

President Natasha Huizinga’s Comments:

There remains only one quarter in the 2018 year and the Year-to-Date numbers reflect the year, up to this point, has been a challenging one. The month of September does reflect some positive numbers, such as the monthly Dollar Sales for All Property Types coming in at \$84,159,487 which reflects a 3.6% increase over 2017, which was \$81,263,750.

To continue the trend of the past few months, the monthly Dollar Sales for Residential Listings comes in with a healthy increase of 13.9% with \$77,227,787 for 2018 compared to \$67,784,586 for 2017.

Unit Sales for both Residential and All Property Types reflect challenging numbers, with Residential Sales in Units sold in September down 13.5% compared to last year, with 2018 showing 217 units sold compared to 251 units in 2017. The Units Sold for All Property Types also shows a decrease in numbers, dropping to 245 units in 2018, down from 297 units in 2017. The Average Sale Price for Residential listings increased a substantial 31.8% over last year, coming in at \$355,888 for 2018 and \$270,058 for 2017. The Year to Date Residential Average Sale Price continues to be strong, showing an increase of 11.1% over last year, with 2018 coming in at \$332,495 compared to \$299,308 for 2017.

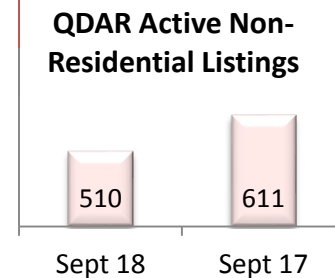
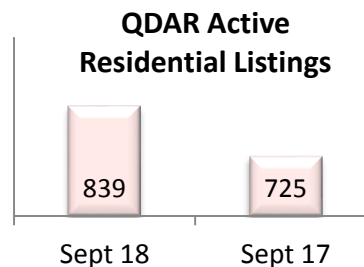
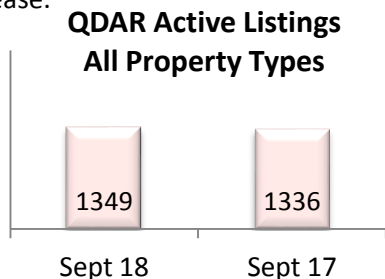
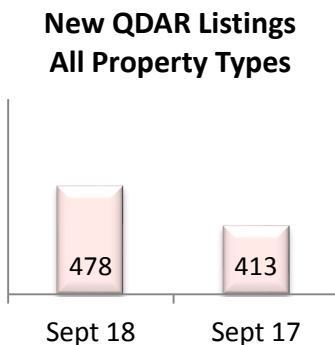
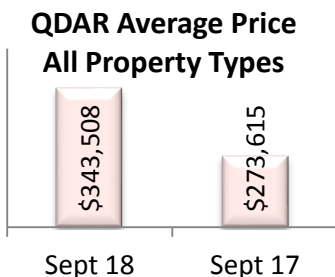
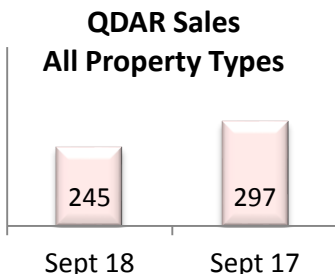
The total Active Residential Listings continues to follow the positive trend that started in March 2018, with 839 Active Residential listings compared to 725 listings in 2017, reflecting a 15.7% increase.

Economic/Mortgage Indicators

Prime Rate*	
Sept 2018	- 3.70%
Conventional Mortgage*	
1 year	- 3.49%
3 year	- 4.30%
5 year	- 5.34%

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 Listed Sales)

District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)			
Belleville Ward	45	\$304,626	30
Thurlow Ward	15	\$321,380	33
Brighton (Muni)			
Brighton (Town)	12	\$418,500	44
Brighton (Twp)	4	\$388,950	23
Centre Hastings (Muni)			
Huntingdon Ward	5	\$377,380	50
Madoc Ward	3	\$216,500	38
Cramahe (Twp)			
Colborne	1	\$430,000	13
North of Hwy 401 (Cramahe)	2	\$438,000	38
South of Hyw 401 (Cramahe)	1	\$238,400	116
Deseronto (Town)			
Deseronto (town)	2	\$189,750	20
Madoc (Twp)			
None	0	\$0	0
Marmora & Lake (Twp)			
Lake Ward	1	\$325,000	10
Marmora Ward	3	\$215,000	83
Prince Edward County (Muni)			
Ameliasburg Ward	6	\$546,567	56
Athol Ward	5	\$529,000	179
Bloomfield Ward	1	\$261,000	10
Hallowell Ward	8	\$575,552	72
Hillier Ward	5	\$633,780	50
North Marysburg Ward	2	\$492,500	96

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)cont			
Picton Ward	11	\$421,365	63
Sophiasburg Ward	5	\$535,380	67
South Marysburg Ward	1	\$610,000	20
Wellington Ward	3	\$297,333	31
Quinte West (City)			
Frankford Ward	2	\$333,500	23
Sidney Ward	12	\$356,733	22
Trenton Ward	22	\$255,089	25
Murray Ward	9	\$338,780	54
Stirling-Rawdon (Twp)			
Rawdon Ward	0	\$0	0
Stirling Ward	2	\$272,500	10
Trent Hills			
Campbellford	1	\$535,000	21
East of Hwy 25	1	\$640,000	6
Percy	1	\$279,900	12
Seymour	1	\$330,000	29
Tweed (Muni)			
Elzevir (Twp)	0	\$0	0
Hungerford (Twp)	7	\$368,129	54
Tweed (Village)	2	\$222,500	34
Tyendinaga			
Tyendinaga	6	\$215,000	53

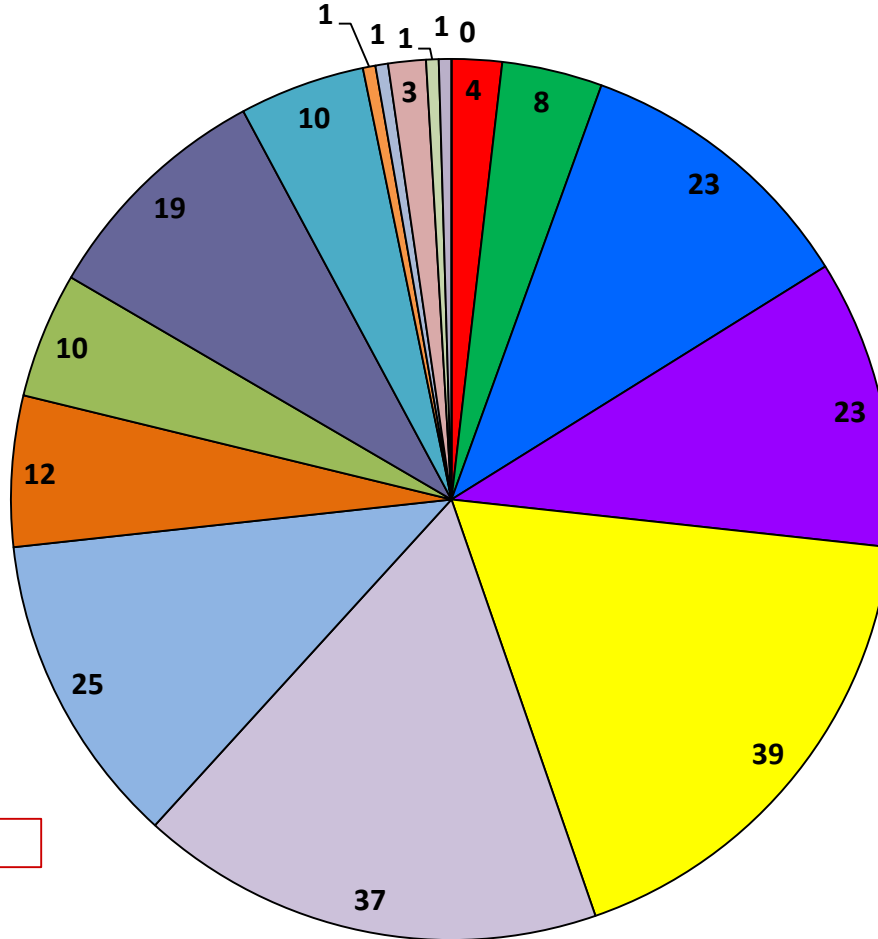
All Property Types Activity by Region

(Below figures reflect ONLY QDAR Listed Sales)

District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)			
Belleville Ward	50	\$309,964	31
Thurlow Ward	16	\$308,481	36
Brighton (Muni)			
Brighton (Town)	12	\$418,500	44
Brighton (Twp)	5	\$319,140	37
Centre Hastings (Muni)			
Huntingdon Ward	7	\$372,400	48
Madoc Ward	3	\$216,500	38
Cramahe (Twp)			
Colborne	1	\$430,000	13
North of Hwy 401 (Cramahe)	3	\$485,333	32
South of Hwy 401 (Cramahe)	1	\$238,400	116
Deseronto (Town)			
Deseronto (town)	2	\$189,750	20
Madoc (Twp)			
None	2	\$335,500	10
Marmora & Lake (Twp)			
Lake Ward	1	\$325,000	10
Marmora Ward	3	\$215,000	83
Prince Edward County (Muni)			
Ameliasburg Ward	8	\$444,175	55
Athol Ward	5	\$529,000	179
Bloomfield Ward	1	\$261,000	10
Hallowell Ward	9	\$667,157	80
Hillier Ward	6	\$536,483	49
North Marysburg Ward	4	\$311,625	75

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Picton Ward	11	\$421,365	63
Sophiasburg Ward	6	\$575,317	71
South Marysburg Ward	1	\$610,000	20
Wellington Ward	3	\$297,333	31
Quinte West (City)			
Frankford Ward	2	\$333,500	23
Sidney Ward	13	\$343,138	24
Trenton Ward	23	\$252,911	24
Murray Ward	9	\$338,780	54
Stirling-Rawdon (Twp)			
None	0	\$0	0
Rawdon Ward	1	\$260,000	105
Stirling Ward	2	\$272,500	10
Trent Hills			
Campbellford	1	\$535,000	21
East of Hwy 25	1	\$640,000	6
Percy	1	\$279,900	12
Seymour	1	\$330,000	29
Tweed (Muni)			
Elzevir (Twp)	0	\$0	0
Hungerford (Twp)	8	\$325,113	56
Tweed (Village)	2	\$222,500	34
Tyendinaga			
None	0	\$0	0
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Sales - Residential

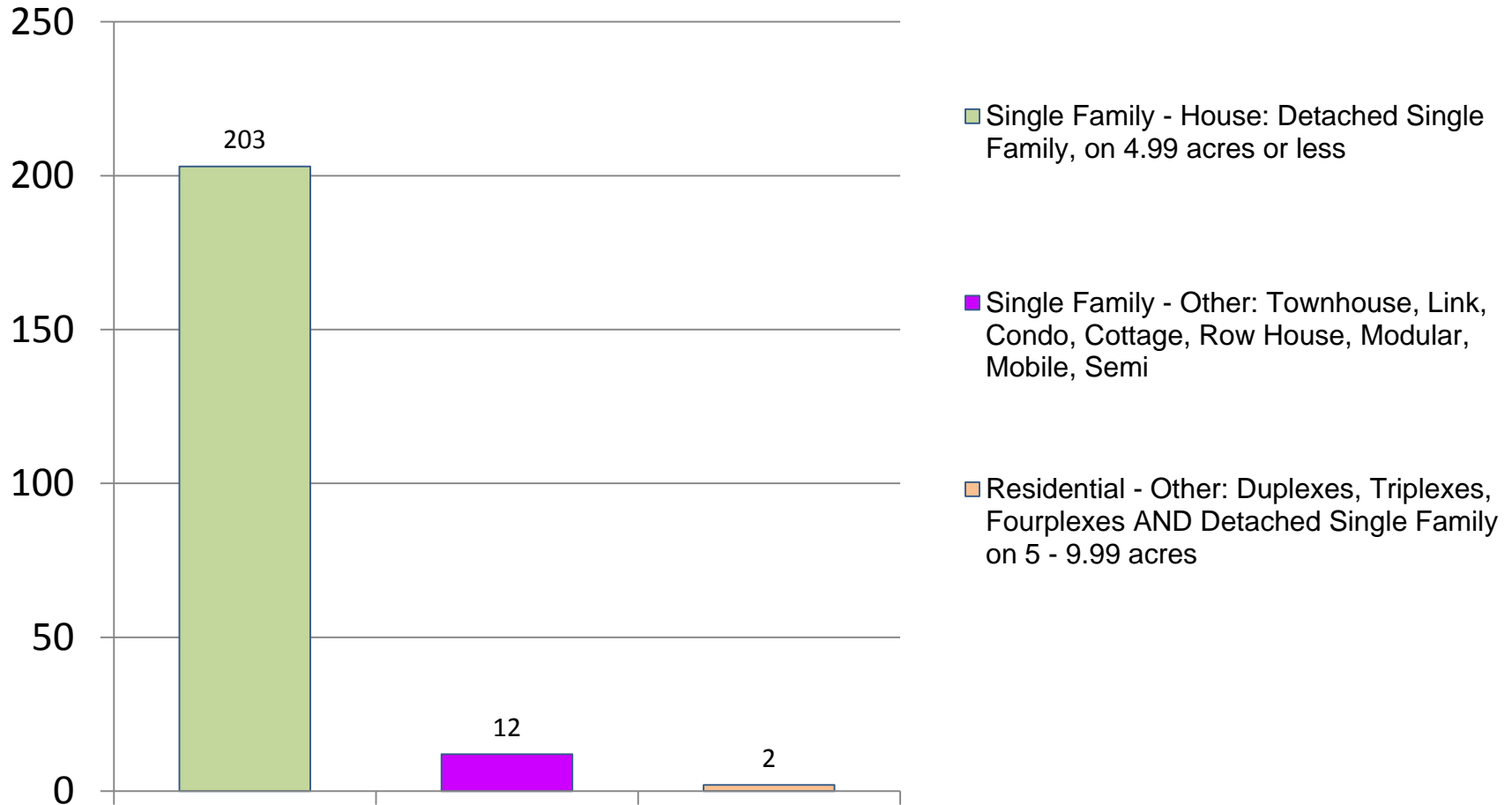


- \$0 to \$99k
- \$100k to \$149k
- \$150k to \$199k
- \$200k to \$249k
- \$250k to \$299k
- \$300k to \$349k
- \$350k to \$399k
- \$400k to \$449k
- \$450k to \$499k
- \$500k to \$599k
- \$600k to \$699k
- \$700k to \$799k
- \$800k to \$899k
- \$900k to \$999k
- \$1m to \$1.199m
- \$1.200m to \$1.399m
- \$1.600m to \$1.799m

Numbers indicate units

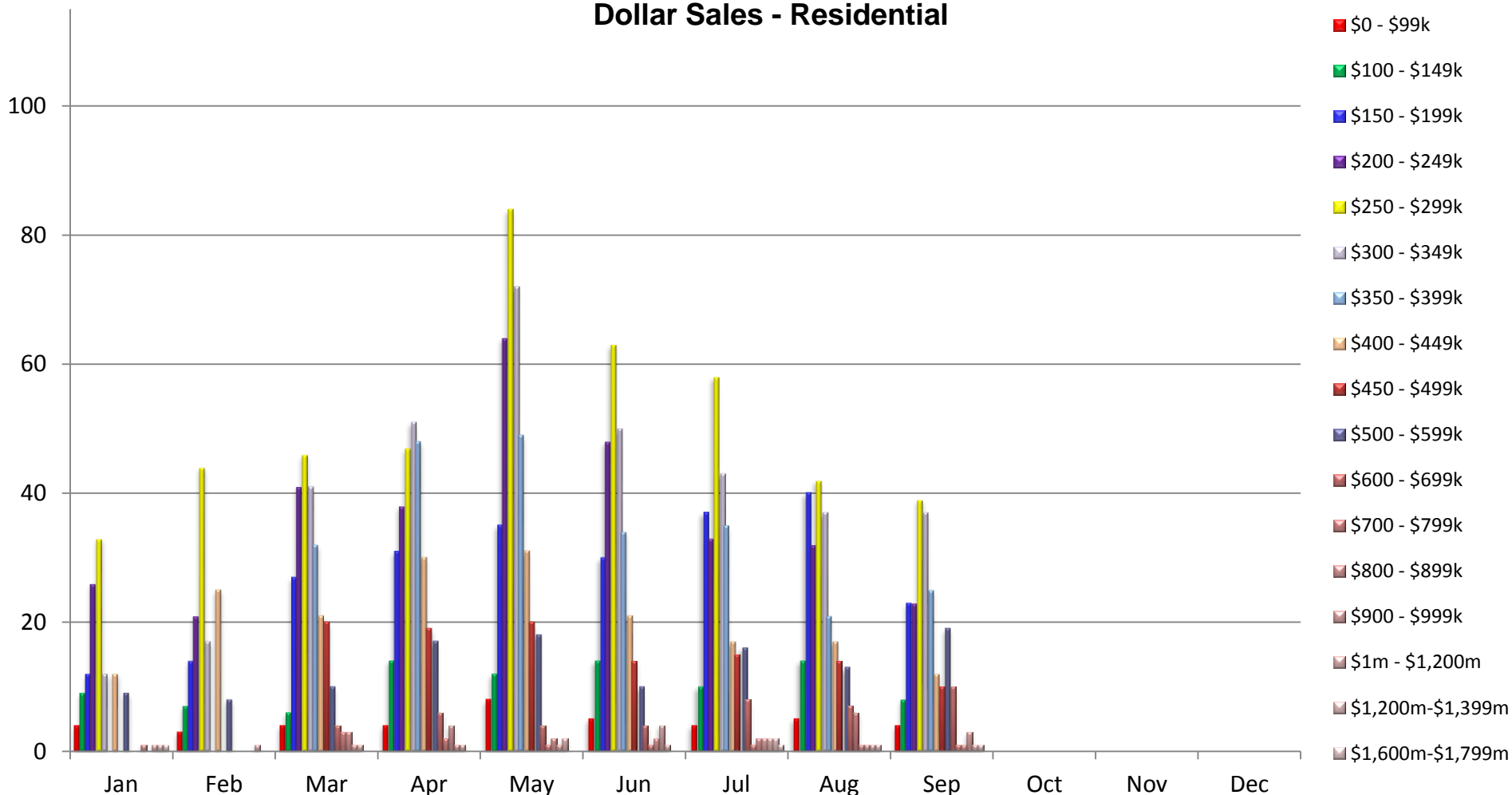
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Sales - Residential



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Dollar Sales - Residential



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Statistical Information*

	2018	2017	% Change
Dollar Sales - All Property Types - to Sept 30, 2018	\$833,633,699	\$984,350,747	-15.3%
Dollar Sales - All Property Types - for Sept, 2018	\$84,159,487	\$81,263,750	3.6%
Dollar Sales - Residential - to September 30, 2018	\$762,744,586	\$867,994,384	-12.1%
Dollar Sales - Residential - for September, 2018	\$77,227,787	\$67,784,586	13.9%
Listings - All Property Types - to Sept 30, 2018	4,838	5,042	-4.0%
Listings - All Property Types - for September, 2018	478	413	15.7%
Listings - Residential - to September 30, 2018	3,872	3,933	-1.6%
Listings - Residential - for September, 2018	377	311	21.2%
Sales - All Property Types - to September 30, 2018	2,551	3,302	-22.7%
Sales - All Property Types - for September, 2018	245	297	-17.5%
Sales - Residential - to September 30, 2018	2,294	2,900	-20.9%
Sales - Residential - for September, 2018	217	251	-13.5%
Average Res. Sold to September 30, 2018	332,495	299,308	11.1%
Average Res. Sold for September, 2018	355,888	270,058	31.8%
Average Sold to September 30, 2018	326,787	298,107	9.6%
Average Sold for September, 2018	343,508	273,615	25.5%
Total Active Residential	839	725	15.7%
Total Active Non-Residential	510	611	-16.5%
Total Active Listings	1,349	1,336	1.0%

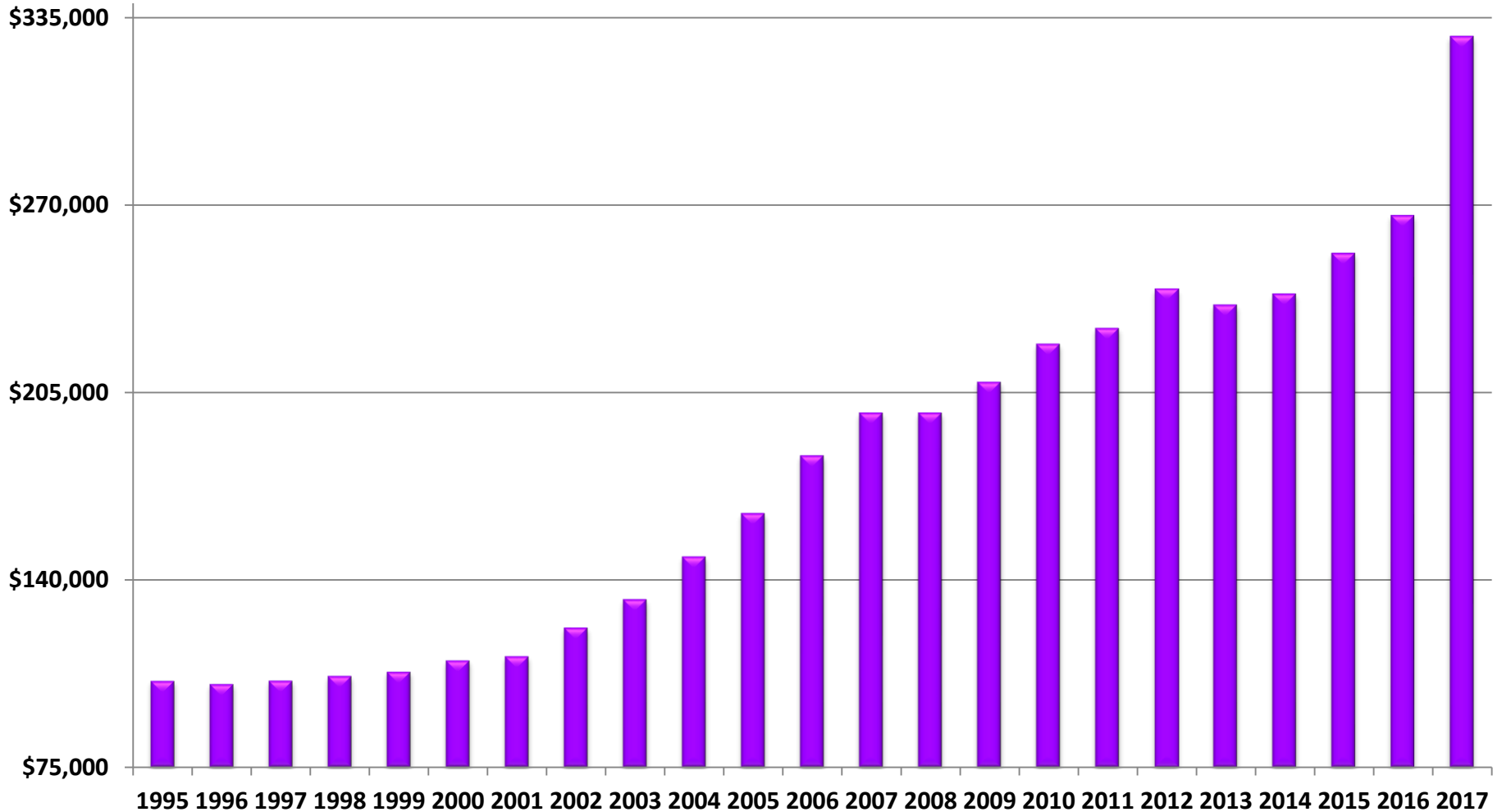
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*Statistical information including the dollar sales volume, # of sales, # of listings, days on the market and average sale prices are based on firm transactions entered into the QDAR MLS® system between the first and last day of the month or the period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

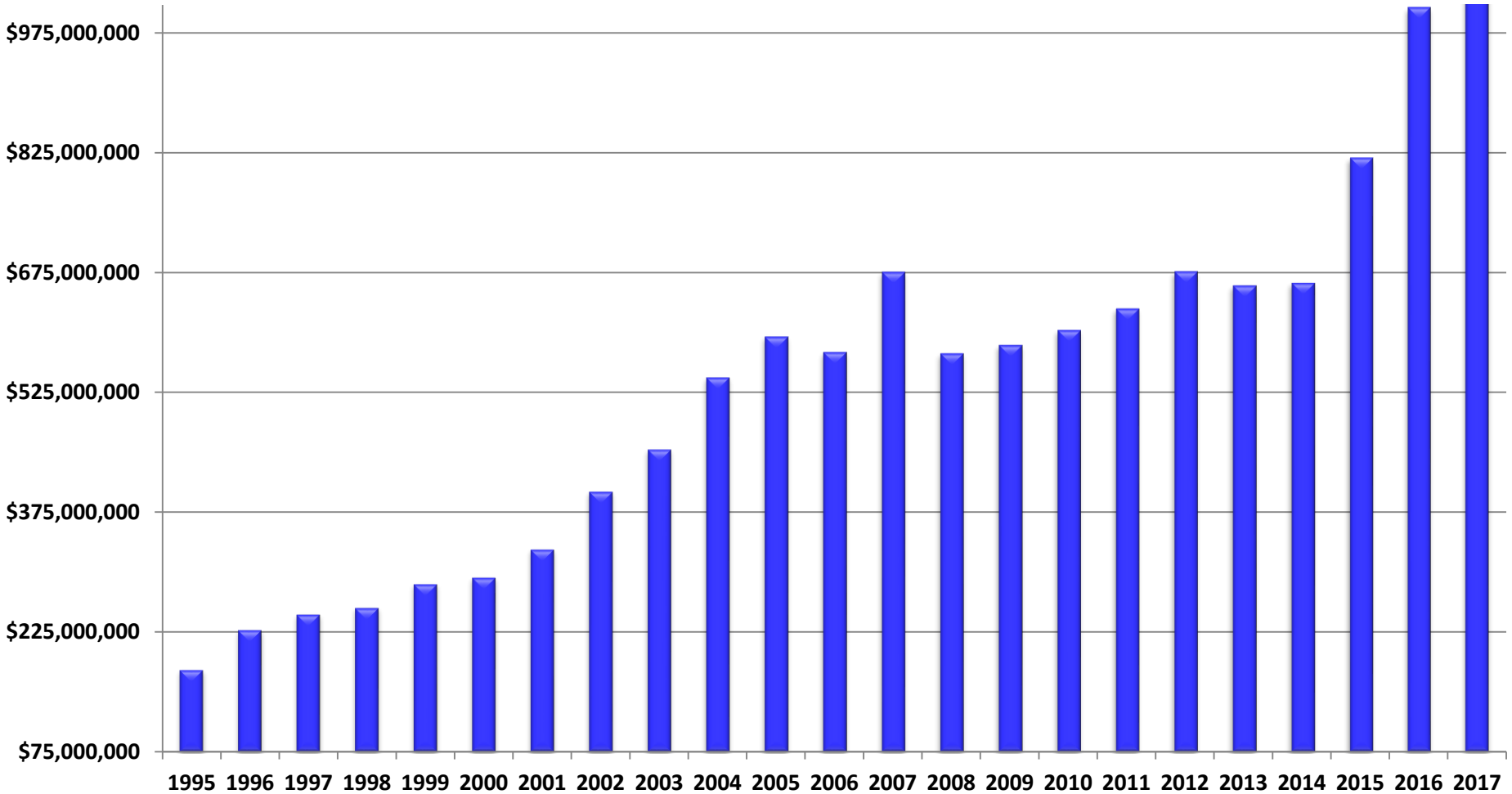
MLS® is a co-operative marketing system used only by Canada's real estate Boards to ensure maximum exposure of properties listed for sale.

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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)

