



2,980 sales registered in Greater Montreal in January
2 out of 3 sales are single-family homes

Île des Sœurs, February 9, 2005 – According to statistics published by the Greater Montréal Real Estate Board (GMREB), 2,980 sales were recorded on the S.I.A.[®]/MLS[®] system in January 2005, a slight decrease of 6% when compared to January 2004 when 3,175 residential properties had changed hands.

In Greater Montreal, roughly two-thirds of all sold properties were single-family homes. When excluding the island of Montreal, single-family homes accounted for 75% of all transactions. On the island of Montreal, however, condominiums were the best-selling type of property with 40% of all sales.

For the first month of 2005, the total sales dollar volume of units sold was \$559 million, a 3% increase compared to \$542 million in January 2004.

“Families traditionally decide to sell their home during the Holiday season in order to find a new one better suited to their needs,” says Michel Beauséjour, FCA, GMREB Chief Executive Officer. “It’s also during that time that new and experienced buyers decide to buy a home and they start making transactions as early as January.”

For consumers wanting to sell their house or buy a new one this spring, the GMREB spokesman adds that properties listed in the GMREB S.I.A.[®]/MLS[®] system (the data bank exclusive to real estate agents and brokers) reach more than 8,000 agents and their clients, which translates into transactions done quickly and at a price that suits both the seller and the buyer.

As of January 31, there were 29,336 residential listings on S.I.A.[®]/MLS[®], while at the same time period a year ago, there were 21,976.

In January 2005, the average price of single-family homes was \$186,000, up by 8% when compared to \$172,000 in January 2004.

Here are the average prices of single-family homes sold in January 2005 when dividing the territory into administrative regions:

- Montreal: \$288,000 (+12% compared to January 2004)
- Laval: \$192,000 (+16%)
- Montérégie: \$176,000 (+9%)
- Laurentians: \$163,000 (+6%)
- Lanaudière: \$142,000 (+6%)

This is not necessarily a true indication of the actual price of single-family homes in all sectors of the Greater Montreal area, but rather an indication of the trend in the average cost of properties located in the areas covered by the GMREB.

“Buying or selling a home is one of life’s most important transactions,” adds the GMREB spokesman. “A real estate agent who is a member of the GMREB is a professional who is there to consult his/her buying or selling client. The agent can perform up to 80 different actions to help his/her client make a transaction.”

The Greater Montréal Real Estate Board is a non-profit organization and has more than 8,000 members, real estate brokers and agents. It is the third most important board in Canada and its mission is to actively promote and protect its members’ professional and business interests in order for them to successfully meet their business objectives.

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