

DEFINITIONS AND EXPLANATORY NOTES

Centris System

The Centris system is the most extensive and current computerized database of real estate transactions. It is governed by very specific rules that all real estate brokers in Québec must adhere to. Only real estate brokers who are members of QPAREB or a real estate board have access to it.

Residential

Includes the following property categories: single-family homes, condominiums, plexes (revenue properties with 2 to 5 dwellings), and hobby farms.

New Listings

The total number of listings that have an “active” status on the last day of the month.

Inscriptions en vigueur

The total number of listings that have an “active” status on the last day of the month. Quarterly and annual data correspond to the average monthly data for the targeted period.

Number of Sales

Total number of sales concluded during the targeted period. The sale date is the date on which the promise to purchase is accepted, which takes effect once all conditions are met.

Volume of sales

Amount of all sales concluded during the targeted period, in dollars (\$).

Average Days on Market

Average number of days between the date the brokerage contract was signed and the date of sale.

Variation

Due to the seasonal nature of real estate indicators, quarterly variations are calculated in relation to the same quarter of the previous year.

Average Sale Price

Average value of sales concluded during the targeted period. Some transactions may be excluded from the calculation in order to obtain a more significant average price.

Median Sale Price

Median value of sales concluded during the targeted period. The median price divides all transactions into two equal parts: 50 per cent of transactions were at a lower price than the median price and the other 50 per cent were at a higher price. Some transactions may be excluded from the calculation in order to obtain a more significant median price.

Number of Months of Inventory

The number of months needed to sell the entire inventory of properties for sale, calculated according to the pace of sales of the past 12 months. It is obtained by dividing the inventory by the average number of sales in the past 12 months. This calculation eliminates fluctuations due to the seasonal nature of listings and sales.

For example, if the number of months of inventory is six, this means that it would take six months to sell the entire inventory of properties for sale. We can also say that the inventory corresponds to six months of sales. It is important to note that this measure is different than the average selling time.

Inventory

Corresponds to the average number of active listings in the past 12 months.

Market Conditions

Market conditions are based on the number of months of inventory. Due to the way the number of months of inventory is calculated (see above), market conditions reflect the situation of the past 12 months.

If the number of months of inventory is between 8 and 10, the market is considered balanced, meaning that it does not favour buyers or sellers. In such a context, price growth is generally moderate.

If the number of months of inventory is less than 8, the market favours sellers (seller’s market). In such a context, price growth is generally high.

If the number of months of inventory is greater than 10, the market favours buyers market). In such a context, price growth is generally low and may even be negative.

Caution

The average and median property prices indicated in this brochure are based on transactions concluded via the Centris system during the targeted period. They do not necessarily reflect the average or median value of all properties in a sector.

Similarly, the evolution of average prices or median prices between two periods does not necessarily reflect the evolution of the value of all properties in a sector. As a result, caution is required when using these statistics, particularly when the number of transactions is low.

About the Quebec Professional Association of Real Estate Brokers

The Quebec Professional Association of Real Estate Brokers (QPAREB) is a non-profit association that brings together more than 15,000 real estate brokers and agencies. It is responsible for promoting and defending their interests while taking into account the issues facing the profession and the various professional and regional realities of its members. The QPAREB is also an important player in many real estate dossiers, including the implementation of measures that promote homeownership. The Association reports on Quebec's residential real estate market statistics, provides training, tools and services relating to real estate, and facilitates the collection, dissemination and exchange of information. The QPAREB has its head office in Quebec City, administrative offices in Montreal and regional offices in Saguenay and Rouyn-Noranda. It has two subsidiaries: Société Centris inc. and the Collège de l'immobilier du Québec.

Follow its activities at qpareb.ca or via its social media pages: [Facebook](#), [LinkedIn](#), [Twitter](#) and [Instagram](#).

Information

This publication is produced by the Market Analysis Department of the QPAREB.

Contact us at: stats@qpareb.ca

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