

**Statement from the QPAREB |
The Guidance of Real Estate Brokers is a Guarantee of Success and Security**

L'Île-des-Sœurs, December 5, 2023 – The Quebec Professional Association of Real Estate Brokers (QPAREB) would like to respond to the report "Enquête de satisfaction sur les courtiers immobiliers" published today by *Protégez-vous*.

First, it is important to point out that a substantial proportion of respondents to the survey conducted by *Protégez-vous* sold their property during the real estate craze that occurred during and immediately after the pandemic. A significant imbalance between supply and demand meant that some buyers chose to forego pre-purchase inspections and legal warranties of quality in the hope of seeing their promise to purchase accepted. Today, market conditions have returned to more normal levels, and we're seeing less of this kind of phenomenon. In fact, brokers are obliged to recommend that their clients have their property inspected.

In today's increasingly complex real estate market, the expertise and support of a broker is not only a guarantee of success, but also of security. The risks of selling alone are very real, and sellers who choose to do without a broker do not benefit from the protections offered by the Real Estate Brokerage Act. It should also be remembered that Quebec is the province where real estate brokerage is the most regulated in Canada.

Sellers' and buyers' satisfaction with real estate brokers remains high, and our analyses show that brokers' market share of all real estate transactions in Quebec is steadily rising, confirming that consumers recognize the added value that real estate brokers bring to the purchase or sale of a property.

About the Quebec Professional Association of Real Estate Brokers

The Quebec Professional Association of Real Estate Brokers (QPAREB) is a non-profit association that brings together more than 14,000 real estate brokers and agencies. It is responsible for promoting real estate brokerage in Quebec, while taking into account the issues facing the profession and the diverse professional and regional realities of its members.

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Source: Quebec Professional Association of Real Estate Brokers (QPAREB)