

2018 President Natasha Huizinga's Comments:

December monthly numbers are now in and reflect a very challenging month, ending a challenging year for local real estate.

December monthly Dollar Sales for All Property Types comes in at \$31,927,300, a significant 27.0% decrease from 2017, which was \$43,722,990. The Year to Date numbers also reflect a decrease of 13.3% compared to 2017.

The December monthly Dollar Sales for Residential Listings comes in with an equally significant decrease of 21.2% with \$28,020,650 for 2018 compared to \$35,580,590 for 2017. The Year to Date numbers also reflect a decrease of 9.4% compared to 2017.

December Unit Sales for both Residential listings sold (down 24.6%) and All Property Type listings sold (down 28.8%) also showed decreases when compared to 2017. The Residential Year to Date Unit Sales (down 19.1%) as well as the All Property Type Unit Sales (down 21.4%) also showed decreases.

Both the December and Year to Date Residential Average Sale Price numbers continued the positive trend of the past few years, showing an increase of 4.4% over December 2017, and a 12.0% increase compared to Year to Date for 2017.

The Total Active Residential Listings ended the year on a strong note, following the positive trend that started in March 2018, with 595 Active Residential listings compared to 419 listings in 2017. This reflects a significant 42.0% increase over 2017, indicating a market offering more Residential listings available for purchase.

## Economic/Mortgage Indicators

### Prime Rate\*

Dec 2018 - 3.95%

### Conventional Mortgage\*

1 year - 3.64%

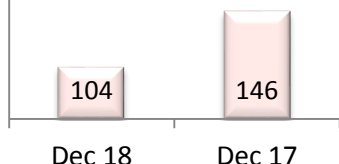
3 year - 4.29%

5 year - 5.34%

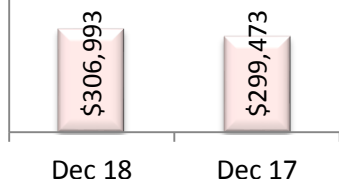
### Sources and Notes:

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

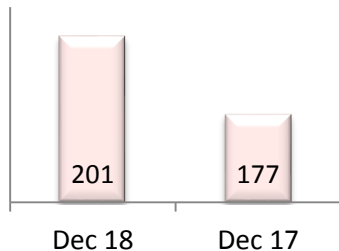
### QDAR Sales All Property Types



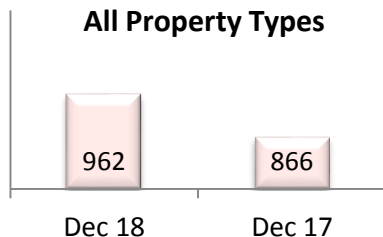
### QDAR Average Price All Property Types



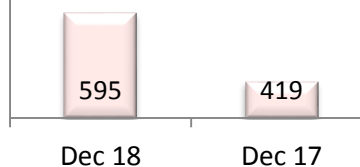
### New QDAR Listings All Property Types



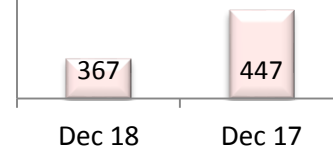
### QDAR Active Listings All Property Types



### QDAR Active Residential Listings



### QDAR Active Non-Residential Listings



\*\*\*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.

## 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	24	\$284,571	39
Thurlow Ward	8	\$294,988	43
Brighton (Muni)			
Brighton (Town)	5	\$376,900	56
Brighton (Twp)	2	\$382,000	33
Centre Hastings (Muni)			
Huntingdon Ward	1	\$425,000	62
Madoc Ward	0	\$0	0
Cramahe (Twp)			
Colborne	0	\$0	0
North of Hwy 401 (Cramahe)	0	\$0	0
South of Hwy 401 (Cramahe)	0	\$0	0
Deseronto (Town)			
Deseronto (town)	0	\$0	0
Madoc (Twp)			
None	0	\$0	0
Marmora & Lake (Twp)			
Lake Ward	0	\$0	0
Marmora Ward	0	\$0	0
Prince Edward County (Muni)			
Ameliasburg Ward	2	\$370,000	49
Athol Ward	0	\$0	0
Bloomfield Ward	0	\$0	0
Hallowell Ward	1	\$400,000	77
Hillier Ward	0	\$0	0
North Marysburg Ward	0	\$0	0

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)cont			
Picton Ward	5	\$347,000	81
Sophiasburg Ward	0	\$0	0
South Marysburg Ward	1	\$415,000	129
Wellington Ward	1	\$254,000	56
Quinte West (City)			
Frankford Ward	3	\$234,667	64
Sidney Ward	9	\$307,634	29
Trenton Ward	6	\$303,667	34
Murray Ward	5	\$338,113	73
Stirling-Rawdon (Twp)			
Rawdon Ward	1	\$258,000	16
Stirling Ward	1	\$251,500	15
Trent Hills			
Campbellford	0	\$0	0
East of Hwy 25	0	\$0	0
Percy	1	\$215,000	21
Seymour	0	\$0	0
Tweed (Muni)			
Elzevir (Twp)	1	\$684,900	138
Hungerford (Twp)	0	\$0	0
Tweed (Village)	0	\$0	0
Tyendinaga			
Tyendinaga	3	\$309,333	19

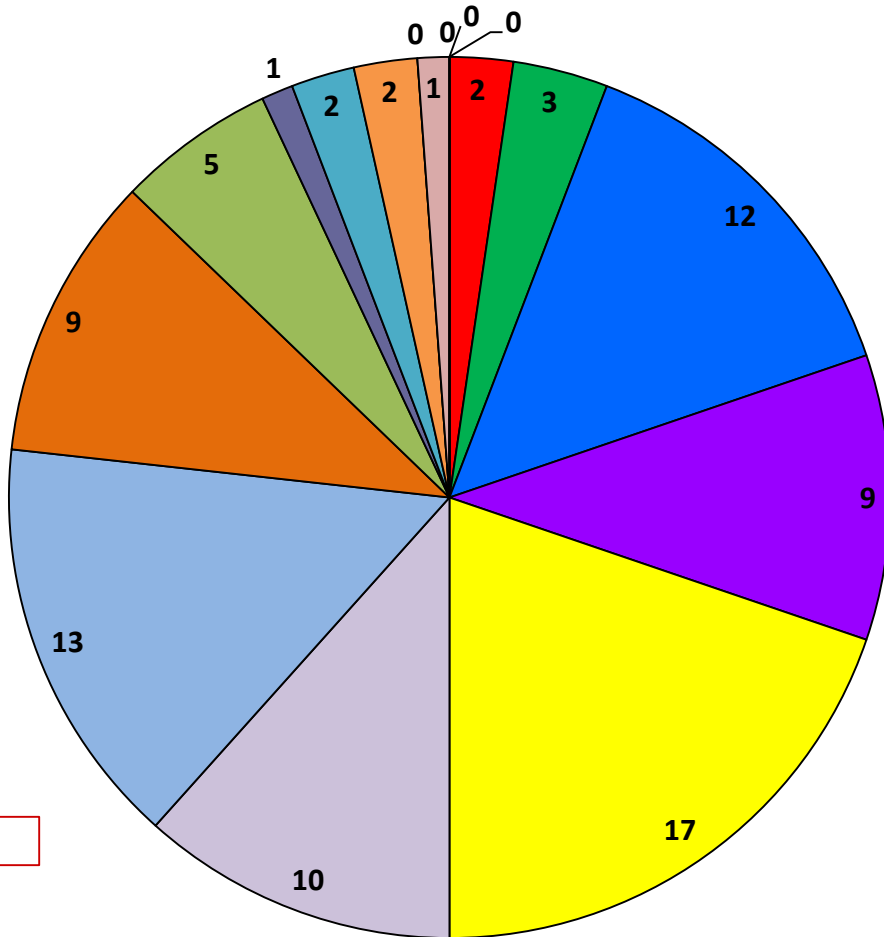
## All Property Types Activity by Region

*(Below figures reflect ONLY QDAR Listed Sales)*

District	Sales Units	Average Sales Price	Average Days on Market
Belleville (City)			
Belleville Ward	27	\$265,433	45
Thurlow Ward	8	\$294,988	43
Brighton (Muni)			
Brighton (Town)	5	\$376,900	56
Brighton (Twp)	2	\$382,000	33
Centre Hastings (Muni)			
Huntingdon Ward	3	\$441,300	85
Madoc Ward	1	\$350,000	51
Cramahe (Twp)			
Colborne	0	\$0	0
North of Hwy 401 (Cramahe)	0	\$0	0
South of Hwy 401 (Cramahe)	0	\$0	0
Deseronto (Town)			
Deseronto (town)	0	\$0	0
Madoc (Twp)			
None	0	\$0	0
Marmora & Lake (Twp)			
Lake Ward	0	\$0	0
Marmora Ward	0	\$0	0
Prince Edward County (Muni)			
Ameliasburg Ward	5	\$248,400	57
Athol Ward	0	\$0	0
Bloomfield Ward	0	\$0	0
Hallowell Ward	1	\$400,000	77
Hillier Ward	0	\$0	0
North Marysburg Ward	4	\$96,000	50

District	Sales Units	Average Sales Price	Average Days on Market
Prince Edward County (Muni)			
Picton Ward	5	\$347,000	81
Sophiasburg Ward	1	\$100,000	58
South Marysburg Ward	1	\$415,000	129
Wellington Ward	1	\$254,000	56
Quinte West (City)			
Frankford Ward	4	\$184,250	62
Sidney Ward	10	\$315,071	30
Trenton Ward	8	\$288,875	64
Murray Ward	5	\$338,113	73
Stirling-Rawdon (Twp)			
None	0	\$0	0
Rawdon Ward	1	\$258,000	16
Stirling Ward	1	\$251,500	15
Trent Hills			
Campbellford	0	\$0	0
East of Hwy 25	0	\$0	0
Percy	2	\$387,500	27
Seymour	0	\$0	0
Tweed (Muni)			
Elzevir (Twp)	1	\$684,900	138
Hungerford (Twp)	1	\$80,000	57
Tweed (Village)	0	\$0	0
Tyendinaga			
None	0	\$0	0
Tyendinaga	5	\$291,600	69

## Sales - Residential

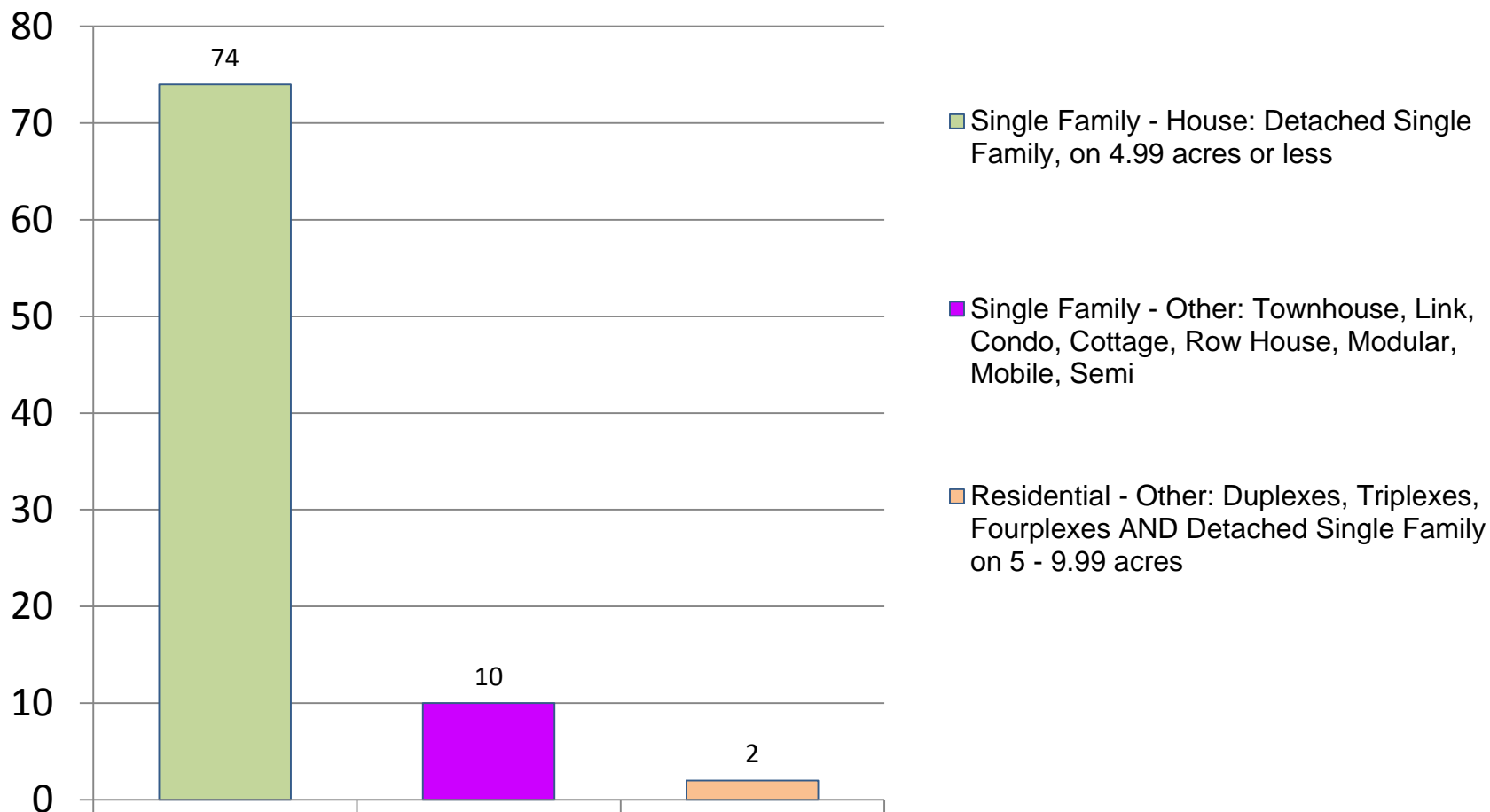


- \$0 to \$99k
- \$100k to \$149k
- \$150k to \$199k
- \$200k to \$249k
- \$250k to \$299k
- \$300k to \$349k
- \$350k to \$399k
- \$400k to \$449k
- \$450k to \$499k
- \$500k to \$599k
- \$600k to \$699k
- \$700k to \$799k
- \$800k to \$899k
- \$900k to \$999k
- \$1m to \$1.199m
- \$1.200m to \$1.399m
- \$1.400m to \$1.599m

Numbers indicate units

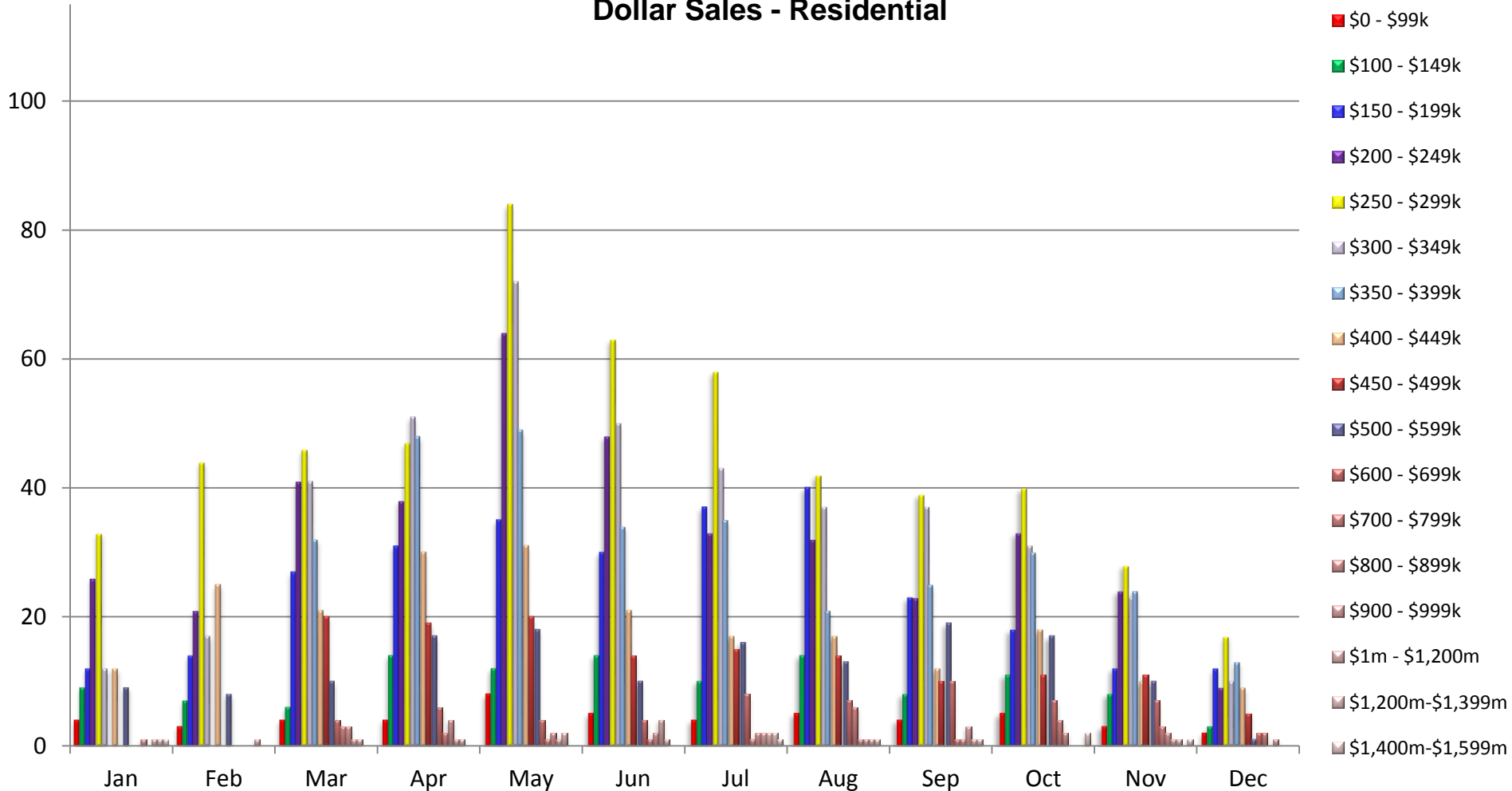
\*\*\*Data methodology for statistics has changed and historical revisions to the data have been applied. Data collection for reports prior to Mar/18 was based solely on sales & listings from QDAR Members, unless otherwise stated. Data collection for Mar/18 and onward is based on sales and listings in the QDAR jurisdiction and incorporates any historical revisions.

### Sales - Residential



\*\*\*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.

## Dollar Sales - Residential



\*\*\*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.

## Statistical Information\*

	2018	2017	% Change
Dollar Sales - All Property Types - to December 31, 2018	\$1,015,985,461	\$1,172,448,518	-13.3%
Dollar Sales - All Property Types - for December, 2018	\$31,927,300	\$43,722,990	-27.0%
Dollar Sales - Residential - to December 31, 2018	\$930,801,243	\$1,027,745,805	-9.4%
Dollar Sales - Residential - for December, 2018	\$28,020,650	\$35,580,590	-21.2%
Listings - All Property Types - to December 31, 2018	5,742	5,905	-2.8%
Listings - All Property Types - for December, 2018	201	177	13.6%
Listings - Residential - to December 31, 2018	4,591	4,573	0.4%
Listings - Residential - for December, 2018	152	122	24.6%
Sales - All Property Types - to December 31, 2018	3,099	3,942	-21.4%
Sales - All Property Types - for December, 2018	104	146	-28.8%
Sales - Residential - to December 31, 2018	2,777	3,434	-19.1%
Sales - Residential - for December, 2018	86	114	-24.6%
Average Res. Sold to December 31, 2018	335,182	299,285	12.0%
Average Res. Sold for December, 2018	325,822	312,110	4.4%
Average Sold to December 31, 2018	327,843	297,425	10.2%
Average Sold for December, 2018	306,993	299,473	2.5%
Total Active Residential	595	419	42.0%
Total Active Non-Residential	367	447	-17.9%
Total Active Listings	962	866	11.1%

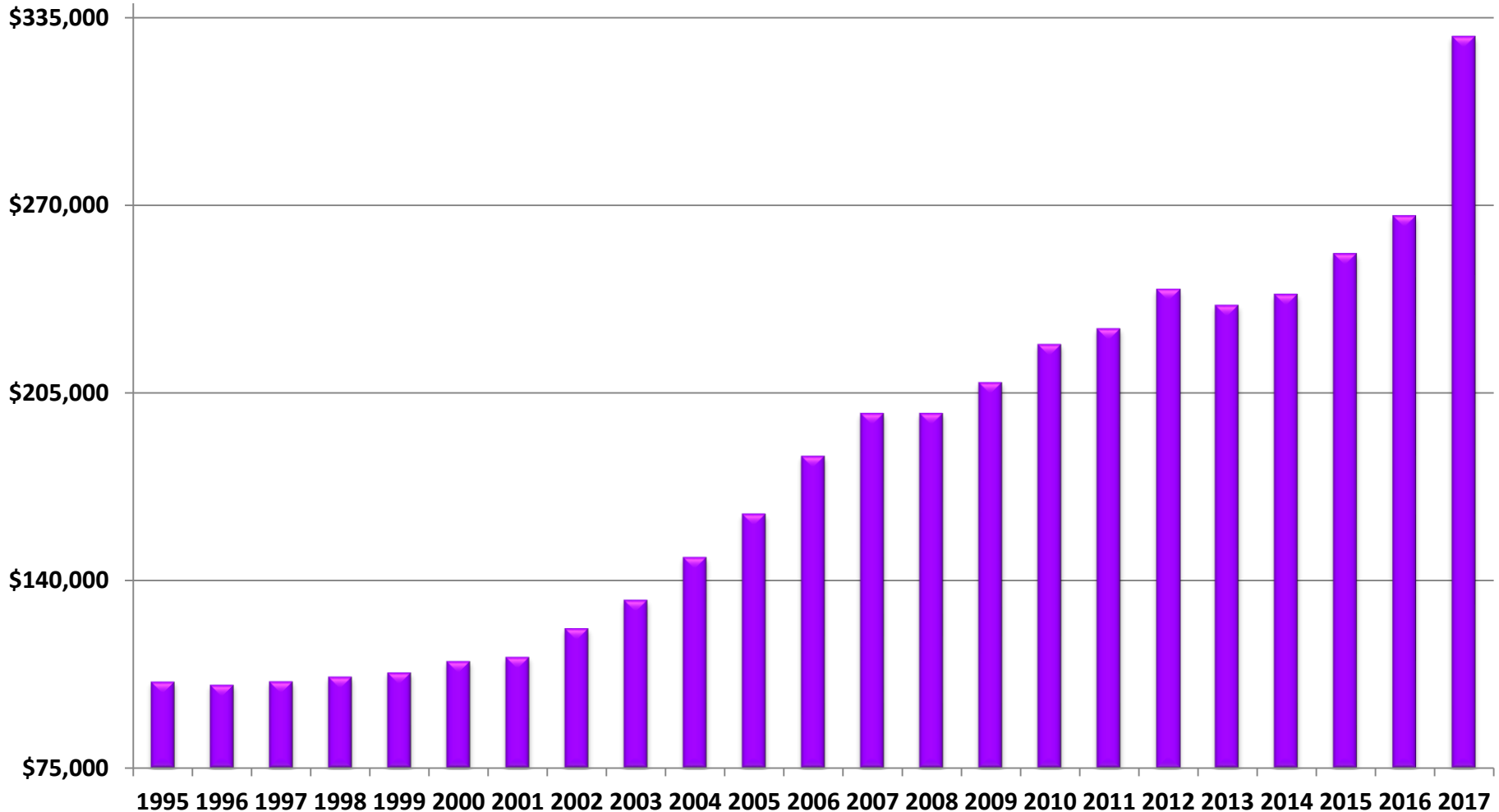
**\*\*\*Data methodology for statistics has changed and historical revisions to the data have been applied. Data collection for reports prior to Mar/18 was based solely on sales & listings from QDAR Members, unless otherwise stated. Data collection for Mar/18 and onward is based on sales and listings in the QDAR jurisdiction and incorporates any historical revisions.**

\*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.

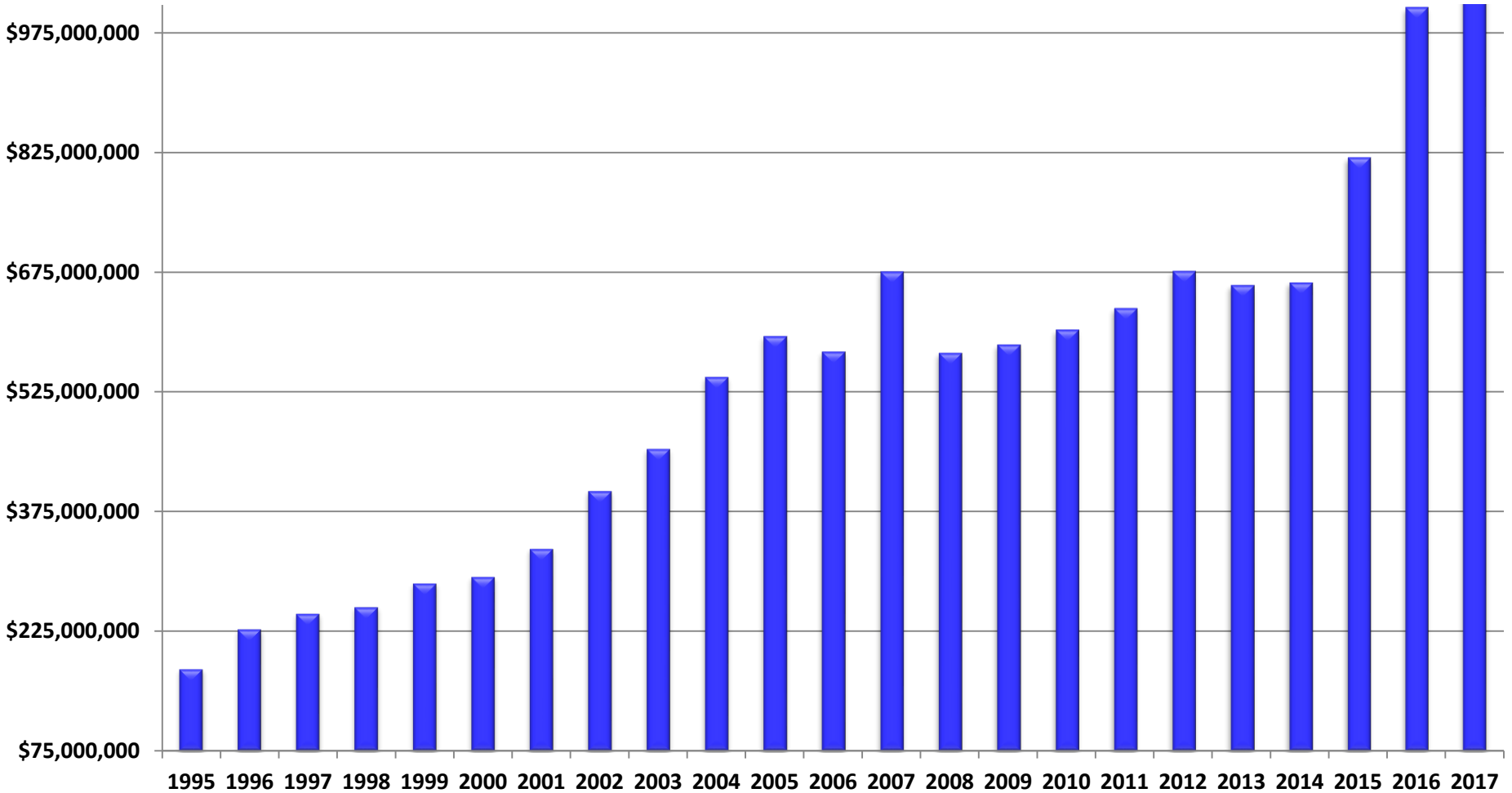
The Quinte & District Association of REALTORS® Inc. is an Association of approximately 427 Ontario licensed REALTORS®. QDAR MLS® includes the Greater Quinte Region of Belleville, Quinte West, Prince Edward, Madoc, Marmora, Stirling, Tweed, Brighton, Trent Hills, Colborne, and Deseronto along with surrounding 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)

