

# Economic Impacts of MLS® System Home Sales and Purchases in Canada and the Provinces

Resale housing transactions across Canada generate significant economic activity. The purchase and sale of homes via the Multiple Listing Service® (MLS®) Systems of Canadian real estate Boards and Associations generates fees to professionals such as lawyers, appraisers, real estate agents, and surveyors, as well as taxes and fees to government. In addition, when Canadians move house, they typically purchase new appliances or furnishings and undertake renovations that tailor the new home to specific household requirements.

During the period between 2010 and 2012, it is estimated that a total of **\$49,625** in spin-off spending (spending by purchasers on items other than the actual house and land) was generated by the average housing transaction in Canada. Per transaction spin-off spending varied somewhat by region, ranging from **\$31,650** in Atlantic Canada to **\$64,500** in B.C.

Considering the average of **452,455** home sales processed annually through MLS® Systems during that period, spin-off spending attributable to moving house totaled over **\$22.5 billion per year** across Canada.

Direct and indirect employment resulting from housing sales is also significant. Some **176,420** jobs are estimated to have been generated by average annual MLS® System resale housing activity in Canada over the 2010-2012 period. Canada-wide, the finance, insurance, real estate, trade and professional service sectors benefited the most from MLS® System home sales – those sectors accounted for approximately 65% of total jobs generated by the MLS® System resale activity. All told, resale housing transactions resulted in the generation of one in every 98 jobs across the economy.

Since the 2009 recession, household expenditures from new homebuyers have gradually recovered, especially in the general household and furniture categories. As a result, total incremental spending was up from the 2008-2010 period, which increased the economic contribution from purchase and sale of homes through the MLS® System.

	Canada	Atlantic	Quebec	Ontario	Prairies	British Columbia
Per Transaction Spin-Off Spending	\$49,625	\$31,650	\$38,175	\$52,925	\$41,500	\$64,500
Average Annual Spin-Off Spending*	\$22.5 billion	\$731 million	\$3 billion	\$10.5 billion	\$3.5 billion	\$4.7 billion
Average Annual Employment*	176,400	7,200	28,400	77,000	28,200	35,500

\*Figures for regions may not sum to Canada total due to rounding.