

## **Belleville and Trenton's Second Quarter Home Prices Show Resilience Despite Low Sales Activity**

*Buyers and sellers move to the sidelines to gauge the direction of the market*

**BELLEVILLE/TRENTON, July 10, 2018** – The aggregate price of a home in the Belleville and Trenton region saw a healthy increase in the second quarter of 2018, rising 12.6 per cent year-over-year to \$290,295, according to the Royal LePage House Price Survey<sup>1</sup> and Market Survey Forecast released today.

When broken out by housing type, the median price of a two-storey home rose 15.4 per cent year-over-year to \$279,286 in the second quarter, while the median price of a bungalow also witnessed double digit gains, increasing 10.9 per cent year-over-year to \$308,074.

“Prices are up compared to last year but most of the gains we are seeing were generated in the second half of 2017,” said Jeff Nelles, manager, Royal LePage ProAlliance Realty. “There is considerable buyer interest but buyers were being more cautious in the first half of 2018 compared to last year.”

Nelles added that sales are down over 30 per cent year-to-date compared to last year and that the region should expect to see a busier second half of the year than typical as buyers return to the market.

“Although modestly up from the previous quarter, inventory in the region is very low and this can be frustrating for buyers,” said Nelles. “However, our low inventory is also what is putting upward pressure on prices.”

Looking ahead to the third quarter of 2018, Nelles expects the Belleville and Trenton region to see a continuation of steady home price appreciation although more modest than the gains seen in 2018.

Nationally, price appreciation slowed across Canada in the second quarter of 2018, marked primarily by softness in the Greater Toronto Area (GTA), where many regions have witnessed year-over-year price declines.

“It was a spring market that never blossomed,” said Phil Soper, president and CEO, Royal LePage. “As anticipated in our original 2018 forecast, the new federal mortgage stress-test measures slowed the market to a standstill in much of the country, as some families adjusted their expectations in a world with lower borrowing capacity, and others not impacted by the OSFI regulations moved to the sidelines, adopting a ‘wait and see what happens to home prices’ approach.”

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<sup>1</sup> Aggregate prices are calculated using a weighted average of the median values of all housing types collected. Data is provided by RPS Real Property Solutions.

The Royal LePage National House Price Composite, compiled from proprietary property data in 63 of the nation's largest real estate markets, showed that the price of a home in Canada increased 2.0 per cent year-over-year to \$613,968 in the second quarter of 2018. When broken out by housing type, the median price of a two-storey home rose 0.8 per cent year-over-year to \$720,504, while the median price of a bungalow climbed 1.8 per cent to \$512,979. At a national level, condominiums posted a significantly higher rate of appreciation when compared to the detached segment, rising 8.1 per cent year-over-year to \$435,421. Looking ahead, Royal LePage is projecting an uptick in home price appreciation in the third quarter and forecasts that the aggregate price of a home in Canada will increase 1.9 per cent over the next three months.

“The market has begun to absorb and adjust to the new realities; we expect an uptick in sales volumes and prices during the second half of 2018,” Soper continued. “The fundamentals have not changed. The economy is strong and unemployment is very low. We face shortages in our major cities, with many more people looking for homes than the market has available for purchase or rent. Upward pressure on prices will likely return to most markets this quarter.”

### **About the Royal LePage House Price Survey**

The Royal LePage House Price Survey provides information on the three most common types of housing in Canada, in 63 of the nation's largest real estate markets. Housing values in the House Price Survey are based on the Royal LePage National House Price Composite, produced quarterly through the use of company data in addition to data and analytics from its sister company, RPS Real Property Solutions, the trusted source for residential real estate intelligence and analytics in Canada. Commentary on housing and forecast values are provided by Royal LePage residential real estate experts, based on their opinions and market knowledge.

### **About Royal LePage**

Serving Canadians since 1913, Royal LePage is the country's leading provider of services to real estate brokerages, with a network of almost 18,000 real estate professionals in more than 600 locations nationwide. Royal LePage is the only Canadian real estate company to have its own charitable foundation, the Royal LePage Shelter Foundation, dedicated to supporting women's and children's shelters and educational programs aimed at ending domestic violence. Royal LePage is a Brookfield Real Estate Services Inc. company, a TSX-listed corporation trading under the symbol TSX:BRE.

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