

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%

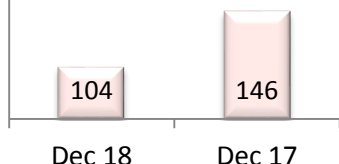
3 year - 4.29%

5 year - 5.34%

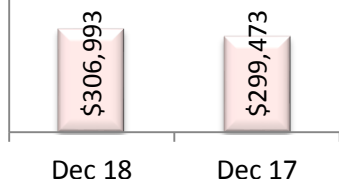
Sources and Notes:

*Bank of Canada, Rates for most recently completed month

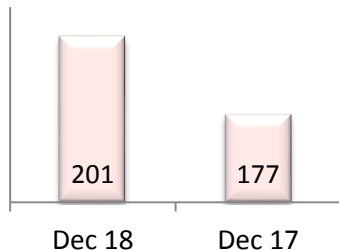
QDAR Sales All Property Types



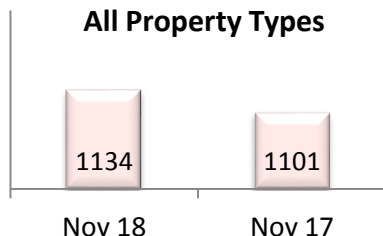
QDAR Average Price All Property Types



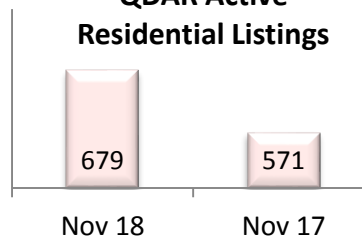
New QDAR Listings All Property Types



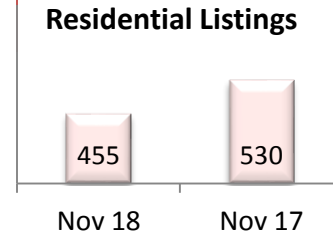
QDAR Active Listings All Property Types



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

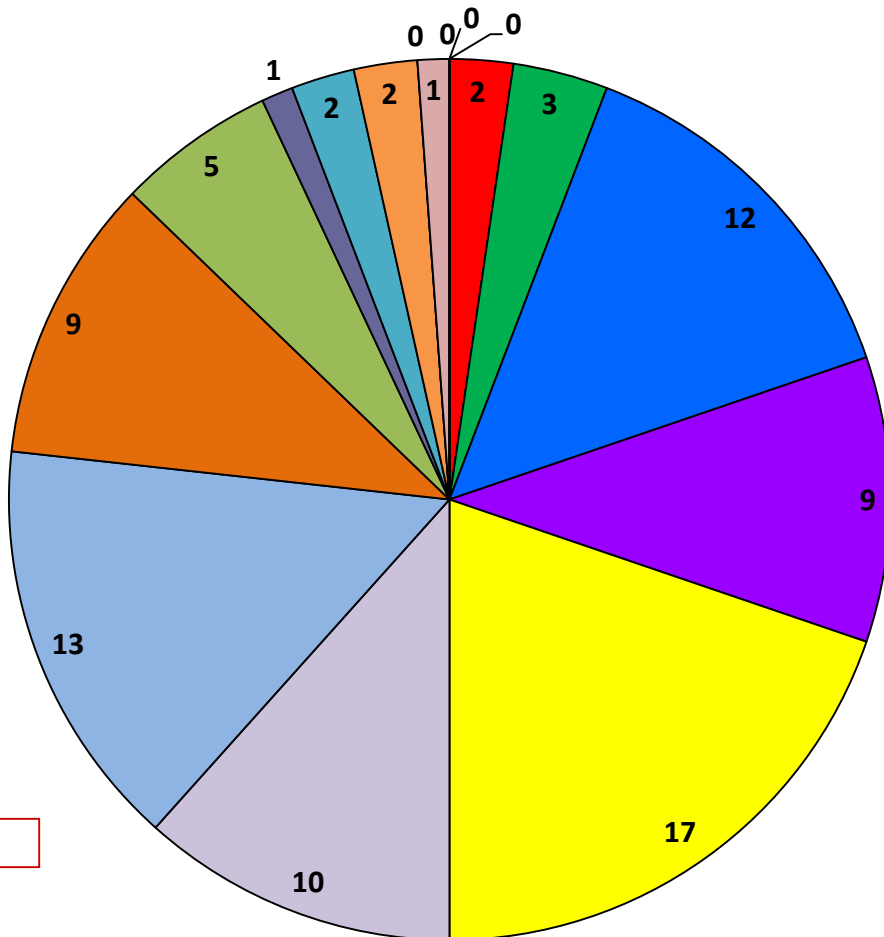
All Property Types Activity by Region

(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

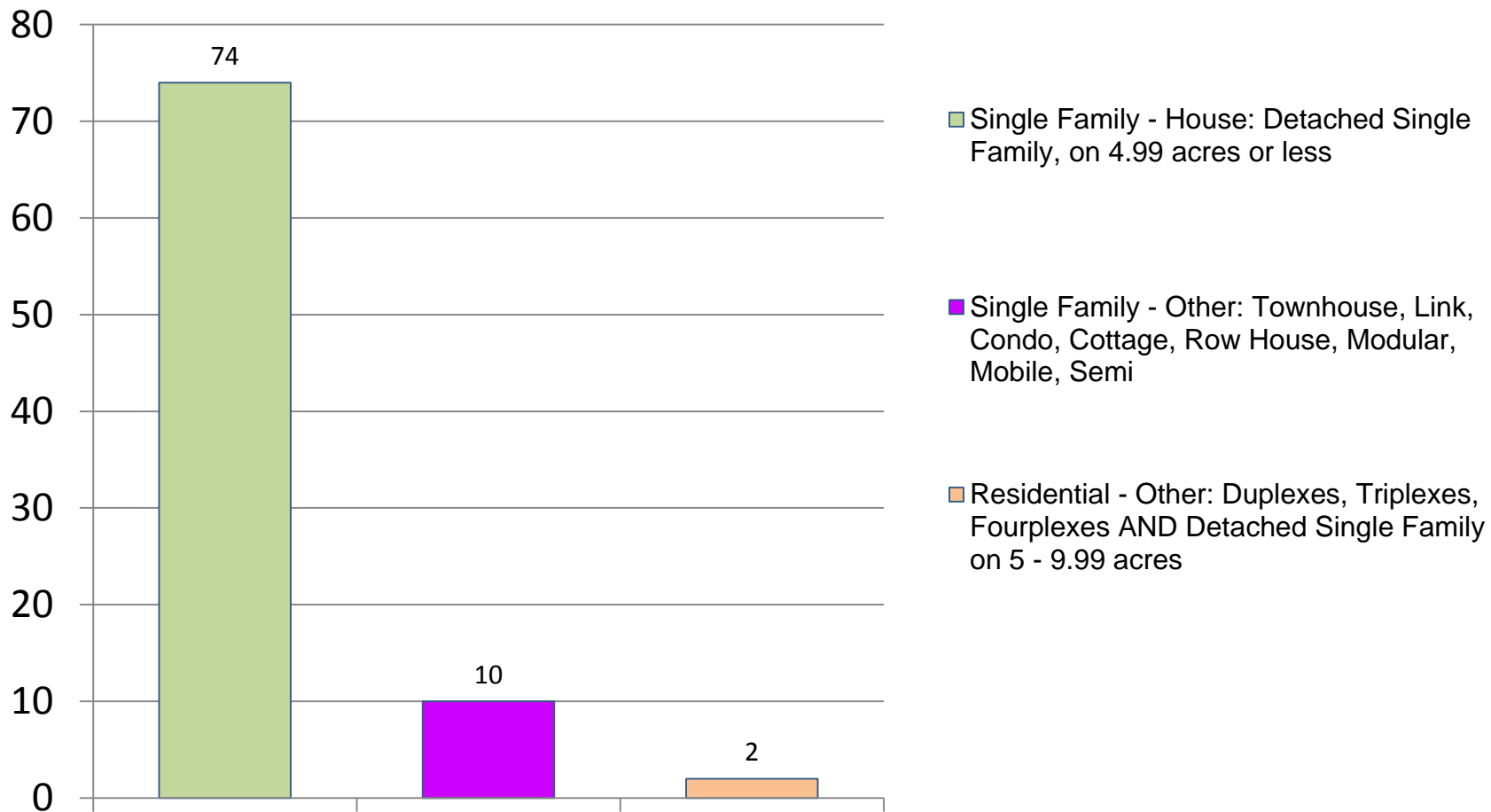


- \$0 to \$99k
- \$100k to \$149k
- \$150k to \$199k
- \$200k to \$249k
- \$250k to \$299k
- \$300k to \$349k
- \$350k to \$399k
- \$400k to \$449k
- \$450k to \$499k
- \$500k to \$599k
- \$600k to \$699k
- \$700k to \$799k
- \$800k to \$899k
- \$900k to \$999k
- \$1m to \$1.199m
- \$1.200m to \$1.399m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

Numbers indicate units

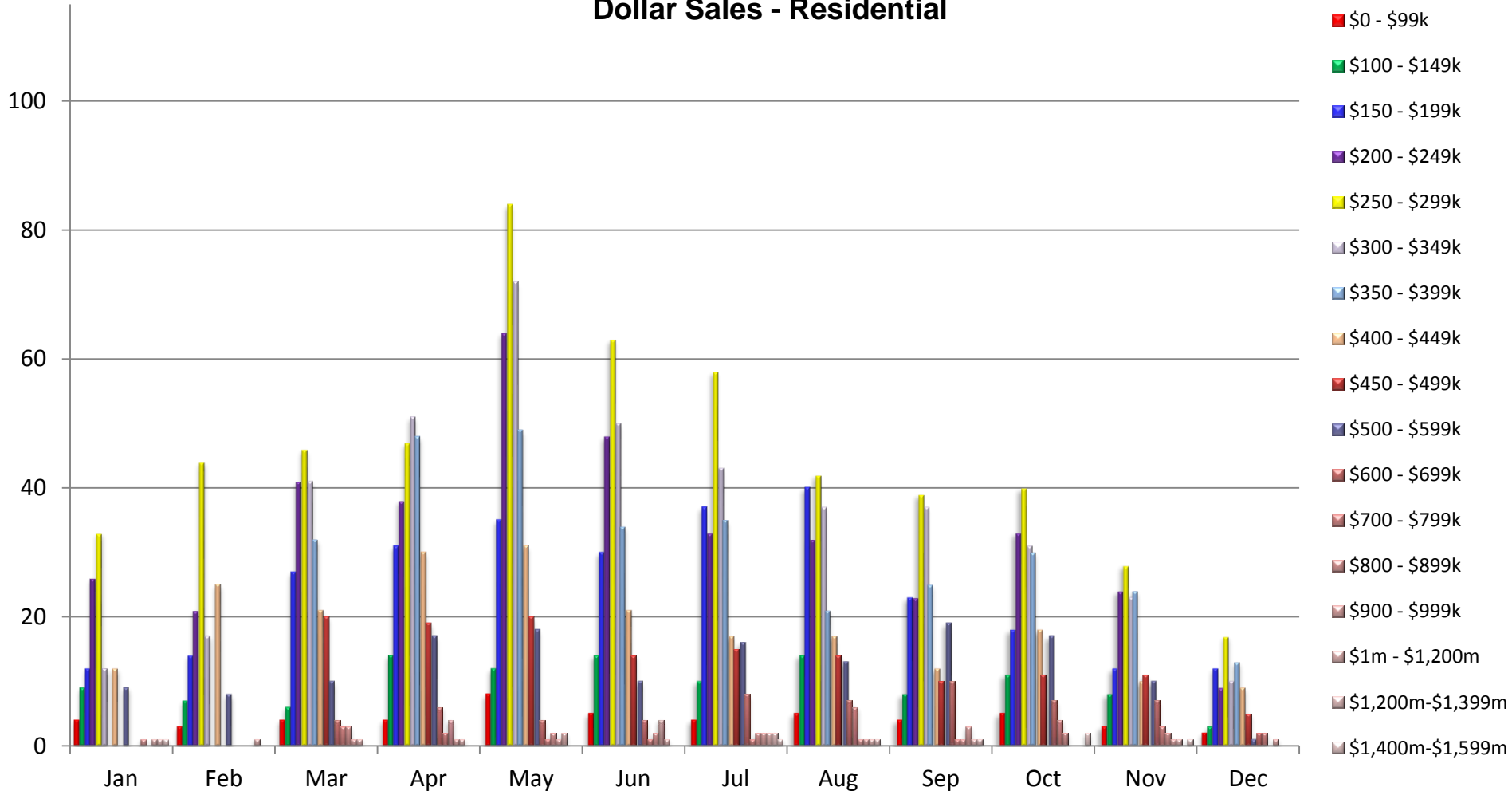
***Data methodology for statistics has changed and historical revisions to the data have been applied. Data collection for reports prior to Mar/18 was based solely on sales & listings from QDAR Members, unless otherwise stated. Data collection for Mar/18 and onward is based on sales and listings in the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

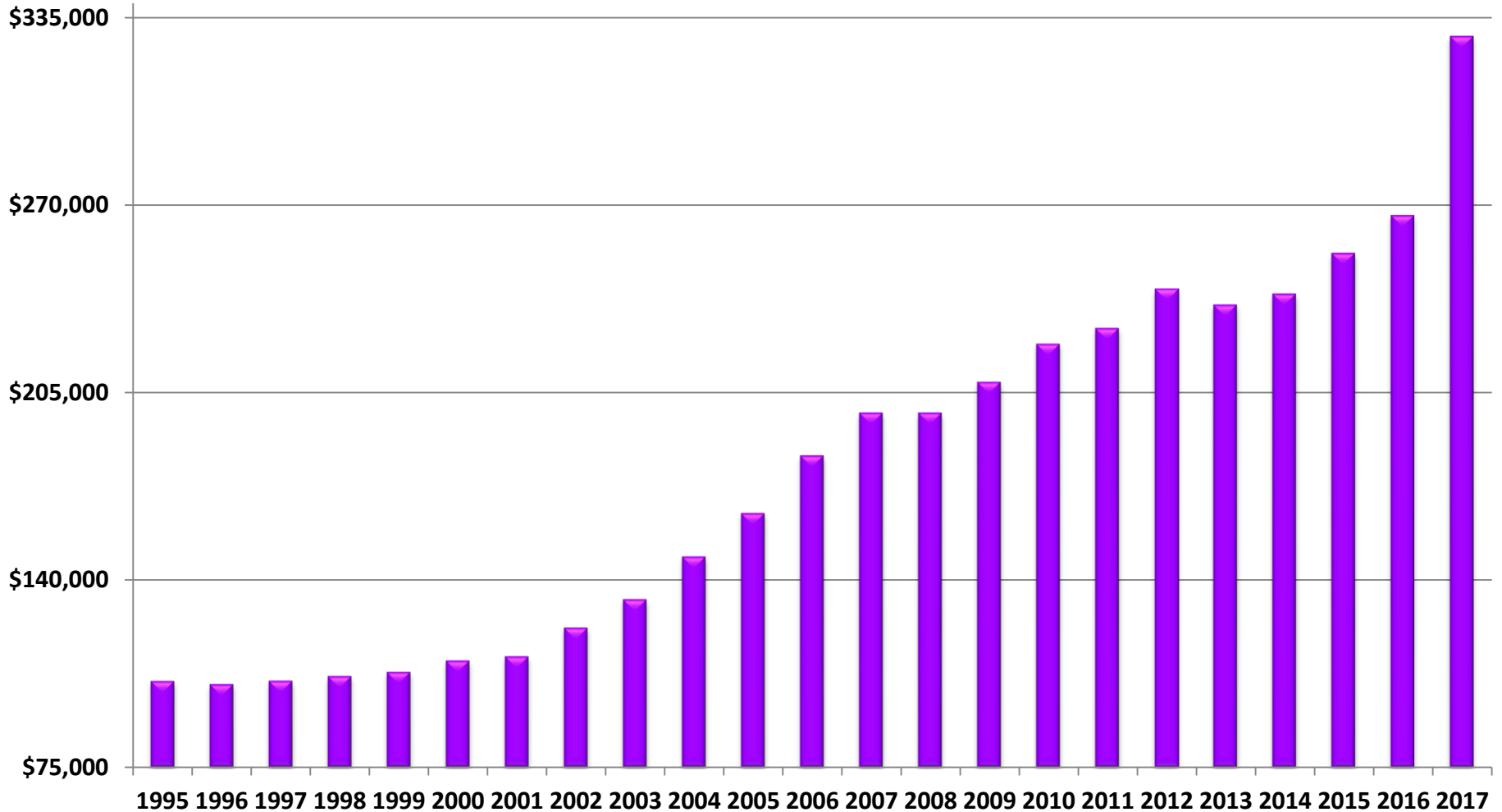
*****Data methodology for statistics has changed and historical revisions to the data have been applied. Data collection for reports prior to Mar/18 was based solely on sales & listings from QDAR Members, unless otherwise stated. Data collection for Mar/18 and onward is based on sales and listings in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

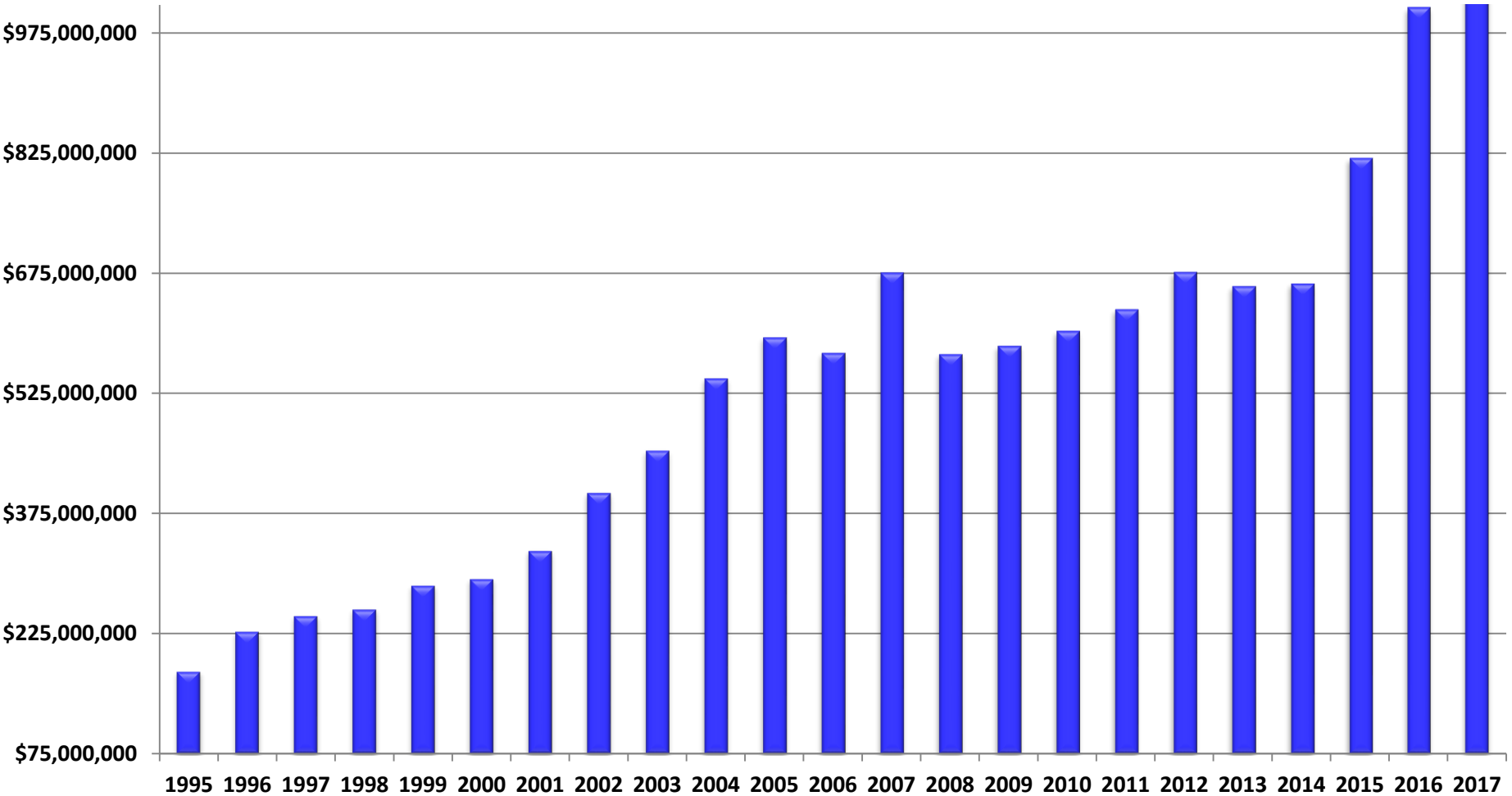
MLS® is a co-operative marketing system used only by Canada's real estate Boards to ensure maximum exposure of properties listed for sale.

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.

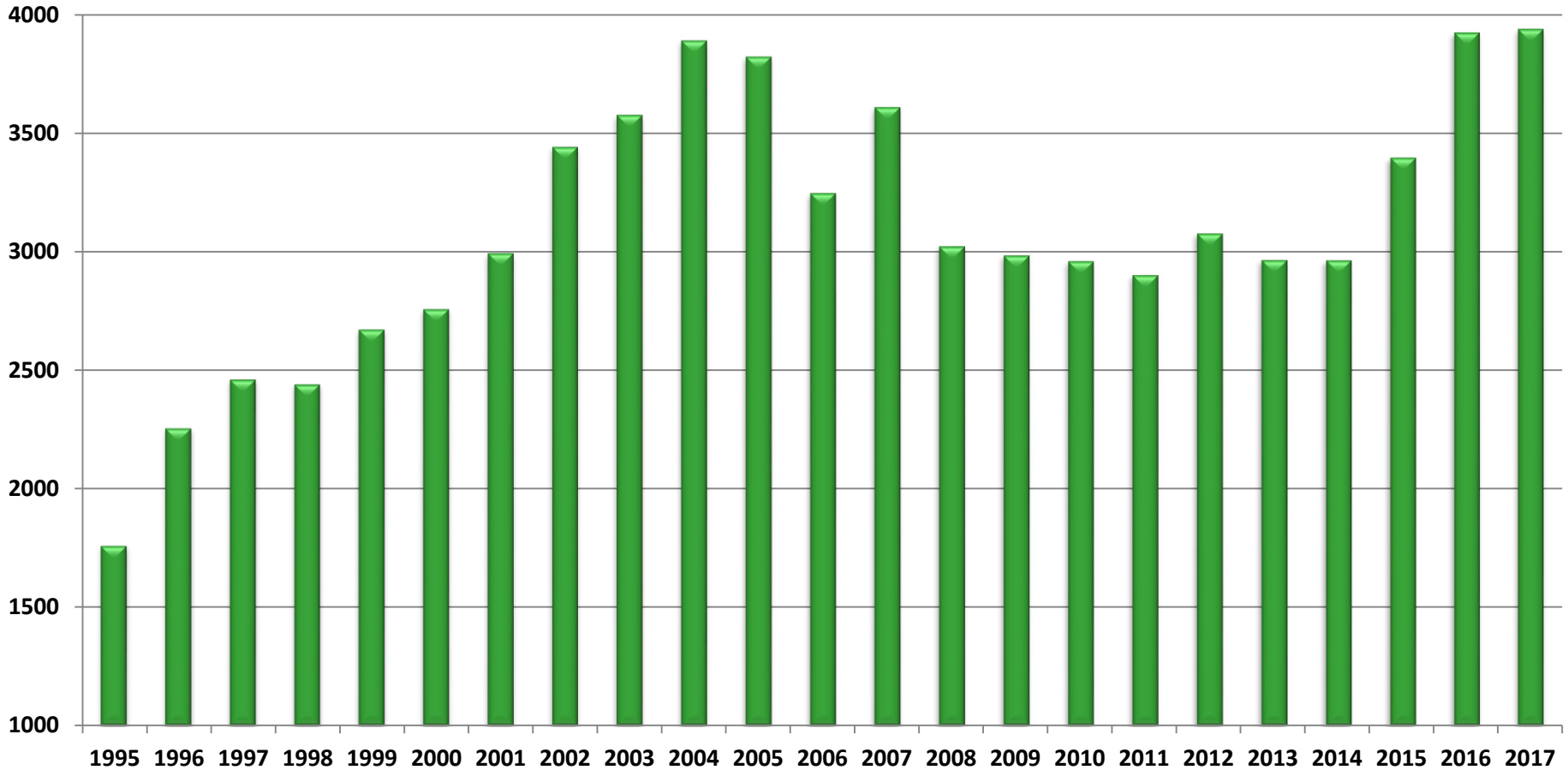
Average Sale Price - Residential
(within QDAR jurisdiction)



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



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





Lake Ontario

