$547,129	65
Hallowell Ward	5	\$450,000	74
Hillier Ward	9	\$583,743	33
North Marysburg Ward	8	\$405,800	77

District	Sales Units	Average Sales Price	Average Days on Market
<b>Prince Edward County (Muni)</b>			
Picton Ward	15	\$415,993	109
Sophiasburg Ward	5	\$398,000	40
South Marysburg Ward	2	\$559,500	64
Wellington Ward	6	\$501,917	55
<b>Quinte West (City)</b>			
Frankford Ward	14	\$404,637	17
Sidney Ward	30	\$446,570	90
Trenton Ward	47	\$332,930	17
Murray Ward	35	\$448,282	58
<b>Stirling-Rawdon (Twp)</b>			
Rawdon Ward	3	\$425,800	23
Stirling Ward	8	\$354,838	21
<b>Trent Hills (Twp)</b>			
Campbellford	11	\$360,309	41
East of Hwy 25	2	\$174,000	91
Hastings Village	4	\$461,500	64
Percy	5	\$417,780	67
Seymour	7	\$271,514	44
Warkworth	4	\$397,750	18
West of Hwy 25	3	\$536,333	15
<b>Tweed (Muni)</b>			
Elzevir (Twp)	2	\$291,250	32
Hungerford (Twp)	11	\$225,027	59
Tweed (Village)	3	\$423,000	56
<b>Tyendinaga</b>			
Tyendinaga	4	\$431,050	106

## Sales – Residential



Average Price  
Residential

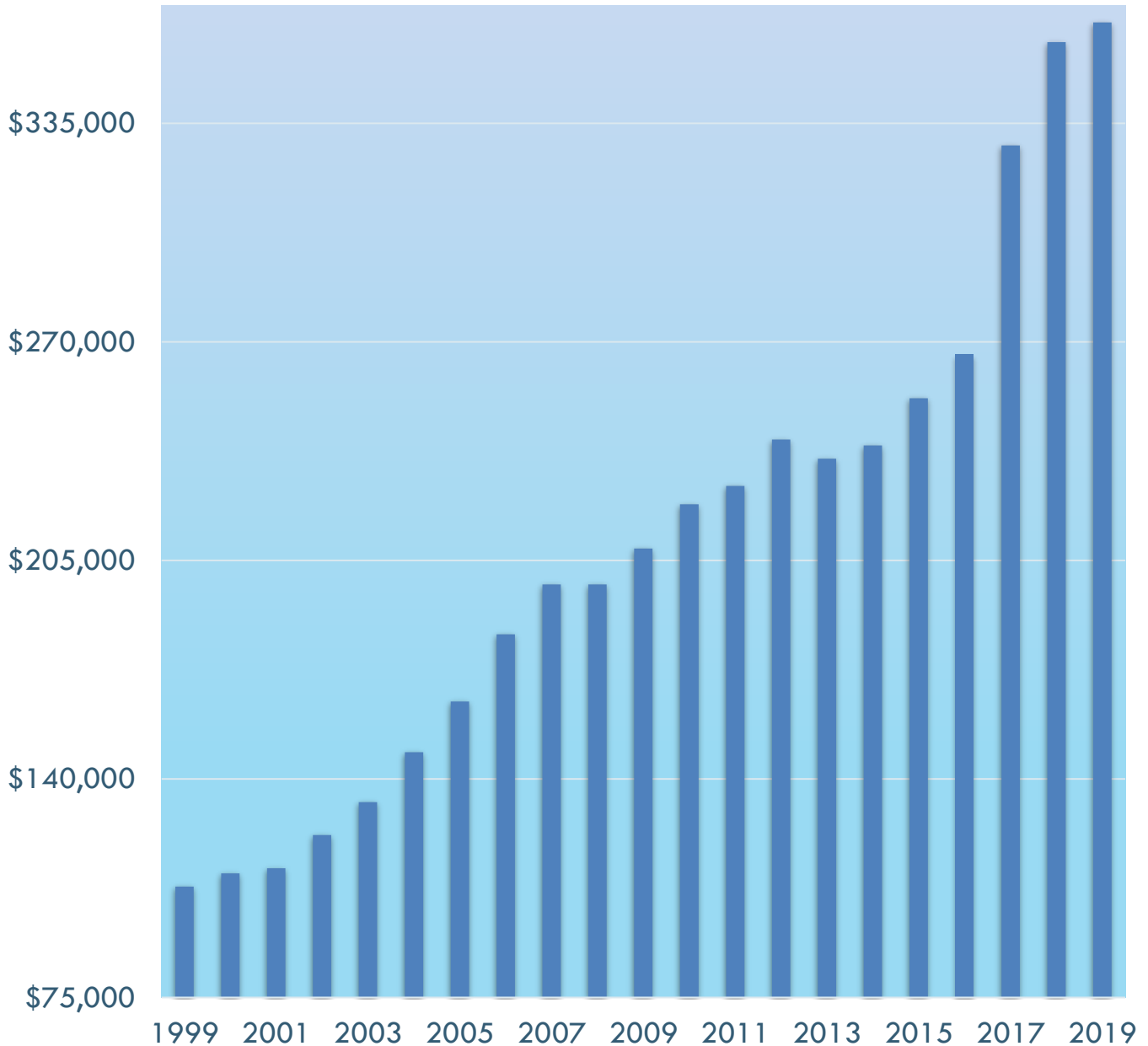
\$422,413  
June 2020

\$367,983  
June 2019

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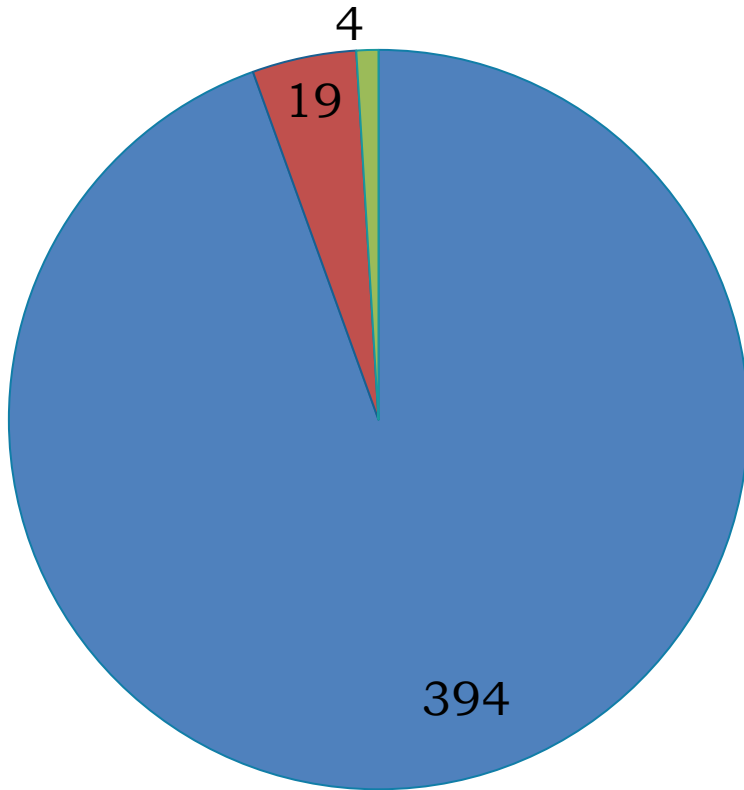
## Average Sale Price - Residential (within QDAR jurisdiction)



\*\*\*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.

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## Sales - Residential



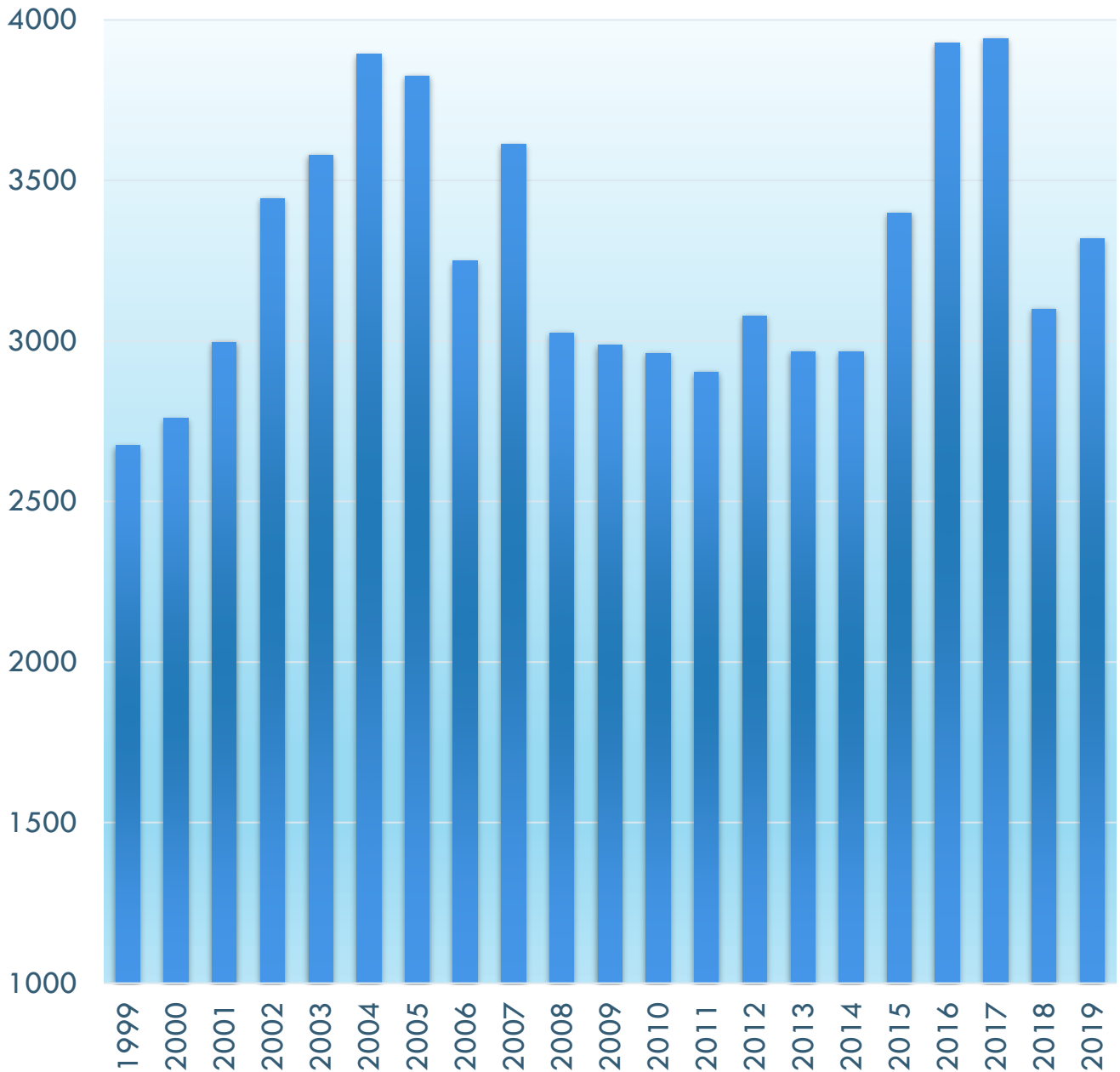
- Single Family – House: Detached Single Family, on 4.99 acres or less
- Single Family – Other: Townhouse, Link, Condo, Cottage, Row House, Modular, Mobile, Semi
- Residential – Other: Duplexes, Triplexes, Fourplexes AND Detached Single Family on 5 – 9.99 acres

Numbers indicate units

Residential Sales	417 June 2020	320 June 2019

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



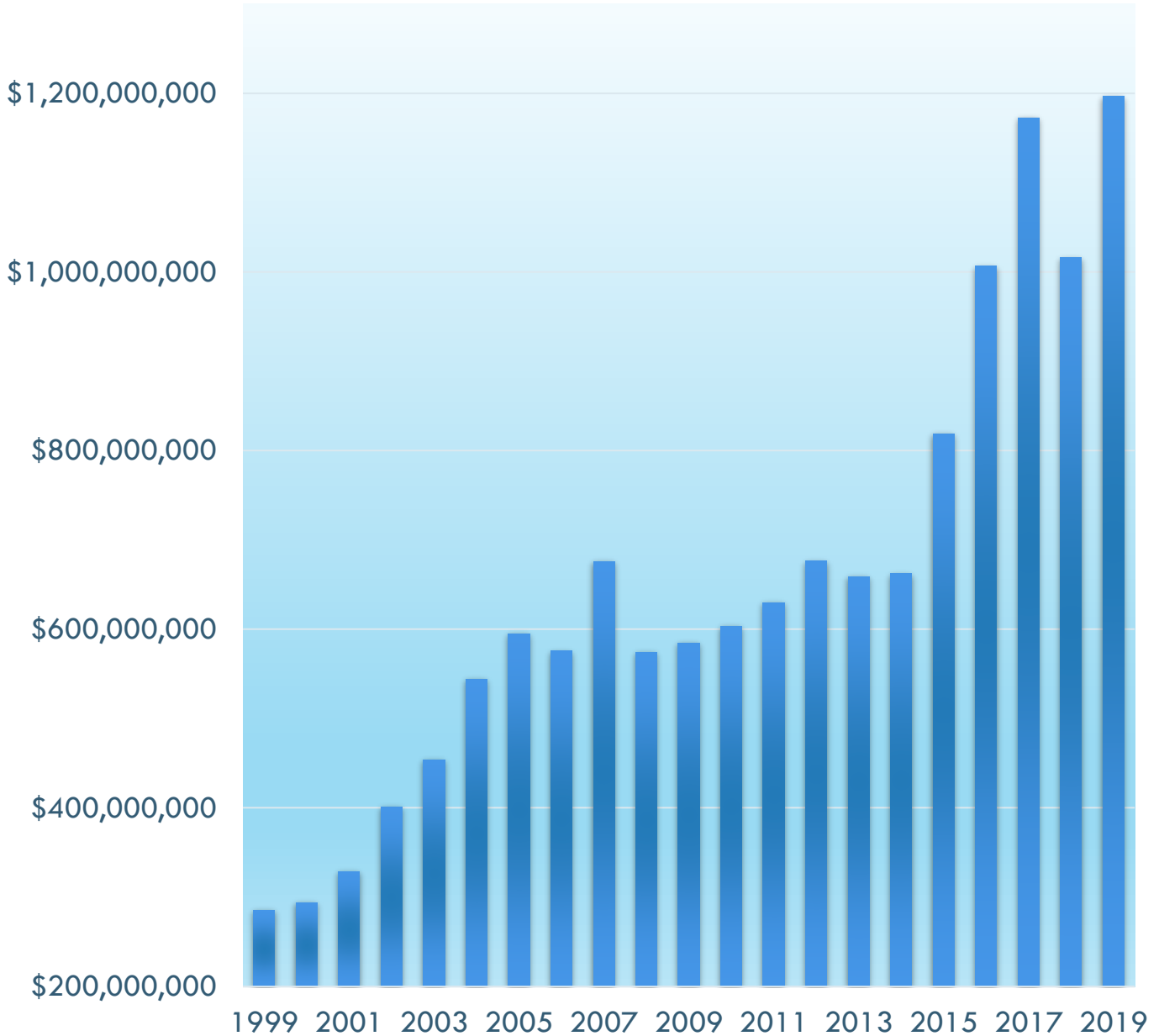
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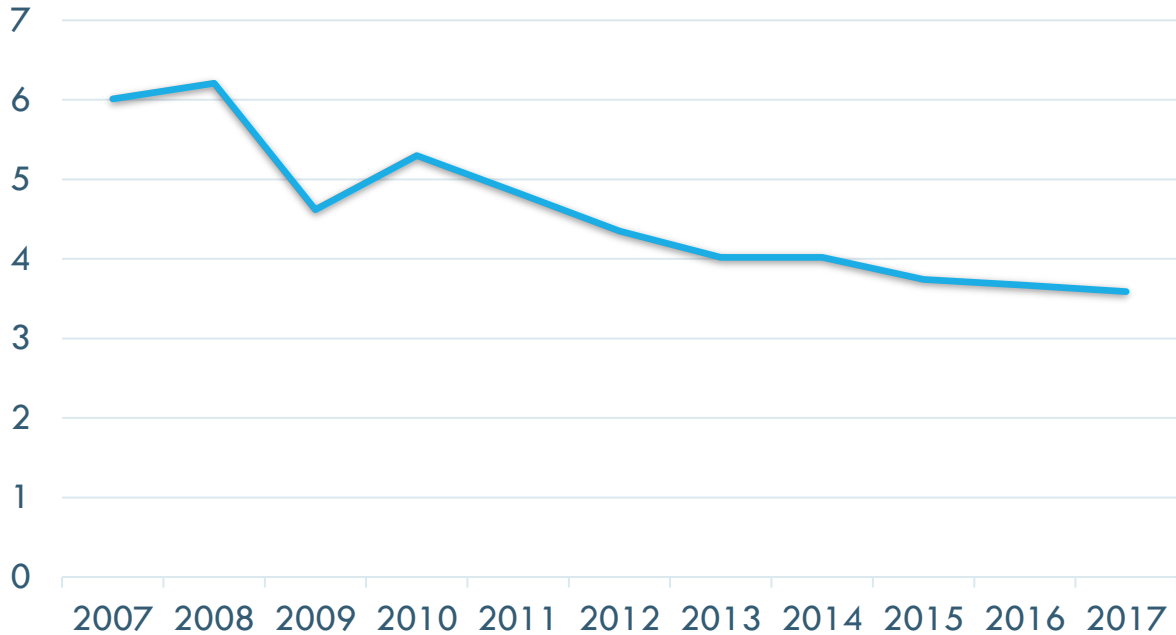


## Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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



### Economic/Mortgage Indicators

Prime Rate\*

2.45%  
 June 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

