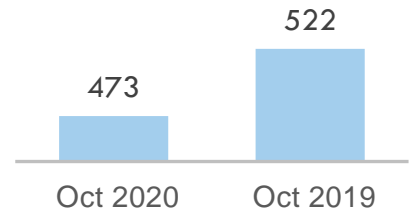


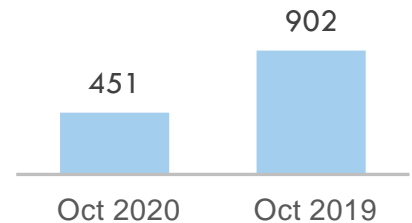
President Heather Plane's Remarks:

- We are now into the final quarter of 2020 and the real estate numbers reflect the ups and downs of a difficult year. The month of October showed significant increases for both Residential and All Property Type sales compared to last year and the Year-to-Date sales figures also show an increase.
- The Total Active Listings continues to be a challenge, with the listings down 50.0% compared to last year. The new Listings for All Property Types for the month of October also showed a decrease of 9.4% over 2019.
- 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 October 2020 monthly Dollar Sales for All Property Types was \$216,086,741 reflecting a substantial increase of 85.1% above October 2019, which was \$116,716,199.
- The October monthly Dollar Sales for Residential Listings resulted in a similar increase of 88.6% with \$192,974,241 for 2020 compared to \$102,320,649 for 2019.
- The Residential Average Sale Price for October showed an increase over 2019, with the October 2020 price of \$488,542 resulting in a 28.9% increase over the October 2019 amount of \$378,965.
- Residential Unit Sales for October 2020 showed 395 sales, up significantly from 270 sales for 2019, for an increase of 46.3%.

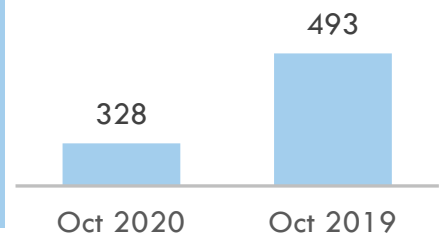
QDAR New Listings All Property Types



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 October 31, 2020	\$1,481,034,071	\$964,660,707	53.5%
Dollar Sales - All Property Types - for October, 2020	\$216,086,741	\$116,716,199	85.1%
Dollar Sales - Residential - to October 31, 2020	\$1,368,389,300	\$883,498,300	54.9%
Dollar Sales - Residential - for October, 2020	\$192,974,241	\$102,320,649	88.6%
Listings - All Property Types - to October 31, 2020	5,106	5,040	1.3%
Listings - All Property Types - for October, 2020	473	522	-9.4%
Listings - Residential - to October 31, 2020	4,143	4,149	-0.1%
Listings - Residential - for October, 2020	378	424	-10.8%
Sales - All Property Types - to October 31, 2020	3,519	2,684	31.1%
Sales - All Property Types - for October, 2020	470	302	55.6%
Sales - Residential - to October 31, 2020	3,114	2,433	28.0%
Sales - Residential - for October, 2020	395	270	46.3%
Average Res. Sold to October 31, 2020	439,431	363,131	21.0%
Average Res. Sold for October, 2020	488,542	378,965	28.9%
Average Sold to October 31, 2020	420,868	359,412	17.1%
Average Sold for October, 2020	459,759	386,477	19.0%
Total Active Residential	451	902	-50.0%
Total Active Non-Residential	328	493	-33.5%
Total Active Listings	779	1,395	-44.2%
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	74	\$399,340	29
Thurlow Ward	16	\$450,816	25
<b>Brighton (Muni)</b>			
Brighton (Town)	30	\$573,468	38
Brighton (Twp)	6	\$436,067	38
<b>Centre Hastings (Muni)</b>			
Huntingdon Ward	4	\$434,750	13
Madoc Ward	4	\$385,388	84
<b>Cramahe (Twp)</b>			
Colborne	3	\$468,217	41
North of Hwy 401 (Cramahe)	5	\$534,500	33
South of Hwy 401 (Cramahe)	5	\$622,975	22
<b>Deseronto (Town)</b>			
Deseronto (town)	1	\$200,000	5
<b>Madoc (Twp)</b>			
Madoc	3	\$321,800	10
<b>Marmora &amp; Lake (Twp)</b>			
Lake Ward	1	\$839,900	24
Marmora & Lake	1	\$480,000	28
Marmora Ward	7	\$514,000	49
<b>Prince Edward County (Muni)</b>			
Ameliasburg Ward	20	\$836,675	16
Athol Ward	10	\$452,780	120
Bloomfield Ward	2	\$812,500	18
Hallowell Ward	4	\$570,318	17
Hillier Ward	4	\$658,750	28
North Marysburg Ward	4	\$1,216,250	21

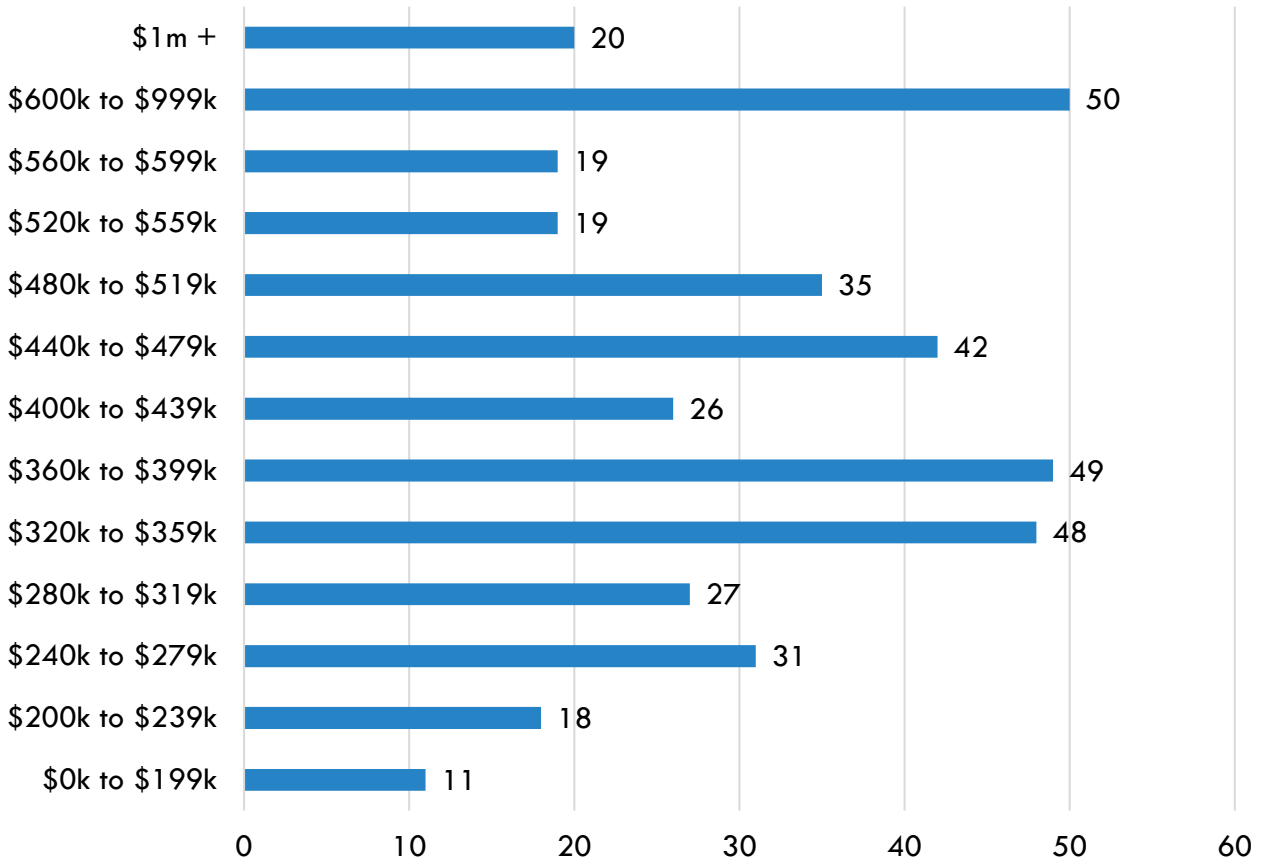
District	Sales Units	Average Sales Price	Average Days on Market
<b>Prince Edward County (Muni)cont</b>			
Picton Ward	24	\$536,119	188
Sophiasburg Ward	7	\$643,857	27
South Marysburg Ward	4	\$471,750	22
Wellington Ward	6	\$555,333	53
Prince Edward	1	\$570,000	16
<b>Quinte West (City)</b>			
Frankford Ward	9	\$448,867	14
Murray Ward	36	\$465,390	29
Sidney Ward	22	\$445,766	47
Trenton Ward	33	\$372,474	11
<b>Stirling-Rawdon (Twp)</b>			
Rawdon Ward	3	\$304,500	63
Stirling Ward	10	\$383,940	21
<b>Trent Hills (Twp)</b>			
Campbellford	17	\$502,876	21
East of Hwy 25	2	\$790,000	46
Hastings Village	2	\$365,000	27
Percy	3	\$531,666	30
Seymour	5	\$560,600	21
Warkworth	5	\$530,680	18
West of Hwy 25	1	\$505,000	4
<b>Tweed (Muni)</b>			
Elzevir (Twp)	3	\$376,667	32
Hungerford (Twp)	2	\$331,000	31
Tweed (Village)	4	\$333,725	27
<b>Tyendinaga</b>			
Tyendinaga	2	\$405,450	12

## 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	84	\$388,716	33
Thurlow Ward	19	\$428,266	37
<b>Brighton (Muni)</b>			
Brighton (Town)	30	\$573,468	38
Brighton (Twp)	9	\$349,600	40
<b>Centre Hastings (Muni)</b>			
Huntingdon Ward	6	\$387,333	87
Madoc Ward	7	\$246,221	53
<b>Cramahe (Twp)</b>			
Colborne	3	\$468,217	41
North of Hwy 401 (Cramahe)	8	\$554,050	74
South of Hwy 401 (Cramahe)	7	\$491,411	32
<b>Deseronto (Town)</b>			
Deseronto (town)	1	\$200,000	5
<b>Madoc (Twp)</b>			
Madoc	5	\$218,080	17
<b>Marmora &amp; Lake (Twp)</b>			
Lake Ward	2	\$484,950	174
Marmora & Lake	1	\$480,000	28
Marmora Ward	12	\$348,992	83
<b>Prince Edward County (Muni)</b>			
Ameliasburg Ward	21	\$806,357	19
Athol Ward	11	\$418,436	110
Bloomfield Ward	2	\$812,500	18
Hallowell Ward	5	\$494,654	18
Hillier Ward	9	\$384,544	57
North Marysburg Ward	10	\$638,000	54

District	Sales Units	Average Sales Price	Average Days on Market
<b>Prince Edward County (Muni)</b>			
Picton Ward	26	\$554,879	179
Sophiasburg Ward	10	\$508,700	58
South Marysburg Ward	5	\$398,400	18
Wellington Ward	6	\$555,333	53
Prince Edward	1	\$570,000	16
<b>Quinte West (City)</b>			
Frankford Ward	10	\$419,730	15
Murray Ward	37	\$461,190	31
Sidney Ward	25	\$510,094	47
Trenton Ward	35	\$372,047	14
<b>Stirling-Rawdon (Twp)</b>			
Rawdon Ward	6	\$266,417	53
Stirling Ward	10	\$383,940	21
<b>Trent Hills (Twp)</b>			
Campbellford	19	\$497,311	42
East of Hwy 25	3	\$783,333	40
Hastings Village	2	\$365,000	27
Percy	3	\$531,666	30
Seymour	7	\$479,714	28
Warkworth	5	\$530,680	18
West of Hwy 25	1	\$505,000	4
<b>Tweed (Muni)</b>			
Elzevir (Twp)	5	\$269,280	32
Hungerford (Twp)	3	\$236,667	29
Tweed (Village)	4	\$333,725	27
<b>Tyendinaga</b>			
Tyendinaga	5	\$303,980	37

## Sales – Residential



Average Price  
Residential

\$488,542  
October 2020

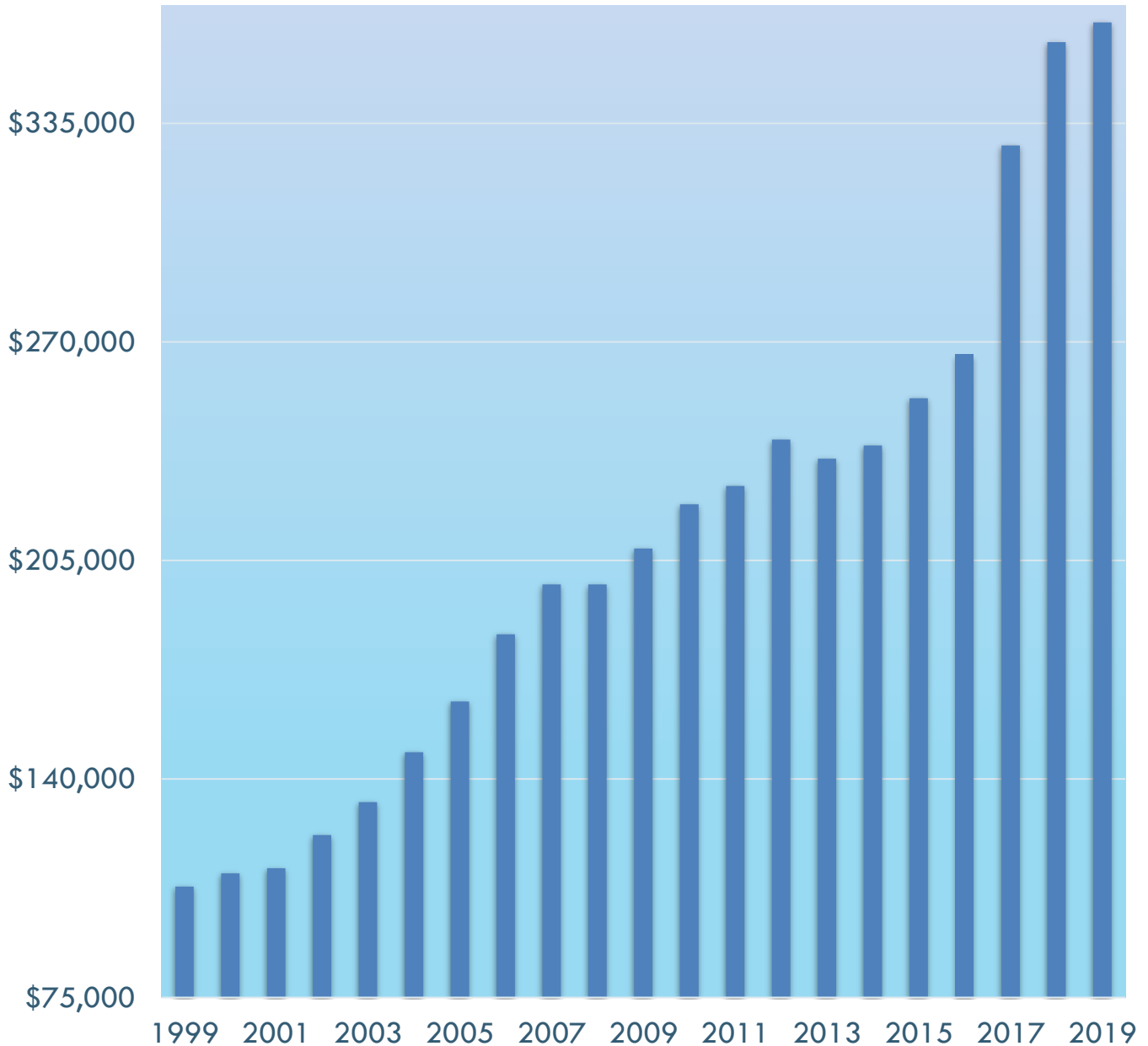
\$378,965  
October 2019

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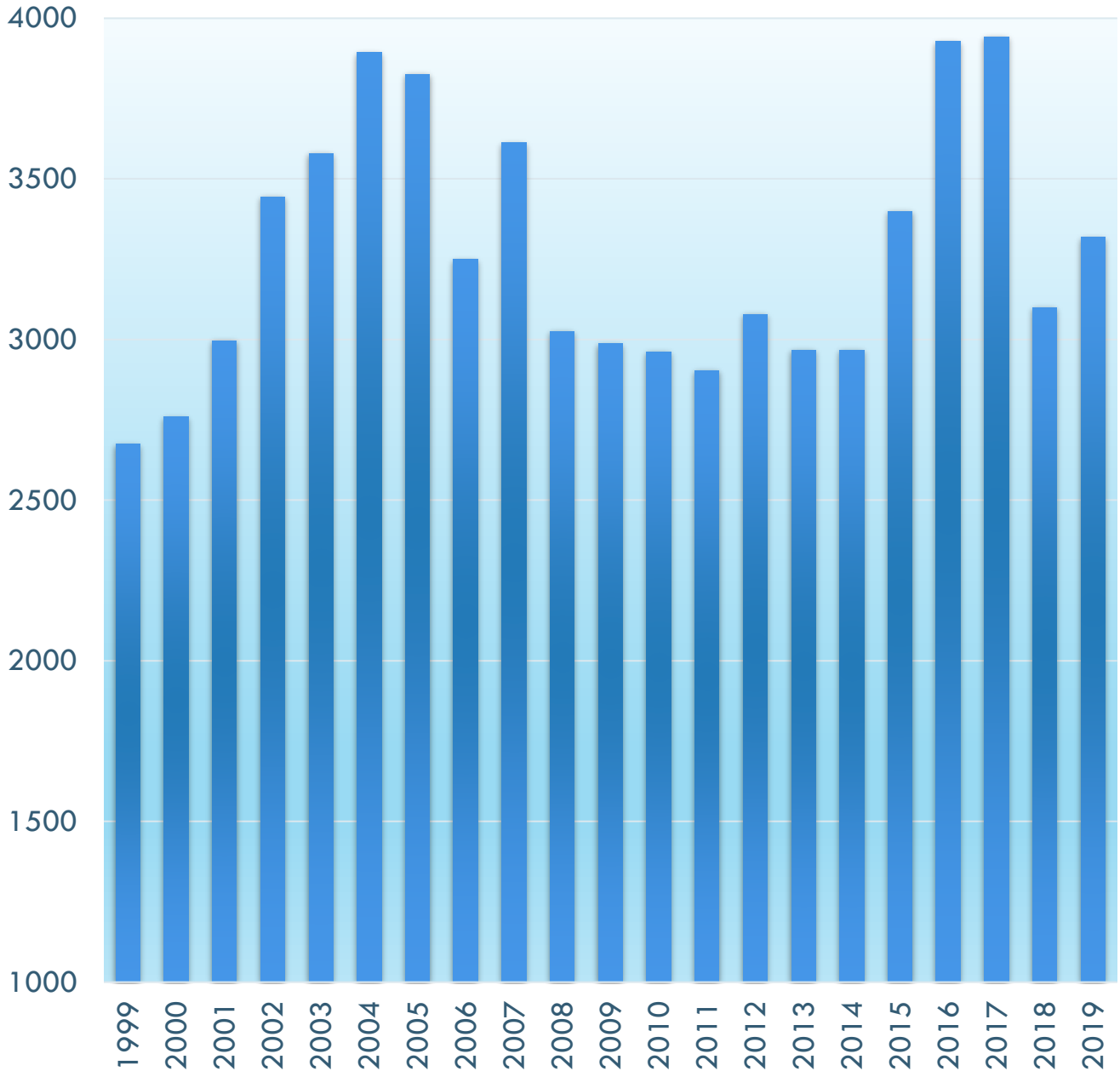
## Average Sale Price - Residential (within QDAR jurisdiction)



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

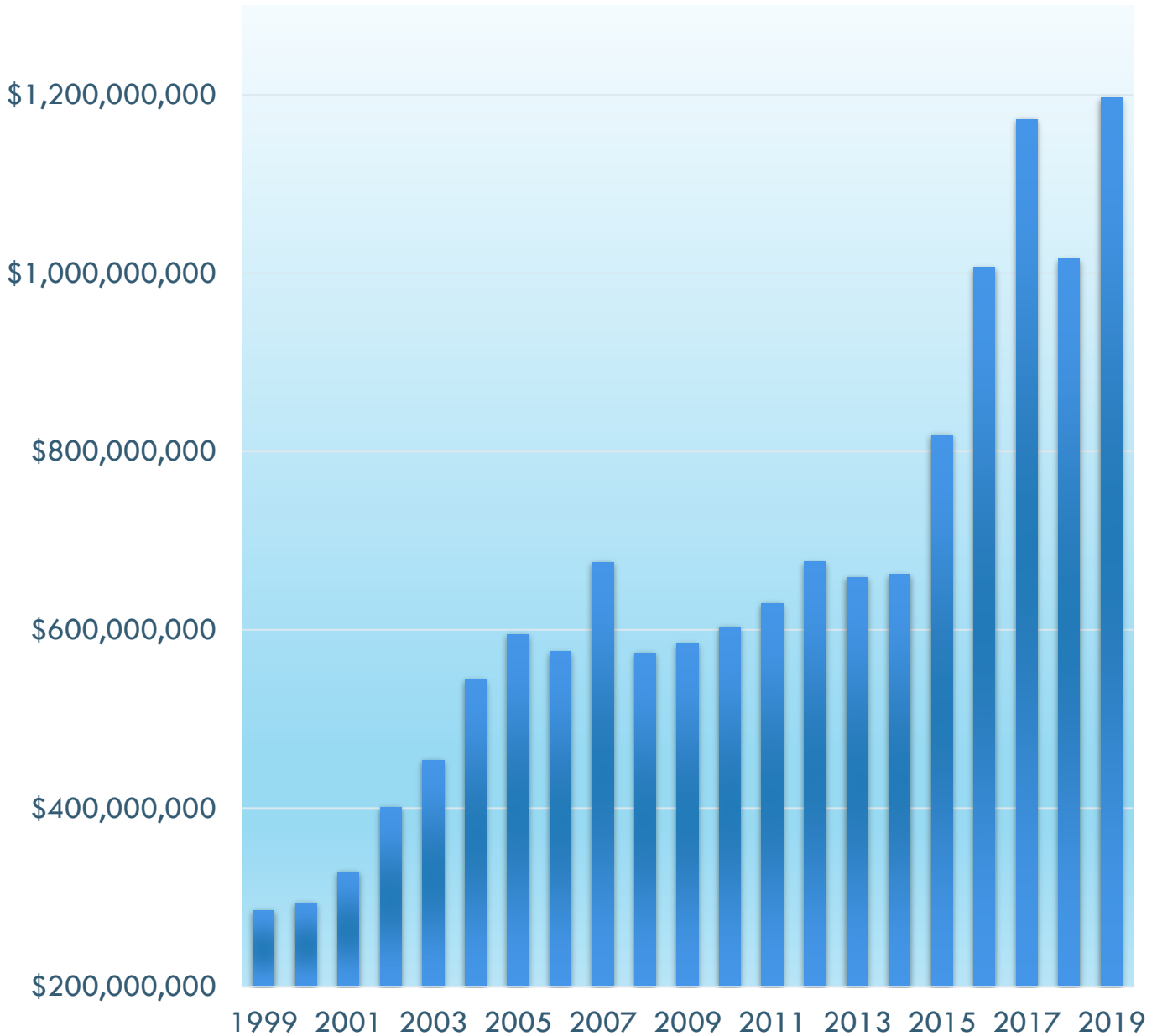


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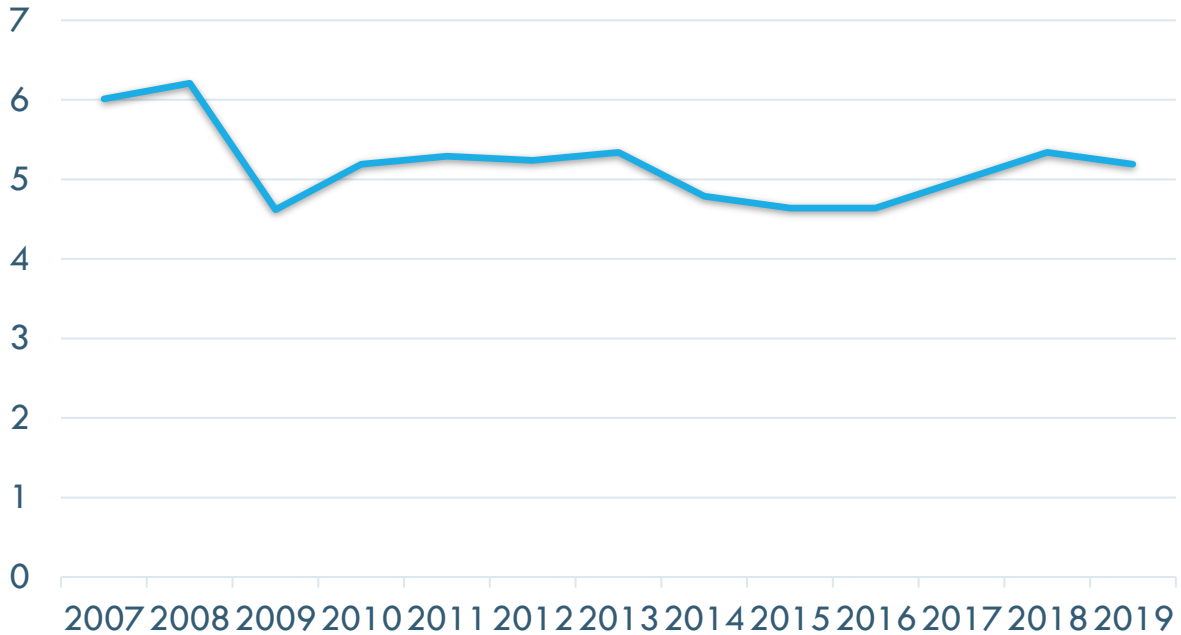
## Dollar Sales - All Property Types (includes outside QDAR jurisdiction)



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



### Economic/Mortgage Indicators

Prime Rate\*  
 2.45%  
 October 2020

### Conventional Mortgage\*

1 Year - 3.09%  
 3 Year - 3.59%  
 5 Year - 4.79%

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

