

## Rodney Harvey

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**Subject:**

Your February 2026 Real Estate Update



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**Our Real Estate Guy**

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Dear Valued Client,

February is traditionally a quieter month in real estate; however, quiet should not be mistaken for inactivity. As renowned author Katherine May said, “Winter is not the death of the life cycle, but its crucible.” In other words, quiet times in our lives are the perfect opportunity to seek clarity and make plans for our next steps.

In real estate, this quiet period is often followed by a flood of properties hitting the market, as spring is just around the corner. It’s also a time when home renovations tend to be more popular. For those considering a move or planning updates to their home in the coming months, now is the ideal time to start making arrangements.

Remember, I’m always here between transactions for any real estate-related questions you may have. Whether you need trusted contractor recommendations or advice on home projects, I’d be happy to help. Please don’t hesitate to reach out.

Finally, if you know anyone considering a move in the near future, I hope you will think of me and feel comfortable passing along my name. Your continued trust and support are greatly appreciated, and it means the world to me.

Rodney (Rod) Harvey  
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*Real estate treated as a professional advisory service — not just a transaction.*

## Residential Rent Increase for 2026

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The rent increase guideline for 2026 is 2.1%. The guideline is the maximum a landlord can increase most tenants' rent during a year without the approval of the Landlord and Tenant Board.



### Rules for rent increase

In most cases, the rent for a residential unit can be increased 12 months after either:

- the last rent increase
- the date the tenancy begins

The landlord must give a tenant written notice of a rent increase at least 90 days before it takes effect.

The proper forms for this notice are available from the Landlord and Tenant Board. If your landlord has not provided the proper notice, or you believe that your rent has been raised by an improper amount, you can dispute it at the Landlord and Tenant Board within 12 months after the amount was first charged.

The guideline is the maximum a landlord can increase most tenants' rent during a year without the approval of the Landlord and Tenant Board.

For most tenants, your rent can't go up by more than the rent increase guideline for every year.

The guideline applies to most private residential rental units covered by the Residential Tenancies Act, 2006. [Click here](#) for the remainder of the article

## Landlord's Asking for a New One-Year Lease

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After a tenant completes a one-year residential lease, can a landlord legally require them to sign another fixed-term agreement or vacate the property?



Short answer (in Ontario): **No — the tenant does not have to sign another one-year lease, and the landlord generally cannot require them to move out just because the fixed term ended.**

Here's how it works under Ontario's Residential Tenancies Act:

### What happens when the one-year lease ends?

When a tenant signs a one-year residential lease, at the end of that year:

- The tenancy automatically continues on a month-to-month basis, and
- All the same terms and conditions stay in force (rent, rules, responsibilities, etc.),
- No new lease is required.

This happens by operation of law. Nothing needs to be signed.

### What the landlord *cannot* do

A landlord **cannot**:

- Force the tenant to sign a new one-year lease, or
- Say "sign another year or move out," unless they have a **lawful ground for termination** (for example: N12 for own use, N13 for demolition/renovation, etc., with proper notice and compensation where required).

Simply reaching the end of the fixed term is not a legal reason to evict.

[Click here](#) for the rest of the blog

## Diversity, Equity, and Inclusion

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Canada is one of the most multicultural countries in the world, almost 25% of the current population was born outside of our borders. That diversity influences our lives every day, from interactions with colleagues to buying and selling real estate with people of different backgrounds.



### **Diversity**

Diversity refers to the presence of difference in any given setting. In context of diversity, equity and inclusion (DEI) work, we are often referring to diversity of identity. Diversity of identity refers to several aspects of our identity that make up who we are. Some examples of identity factors include our sex, gender, race, ethnicity, religion, sexual orientation, ability, socioeconomic status, and so much more.

All of these identity factors do not make us diverse individuals – but rather make us whole and complex individuals. It is not until we come together with other complex individuals that we form a diverse group.

The presence of difference within a group then allows for diversity of thought. Diversity of thought refers to the different opinions, thoughts, and ideas, that are informed by each individual's lived experience.

When we have a variety of different perspectives, the workplace becomes more creative, more innovative. Problem-solving becomes easier. We make more informed decisions – better decisions. [Click here](#) for the balance of the article

## Real Estate Negotiation Tactics that Work

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Real estate negotiation sounds easy on paper, but in practice even small mistakes can sink deals. You need to understand psychology, strategy, and a shifting market to get the best outcome. Not easy!



Negotiating is an art, a skill and a science. In the world of real estate, understanding how to negotiate is a must. Before you approach the negotiation table, get familiar with these tips to win any negotiation in real estate.

### **Set Realistic Expectations**

During negotiations, one of the most effective strategies I use is a combination of managing expectations and practicing discretion. For my buyers, I like to run through scenarios to anticipate the seller's moves, staying one step ahead in the negotiation. I keep details about the buyer and seller to a minimum to avoid tipping our hand or becoming biased about the property.

Similarly, for my sellers, I prepare them for the reality of lower-than-expected offers and potential inspection issues, especially in this shifting market. I include these considerations in the net sheet to set reasonable expectations. This way, both sides are better equipped to handle the twists and turns of the negotiation process, leading to more successful outcomes for all parties involved. [Click here](#) for the remainder of the article

## **Notable, Quotable, Quotes!**



“The time to repair the roof is when the sun is shining.”

John F. Kennedy

“Smell is our greatest, most potent form of time travel, like an arrow. It tears through layers. It finds the center.”

**Victoria Erickson**

“Big things are built one brick at a time. Victories are achieved one choice at a time. A life well lived is chosen one day at a time.”

**Lysa TerKeurst**

Not intended to solicit buyers or sellers currently under contract.  
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