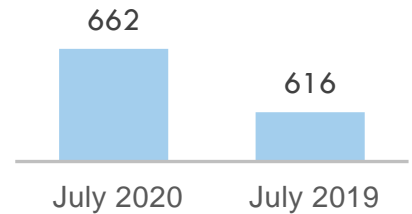


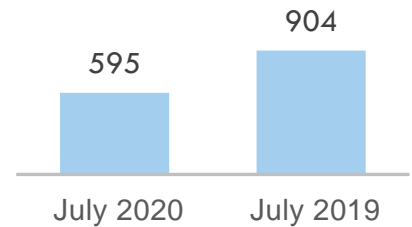
President Heather Plane's Remarks:

- We are now into the second half of 2020 and the real estate numbers reflect the ups and downs of a difficult year. The month of July showed significant increases for both Residential and All Property Type sales compared to last year and the Year to Date sales figures also show a modest increase.
- The Total Active Listings continues to be a challenge, with the listings down 26.3% compared to last year, however the new Listings for the month of July increased by 7.5% over 2019.
- As everyone becomes more comfortable with the health-related safeguards, such as wearing a mask, listings are expected to increase. The new, more virtual world is manageable within real estate and a local Professional Realtor® is always available to assist with all your real estate needs.
- The July 2020 monthly Dollar Sales for All Property Types was \$244,985,650 reflecting a substantial increase of 86.2% above July 2019, which was \$131,594,845.
- The July monthly Dollar Sales for Residential Listings resulted in a similar increase of 83.2% with \$230,733,295 for 2020 compared to \$125,972,445 for 2019.
- The Residential Average Sale Price for July showed an increase over 2019, with the July 2020 price of \$450,651 resulting in a 22.7% increase over the July 2019 amount of \$367,267.
- Residential Unit Sales for July 2020 showed 512 sales, up significantly from 343 sales for 2019, for an increase of 49.3%.

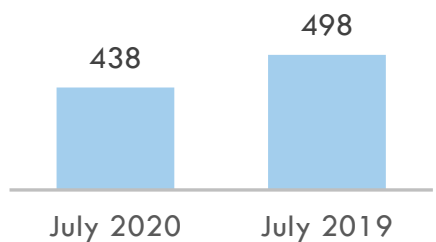
QDAR New Listings All Property Types



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 July 31, 2020	\$830,338,947	\$726,309,278	14.3%
Dollar Sales - All Property Types - for July, 2020	\$244,985,650	\$131,594,845	86.2%
Dollar Sales - Residential - to July 31, 2020	\$783,807,642	\$668,318,921	17.3%
Dollar Sales - Residential - for July, 2020	\$230,733,295	\$125,972,445	83.2%
Listings - All Property Types - to July 31, 2020	3,561	3,929	-9.4%
Listings - All Property Types - for July, 2020	662	616	7.5%
Listings - Residential - to July 31, 2020	2,904	3,240	-10.4%
Listings - Residential - for July, 2020	553	512	8.0%
Sales - All Property Types - to July 31, 2020	2,107	2,044	3.1%
Sales - All Property Types - for July, 2020	565	367	54.0%
Sales - Residential - to July 31, 2020	1,905	1,858	2.5%
Sales - Residential - for July, 2020	512	343	49.3%
Average Res. Sold to July 31, 2020	411,448	359,698	14.4%
Average Res. Sold for July, 2020	450,651	367,267	22.7%
Average Sold to July 31, 2020	394,086	355,337	10.9%
Average Sold for July, 2020	433,603	358,569	20.9%
Total Active Residential	595	904	-34.2%
Total Active Non-Residential	438	498	-12.0%
Total Active Listings	1,033	1,402	-26.3%
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
Belleville (City)			
Belleville Ward	100	\$387,853	34
Thurlow Ward	37	\$439,660	55
Brighton (Muni)			
Brighton (Town)	29	\$459,462	36
Brighton (Twp)	14	\$647,850	47
Centre Hastings (Muni)			
Huntingdon Ward	10	\$407,990	43
Madoc Ward	5	\$302,140	42
Cramahe (Twp)			
Colborne	9	\$455,356	66
North of Hwy 401 (Cramahe)	4	\$511,875	28
South of Hwy 401 (Cramahe)	5	\$611,180	21
Deseronto (Town)			
Deseronto (town)	0	\$0	0
Madoc (Twp)			
None	6	\$380,817	40
Marmora & Lake (Twp)			
Lake Ward	2	\$507,500	24
Marmora Ward	17	\$353,532	60
Prince Edward County (Muni)			
Ameliasburg Ward	26	\$665,699	46
Athol Ward	17	\$541,529	89
Bloomfield Ward	3	\$530,500	40
Hallowell Ward	13	\$709,220	65
Hillier Ward	9	\$776,989	31
North Marysburg Ward	6	\$700,833	52

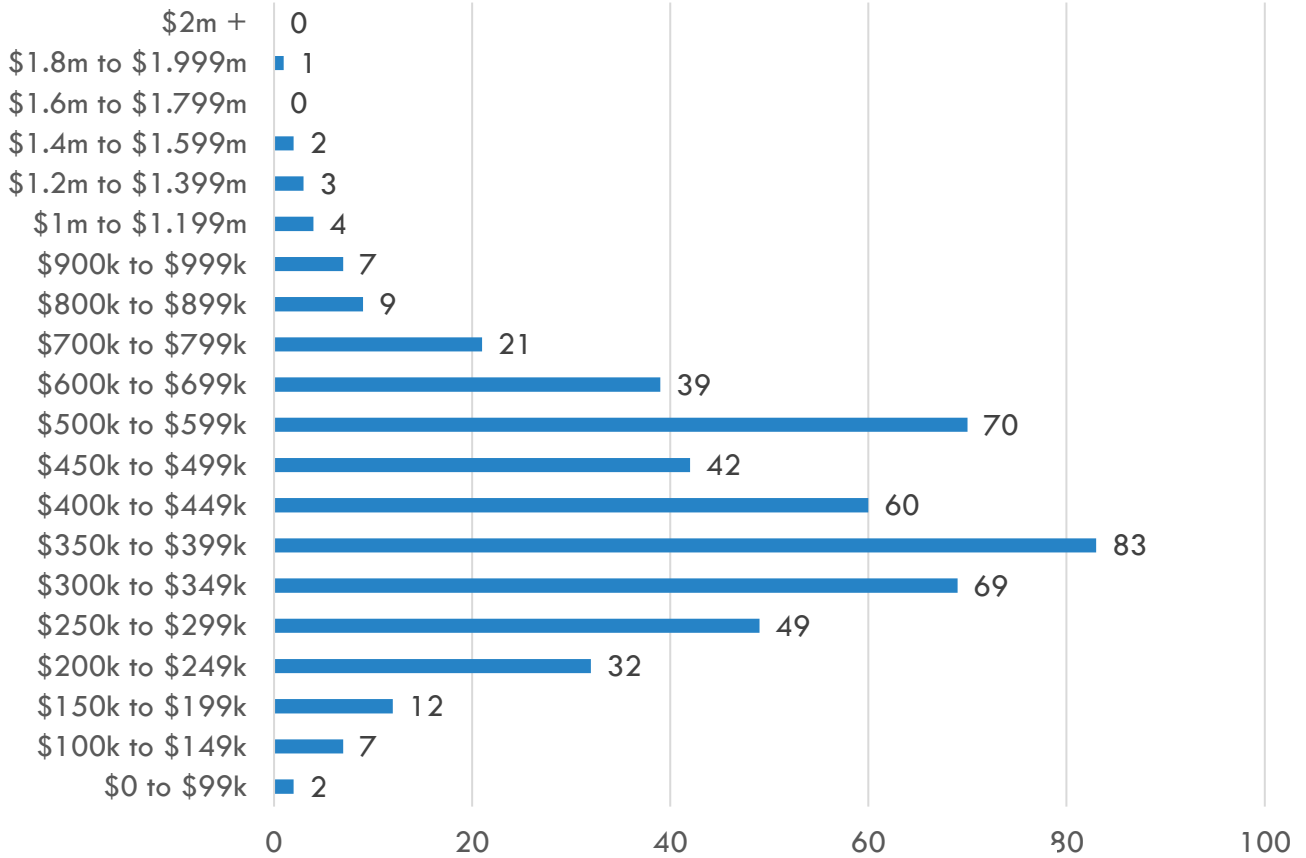
District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)cont			
Picton Ward	26	\$500,618	100
Sophiasburg Ward	11	\$599,355	66
South Marysburg Ward	5	\$696,400	32
Wellington Ward	7	\$535,065	25
Quinte West (City)			
Frankford Ward	10	\$423,210	26
Sidney Ward	39	\$450,082	79
Trenton Ward	35	\$366,416	18
Murray Ward	28	\$444,888	28
Stirling-Rawdon (Twp)			
Rawdon Ward	3	\$304,667	33
Stirling Ward	12	\$339,033	25
Trent Hills (Twp)			
Campbellford	13	\$412,223	77
East of Hwy 25	2	\$491,011	72
Hastings Village	5	\$428,400	31
Percy	10	\$503,380	31
Seymour	5	\$457,200	20
Warkworth	3	\$451,333	51
West of Hwy 25	2	\$487,050	90
Tweed (Muni)			
Elzevir (Twp)	1	\$400,000	33
Hungerford (Twp)	7	\$492,314	15
Tweed (Village)	5	\$386,130	23
Tyendinaga			
Tyendinaga	4	\$535,000	49

All Property Types 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)			
Belleville Ward	105	\$378,980	40	Picton Ward	27	\$506,743	96
Thurlow Ward	37	\$439,660	55	Sophiasburg Ward	14	\$491,993	72
Brighton (Muni)				South Marysburg Ward	8	\$580,000	97
Brighton (Town)	31	\$464,174	37	Wellington Ward	8	\$542,626	24
Brighton (Twp)	16	\$605,931	45	Quinte West (City)			
Centre Hastings (Muni)				Frankford Ward	12	\$391,425	51
Huntingdon Ward	12	\$367,492	54	Sidney Ward	41	\$440,175	79
Madoc Ward	6	\$260,117	46	Trenton Ward	39	\$353,514	21
Cramahe (Twp)				Murray Ward	30	\$442,896	34
Colborne	9	\$455,356	66	Stirling-Rawdon (Twp)			
North of Hwy 401 (Cramahe)	4	\$511,875	28	Rawdon Ward	3	\$304,667	33
South of Hwy 401 (Cramahe)	5	\$611,180	21	Stirling Ward	12	\$339,033	25
Deseronto (Town)				Trent Hills (Twp)			
Deseronto (town)	0	\$0	0	Campbellford	17	\$383,465	75
Madoc (Twp)				East of Hwy 25	4	\$268,006	116
None	6	\$380,817	40	Hastings Village	6	\$380,500	55
Marmora & Lake (Twp)				Percy	13	\$537,985	58
Lake Ward	2	\$507,500	24	Seymour	5	\$457,200	20
Marmora Ward	20	\$319,253	71	Warkworth	3	\$451,333	51
Prince Edward County (Muni)				West of Hwy 25	2	\$487,050	90
Ameliasburg Ward	30	\$641,769	68	Tweed (Muni)			
Athol Ward	19	\$538,342	98	Elzevir (Twp)	1	\$400,000	33
Bloomfield Ward	5	\$394,300	47	Hungerford (Twp)	8	\$492,025	18
Hallowell Ward	16	\$616,241	68	Tweed (Village)	5	\$386,130	23
Hillier Ward	12	\$661,075	66	Tyendinaga			
North Marysburg Ward	6	\$700,833	52	Tyendinaga	4	\$535,000	49

Sales – Residential



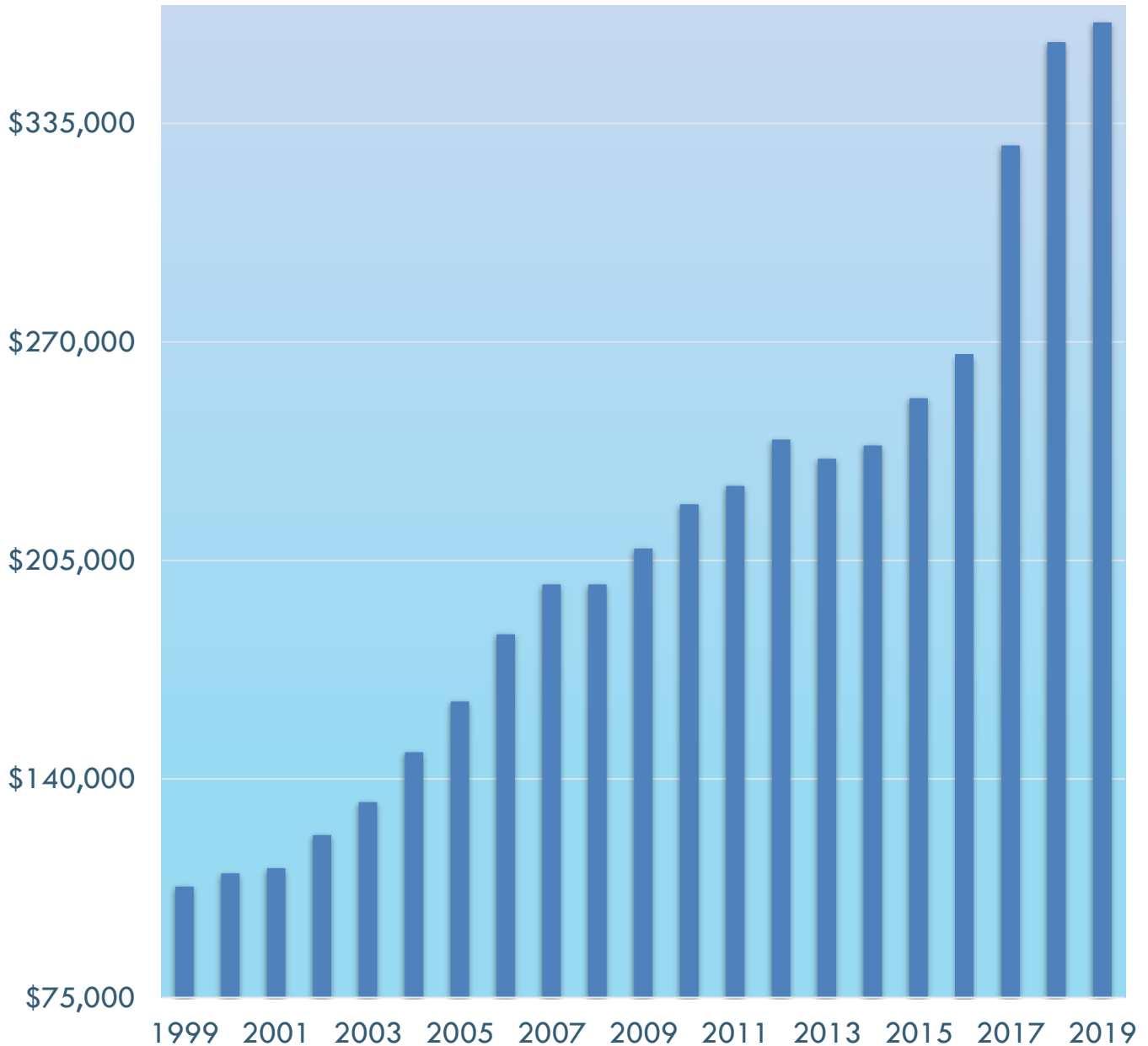
Average Price
Residential

\$450,651
July 2020

\$367,267
July 2019

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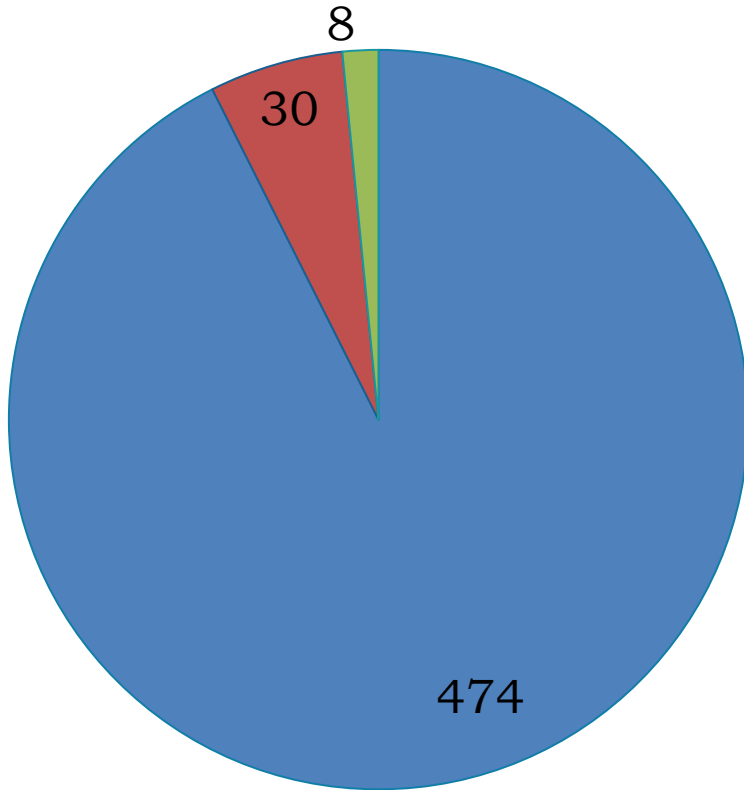
Average Sale Price - Residential (within QDAR jurisdiction)



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Sales - Residential



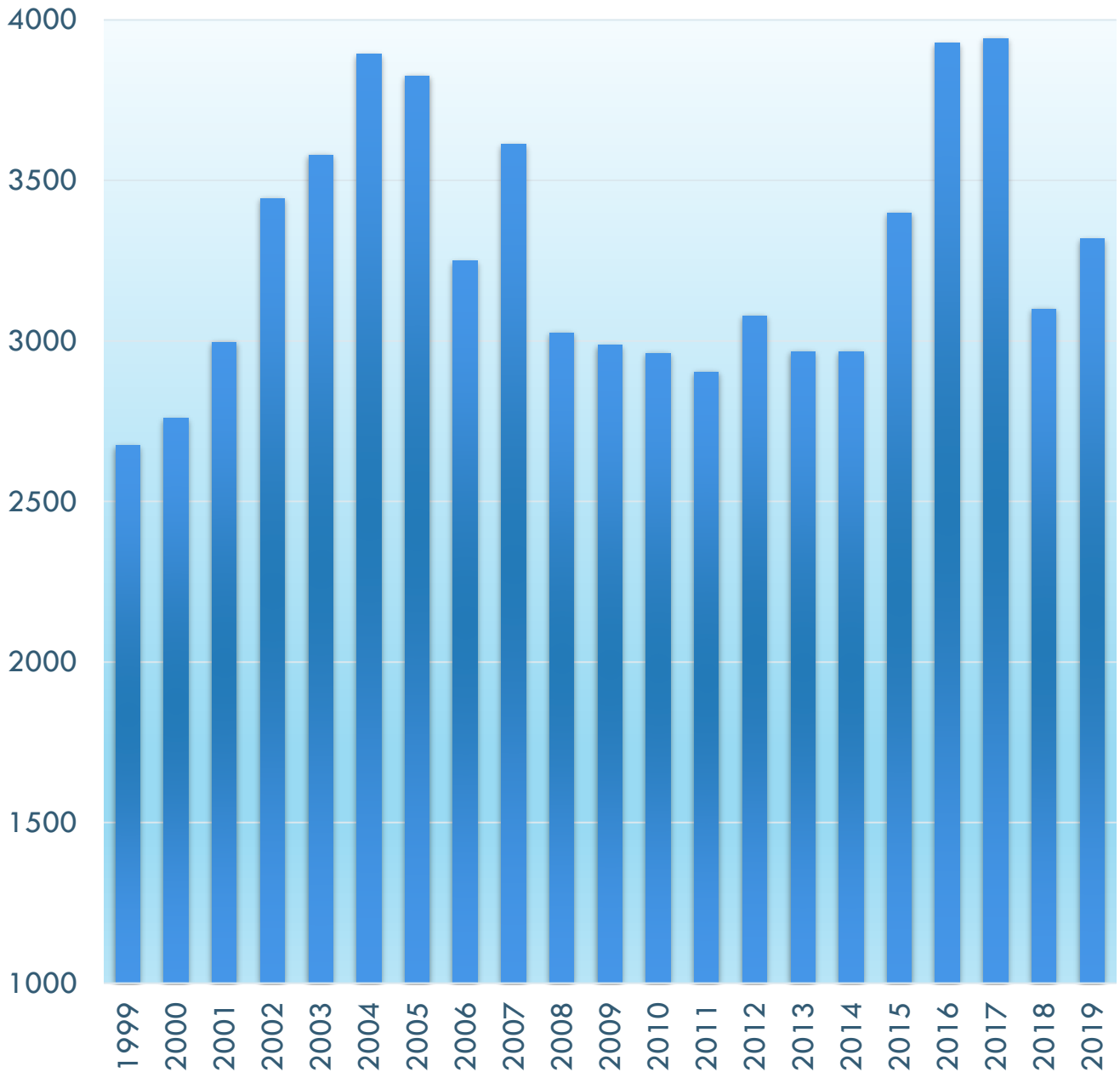
- Single Family – House: Detached
Single Family, on 4.99 acres or less
- Single Family – Other: Townhouse, Link, Condo, Cottage, Row House, Modular, Mobile, Semi
- Residential – Other: Duplexes, Triplexes, Fourplexes AND Detached Single Family on 5 – 9.99 acres

Numbers indicate units

Residential Sales	512 July 2020	343 July 2019
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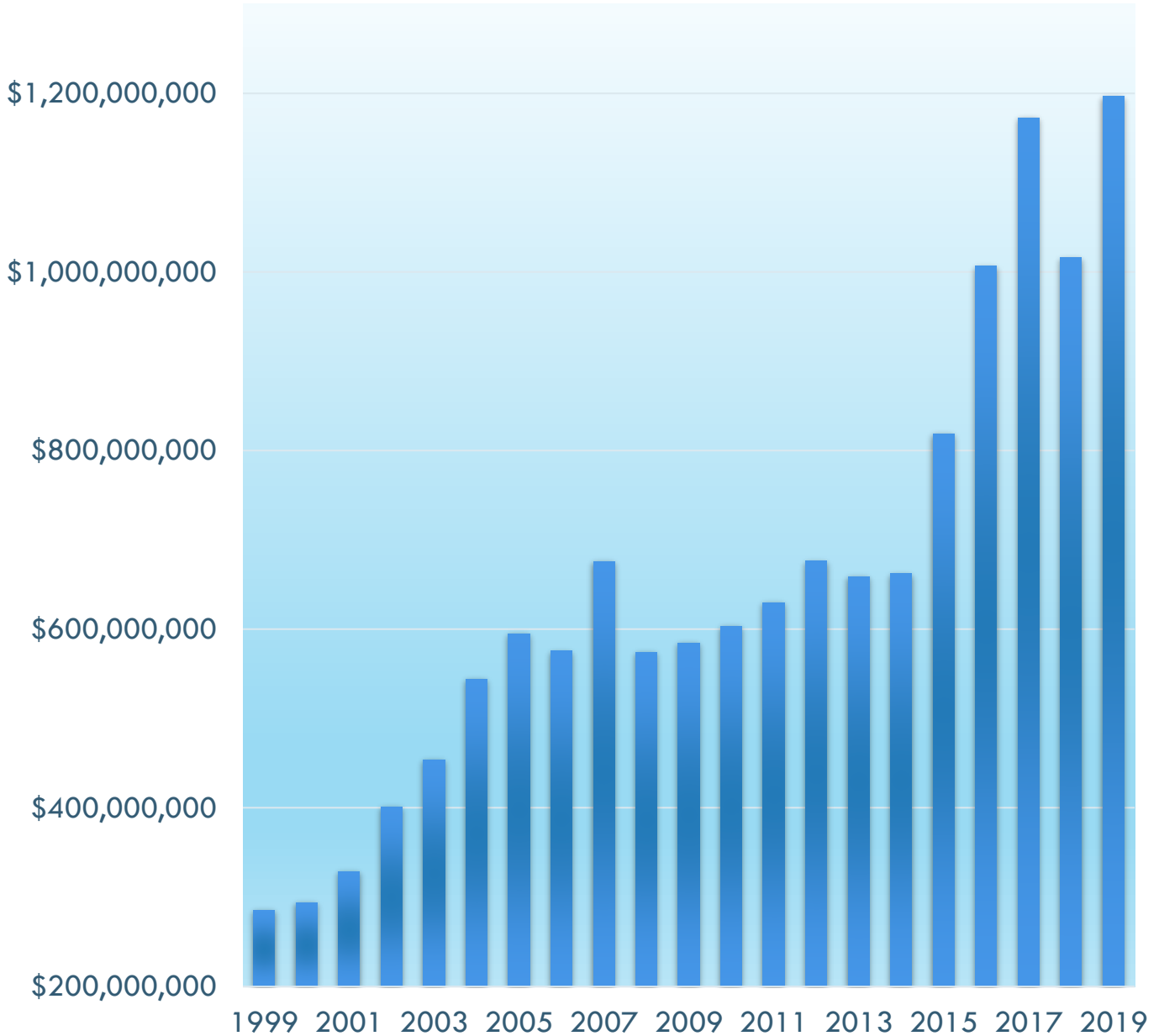
Number of Sales - All Property Types (includes outside QDAR jurisdiction)



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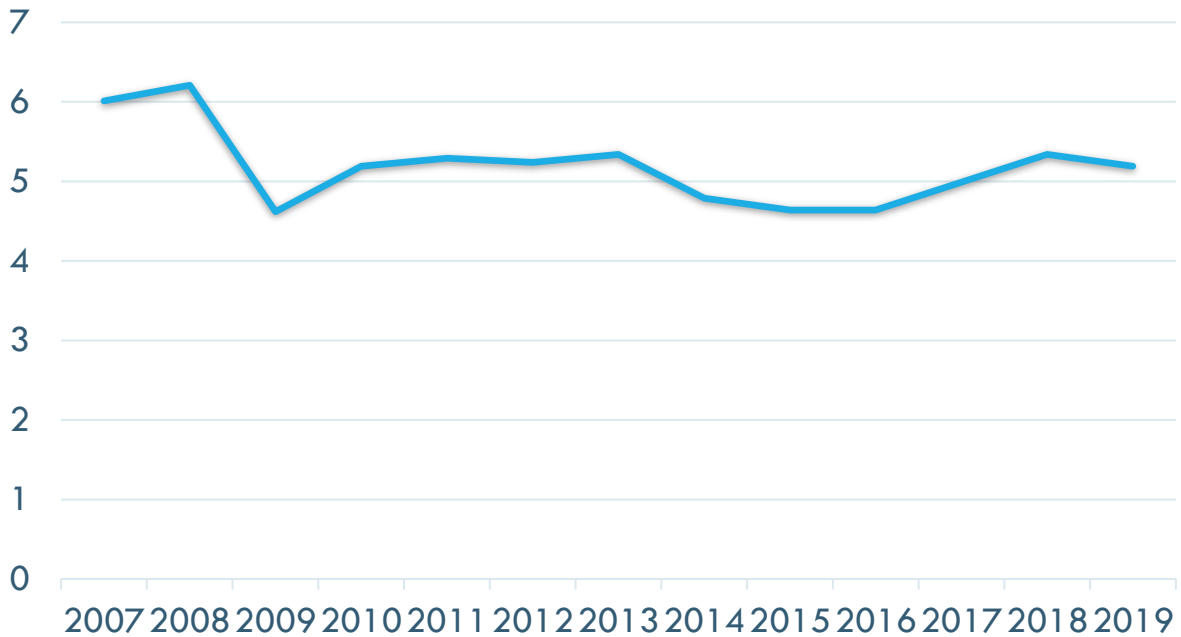
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Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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Average December Residential Mortgage Lending Rate* (5 Year)



Economic/Mortgage Indicators

Prime Rate*

2.45%
July 2020

Conventional Mortgage*

1 Year - 3.09%

3 Year - 3.79%

5 Year - 4.94%

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

