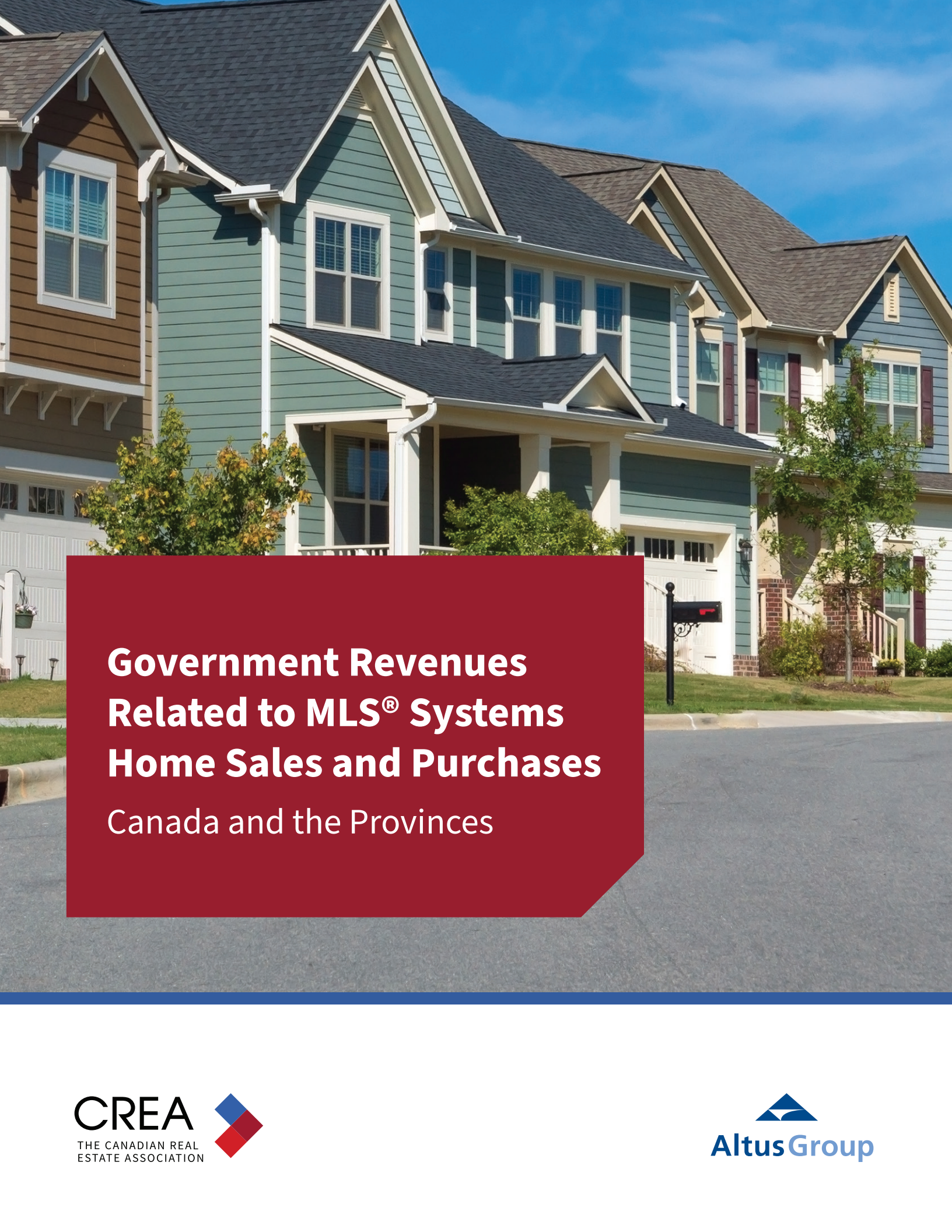
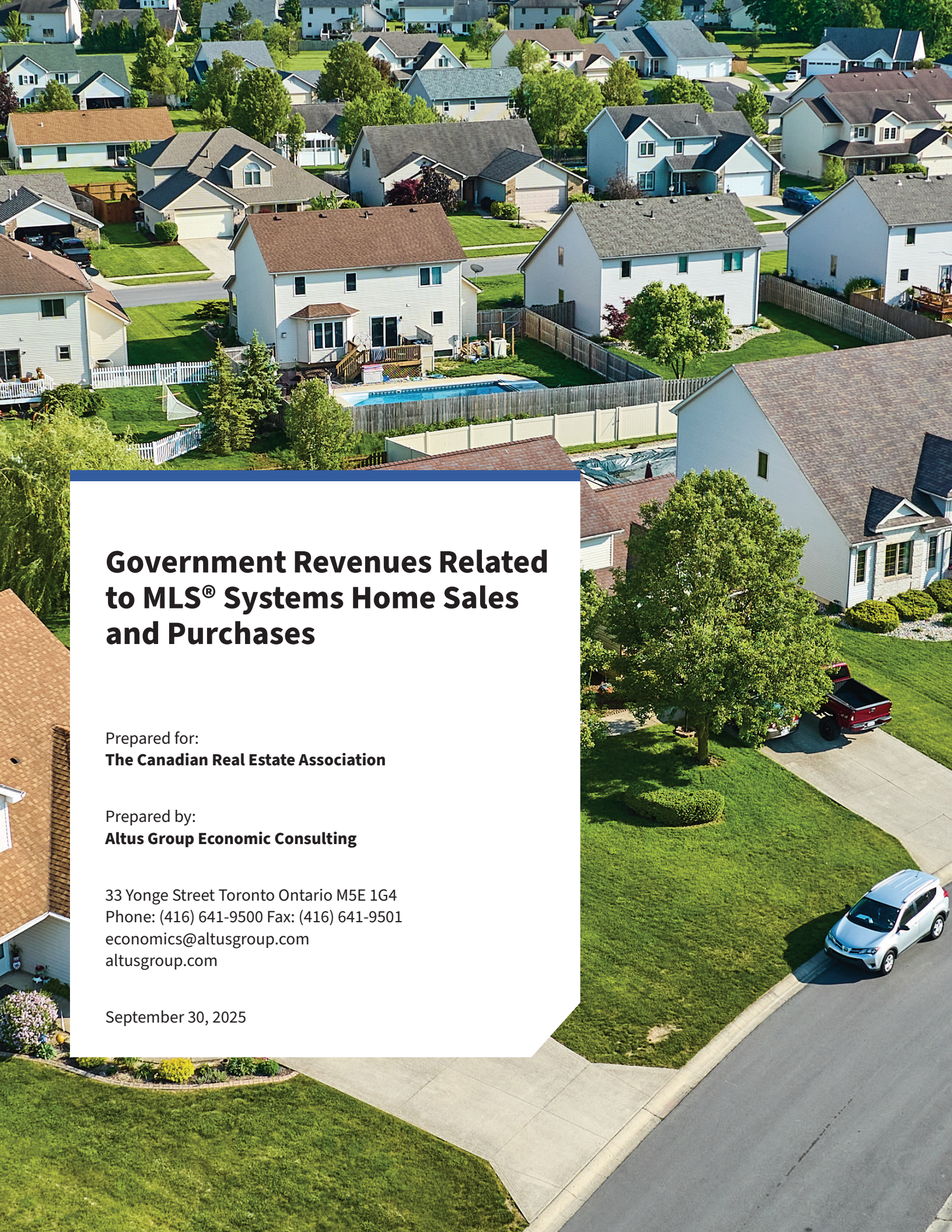




Government Revenues Related to MLS® Systems Home Sales and Purchases Canada and the Provinces



Government Revenues Related to MLS® Systems Home Sales and Purchases

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EXECUTIVE SUMMARY

The significant economic benefits created by resale housing activity were quantified in a recent Altus Group report entitled *Economic Benefits Generated by MLS® Home Sales and Purchases in Canada and the Provinces (or Economic Benefits 2025)*. These benefits were based on homes that traded hands via Canadian MLS® Systems between 2022 and 2024¹.

The study found that these sales generated an average of **\$46.8 billion** in spin-off spending (i.e. ancillary spending by home buyers on items beyond the actual house and land) and **231,500** direct and indirect jobs on average each year.

These sales also produce substantial tax revenues for federal, provincial and municipal governments. Using key findings from the Economic Benefits 2025 report, this study estimates these government revenues averaged approximately **\$19.3 billion** annually from 2022 to 2024, or about \$40,200 per transaction.

Over this period, spending on retail goods and services as well as professional services tied to MLS® home sales and purchases generated an average of **\$4.7 billion in federal and provincial sales taxes**. Existing home sales generated **\$5.9 billion in land transfer tax revenues** each year for provincial and municipal governments. Direct and indirect jobs created by these sales produced **\$5.1 billion in federal and provincial income taxes** and **payroll taxes** on average each year.

The small share of newly built homes and substantially renovated homes that are sold via Canadian MLS® Systems are estimated to have resulted in **\$2.7 billion in federal and provincial tax revenues** annually over this period. They also generated more than **\$880 million in annual revenue for municipalities** through municipal development levies.

¹ Multiple Listing Service® and MLS® are registered certification marks owned by The Canadian Real Estate Association.

1 INTRODUCTION

Resale housing transactions across Canada create a significant amount of economic activity. For instance, there is a considerable amount of retail and renovation spending that occurs when Canadians move between homes, as they buy new furniture and appliances and remake parts of their home to suit their preferences. Furthermore, housing transactions via the Multiple Listing Service® (MLS®) Systems generate fees to professionals such as lawyers, appraisers, real estate agents, and surveyors.

The sale and purchase of homes through Canadian MLS® Systems also creates considerable tax revenue for governments through channels such as sales taxes, income and payroll taxes, land transfer taxes and municipal charges.

To assess these benefits, the Canadian Real Estate Association (CREA) commissioned Altus Group to prepare estimates of tax revenues accruing to federal, provincial and municipal governments from housing transactions through Canadian MLS® Systems in Canada and the 10 provinces. This study utilizes findings from the 2025 report entitled *Economic Benefits Generated by MLS® Home Sales and Purchases in Canada and the Provinces* (hereafter referred to *Economic Benefits 2025*), prepared for CREA by Altus Group. The *Economic Benefits 2025* report quantified the economic activity generated by homes sold through Canadian MLS® Systems from 2022 to 2024.

Six measures of government revenue are assessed in this report; each related to the purchase and sale of homes through Canadian MLS® Systems:

- ◆ The GST / HST / PST generated from spending on professional services (such as legal fees) directly related to home sales and purchases;
- ◆ The GST / HST / PST generated from expenditures on general retail goods and services (i.e. purchases of appliances) related to home sales and purchases;
- ◆ The GST / HST / PST on newly built and substantially renovated homes that are sold through MLS® Systems;
- ◆ Municipal revenues from infrastructure charges and land dedication fees related to newly built homes sold through MLS® Systems;
- ◆ Land transfer taxes; and
- ◆ Income and payroll taxes related to the direct and indirect employment generated by home sales and purchases.

1.1 CANADA'S MACROECONOMIC ENVIRONMENT

The macroeconomic backdrop in the 2022-2024 period was marked by significant volatility. The period started off on a strong foot in 2022 as consumers and businesses continued to unleash pent-up demand from the pandemic disruptions. Significant fiscal stimulus continued flowing through the economy. Canada's economy transitioned from this rapid post-pandemic recovery to a more restrained growth environment in 2023. Persistent supply chain disruptions, strong fiscal stimulus and surging global commodity prices led to elevated inflation, prompting aggressive interest rate hikes by the Bank of Canada beginning in 2022. This monetary tightening cooled housing markets across Canada. Existing home sales were down in most provinces except Alberta and Saskatchewan. GDP growth averaged 2.4% per year in the 2022-2024 period, though it was slowing during this period.

The headwinds of high borrowing costs and inflation were largely offset by rapid population growth, tight labour markets and rising household incomes. Consumer spending grew at an annual average pace of 3.2% per year in the 2022 – 2024 period, slightly faster than the clip experienced in the three years before the pandemic.

The average home resale price also remained lofty over this period, even as demand for housing fell. Sale prices averaged \$693,000 over this period, compared to \$590,000 in the 2019-2021 period.

1.2 HOUSING TRANSACTIONS PROVIDE SIGNIFICANT STIMULUS TO THE ECONOMY

In the *Economic Benefits 2025* report, economic benefits generated by MLS® home sales and purchases were quantified for the period between 2022 and 2024. Based on home sales via Canadian MLS® Systems during this period, it found:

- ▶ On average, each MLS® home sale generated **\$97,500** in ancillary spending (includes spending by purchasers on items other than the actual house and land and expenditures by owners in preparation of selling their home);
- ▶ Total ancillary spending averaged **\$46.8 billion annually** – a significant contribution to the overall Canadian economy;

These sales also created:

- ▶ **231,500** direct and indirect jobs annually across Canada, and
- ▶ **\$19.3 billion** each year in taxes for the federal, provincial and municipal governments;

From these figures, MLS® Systems home sales and purchases in Canada from 2022 to 2024 were a significant source of Canadian economic activity and an important contributor to the fiscal health of Canadian governments.



2 GOVERNMENT REVENUES CREATED BY MLS® SYSTEMS HOME SALES

This section of the report estimates revenues accruing to federal, provincial and municipal governments attributable to MLS® Systems home sales and purchases from between 2022 and 2024. Revenues arising from sales taxes, land transfer taxes, income and payroll taxes and municipal levies are considered.

2.1 BRIEF BACKGROUNDER ON SALES TAXES

The federal GST tax rate is 5% and is charged on most goods and services in Canada. Provincial sales tax rates and regimes vary.

In New Brunswick, Newfoundland and Labrador, Nova Scotia, Prince Edward Island, Ontario and British Columbia, the GST is blended with each province's provincial sales tax (PST) to form a Harmonized Sales Tax (HST). HST rates range from 13% to 15% in these provinces. Separate provincial sales taxes are collected in

Saskatchewan, Manitoba and Quebec. Provincial sales tax rates in these provinces range from 6% to 9.975%.

The HST and GST are applied to newly built or substantially renovated homes that are then sold through MLS® Systems. In Ontario, Saskatchewan and Nova Scotia, a component of those taxes are rebated to the home buyer depending on the total value of the transaction. A rebate on the Quebec Sales Tax (QST) levied on new housing is also provided to qualified buyers in that province. British Columbia does not apply the provincial portion of the HST to the sale of a new home.

2.2 TAXES FROM SPENDING ON PROFESSIONAL SERVICES

Expenditures on a variety of professional services occur during the typical housing transaction, including those provided by lawyers, land surveyors, appraisers and real estate professionals. In the Economic Benefits 2025 report, spending on such services was estimated for each province and ranged from \$18,200 to \$51,400 per home sale between 2022 and 2024.

Based on sales tax rates and MLS® Systems home sales over this period, spending on professional services associated with MLS® Systems home sales and purchases generated a total of **\$2 billion in federal and provincial sales tax** revenues each year on average (see Figure 1). Federal and provincial treasuries both benefitted from this revenue (\$888 million and \$1,162 million respectively).

2.3 SALES TAXES FROM GENERAL RETAIL GOODS AND SERVICES

In *Economic Benefits 2025*, spin-off spending from the average MLS® Systems home sale was estimated for a wide range of retail goods and services (namely, general household expenditures, furniture and appliance purchases, moving services and renovation expenses). Expenditures on these goods and services are estimated to have resulted in some **\$2.6 billion in federal and provincial sales taxes**. Renovation spending and the purchase of furniture and appliances were major contributors to this tax revenue.

Most sales taxes were generated in Canada's three most populous provinces: Ontario, Quebec and British Columbia (see Figure 1). The federal government collected about \$2.1 billion in sales tax revenue (44% of the total) and the provinces took in some \$2.6 billion in combined tax revenues.

Figure 1

Estimated Federal and Provincial Sales Tax Revenue Generated by Spending Tied to MLS® Systems Housing Transactions, Canada, Provinces and Regions, Annually, 2022-2024

	Canada			Atlantic			Quebec		
	<i>Fed.</i>	<i>Prov.</i>	Total	<i>Fed.</i>	<i>Prov.</i>	Total	<i>Fed.</i>	<i>Prov.</i>	Total
	<i>Dollars (Millions)</i>								
General Household Purchases	144	168	312	8	16	23	29	0	29
Furniture and Appliances	272	323	595	12	24	37	53	0	53
Moving Costs	49	64	114	2	4	6	5	0	5
Renovations	701	899	1,600	32	63	95	97	0	97
Services*	888	1,161	2,049	29	59	88	114	0	114
Total	2,054	2,616	4,670	83	166	249	298	0	298

	Ontario			Prairies			B.C.		
	<i>Fed.</i>	<i>Prov.</i>	Total	<i>Fed.</i>	<i>Prov.</i>	Total	<i>Fed.</i>	<i>Prov.</i>	Total
	<i>Dollars (Millions)</i>								
General Household Purchases	51	81	132	34	39	73	23	32	54
Furniture and Appliances	99	159	258	62	76	138	46	64	110
Moving Costs	17	27	43	15	19	33	11	15	25
Renovations	325	520	844	140	166	306	108	151	258
Services*	423	677	1,099	127	153	280	195	273	468
Total	914	1,463	2,377	377	453	830	382	534	916

* Financial, legal, real estate appraisal, survey, other professionals
Source: Altus Group

2.4 TAXES FROM NEWLY BUILT AND SUBSTANTIALLY RENOVATED HOMES

Though the sales tax does not apply to the sale price of resale homes, it is charged on newly built or substantially renovated homes, including those sold through MLS® Systems. According to the Canada Revenue Agency (CRA), a home is considered substantially renovated if at least 90% of the building that existed before renovations began is renovated to some minimum degree. The CRA also indicates that this determination applies to the interior area of the building.

Individuals who purchase newly built or substantially renovated homes are eligible for the GST / HST New Housing Rebate. This allows them to recover part of the GST, or the federal portion of the HST, paid on these purchases. In Ontario and Nova Scotia, eligible new home buyers may also receive a rebate of a portion of the provincial component of the HST. A rebate is also available in Quebec for a component of the QST.

This section presents estimates of federal and provincial taxes generated by newly built and substantially renovated homes sold through MLS® Systems between 2022 and 2024, net of all eligible rebates. These sales are

estimated to have generated \$2.7 billion in combined federal and provincial sales taxes, on average each year (see Figure 2).

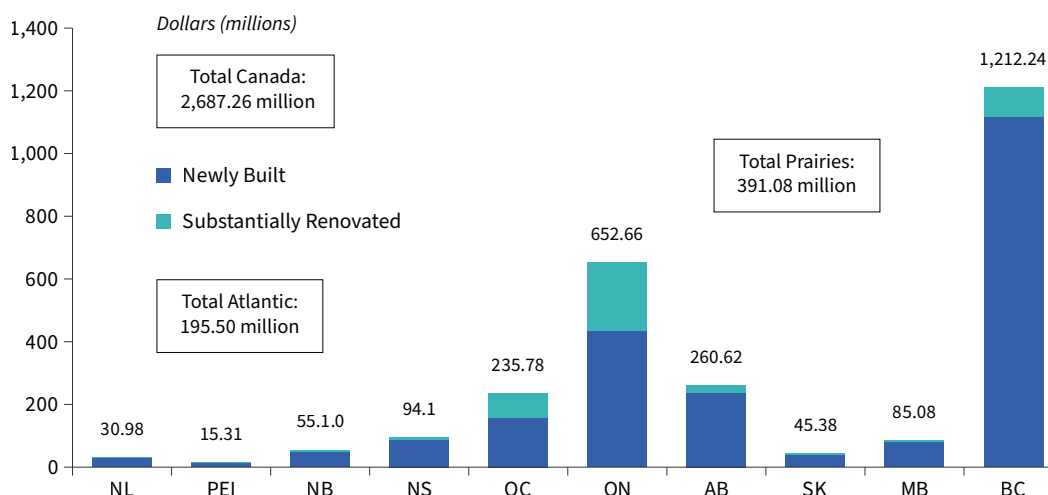
The largest share of sales taxes was generated in Ontario and British Columbia. In the case of B.C., this reflects a comparatively high level of newly built homes sold through its MLS® Systems. In the case of Ontario, this reflects the estimated number of both substantially renovated homes and newly built homes, with relatively high sales values, through this period that subsequently sold on MLS® Systems. Tax revenues in Quebec and Alberta were also relatively higher compared to the remainder of the provinces.

Sales of newly built and substantially renovated homes through MLS® Systems are estimated to have generated some \$1.3 billion in federal sales tax revenue on average each year, net of the GST/ HST New Housing Rebate (Figure 3).

The GST/HST collected on new homes and newly renovated homes increased from the 2023 report, reflecting a higher average price per transaction over the 2022-2024 period. The average home sold no longer qualifies for rebates in most provinces in Canada, except for Newfoundland and Labrador, New Brunswick and Saskatchewan.

Figure 2

Federal and Provincial Sales Taxes, Net of Rebates, Collected from Newly-Built and Substantially Renovated Homes Sold Via MLS® Systems, Annually, 2022-2024



Note: Totals may not add up due to the rounding.

Source: Altus Group, based on survey of real estate boards and associations. Estimates of substantially renovated homes sold through the MLS® system based on Altus Group analysis.

Figure 3

Federal and Provincial Government Revenues Generated From Newly-Built and Substantially Renovated Homes Sold Through MLS® Systems, Annually, 2022-2024

	Provincial	Federal	Total
	<i>Dollars (Millions)</i>		
Nfld. & Labrador	21.9	9.1	31.0
PEI	10.1	5.2	15.3
Nova Scotia	61.1	33.0	94.1
New Brunswick	39.6	15.5	55.1
Quebec	157.1	78.7	235.8
Ontario	353.4	299.3	652.7
Manitoba	47.7	37.3	85.1
Sask.	23.9	21.5	45.4
Alberta	0.0	260.6	260.6
B.C.	699.4	512.9	1,212.2
Canada	1,414.1	1,273.2	2,687.3

Source: Altus Group, based on survey of Canadian REALTORS® and associations

These sales also generate provincial sales tax revenues in all provinces except Alberta ². Based on the estimated number of newly-built and substantially renovated homes sold via Canadian MLS® Systems between 2022

and 2024, provinces collected a total of \$1.4 billion in combined provincial tax revenues (net of applicable rebates) each year, on average.

² There is no PST in Alberta.

2.5 LAND TRANSFER TAXES

When property or land is acquired, home buyers must pay land transfer taxes at the time of purchase. Additionally, the City of Toronto levies a Municipal Land Transfer tax (MLTT). The rules governing the application of the tax vary widely across jurisdictions.

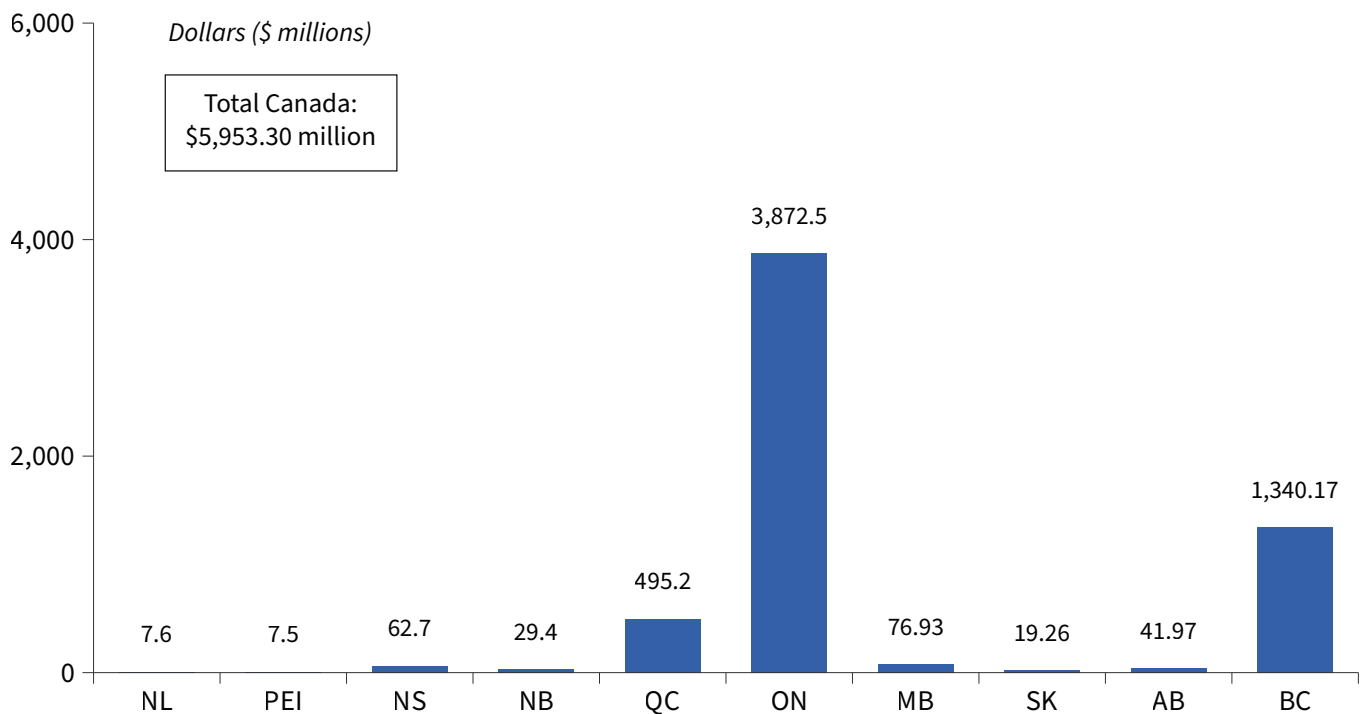
Altus Group's *Economic Benefits 2025* study estimated land transfer taxes on MLS® System home sales and

purchases from 2022 to 2024 for each province. Based on sales activity over that period, some \$6 billion in tax revenue was generated in the 10 provinces (including the City of Toronto's MLTT) annually (see Figure 4).

Land transfer tax revenues were largest in Ontario (\$3.9 billion, including \$1.7 billion collected by the City of Toronto) and British Columbia (\$1.3 billion).

Figure 4

Annual Land Transfer Taxes Collected from MLS® Housing Transactions, 2022-2024



Note: The total may not add up due to rounding.
Source: Altus Group

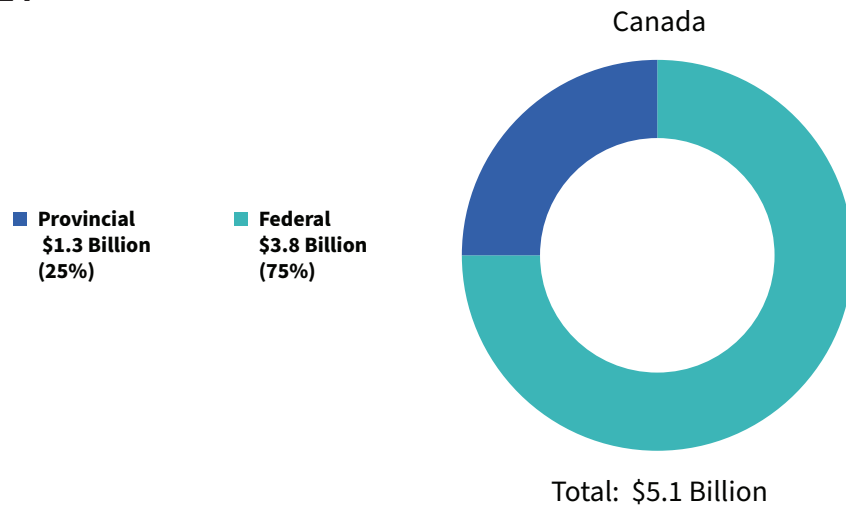
2.6 INCOME AND PAYROLL TAXES

The Economic Benefits 2025 study estimated that MLS® Systems home sales and purchases from 2022 to 2024 created 231,500 direct and indirect jobs. These jobs are estimated to have generated some \$20.7 billion in

wages and salaries each year on average over this period resulting in \$5.1 billion in federal and provincial income tax collections annually. Of these income taxes, nearly \$3.8 billion flowed to the federal government; provincial governments took in more than \$1.3 billion (see Figure 5).

Figure 5

Annual Income Taxes Collected from Jobs Generated by MLS® Home Sales, Canada, 2022-2024



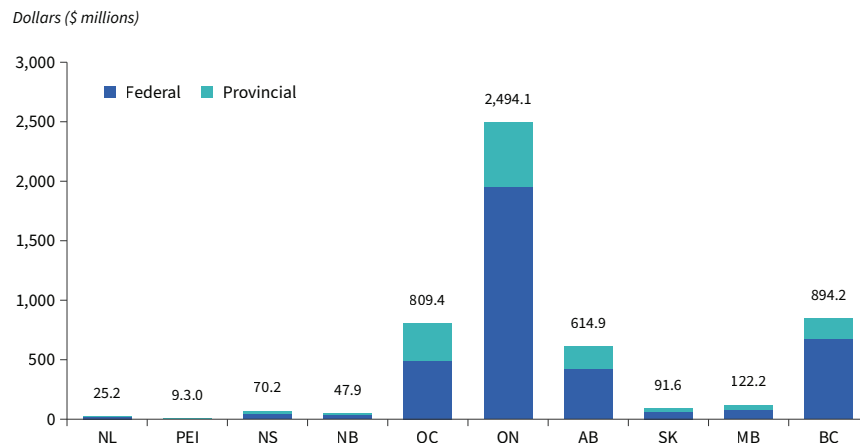
Source: Altus Group, based on Statistics Canada Input-Output Model

The bulk of the income and payroll taxes are due to income taxes, while the federal government collected \$641 million in Canadian Pension Plan and Employment Insurance contributions.

The majority of provincial income tax revenue was received by Ontario, Quebec, B.C. and Alberta (see Figure 6).

Figure 6

Average Annual Federal and Provincial Income Taxes Collected from Jobs Created by MLS® Housing Transactions, Canada, 2022-2024



Note: The totals may not add up due to rounding.

Source: Altus Group, based on Statistics Canada Input-Output Model

2.7 REVENUES FROM MUNICIPAL CHARGES

Municipalities derive revenue from charges levied on new developments including infrastructure charges, land dedication and other fees. In this section of the report, revenues accruing to municipalities from municipal fees, levies and taxes are estimated based on the number newly built homes sold through Canadian MLS® Systems.

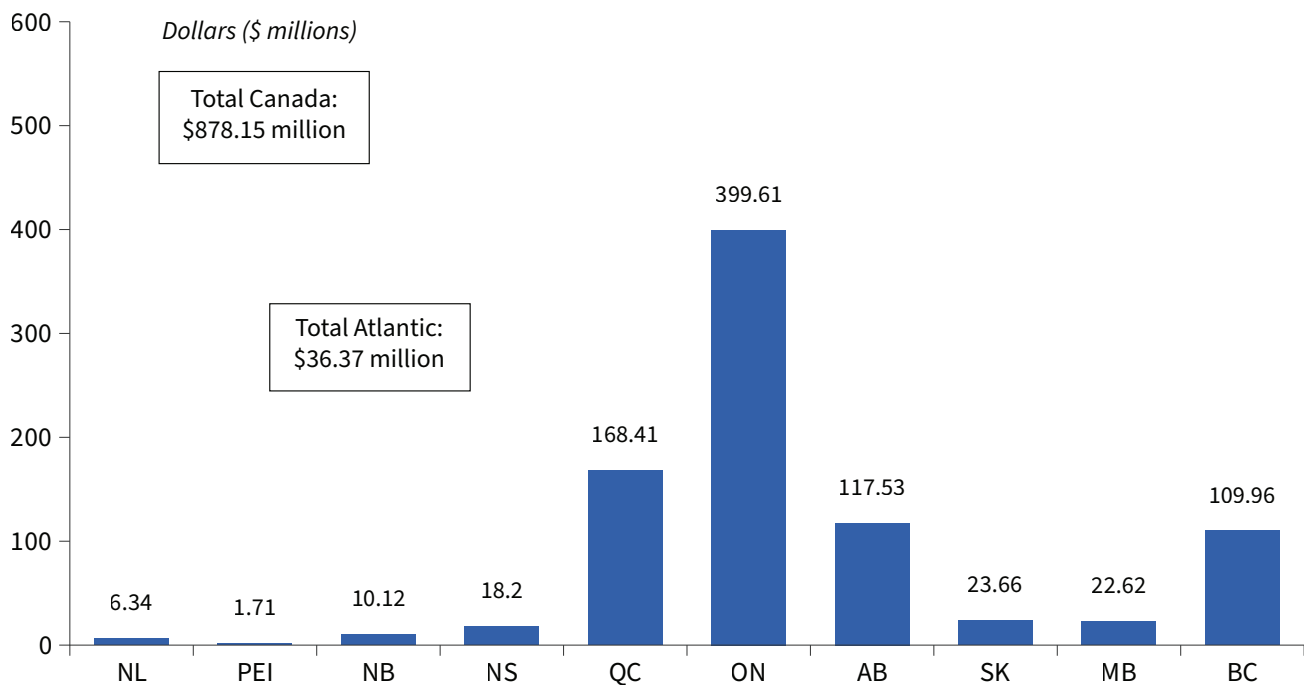
Municipal fees, levies and taxes are defined to include a wide array of municipal infrastructure charges as well as land dedication fees. According to Statistics Canada,

total revenue from municipal fees, levies and taxes totalled \$7.6 billion per year between 2022 and 2024 across Canada. Newly built homes sold via Canadian MLS® Systems accounted for just under \$880 million (i.e. about 12%) of this total.

Ontario accounted for the largest share of municipal charges on newly built homes due to relatively high number of new homes sold and development charge fees (see Figure 7). British Columbia, Alberta and Quebec also had significantly higher municipal fees, reflecting the size of their markets compared to other provinces in Canada.

Figure 7

Municipal Lot Levies Generated by Newly-Built Homes Sold Through MLS®, Millions (\$), Annual, 2022-2024



Source: Altus Group, based on Statistics Canada Canadian Government Finance Statistics and survey of real estate boards and associations



2.8 AGGREGATING REVENUES FROM ALL SOURCES

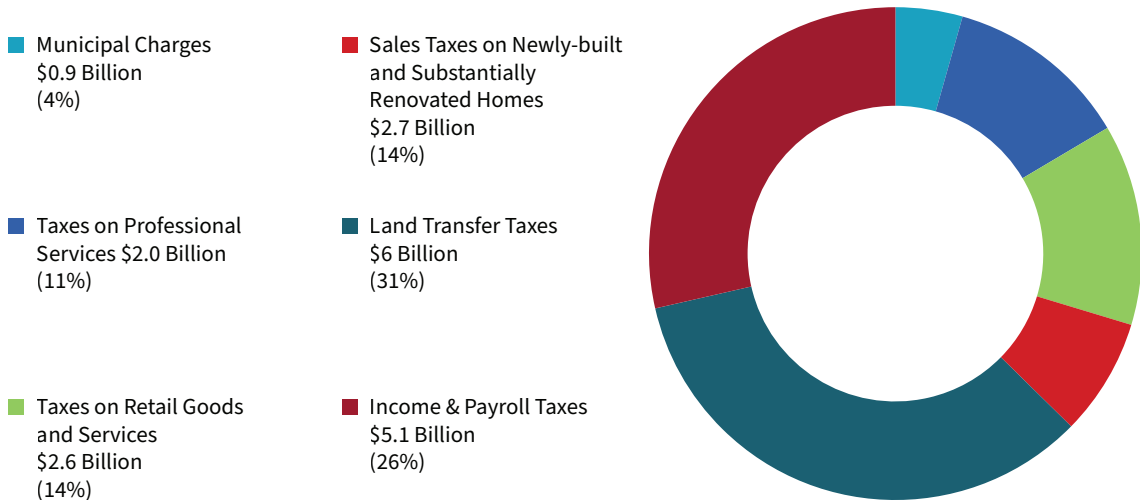
Total federal, provincial and municipal government revenue attributed to homes sold via Canadian MLS® Systems averaged \$19.3 billion annually from 2022 to 2024. At \$6 billion, land transfer taxes accounted for the largest share of total revenues, followed by income and payroll tax revenues. Sales taxes generated by the ancillary spending by homes sold via Canadian MLS®

Systems also generated relatively high federal and provincial tax revenues. By comparison, municipal levies generated the lowest government revenue, owing to the small share of new homes sold on the MLS® Systems (see Figure 8).

Homes sold through MLS® Systems in Ontario, Quebec and B.C., the three most populous provinces, accounted for almost 86% of total federal, provincial and municipal taxes (see Figure 9).

Figure 8

Federal, Provincial, and Municipal Government Revenues Generated From Homes Sold Through Canadian MLS® Home Sales, by Spending Category, Annual, 2022-2024



Source: Altus Group, based on Statistics Canada Canadian Government Finance Statistics and survey of real estate boards and associations.

Figure 9
Federal, Provincial, and Municipal Government Revenues Generated, Both Directly and Indirectly, From Homes Sold Through Canadian MLS® Home Sales, by Spending Category, Annual, 2022-2024

	Sales Taxes						
	Professional Services	Retail Goods and Services	Newly-Built and Subst. Renov. Homes	Land Transfer Taxes	Income & Payroll Taxes	Municipal Charges ¹	Total
<i>Dollars (Millions)</i>							
Newfoundland and Labrador	15.8	30.3	31.0	7.6	25.2	6.3	116.3
Prince Edward Island	6.3	11.3	15.3	7.5	9.3	1.7	51.4
Nova Scotia	40.2	61.3	94.1	62.7	70.2	18.2	346.7
New Brunswick	25.5	58.0	55.1	29.4	47.9	10.1	226.0
Quebec	113.5	184.0	235.8	495.2	809.4	168.4	2,006.4
Ontario	1,099.5	1,277.7	652.7	3,872.5	2,494.1	399.6	9,796.0
Manitoba	15.5	31.5	85.1	76.9	122.2	22.6	353.9
Saskatchewan	29.8	66.5	45.4	19.3	91.6	23.7	276.3
Alberta	234.5	452.4	260.6	42.0	614.9	117.5	1,721.9
British Columbia	468.4	447.8	1,212.2	1,340.2	846.0	110.0	4,424.6
Canada	2,049.1	2,620.8	2,687.3	5,953.3	5,130.9	878.2	19,319.5
Federal Governments	887.7	1,165.9	1,273.2	n/a	3,792.9	n/a	7,119.6
Provincial Governments	1,161.5	1,454.9	1,419.8	4,290.9	1,338.0	n/a	9,665.1
Municipal Governments ¹	n/a	n/a	n/a	1,662.4	n/a	878.2	2,540.5
All Governments	2,049.1	2,620.8	2,693.0	5,953.3	5,130.9	878.2	19,325.3

¹ Includes the City of Toronto's Municipal Land Transfer Tax

Source: Altus Group, Statistics Canada Government Finance Statistics and Input-Output Model.

3 APPENDIX: HOW TAX REVENUES ARE ESTIMATED

The methods by which federal, provincial and municipal tax revenues are estimated are outlined below.

3.1 SALES AND LAND TRANSFER TAX REVENUES FROM MLS® SYSTEMS HOME SALES AND PURCHASES

Spending on retail goods and services and on professional services associated with housing transactions were taken from the *Economic Benefits 2025* report. These spending estimates and the appropriate federal and provincial sales tax rates and rebates were combined with the average number homes sold through MLS® between 2022 and 2024 to yield sales tax revenues.

Altus Group's *Economic Benefits 2025* report included estimates for land transfer taxes generated by MLS® Systems home sales and purchases from 2022 to 2025. Total land transfer tax revenues were calculated based on the average number of MLS® Systems home sales annually in each province over this period and using applicable land transfer tax rates.

3.2 TAXES GENERATED BY NEWLY BUILT HOMES SOLD VIA CANADIAN MLS® SYSTEMS

To calculate the number of newly-built homes sold through Canadian MLS® Systems, Altus Group consulted with a sample of local real estate boards and associations in 2016. This information was re-used in the current analysis. Respondents provided information on the proportion of total sales that was of newly constructed dwellings and the price at which these properties sold. This information was used to establish sales price premiums for newly constructed homes as compared to existing home sales. Using this market intelligence, provincial estimates were developed for the number and average price of newly built homes sold via Canadian MLS® Systems. Provincial estimates were summed to arrive at a national total. Tax revenues generated from these sales were calculated at the provincial level using the appropriate GST/PST /HST rates and adjusted for GST/HST New Housing Rebates and provincial rebates where applicable.



3.3 INCOME AND PAYROLL TAXES

Labour income estimates were derived using Statistics Canada's Interprovincial Input-Output Model. The current model relates to the year 2023. The model is used to estimate the impacts of various types of economic activities. It shows the interconnectedness of various sectors of the economy when goods and services are produced.

To generate these estimates, an "input structure" for these households was created. The input structure splits the original expenditure among all the different inputs that are used in that economic activity. To formulate this input structure, the estimates of average expenditures generated by families who move to a different dwelling, derived from an analysis of Statistics Canada's *Survey of Household Spending*, were converted into the input categories and then used in a custom simulation of the Interprovincial Input-Output model.

In generating the estimates, household expenditures are grossed up to \$835 million excluding taxes (i.e. to cover estimated spending of 10,000 movers), then distributed it among the 10 provinces using an index of average MLS® Systems transactions over the study period. The results were re-estimated by Altus Group Economic Consulting based on average annual MLS® Systems home sales and purchases from 2022-2024.

To embed the impact of trade flows between provinces in the estimates, the model was run as one single simulation for all 10 provinces. Accordingly, labour income estimates generated by province in this report reflect the impact of home sales and purchases in all provinces. While most jobs are generated from same-province sales, some cross-provincial effects are present.

Once labour income estimates for each jurisdiction studied were derived using the model, taxable income per job for was estimated using these estimates together with the number of jobs as estimated in Altus Group's *Economic Benefits 2025* report. Income taxes were tabulated using applicable federal and provincial tax rates. Payroll taxes were estimated using Canada Pension Plan contributions, Employment Insurance premiums and maximum annual contribution levels for 2022 through 2024.

3.4 MUNICIPAL CHARGES

Statistics Canada publishes data on developer fees through the Canadian Government Finance Statistics program. Revenues stemming from what Statistics Canada defines as "developer fees" cover various infrastructure charges as well as land dedication fees. The latest available data is for the fourth quarter of 2024, which allowed us to estimate an average annual for 2022-2024.

To estimate municipal charges, lot levies charged per housing completion for each province are calculated and applied to the estimated number of newly constructed houses sold through Canadian MLS® Systems. The results of the 10 provinces are aggregated to arrive at a Canada-wide total.



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