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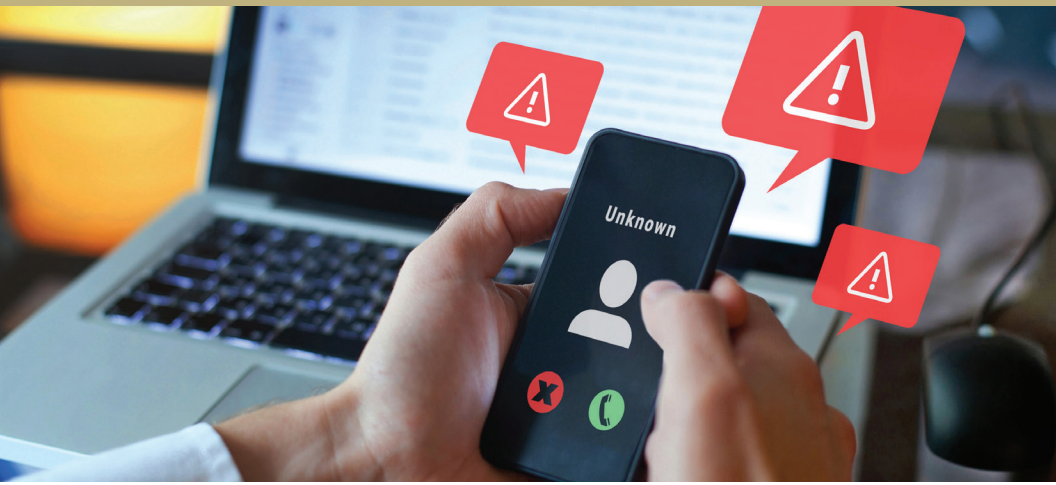
UNDERSTANDING TODAY'S REAL ESTATE MARKET

Real estate markets are always evolving, and staying informed helps you make confident decisions whether you're buying, selling or simply keeping an eye on your investment. Across Canada, we're seeing a mix of trends shaped by interest rates, inventory levels, and local demand. In some areas, homes are selling quickly due to limited supply, while others are offering buyers more negotiating room.

What does this mean for you? If you're a homeowner, your property value may have shifted—up or down—based on recent sales in your area. For buyers, patience and preparation are key. Getting pre-approved and understanding your budget can help you act quickly when the right opportunity appears.

It's also important to remember that real estate is local. National headlines don't always reflect what's happening in your neighbourhood. That's why personalized insights matter.

If you're curious about your home's current value or wondering whether now is the right time to make a move, I'd be glad to help. A quick conversation can give you clarity and direction in today's changing market.



DON'T GET CAUGHT BY A SCAM

Scammers are getting more sophisticated and a little awareness can go a long way in protecting your money, your identity and your peace of mind. Whether it is a phone call, email or text message, take a moment to pause before responding, especially if the message feels urgent or pressures you to act quickly.

Be cautious about sharing personal or financial information. Legitimate organizations, including banks and government agencies will not ask for sensitive details through unsecured channels. If you are unsure, contact the organization directly using a verified phone number or website.

Email scams often look convincing, with familiar logos and professional language. Watch for small red flags like unusual sender addresses, spelling mistakes or links that do not match the official website. When in doubt, do not click.

For homeowners and buyers, fraud can also appear in real estate transactions. Always confirm wiring instructions verbally with your lawyer or agent before sending funds. A quick phone call can prevent a costly mistake.

Finally, keep your devices secure by updating software regularly and using strong, unique passwords. Staying informed and cautious is your best defense because when it comes to scams, it is always better to double check than deal with the aftermath.

THINKING OF MOVING? ASK YOURSELF 3 QUESTIONS

Deciding whether to move isn't always straightforward. Before diving into listings or renovations, it helps to take a step back and ask yourself a few key questions. First: does your current home still fit your lifestyle? Changes in family size, work arrangements, or daily routines can all impact how well your space works for you.

Second: what are your financial goals? Moving can be an opportunity to build equity, reduce expenses, or invest in a different type of property. Understanding your priorities will help guide your decisions. Third: what does your ideal timeline look like? Whether you're thinking about moving in a few months or a few years, planning ahead gives you more flexibility and control.

The answers to these questions can provide clarity and direction, even if you decide to stay put for now. Real estate decisions are deeply personal, and there's no one-size-fits-all approach.

BEYOND STAINLESS STEEL APPLIANCES

Personalization and bold design are reshaping how homeowners think about everyday appliances. No longer confined to neutral tones or purely functional roles, appliances are emerging as statement pieces that contribute to a home's overall aesthetic. Matte finishes, custom colours, and interchangeable panels are gaining popularity, allowing individuals to move beyond the standard stainless-steel look and create spaces that feel more intentional and expressive.

This shift reflects a broader trend toward interiors that tell a story. Kitchens and living areas are no longer designed solely for utility, they are extensions of personal style. Whether it's a deep matte black refrigerator, a pastel-toned oven, or a dishwasher panel that blends seamlessly with cabinetry, these choices give homeowners the freedom to curate their environment in subtle or striking ways.

The appeal lies in flexibility. Personalization offers a way to refresh and redefine a space without committing to a full renovation. Small changes, like swapping panels or choosing a bold finish, can dramatically alter the look and feel of a room. In this way, appliances become design elements that balance function with individuality, helping homeowners create spaces that feel uniquely their own.

GTA REALTORS® Release April Stats

AVG. SALE PRICE
Single Family Dwelling
$1,372,688

AVG. SALE PRICE
Condo/Townhouse
$704,847

ACTIVE LISTINGS
25,110

DAYS ON MARKET
29

GTA, ON (May 2026) – Home sales increased on a year-over-year basis in April 2026, while the supply of listings trended lower. This suggests that overall market conditions in the Greater Toronto Area (GTA) tightened during the first full month of spring. Despite tighter market conditions, selling prices edged lower on average compared to last year, as buyers continued to benefit from ample choice and negotiating power.

"We have experienced an uptick in home buying activity so far this spring. Buyers have taken advantage of more affordable housing market conditions on the back of lower home prices. If market conditions continue to tighten and home prices level off, this could be a signal to intending homebuyers who remain on the sidelines," said TRREB President Daniel Steinfeld.

GTA REALTORS® reported 5,946 home sales through TRREB's MLS® System in April 2026 – an increase of seven per cent compared to April 2025. New listings entered into the MLS® System amounted to 17,097– down by 9.3 per cent year-over-year. On a seasonally adjusted basis, April 2026 home sales and new listings were up month-over-month compared to March 2026. Sales were up by a greater monthly rate than new listings, potentially suggesting more competition between buyers in some neighborhoods.

Source: Toronto Regional Real Estate Board | Market values stated are of the average of Toronto and surrounding region. Individual home market values will vary and are affected by factors such as location, size, interior and exterior condition. Please call to get an up-to-date evaluation of your home.