



## **News Release / Communiqué**

### **The Canadian Real Estate Association L'Association canadienne de l'immeuble**

#### **Study shows economic impact of home sales**

*Average home sale yields \$46,400 in additional consumer spending*

**OTTAWA – April 27<sup>th</sup>, 2009** – The resale housing industry in Canada generated more than 202,000 jobs and an average of \$22.3 billion annually in various economic spinoffs in the period from 2006 and 2008, according to a study prepared for The Canadian Real Estate Association by Altus Clayton.

The report says each residential MLS® transaction generated an average of \$46,400 in additional consumer spending in the period from 2006 to 2008. This included the purchase of furniture and appliances, moving costs, renovations, services, and taxes. By comparison, from 2004 to 2006 the average transaction yielded \$32,200 in additional consumer spending. In the period from 2002 to 2004, it was \$24,697.

The new study says the economic impact of each MLS® sale varies by province or region, from a high of \$60,200 in British Columbia to \$28,925 in Atlantic Canada. The report notes the spending relates to the cost of moving from one home to another and for renovations after moving in – it does not include any renovation expenditures by sellers to prepare properties for sale.

“Real estate continues to be one of the major engines driving Canada’s economy,” said CREA President Dale Ripplinger. “This study shows the tremendous contributions Canada’s resale housing industry makes to the economy. When Canadians move, they typically buy new appliances or furnishings, and renovate in various ways to tailor their home to their specific requirements.”

“Purchases and sales of homes trigger additional expenditures that have broad economic impacts,” said CREA Chief Economist Gregory Klump. “Job creation is also a major factor of the sale of a home. The study shows that an average of 202,750 jobs were created in Canada each year covered by the study as a direct result of resale housing transactions.”

The economic impact of the market for existing homes is also reflected in the sales processed by MLS® systems in Canada. The 2008 national MLS® report from The Canadian Real Estate Association says there were 462,734 residential properties sold through the Multiple Listing Service® last year.

The complete updated Clayton Research report is available in PDF format at [www.crea.ca](http://www.crea.ca) or by sending an email to [info@crea.ca](mailto:info@crea.ca).

The Canadian Real Estate Association (CREA) is one of Canada's largest single-industry trade associations, representing more than 96,000 REALTORS® working through more than 100 real estate Boards and Associations. CREA supports growth that encourages economic vitality, provides housing opportunities, respects the environment and builds good communities and safe neighbourhoods. CREA represents its members at the federal level, and defends the public right to own and enjoy property. The Association also owns the Multiple Listing Service® (MLS®) trademark, and is co-owner in Canada of the REALTOR® trademark.

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