

residential real estate market
THIRD QUARTER 2020

# **Province of Quebec**

#### Sales

49%

Change in total residential sales compared to the 3<sup>rd</sup> quarter of 2019

# Listings

**-33**%

Change in residential active listings compared to the 3<sup>rd</sup> quarter of 2019

# **Price**

21%

Change in median price of single-family homes compared to the 3<sup>rd</sup> auarter of 2019



# **Highlights - Third Quarter 2020**

#### Sales

- In total, 32,200 residential transactions were concluded in the <u>province of Quebec</u> in the third quarter
  of the year, an exceptional 49 per cent increase compared to the third quarter of last year. This also
  represents a new sales record, all quarters combined, both in terms of variation and absolute numbers,
  since the real estate brokers' Centris system began compiling market data (2000).
- In total, 21,876 single-family homes (+51 per cent), 7,673 condominiums (+47 per cent) and 2,457 plexes (+37 per cent) changed hands in the third quarter of the year.
- Geographically, the agglomerations of Charlevoix (+174 per cent), <u>Sainte-Agathe-des-Monts</u> (+122 per cent), <u>Saint-Sauveur</u> (+118 per cent) and <u>Mont-Tremblant</u> (+115 per cent) saw their number of residential sales more than double compared to the third quarter of last year.
- As for the province's six census metropolitan areas (CMAs), the largest increase in sales was in the <u>Sherbrooke CMA</u>, where sales jumped by 67 per cent. This was followed by the <u>Quebec City CMA</u> (+58 per cent) and the <u>Saguenay CMA</u> (+52 per cent). The <u>Montreal</u> and <u>Gatineau</u> CMAs also registered a significant increase in sales at 42 per cent and 39 per cent, respectively. Finally, only the <u>Trois-Rivières</u> CMA registered a more modest increase in sales, at 16 per cent.

# Median price

- The median price of single-family homes in Quebec jumped by 21 per cent to reach \$310,000.
- As for the province's metropolitan areas, for the second consecutive quarter, the largest price increases for single-family homes were in the Gatineau (+24 per cent), Montreal (+21 per cent) and Sherbrooke (+17 per cent) CMAs.
- Outside of the metropolitan areas, the largest price increases for single-family homes were in the
  agglomerations of <u>Sainte-Adèle</u> (+31 per cent), <u>Granby</u> (+29 per cent), <u>Saint-Hyacinthe</u> (+23 per cent) and <u>Sainte-Agathe-des-Monts</u> (+21 per cent).
- The median price of condominiums across Quebec increased by 11 per cent to reach \$282,500, while that of plexes was unchanged at \$427,000.

# **Active listings**

- The downward trend in supply continued for a 19th consecutive quarter. From July to September, there were an average of 36,494 residential properties for sale in the real estate brokers' Centris system, a 33 per cent drop compared to the same period last year. This was the largest quarterly decrease ever recorded since Centris began compiling statistics. The last time the province had such a low level of supply was back in 2004.
- All of the province's CMAs registered a significant drop in supply. The CMAs of Trois-Rivières
   (-47 per cent), Gatineau (-45 per cent) and Sherbrooke (-39 per cent) registered the largest decreases.

# Market conditions and selling times

- The significant decline in supply, coupled with strong sales activity in most areas of the province, led to a
  further tightening of market conditions, again to the advantage of sellers.
- However, the condominium market on the Island of Montreal contradicted the general trend, as market conditions, which remain in favour of sellers, stabilized for a second consecutive quarter.
- It took an average of 94 days (-2 days) to sell a single-family home in Quebec, 62 days (-29 days) to sell a condominium, and 94 days (-7 days) to sell a plex.

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

### **QPAREB BAROMETER - 3RD QUARTER 2020 - ECONOMIC INDICATORS**



# Sociodemographic Profile

Population in 2016

8,164,361

Variation change between 2011 and 2016

3.3%

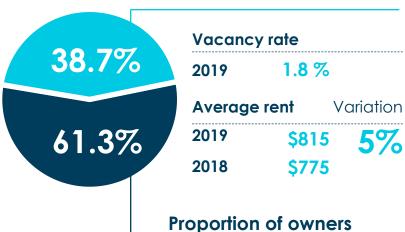
Population density per square kilometer

6

Number of households in 2016

3,858,943

### **Proportion of renters**





# Mortgage Rates

1-year term		Variation
Q3 2020	3.09%	-0.55
Q3 2019	3.64%	
5-year term		Variation
3-year leitii		variation
Q3 2020	4.84%	-0.35



# Consumer Confidence Level

Overall		Variation
Q3 2020	111	-56
Q3 2019	167	
Is right now a go make a major pu		Variation
make a major pu	urchase?*	Variation -13



## **Labour Market**

Employment (i	Employment (in thousands)				
Q3 2020	4,201.7	-161.0			
Q3 2019	4,362.7	101.0			
Unemploymen	Unemployment rate				
Q3 2020	8.5%	3.7			



# **Housing Starts**

	Total		Variation
	Q3 2020	13,407	23%
	Q3 2019	10,920	
	Single-Fo	amily	Variation
40 407	Q3 2020	3,285	16%
13,407	Q3 2019	2,840	
!	'		
	Condom	ninium	Variation
	Q3 2020	2,048	Variation 77%
	Q3 2020	2,048	
	Q3 2020 Q3 2019	2,048	77%
	Q3 2020 Q3 2019 Rental	2,048 1,154	77% Variation

# Map of Urban Centres in the Province of Quebec



CENSUS MET	ROPOLITA	N AREAS	
Province			 
Gatineau			
Montreal			 
Quebec Ci	ty		 
Saguenay			 
Sherbrooke			 
Trois-Rivière	S		 

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	Sorel-Tracy
Rawdon	Thetford Mines
Rimouski	Val-d'Or



Table 1 - Summary of Centris Activity

Total Residential							
Third Quarter 2020							
Sales	32,200	<b>†</b>	49 %				
New Listings	37,566	<b>†</b>	16 %				
Active Listings	36,494	•	-33 %				
Volume (in thousands \$)	11,904,180	<b>†</b>	73 %				

Last 12 Months						
Sales	104,062	<b>†</b>	12 %			
New Listings	126,715	•	-9 %			
Active Listings	44,503	•	-24 %			
Volume (in thousands \$)	35,533,351	<b>†</b>	22 %			



Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Third Qua	rter 20	20	Last 12	Months	<b>;</b>	Past	5 years
Sales	21,876	•	51 %	70,418	•	14 %		
Active Listings	22,617	•	-40 %	30,177	•	-24 %		
Median Price	\$310,000	<b>1</b>	21 %	\$280,360	•	9 %	<b>1</b>	22 %
Average Price	\$372,949	<b>1</b>	21 %	\$338,098	•	10 %	<b>1</b>	27 %
Average Selling Tlme (days)	94	•	-2	98	•	-2		

Condominium								
Third Quarter 2020 Last 12 Months					Past	5 years		
Sales	7,673	<b></b>	47 %	24,763	•	9 %		
Active Listings	9,152	•	-12 %	9,105	•	-25 %		
Median Price	\$282,500	<b>†</b>	11 %	\$263,000	•	9 %	<b>†</b>	20 %
Average Price	\$331,306	<b>†</b>	9 %	\$313,653	•	8 %	<b>†</b>	22 %
Average Selling Tlme (days)	62	•	-29	75		-22		

Plex								
Third Quarter 2020 Last 12 Months						Past	5 years	
Sales	2,457	•	37 %	8,347	•	9 %		
Active Listings	4,279	•	-20 %	4,692	•	-20 %		
Median Price	\$427,000	≒	0 %	\$424,500	•	1 %	•	18 %
Average Price	\$471,970	•	5 %	\$464,127	•	6 %	•	27 %
Average Selling Tlme (days)	94	•	-7	97	•	-2		



Table 1 - Summary of Centris Activity

Total Residential							
Third Quarter 2020							
Sales	1,853	•	39 %				
New Listings	2,015	•	11 %				
Active Listings	1,160	•	-45 %				
Volume (in thousands \$)	598,397	•	70 %				

Last '	12 Months		
Sales	5,524	<b>†</b>	11 %
New Listings	6,365	•	-13 %
Active Listings	1,439	•	-39 %
Volume (in thousands \$)	1,659,775	•	25 %

Table 3 - Market Conditions by Price Range

Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	Sales (average of the 12 months)	Months of Inventory	Market Conditions					
	<b>(I)</b>	(V)	(I)/(V)						
200 and less	175	54	3.2	Seller					
200 to 249	131	55	2.4	Seller					
250 to 299	153	65	2.3	Seller					
300 to 349	135	55	2.5	Seller					
350 to 399	98	42	2.3	Seller					



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Third Qua	arter 20	20	Last 12	Months	5	Past	5 years
Sales	1,368	•	36 %	4,104	•	7 %		
Active Listings	774	•	-50 %	1,037	•	-38 %		
Median Price	\$324,700	•	24 %	\$296,900	•	14 %	<b>1</b>	30 %
Average Price	\$347,984	•	25 %	\$320,556	•	14 %	<b>1</b>	30 %
Average Selling Tlme (days)	49	•	-9	60	•	-7		

Condominium								
	Third Qua	arter 20	20	Last 12	Months	3	Past	5 years
Sales	337	•	43 %	1,013	<b>†</b>	24 %		
Active Listings	216	•	-34 %	235	•	-41 %		
Median Price	\$195,500	•	16 %	\$188,000	<b>†</b>	14 %	<b>†</b>	12 %
Average Price	\$206,106	<b>1</b>	11 %	\$202,609	•	11 %	<b>1</b>	11 %
Average Selling Tlme (days)	35	•	-46	54		-33		

Plex								
	Third Qua	arter 20	20	Last 12 I	Months	3	Past	5 years
Sales	143	•	57 %	399	<b>†</b>	17 %		
Active Listings	157	•	-29 %	156	•	-37 %		
Median Price	\$340,000	•	20 %	\$327,500	•	9 %	<b>1</b>	29 %
Average Price	\$364,220	•	16 %	\$348,208	•	7 %	<b>1</b>	18 %
Average Selling Tlme (days)	59	•	-37	92	•	-12		

### **Evolution of Market Conditions by Property Category\***

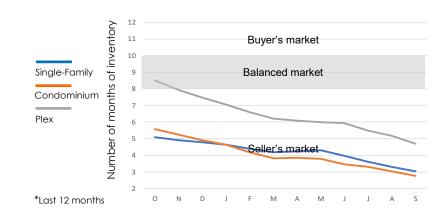




Table 1 - Summary of Centris Activity

Total Residential							
Third Quarter 2020							
Sales	15,367	•	42 %				
New Listings	19,755	•	37 %				
Active Listings	13,208	•	-21 %				
Volume (in thousands \$)	7,284,021	•	66 %				

Last 12 Months							
Sales	51,779	•	4 %				
New Listings	63,748	•	-3 %				
Active Listings	14,215	•	-28 %				
Volume (in thousands \$)	22,460,698	<b>†</b>	16 %				

Table 3 - Market Conditions by Price Range

		Single-Family	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								
	<b>(I)</b>	(V)	(I)/(V)									
200 and less	320	106	3.0	Seller								
200 to 299	1,137	485	2.3	Seller								
300 to 399	1,526	688	2.2	Seller								
400 to 499	1,162	427	2.7	Seller								
400 to 499 500 to 599	1,162 763	427 237	2.7 3.2	Seller Seller								



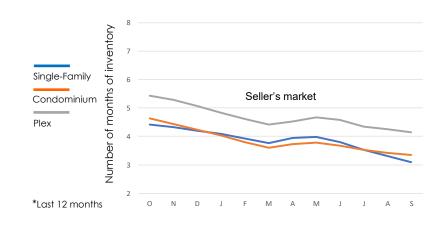
Table 2 - Detailed Centris Statistics by Property Category

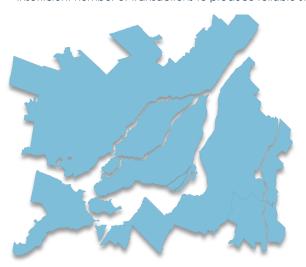
		Sing	le-Family					
	Third Qua	rter 20	20	Last 12	Months	5	Past	5 years
Sales	8,305	•	47 %	28,214	•	5 %		
Active Listings	5,689	•	-36 %	7,289	•	-28 %		
Median Price	\$426,648	<b>1</b>	21 %	\$381,500	•	14 %	<b>1</b>	34 %
Average Price	\$523,288	<b>1</b>	22 %	\$462,907	•	13 %	<b>1</b>	35 %
Average Selling Tlme (days)	51	•	-12	57	•	-11		

		Cond	lominium					
	Third Qua	arter 20	20	Last 12	Months	5	Past	5 years
Sales	5,665	•	40 %	18,740	•	4 %		
Active Listings	5,836	•	-1 %	5,227	•	-28 %		
Median Price	\$315,000	<b>†</b>	12 %	\$295,000	•	12 %	<b>†</b>	25 %
Average Price	\$364,505	<b>†</b>	11 %	\$344,012	•	10 %	<b>†</b>	25 %
Average Selling Tlme (days)	42	•	-33	56	•	-26		

Plex								
	Third Qua	rter 20	20	Last 12	Months	3	Past	5 years
Sales	1,375	•	24 %	4,763	•	1 %		
Active Listings	1,637	•	-13 %	1,650	•	-25 %		
Median Price	\$612,000	•	10 %	\$595,000	•	11 %	<b>+</b>	35 %
Average Price	\$636,406	<b>1</b>	10 %	\$623,178	•	11 %	<b>1</b>	35 %
Average Selling Tlme (days)	63	•	-15	66	•	-9		

### **Evolution of Market Conditions by Property Category\***





	Total Residential						
Third Quarter 2020							
Sales	2,668	•	58 %				
New Listings	3,056	•	-6 %				
Active Listings	4,920	•	-34 %				
Volume (in thousands \$)	809,097	•	74 %				

Last '	12 Months		
Sales	9,742	<b>†</b>	23 %
New Listings	12,445	•	-12 %
Active Listings	6,430	•	-17 %
Volume (in thousands \$)	2,769,624	•	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						
	<b>(I)</b>	(V)	(I)/(V)							
200 and less	470	79	6.0	Seller						
200 to 249	917	150	6.1	Seller						
250 to 299	736	128	5.8	Seller						
300 to 349	416	79	5.3	Seller						
350 to 399	343	44	7.8	Seller						
more than 400	908	80	11.4	Buyer						

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Third Qua	arter 20	20	Last 12	Months	3	Past	5 years
Sales	1,793	•	53 %	6,720	<b>†</b>	19 %		
Active Listings	2,668	•	-40 %	3,793	•	-19 %		
Median Price	\$277,000	•	7 %	\$265,000	•	2 %	<b>+</b>	7 %
Average Price	\$325,003	<b>1</b>	12 %	\$300,554	<b>†</b>	4 %	<b>+</b>	9 %
Average Selling Tlme (days)	117	•	-8	122	•	-1		

Condominium								
	Third Qua	arter 20	20	Last 12 I	<b>Months</b>	3	Past	5 years
Sales	673	•	68 %	2,326	<b>1</b>	33 %		
Active Listings	1,845	•	-19 %	2,096	•	-14 %		
Median Price	\$195,000	•	1 %	\$192,500	≒	0 %	•	-1 %
Average Price	\$235,121	<b>1</b>	3 %	\$226,186	≒	0 %	<b>1</b>	1 %
Average Selling Tlme (days)	148	•	-15	160	•	-9		

			Plex					
	Third Qua	arter 20	20	Last 12	Months	3	Past :	5 years
Sales	198	•	75 %	679	<b>†</b>	25 %		
Active Listings	395	•	-38 %	524	•	-17 %		
Median Price	\$340,000	<b>1</b>	13 %	\$315,000	<b>1</b>	3 %	<b>1</b>	9 %
Average Price	\$347,302	<b>1</b>	8 %	\$335,864	<b>1</b>	3 %	<b>1</b>	8 %
Average Selling Tlme (days)	148	•	25	131	<b>†</b>	7		

### **Evolution of Market Conditions by Property Category\***





Table 1 - Summary of Centris Activity

Tota	Residential						
Third Quarter 2020							
Sales	454	•	<b>52</b> %				
New Listings	476	•	-5 %				
Active Listings	866	•	-37 %				
Volume (in thousands \$)	94,548	•	65 %				

Last 12	Months		
Sales	1,449	<b>1</b>	11 %
New Listings	1,887	•	-19 %
Active Listings	1,094	•	-27 %
Volume (in thousands \$)	281,793	<b>1</b>	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					
	<b>(I)</b>	(V)	(I)/(V)						
100 and less	35	7	4.8	Seller					
100 to 149	102	21	5.0	Seller					
150 to 199	260	30	8.5	Balanced					
	440	00	7.2	Seller					
200 to 249	142	20	1.2	Sellel					
200 to 249 250 to 299	100	20 11	9.4	Balanced					



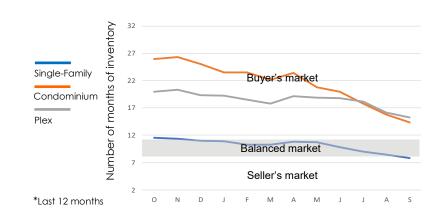
Table 2 - Detailed Centris Statistics by Property Category

		Sing	le-Family					
	Third Qua	arter 20	20	Last 12	Months	5	Past :	5 years
Sales	371	<b>†</b>	41 %	1,193	•	8 %		
Active Listings	572	•	-43 %	776	•	-29 %		
Median Price	\$199,000	<b>†</b>	11 %	\$182,000	•	4 %	<b>1</b>	6 %
Average Price	\$214,684	<b>1</b>	11 %	\$199,330	•	5 %	<b>1</b>	9 %
Average Selling Tlme (days)	128	•	-26	145	•	3		

Condominium								
Third Quarter 2020 Last 12 Months								5 years
Sales	34	<b>†</b>	240 %	104	•	46 %		
Active Listings	110	•	-23 %	124	•	-22 %		
Median Price	\$163,500	<b>1</b>	8 %	\$155,000	≒	0 %	<b>†</b>	2 %
Average Price	\$182,203	•	-5 %	\$169,490	•	-1 %	<b>†</b>	3 %
Average Selling Tlme (days)	130	<b>†</b>	20	176	•	-18		

Plex								
	Third Qua	arter 20	20	Last 12	Months	3	Past :	5 years
Sales	47	<b>†</b>	81 %	150	•	15 %		
Active Listings	182	•	-19 %	191	•	-17 %		
Median Price	\$168,000	≒	0 %	\$171,562	•	1 %	≒	0 %
Average Price	\$181,547	<b>1</b>	2 %	\$183,248	•	6 %	<b>1</b>	1 %
Average Selling Tlme (days)	182	•	21	189	•	34		

### **Evolution of Market Conditions by Property Category\***



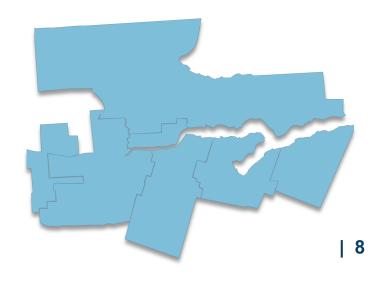


Table 1 - Summary of Centris Activity

Total Residential							
Third Quarter 2019							
Sales	706	<b>†</b>	67 %				
New Listings	748	<b>†</b>	12 %				
Active Listings	741	•	-39 %				
Volume (in thousands \$)	219,779	<b>†</b>	96 %				

Last 1	2 Months		
Sales	2,229	1	14 %
New Listings	2,587	•	-9 %
Active Listings	978	•	-28 %
Volume (in thousands \$)	627,668	<b>1</b>	29 %

Table 3 - Market Conditions by Price Range

Last 12 Months								
Price Range Inventory Sales Months of (\$ thousands) (average of (average of Inventory the 12 months) the 12 months)								
(1)	(V)	(I)/(V)						
8	3	3.0	Seller					
18	6	3.0	Seller					
98	34	2.9	Seller					
111	35	3.2	Seller					
70	17	4.0	Seller					
	Inventory (average of the 12 months)  (I)  8  18  98  111	Inventory (average of the 12 months)   (I) (V)     (V)     (V)     (V)	Columbia					

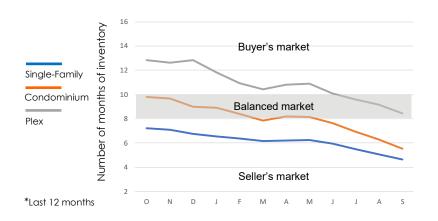


Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Third Qua	arter 20	19	Last 12	Months	5	Past	5 years
Sales	500	<b>1</b>	60 %	1,626	•	11 %		
Active Listings	464	•	-42 %	628	•	-30 %		
Median Price	\$260,000	<b>†</b>	17 %	\$232,000	•	8 %	<b>+</b>	18 %
Average Price	\$339,950	<b>1</b>	20 %	\$299,141	•	15 %	<b>+</b>	25 %
Average Selling Tlme (days)	89		-7	98	•	-12		

Condominium								
	Third Qua	rter 20	19	Last 12	Months	3	Past	5 years
Sales	144	<b>+</b>	115 %	361	•	27 %		
Active Listings	134	•	-30 %	168	•	-24 %		
Median Price	\$183,750	<b>+</b>	19 %	\$171,000	•	5 %	•	11 %
Average Price	\$221,148	<b>1</b>	26 %	\$203,159	•	9 %	<b>+</b>	20 %
Average Selling Tlme (days)	77	•	-82	97	•	-57		

Plex								
	Third Qua	arter 20	19	Last 12	Months	;	Past	5 years
Sales	61	•	39 %	239	•	17 %		
Active Listings	133	•	-35 %	170	•	-21 %		
Median Price	\$252,000	•	12 %	\$245,000	•	7 %	<b>+</b>	7 %
Average Price	\$299,279	•	12 %	\$285,668	•	12 %	<b>†</b>	13 %
Average Selling Tlme (days)	126	•	21	126	•	-23		



<sup>\*\*</sup>Insufficient number of transactions to produce reliable statistics



Table 1 - Summary of Centris Activity

	Residential Quarter 2020		
Sales	346	•	16 %
New Listings	312	•	-25 %
Active Listings	374	•	-47 %
Volume (in thousands \$)	65,125	•	25 %

Last 1	2 Months		
Sales	1,404	<b>†</b>	9 %
New Listings	1,522	•	-20 %
Active Listings	550	•	-30 %
Volume (in thousands \$)	255,739	•	14 %

Table 3 - Market Conditions by Price Range

Single-Family  Last 12 Months								
Price Range Inventory Sales Months of Market (\$ thousands) (average of (average of Inventory Conditions the 12 months) the 12 months)								
	<b>(I)</b>	(V)	(I)/(V)					
100 and less	26	6	4.2	Seller				
100 to 149	73	21	3.5	Seller				
150 to 199	91	29	3.1	Seller				
200 to 249	53	15	3.5	Seller				
250 to 299	25	5	5.0	Seller				
		6						



Table 2 - Detailed Centris Statistics by Property Category

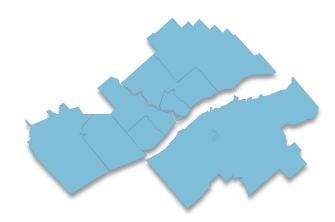
		Sing	le-Family					
	Third Qua	rter 20	20	Last 12	Months	5	Past	5 years
Sales	230	•	9 %	994	•	5 %		
Active Listings	211	•	-51 %	337	•	-30 %		
Median Price	\$171,000	<b>1</b>	5 %	\$170,000	•	3 %	<b>1</b>	15 %
Average Price	\$202,500	<b>1</b>	14 %	\$188,055	•	6 %	<b>1</b>	18 %
Average Selling Tlme (days)	86	•	1	83	•	-5		

		Cond	dominium					
	Third Qua	rter 20	20	Last 12	Months	<b>3</b>	Past	5 years
Sales	65	<b>1</b>	91 %	198	•	34 %		
Active Listings	47	•	-53 %	70	•	-39 %		
Median Price	\$138,000	<b>1</b>	8 %	\$135,000	≒	0 %	<b>1</b>	5 %
Average Price	\$149,444	•	10 %	\$148,257	≒	0 %	<b>1</b>	10 %
Average Selling Tlme (days)	132	•	16	125	•	7		

			Plex					
	Third Qua	rter 20	20	Last 12 I	Months	3	Past	5 years
Sales	50	•	-2 %	204	•	7 %		
Active Listings	110	•	-35 %	133	•	-25 %		
Median Price	\$160,750	•	3 %	\$165,000	•	9 %	<b>1</b>	10 %
Average Price	\$173,496	•	-2 %	\$185,363	<b>1</b>	10 %	<b>1</b>	12 %
Average Selling Tlme (days)	138	•	6	127	•	20		

### **Evolution of Market Conditions by Property Category\***





Tota	l Residential		
Third	l Quarter 2020		
Sales	71	•	54 %
New Listings	59	•	-35 %
Active Listings	128	•	-43 %
Volume (in thousands \$)	10,279	•	75 %

Last 12 Mo	onths		
Sales	235	•	6 %
New Listings	265	•	-31 %
Active Listings	182	•	-17 %
Volume (in thousands \$)	32,547	<b>†</b>	7 %

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						
	<b>(I)</b>	(V)	(I)/(V)							
100 and less	57	6	9.2	Balanced						
100 to 149	61	5	11.3	Buyer						
150 to 199	35	4	8.1	Balanced						
200 to 249	9	2	4.0	Seller						
				<b>-</b>						
250 to 299	3	1	4.7	Seller						

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

Single-Family									
	Third Qua	arter 20	20	Last 12	Months	<b>;</b>	Past	5 years	
Sales	69	<b>†</b>	50 %	231	•	5 %			
Active Listings	124	•	-43 %	175	•	-17 %			
Median Price	\$158,000	<b>1</b>	31 %	\$131,250	•	-1 %	•	-9 %	
Average Price	\$151,871	<b>1</b>	18 %	\$144,680	≒	0 %	•	-5 %	
Average Selling Tlme (days)	162	•	47	162	•	10			

Condominium									
	Third Quarter 20	020	Last 12 Month	S	Past 5 years				
Sales	2	-	2	-					
Active Listings	1	-	3	-					
Median Price	**	-	**	-					
Average Price	**	-	**	-					
Average Selling Tlme (days)	**	-	**	-					

Plex									
	Third Quarter 20	020	Last 12 Month	S	Past 5 years				
Sales	0	-	2	-					
Active Listings	3	-	5	-					
Median Price	**	-	**	-					
Average Price	**	-	**	-					
Average Selling Tlme (days)	**	-	**	-					

### **Evolution of Market Conditions by Property Category\***





Total Residential									
Third Quarter 2020									
Sales	216	•	33 %						
New Listings	228	≒	0 %						
Active Listings	256	•	-40 %						
Volume (in thousands \$)	52,380	•	64 %						

Last 12 Months								
Sales	741	•	6 %					
New Listings	885	•	-18 %					
Active Listings	363	•	-26 %					
Volume (in thousands \$)	163,525	<b>†</b>	16 %					

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					
	<b>(I)</b>	(V)	(I)/(V)						
100 and less	9	2	4.2	Seller					
100 to 149	21	8	2.8	Seller					
150 to 199	52	16	3.2	Seller					
200 to 249	65	14	4.8	Seller					
		_		0 "					
250 to 299	42	6	6.9	Seller					

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

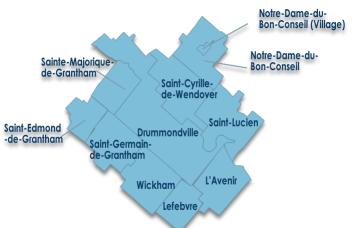
Single-Family									
	Third Qua	rter 20	20	Last 12	Months	3	Past	5 years	
Sales	182	•	26 %	631	•	2 %			
Active Listings	197	•	-45 %	291	•	-29 %			
Median Price	\$220,000	•	19 %	\$202,000	•	9 %	<b>†</b>	26 %	
Average Price	\$243,903	•	24 %	\$219,619	•	12 %	<b>†</b>	30 %	
Average Selling Tlme (days)	102	•	-1	106	•	-7			

Condominium									
Third Quarter 2020 Last 12 Months									
Sales	13	-	26	-					
Active Listings	14	-	17	-					
Median Price	**	-	**	-	<b>1</b>	25 %			
Average Price	**	-	**	-	<b>1</b>	18 %			
Average Selling Tlme (days)	**	-	**	-					

Plex									
	Third Qua	arter 20	20	Last 12	Months	S	Past	5 years	
Sales	14		-	70	<b>+</b>	11 %			
Active Listings	32	•	-23 %	40	•	-28 %			
Median Price	**		-	\$210,000	≒	0 %	<b>†</b>	17 %	
Average Price	**		-	\$234,703	•	-3 %	<b>†</b>	13 %	
Average Selling Tlme (days)	**		-	89		-7			

# **Evolution of Market Conditions by Property Category\***





Total Re	esidential						
Third Quarter 2020							
Sales	494	•	80 %				
New Listings	466	•	11 %				
Active Listings	429	•	-46 %				
Volume (in thousands \$)	166,089	•	125 %				

Last 12 Months							
Sales	1,470	•	35 %				
New Listings	1,569	•	-6 %				
Active Listings	615	•	-28 %				
Volume (in thousands \$)	430,263	<b>1</b>	58 %				

Table 3 - Market Conditions by Price Range

Single-Family							
Last 12 Months							
Price Range (\$ thousands)	Inventory (average of the 12 months)	(average of		Market Conditions			
	(1)	(V)	(I)/(V)				
150 and less	28	7	4.2	Seller			
150 to 199	45	14	3.2	Seller			
200 to 249	61	21	2.9	Seller			
250 to 299	63	13	5.0	Seller			
250 to 299 300 to 349	63 39	13 9	5.0 4.6	Seller Seller			

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

		Sin	gle-Family					
	Third Qua	rter 20	20	Last 12	Months	3	Past	5 years
Sales	312	•	61 %	993	•	27 %		
Active Listings	249	•	-46 %	374	•	-27 %		
Median Price	\$301,000	<b>1</b>	29 %	\$252,250	•	14 %	<b>1</b>	27 %
Average Price	\$382,648	•	39 %	\$317,877	•	24 %	<b>†</b>	41 %
Average Selling Tlme (days)	99	•	2	110	•	-1		

Condominium								
	Third Qua	arter 20	20	Last 12	Months	;	Past	5 years
Sales	150	•	178 %	355	•	61 %		
Active Listings	106	•	-54 %	157	•	-34 %		
Median Price	\$213,950	•	-4 %	\$191,000	•	-10 %	<b>†</b>	9 %
Average Price	\$263,762	<b>1</b>	1 %	\$236,634	•	1 %	<b>†</b>	13 %
Average Selling Tlme (days)	168		-45	166	•	-40		

			Plex					
	Third Quar	rter 20	20	Last 12	Months	\$	Past	5 years
Sales	26		-	113	•	35 %		
Active Listings	63	•	-27 %	74	•	-21 %		
Median Price	**		-	\$250,000	•	-3 %	<b>†</b>	6 %
Average Price	**		-	\$282,555	•	5 %	<b>†</b>	14 %
Average Selling Tlme (days)	**		-	146	•	11		

### **Evolution of Market Conditions by Property Category\***





Total R	esidential					
Third Quarter 2020						
Sales	185	•	31 %			
New Listings	187	•	15 %			
Active Listings	130	•	-50 %			
Volume (in thousands \$)	49,394	<b>†</b>	54 %			

Last 12	Months		
Sales	580	•	12 %
New Listings	602	•	-20 %
Active Listings	201	•	-31 %
Volume (in thousands \$)	141,164	<b>†</b>	21 %

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		
	<b>(I)</b>	(V)	(I)/(V)			
100 and less	3	0	13.0	Buyer		
100 to 149	7	2	4.8	Seller		
150 to 199	19	8	2.5	Seller		
200 to 249	34	13	2.5	Seller		
250 to 299	38	9	4.1	Seller		

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

		Sin	gle-Family					
	Third Qua	arter 20	20	Last 12	Months	3	Past	5 years
Sales	140	•	35 %	463	<b>†</b>	18 %		
Active Listings	92	•	-54 %	146	•	-32 %		
Median Price	\$255,000	<b>1</b>	18 %	\$235,000	•	10 %	<b>†</b>	27 %
Average Price	\$271,872	•	18 %	\$247,081	<b>1</b>	10 %	<b>†</b>	25 %
Average Selling Tlme (days)	76	•	7	89	•	-1		

Condominium							
	Third Quarter 20	20	Last 12	Months		Past	5 years
Sales	23	-	64	•	-7 %		
Active Listings	12	-	21		-		
Median Price	**	-	\$170,680	≒	0 %	<b>†</b>	18 %
Average Price	**	-	\$180,799	<b>†</b>	1 %	<b>†</b>	22 %
Average Selling Tlme (days)	**	-	159	<b>1</b>	17		

Plex							
	Third Quarter 2	020	Last 12	Months	3	Past !	5 years
Sales	22	-	51	•	-12 %		
Active Listings	25	-	32	•	-7 %		
Median Price	**	-	\$260,000	•	-2 %	•	6 %
Average Price	**	-	\$283,646	•	-3 %	•	9 %
Average Selling Tlme (days)	**	-	89	•	15		



<sup>\*\*</sup>Insufficient number of transactions to produce reliable statistics



Total Re	esidential					
Third Quarter 2020						
Sales	310	•	115 %			
New Listings	331	•	44 %			
Active Listings	513	•	-18 %			
Volume (in thousands \$)	146,718	•	171 %			

Last 12 l	Months		
Sales	699	•	28 %
New Listings	882	•	10 %
Active Listings	544	•	-18 %
Volume (in thousands \$)	292,222	<b>†</b>	49 %

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	8	2	3.7	Seller			
150 to 199	11	2	4.6	Seller			
200 to 249	23	3	8.0	Seller			
250 to 299	19	3	7.3	Seller			
300 to 349	14	3	4.9	Seller			

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Third Qua	rter 20	20	Last 12	Month	S	Past	5 years
Sales	122	<b>+</b>	118 %	275	<b>†</b>	34 %		
Active Listings	209	•	-25 %	226	•	-22 %		
Median Price	\$369,500	<b>1</b>	3 %	\$320,000	<b>1</b>	18 %	<b>1</b>	31 %
Average Price	\$570,631	<b>1</b>	16 %	\$520,175	<b>1</b>	14 %	<b>1</b>	21 %
Average Selling Tlme (days)	201	<b>1</b>	35	197		-31		

Condominium								
	Third Qua	rter 20	20	Last 12	Months	3	Past	5 years
Sales	181	<b>1</b>	118 %	403	•	26 %		
Active Listings	286	•	-12 %	297	•	-15 %		
Median Price	\$341,000	•	40 %	\$295,000	•	15 %	•	69 %
Average Price	\$412,297	<b>1</b>	37 %	\$355,261	•	16 %	<b>1</b>	57 %
Average Selling Tlme (days)	141	•	-97	179	•	-65		

Plex							
	Third Quarter 20	020	<b>Last 12 Months</b>		Pas	t 5 years	
Sales	7	-	20	-			
Active Listings	17	-	19	-			
Median Price	**	-	**	-	•	29 %	
Average Price	**	-	**	-	•	47 %	
Average Selling Tlme (days)	**	-	**	-			

### **Evolution of Market Conditions by Property Category\***





To	Total Residential							
Third Quarter 2020								
Sales	205	•	<b>75</b> %					
New Listings	192	•	-7 %					
Active Listings	275	•	-46 %					
Volume (in thousands \$)	42,505	<b>†</b>	97 %					

Last 12	Months		
Sales	627	•	30 %
New Listings	680	•	-17 %
Active Listings	369	•	-29 %
Volume (in thousands \$)	125,484	<b>†</b>	40 %

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	25	3	8.6	Balanced					
100 to 149	31	8	3.9	Seller					
150 to 199	73	14	5.1	Seller					
200 to 249	54	10	5.7	Seller					
250 to 299	44	5	9.6	Balanced					

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
Third Quarter 2020 Last 12 Months Past 5 yea								5 years
Sales	171	•	74 %	528	<b>†</b>	29 %		
Active Listings	217	•	-46 %	294	•	-28 %		
Median Price	\$197,550	•	12 %	\$185,000	•	4 %	<b>†</b>	6 %
Average Price	\$214,854	•	16 %	\$204,974	<b>1</b>	8 %	<b>†</b>	12 %
Average Selling Tlme (days)	126	•	1	133	•	-15		

Condominium							
	Third Quarter 2	2020	Last 12	Months	3	Past !	5 years
Sales	19	-	57	•	30 %		
Active Listings	27	-	38	•	-39 %		
Median Price	**	-	\$150,000	•	1 %	•	5 %
Average Price	**	-	\$155,557	•	2 %	•	8 %
Average Selling Tlme (days)	**	-	196	•	7		

			Plex					
	Third Qua	arter 20	20	Last 12	Months	8	Past	5 years
Sales	14		-	39	<b>†</b>	26 %		
Active Listings	30	•	-36 %	35	•	-22 %		
Median Price	**		-	\$210,000	<b>†</b>	20 %	<b>†</b>	1 %
Average Price	**		-	\$213,605	<b>†</b>	11 %	<b>†</b>	2 %
Average Selling Tlme (days)	**		-	156	•	25		



<sup>\*\*</sup>Insufficient number of transactions to produce reliable statistics



Total Residential							
Third Quarter 2020							
Sales	108	<b>†</b>	50 %				
New Listings	106	•	-12 %				
Active Listings	154	•	-33 %				
Volume (in thousands \$)	24,114	<b>†</b>	66 %				

Last 12	Months		
Sales	375	<b>1</b>	5 %
New Listings	419	•	-18 %
Active Listings	199	•	-23 %
Volume (in thousands \$)	77,650	•	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)									
100 and less	14	2	8.2	Balanced					
100 to 149	14	4	3.4	Seller					
150 to 199	37	8	4.8	Seller					
200 to 249	41	7	6.2	Seller					
250 to 299	26	4	7.0	Seller					

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Third Qua	rter 20	20	Last 12	Months	3	Past	5 years
Sales	98	•	56 %	321	•	6 %		
Active Listings	132	•	-32 %	170	•	-23 %		
Median Price	\$215,000	•	17 %	\$198,750	•	10 %	<b>†</b>	22 %
Average Price	\$226,269	•	10 %	\$208,114	•	9 %	<b>†</b>	20 %
Average Selling Tlme (days)	153	•	2	144	•	1		

Condominium								
Third Quarter 2020 Last 12 Months Past 5 years								
Sales	5	-	24	-				
Active Listings	7	-	10	-				
Median Price	**	-	**	-	<b>1</b>	15 %		
Average Price	**	-	**	-	<b>1</b>	25 %		
Average Selling Tlme (days)	**	-	**	-				

Plex Plex									
	Third Quarter 2	020	Last 12 Month	ıs	Past	5 years			
Sales	5	-	28	-					
Active Listings	13	-	17	-					
Median Price	**	-	**	-	<b>1</b>	25 %			
Average Price	**	-	**	-	<b>1</b>	34 %			
Average Selling Time (days)	**	_	**	_					

### **Evolution of Market Conditions by Property Category\***





Table 1 - Summary of Centris Activity

Total Residential								
Third Quarter 2020								
Sales	156	•	31 %					
New Listings	140	•	-23 %					
Active Listings	140	•	-47 %					
Volume (in thousands \$)	40,686	•	49 %					

Last 12 Months							
Sales	444	•	4 %				
New Listings	461	•	-31 %				
Active Listings	181	•	-22 %				
Volume (in thousands \$)	111,285	•	8 %				

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)						
100 and less	14	2	7.4	Seller					
100 to 149	10	3	3.7	Seller					
150 to 199	24	4	5.9	Seller					
200 to 249	23	7	3.3	Seller					
250 to 299	31	6	4.9	Seller					



Table 2 - Detailed Centris Statistics by Property Category

Single-Family									
	Third Qua	rter 20	20	Last 12	Months	<b>;</b>	Past	5 years	
Sales	127	•	30 %	367	•	8 %			
Active Listings	108	•	-51 %	148	•	-23 %			
Median Price	\$259,000	•	16 %	\$246,500	•	2 %	<b>†</b>	20 %	
Average Price	\$261,410	•	16 %	\$251,326	•	4 %	<b>†</b>	22 %	
Average Selling Tlme (days)	108	<b>1</b>	18	109	<b>1</b>	8			

Condominium								
	Third Quarter 20	20	Last 12 Month	hs	Past	5 years		
Sales	5	-	16	-				
Active Listings	8	-	8	-				
Median Price	**	-	**	-	<b>1</b>	14 %		
Average Price	**	-	**	-	•	12 %		
Average Selling Tlme (days)	**	-	**	-				

Plex								
	Third Quarter 2	020	Last 12	Months	<b>3</b>	Past	5 years	
Sales	23	-	60	<b>†</b>	13 %			
Active Listings	23	-	25	•	-12 %			
Median Price	**	-	\$284,250	•	10 %	•	26 %	
Average Price	**	-	\$273,672	•	5 %	•	18 %	
Average Selling Tlme (days)	**	-	87	<b>†</b>	5			

### **Evolution of Market Conditions by Property Category\***

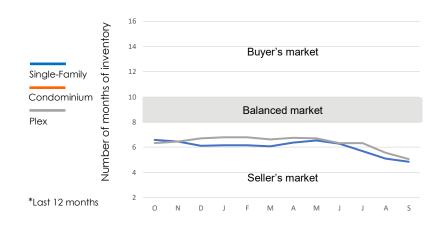




Table 1 - Summary of Centris Activity

Total Residential								
Third Quarter 2020								
Sales	325	•	101 %					
New Listings	375	•	24 %					
Active Listings	373	•	-41 %					
Volume (in thousands \$)	121,118	•	164 %					

Last 12	Months		
Sales	837	•	41 %
New Listings	1,031	•	-9 %
Active Listings	483	•	-30 %
Volume (in thousands \$)	261,153	•	78 %

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)					
100 and less	10	2	4.4	Seller				
100 to 149	16	5	3.6	Seller				
150 to 199	41	9	4.7	Seller				
200 to 249	39	10	4.0	Seller				
250 to 299	50	9	5.6	Seller				
more than 300	207	23	8.9	Balanced				



Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Third Qua	rter 20	20	Last 12 I	Months	\$	Past	5 years
Sales	262	<b>1</b>	100 %	690	<b>†</b>	46 %		
Active Listings	254	•	-49 %	363	•	-33 %		
Median Price	\$307,500	•	31 %	\$269,300	•	27 %	<b>†</b>	46 %
Average Price	\$414,457	•	33 %	\$336,950	•	27 %	<b>†</b>	59 %
Average Selling Tlme (days)	110	•	-16	137	<b>†</b>	2		

Condominium								
	Third Qua	arter 20	20	Last 12	Months	;	Past	5 years
Sales	42	•	75 %	107	•	24 %		
Active Listings	86	•	-8 %	86	•	-19 %		
Median Price	\$165,000	≒	0 %	\$167,000	•	4 %	<b>†</b>	21 %
Average Price	\$183,038	•	9 %	\$182,830	•	8 %	<b>†</b>	23 %
Average Selling Tlme (days)	137	•	-7	141	•	-21		

Plex								
	Third Qua	rter 20	20	Last 12	Months	5	Past	5 years
Sales	21		-	38	•	9 %		
Active Listings	32	•	-19 %	34	•	-14 %		
Median Price	**		-	\$221,000	•	12 %	<b>†</b>	28 %
Average Price	**		-	\$241,605	•	26 %	<b>†</b>	26 %
Average Selling Tlme (days)	**		-	124	•	2		



<sup>\*\*</sup>Insufficient number of transactions to produce reliable statistics



Table 1 - Summary of Centris Activity

Total Re	sidential		
Third Qu	arter 2020		
Sales	222	<b>†</b>	122 %
New Listings	225	•	3 %
Active Listings	233	•	-50 %
Volume (in thousands \$)	74,473	•	144 %

Last 12 M	onths		
Sales	580	<b>†</b>	<b>56</b> %
New Listings	604	•	-15 %
Active Listings	340	•	-22 %
Volume (in thousands \$)	180,219	<b>†</b>	<b>75</b> %

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)				
100 and less	10	2	6.1	Seller			
100 to 149	19	4	4.8	Seller			
150 to 199	48	7	7.0	Seller			
200 to 249	41	8	5.2	Seller			
250 to 299	40	5	7.5	Seller			
	119	16	7.7	Seller			



Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Third Qua	arter 20	20	Last 12	Months	5	Past	5 years
Sales	195	<b>†</b>	122 %	494	•	58 %		
Active Listings	190	•	-51 %	277	•	-23 %		
Median Price	\$267,000	<b>†</b>	21 %	\$252,000	•	14 %	<b>†</b>	33 %
Average Price	\$353,313	<b>†</b>	14 %	\$323,133	•	10 %	<b>†</b>	39 %
Average Selling Tlme (days)	138		-23	159	•	-7		

Condominium							
	Third Quarter 2	2020	Last 12	Months	i	Past	5 years
Sales	11	-	32	•	-3 %		
Active Listings	11	-	19		-		
Median Price	**	-	\$232,500	•	50 %	<b>†</b>	46 %
Average Price	**	-	\$240,797	•	20 %	<b>†</b>	33 %
Average Selling Tlme (days)	**	-	160	•	-37		

Plex								
	Third Qua	rter 20	20	Last 12	Month	S	Past	5 years
Sales	16		-	53	<b>†</b>	104 %		
Active Listings	32	•	-36 %	43	•	-10 %		
Median Price	**		-	\$222,450	<b>†</b>	17 %	<b>†</b>	36 %
Average Price	**		-	\$242,558	<b>1</b>	12 %	<b>1</b>	41 %
Average Selling Tlme (days)	**		-	191	•	72		

### **Evolution of Market Conditions by Property Category\***





Table 1 - Summary of Centris Activity

Total Re	sidential					
Third Quarter 2020						
Sales	149	•	-4 %			
New Listings	172	•	-12 %			
Active Listings	128	•	-53 %			
Volume (in thousands \$)	42,616	•	13 %			

Last 12	2 Months		
Sales	630	•	-5 %
New Listings	694	•	-23 %
Active Listings	190	•	-46 %
Volume (in thousands \$)	169,092	<b>†</b>	8 %

Table 3 - Market Conditions by Price Range

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)			
100 and less	1	0	4.4	Seller		
100 to 149	3	1	4.4	Seller		
150 to 199	10	4	2.4	Seller		
200 to 249	25	7	3.5	Seller		
250 to 299	29	11	2.7	Seller		
	49	11	4.3	Seller		



Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Third Qua	rter 20	20	Last 12 I	Months	5	Past	5 years
Sales	92	•	-15 %	410	•	-5 %		
Active Listings	72	•	-60 %	117	•	-45 %		
Median Price	\$299,000	<b>1</b>	23 %	\$270,000	•	13 %	<b>†</b>	26 %
Average Price	\$308,671	<b>1</b>	24 %	\$285,553	•	16 %	<b>†</b>	28 %
Average Selling Tlme (days)	52	•	-35	74	•	-10		

Condominium								
	Third Qua	rter 202	20	Last 12	Months	\$	Past	5 years
Sales	33	<b>†</b>	3 %	120	•	-24 %		
Active Listings	21		-	24		-		
Median Price	\$212,000	<b>†</b>	18 %	\$190,000	•	10 %	<b>†</b>	17 %
Average Price	\$223,130	<b>†</b>	10 %	\$203,111	•	10 %	<b>†</b>	18 %
Average Selling Tlme (days)	30	•	-45	61	•	-31		

Plex Plex								
	Third Qua	rter 20	20	Last 12	Months	\$	Past	5 years
Sales	23		-	97	<b>†</b>	35 %		
Active Listings	33	•	-44 %	48	•	-26 %		
Median Price	**		-	\$245,000	•	-7 %	<b>†</b>	8 %
Average Price	**		-	\$280,852	<b>†</b>	0 %	<b>†</b>	13 %
Average Selling Tlme (days)	**		-	106	<b>†</b>	11		

### **Evolution of Market Conditions by Property Category\***





Table 1 - Summary of Centris Activity

Total Re	sidential		
Third Qu	arter 2020		
Sales	511	•	118 %
New Listings	542	•	15 %
Active Listings	510	•	-46 %
Volume (in thousands \$)	201,965	•	169 %

Last 1	2 Months		
Sales	1,369	•	38 %
New Listings	1,619	•	-10 %
Active Listings	686	•	-30 %
Volume (in thousands \$)	484,409	•	63 %

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			
	<b>(I)</b>	(V)	(I)/(V)				
100 and less	13	3	3.9	Seller			
100 to 149	19	4	4.5	Seller			
150 to 199	28	8	3.6	Seller			
200 to 249	44	12	3.5	Seller			
250 to 299	65	14	4.5	Seller			
250 10 299							



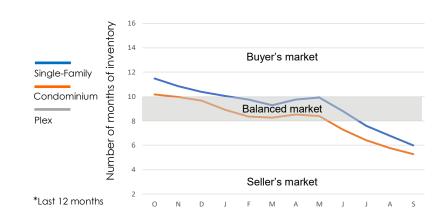
Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Third Qua	rter 20	20	Last 12 I	Months	<b>3</b>	Past	5 years
Sales	439	<b>†</b>	129 %	1,156	<b>+</b>	40 %		
Active Listings	427	•	-46 %	576	•	-30 %		
Median Price	\$360,000	<b>1</b>	26 %	\$320,000	•	14 %	ŧ	34 %
Average Price	\$417,656	<b>1</b>	21 %	\$372,917	<b>1</b>	16 %	ŧ	42 %
Average Selling Tlme (days)	118		-9	121	•	-25		

Condominium								
	Third Qua	arter 20	20	Last 12	Months	5	Past	5 years
Sales	59	<b>†</b>	64 %	172	•	24 %		
Active Listings	52	•	-54 %	75	•	-40 %		
Median Price	\$250,000	<b>†</b>	27 %	\$233,500	•	23 %	<b>†</b>	26 %
Average Price	\$252,781	<b>1</b>	21 %	\$236,821	•	18 %	ŧ	24 %
Average Selling Tlme (days)	100	•	-65	126	•	-52		

Plex							
	Third Quarter 2	020	Last 12	Months	5	Past	5 years
Sales	13	-	41	•	58 %		
Active Listings	29	-	31	•	-14 %		
Median Price	**	-	\$342,500	•	21 %	<b>†</b>	29 %
Average Price	**	-	\$348,876	•	19 %	<b>†</b>	31 %
Average Selling Tlme (days)	**	-	119	•	-11		

#### **Evolution of Market Conditions by Property Category\***



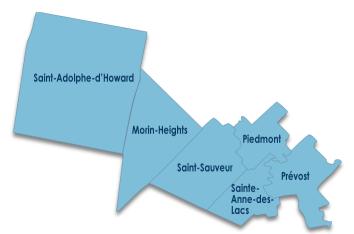


Table 1 - Summary of Centris Activity

Total Re	sidential		
Third Qu	arter 2020		
Sales	204	•	66 %
New Listings	207	•	18 %
Active Listings	143	•	-55 %
Volume (in thousands \$)	51,612	•	101 %

Last 12	Months		
Sales	661	<b>†</b>	15 %
New Listings	681	•	-17 %
Active Listings	218	•	-39 %
Volume (in thousands \$)	155,970	•	31 %

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)								
100 and less	2	1	2.3	Seller							
100 to 149	11	4	3.0	Seller							
150 to 199	26	10	2.6	Seller							
200 to 249	38	15	2.6	Seller							
200 10 2 15											
250 to 299	22	7	3.2	Seller							



Table 2 - Detailed Centris Statistics by Property Category

Single-Family										
	Third Quarter 2020 Last 12 Months									
Sales	161	•	59 %	514	<b>+</b>	13 %				
Active Listings	84	•	-60 %	141	•	-39 %				
Median Price	\$232,000	•	15 %	\$219,000	•	12 %	<b>†</b>	27 %		
Average Price	\$258,569	•	26 %	\$238,134	•	16 %	<b>†</b>	29 %		
Average Selling Tlme (days)	67	•	-20	82	•	-17				

Condominium										
Third Quarter 2020 Last 12 Months							5 years			
Sales	18	-	47	•	74 %					
Active Listings	17	-	29		-					
Median Price	**	-	\$185,000	•	9 %	<b>+</b>	11 %			
Average Price	**	-	\$203,768	•	6 %	<b>†</b>	15 %			
Average Selling Tlme (days)	**	-	115	•	-71					

Plex										
	Third Quarter 2020 Last 12 Months							5 years		
Sales	25		-	99	<b>†</b>	8 %				
Active Listings	42	•	-43 %	49	•	-41 %				
Median Price	**		-	\$228,500	<b>†</b>	9 %	<b>†</b>	24 %		
Average Price	**		-	\$239,452	<b>†</b>	6 %	<b>†</b>	24 %		
Average Selling Tlme (days)	**		-	124	<b>1</b>	13				

#### **Evolution of Market Conditions by Property Category\***





Table 1 - Summary of Centris Activity

То	tal Residential						
Third Quarter 2020							
Sales	79	•	36 %				
New Listings	87	•	-27 %				
Active Listings	167	•	-38 %				
Volume (in thousands \$)	14,605	•	29 %				

Last 12	Months		
Sales	270	•	24 %
New Listings	335	•	-22 %
Active Listings	213	•	-19 %
Volume (in thousands \$)	50,503	•	27 %

Table 3 - Market Conditions by Price Range

Single-Family											
Last 12 Months											
Price Range (\$ thousands)	Inventory (average of the 12 months)	average of (average of		Market Conditions							
	(1)	(V)	(I)/(V)								
100 and less	16	3	6.0	Seller							
100 to 149	42	5	8.8	Balanced							
150 to 199	53	6	8.8	Balanced							
200 to 249	38	5	7.8	Seller							
250 to 299	29	2	16.0	Buyer							



Table 2 - Detailed Centris Statistics by Property Category

Single-Family										
Third Quarter 2020 Last 12 Months								5 years		
Sales	77	•	40 %	265	<b>†</b>	26 %				
Active Listings	156	•	-40 %	202	•	-20 %				
Median Price	\$184,000	•	-1 %	\$189,750	<b>1</b>	1 %	•	-8 %		
Average Price	\$189,557	•	-6 %	\$196,859	<b>1</b>	1 %	•	-3 %		
Average Selling Tlme (days)	219	•	40	187	•	23				

Condominium									
	Third Quarter 20	020	Last 12 Month	าร	Past 5 years				
Sales	2	-	4	-					
Active Listings	4	-	5	-					
Median Price	**	-	**	-					
Average Price	**	-	**	-					
Average Selling Tlme (days)	**	-	**	-					

Plex									
	Third Quarter 20	)20	Last 12 Months	s	Past 5 years				
Sales	0	-	1	-					
Active Listings	7	-	6	-					
Median Price	**	-	**	-					
Average Price	**	-	**	-					
Average Selling Tlme (days)	**	-	**	-					

### **Evolution of Market Conditions by Property Category\***

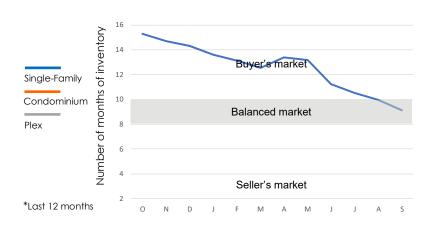




Table 1 - Summary of Centris Activity

Total Residential								
Third Quarter 2020								
Sales	209	•	51 %					
New Listings	192	•	-18 %					
Active Listings	254	•	-45 %					
Volume (in thousands \$)	33,192	•	76 %					

Last 12	Months		
Sales	646	<b>1</b>	21 %
New Listings	830	•	-14 %
Active Listings	363	•	-22 %
Volume (in thousands \$)	91,572	<b>†</b>	28 %

Table 3 - Market Conditions by Price Range

	Single-Family								
Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	erage of (average of		Market Conditions					
	(1)	(V)	(I)/(V)						
100 and less	43	12	3.7	Seller					
100 to 149	60	16	3.9	Seller					
150 to 199	57	9	6.1	Seller					
200 to 249	24	3	7.5	Seller					
200 to 2 15									
250 to 299	12	2	6.5	Seller					



Table 2 - Detailed Centris Statistics by Property Category

		Sin	gle-Family					
Third Quarter 2020 Last 12 Months								5 years
Sales	166	•	35 %	522	<b>+</b>	20 %		
Active Listings	148	•	-55 %	234	•	-29 %		
Median Price	\$137,000	•	4 %	\$129,200	•	1 %	<b>†</b>	13 %
Average Price	\$168,712	•	22 %	\$146,764	•	6 %	<b>1</b>	15 %
Average Selling Tlme (days)	98	•	-7	101		-4		

Condominium								
Third Quarter 2020 Last 12 Months Past 5 years								
Sales	8	-	19	-				
Active Listings	13	-	24	-				
Median Price	**	-	**	-	•	28 %		
Average Price	**	-	**	-	•	44 %		
Average Selling Tlme (days)	**	-	**	-				

			Plex					
	Third Qua	arter 20	20	Last 12	Months	3	Past	5 years
Sales	33	•	154 %	102	<b>†</b>	19 %		
Active Listings	91	•	-16 %	100	•	-10 %		
Median Price	\$100,000	•	6 %	\$102,500	•	3 %	<b>†</b>	14 %
Average Price	\$103,063	•	-15 %	\$110,936	•	2 %	<b>†</b>	7 %
Average Selling Tlme (days)	124		-77	112	•	-99		



<sup>\*\*</sup>Insufficient number of transactions to produce reliable statistics



Tota	al Residential					
Third Quarter 2020						
Sales	200	•	53 %			
New Listings	200	•	23 %			
Active Listings	245	•	-45 %			
Volume (in thousands \$)	44,200	•	82 %			

Last 12 I	Months		
Sales	628	•	34 %
New Listings	711	•	-9 %
Active Listings	337	•	-28 %
Volume (in thousands \$)	124,118	<b>†</b>	<b>52</b> %

Table 3 - Market Conditions by Price Range

	Single-Family								
Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	(average of (average of		Market Conditions					
	(1)	(V)	(I)/(V)						
100 and less	12	3	4.0	Seller					
100 to 149	40	10	4.1	Seller					
150 to 199	62	14	4.5	Seller					
200 to 249	28	6	4.5	Seller					
250 to 299	22	4	5.3	Seller					

Source: QPAREB by the Centris system

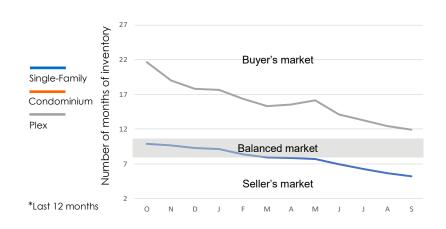


Table 2 - Detailed Centris Statistics by Property Category

		Sing	gle-Family					
	Third Quarter 2020 Last 12 Months							
Sales	159	•	51 %	505	•	32 %		
Active Listings	143	•	-54 %	220	•	-34 %		
Median Price	\$192,500	•	19 %	\$180,000	•	13 %	ŧ	20 %
Average Price	\$230,374	•	28 %	\$201,308	•	16 %	ŧ	23 %
Average Selling Tlme (days)	105	•	-30	120	•	-13		

Condominium								
	Third Quarter 20	)20	Last 12 Month	าร	Past	5 years		
Sales	11	-	28	-				
Active Listings	12	-	19	-				
Median Price	**	-	**	-	<b>†</b>	30 %		
Average Price	**	-	**	-	<b>†</b>	6 %		
Average Selling Tlme (days)	**	-	**	-				

Plex								
	Third Qua	rter 20	20	Last 12	Months	5	Past	5 years
Sales	28		-	93	•	58 %		
Active Listings	83	•	-20 %	93	•	-12 %		
Median Price	**		-	\$160,000	≒	0 %	<b>†</b>	16 %
Average Price	**		-	\$186,833	•	0 %	<b>†</b>	30 %
Average Selling Tlme (days)	**		-	228	<b>1</b>	5		



<sup>\*\*</sup>Insufficient number of transactions to produce reliable statistics

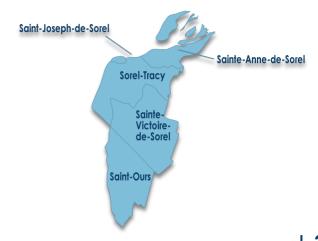


Table 1 - Summary of Centris Activity

Total Re	sidential		
Third Qua	arter 2020		
Sales	104	•	27 %
New Listings	114	•	15 %
Active Listings	139	•	-34 %
Volume (in thousands \$)	14,569	•	39 %

Last 12	Months		
Sales	333	•	-8 %
New Listings	420	•	-15 %
Active Listings	181	•	-23 %
Volume (in thousands \$)	43,618	•	3 %

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)						
100 and less	33	8	4.3	Seller					
100 to 149	36	8	4.6	Seller					
150 to 199	27	4	7.2	Seller					
200 to 249	11	1	8.1	Balanced					
250 to 299	6	1	8.1	Balanced					
more than 300	15	1	16.4	Buyer					



Table 2 - Detailed Centris Statistics by Property Category

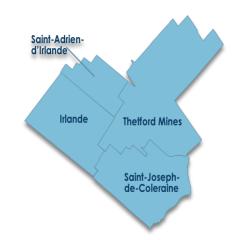
		Sin	gle-Family					
	Third Qua	rter 20	20	Last 12	Months	5	Past	5 years
Sales	85	<b>+</b>	29 %	270	•	-3 %		
Active Listings	96	•	-42 %	129	•	-27 %		
Median Price	\$125,000	•	-1 %	\$122,500	<b>1</b>	7 %	<b>†</b>	17 %
Average Price	\$145,056	<b>1</b>	9 %	\$136,224	•	11 %	<b>†</b>	14 %
Average Selling TIme (days)	85	•	-7	113	<b>1</b>	19		

Condominium								
	Third Quarter 2	2020	Last 12 Month	ıs	Past	5 years		
Sales	4	-	12	-				
Active Listings	7	-	8	-				
Median Price	**	-	**	-	<b>+</b>	2 %		
Average Price	**	-	**	-	<b>1</b>	3 %		
Average Selling Tlme (days)	**	-	**	-				

Plex Plex								
	Third Qua	rter 20	20	Last 12	Months	S	Past	5 years
Sales	14		-	49	•	-27 %		
Active Listings	33	•	-12 %	41	•	-16 %		
Median Price	**		-	\$90,000	•	1 %	•	3 %
Average Price	**		-	\$95,898	•	1 %	•	-2 %
Average Selling Tlme (days)	**		-	144	•	-13		



<sup>\*\*</sup>Insufficient number of transactions to produce reliable statistics



Total Re	esidential		
Third Qu	arter 2020		
Sales	155	•	40 %
New Listings	155	•	20 %
Active Listings	167	•	-25 %
Volume (in thousands \$)	44,540	•	<b>55</b> %

Last 12	2 Months		
Sales	457	•	11 %
New Listings	556	•	7 %
Active Listings	203	•	-11 %
Volume (in thousands \$)	126,959	<b>†</b>	19 %

Table 3 - Market Conditions by Price Range

Single-Family									
Last 12 Months									
Price Range (\$ thousands)	Inventory (average of the 12 months)	average of (average of		Market Conditions					
	(1)	(V)	(I)/(V)						
150 and less	16	3	4.7	Seller					
150 to 199	22	5	4.9	Seller					
200 to 249	26	8	3.5	Seller					
250 to 299	24	7	3.4	Seller					
300 to 349	24	4	5.8	Seller					

Source: QPAREB by the Centris system

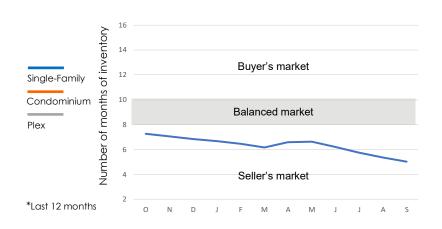


Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
Third Quarter 2020 Last 12 Months Past 5 years								
Sales	139	•	45 %	406	•	15 %		
Active Listings	132	•	-36 %	169	•	-17 %		
Median Price	\$262,000	•	9 %	\$257,000	•	8 %	ŧ	38 %
Average Price	\$288,269	•	11 %	\$278,943	•	6 %	ŧ	33 %
Average Selling Tlme (days)	106	•	22	109	•	-7		

Condominium								
Third Quarter 2020 Last 12 Months Past 5 years								
Sales	5	-	11	-				
Active Listings	20	-	21	-				
Median Price	**	-	**	-	<b>1</b>	15 %		
Average Price	**	-	**	-	<b>1</b>	14 %		
Average Selling Tlme (days)	**	-	**	-				

Plex Plex								
	Third Quarter 20	)20	Last 12	Months	3	Past	5 years	
Sales	10	-	39	•	-17 %			
Active Listings	14	-	13	•	-7 %			
Median Price	**	-	\$283,000	•	11 %	<b>†</b>	33 %	
Average Price	**	-	\$290,885	•	11 %	<b>†</b>	41 %	
Average Selling Tlme (days)	**	-	68	•	-38			



<sup>\*\*</sup>Insufficient number of transactions to produce reliable statistics



Total Re	esidential						
Third Quarter 2020							
Sales	116	<b>†</b>	25 %				
New Listings	110	•	-5 %				
Active Listings	141	•	-41 %				
Volume (in thousands \$)	23,483	•	30 %				

Last 12	Months		
Sales	468	•	11 %
New Listings	490	•	-12 %
Active Listings	186	•	-30 %
Volume (in thousands \$)	90,630	•	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				
	<b>(I)</b>	(V)	(I)/(V)					
100 and less	3	1	3.6	Seller				
100 to 149	18	7	2.6	Seller				
150 to 199	52	14	3.6	Seller				
200 to 249	30	6	5.1	Seller				
200 10 243								
250 to 299	16	3	5.4	Seller				

Source: QPAREB by the Centris system



Table 2 - Detailed Centris Statistics by Property Category

Single-Family								
	Third Quarter 2020		Last 12 Months			Past 5 years		
Sales	107	•	41 %	408	•	15 %		
Active Listings	121	•	-40 %	162	•	-27 %		
Median Price	\$191,000	•	13 %	\$181,250	•	10 %	<b>1</b>	29 %
Average Price	\$205,636	•	7 %	\$198,217	•	7 %	<b>†</b>	32 %
Average Selling Tlme (days)	108	•	-51	109	•	-12		

Condominium							
	Third Quarter 2020		Last 12 Months	Past 5 years			
Sales	1	-	22	-			
Active Listings	3	-	4	-			
Median Price	**	-	**	-	•	7 %	
Average Price	**	-	**	-	•	6 %	
Average Selling Tlme (days)	**	-	**	-			

Plex								
	Third Quarter 2020		Last 12 Months			Past 5 years		
Sales	8	-	38	•	-7 %			
Active Listings	17	-	19	•	-32 %			
Median Price	**	-	\$150,550	•	-16 %	•	-14 %	
Average Price	**	-	\$174,071	•	-20 %	•	-17 %	
Average Selling Tlme (days)	**	-	104	•	-11			

### **Evolution of Market Conditions by Property Category\***





# 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 13,000 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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