

# Montreal: An increase in home sales in March that seems temporary

By Daren King

According to our preliminary estimate based on Centris data, seasonally adjusted home sales increased by 3.6% from February to March, after falling by 8.6% the previous month (chart 1). It should be remembered that the two successive winter storms that hit the Quebec metropolis in February probably played a role in the decrease in activity observed last month. As a result, the increase in sales in March can be explained in particular by the return of milder weather. It would be surprising if this increase represented a turnaround in the trend for the Montreal real estate market, given the sudden drop in consumer confidence in the country and the deterioration of the labour market over the last two months.

On the supply side, we estimate that new listings increased by 4.1% from February to March, the third increase in four months. As a result, they are now at their highest level since June 2022. Combined with the low level of sales, we estimate that active listings increased by 3.8% from February to March, a third consecutive increase. Consequently, market conditions, as defined by the ratio of active listings to sales, eased during the month but still indicate a tight market compared to its historical average (chart 2).

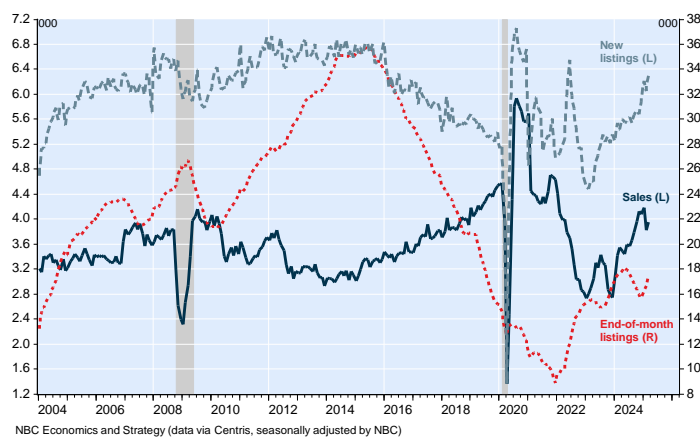
We estimate that single-family home sales jumped 6.9% in March after an 8.7% decline in February (chart 3). On the supply side, new listings

increased by 2.7%, while active listings were up 4.1%, marking the third consecutive monthly increase for the latter indicator. As a result, market conditions in this segment tightened slightly in March and remain tighter than the long-term average (chart 4). In terms of condominiums, we estimate that sales increased by 2.2% from February to March following a 12.0% decline the previous month (chart 5). New listings grew by 0.8%, while end-of-month listings increased by 3.4%, marking a third consecutive monthly increase. All in all, market conditions in this segment eased slightly during the month but also remain tighter than the historical average (chart 6).

On an annual basis, home sales in March increased by 11.7% compared to the same period in 2024, making it the best March since 2022 (chart 7). This increase was observed on the South Shore (+2.2%), the Island (+13.3%), in Vaudreuil-Soulanges (+14.2%), in Laval (+15.5%) and on the North Shore (+19.7%). For the first quarter of 2025, cumulative sales increased by 14.5% compared to the same period in 2024 (chart 8). In terms of prices, the weighted average price was up 6.2% year-on-year, a smaller increase than the 7.2% observed the previous month.

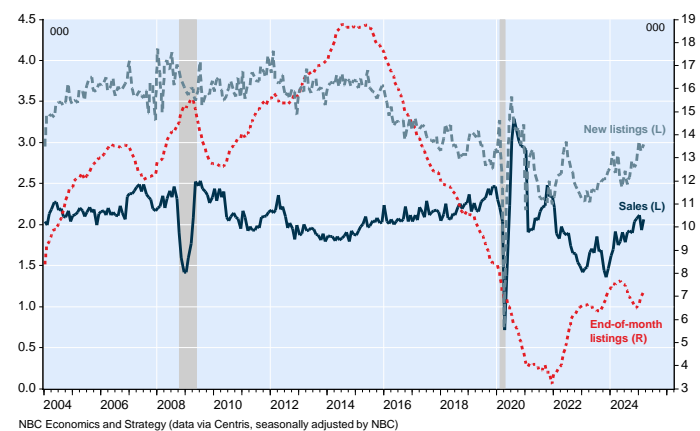
### 1. Montreal: Home sales and listings

Seasonally adjusted by NBC. Last observation: March 2025



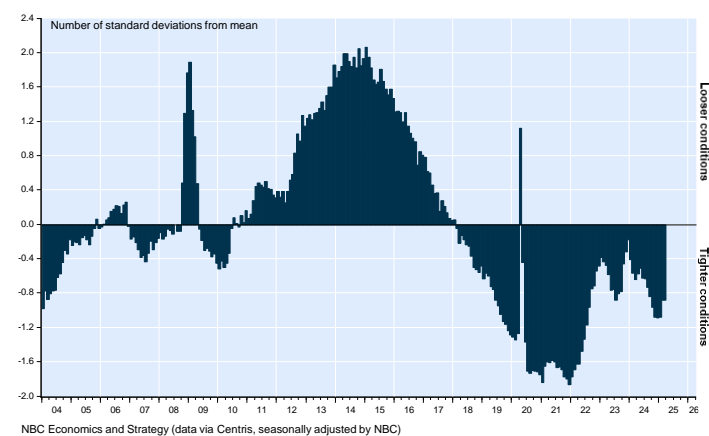
### 3. Montreal: Home sales and listings, single-family dwellings

Seasonally adjusted by NBC. Last observation: March 2025



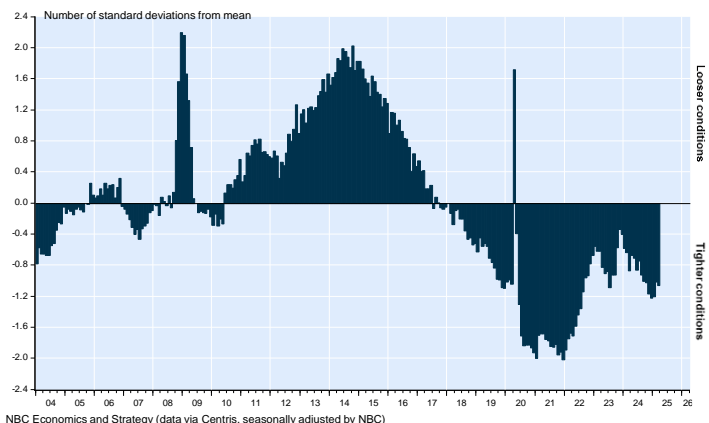
### 2. Montreal: Home resale market conditions

End-of-month-listing-to-sale ratio. Last observation: March 2025



### 4. Montreal: Home resale market conditions, single-family dwellings

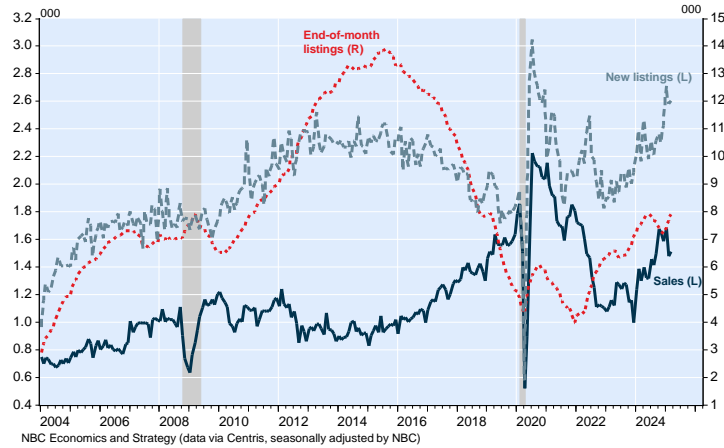
End-of-month-listing-to-sale ratio. Last observation: March 2025





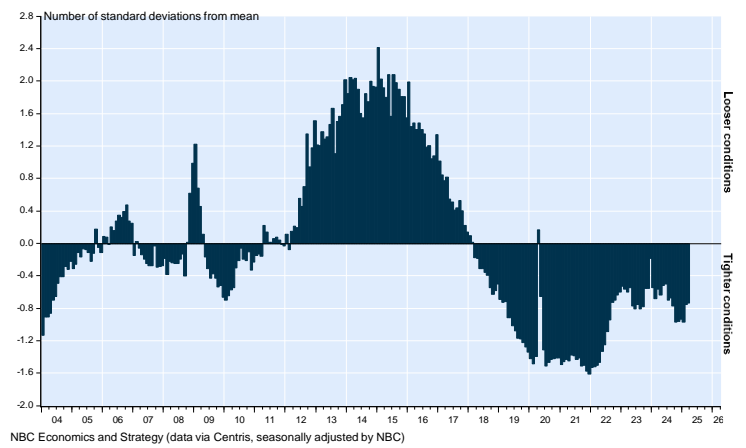
### 5. Montreal: Home sales and listings, condos

Seasonally adjusted by NBC. Last observation: March 2025



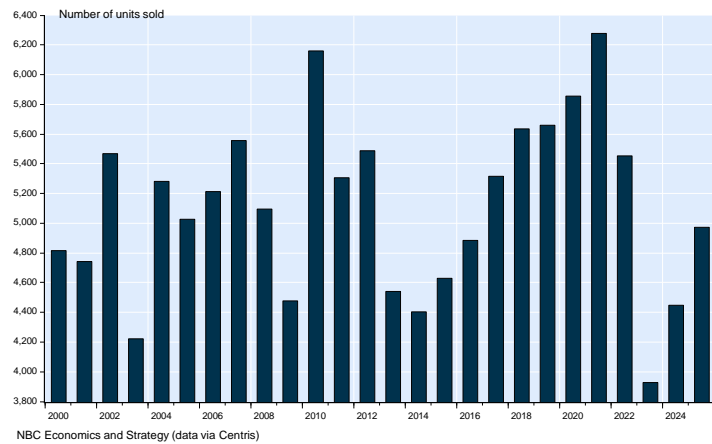
### 6. Montreal: Home resale market conditions, condos

End-of-month-listing-to-sale ratio. Last observation: March 2025

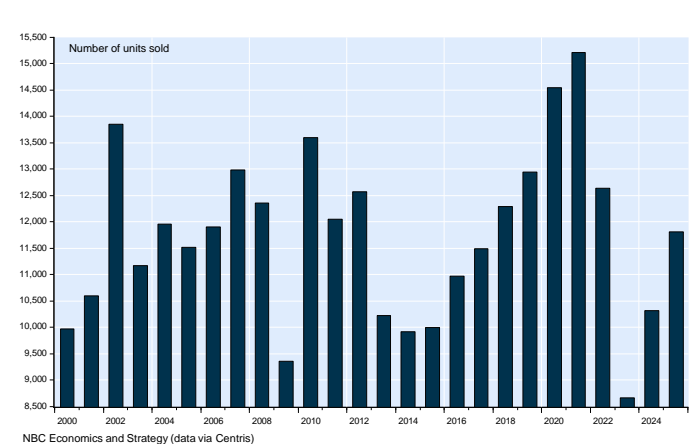


### 7. Montreal: Home sales in March

Raw data, non seasonally adjusted



### 8. Montreal: Year-to-date home sales





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