

National home sales continued to fall further month-over-month in January (-3.3%), likely due to tariff uncertainty and US trade friction. Meanwhile, new listings rose by 11.0% from December, reflecting the largest seasonally adjusted increase in new housing supply since the late 1980s, excluding the pandemic, according to CREA. As a result, the sales-to-new-listings ratio fell further into balanced territory (49% from 57%). Prices were relatively stable however, as the MLS HPI (Home Price Index) fell by 0.1% month-over-month, reversing the gain in December.

Headline inflation came in higher in January, rising to 1.9% from 1.8% despite the GST/HST tax break. The acceleration in headline CPI was driven by higher energy prices, particularly for gasoline and natural gas. The three-month average of the core inflation measures (CPI trim and CPI median) continued above 3%, suggesting underlying inflation remains sticky. Given this, the odds of another rate cut by the Bank of Canada in March has been reduced.

The year started strong with 76,000 (+0.4%) new jobs in January, driven by gains in both full-time and part-time work. The growth was broad-based, with the largest gains in the manufacturing (+33,000), professional, scientific and technical services (+22,000) and construction (+19,000) sectors. The solid rise in jobs in combination with the cooling of labour force growth pushed the unemployment rate down further to 6.6%. Wage growth continued its downward trend, falling to 3.5%. Regionally, the provinces that lead in manufacturing (Ontario, Quebec, and Manitoba) saw the largest gains in jobs.

Number of Residential Sales



**41,118**  
(+1.7% YOY)

Sales-to-New Listing Ratio



**49%**  
(-17 points YOY)

Average Home Price



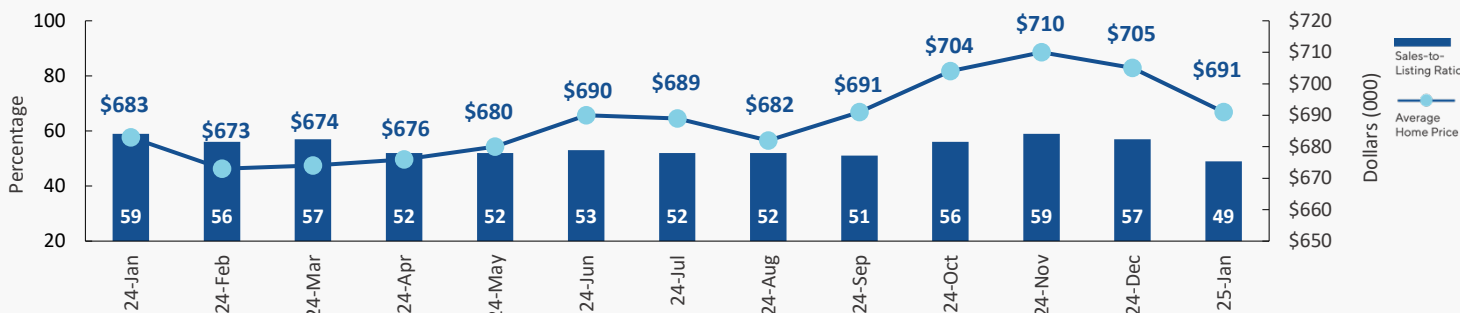
**\$691,285**  
(+1.2% YOY)

Unemployment



**6.6%\***  
(-0.1 points MoM)

National Sales-to-Listing Ratio & Average Home Price Trend



|                    | Number Sold | % YOY | Average Price \$ | % YOY | New Listings | % YOY | Sales to Listing Ratio | Market   | UE %             |
|--------------------|-------------|-------|------------------|-------|--------------|-------|------------------------|----------|------------------|
| <b>GTA</b>         | 5,968       | -10.8 | 1,093,468        | +1.6  | 17,875       | +48.7 | 33                     | Buyers   | 8.6*             |
| <b>Calgary</b>     | 2,830       | -9.8  | 631,592          | +7.3  | 4,427        | +28.8 | 64                     | Sellers  | 7.7 <sup>2</sup> |
| <b>GVA</b>         | 2,410       | +7.0  | 1,255,055        | -3.0  | 6,432        | +43.8 | 37                     | Buyers   | 6.3*             |
| <b>Montreal</b>    | 4,227       | +35.7 | 670,641          | +7.6  | 6,284        | +18.7 | 67                     | Sellers  | 6.5*             |
| <b>Ottawa</b>      | 889         | -9.4  | 705,270          | +5.1  | 1,738        | +4.9  | 51                     | Balanced | 5.8 <sup>2</sup> |
| <b>Quebec City</b> | 757         | +5.0  | 467,774          | +26.1 | 1,040        | +20.8 | 73                     | Sellers  | 4.5 <sup>2</sup> |
| <b>Winnipeg</b>    | 1,108       | +4.8  | 396,028          | +0.7  | 1,590        | -3.3  | 70                     | Sellers  | 6.3 <sup>2</sup> |
| <b>Victoria</b>    | 613         | +22.8 | 1,003,112        | +4.7  | 1,367        | +26.2 | 45                     | Balanced | 3.6 <sup>2</sup> |
| <b>Halifax</b>     | 441         | +0.9  | 595,805          | +5.4  | 656          | +14.3 | 67                     | Sellers  | 5.0 <sup>2</sup> |

SOURCE: Statistics Canada and CREA via Haver Analytics; Centris/CREA. This information has been provided by the external sources listed above. Sagen Canada is not responsible for the accuracy, reliability or timeliness of the information supplied by these external sources. This information does not necessarily reflect the views or position of Sagen Canada. Anyone wishing to rely upon this information should consult directly with the source of the information. UE data: \* Monthly, seasonally adjusted, the remaining UE data is 3-months moving average, seasonally adjusted.