

JANVIER 2018 Communiqué de presse
JANUARY 2018 Press Release



La Chambre immobilière du Grand Montréal (CIGM) vient de publier les plus récentes statistiques du marché immobilier résidentiel de la région métropolitaine de recensement (RMR) de Montréal, établies d'après la base de données provinciale Centris® des courtiers immobiliers. Ainsi, 2 598 ventes résidentielles ont été conclues au cours du mois de janvier 2018, ce qui représente une augmentation de 13 % par rapport à la même période l'an dernier. Il s'agit également du meilleur mois de janvier depuis huit ans.

Variation des ventes par secteurs

Les secteurs de la Rive-Nord et de Vaudreuil-Soulanges ont vu l'activité croître respectivement de 9 % et de 7 %..

Statistiques par catégories de propriétés

les maisons unifamiliales ont enregistré une augmentation de 10 %..

Au chapitre des prix

À l'échelle de la RMR, le prix médian des maisons unifamiliales s'est établi à 307 250 \$ en janvier, soit 6 % de plus qu'un an plus tôt..

Nombre de propriétés à vendre

En janvier, on dénombrait 25 268 inscriptions résidentielles en vigueur dans le système Centris®, c'est-à-dire 14 % de moins qu'un an plus tôt.

The Greater Montréal Real Estate Board (GMREB) has just released its most recent residential real estate market statistics for the Montréal Census Metropolitan Area (CMA), based on the real estate brokers' Centris® provincial database. In total, 2,598 residential sales were concluded in January 2018, a 13 per cent increase compared to January of last year. This was the best January sales result in eight years.

Sales by geographic area

On the North Shore and in Vaudreuil-Soulanges sales were up by 9 per cent and 7 per cent, respectively.

Sales by property category

Single-family homes registered an increase of 10 per cent

Prices

The median price of single-family homes across the Montréal CMA stood at \$307,250 in January, up 6 per cent compared to January 2017

Number of properties for sale

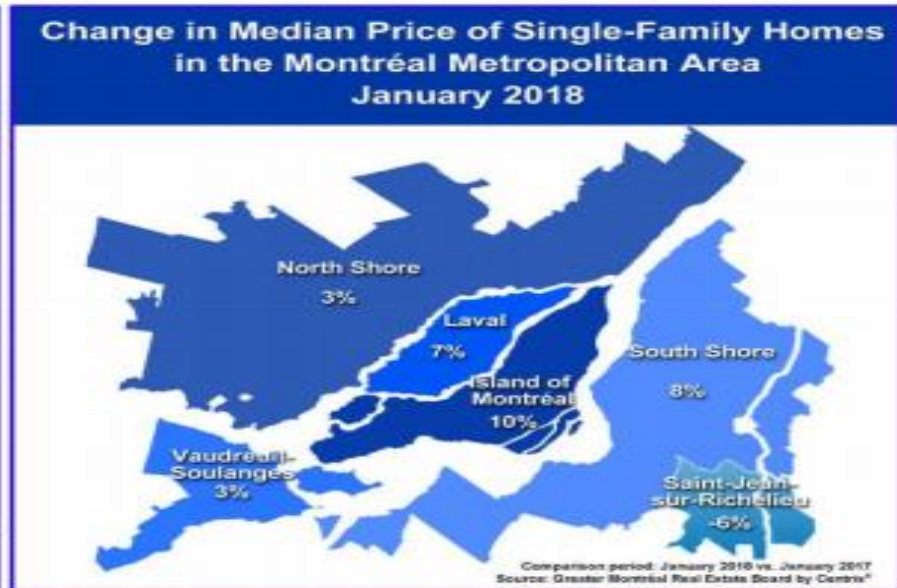
In January, the number of active listings (25,268) was down 14 per cent compared to January of last year.



Centris® Residential Statistics Montréal Metropolitan Area January 2018

		Variation
Active listings	25,268	-14%
New listings	6,225	-12%
Total sales	2,598	13%
Single-family homes	1,437	10%
Condominiums	904	19%
Plexes (2 to 5 units)	256	15%
Sales volume	\$938,896,586	20%
Median price		
Single-family homes	\$307,250	6%
Condominiums	\$244,750	3%
Plexes (2 to 5 units)	\$495,000	8%

Comparison period: January 2018 vs January 2017
Source: Greater Montréal Real Estate Board by Centris®



Residential Market Statistics - January 2018

Residential sales in the Montréal CMA 13% ↑			
	Single-family	Condominium	Plex
	10% ↑	19% ↑	15% ↑
Change in median price			
	Single-family	Condominium	Plex
	6% ↑	3% ↑	8% ↑
	\$307,250	\$244,750	\$495,000
Number of active listings -14% ↓			

Comparison period: January 2018 vs January 2017
Source: Greater Montréal Real Estate Board by Centris®

Home Price Index Montréal Metropolitan Area January 2018

January 2005 = 100	Composite HPI	Annual Change
Montréal Metropolitan Area	170.9	5.2%
Island of Montréal	176.1	7.5%
Laval	174.6	4.7%
North Shore	161.7	2.5%
South Shore	172.3	4.4%
Vaudreuil-Soulanges	160.3	4.4%



Vaudreuil-Soulanges

January

	2018	2017	Variation
Listings			
New	287	325	-12%
Active	1,227	1,522	-19%
Total Sales	135	126	7%
Single-Family	103	107	-4%
Volume	\$42,936,150	\$37,873,505	13%
Median Price			
Single-family	\$300,000	\$290,000	3%

**NOUVELLES INSCRIPTIONS JANVIER 2018– NEW LISTING JANUARY 2018
HUDSON-SAINT-LAZARE-VAUDREUIL-DORION -RIGAUD**

Janvier/January 2018			HUDSON		SAINT-LAZARE			VAUDREUIL/DORION			RIGAUD			
Hudson	Vaudreuil-Dorion		Janvier/January 2018		Janvier/January 2018			Janvier/January 2018			Janvier/January 2018			
St-Lazare	Rigaud		Inscriptions/Listings											
	New	median	Nouvelle	Median		Nouvelle	En vigueur		Nouvelle	En vigueur		Nouvelle	EnVigueur	
			New	Active		New	Active		New	Active		New	Active	
	100	\$385,300				31	\$459,900		43	\$344,900		17	\$359,900	
250-	7	\$239,000	250-	9	\$549,000	250-	0	\$0	250-	4	\$247,450	250-	3	\$198,000
251-350	33	\$299,000	251-350	0	\$0	251-350	0	\$0	251-350	4	\$247,450	251-350	3	\$198,000
351-450	21	\$385,600	351-450	1	\$339,000	351-450	8	\$289,450	351-450	19	\$315,000	351-450	5	\$279,900
451-550	14	\$469,000	451-550	3	\$419,000	451-550	6	\$402,750	451-550	8	\$369,350	451-550	4	\$414,500
551-650	8	\$585,000	551-650	1	\$549,000	551-650	8	\$468,000	551-650	3	\$469,000	551-650	2	\$490,950
651-750	11	\$699,000	651-750	0	\$0	651-750	4	\$575,000	651-750	3	\$595,000	651-750	1	\$650,000
751-900	3	\$799,900	751-750	0	\$0	751-750	3	\$699,900	751-750	6	\$699,450	751-750	2	\$683,500
901+	3	\$1,250,000	751-900	2	\$844,450	751-900	1	\$799,000	751-900	0	\$0	751-900	0	\$0
			901+	2	\$2,525,000	901+	1	\$999,000	901+	0	\$0	901+	0	\$0



**VENTES JANVIER 2017 / 2018 – SALES JANUARY 2017/ 2018
HUDSON-SAINT-LAZARE-VAUDREUIL-DORION-RIGAUD**

VAUDREUIL/DORION		
Janvier/January 2018		
	Nouvelle	En vigueur
	New	Active
	43	\$344,900
250-	4	\$247,450
251-350	19	\$315,000
351-450	8	\$369,350
451-550	3	\$469,000
551-650	3	\$595,000
651-750	6	\$699,450
751-900	0	\$0
901+	0	\$0

Janvier/January 2017			
	Vendu/ Sold		
			Nb Jrs
	Total	Median	Nb Days
	65	\$311,000	111
250-	14	\$236,000	136
251-350	28	\$298,123	100
351-450	12	\$400,000	111
451-550	8	\$507,000	110
551-650	3	\$560,000	110
651-750	0	\$0	0
751-900	0	\$0	0
901+	0	\$0	0

**VENTES JANVIER 2017/ 2018 – SALES JANUARY 2017/ 2018
HUDSON-SAINT-LAZARE**

HUDSON				HUDSON		
Janvier/January 2017				Janvier/January 2018		
SOLD				SOLD		
			Nb Jrs			Nb Jrs
	Total	Median	Nb Days	Total	Median	Nb Days
	7	\$400,000	211	7	\$670,000	80
250-	1	\$237,000	530	0	\$0	0
251-350	1	\$330,000	118	2	\$287,000	94
351-450	3	\$400,000	242	1	\$420,000	237
451-550	1	\$480,000	61	0	\$0	0
551-650	1	\$589,000	40	0	\$0	0
651-750	0	\$0	0	1	\$670,000	9
751-900	0	\$0	0	2	\$811,250	20
901+	0	\$0	0	1	\$967,257	88

SAINT-LAZARE				SAINT-LAZARE		
Janvier/January 2017				Janvier/January 2018		
SOLD				SOLD		
			Nb Jrs			Nb Jrs
	Total	Median	Nb Days	Total	Median	Nb Days
	19	\$322,500	91	15	\$311,000	75
250-	2	\$244,909	134	0	\$0	0
251-350	9	\$309,000	45	8	\$267,500	82
351-450	2	\$368,300	97	2	\$407,450	55
451-550	4	\$507,500	144	2	\$509,500	36
551-650	2	\$556,000	146	2	\$592,000	48
651-750	0	\$0	0	1	\$730,000	188
751-900	0	\$0	0	0	\$0	0
901+	0	\$0	0	0	\$0	0

VENTES JANVIER 2017/ 2018 – SALES JANUARY 2017/ 2018
VAUDREUIL-DORION - RIGAUD

VAUDREUIL/DORION				VAUDREUIL-DORION		
Janvier/January 2017				Janvier/January 2018		
SOLD				SOLD		
			Nb Jrs			Nb Jrs
	TOTAL	MEDIAN	Nb Days	Total	Median	Nb Days
	30	\$295,000	94	26	\$335,000	55
250-	6	232000	90	2	\$246,500	36
251-350	16	\$286,950	109	14	\$307,500	53
351-450	5	\$400,000	57	6	\$427,500	59
451-550	3	\$514,000	81	3	\$466,000	65
551-650	0	\$0	0	1	\$650,000	59
651-750	0	0	0	0	\$0	0
751-900	0	\$0	0	0	\$0	0
901+	0	\$0	0	0	\$0	0

RIGAUD				RIGAUD		
Janvier/January 2017				Janvier/January 2018		
SOLD				SOLD		
			Nb Jrs			Nb Jrs
	TOTAL	MEDIAN	Nb Days	Total	Median	Nb Days
	9	\$245,000	137	6	\$276,500	142
250-	5	\$178,000	112	3	\$235,000	109
251-350	2	\$304,500	269	1	\$315,000	139
351-450	2	\$404,000	67	1	\$429,000	232
451-550	0	\$0	0	1	\$474,000	159
551-650	0	\$0	0	0	\$0	0
651-750	0	0	0	0	\$0	0
751-900	0	\$0	0	0	\$0	0
901+	0	\$0	0	0	\$0	0

The actual national average price for homes sold in January 2018 was just over \$481,500, up 2.3% from one year earlier.

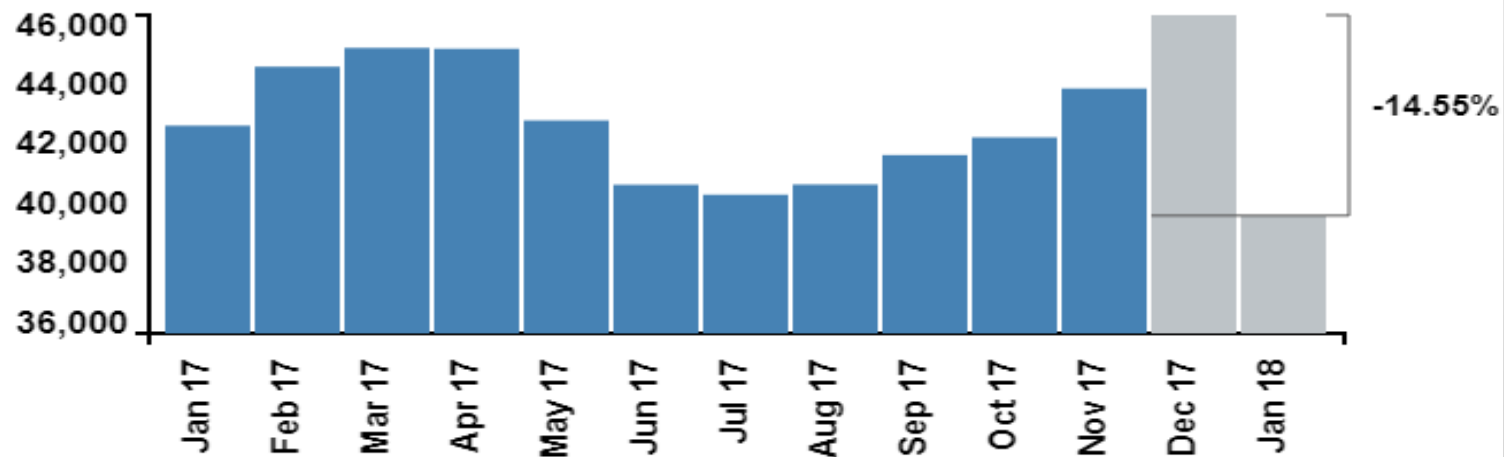
The national average price is heavily skewed by sales in Greater Vancouver and Greater Toronto, two of Canada's most active and expensive markets. Excluding these two markets from calculations trims \$107,500 from the national average price, reducing it to \$374,000.





National Home Sales

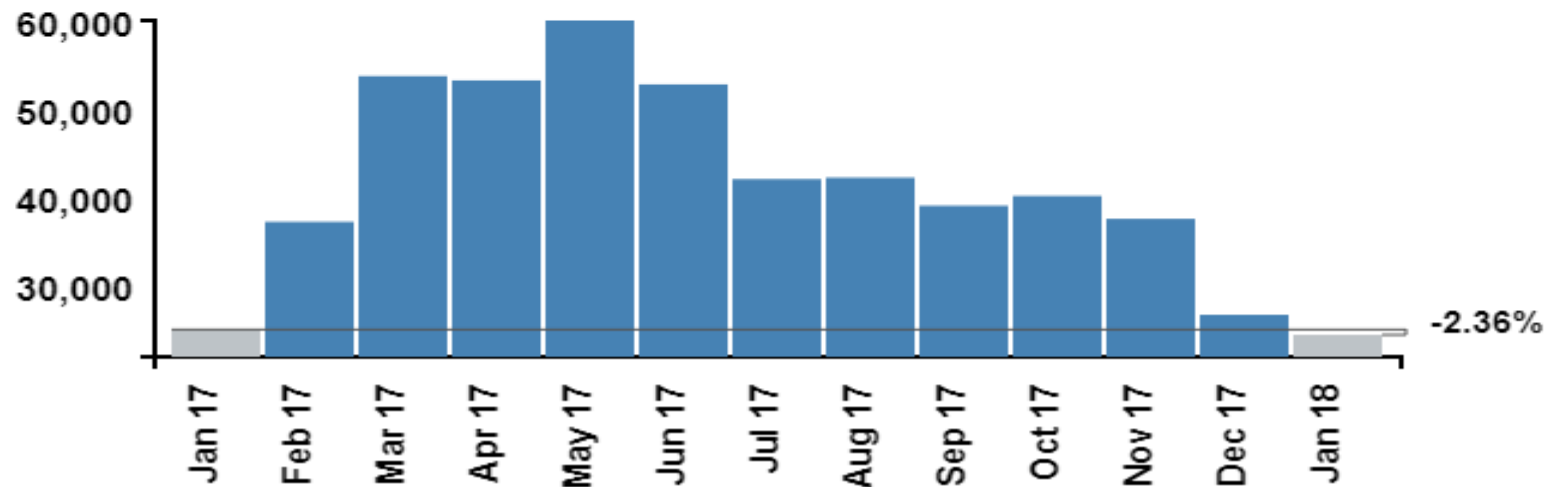
Home sales via Canadian MLS® Systems dropped sharply in January after having climbed to the highest monthly level on record in December.





Actual Activity

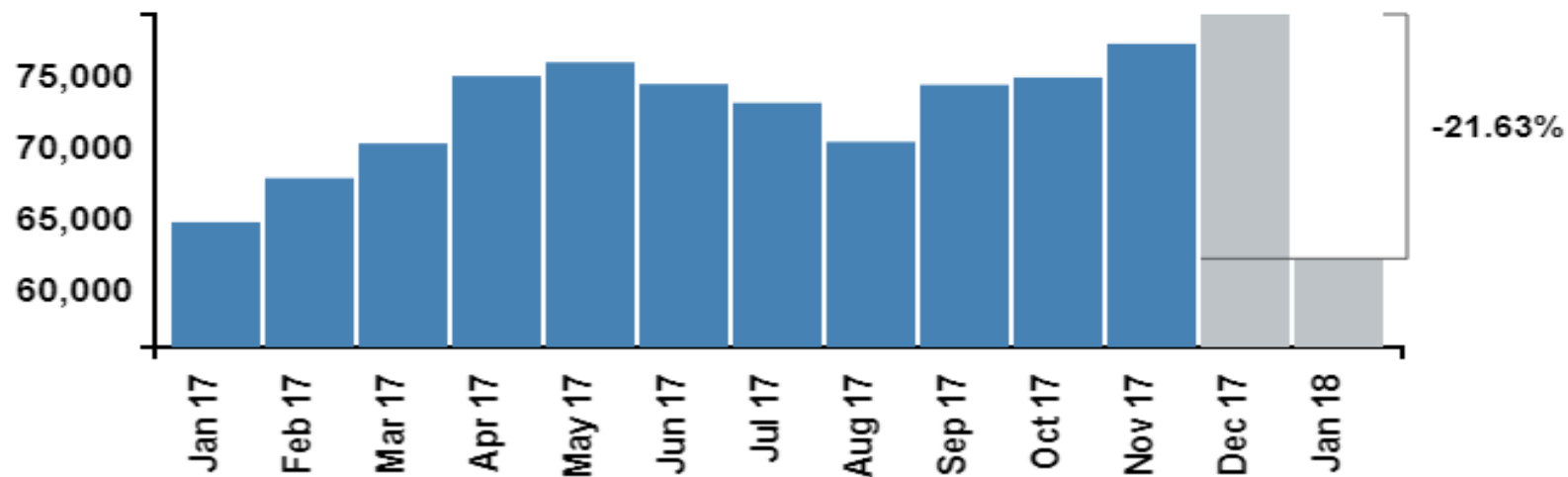
Actual (not seasonally adjusted) activity was down 2.4% from January 2017 and stood close the 10-year average for the month of January. Sales came in below year-ago levels in about half of all local markets, led by those in the GGH region.





Newly Listed Homes

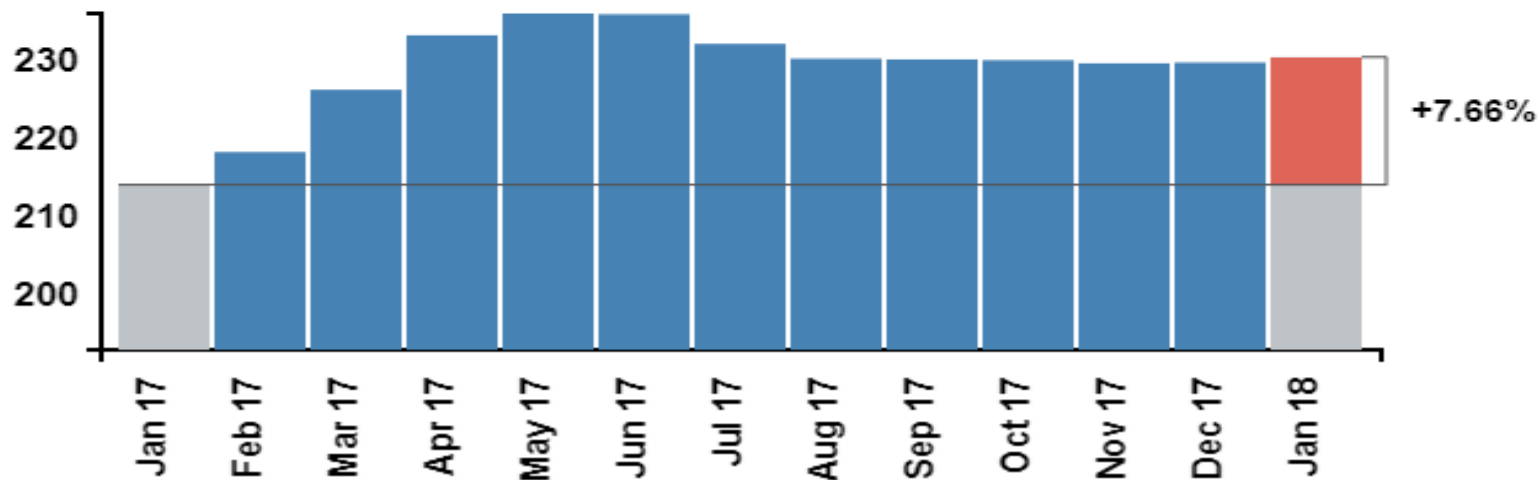
The number of newly listed homes plunged 21.6% in January to reach the lowest level since the spring of 2009. New supply was down in about 85% of all local markets, led by a sizeable decline in the GTA.





MLS® Price Index

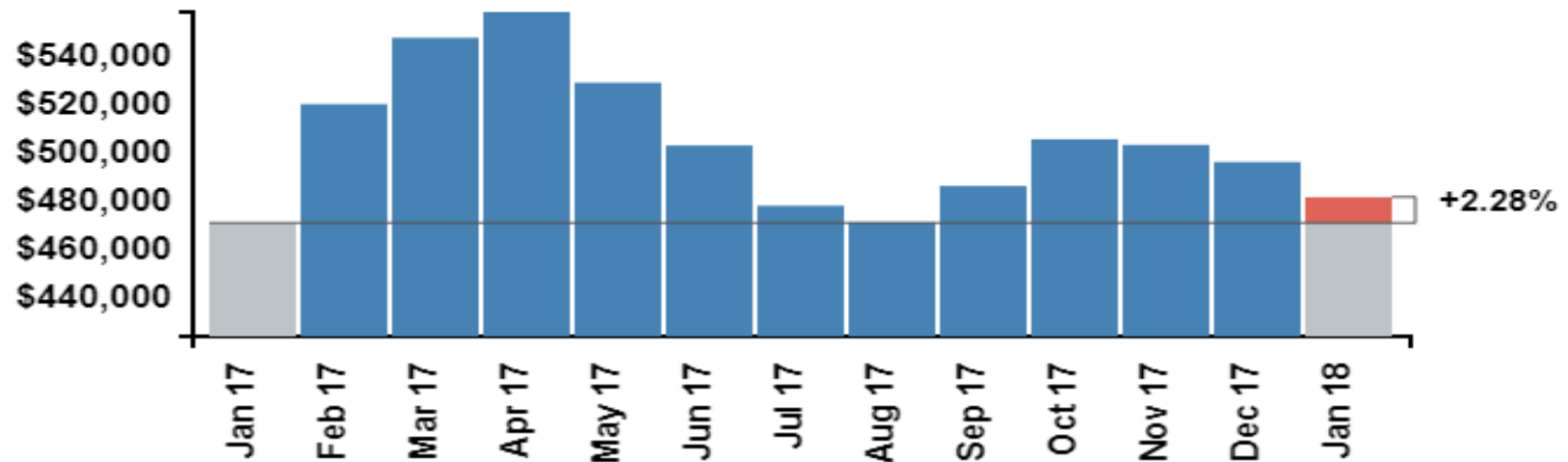
The Aggregate Composite MLS® HPI rose by 7.7% y-o-y in January 2018. This was the 9th consecutive deceleration in y-o-y gains, continuing a trend that began last spring. It was also the smallest y-o-y increase since December 2015.





National Average Sale Price

The actual national average price for homes sold in January 2018 was just over \$481,500, up 2.3% from one year earlier.



Centris® Statistics

Administrative region

Montérégie ▼



Centris® Statistics by Municipality/Borough and Type of Property

Montérégie Vaudreuil-Soulanges

	January 2018					January 2017												
	Listings		Sales		Delay	Sale Price*				Listings		Sales		Delay	Sale Price*			
	New	Active	Number	Volume (\$)	No. Days	Average	Median	vs List. (%)	vs Asses. (%)	New	Active	Number	Volume (\$)	No. Days	Average	Median	vs List. (%)	vs Asses. (%)
Hudson	12	152	9	4,669,027	104					15	112	9	3,482,500	221				
Single Family	12	71	7	4,214,027	80	602,004	670,000	94	105	14	83	7	2,884,500	211	412,071	400,000	95	113
Bungalow	4	22	0	0	0	0	0	0	0	6	27	2	730,000	155	365,000	365,000	98	116
Two or more storey	7	47	7	4,214,027	80	602,004	670,000	94	105	8	53	5	2,154,500	233	430,900	448,500	94	112
Split-level	1	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
One-and-a-half-storey	0	0	0	0	0	0	0	0	0	0	3	0	0	0	0	0	0	0
Condo/Apt.	0	7	1	310,000	54	310,000	310,000	94	97	0	3	0	0	0	0	0	0	0
Apartment	0	7	0	0	0	0	0	0	0	0	3	0	0	0	0	0	0	0
House	0	0	1	310,000	54	310,000	310,000	94	97	0	0	0	0	0	0	0	0	0
Revenue Prop.	0	1	0	0	0	0	0	0	0	0	3	0	0	0	0	0	0	0
Duplex	0	0	0	0	0	0	0	0	0	0	2	0	0	0	0	0	0	0
Other	0	1	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Farm/Hobby Farm	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Farm	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Land/Lot	0	72	1	145,000	315					1	18	2	598,000	256				
Land	0	3	0	0	0	0	0	0	0	0	3	0	0	0	0	0	0	0
Lot	0	69	1	145,000	315	145,000	145,000	91	103	1	15	2	598,000	256	299,000	299,000	89	92
Com./Ind./Block	0	1	0	0	0					0	4	0	0	0				
Commercial	0	0	0	0	0					0	3	0	0	0				
Bulk (block sale)	0	1	0	0	0					0	1	0	0	0				

Centris® Statistics by Municipality/Borough and Type of Property

**Montérégie
Vaudreuil-Soulanges**

	January 2018					January 2017												
	Listings		Sales		Delay	Sale Price*				Listings		Sales		Delay	Sale Price*			
	New	Active	Number	Volume (\$)	No. Days	Average	Median	vs List. (%)	vs Asses. (%)	New	Active	Number	Volume (\$)	No. Days	Average	Median	vs List. (%)	vs Asses. (%)
Saint-Lazare	39	295	23	7,324,916	55					47	279	21	7,701,857	91				
Single Family	32	207	15	5,957,361	75	397,157	311,000	97	108	41	204	19	7,026,857	92	369,835	322,500	99	103
Bungalow	9	49	4	1,739,000	77	434,750	377,000	96	107	13	61	4	1,693,700	116	423,425	422,350	98	108
Two or more storey	20	150	9	3,637,361	74	404,151	389,900	98	109	27	139	15	5,333,157	85	355,544	315,000	100	102
Split-level	3	8	2	581,000	77	290,500	290,500	96	104	1	4	0	0	0	0	0	0	0
Condo/Apt.	0	15	5	967,410	26	193,482	203,500	98	99	1	4	0	0	0	0	0	0	0
Apartment	0	15	5	967,410	26	193,482	203,500	98	99	1	4	0	0	0	0	0	0	0
Revenue Prop.	1	2	0	0	0					0	1	0	0	0				
Duplex	1	2	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Farm/Hobby Farm	1	13	0	0	0					2	17	1	540,000	122				
Farm	0	1	0	0	0	0	0	0	0	1	1	0	0	0	0	0	0	0
Hobby farm	1	12	0	0	0	0	0	0	0	1	16	1	540,000	122	540,000	540,000	98	100
Land/Lot	5	38	3	400,145	5					2	42	1	135,000	60				
Land	1	7	0	0	0	0	0	0	0	1	3	0	0	0	0	0	0	0
Lot	4	31	3	400,145	5	133,382	135,000	98	115	1	39	1	135,000	60	135,000	135,000	80	131
Com./Ind./Block	0	20	0	0	0					1	11	0	0	0				
Commercial	0	19	0	0	0					1	11	0	0	0				
Bulk (block sale)	0	1	0	0	0					0	0	0	0	0				

* Transactions with a sale price that is 50% lower or 150% higher than the listed price are excluded from the sale price calculation. Transactions with a sale price that is 50% lower or 150% higher than the assessment are excluded from the calculation of the sale price vs. municipal assessment ratio (%).

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Source: Centris® – For the exclusive use of real estate broker members

Centris® Statistics by Municipality/Borough and Type of Property

Montérégie Vaudreuil-Soulanges

	January 2018					January 2017												
	Listings		Sales		Delay	Sale Price*				Listings		Sales		Delay	Sale Price*			
	New	Active	Number	Volume (\$)	No. Days	Average	Median	vs List. (%)	vs Asses. (%)	New	Active	Number	Volume (\$)	No. Days	Average	Median	vs List. (%)	vs Asses. (%)
Vaudreuil-Dorion	87	283	39	12,645,800	80					101	430	41	11,818,845	85				
Single Family	49	115	26	9,309,500	55	358,058	335,000	97	110	71	227	30	9,563,000	94	318,767	295,000	96	104
Bungalow	15	39	6	2,044,000	45	340,667	312,500	96	101	16	57	7	1,771,400	95	253,057	255,000	93	102
Two or more storey	29	63	19	6,942,500	61	365,395	347,000	97	113	47	153	21	7,209,100	96	343,290	310,000	97	105
Split-level	5	12	1	323,000	6	323,000	323,000	99	113	6	14	2	582,500	71	291,250	291,250	98	93
One-and-a-half-storey	0	1	0	0	0	0	0	0	0	2	3	0	0	0	0	0	0	0
Condo/Apt.	34	100	11	2,671,300	120	242,845	245,900	96	100	27	145	10	2,020,845	64	202,085	191,500	98	94
Apartment	31	90	8	1,764,500	113	220,563	191,000	95	98	25	137	10	2,020,845	64	202,085	191,500	98	94
House	3	9	3	906,800	138	302,267	245,900	97	118	2	8	0	0	0	0	0	0	0
Loft/Studio	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Revenue Prop.	2	10	1	485,000	53					1	10	1	235,000	4				
Duplex	0	5	0	0	0	0	0	0	0	1	4	1	235,000	4	235,000	235,000	92	94
Triplex	1	1	1	485,000	53	485,000	485,000	96	143	0	2	0	0	0	0	0	0	0
Quadruplex	0	1	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Other	1	3	0	0	0					0	3	0	0	0				
Farm/Hobby Farm	0	4	0	0	0					0	2	0	0	0				
Farm	0	1	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Hobby farm	0	3	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Land/Lot	0	34	1	180,000	332					0	23	0	0	0				
Land	0	3	0	0	0	0	0	0	0	0	4	0	0	0	0	0	0	0
Lot	0	31	1	180,000	332	180,000	180,000	90	135	0	19	0	0	0	0	0	0	0
Com./Ind./Block	2	20	0	0	0					2	23	0	0	0				
Commercial	1	15	0	0	0					1	17	0	0	0				
Industrial	0	0	0	0	0					0	2	0	0	0				
Bulk (block sale)	1	5	0	0	0					1	4	0	0	0				

Centris® Statistics by Municipality/Borough and Type of Property

Montérégie Vaudreuil-Soulanges

	January 2018					January 2017												
	Listings		Sales		Delay	Sale Price*				Listings		Sales		Delay	Sale Price*			
	New	Active	Number	Volume (\$)	No. Days	Average	Median	vs List. (%)	vs Asses. (%)	New	Active	Number	Volume (\$)	No. Days	Average	Median	vs List. (%)	vs Asses. (%)
Rigaud	19	131	8	2,046,000	134					24	149	11	3,023,000	132				
Single Family	17	76	6	1,849,000	143	308,167	276,500	101	113	19	88	9	2,409,000	137	267,667	245,000	96	97
Bungalow	7	29	5	1,375,000	140	275,000	238,000	103	104	8	42	7	1,714,000	145	244,857	239,000	96	96
Two or more storey	8	44	1	474,000	159	474,000	474,000	90	137	10	39	2	695,000	109	347,500	347,500	99	98
Split-level	0	0	0	0	0	0	0	0	0	1	4	0	0	0	0	0	0	0
One-and-a-half-storey	1	1	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Mobile home	1	2	0	0	0	0	0	0	0	0	2	0	0	0	0	0	0	0
Condo/Apt.	1	7	0	0	0	0	0	0	0	0	6	0	0	0	0	0	0	0
Apartment	1	6	0	0	0	0	0	0	0	0	3	0	0	0	0	0	0	0
House	0	1	0	0	0	0	0	0	0	0	3	0	0	0	0	0	0	0
Revenue Prop.	0	6	0	0	0	0	0	0	0	0	7	0	0	0	0	0	0	0
Duplex	0	3	0	0	0	0	0	0	0	0	2	0	0	0	0	0	0	0
Triplex	0	2	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Quadruplex	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0
Other	0	1	0	0	0	0	0	0	0	0	3	0	0	0	0	0	0	0
Farm/Hobby Farm	0	4	0	0	0	0	0	0	0	0	5	1	525,000	49				
Hobby farm	0	4	0	0	0	0	0	0	0	0	5	1	525,000	49	525,000	525,000	88	148
Land/Lot	1	30	2	197,000	107					5	34	1	89,000	169				
Land	0	12	0	0	0	0	0	0	0	2	12	0	0	0	0	0	0	0
Lot	1	18	2	197,000	107	98,500	98,500	81	101	3	22	1	89,000	169	89,000	89,000	100	116
Com./Ind./Block	0	8	0	0	0					0	9	0	0	0				
Commercial	0	6	0	0	0					0	6	0	0	0				
Industrial	0	2	0	0	0					0	2	0	0	0				
Bulk (block sale)	0	0	0	0	0					0	1	0	0	0				

BAROMETRE FCIQ DU MARCHÉ RÉSIDENTIEL 4^e TRIMESTRE 2017

Ventes

9%

Variation des ventes résidentielles totales par rapport au 4^e trimestre de 2016

Faits saillants - 4^e trimestre 2017

Ventes

- L'année 2017 s'est terminée en beauté, avec une augmentation de 9 % des ventes résidentielles (9 572) au quatrième trimestre.
- Au cumul de l'année, 44 448 ventes ont été conclues, soit le deuxième total en importance de l'histoire de la [région montréalaise](#). Il s'agit d'une croissance de 8 % par rapport à 2016 et d'une troisième hausse annuelle consécutive.
- Toutes les catégories de propriétés ont connu une augmentation des ventes en 2017. La copropriété s'est nettement démarquée, grâce à une progression des ventes de 17 %. Les plex de deux à cinq logements et les maisons unifamiliales ont pour leur part affiché des gains de 6 % et de 3 % respectivement à ce chapitre.
- Tous les secteurs géographiques ont vu leurs ventes croître en 2017 : [Vaudreuil-Soulanges](#) (+13 %), [l'île de Montréal](#) (+11 %), [Saint-Jean-sur-Richelieu](#) (+9 %), [Laval](#) (+6 %), la [Rive-Sud](#) (+5 %) et la [Rive-Nord](#) (+4 %).
- Le haut de gamme a connu une année faste, les ventes d'unifamiliales de plus de 1 000 000 \$ ayant crû de 20 %, et celles de copropriétés de plus de 500 000 \$, de 42 %.

BAROMETRE QFREB RESIDENTIAL MARKET 4TH QUARTER 2017

Sales

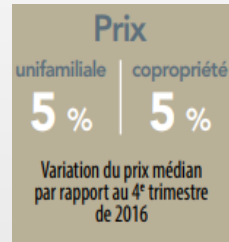
9%

Change in total residential sales compared to the 4th quarter of 2016

Highlights - Fourth Quarter 2017

Sales

- The year 2017 ended on a high note, as residential sales (9,572) increased by 9 per cent in the fourth quarter.
- For the entire year of 2017, 44,448 sales were concluded, the second highest number in the history of the [Montréal area](#). This was an 8 per cent jump compared to 2016 and the third consecutive year of sales growth.
- All property categories registered an increase in sales in 2017. Condominiums clearly stood out, as sales of this property category jumped by 17 per cent. Sales of plexes (2 to 5 dwellings) increased by 6 per cent and sales of single-family homes rose by 3 per cent.
- All six main areas of the Montréal CMA saw sales growth in 2017: [Vaudreuil-Soulanges](#) (+13 per cent), the [Island of Montréal](#) (+11 per cent), [Saint-Jean-sur-Richelieu](#) (+9 per cent), [Laval](#) (+6 per cent), the [South Shore](#) (+5 per cent) and the [North Shore](#) (+4 per cent).
- 2017 was a good year for luxury properties, as sales of single-family homes at \$1,000,000 or more increased by 20 per cent and sales of condominiums at \$500,000 or more rose by 42 per cent.



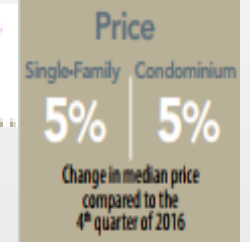
Faits saillants - 4^e trimestre 2017

- Prix médian**
- La croissance des prix s'est nettement accélérée en 2017 : l'augmentation du prix médian des unifamiliales (310 000 \$) a été de 7 %, alors que de 2013 à 2016, la hausse n'a été que de 2 % par année. Il s'agit de la plus forte hausse de prix en sept ans.
 - Du côté de la copropriété, le prix médian a atteint 247 000 \$, soit une progression de 3 %. Encore ici, il s'agit d'une accélération par rapport à la hausse de seulement 1 % observée en 2016.
 - En ce qui a trait aux plex, dont le prix médian s'est élevé à 476 000 \$, l'augmentation est de 4 % en 2017, une croissance identique à celle enregistrée en 2016.

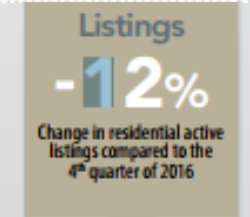


- Inscriptions en vigueur**
- Pour une deuxième année consécutive, le nombre de propriétés à vendre s'est replié en 2017 : on en dénombrait (27 635) sur le système Centris®, soit une forte diminution de 13 %.
 - C'est pour l'unifamiliale que la baisse de l'offre a été la plus marquée : elle était de l'ordre de 17 %, comparativement à des diminutions de 14 % pour le plex et de 9 % pour la copropriété.
 - Sur le plan géographique, ce sont les secteurs de Saint-Jean-sur-Richelieu (-18 %) et de l'île de Montréal (-17 %) qui ont accusé les plus fortes baisses.

Highlights - Fourth Quarter 2017



- Median price**
- Price growth accelerated dramatically in 2017: the median price of single-family homes (\$310,000) rose by 7 per cent, while from 2013 to 2016 the increase was only 2 per cent per year. This was the largest price increase in seven years.
 - As for condominiums, the median price grew by 3 per cent to reach \$247,000. Again, this was a larger increase than that of 2016, when the median price of condos rose by only 1 per cent.
 - The median price of plexes stood at \$476,000 in 2017, an increase of 4 per cent and the same growth level as in 2016.



- Active listings**
- For a second consecutive year, the number of properties for sale fell in 2017: there were 27,635 active listings on the Centris® system, a sharp decrease of 13 per cent.
 - The drop in supply was most pronounced for single-family homes. Active listings fell by 17 per cent, compared to decreases of 14 per cent for plexes and 9 per cent for condominiums.
 - Geographically, the areas of Saint-Jean-sur-Richelieu (-18 per cent) and the Island of Montréal (-17 per cent) registered the largest decreases in supply.

Faits saillants - 4^e trimestre 2017

Conditions du marché

- De manière générale, 2017 se termine dans des conditions du marché nettement à l'avantage des vendeurs pour l'unifamiliale et les plex. La rareté de l'offre d'unifamiliales par rapport à la demande est indéniable sur l'île de Montréal, où le nombre de mois d'inventaire est légèrement inférieur à 5.
- Pour la copropriété, le portrait diffère puisque, globalement, les conditions du marché sont équilibrées. Néanmoins, de plus en plus de secteurs centraux confèrent désormais un avantage aux vendeurs lors de la négociation.

VENTES TOTALES RÉSIDENTIELLES

Île de Montréal	4 022	12 %	▲
Laval	949	7 %	▲
Rive-Nord de Montréal	1 915	4 %	▲
Rive-Sud de Montréal	2 039	11 %	▲
Vaudreuil-Soulanges	434	6 %	▲
Saint-Jean-sur-Richelieu	213	-6 %	▼



Les définitions des régions métropolitaines sont celles du Recensement de 2016 de Statistique Canada

Highlights - Fourth Quarter 2017

Market conditions

- Generally speaking, at the end of 2017 it was clearly a seller's market for single-family homes and plexes. The scarcity of supply of single-family homes as compared to the demand for these properties is undeniable on the Island of Montréal, where the number of months of inventory is slightly less than 5.
- As for condominiums, the portrait was slightly different as, overall, market conditions were balanced. However, a growing number of central neighbourhoods are now giving sellers the upper hand in negotiations.

TOTAL RESIDENTIAL SALES

Island of Montréal	4,022	12%	▲
Laval	949	7%	▲
North Shore of Montréal	1,915	4%	▲
South Shore of Montréal	2,039	11%	▲
Vaudreuil-Soulanges	434	6%	▲
Saint-Jean-sur-Richelieu	213	-6%	▼



Definitions of the metropolitan areas are from Statistics Canada's 2016 census.

Vaudreuil-Soulanges

Tableau 1 - Sommaire de l'activité Centris®

Total résidentiel 4 ^e trimestre 2017			
Ventes	434	↑	6 %
Nouvelles inscriptions	639	↓	-10 %
Inscriptions en vigueur	1 244	↓	-17 %
Volume (en milliers \$)	137 869	↑	10 %
12 derniers mois			
Ventes	2 198	↑	13 %
Nouvelles inscriptions	3 379	↓	-6 %
Inscriptions en vigueur	1 419	↓	-14 %
Volume (en milliers \$)	684 852	↑	18 %

Tableau 3 - Conditions du marché par gammes de prix

Unifamiliale 12 derniers mois				
Gammes de prix (en milliers \$)	Inventaire (moyenne des 12 mois)	Ventes (moyenne des 12 mois)	Nombre de mois d'inventaire	Condition du marché
	(I)	(V)	(I)/(V)	
Moins de 200	64	13,4	4,8	Vendeur
200 à 249	191	28,7	6,7	Vendeur
250 à 299	196	35,1	5,6	Vendeur
300 à 349	145	23,3	6,2	Vendeur
350 à 399	120	16,6	7,2	Vendeur
400 à 499	139	18,2	7,7	Vendeur
500 et plus	223	14,0	15,9	Acheteur

Source : FCIQ par le système Centris®



Le Baromètre FCIQ - 4^e trimestre 2017

Table 1 - Summary of Centris® Activity

Total Residential Fourth Quarter 2017			
Sales	434	↑	6%
New Listings	639	↓	-10%
Active Listings	1,244	↓	-17%
Volume (in thousands \$)	137,869	↑	10%
Last 12 Months			
Sales	2,198	↑	13%
New Listings	3,379	↓	-6%
Active Listings	1,419	↓	-14%
Volume (in thousands \$)	684,852	↑	18%

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)	(S)	(I)/(S)	
Less than 200	64	13.4	4.8	Seller's
200 to 249	191	28.7	6.7	Seller's
250 to 299	196	35.1	5.6	Seller's
300 to 349	145	23.3	6.2	Seller's
350 to 399	120	16.6	7.2	Seller's
400 to 499	139	18.2	7.7	Seller's
500 and more	223	14.0	15.9	Buyer's

Source: QFREB by the Centris® system



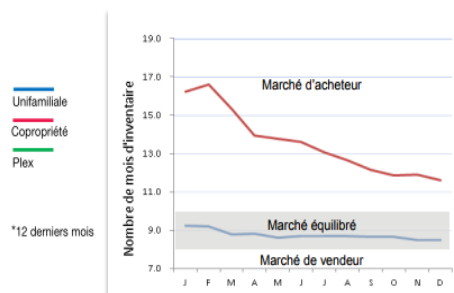
QFREB Barometer - Fourth Quarter 2017

Vaudreuil-Soulanges

Tableau 2 - Statistiques Centris® détaillées par catégories de propriétés

	Unifamiliale				
	4 ^e trimestre 2017		12 derniers mois		Depuis 5 ans
Ventes	346	↑ 3%	1 790	↑ 11%	
Inscriptions en vigueur	926	↓ -22%	1 079	↓ -18%	
Prix médian	290 000 \$	↑ 1%	295 000 \$	↑ 4%	↑ 12%
Prix moyen	341 468 \$	↑ 7%	331 296 \$	↑ 4%	↑ 13%
Délai de vente moyen (jours)	92	↓ -21	96	↓ -9	
	Copropriété				
	4 ^e trimestre 2017		12 derniers mois		Depuis 5 ans
Ventes	78	↑ 24%	355	↑ 24%	
Inscriptions en vigueur	272	↑ 7%	292	↑ 8%	
Prix médian	192 500 \$	± 0%	186 000 \$	↑ 3%	↑ 5%
Prix moyen	204 737 \$	↓ -4%	196 969 \$	↑ 1%	↑ 5%
Délai de vente moyen (jours)	103	↓ -12	111	↓ -14	
	Plex (2 à 5 logements)				
	4 ^e trimestre 2017		12 derniers mois		Depuis 5 ans
Ventes	8		37	↓ -8%	
Inscriptions en vigueur	29		30	↓ -22%	
Prix médian	**		365 000 \$	↑ 4%	↑ 35%
Prix moyen	**		365 373 \$	↑ 17%	↑ 28%
Délai de vente moyen (jours)			148	↑ 51	

Évolution des conditions du marché par catégories*



**Nombre de transactions insuffisant pour produire une statistique fiable

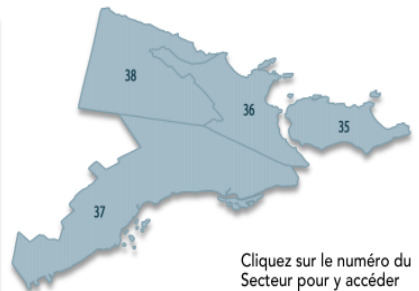
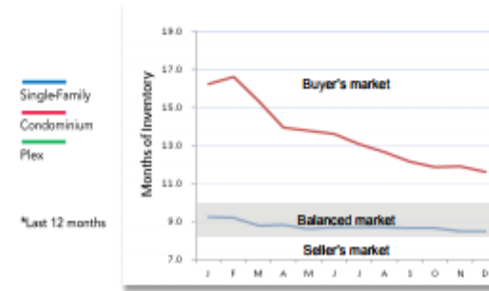


Table 2 - Detailed Centris® Statistics per Property Category

	Single-Family				
	Fourth Quarter 2017		Last 12 Months		Past 5 years
Sales	346	↑ 3%	1,790	↑ 11%	
Active Listings	926	↓ -22%	1,079	↓ -18%	
Median Price	\$290,000	↑ 1%	\$295,000	↑ 4%	↑ 12%
Average Price	\$341,468	↑ 7%	\$331,296	↑ 4%	↑ 13%
Average Days (days)	92	↓ -21	96	↓ -9	
	Condominium				
	Fourth Quarter 2017		Last 12 Months		Past 5 years
Sales	78	↑ 24%	355	↑ 24%	
Active Listings	272	↑ 7%	292	↑ 8%	
Median Price	\$192,500	± 0%	\$186,000	↑ 3%	↑ 5%
Average Price	\$204,737	↓ -4%	\$196,969	↑ 1%	↑ 5%
Average Days (days)	103	↓ -12	111	↓ -14	
	Plex				
	Fourth Quarter 2017		Last 12 Months		Past 5 years
Sales	8		37	↓ -8%	
Active Listings	29		30	↓ -22%	
Median Price	**		\$365,000	↑ 4%	↑ 35%
Average Price	**		\$365,373	↑ 17%	↑ 28%
Average Days (days)			148	↑ 51	

Evolution of Market Conditions by Property Category*

**Insufficient number of transactions to produce reliable statistics



Area 36: Vaudreuil-Dorion

Tableau 1 - Sommaire de l'activité Centris®

Total résidentiel 4 ^e trimestre 2017				
Ventes	119	↑	4 %	
Nouvelles inscriptions	134	↓	-21 %	
Inscriptions en vigueur	200	↓	-41 %	
Volume (en milliers \$)	33 115	↑	1 %	
12 derniers mois				
Ventes	620	↑	14 %	
Nouvelles inscriptions	764	↓	-18 %	
Inscriptions en vigueur	279	↓	-18 %	
Volume (en milliers \$)	180 039	↑	20 %	

Tableau 3 - Conditions du marché par gammes de prix

Unifamiliale 12 derniers mois				
Gammes de prix (en milliers \$)	Inventaire (moyenne des 12 mois)	Ventes (moyenne des 12 mois)	Nombre de mois d'inventaire	Conditions du marché
	(I)	(V)	(I)/(V)	
Moins de 250	17	6,0	2,8	Vendeur
250 à 299	41	12,4	3,3	Vendeur
300 à 349	27	7,8	3,4	Vendeur
350 et plus	70	9,6	7,3	Vendeur

Source : FCIQ par le système Centris®



Table 1 - Summary of Centris® Activity

Total Residential Fourth Quarter 2017				
Sales	119	↑	4%	
New Listings	134	↓	-21%	
Active Listings	200	↓	-41%	
Volume (in thousands \$)	33,115	↑	1%	
Last 12 Months				
Sales	620	↑	14%	
New Listings	764	↓	-18%	
Active Listings	279	↓	-18%	
Volume (in thousands \$)	180,039	↑	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)	(S)	(I)/(S)	
Less than 250	17	6.0	2.8	Seller's
250 to 299	41	12.4	3.3	Seller's
300 to 349	27	7.8	3.4	Seller's
350 and more	70	9.6	7.3	Seller's

Source: QFREB by the Centris® system



QFREB Barometer - Fourth Quarter 2017

Area 36: Vaudreuil-Dorion

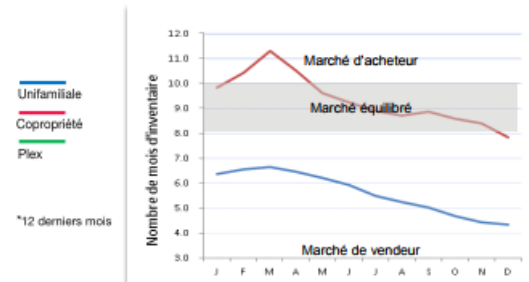
Tableau 2 - Statistiques Centris® détaillées par catégories de propriétés

	Unifamiliale		
	4 ^e trimestre 2017	12 derniers mois	Depuis 5 ans
Ventes	77 ↓ -3%	430 ↑ 16%	
Inscriptions en vigueur	104 ↓ -49%	156 ↓ -22%	
Prix médian	286 000 \$ ± 0%	295 000 \$ ↑ 7%	↑ 12%
Prix moyen	306 203 \$ ↓ -2%	324 354 \$ ↑ 5%	↑ 10%
Délai de vente moyen (jours)	74 ↓ -26	82 ↓ -3	
	Copropriété		
	4 ^e trimestre 2017	12 derniers mois	Depuis 5 ans
Ventes	40 ↑ 25%	178 ↑ 10%	
Inscriptions en vigueur	90 ↓ -30%	116 ↓ -11%	
Prix médian	198 250 \$ ↑ 4%	182 000 \$ ↑ 4%	↑ 4%
Prix moyen	218 691 \$ ↑ 1%	202 042 \$ ↑ 3%	↑ 10%
Délai de vente moyen (jours)	112 ↓ -14	116 ↓ -18	
	Plex (2 à 5 logements)		
	4 ^e trimestre 2017	12 derniers mois	Depuis 5 ans
Ventes	2	12	
Inscriptions en vigueur	6	7	
Prix médian	**	**	
Prix moyen	**	**	
Délai de vente moyen (jours)			

Table 2 - Detailed Centris® Statistics per Property Category

	Single-Family		
	Fourth Quarter 2017	Last 12 Months	Past 5 years
Sales	77 ↓ -3%	430 ↑ 16%	
Active Listings	104 ↓ -49%	156 ↓ -22%	
Median Price	\$286,000 ± 0%	\$295,000 ↑ 7%	↑ 12%
Average Price	\$306,203 ↓ -2%	\$324,354 ↑ 5%	↑ 10%
Average Days (days)	74 ↓ -26	82 ↓ -3	
	Condominium		
	Fourth Quarter 2017	Last 12 Months	Past 5 years
Sales	40 ↑ 25%	178 ↑ 10%	
Active Listings	90 ↓ -30%	116 ↓ -11%	
Median Price	\$198,250 ↑ 4%	\$182,000 ↑ 4%	↑ 4%
Average Price	\$218,691 ↑ 1%	\$202,042 ↑ 3%	↑ 10%
Average Days (days)	112 ↓ -14	116 ↓ -18	
	Plex		
	Fourth Quarter 2017	Last 12 Months	Past 5 years
Sales	2	12	
Active Listings	6	7	
Median Price	**	**	
Average Price	**	**	
Average Days (days)			

Évolution des conditions du marché par catégories*



**Nombre de transactions insuffisant pour produire une statistique fiable



Evolution of Market Conditions by Property Category*



**Insufficient number of transactions to produce reliable statistics



Area 38: Saint-Lazare/Hudson

Tableau 1 - Sommaire de l'activité Centris®

Total résidentiel 4 ^e trimestre 2017			
Ventes	103	↓	-4 %
Nouvelles inscriptions	180	↑	9 %
Inscriptions en vigueur	372	↓	-5 %
Volume (en milliers \$)	41 156	↑	1 %
12 derniers mois			
Ventes	525	↑	3 %
Nouvelles inscriptions	903	↓	-2 %
Inscriptions en vigueur	383	↓	-17 %
Volume (en milliers \$)	204 211	↑	6 %

Tableau 3 - Conditions du marché par gammes de prix

Unifamiliale 12 derniers mois				
Gammes de prix (en milliers \$)	Inventaire (moyenne des 12 mois)	Ventes (moyenne des 12 mois)	Nombre de mois d'inventaire	Conditions du marché
	(I)	(V)	(I)/(V)	
Moins de 300	91	12,2	7,5	Vendeur
300 à 399	89	13,1	6,8	Vendeur
400 à 499	52	8,6	6,0	Vendeur
500 et plus	113	6,8	16,8	Acheteur

Source : FCIQ par le système Centris®



Le Baromètre FCIQ - 4^e trimestre 2017

Table 1 - Summary of Centris® Activity

Total Residential Fourth Quarter 2017			
Sales	103	↓	-4%
New Listings	180	↑	9%
Active Listings	372	↓	-5%
Volume (in thousands \$)	41,156	↑	1%
Last 12 Months			
Sales	525	↑	3%
New Listings	903	↓	-2%
Active Listings	383	↓	-17%
Volume (in thousands \$)	204,211	↑	6%

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)	(S)	(I)/(S)	
Less than 300	91	12.2	7.5	Seller's
300 to 399	89	13.1	6.8	Seller's
400 to 499	52	8.6	6.0	Seller's
500 and more	113	6.8	16.8	Buyer's

Source: QFREB by the Centris® system



QFREB Barometer - Fourth Quarter 2017

Area 38: Saint-Lazare/Hudson

Tableau 2 - Statistiques Centris® détaillées par catégories de propriétés

Unifamiliale			
	4 ^e trimestre 2017	12 derniers mois	Depuis 5 ans
Ventes	94 ↓ -7%	487 ⇐ 0%	
Inscriptions en vigueur	323 ↓ -9%	345 ↓ -18%	
Prix médian	358 000 \$ ↓ -1%	360 500 \$ ↑ 4%	↑ 13%
Prix moyen	412 920 \$ ↑ 7%	393 800 \$ ↑ 3%	↑ 8%
Délai de vente moyen (jours)	101 ↓ -11	98 ↓ -21	
Copropriété			
	4 ^e trimestre 2017	12 derniers mois	Depuis 5 ans
Ventes	7	25	
Inscriptions en vigueur	29	18	
Prix médian	**	**	
Prix moyen	**	**	
Délai de vente moyen (jours)			
Plex (2 à 5 logements)			
	4 ^e trimestre 2017	12 derniers mois	Depuis 5 ans
Ventes	0	0	
Inscriptions en vigueur	4	4	
Prix médian	**	**	
Prix moyen	**	**	
Délai de vente moyen (jours)			

Évolution des conditions du marché par catégories*

**Nombre de transactions insuffisant pour produire une statistique fiable

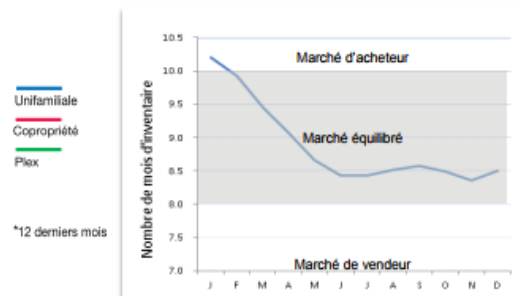


Table 2 - Detailed Centris® Statistics per Property Category

Single-Family			
	Fourth Quarter 2017	Last 12 Months	Past 5 years
Sales	94 ↓ -7%	487 ⇐ 0%	
Active Listings	323 ↓ -9%	345 ↓ -18%	
Median Price	\$358,000 ↓ -1%	\$360,500 ↑ 4%	↑ 13%
Average Price	\$412,920 ↑ 7%	\$393,800 ↑ 3%	↑ 8%
Average Days (days)	101 ↓ -11	98 ↓ -21	
Condominium			
	Fourth Quarter 2017	Last 12 Months	Past 5 years
Sales	7	25	
Active Listings	29	18	
Median Price	**	**	
Average Price	**	**	
Average Days (days)			
Plex			
	Fourth Quarter 2017	Last 12 Months	Past 5 years
Sales	0	0	
Active Listings	4	4	
Median Price	**	**	
Average Price	**	**	
Average Days (days)			

Evolution of Market Conditions by Property Category*

**Insufficient number of transactions to produce reliable statistics

