

### President Natasha Huizinga's Comments:

For the second consecutive month there is a slight increase in available Residential listings over the same period of the previous year. Last month resulted in a 2.2% increase over April 2017 and now April shows an 11.7% increase, compared to 2017. Hopefully this is an indicator that the very tight local market has turned a corner and is starting to offer more Residential listings. Looking back over the past few years, the last time there was an increase in Residential available listings was May 2015.

Other statistics continue to be a challenge, with the April 2018 monthly Dollar Sales for All Property Types coming in at \$110,385,852, down a substantial 38.0% from 2017, which was \$178,078,337.

The monthly Dollar Sales for Residential Sales also shows a sharp 32.7% decline, with the month-end number sitting at \$106,263,919 for 2018 compared to \$157,838,437 for 2017.

Residential Sales in Units sold in April were also down significantly in 2018, with 313 units sold compared to 483 units in 2017, reflecting a 35.2% decrease.

Active Residential Listings are a modest 11.7% above 2017, with 717 current active listings compared to 642 listings a year ago. The Average Sale Price for Residential listings has increased 3.9% over the same time last year, coming in at \$339,501 for 2018 and \$326,788 for 2017.

### Economic/Mortgage Indicators

#### Prime Rate\*

Mar 2018 - 3.45%

#### Conventional Mortgage\*

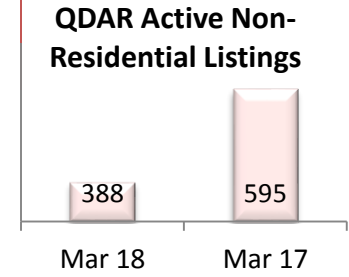
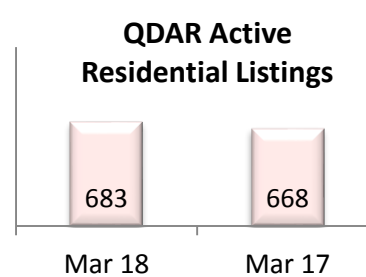
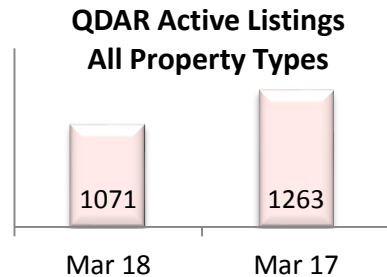
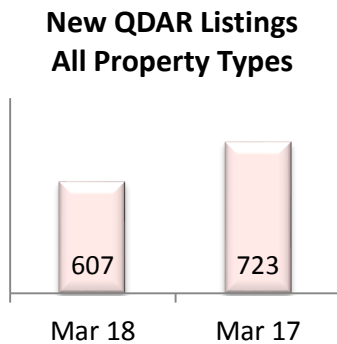
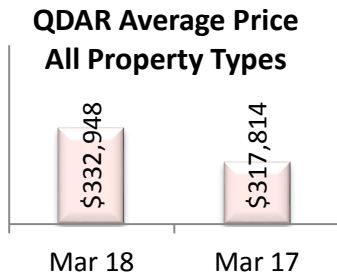
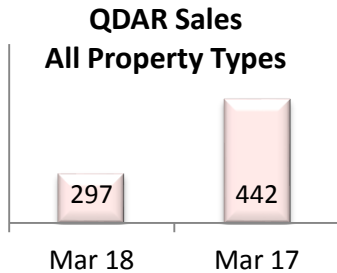
1 year - 3.34%

3 year - 4.15%

5 year - 5.14%

#### Sources and Notes:

\*Bank of Canada, Rates for most recently completed month



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## Residential Activity by Region *(Below figures reflect ONLY QDAR Members' Sales)*

District	Sales Units	Average Sales Price	Average Days on Market
<b>Belleville (City)</b>			
Belleville Ward	59	\$275,758	22
Thurlow Ward	19	\$371,368	24
<b>Brighton (Muni)</b>			
Brighton (Town)	20	\$395,650	84
Brighton (Muni)	0	\$0	0
<b>Centre Hastings (Muni)</b>			
Huntingdon Ward	2	\$328,700	97
Madoc Ward	2	\$301,450	15
<b>Cramahe (Twp)</b>			
Colborne	0	\$0	0
North of Hwy 401 (Cramahe)	0	\$0	0
South of Hwy 401 (Cramahe)	0	\$0	0
<b>Deseronto (Town)</b>			
Deseronto (town)	0	\$0	0
<b>Madoc (Twp)</b>			
None	1	\$575,000	27
<b>Marmora &amp; Lake (Twp)</b>			
Marmora Ward	2	\$230,250	11

District	Sales Units	Average Sales Price	Average Days on Market
<b>Prince Edward County (Muni)</b>			
Ameliasburg Ward	6	\$478,583	75
Athol Ward	0	\$0	0
Bloomfield Ward	2	\$270,000	8
Hallowell Ward	5	\$437,102	54
Hillier Ward	3	\$363,333	11
North Marysburg Ward	3	\$511,000	33
Picton Ward	5	\$396,000	37
Sophiasburg Ward	0	\$0	0
South Marysburg Ward	0	\$0	0
Wellington Ward	2	\$602,000	71
<b>Quinte West (City)</b>			
Frankford Ward	9	\$387,144	28
Sidney Ward	17	\$422,153	21
Trenton Ward	37	\$278,604	12
Murray Ward	31	\$384,772	24
<b>Stirling-Rawdon (Twp)</b>			
None	3	\$296,567	210
Rawdon Ward	1	\$375,900	69
Stirling Ward	2	\$246,000	51
<b>Tweed (Muni)</b>			
Elzevir (Twp)	0	\$0	0
Hungerford (Twp)	2	\$316,450	38
Tweed (Village)	3	\$203,967	20
<b>Tyendinaga</b>			
None	4	\$226,250	141
Tyendinaga	3	\$378,570	12

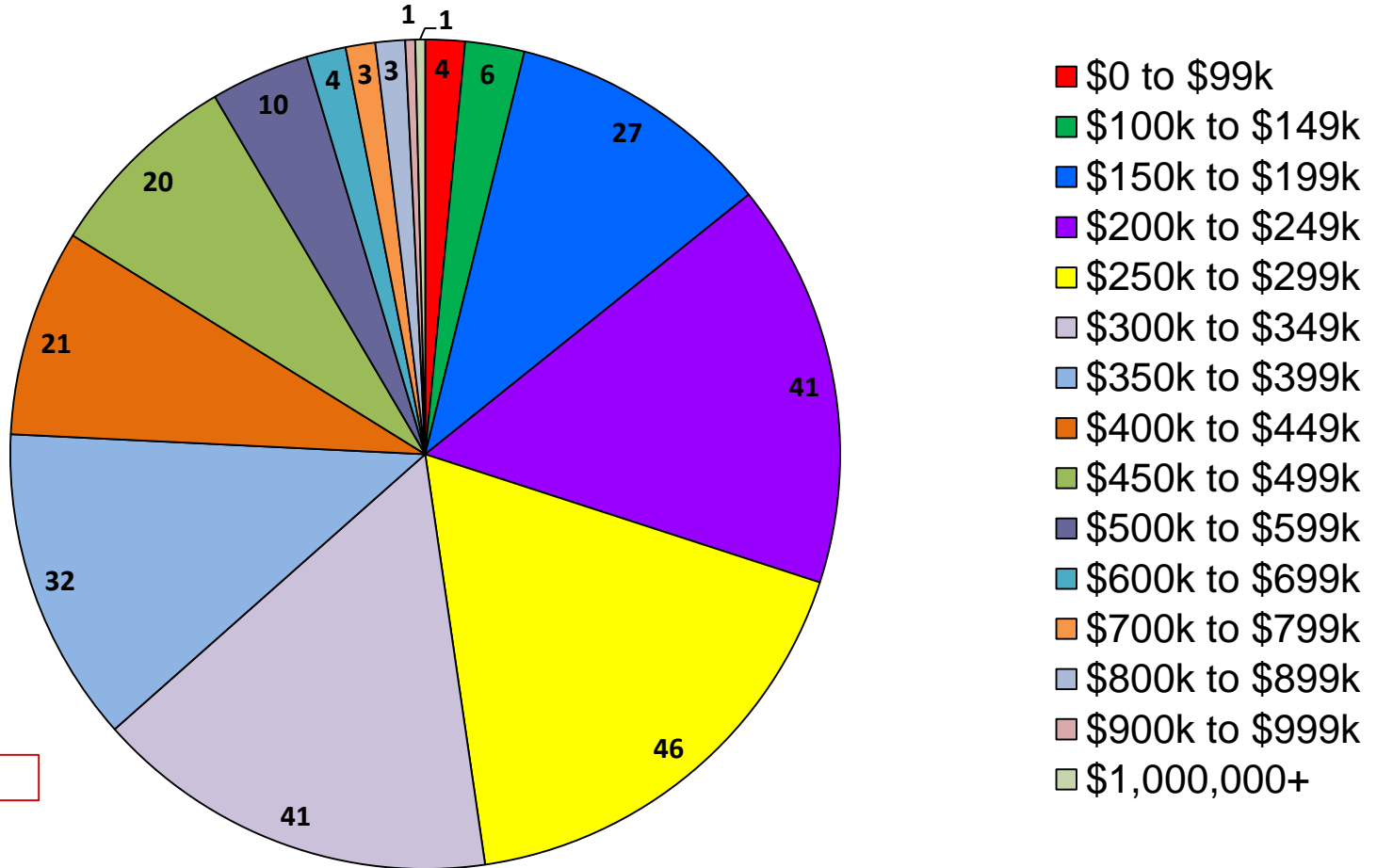
## All Property Types Activity by Region

*(Below figures reflect ONLY QDAR Members' Sales)*

District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)			
Belleville Ward	66	\$263,927	23
Thurlow Ward	19	\$371,368	24
Brighton (Muni)			
Brighton (Town)	20	\$395,650	84
Brighton (Muni)	0	\$0	0
Centre Hastings (Muni)			
Huntingdon Ward	2	\$328,700	97
Madoc Ward	4	\$228,725	15
Cramahe (Twp)			
Colborne	0	\$0	0
North of Hwy 401 (Cramahe)	0	\$0	0
South of Hwy 401 (Cramahe)	1	\$120,000	223
Deseronto (Town)			
Deseronto (town)	1	\$622,000	42
Madoc (Twp)			
None	2	\$322,500	90
Marmora & Lake (Twp)			
Marmora Ward	3	\$159,167	11

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Ameliasburg Ward	10	\$377,650	117
Athol Ward	1	\$65,500	123
Bloomfield Ward	2	\$270,000	8
Hallowell Ward	6	\$384,752	61
Hillier Ward	3	\$363,333	11
North Marysburg Ward	5	\$954,600	107
Picton Ward	6	\$355,000	54
Sophiasburg Ward	3	\$338,000	33
South Marysburg Ward	1	\$115,000	180
Wellington Ward	2	\$602,000	71
Quinte West (City)			
Frankford Ward	9	\$387,144	28
Sidney Ward	18	\$420,922	21
Trenton Ward	41	\$287,691	17
Murray Ward	32	\$393,060	24
Stirling-Rawdon (Twp)			
None	3	\$296,567	210
Rawdon Ward	1	\$375,900	69
Stirling Ward	3	\$261,167	47
Tweed (Muni)			
Elzevir (Twp)	0	\$0	0
Hungerford (Twp)	3	\$215,267	44
Tweed (Village)	3	\$203,967	20
Tyendinaga			
None	9	\$150,333	190
Tyendinaga	4	\$299,928	36

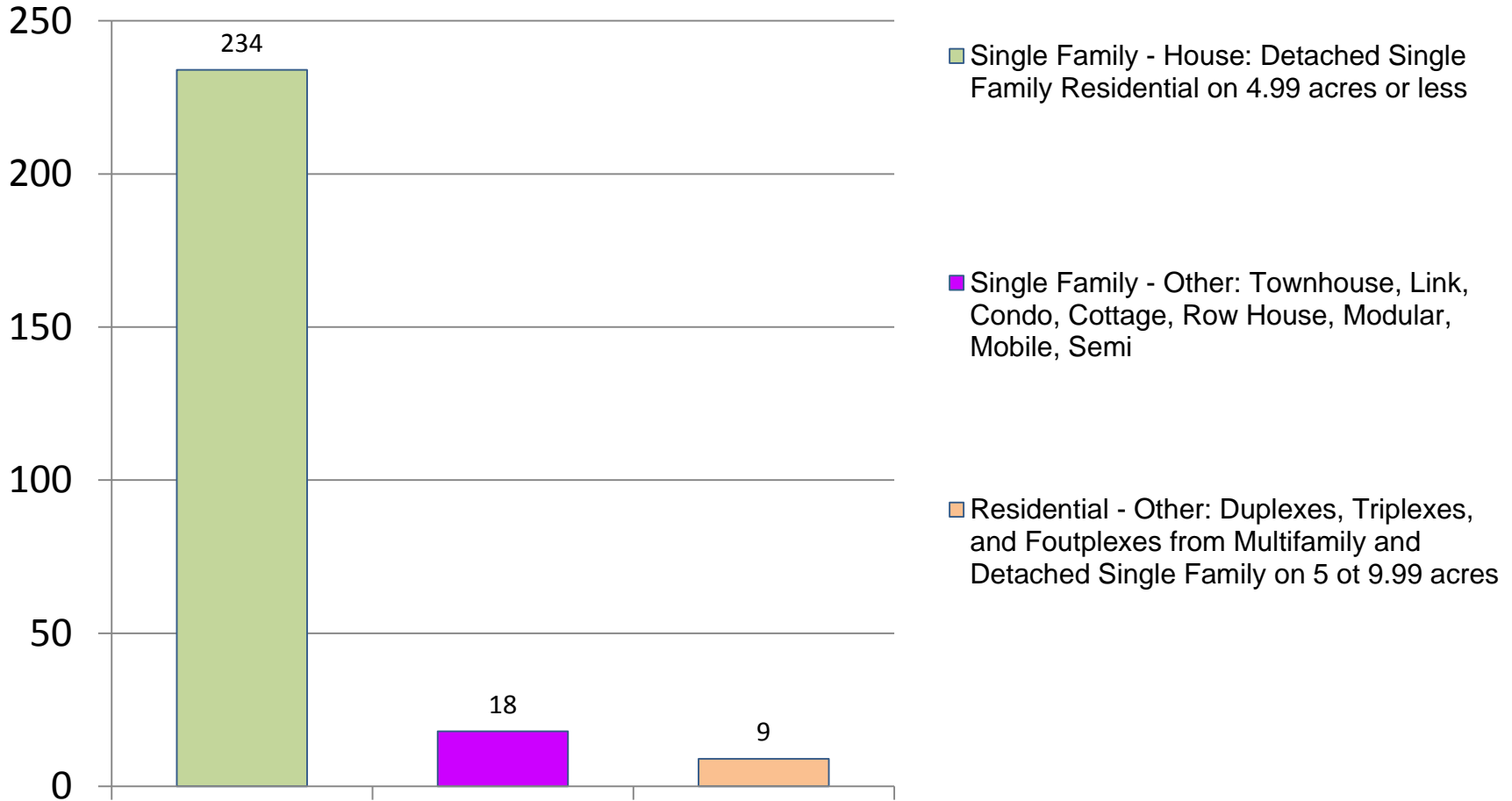
## Sales - Residential



Numbers indicate units

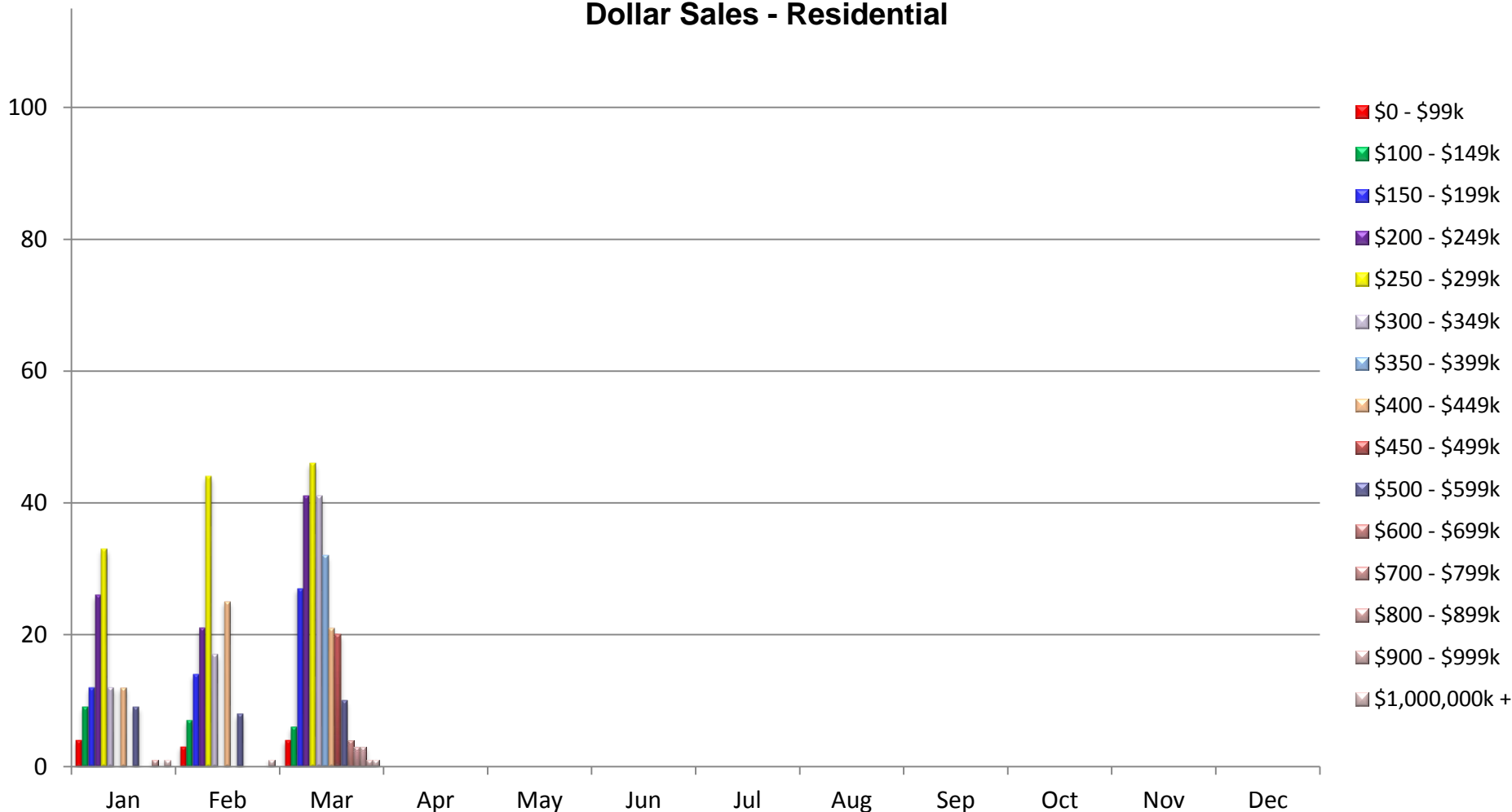
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## Sales - Residential



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## Dollar Sales - Residential



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## Statistical Information\*

	2018	2017	% Change
Dollar Sales - All Property Types - to March 31, 2018	\$196,316,251	\$282,857,779	-30.6%
Dollar Sales - All Property Types - for March, 2018	\$98,885,701	\$140,473,858	-29.6%
Dollar Sales - Residential - to March 31, 2018	\$170,011,051	\$245,836,732	-30.8%
Dollar Sales - Residential - for March, 2018	\$88,167,801	\$119,937,908	-26.5%
Listings - All Property Types - to March 31, 2018	1,371	1,566	-12.5%
Listings - All Property Types - for March, 2018	607	723	-16.0%
Listings - Residential - to March 31, 2018	1,069	1,172	-8.8%
Listings - Residential - for March, 2018	515	573	-10.1%
Sales - All Property Types - to March 31, 2018	606	949	-36.1%
Sales - All Property Types - for March, 2018	297	442	-32.8%
Sales - Residential - to March 31, 2018	520	839	-38.0%
Sales - Residential - for March, 2018	261	389	-32.9%
Average Res. Sold to March 31, 2018	326,944	293,012	11.6%
Average Res. Sold for March, 2018	337,808	308,324	9.6%
Average Sold to March 31, 2018	323,954	298,059	8.7%
Average Sold for March, 2018	332,948	317,814	4.8%
Total Active Residential	683	668	2.2%
Total Active Non-Residential	388	595	-34.8%
Total Active Listings	1,071	1,263	-15.2%

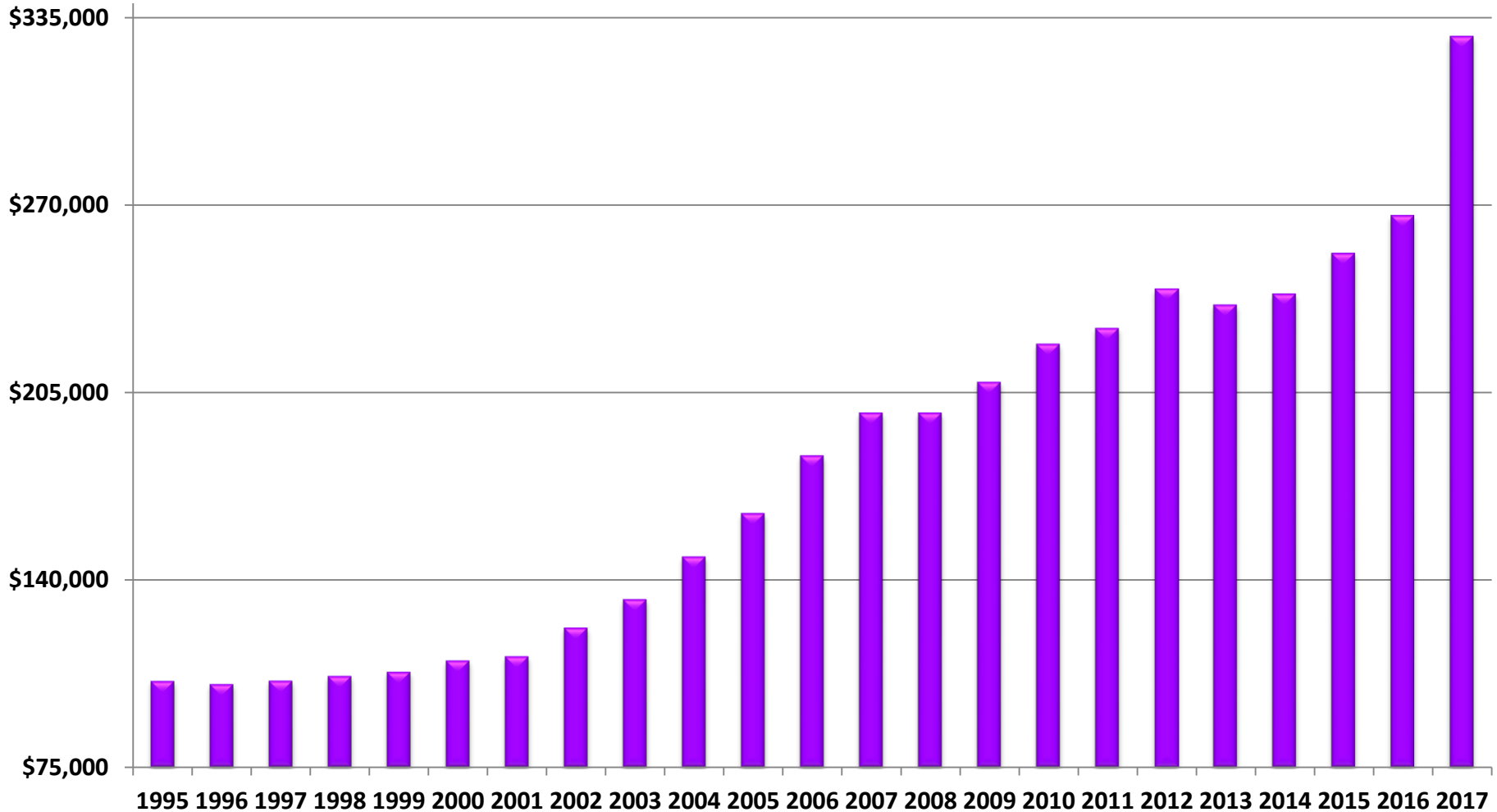
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\*Statistical information including the dollar sales volume, # of sales, # of listings, days on the market and average sale prices are based on firm transactions entered into the QDAR MLS® system between the first and last day of the month or the period reported.

MLS® is a co-operative marketing system used only by Canada's real estate Boards to ensure maximum exposure of properties listed for sale.

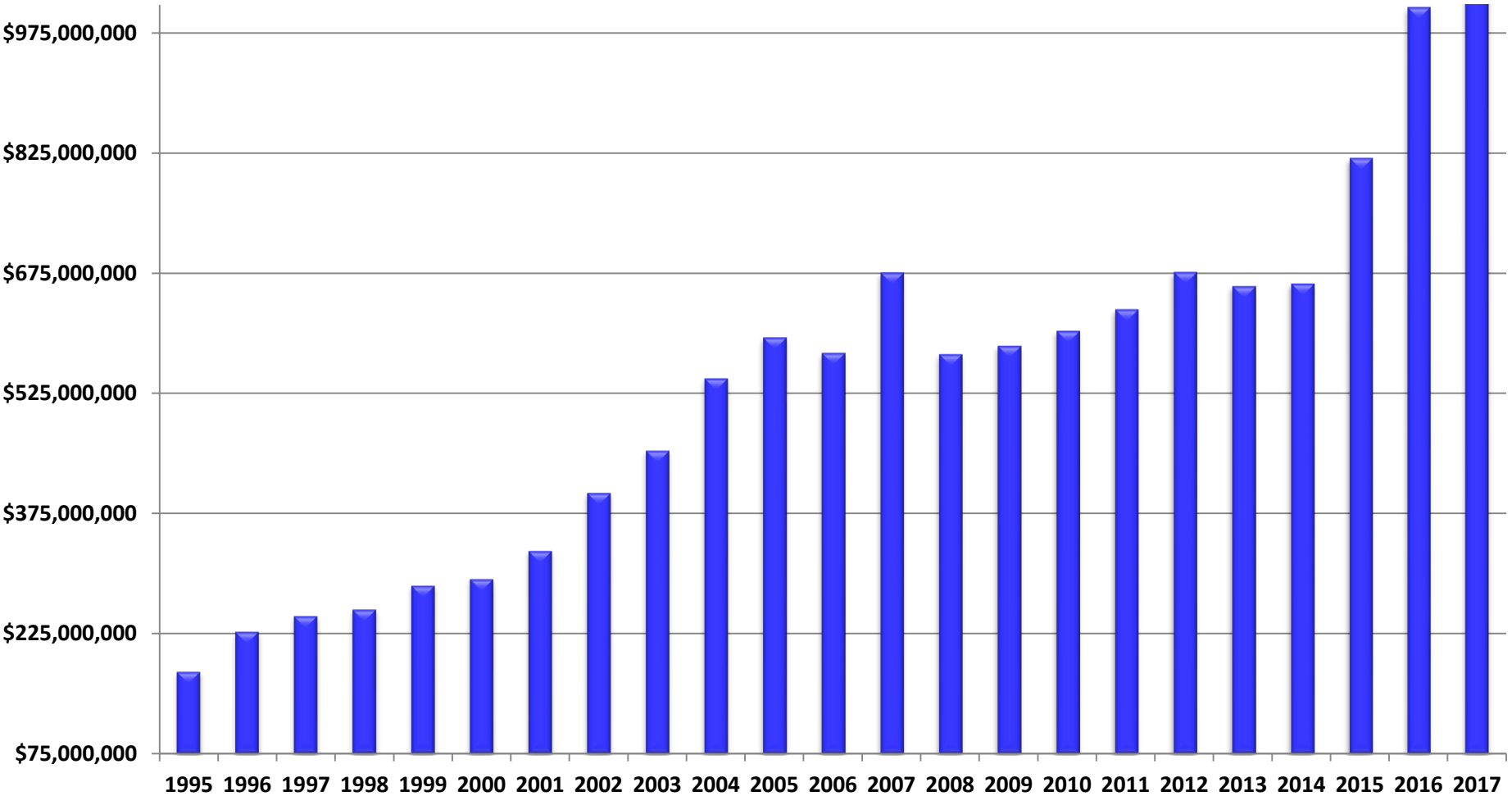
The Quinte & District Association of REALTORS® Inc. is an Association of approximately 415 Ontario licensed REALTORS®. QDAR MLS® includes the Greater Quinte Region of Belleville, Quinte West, Prince Edward, Madoc, Marmora, Stirling, Tweed, Brighton, Trent Hills, Colborne, and Deseronto along with surrounding communities.

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

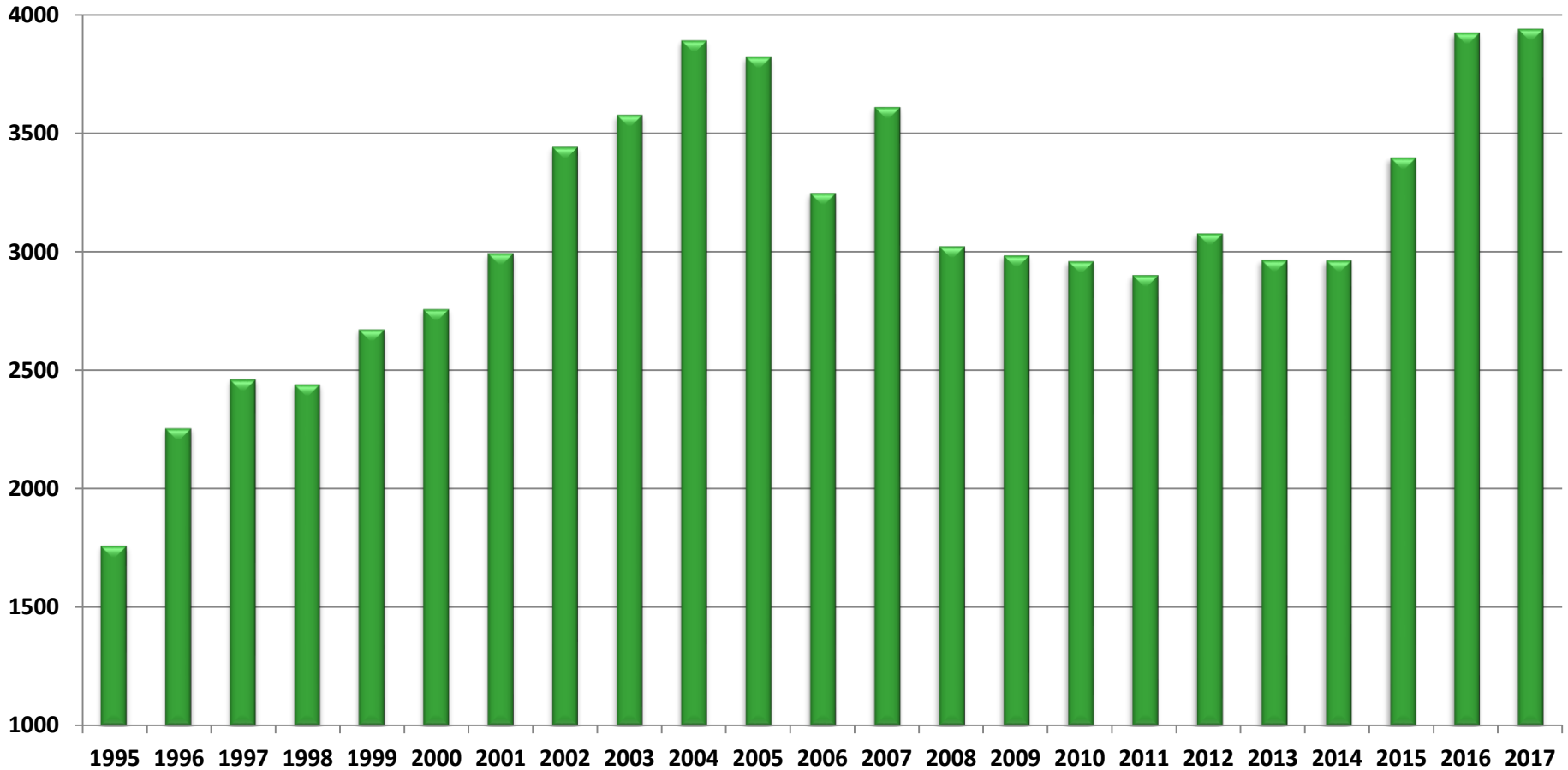




**Dollar Sales - All Property Types**  
(includes outside QDAR jurisdiction)



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





Lake Ontario

