BARCOMETER RESIDENTIAL MARKET 4TH QUARTER 2019

Province of Quebec

Sales

19%

Change in total residential sales compared to the 4th quarter of 2018

Listings

-14%

Change in residential active listings compared to the 4th guarter of 2018

Price

6%

Change in median price of single-family homes compared to the 4th auarter of 2018



Highlights - Fourth Quarter 2019

Sales

- The year 2019 ended on a high note as 22,260 transactions were concluded in the <u>province of Quebec</u> in the fourth quarter of the year. This is a 19 per cent increase compared to the fourth quarter of 2018.
- For the year 2019 as a whole, 96,507 transactions were concluded, a 12 per cent jump compared to 2018. The was the fifth consecutive annual increase in sales, and a new record that surpassed the 86,450 transactions that were concluded in 2018.
- Condominiums stood out with a 22 per cent increase in sales, while sales of single-family homes and plexes registered gains of 17 per cent and 21 per cent, respectively.
- Among the province's metropolitan areas, <u>Trois-Rivières</u> (+24 per cent), <u>Quebec City</u> (+16 per cent), <u>Saguenay</u> (+16 per cent) and <u>Gatineau</u> (+15 per cent) stood out with significant increases in sales. Solid increases were also registered in <u>Montreal</u> (+10 per cent) and <u>Sherbrooke</u> (+7 per cent).
- In the province's smaller urban centres, spectacular sales increases were seen in the following agglomerations: <u>Sainte-Marie</u> (+39 per cent), <u>Joliette</u> (+37 per cent), <u>Victoriaville</u> (+26 per cent), <u>Granby</u> (+24 per cent), <u>Saint-Sauveur</u> (+23 per cent), as well as <u>Saint-Georges</u>, <u>Drummondville</u>, <u>Mont-Laurier</u> and <u>Rimouski</u> (+20 per cent).

Median price

- The median price of single-family homes across the province stood at \$260,000, a 4 per cent increase compared to 2018, while the median price of plexes (2 to 5 dwellings) stood at \$420,000, also an increase of 4 per cent. The increase in the median price of condominiums was slightly smaller at 3 per cent, reaching \$245,000.
- Significant increases in the median price of single-family homes were registered in the agglomerations of La Tuque (+13 per cent), Sainte-Adèle (+10 per cent), Saint-Georges (+9 per cent), Salaberry-de-Valleyfield (+8 per cent) and Saint-Hyacinthe (+8 per cent), reaching \$115,000, \$245,000, \$164,250, \$201,314 and \$247,500, respectively.
- As for condominiums, the agglomeration of Drummondville took the lead with a spectacular 27 per cent jump in the median price of single-family homes, reaching \$190,000. In contrast, the agglomeration with the largest decrease in the median price of condominiums was Mont-Tremblant (-3 per cent), reaching \$249,000.
- The median price of plexes rose significantly in the agglomerations of Sainte-Agathe-des-Monts and Victoriaville (+37 per cent), as well as Joliette (+13 per cent).

Active listings

- From January to December 2019, there was an average of 56,731 active listings in the Centris system, a 12 per cent drop compared to 2018. This was the fourth consecutive annual decrease in active listings.
- The supply of properties for sale decreased in almost all regions of the province, with the exception of Mont-Laurier (+8 per cent), Rawdon (+6 per cent), Sept-Îles and Lachute (+5 per cent), as well as Amos (+2 per cent).

Market conditions and selling times

- Once again, market conditions tightened in the vast majority of areas in the province.
- Selling times across Quebec shortened compared to 2018: it took an average of 98 days (-9 days) for a single-family home to sell, 93 days (-18 days) for a condominium to sell and 95 days (-3 days) for a plex to sell.

All variations are calculated in relation to the same period of the previous year.

QPAREB BAROMETER - 4TH QUARTER 2019 - ECONOMIC INDICATORS

Variation



Sociodemographic Profile

Population in 2016

8,164,361

Variation change between 2011 and 2016

3.3%

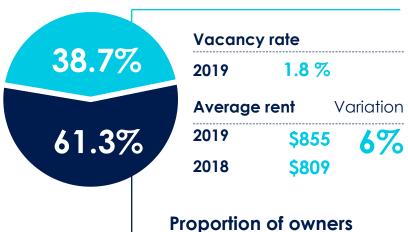
Population density per square kilometer

6

Number of households in 2016

3,858,943

Proportion of renters





Mortgage Rates

1-year term		Variation
Q4 2019	3.64%	0.00
Q4 2018	3.64%	3.33
5-year term		Variation
,		vananon
Q4 2019	5.19%	-0.15



Overall

Consumer Confidence Level

Overall		Validiloli
Q4 2019	165	18
Q4 2018	147	10
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Q4 2019	45%	5
Q4 2018	~	
Q+ 2010	40%	



Labour Market

Employment (i	nployment (in thousands)				
Q4 2019	4,371.9	97.8			
Q4 2018	4,274.1	77.0			
Unemploymen	nt rate	Variation			
Q4 2019	4.8%	-0.6			



Housing Starts

	Total		Variation
	Q4 2019	11,532	-9%
	Q4 2018	12,637	
	Single-Fo	amily	Variation
4.4.500	Q4 2019	2,979	14%
11,532	Q4 2018	2,611	1170
	Condon	ninium	Variation
	Condon Q4 2019	2,453	
			Variation -34%
	Q4 2019	2,453	
	Q4 2019 Q4 2018	2,453	-34%

Map of Urban Centres in the Province of Quebec



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CENSUS METR	OPOLITAN A	REAS	
Province			
Gatineau			
Montreal			
Quebec Cit	<u>y</u>		
Saguenay			
Sherbrooke			
Trois-Rivières			

AGGLOMERATIONS	
Alma	Rivière-du-Loup
Amos	Rouyn-Noranda
Baie Comeau	Saint-Georges
Cowansville	Saint-Hyacinthe
Drummondville	Saint-Sauveur
Granby	Sainte-Adèle
Joliette	Sainte-Agathe-des-Monts
Lachute	Sainte-Marie
La Tuque	Salaberry-de-Valleyfield
Matane	Sept-Îles
Mont-Laurier	Shawinigan
Mont-Tremblant	Sorol Tracy
Rawdon	Thetford Mines
Rimouski	Val-d'Or
	Victoriaville



Table 1 - Summary of Centris Activity

Total Residential							
Fourth Quarter 2019							
Sales	22,260	•	19 %				
New Listings	28,131	•	-3 %				
Active Listings	51,594	•	-14 %				
Volume (in thousands \$)	7,380,172	†	24 %				

Last 12 Months							
Sales	96,507	•	12 %				
New Listings	138,439	•	-1 %				
Active Listings	56,731	•	-12 %				
Volume (in thousands \$)	30,483,586	†	16 %				



Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Fourth Qu	arter 20	019	Last 12 l	Months	;	Past	5 years
Sales	14,443	•	17 %	64,167	†	10 %		
Active Listings	35,923	•	-11 %	38,934	•	-10 %		
Median Price	\$265,000	•	6 %	\$260,000	•	4 %	•	16 %
Average Price	\$319,115	•	4 %	\$307,255	†	3 %	+	19 %
Average Selling Tlme (days)	96	•	-10	98	•	-9		

Condominium								
	Fourth Qu	arter 2	019	Last 12	Months	S	Past	5 years
Sales	5,511	•	22 %	23,811	•	16 %		
Active Listings	9,699	•	-24 %	11,417	•	-21 %		
Median Price	\$260,000	•	6 %	\$245,000	•	3 %	+	14 %
Average Price	\$310,275	•	6 %	\$295,525	•	4 %	1	17 %
Average Selling Tlme (days)	87	•	-20	93	•	-18		

Plex								
	Fourth Qu	arter 20	019	Last 12	Months	;	Past	5 years
Sales	2,194	+	21 %	8,064	+	13 %		
Active Listings	5,290	•	-12 %	5,698	•	-3 %		
Median Price	\$442,000	+	4 %	\$420,050	+	4 %	+	20 %
Average Price	\$466,656	+	7 %	\$444,482	+	5 %	+	25 %
Average Selling Tlme (days)	97	†	2	100	•	2		



Table 1 - Summary of Centris Activity

Total Residential						
F	ourth Quarter 2019					
Sales	1,089	†	17 %			
New Listings	1,155	•	-18 %			
Active Listings	1,690	•	-30 %			
Volume (in thousands \$)	301,464	•	24 %			

Last 1	2 Months		
Sales	5,153	•	15 %
New Listings	7,104	•	-10 %
Active Listings	2,162	•	-21 %
Volume (in thousands \$)	1,390,091	•	18 %

Table 3 - Market Conditions by Price Range

	Single-Family									
Last 12 Months										
Price Range (\$ thousands)	Inventory (average of the 12 months)	Months of Inventory	Market Conditions							
	(I)	(V)	(I)/(V)							
200 and less	231	71	3	Seller						
200 to 249	151	72	2	Seller						
250 to 299	169	71	2	Seller						
300 to 349	132	42	3	Seller						
000 10 0 15										
350 to 399	117	28	4	Seller						



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 2	019	Last 12	Months	5	Past	5 years
Sales	794	+	14 %	3,916	+	10 %		
Active Listings	1,260	•	-27 %	1,563	•	-21 %		
Median Price	\$265,000.00	1	8 %	\$261,204.00	1	5 %	+	16 %
Average Price	\$286,646.38	†	6 %	\$282,349.29	1	4 %	+	16 %
Average Selling Tlme (days)	63		-13	65	•	-11		

Condominium								
	Fourth Qu	arter 20)19	Last 12	Months	;	Past	5 years
Sales	192	•	35 %	869	•	39 %		
Active Listings	234	•	-43 %	355	•	-27 %		
Median Price	\$173,650.00	•	11 %	\$167,900.00	•	4 %	•	-1 %
Average Price	\$202,056.59	•	18 %	\$188,303.92	•	6 %	+	4 %
Average Selling Tlme (days)	88	•	-5	86	•	-14		

			Plex					
	Fourth Qu	arter 2	019	Last 12	Months	\$	Past	5 years
Sales	102	•	23 %	360	•	25 %		
Active Listings	183	•	-30 %	227	•	-15 %		
Median Price	\$322,500.00	•	-4 %	\$300,000.00	•	7 %	+	15 %
Average Price	\$341,277.64	•	2 %	\$327,217.51	•	6 %	+	13 %
Average Selling Tlme (days)	134	•	18	110	1	9		

Evolution of Market Conditions by Property Category*



^{**}Insufficient number of transactions to produce reliable statistics



Table 1 - Summary of Centris Activity

Total Residential							
Fourth Quarter 2019							
Sales	11,803	•	17 %				
New Listings	13,312	•	-3 %				
Active Listings	15,783	•	-23 %				
Volume (in thousands \$)	4,950,691	•	24 %				

Last 12 Months							
Sales	51,329	†	10 %				
New Listings	65,422	•	-2 %				
Active Listings	18,482	•	-19 %				
Volume (in thousands \$)	20,254,990	†	15 %				

Table 3 - Market Conditions by Price Range

Single-Family Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions					
	(I)	(V)	(I)/(V)						
300 and less	1,828	834	2	Vendeur					
300 to 374	1,178	525	2	Vendeur					
375 to 449	1,164	336	3	Vendeur					
450 to 524	722	192	4	Vendeur					
525 to 599	657	122	5	Vendeur					



Table 2 - Detailed Centris Statistics by Property Category

Single-Family									
	Fourth Quarter 2019 Last 12 Months								
Sales	6,124	•	15 %	27,564	•	7 %			
Active Listings	8,558	•	-17 %	9,683	•	-15 %			
Median Price	\$355,000	•	8 %	\$340,000	•	6 %	1	22 %	
Average Price	\$436,818	•	5 %	\$413,799	•	4 %	1	24 %	
Average Selling Tlme (days)	59	•	-14	65	•	-11			

Condominium								
	Fourth Qu	arter 20	019	Last 12	Months	3	Past	5 years
Sales	4,319	•	20 %	18,803	1	14 %		
Active Listings	5,362	•	-31 %	6,644	•	-27 %		
Median Price	\$285,000	•	7 %	\$267,900	†	5 %	+	17 %
Average Price	\$337,342	•	7 %	\$319,071	†	5 %	+	19 %
Average Selling Tlme (days)	71	•	-21	78	•	-19		

			Plex					
	Fourth Qu	arter 20	019	Last 12	Months	5	Past	5 years
Sales	1,343	†	17 %	4,907	•	10 %		
Active Listings	1,796	•	-22 %	2,087	•	-10 %		
Median Price	\$574,900	1	10 %	\$550,000	1	7 %	1	27 %
Average Price	\$603,757	1	10 %	\$576,089	1	7 %	1	27 %
Average Selling Tlme (days)	72	•	0	75	†	1		

Evolution of Market Conditions by Property Category*



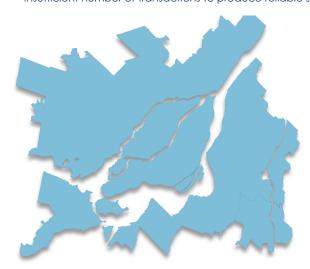


Table 1 - Summary of Centris Activity

Total Residential							
Fourth Quarter 2019							
Sales	2,017	•	22 %				
New Listings	3,322	•	5 %				
Active Listings	7,621	•	-1 %				
Volume (in thousands \$)	561,810	•	23 %				

Last 1	12 Months		
Sales	8,307	•	16 %
New Listings	14,311	†	4 %
Active Listings	7,737	≒	0 %
Volume (in thousands \$)	2,294,802	•	17 %

Table 3 - Market Conditions by Price Range

	Single-Family								
Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	Months of Inventory	Market Conditions						
	(I)	(V)	(I)/(V)						
200 and less	561	77	7	Seller					
200 to 249	1,097	141	8	Seller					
250 to 299	870	106	8	Balanced					
300 to 349	491	68	7	Seller					
350 to 399	417	37	11	Buyer					
more than 400	1,073	58	19	Buyer					

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20	19	Last 12	Months		Past :	5 years
Sales	1,384	•	17 %	5,842	†	15 %		
Active Listings	4,619	•	-2 %	4,667	•	-2 %		
Median Price	\$259,000	•	2 %	\$259,900	†	3 %	1	6 %
Average Price	\$287,892	•	1 %	\$287,753	1	2 %	1	6 %
Average Selling Tlme (days)	118	•	-5	122	•	-6		

Condominium								
	Fourth Qu	arter 20)19	Last 12	Months		Past	5 years
Sales	464	•	38 %	1,883	•	23 %		
Active Listings	2,313	•	-3 %	2,410	≒	0 %		
Median Price	\$195,900	•	1 %	\$192,000	•	1 %	•	-3 %
Average Price	\$230,219	•	-1 %	\$225,188	≒	0 %	•	0 %
Average Selling Tlme (days)	163	•	-9	167	•	-2		

			Plex					
	Fourth Qu	arter 20	019	Last 12 I	Months		Past :	5 years
Sales	165	+	24 %	575	1	8 %		
Active Listings	667	1	9 %	643	†	8 %		
Median Price	\$300,000	•	-3 %	\$303,000	†	1 %	1	6 %
Average Price	\$332,093	•	2 %	\$326,226	≒	0 %	1	7 %
Average Selling Tlme (days)	123	•	-17	120	•	-7		

Evolution of Market Conditions by Property Category*





Table 1 - Summary of Centris Activity

Total Residential							
Fourth Quarter 2019							
Sales	273	•	20 %				
New Listings	394	•	-11 %				
Active Listings	1,230	•	-18 %				
Volume (in thousands \$)	48,809	•	20 %				

Last 12	2 Months		
Sales	1,354	†	16 %
New Listings	2,278	•	-7 %
Active Listings	1,427	•	-8 %
Volume (in thousands \$)	252,731	•	17 %

Table 3 - Market Conditions by Price Range

Single-Family									
Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	Months of Inventory	Market Conditions						
	(I)	(V)	(I)/(V)						
150 and less	160	31	5	Seller					
150 to 199	285	29	10	Balanced					
200 to 249	146	19	8	Seller					
250 to 299	110	8	13	Buyer					
300 to 349	52	4	12	Buyer					



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20	019	Last 12	Months	5	Past !	5 years
Sales	223	+	19 %	1,141	•	16 %		
Active Listings	888	•	-20 %	1,046	•	-11 %		
Median Price	\$167,000	•	-1 %	\$175,000	1	1 %	=	0 %
Average Price	\$182,682	•	2 %	\$190,040	•	2 %	=	0 %
Average Selling Tlme (days)	150	1	16	145	1	2		

		Conc	dominium					
	Fourth Qu	arter 20	019	Last 12	Months	;	Past	5 years
Sales	18		-	72	•	-4 %		
Active Listings	136	•	-20 %	150	•	-7 %		
Median Price	**		-	\$145,500	•	-7 %	•	-11 %
Average Price	**		-	\$155,191	•	-8 %	•	-14 %
Average Selling Tlme (days)	**		-	186	1	5		

			Plex					
	Fourth Qu	arter 20)19	Last 12	Months	S	Past	5 years
Sales	32	•	45 %	140	•	35 %		
Active Listings	202	•	-9 %	226	•	3 %		
Median Price	\$171,000	•	-4 %	\$170,000	•	-10 %	•	-8 %
Average Price	\$175,400	•	7 %	\$175,320	•	-7 %	•	-5 %
Average Selling Tlme (days)	173	•	30	161	•	-2		

Evolution of Market Conditions by Property Category*



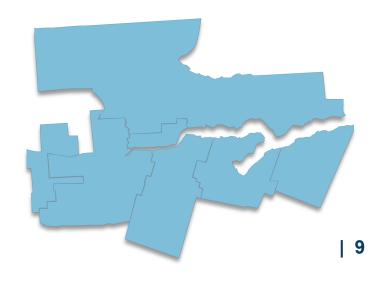


Table 1 - Summary of Centris Activity

Total Residential							
Fourth Quarter 2019							
Sales	470	†	10 %				
New Listings	648	•	-2 %				
Active Listings	1,228	•	-15 %				
Volume (in thousands \$)	127,024	•	24 %				

Last 1	2 Months		
Sales	2,000	†	7 %
New Listings	2,853	•	-5 %
Active Listings	1,312	•	-15 %
Volume (in thousands \$)	512,810	†	12 %

Table 3 - Market Conditions by Price Range

	L	ast 12 Months	3	
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions
	(I)	(V)	(I)/(V)	
150 and less	31	12	3	Seller
150 to 199	128	40	3	Seller
200 to 249	118	29	4	Seller
250 to 299	68	15	5	Seller
300 to 349	71	10	7	Seller
more than 350	321	20	16	Buyer



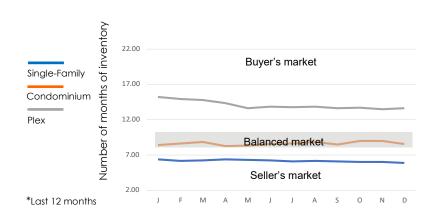
Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20	019	Last 12	Months	;	Past	5 years
Sales	354	•	16 %	1,509	†	8 %		
Active Listings	771	•	-20 %	857	•	-17 %		
Median Price	\$215,000	†	5 %	\$215,000	†	2 %	+	10 %
Average Price	\$283,827	†	17 %	\$269,434	†	5 %	+	18 %
Average Selling Tlme (days)	108	•	-1	109	•	-13		

Condominium								
	Fourth Qu	arter 20	019	Last 12	Months	3	Past :	5 years
Sales	65	•	-2 %	283	†	2 %		
Active Listings	207	•	-15 %	213	•	-25 %		
Median Price	\$163,000	•	-3 %	\$160,000	•	-2 %	1	7 %
Average Price	\$186,102	•	-6 %	\$183,803	1	1 %	1	8 %
Average Selling Tlme (days)	123	•	-39	145	•	-4		

			Plex					
	Fourth Qu	arter 20)19	Last 12	Months	;	Past	5 years
Sales	50	•	-2 %	203	•	11 %		
Active Listings	231	•	11 %	222	•	8 %		
Median Price	\$261,000	•	11 %	\$232,500	•	1 %	+	11 %
Average Price	\$280,280	•	8 %	\$260,089	•	7 %	+	13 %
Average Selling Tlme (days)	119	•	-54	136	•	-11		

Evolution of Market Conditions by Property Category*



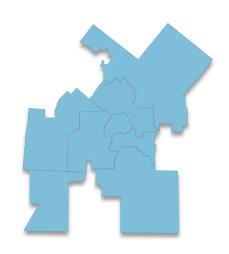


Table 1 - Summary of Centris Activity

Total Res	sidential		
Fourth Qu	arter 2019		
Sales	332	•	35 %
New Listings	434	•	2 %
Active Listings	662	•	-16 %
Volume (in thousands \$)	57,854	•	39 %

Last 12	Months		
Sales	1,381	•	24 %
New Listings	1,914	•	5 %
Active Listings	753	•	-5 %
Volume (in thousands \$)	240,313	•	32 %

Table 3 - Market Conditions by Price Range

Single-Family Last 12 Months									
Price Range (\$ thousands)	Months of Inventory	Market Conditions							
	(I)	(V)	(I)/(V)						
150 and less	124	29	4	Seller					
150 to 199	123	31	4	Seller					
200 to 249	77	13	6	Seller					
250 to 299	24	7	4	Seller					
300 to 349	17	2	7	Seller					
	55	3	18	Buyer					



Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Fourth Qu	arter 20	019	Last 12 I	Months	3	Past :	5 years
Sales	229	†	29 %	1,000	+	20 %		
Active Listings	411	•	-18 %	459	•	-10 %		
Median Price	\$167,500	1	8 %	\$165,750	1	8 %	+	9 %
Average Price	\$178,540	1	4 %	\$178,651	1	9 %	+	9 %
Average Selling Tlme (days)	84	•	-12	86	•	-8		

		Cond	dominium					
	Fourth Qu	arter 20	019	Last 12	Months	;	Past :	5 years
Sales	48	+	71 %	168	†	49 %		
Active Listings	85	•	-21 %	109	•	-6 %		
Median Price	\$135,500	•	-2 %	\$135,000	≒	0 %	1	5 %
Average Price	\$144,419	•	-5 %	\$146,099	•	-3 %	1	3 %
Average Selling Tlme (days)	112	•	-18	114	•	-29		

			Plex					
	Fourth Qu	arter 20	019	Last 12	Months	;	Past :	5 years
Sales	54	†	32 %	205	•	27 %		
Active Listings	154	•	-10 %	172	†	9 %		
Median Price	\$152,500	1	9 %	\$152,500	•	-2 %	1	3 %
Average Price	\$182,248	1	6 %	\$171,280	†	3 %	1	3 %
Average Selling Tlme (days)	100	†	17	110	•	-7		

Evolution of Market Conditions by Property Category*



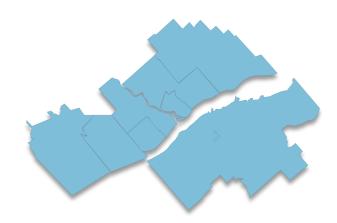


Table 1 - Summary of Centris Activity

Total Res	sidential		
Fourth Qua	arter 2019		
Sales	51	†	2 %
New Listings	78	•	1 %
Active Listings	226	•	5 %
Volume (in thousands \$)	6,743	•	-4 %

Last 12 M	Months		
Sales	222	•	1 %
New Listings	386	•	3 %
Active Listings	223	•	-2 %
Volume (in thousands \$)	30,107	•	1 %

Table 3 - Market Conditions by Price Range

Single-Family										
Last 12 Months										
Price Range (\$ thousands)	Inventory Sales (average of the 12 months) the 12 months)		Months of Inventory	Market Conditions						
	(1)	(V)	(I)/(V)							
100 and less	67	6	10	Buyer						
100 to 149	73	6	12	Buyer						
150 to 199	43	3	13	Buyer						
200 to 249	10	2	6	Seller						
250 to 299	3	2	2	Seller						
more than 300	13	2	8	Seller						



Table 2 - Detailed Centris Statistics by Property Category

Single-Family									
	Fourth Qu	arter 20	019	Last 12	Months	5	Past	5 years	
Sales	51	†	6 %	222	•	4 %			
Active Listings	216	•	6 %	213	•	-2 %			
Median Price	\$108,000	•	-18 %	\$120,000	•	-5 %	•	-13 %	
Average Price	\$132,206	•	-7 %	\$135,618	•	-1 %		-7 %	
Average Selling Tlme (days)	156	•	-10	150	•	-16			

Condominium										
Fourth Quarter 2019 Last 12 Months Past 5 years										
Sales	0	-	0	-						
Active Listings	3	-	3	-						
Median Price	**	-	**	-						
Average Price	**	-	**	-						
Average Selling Tlme (days)	**	-	**	-						

Plex Plex									
	Fourth Quarter 20	19	Last 12 Months		Past 5 years				
Sales	0	-	0	-					
Active Listings	7	-	6	-					
Median Price	**	-	**	-					
Average Price	**	-	**	-					
Average Selling Tlme (days)	**	-	**	-					

Evolution of Market Conditions by Property Category*





Table 1 - Summary of Centris Activity

Total Residential									
Fourth Quarter 2019									
Sales	128	•	12 %						
New Listings	218	•	-12 %						
Active Listings	420	•	-17 %						
Volume (in thousands \$)	27,315	•	17 %						

Last 12 Months									
Sales	715	†	20 %						
New Listings	1,057	≒	0 %						
Active Listings	471	•	-12 %						
Volume (in thousands \$)	144,932	•	24 %						

Table 3 - Market Conditions by Price Range

Single-Family Last 12 Months										
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions						
	(1)	(V)	(I)/(V)							
150 and less	44	12	4	Seller						
150 to 199	66	19	3	Seller						
200 to 249	80	12	7	Seller						
250 to 299	46	4	11	Buyer						
300 to 349	26	2	11	Buyer						
	80	3	32	Buyer						

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20	019	Last 12	Months	S	Past	5 years
Sales	106	†	8 %	627	†	21 %		
Active Listings	336	•	-19 %	387	•	-15 %		
Median Price	\$188,500	1	7 %	\$185,000	1	6 %	1	19 %
Average Price	\$200,835	•	7 %	\$196,212	•	2 %	•	16 %
Average Selling Tlme (days)	106	•	-25	109	•	-20		

Condominium										
Fourth Quarter 2019 Last 12 Months Past 5 years										
Sales	3	-	12	-						
Active Listings	22	-	18	-						
Median Price	**	-	**	-	1	5 %				
Average Price	**	-	**	-	1	6 %				
Average Selling Tlme (days)	**	-	**	-						

Plex Plex Plex Plex Plex Plex Plex Plex									
	Fourth Qua	arter 20	019	Last 1	2 Months	;	Past	5 years	
Sales	17		-	66	†	35 %			
Active Listings	50	•	-22 %	52	≒	0 %			
Median Price	**		-	\$217,500	†	9 %	+	22 %	
Average Price	**		-	\$248,439	†	13 %	1	15 %	
Average Selling Tlme (days)	**		-	103	•	21			

Evolution of Market Conditions by Property Category*

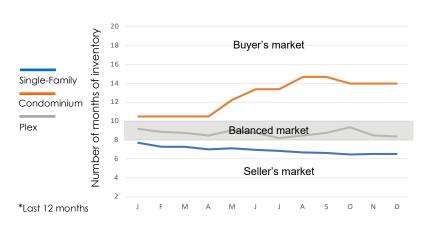




Table 1 - Summary of Centris Activity

Total Residential									
Fourth Quarter 2019									
Sales	287	•	44 %						
New Listings	346	•	-5 %						
Active Listings	770	•	-10 %						
Volume (in thousands \$)	80,479	•	56 %						

Last 1	2 Months		
Sales	1,177	1	24 %
New Listings	1,651	≒	0 %
Active Listings	835	•	-9 %
Volume (in thousands \$)	302,111	•	26 %

Table 3 - Market Conditions by Price Range

Single-Family Last 12 Months								
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions				
	(I)	(V)	(I)/(V)					
200 and less	100	24	4	Seller				
200 to 249	84	19	4	Seller				
250 to 299	67	10	6	Seller				
300 to 349	45	5	8	Balanced				
350 to 399	30	4	8	Seller				
more than 400	118	6	18	Buyer				

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

Single-Family									
Fourth Quarter 2019 Last 12 Months Past 5 years									
Sales	185	•	30 %	825	•	16 %			
Active Listings	460	•	-11 %	499	•	-16 %			
Median Price	\$235,000	•	7 %	\$222,000	•	1 %	+	13 %	
Average Price	\$293,885	•	13 %	\$260,155	•	1 %	1	19 %	
Average Selling Tlme (days)	121	•	-8	111	•	-23			

		Cond	dominium					
	Fourth Qu	arter 20	019	Last 12	Months	}	Past	5 years
Sales	64	+	52 %	242	†	48 %		
Active Listings	212	•	-11 %	231	≒	0 %		
Median Price	\$179,950	•	-20 %	\$196,500	†	3 %	+	15 %
Average Price	\$218,432	•	-12 %	\$228,520	†	6 %	+	18 %
Average Selling Tlme (days)	131		-63	189	•	-21		

Plex Plex								
	Fourth Qu	arter 2	019	Last 12	Months	;	Past	5 years
Sales	36	+	125 %	104	†	65 %		
Active Listings	87	•	1 %	95	•	20 %		
Median Price	\$267,500	†	11 %	\$260,000	†	5 %	+	25 %
Average Price	\$308,735	1	16 %	\$280,543	†	5 %	+	29 %
Average Selling Tlme (days)	167	+	42	148	•	-8		

Evolution of Market Conditions by Property Category*





Table 1 - Summary of Centris Activity

Total Residential							
Fourth Quarter 2019							
Sales	109	•	42 %				
New Listings	129	•	-22 %				
Active Listings	253	•	-14 %				
Volume (in thousands \$)	22,867	•	39 %				

Last 1	2 Months		
Sales	551	•	37 %
New Listings	717	†	3 %
Active Listings	284	•	-5 %
Volume (in thousands \$)	123,507	•	41 %

Table 3 - Market Conditions by Price Range

Single-Family Last 12 Months								
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions				
	(I)	(V)	(I)/(V)					
200 and less	35	14	3	Seller				
200 to 249	40	12	3	Seller				
250 to 299	40	6	7	Seller				
300 to 349	26	2	11	Buyer				
350 to 399	14	2	7	Seller				
more than 400	22	1	20	Buyer				



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20	019	Last 12	Months	3	Past	5 years
Sales	90	†	53 %	422	•	32 %		
Active Listings	188	•	-11 %	210	•	-5 %		
Median Price	\$212,000	≒	0 %	\$213,250	•	2 %	•	15 %
Average Price	\$217,127	•	1 %	\$223,848	•	2 %	+	12 %
Average Selling Tlme (days)	104	•	-16	89	•	-16		

	Con	dominium						
Fourth Quarter 2019 Last 12 Months Past 5 ye								
Sales	15	-	77	•	71 %			
Active Listings	28	-	37	•	-12 %			
Median Price	**	-	\$170,000	•	4 %	+	19 %	
Average Price	**	-	\$178,199	1	9 %	1	20 %	
Average Selling Tlme (days)	**	-	153	•	-22			

Plex Plex								
Fourth Quarter 2019 Last 12 Months								
Sales	4		-	51	†	38 %		
Active Listings	35	•	4 %	35	≒	0 %		
Median Price	**		-	\$270,000	†	14 %	•	24 %
Average Price	**		-	\$296,890	†	10 %	•	32 %
Average Selling Tlme (days)	**		-	69	•	-7		

Evolution of Market Conditions by Property Category*



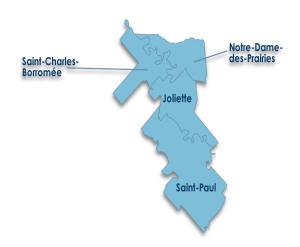


Table 1 - Summary of Centris Activity

Total Res	idential						
Fourth Quarter 2019							
Sales	154	†	23 %				
New Listings	167	•	7 %				
Active Listings	570	•	-22 %				
Volume (in thousands \$)	58,595	•	11 %				

Last 12 M	lonths		
Sales	575	†	5 %
New Listings	815	•	-10 %
Active Listings	624	•	-15 %
Volume (in thousands \$)	202,116	•	-1 %

Table 3 - Market Conditions by Price Range

Single-Family Last 12 Months								
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions				
	(1)	(V)	(I)/(V)					
150 and less	59	7	8	Balanced				
150 to 199	61	4	16	Buyer				
200 to 249	38	4	10	Buyer				
250 to 299	30	3	9	Balanced				
300 to 349	21	3	8	Seller				

Source: QPAREB by the Centris system



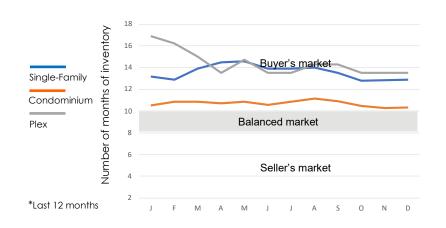
Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Fourth Qu	arter 2	019	Last 12	Month	S	Past	5 years
Sales	57	•	21 %	216	+	2 %		
Active Listings	242	•	-20 %	274	•	-13 %		
Median Price	\$270,000	•	-7 %	\$252,750	•	-7 %	1	8 %
Average Price	\$536,228	•	-12 %	\$439,558	•	-1 %	•	20 %
Average Selling Time (days)	147	•	-137	193	•	-20		

Condominium								
	Fourth Qu	arter 20	019	Last 12	Months	\$	Past	5 years
Sales	94	†	24 %	338	†	2 %		
Active Listings	302	•	-24 %	327	•	-17 %		
Median Price	\$251,500	•	-19 %	\$245,000	•	-4 %	•	23 %
Average Price	\$289,290	•	-8 %	\$299,690	•	-9 %	•	26 %
Average Selling Tlme (days)	180	•	-89	221	•	-27		

Plex								
	Fourth Quarter 2	2019	Last 12 Month	าร	Past	5 years		
Sales	3	-	18	-				
Active Listings	25	-	22	-				
Median Price	**	-	**	-	•	-5 %		
Average Price	**	-	**	-	•	17 %		
Average Selling Tlme (days)	**	-	**	-				

Evolution of Market Conditions by Property Category*



^{**}Insufficient number of transactions to produce reliable statistics

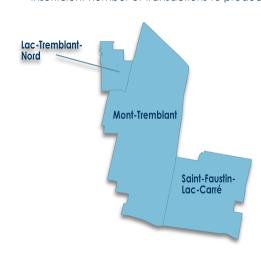


Table 1 - Summary of Centris Activity

Total Residential							
Fourth Quarter 2019							
Sales	138	•	38 %				
New Listings	153	•	-12 %				
Active Listings	449	•	-15 %				
Volume (in thousands \$)	26,482	•	50 %				

Last 12 Mont	:hs		
Sales	521	•	20 %
New Listings	804	•	-3 %
Active Listings	500	•	-9 %
Volume (in thousands \$)	98,657	•	27 %

Table 3 - Market Conditions by Price Range

Single-Family								
Last 12 Months								
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions				
	(I)	(V)	(I)/(V)					
100 and less	29	3	9	Balancd				
100 to 149	36	7	5	Seller				
150 to 199	94	14	7	Seller				
200 to 249	70	7	11	Buyer				
250 to 299	47	4	13	Buyer				
more than 300	73	3	22	Buyer				



Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Fourth Qu	arter 2	019	Last 12	Months	5	Past	5 years
Sales	115		37 %	439	+	21 %		
Active Listings	360	•	-13 %	395	•	-9 %		
Median Price	\$178,500	•	3 %	\$178,000	1	3 %	1	3 %
Average Price	\$196,105	•	9 %	\$192,616	•	6 %	1	6 %
Average Selling Tlme (days)	126	•	-8	145	•	-20		

Condominium								
Fourth Quarter 2019 Last 12 Months Past 5 years								
Sales	11		-	46	+	15 %		
Active Listings	49	•	-26 %	58	•	-12 %		
Median Price	**		-	\$148,000	•	-2 %	=	0 %
Average Price	**		-	\$151,822	•	1 %	•	-1 %
Average Selling Tlme (days)	**		-	222	†	25		

Plex								
	Fourth Qu	arter 2	019	Last 12 M	onths	;	Past	5 years
Sales	12		-	36	•	13 %		
Active Listings	38	•	-12 %	44	•	3 %		
Median Price	**		-	\$180,000	•	-3 %	•	-15 %
Average Price	**		-	\$197,639	•	6 %	•	-2 %
Average Selling Time (days)	**		_	133	•	-101		

Evolution of Market Conditions by Property Category*





Table 1 - Summary of Centris Activity

Total Residential							
Fourth Quarter 2019							
Sales	97	•	24 %				
New Listings	111	•	-4 %				
Active Listings	223	•	-17 %				
Volume (in thousands \$)	19,781	†	39 %				

Last 12	Months		
Sales	375	†	7 %
New Listings	507	•	-1 %
Active Listings	248	•	-12 %
Volume (in thousands \$)	71,673	•	19 %

Table 3 - Market Conditions by Price Range

Single-Family Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions					
	(I)	(V)	(I)/(V)						
150 and less	29	8	4	Seller					
150 to 199	42	8	5	Seller					
200 to 249	43	5	8	Balanced					
250 to 299	31	3	12	Buyer					
300 to 349	14	1	11	Buyer					
more than 350	24	2	11	Buyer					

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20	019	Last 12	Months	5	Past	5 years
Sales	77	†	22 %	316	+	6 %		
Active Listings	189	•	-16 %	211	•	-12 %		
Median Price	\$187,500	1	4 %	\$180,000	1	7 %	+	7 %
Average Price	\$200,374	•	8 %	\$192,224	•	10 %	•	12 %
Average Selling Tlme (days)	173	1	0	144	•	-13		

	Con	dominium					
	Fourth Quarter 2	2019	Last 12	Months	3	Past	5 years
Sales	8	-	33	•	-15 %		
Active Listings	11	-	16		-		
Median Price	**	-	\$144,000	•	12 %	•	9 %
Average Price	**	-	\$166,682	•	18 %	•	17 %
Average Selling Tlme (days)	**	-	205	•	-31		

Plex									
	Fourth Quarter 2	2019	Last 12 Mon	ths	Past	5 years			
Sales	11	-	24	-					
Active Listings	21	-	19	-					
Median Price	**	-	**	-	•	12 %			
Average Price	**	-	**	-	•	5 %			
Average Selling Time (days)	**	_	**	_					

Evolution of Market Conditions by Property Category*





Table 1 - Summary of Centris Activity

Total Residential								
Fourth Quarter 2019								
Sales	93	†	60 %					
New Listings	83	•	-22 %					
Active Listings	211	≒	0 %					
Volume (in thousands \$)	23,188	•	61 %					

Last 12	Months		
Sales	461	•	8 %
New Listings	649	• •	10 %
Active Listings	233	≒	0 %
Volume (in thousands \$)	111,603	•	14 %

Table 3 - Market Conditions by Price Range

	Single-Family								
Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions					
	(I)	(V)	(I)/(V)						
150 and less	29	5	6	Seller					
150 to 199	25	6	4	Seller					
200 to 249	24	6	4	Seller					
250 to 299	30	7	4	Seller					
300 to 349	12	4	3	Seller					



Table 2 - Detailed Centris Statistics by Property Category

Single-Family									
	Fourth Qu	arter 2	019	Last 12	Months		Past	5 years	
Sales	78	†	95 %	379	•	6 %			
Active Listings	177	†	1 %	194	•	2 %			
Median Price	\$242,500	•	-1 %	\$240,000	•	7 %	+	20 %	
Average Price	\$243,245	•	-2 %	\$239,844	•	6 %	+	16 %	
Average Selling Tlme (days)	99	1	14	102	•	0			

Condominium										
	Fourth Quarter 2	2019	Last 12 Month	ıs	Past	5 years				
Sales	4	-	29	-						
Active Listings	7	-	10	-						
Median Price	**	-	**	-	•	18 %				
Average Price	**	-	**	-	•	32 %				
Average Selling Tlme (days)	**	-	**	-						

		Plex					
	Fourth Quarter 2	2019	Last 12	Months	;	Past	5 years
Sales	11	-	52	•	4 %		
Active Listings	26	-	29	•	8 %		
Median Price	**	-	\$260,000	•	-2 %	+	17 %
Average Price	**	-	\$268,919	1	5 %	1	22 %
Average Selling Time (days)	**	_	77	•	-1		

Evolution of Market Conditions by Property Category*

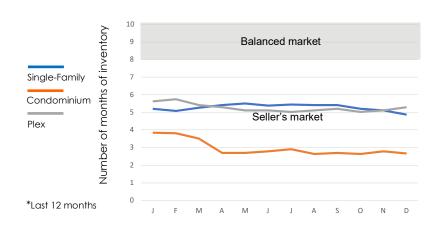




Table 1 - Summary of Centris Activity

Total Re	sidential						
Fourth Quarter 2019							
Sales	149	†	21 %				
New Listings	227	•	-7 %				
Active Listings	591	•	-27 %				
Volume (in thousands \$)	36,159	•	19 %				

Last 12	2 Months		
Sales	621	•	17 %
New Listings	1,126	•	-9 %
Active Listings	637	•	-28 %
Volume (in thousands \$)	152,209	†	18 %

Table 3 - Market Conditions by Price Range

Single-Family								
Last 12 Months								
Price Range (\$ thousands)	Inventory (average of the 12 months)	Months of Inventory	Market Conditions					
	(I)	(V)	(I)/(V)					
200 and less	97	17	6	Seller				
200 to 299	112	13	9	Balancd				
300 to 399	91	6	16	Buyer				
400 to 499	43	3	16	Buyer				
500 to 599	34	2	19	Buyer				
more than 600	82	2	35	Buyer				



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20	019	Last 12	Months	5	Past	5 years
Sales	120	•	25 %	496	•	14 %		
Active Listings	476	•	-27 %	500	•	-30 %		
Median Price	\$231,000	1	11 %	\$220,000	•	1 %	1	11 %
Average Price	\$254,860	•	-7 %	\$259,580	•	-1 %	•	22 %
Average Selling Tlme (days)	120	•	-13	132	•	-18		

Condominium								
	Fourth Qu	arter 20	019	Last 12	Months	8	Past	5 years
Sales	23		-	93	+	37 %		
Active Listings	78	•	-34 %	96	•	-20 %		
Median Price	**		-	\$170,729	1	12 %	+	18 %
Average Price	**		-	\$180,064	•	19 %	1	17 %
Average Selling Tlme (days)	**		-	157	•	-86		

Plex								
	Fourth Qua	arter 20	19	Last 12	2 Months	;	Past	5 years
Sales	6		-	31	•	19 %		
Active Listings	36	•	-4 %	40	≒	0 %		
Median Price	**		-	\$215,000	•	25 %	•	38 %
Average Price	**		-	\$201,571	•	24 %	•	10 %
Average Selling Tlme (days)	**		-	123	•	-49		

Evolution of Market Conditions by Property Category*





Table 1 - Summary of Centris Activity

Total Re	sidential						
Fourth Quarter 2019							
Sales	110	†	20 %				
New Listings	128	•	-12 %				
Active Listings	445	≒	0 %				
Volume (in thousands \$)	32,121	•	10 %				

Last 12 N	l onths		
Sales	389	1	14 %
New Listings	695	•	-1 %
Active Listings	436	•	-7 %
Volume (in thousands \$)	106,182	•	12 %

Table 3 - Market Conditions by Price Range

Single-Family Last 12 Months								
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions				
	(I)	(V)	(I)/(V)					
150 and less	34	6	6	Seller				
150 to 199	58	6	9	Balanced				
200 to 249	54	5	12	Buyer				
250 to 299	55	3	20	Buyer				
300 to 349	28	2	18	Buyer				
more than 350	106	7	16	Buyer				



Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Fourth Qu	arter 2	019	Last 12	Months	;	Past	5 years
Sales	89	•	11 %	321	+	9 %		
Active Listings	363	•	1 %	358	•	-6 %		
Median Price	\$225,000	•	-8 %	\$216,000	•	-3 %	•	17 %
Average Price	\$295,024	•	-12 %	\$281,706	•	-3 %	•	20 %
Average Selling Tlme (days)	157	•	16	170	1	7		

Condominium							
	Fourth Quarter	2019	Last 12	Months	3	Past	5 years
Sales	8	-	37	•	42 %		
Active Listings	23	-	25		-		
Median Price	**	-	\$167,000	•	-12 %	•	-5 %
Average Price	**	-	\$210,746	•	5 %	1	7 %
Average Selling Tlme (days)	**	-	207	•	28		

Plex Plex								
	Fourth Qu	arter 20	019	Last 12	Months	;	Past	5 years
Sales	13		-	31	•	48 %		
Active Listings	58	+	22 %	50	•	8 %		
Median Price	**		-	\$222,450	•	35 %	1	37 %
Average Price	**		-	\$256,677	†	39 %	1	59 %
Average Selling Tlme (days)	**		-	132	•	42		

Evolution of Market Conditions by Property Category*





Table 1 - Summary of Centris Activity

Total Residential							
Fourth Quarter 2019							
Sales	141	•	15 %				
New Listings	163	•	-22 %				
Active Listings	251	•	-37 %				
Volume (in thousands \$)	36,619	•	30 %				

Last 12 N	lonths		
Sales	682	1	12 %
New Listings	862	•	-12 %
Active Listings	316	•	-23 %
Volume (in thousands \$)	164,503	•	15 %

Table 3 - Market Conditions by Price Range

Single-Family Last 12 Months								
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions				
	(I)	(V)	(I)/(V)					
200 and less	17	8	2	Seller				
200 to 249	48	12	4	Seller				
250 to 299	32	10	3	Seller				
300 to 349	15	4	4	Seller				
350 to 399	16	2	7	Seller				
more than 400	25	2	13	Buyer				



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20	019	Last 12	Months	5	Past	5 years
Sales	94	†	25 %	451	•	15 %		
Active Listings	164	•	-23 %	201	•	-10 %		
Median Price	\$258,500	1	10 %	\$243,500	•	6 %	+	12 %
Average Price	\$269,369	•	13 %	\$251,940	•	4 %	•	12 %
Average Selling Tlme (days)	100	•	16	87	•	-7		

Condominium								
Fourth Quarter 2019 Last 12 Months Past 5 years								
Sales	26	-	153	•	14 %			
Active Listings	26	-	50	•	-58 %			
Median Price	**	-	\$173,000	•	1 %	+	7 %	
Average Price	**	-	\$185,393	≒	0 %	+	11 %	
Average Selling Tlme (days)	**	-	92		-40			

Plex								
	Fourth Qua	arter 20	019	Last 12	Months	;	Past	5 years
Sales	21		-	75	•	-7 %		
Active Listings	59	•	-16 %	64	•	-7 %		
Median Price	**		-	\$262,500	•	3 %	+	16 %
Average Price	**		-	\$288,772	•	8 %	+	16 %
Average Selling Tlme (days)	**		-	92	•	-12		

Evolution of Market Conditions by Property Category*

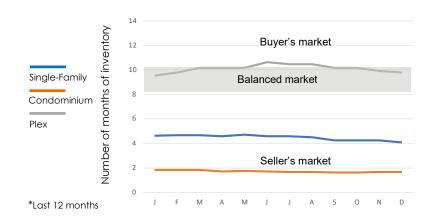




Table 1 - Summary of Centris Activity

Total Residential							
Fourth Quarter 2019							
Sales	288	†	45 %				
New Listings	344	•	-9 %				
Active Listings	848	•	-19 %				
Volume (in thousands \$)	88,146	•	52 %				

Last 12 Months								
Sales	1,080	1	23 %					
New Listings	1,768	•	-4 %					
Active Listings	938	•	-14 %					
Volume (in thousands \$)	327,297	•	27 %					

Table 3 - Market Conditions by Price Range

Single-Family								
Last 12 Months								
Price Range (\$ thousands)	Inventory (average of the 12 months)	Months of Inventory	Market Conditions					
	(I)	(V)	(I)/(V)					
200 and less	70	17	4	Seller				
200 to 299	133	26	5	Seller				
300 to 399	148	17	9	Balanced				
400 to 499	98	7	15	Buyer				
500 to 599	53	3	17	Buyer				
more than 600	158	5	31	Buyer				



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20	019	Last 12	Months	3	Past	5 years
Sales	244	†	46 %	903	•	19 %		
Active Listings	708	•	-18 %	784	•	-14 %		
Median Price	\$281,500	1	1 %	\$280,000	•	2 %	•	17 %
Average Price	\$318,461	•	2 %	\$318,063	•	4 %	•	26 %
Average Selling Tlme (days)	120	•	-17	140	•	-3		

Condominium								
	Fourth Qu	arter 20	019	Last 12	Months	3	Past	5 years
Sales	33	•	14 %	143	•	43 %		
Active Listings	100	•	-30 %	115	•	-23 %		
Median Price	\$210,000	•	20 %	\$205,000	•	8 %	+	8 %
Average Price	\$215,710	•	26 %	\$209,737	≒	0 %	•	-2 %
Average Selling Tlme (days)	99	•	-118	152	•	-26		

Plex								
	Fourth Qu	arter 20	19	Last 12	Months	8	Past	5 years
Sales	11		-	34	†	162 %		
Active Listings	38	•	9 %	38	†	34 %		
Median Price	**		-	\$302,500	+	14 %	•	38 %
Average Price	**		-	\$297,176	•	-2 %	•	6 %
Average Selling Tlme (days)	**		-	128	•	-1		

Evolution of Market Conditions by Property Category*

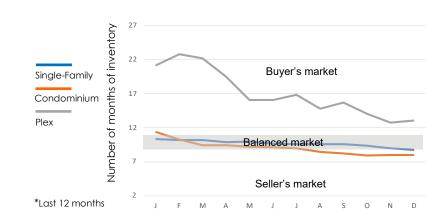




Table 1 - Summary of Centris Activity

Total Re	esidential		
Fourth Qu	uarter 2019		
Sales	122	+	-6 %
New Listings	148	•	-6 %
Active Listings	281	•	-25 %
Volume (in thousands \$)	28,323	•	7 %

Last 12	Months		
Sales	566	†	6 %
New Listings	813	•	-8 %
Active Listings	331	•	-20 %
Volume (in thousands \$)	121,440	†	11 %

Table 3 - Market Conditions by Price Range

		ngle-Family t 12 Months		
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions
	(I)	(V)	(I)/(V)	
150 and less	12	6	2	Seller
150 to 199	36	12	3	Seller
200 to 249	62	11	6	Seller
250 to 299	27	4	7	Seller
300 to 349	15	2	8	Seller
	33	3	12	Buyer



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20	019	Last 12	Months	S	Past	5 years
Sales	87	•	-16 %	438	+	1 %		
Active Listings	185	•	-24 %	215	•	-24 %		
Median Price	\$210,000	1	14 %	\$201,315	•	8 %	+	13 %
Average Price	\$228,251	•	15 %	\$211,573	•	6 %	•	14 %
Average Selling Tlme (days)	81	•	-26	93	•	-17		

		Cond	dominium					
	Fourth Qu	arter 20	019	Last 1	2 Month	ıs	Past	5 years
Sales	8		-	29		-		
Active Listings	36	•	-19 %	39	•	-17 %		
Median Price	**		-	**		-	+	3 %
Average Price	**		-	**		-	+	6 %
Average Selling Tlme (days)	**		-	**		-		

			Plex					
	Fourth Qu	arter 20	019	Last 12	Months	;	Past	5 years
Sales	26		-	98	•	23 %		
Active Listings	60	•	-31 %	76	•	-7 %		
Median Price	**		-	\$225,250	•	11 %	1	19 %
Average Price	**		-	\$231,898	•	2 %	+	16 %
Average Selling Time (days)	**		_	124	•	-5		

Evolution of Market Conditions by Property Category*







Table 1 - Summary of Centris Activity

Total Res	sidential					
Fourth Quarter 2019						
Sales	44	•	-4 %			
New Listings	69	•	-31 %			
Active Listings	254	†	1 %			
Volume (in thousands \$)	8,803	†	5 %			

Last 12	Months		
Sales	216	•	13 %
New Listings	398	•	-9 %
Active Listings	263	•	5 %
Volume (in thousands \$)	40,302	•	15 %

Table 3 - Market Conditions by Price Range

Single-Family Last 12 Months							
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions			
	(I)	(V)	(I)/(V)				
100 and less	19	2	8	Balanced			
100 to 149	46	4	11	Buyer			
150 to 199	54	5	11	Buyer			
200 to 249	49	4	13	Buyer			
250 to 299	35	2	19	Buyer			



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20	19	Last 12	Months	;	Past	5 years
Sales	43	•	-2 %	210	†	14 %		
Active Listings	240	•	-1 %	251	•	4 %		
Median Price	\$190,000	•	12 %	\$179,500	•	6 %	•	-15 %
Average Price	\$199,605	•	9 %	\$186,100	†	1 %	•	-11 %
Average Selling Tlme (days)	194	•	75	179	•	28		

Condominium						
	Fourth Quarter	2019	Last 12 Mont	hs	Past	5 years
Sales	1	-	3	-		
Active Listings	5	-	4	-		
Median Price	**	-	**	-	•	-41 %
Average Price	**	-	**	-	•	-24 %
Average Selling Tlme (days)	**	-	**	-		

Plex						
	Fourth Quarter 201	9	Last 12 Months		Past	5 years
Sales	0	-	3	-		
Active Listings	9	-	9	-		
Median Price	**	-	**	-	1	45 %
Average Price	**	-	**	-	•	37 %
Average Selling Tlme (days)	**	_	**	-		

Evolution of Market Conditions by Property Category*



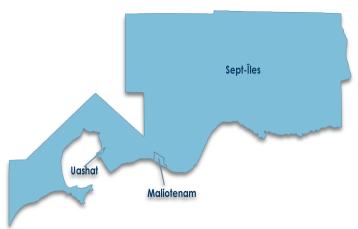


Table 1 - Summary of Centris Activity

Total Residential							
Fourth Quarter 2019							
Sales	129	†	21 %				
New Listings	208	•	-5 %				
Active Listings	419	•	-9 %				
Volume (in thousands \$)	16,140	†	22 %				

Last 12 I	Months		
Sales	555	•	12 %
New Listings	959	•	4 %
Active Listings	458	•	-6 %
Volume (in thousands \$)	74,635	•	20 %

Table 3 - Market Conditions by Price Range

Single-Family Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions					
	(I)	(V)	(I)/(V)						
100 and less	55	12	5	Seller					
100 to 149	64	14	5	Seller					
150 to 199	74	7	11	Buyer					
200 to 249	29	3	9	Balanced					
250 to 299	13	2	7	Seller					
more than 300	40	2	23	Buyer					



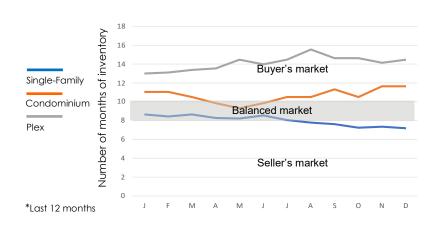
Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20)19	Last 12	Months	5	Past	5 years
Sales	105	•	31 %	459	•	19 %		
Active Listings	286	•	-6 %	323	•	-1 %		
Median Price	\$115,000	•	-1 %	\$125,000	•	9 %	+	9 %
Average Price	\$127,389	•	1 %	\$138,308	•	7 %	•	16 %
Average Selling Tlme (days)	97	•	-19	101	•	-32		

Condominium									
	Fourth Quarter 2	2019	Last 12 Month	าร	Past	5 years			
Sales	0	-	9	-					
Active Listings	21	-	23	-					
Median Price	**	-	**	-	1	19 %			
Average Price	**	-	**	-	1	65 %			
Average Selling Tlme (days)	**	-	**	-					

			Plex					
	Fourth Qu	arter 20	019	Last 12	Months	;	Past	5 years
Sales	24		-	87	•	-2 %		
Active Listings	104	•	-13 %	106	•	-7 %		
Median Price	**		-	\$100,000	•	-8 %	+	3 %
Average Price	**		-	\$109,090	•	-1 %	•	10 %
Average Selling Tlme (days)	**		_	182	†	8		

Evolution of Market Conditions by Property Category*



^{**}Insufficient number of transactions to produce reliable statistics



Table 1 - Summary of Centris Activity

Т	Total Residential						
Fo	Fourth Quarter 2019						
Sales	129	•	47 %				
New Listings	177	•	1 %				
Active Listings	416	•	-10 %				
Volume (in thousands \$)	23,030	•	57 %				

Last 12	Months		
Sales	509	•	17 %
New Listings	784	≒	0 %
Active Listings	455	•	-6 %
Volume (in thousands \$)	90,201	•	23 %

Table 3 - Market Conditions by Price Range

Single-Family									
Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions					
	(1)	(V)	(I)/(V)						
150 and less	65	14	5	Seller					
150 to 199	74	11	7	Seller					
200 to 249	37	6	7	Seller					
250 to 299	26	2	13	Buyer					
300 to 349	21	2	12	Buyer					
more than 350	50	2	31	Buyer					



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 2	019	Last 12	Months	3	Past	5 years
Sales	103	+	37 %	411	†	13 %		
Active Listings	284	•	-14 %	319	•	-10 %		
Median Price	\$165,000	†	11 %	\$160,000	1	2 %	+	7 %
Average Price	\$177,813	1	4 %	\$174,607	•	3 %	+	10 %
Average Selling Tlme (days)	125	•	-24	128	•	-20		

	Cor	ndominium				
	Fourth Quarter 2	2019	Last 12 Mont	hs	Past	5 years
Sales	3	-	25	-		
Active Listings	22	-	25	-		
Median Price	**	-	**	-	1	2 %
Average Price	**	-	**	-	•	7 %
Average Selling Tlme (days)	**	-	**	-		

Plex								
	Fourth Qu	arter 20	19	Last 12	Months	3	Past	5 years
Sales	23		-	71	•	34 %		
Active Listings	105	•	-2 %	106	•	8 %		
Median Price	**		-	\$162,000	•	21 %	•	21 %
Average Price	**		-	\$190,989	†	21 %	•	23 %
Average Selling Tlme (days)	**		-	223		93		

Evolution of Market Conditions by Property Category*



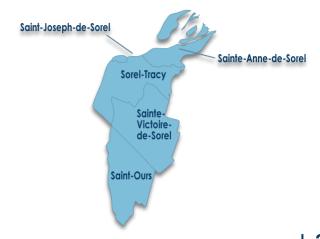


Table 1 - Summary of Centris Activity

Total Re	sidential						
Fourth Quarter 2019							
Sales	77	•	4 %				
New Listings	108	•	14 %				
Active Listings	210	•	-13 %				
Volume (in thousands \$)	9,511	†	10 %				

Last 12	Months		
Sales	366	•	12 %
New Listings	507	•	3 %
Active Listings	228	•	-12 %
Volume (in thousands \$)	43,247	•	13 %

Table 3 - Market Conditions by Price Range

Single-Family									
Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions					
	(I)	(V)	(I)/(V)						
100 and less	38	9	4	Seller					
100 to 149	45	8	5	Seller					
150 to 199	30	4	8	Balanced					
200 to 249	10	2	6	Seller					
250 to 299	7	2	4	Seller					
more than 300	14	1	12	Buyer					



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 20	19	Last 12	Months	;	Past	5 years
Sales	60	†	3 %	279	•	3 %		
Active Listings	152	•	-9 %	172	•	-6 %		
Median Price	\$121,500	†	14 %	\$116,000	•	14 %	1	16 %
Average Price	\$130,464	†	8 %	\$123,099	•	3 %	•	16 %
Average Selling Tlme (days)	131	•	18	99	•	-24		

Condominium									
	Fourth Quarter 20)19	Last 12 Mont	ns	Past	5 years			
Sales	2	-	14	-					
Active Listings	8	-	9	-					
Median Price	**	-	**	-	1	42 %			
Average Price	**	-	**	-	1	39 %			
Average Selling Tlme (days)	**	-	**	-					

			Plex					
	Fourth Qua	arter 20	019	Last 12	Months	8	Past	5 years
Sales	15		-	68	†	33 %		
Active Listings	47	•	-27 %	45	•	-33 %		
Median Price	**		-	\$88,500	•	-2 %	•	-2 %
Average Price	**		-	\$93,794	•	-9 %	•	-9 %
Average Selling Tlme (days)	**		-	162	•	-2		

Evolution of Market Conditions by Property Category*



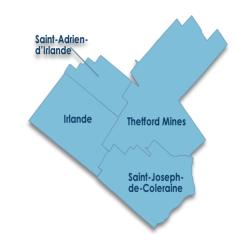


Table 1 - Summary of Centris Activity

Total Residential								
Fourth Quarter 2019								
Sales	81	•	-17 %					
New Listings	112	•	23 %					
Active Listings	205	•	-13 %					
Volume (in thousands \$)	21,640	•	-11 %					

Last 12	Months		
Sales	395	•	-4 %
New Listings	542	•	-4 %
Active Listings	223	•	-9 %
Volume (in thousands \$)	104,137	•	4 %

Table 3 - Market Conditions by Price Range

Single-Family Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions					
	(1)	(V)	(I)/(V)						
150 and less	20	3	7	Seller					
150 to 199	26	5	5	Seller					
200 to 249	23	8	3	Seller					
250 to 299	13	6	2	Seller					
300 to 349	24	3	9	Balanced					
	61	5	12	Buyer					



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Fourth Qu	arter 2	019	Last 12	Months	;	Past	5 years
Sales	73	•	-6 %	349	•	-2 %		
Active Listings	179	•	-13 %	198	•	-9 %		
Median Price	\$255,000	•	10 %	\$245,000	•	4 %	1	26 %
Average Price	\$265,948	1	6 %	\$263,771	•	9 %	1	24 %
Average Selling Tlme (days)	112	•	-24	111	•	-7		

Condominium									
	Fourth Quarter 2	2019	Last 12 Mont	hs	Past	5 years			
Sales	2	-	8	-					
Active Listings	17	-	11	-					
Median Price	**	-	**	-	•	47 %			
Average Price	**	-	**	-	•	41 %			
Average Selling Tlme (days)	**	-	**	-					

		Plex					
	Fourth Quarter 2	019	Last 12	Months	5	Past	5 years
Sales	6	-	38	•	-16 %		
Active Listings	9	-	13	•	-25 %		
Median Price	**	-	\$265,500	•	6 %	+	26 %
Average Price	**	-	\$272,003	•	7 %	1	31 %
Average Selling Tlme (days)	**	_	102	†	18		

Evolution of Market Conditions by Property Category*



^{**}Insufficient number of transactions to produce reliable statistics



Table 1 - Summary of Centris Activity

Total Residential								
Fourth Quarter 2019								
Sales	126	•	100 %					
New Listings	131	•	8 %					
Active Listings	206	•	-23 %					
Volume (in thousands \$)	24,022	•	115 %					

Last 12 Mo	nths		
Sales	485	•	26 %
New Listings	569	•	2 %
Active Listings	248	•	-7 %
Volume (in thousands \$)	91,360	•	36 %

Table 3 - Market Conditions by Price Range

	Sir	igle-Family										
Last 12 Months												
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions								
	(I)	(V)	(I)/(V)									
150 and less	27	11	2	Seller								
150 to 199	51	13	4	Seller								
200 to 249	31	5	6	Seller								
250 to 299	17	3	6	Seller								
300 to 349	16	2	7	Seller								
more than 350	30	2	17	Buyer								



Table 2 - Detailed Centris Statistics by Property Category

	Single-Family												
	Fourth Qu	Fourth Quarter 2019				Last 12 Months							
Sales	102	•	122 %	411	†	26 %							
Active Listings	178	•	-21 %	209	•	-4 %							
Median Price	\$169,000	•	8 %	\$166,000	†	4 %	+	19 %					
Average Price	\$193,547	•	5 %	\$187,282	•	5 %	+	22 %					
Average Selling Tlme (days)	121		-8	120		0							

Condominium											
	Fourth Quarter 2	2019	Last 12 Mont	hs	Past :	5 years					
Sales	12	-	29	-							
Active Listings	8	-	11	-							
Median Price	**	-	**	-	1	4 %					
Average Price	**	-	**	-	1	4 %					
Average Selling Tlme (days)	**	-	**	-							

Piex											
	Fourth Quarter 2019 Last 12 Months										
Sales	12	-	44	•	29 %						
Active Listings	20	-	27	•	1 %						
Median Price	**	-	\$184,000	•	37 %	1	19 %				
Average Price	**	-	\$225,773	•	37 %	1	25 %				
Average Selling Tlme (days)	**	-	127	•	37						

Evolution of Market Conditions by Property Category*



^{**}Insufficient number of transactions to produce reliable statistics



Other agglomerations



Alma

(Alma, Delisle,		Total residential				Single Family			
Saint-Henri-de-Taillon, Saint-Nazaire)	Sales	Variation*	Active Listings	Variation*	Average Price	Variation*	Median Price	Variation*	
2019	186	8%	212	-10%	\$168,784	0%	\$150,000	-3%	

Matane

(Matane, Saint-Ulric,	Total residential			Single Family				
Sainte-Félicité, Saint-René-de-Matane)	Sales	Variation*	Active Listings	Variation*	Average Price	Variation*	Median Price	Variation*
2019	147	-7%	222	-12%	\$125,897	7%	\$119,500	4%

Amos

	Total residential			Single Family				
(Amos)	Sales	Variation*	Active Listings	Variation*	Average Price	Variation*	Median Price	Variation*
2019	127	-1%	86	-3%	\$208,218	2%	\$186,000	-3%

Mont-Laurier

4		Total	residential		Single Family			
(Mont-Laurier)	Sales	Variation*	Active Listings	Variation*	Average Price	Variation*	Median Price	Variation*
2019	144	20%	138	8%	\$176,840	4%	\$171,500	1%

Cowansville

	Total residential			Single Family				
(Cowansville)	Sales	Variation*	Active Listings	Variation*	Average Price	Variation*	Median Price	Variation*
2019	169	2%	122	-16%	\$219,853	4%	\$205,000	4%

Rawdon

		Total residential			S			
(Rawdon)	Sales	Variation*	Active Listings	Variation*	Average Price	Variation*	Median Price	Variation*
2019	185	29%	176	6%	\$196,371	3%	\$181,000	7%

Lachute

	Total residential			Single Family				
(Lachute)	Sales	Variation*	Active Listings	Variation*	Average Price	Variation*	Median Price	Variation*
2019	173	4%	236	0%	\$168,032	-4%	\$154,000	1%

Saint-Georges

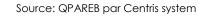
(Saint-Georges)	Total residential				Single Family			
	Sales	Variation*	Active Listings	Variation*	Average Price	Variation*	Median Price	Variation*
2019	218	20%	205	-11%	\$167,716	3%	\$164,250	10%

La Tuque

(Coucoucache, La Bostonnais, La Tuque, Obedjiwan, Wenmotaci)	Total residential				Single Family			
	Sales	Variation*	Active Listings	Variation*	Average Price	Variation*	Median Price	Variation*
2019	131	12%	135	-1%	\$117,373	-4%	\$114,000	9%

Sainte-Marie

(Sainte-Marie)	Total residential				Single Family			
	Sales	Variation*	Active Listings	Variation*	Average Price	Variation*	Median Price	Variation*
2019	111	39%	64	-16%	\$216,211	2%	\$198,000	5%





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. Quarterly and annual data correspond to the average monthly data for the targeted period.

Active Listings

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 Selling Time

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.

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.

Inventory

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

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.

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 (buyer's market). In such a context, price growth is generally low and may even be negative.

About the QPAREB

The Quebec Professional Association of Real Estate Brokers (QPAREB) is a non-profit association that brings together more than 12,700 real estate brokers and agencies. Among other things, it is responsible for the analysis and publication of Quebec's residential real estate market statistics.

Information

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

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