



Economic Commentary

October 16 2025

National home sales slip, but market conditions vary widely across country

Canadian home sales slipped in September, ending five consecutive monthly gains, as nearly all provinces posted fewer sales to end the quarter. Seasonally- adjusted MLS® sales declined by 1.7 per cent to 39,940 units in September following a 1.0 per cent increase in August. While sales have recovered from the tariff uncertainty induced downturn in the Spring, levels remain weak and below the pace observed at the start of the year while also trailing the pre-pandemic pace. At a national level, housing market conditions remain tempered with a high sales-to-new listings ratio and range-bound prices. A subdued economy, and related uncertainty, low population and unaffordability continue to weigh on demand.

Sales declines were observed in all provinces aside from Saskatchewan (+1.7 per cent) and Manitoba (+5.6 per cent). The sharpest declines were observed in B.C. (-3.0 per cent, Alberta (5.4 per cent), and New Brunswick (-6.2 per cent). The broad-based decline is curious considering prospects of interest rate cuts but points to tempered buyer confidence. Unemployment rates are high, while buyers may also be skittish given higher inventories both in existing and new home markets, wary of price declines. Among key metro markets, there were steep declines in Greater Vancouver (-6.8 per cent), Ottawa (-7.6 per cent), and both Calgary and Edmonton (-3.8 per cent).

While sales were broadly lower, market conditions vary widely across the country. Only B.C. and Ontario, which have slumped since the higher interest rates period in 2022, can be considered buyers' markets given low sales-to-listings ratios. Sales are still well below pre-pandemic levels in these provinces. In contrast, sales remain elevated across the prairies, and modest to higher in the Atlantic.

Market conditions are evident in prices. The average price was up a negligible 0.2 per cent to \$690k, curbing recent upside momentum, while prices fell in seven of ten provinces. The composite price fell 0.1 per cent m/m. At a national level, prices have been at best range-bound over the past year, with composite measures down 3.5 per cent. That said, trends are provincial. High priced regions have seen the sharpest hit from higher interest rates and economic uncertainty which persists. In more affordable markets, households are still purchasing and bidding up prices. Notwithstanding some of the monthly fluctuations, prices in the prairies are at or near a record high, with similar patterns in Quebec and the Atlantic. Households in these regions can withstand economic uncertainty given low prices. Year-over-year, Manitoba's average price rose 7 per cent; Quebec rose 6.7 per cent, and Newfoundland Labrador rose 9.5 per cent. Ontario fell 2.9 per cent, and B.C. was up 0.3 per cent, with the key trend being priced well below the early 2022 peak.

Housing markets are likely to feel the weight of a challenging labour market, but we expect some increased momentum as interest rates dip further. That said, relative performance will still be stronger in affordable markets, with positive momentum in both B.C. and Ontario.

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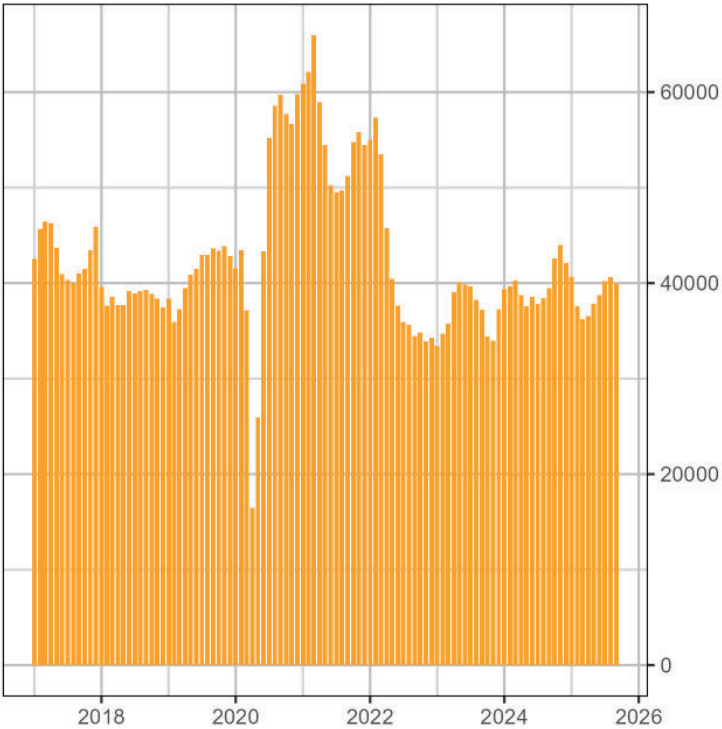
Central 1 Credit Union

byu@central1.com

Canada MLS Activity

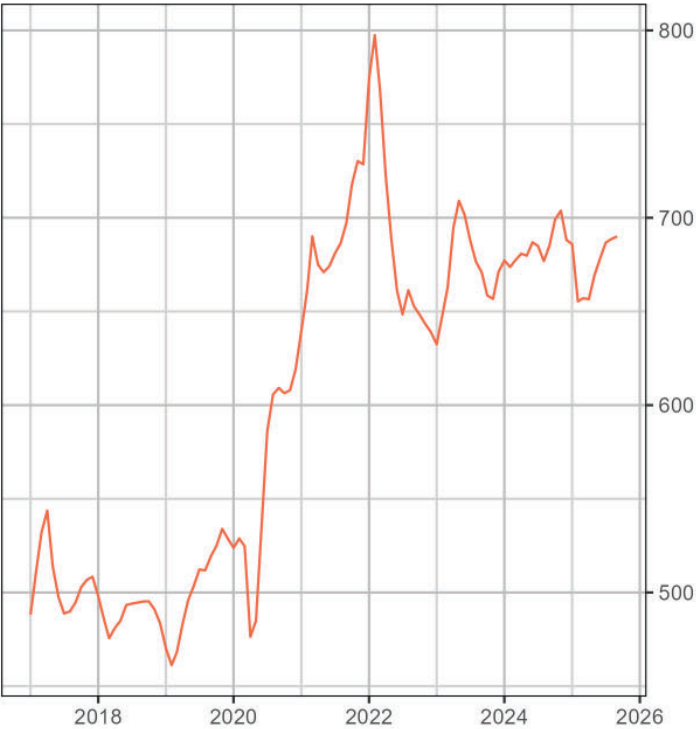
Unit sales

Last data point: 2025-09-01



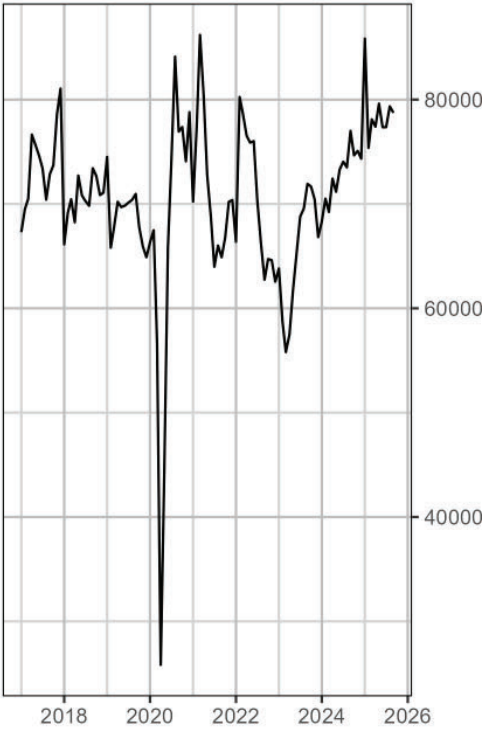
Average Price, \$000s

Last data point: 2025-09-01



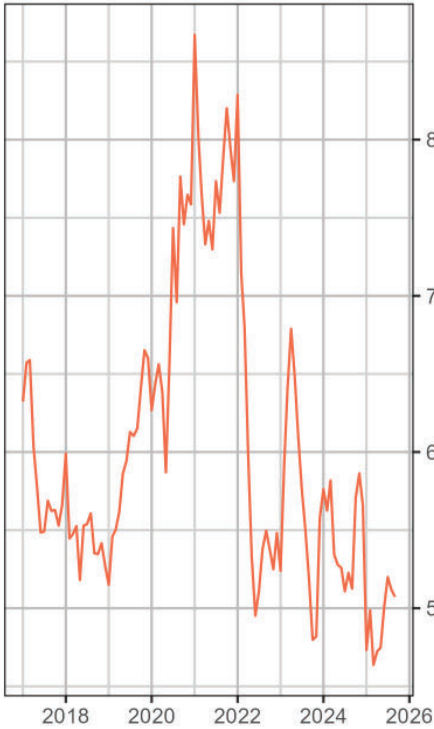
New listings

Last data point: 2025-09-01



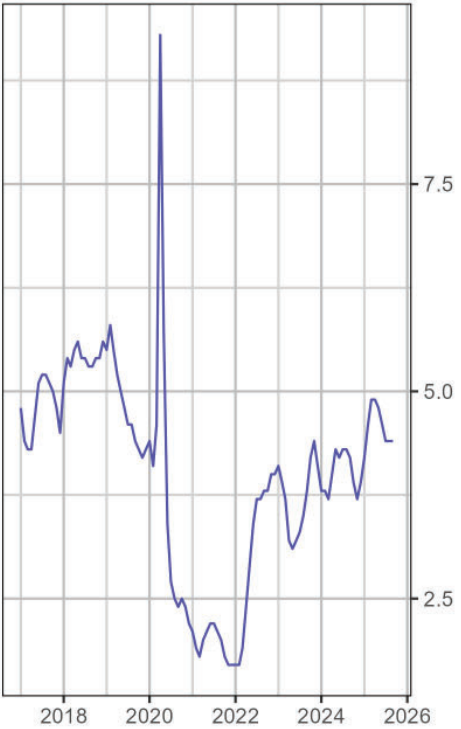
Sales-to-new listings

Last data point: 2025-09-01



Months of inventory

Last data point: 2025-09-01



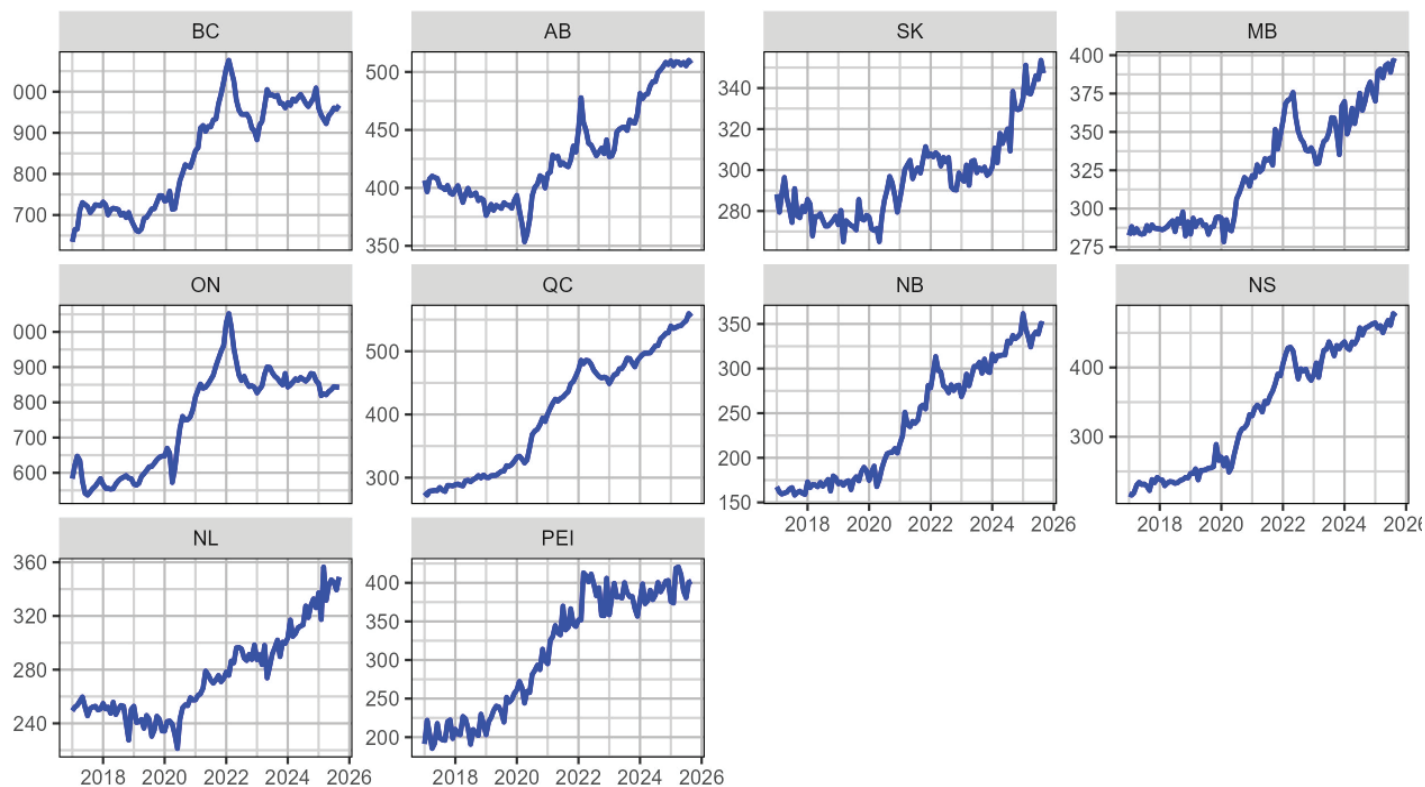
CREA, Central 1

Provincial MLS Activity



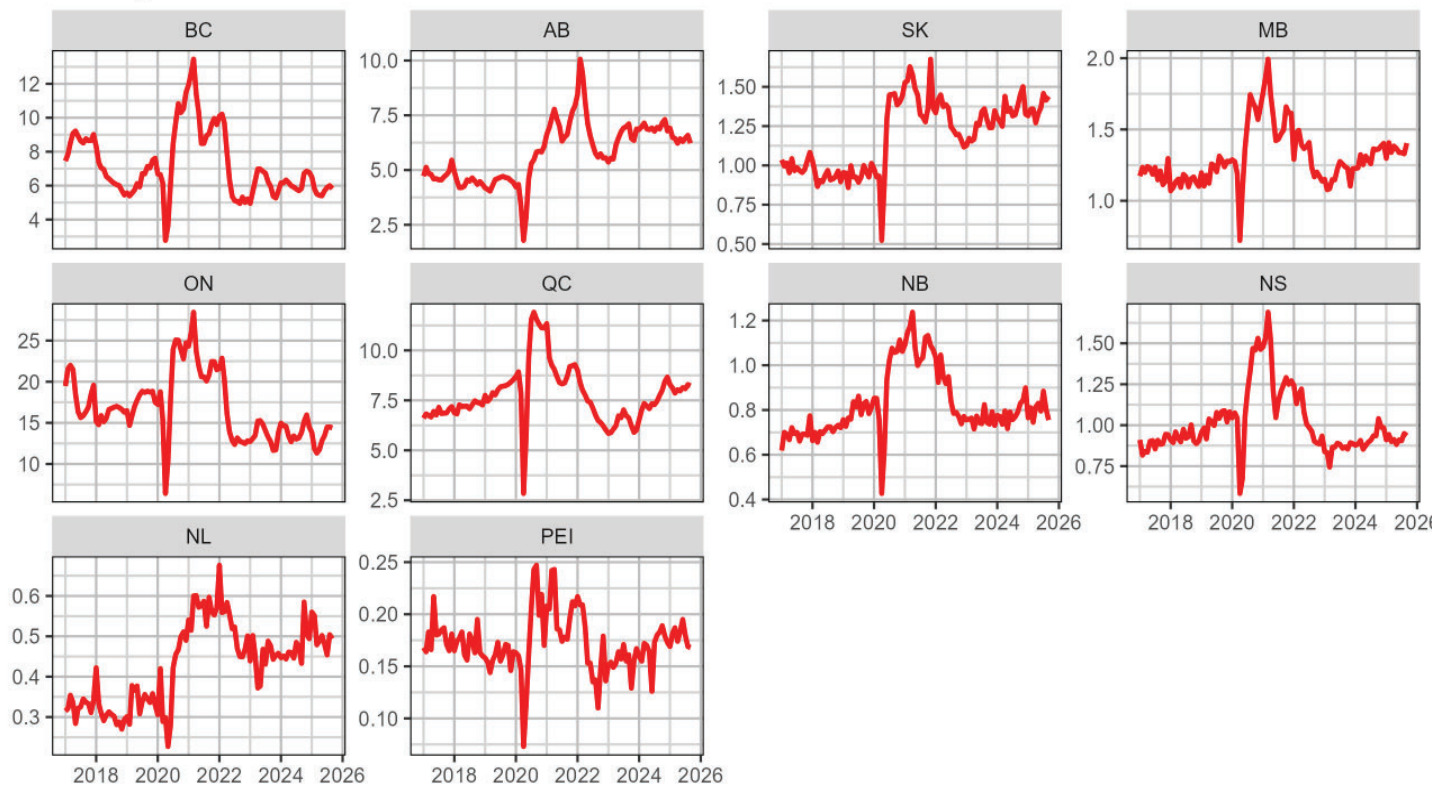
MLS Average Price (\$000s)

Last data point: 2025-09-01



MLS Sales - Units (000s)

Last data point: 2025-09-01



MLS® Housing Summary										
Sep-25	Unit Sales					Average Price				
	Sales, 000s	m/m ch	prior m/m % ch	m/m % ch	y/y % ch	Price, \$000s	m/m ch	prior m/m % ch	m/m % ch	y/y % ch
CA	39.9	-0.7	1.0	-1.7	1.2	690.0	1.3	0.3	0.2	0.7
BC	5.8	-0.2	1.8	-3.0	-0.3	967.0	9.3	-0.3	1.0	0.3
AB	6.2	-0.4	2.0	-5.4	-9.5	507.2	-2.8	0.9	-0.6	1.1
SK	1.4	0.0	-2.9	1.7	4.0	347.3	-6.3	2.7	-1.8	2.6
MB	1.4	0.1	-0.7	5.6	3.4	395.8	-0.9	2.0	-0.2	7.0
ON	14.4	-0.1	0.0	-0.7	4.0	842.5	-0.8	-0.2	-0.1	-2.9
QC	8.2	-0.1	2.6	-0.8	6.1	554.7	-4.7	2.0	-0.8	6.7
NB	0.8	-0.1	-8.9	-6.2	-4.7	349.5	-1.1	3.6	-0.3	3.7
NS	0.9	0.0	4.9	-1.4	0.1	473.9	-3.8	3.6	-0.8	3.8
PEI	0.2	0.0	-6.1	-0.6	-8.2	402.2	1.6	5.2	0.4	3.5
NL	0.5	0.0	11.0	-2.0	14.1	349.1	9.6	-1.6	2.8	9.5

Source: CREA, Central 1

MLS® Supply Conditions						
Sep-25	New Listings				Sales-to-New Listings	Months of Inventory
	Units, 000s	prior m/m % ch	m/m % ch	y/y % ch		
CA	78.7	2.6	-0.8	2.2	50.7	4.4
BC	13.7	2.5	0.8	-2.9	42.5	6.8
AB	10.4	-0.5	-2.1	2.2	59.7	3.2
SK	2.0	0.7	-1.1	-0.2	73.8	3.0
MB	1.9	1.0	2.1	0.2	73.4	2.0
ON	34.4	2.7	-1.6	1.9	41.9	4.4
QC	12.5	6.2	-0.3	10.8	65.9	4.5
NB	1.2	-1.8	-1.2	-1.1	65.4	4.2
NS	1.5	6.1	0.2	3.8	64.2	4.5
PEI	0.3	-3.3	3.4	1.7	55.8	6.7
NL	0.9	-1.7	10.8	0.4	57.9	4.9

Source: CREA, Central 1

MLS® Housing Market Summary, Select Metro Areas										
Sep/2025	MLS® Sales					MLS® Price				
	Units, 000s	m/m ch	prior m/m % ch	m/m % ch	y/y % ch	Price, \$000s	m/m ch	prior m/m % ch	m/m % ch	y/y % ch
Fraser Valley, BC	0.9	0.0	-0.3	-1.1	-6.5	998.3	-7.0	-2.4	-0.7	-4.3
Greater Vancouver, BC	1.9	-0.1	5.0	-6.8	-3.4	1257.5	11.6	-0.2	0.9	-0.3
Calgary, AB	2.4	-0.1	0.1	-3.7	-13.8	633.0	0.1	-0.2	0.0	-1.2
Edmonton, AB	2.4	-0.1	0.9	-3.8	-7.3	446.8	-6.6	1.6	-1.5	2.8
Saskatoon, SK	0.6	0.0	-6.2	1.9	2.1	415.0	-28.4	5.5	-6.4	2.5
Winnipeg, MB	1.2	0.1	-1.3	5.6	3.9	415.8	-0.7	1.7	-0.2	6.4
Toronto, ON	5.8	0.1	-1.6	2.0	7.2	1065.0	1.7	-0.4	0.2	-4.3
Ottawa, ON	1.0	-0.1	6.6	-7.6	5.9	701.4	-8.2	1.0	-1.1	0.4
Halifax, NS	0.4	0.0	5.9	-4.2	-8.7	601.7	-12.0	3.8	-2.0	1.3