

## Rodney Harvey

---

**Subject:**

Your April 2026 Real Estate Update



*Guidance for Smarter  
Real Estate Decisions*

905-447-8864   

**Rodney Harvey**  
FRI GLO CRB MCNE C-RETS SRS ABR  
Broker of Record / Managing Broker  
*Professional Real Estate Advisory*  
[www.OurRealEstateGuy.com](http://www.OurRealEstateGuy.com)

  
Our Real Estate Guy

 **Konfidis**  
Brokerage

Hello Rodney,

Welcome to this month's newsletter, where we're focused on helping you make informed real estate decisions and stay ahead of market opportunities. Whether you're thinking about buying, selling, investing, or simply maintaining your home, understanding today's changing landscape can put you in a stronger position.

Inside this edition, we cover the proposed expansion of Ontario's HST rebate for new homes, why current market conditions may favour buyers more than sellers, the importance of pricing psychology when listing your home, and practical spring maintenance tips to protect your property. As always, my goal is to provide clear, practical guidance so you can approach every real estate decision with confidence.

No matter your real estate goals this season, I'm here for you. Please feel free to reach out anytime. I'm happy to offer guidance or just chat about your options. If you know anyone else who's thinking about making a move this spring, I'd be glad to assist them as well.

Rodney (Rod) Harvey  
FRI CLO CRB MCNE C-RETS SRS ABR

Managing Broker | Broker of Record

Konfidis, Brokerage  
47 Front Street East, Unit 200  
Toronto, ON M5E 1B3  
Cell: 905-447-8864  
Office: 1-833-566-3434

*Real estate treated as a professional advisory service — not just a transaction.*

## HST Rebate Expansion for New Homes

---

On March 25th, the Ontario government announced their intention to expand the HST rebate to all eligible buyers of new homes as part of the upcoming 2026 Ontario Budget.

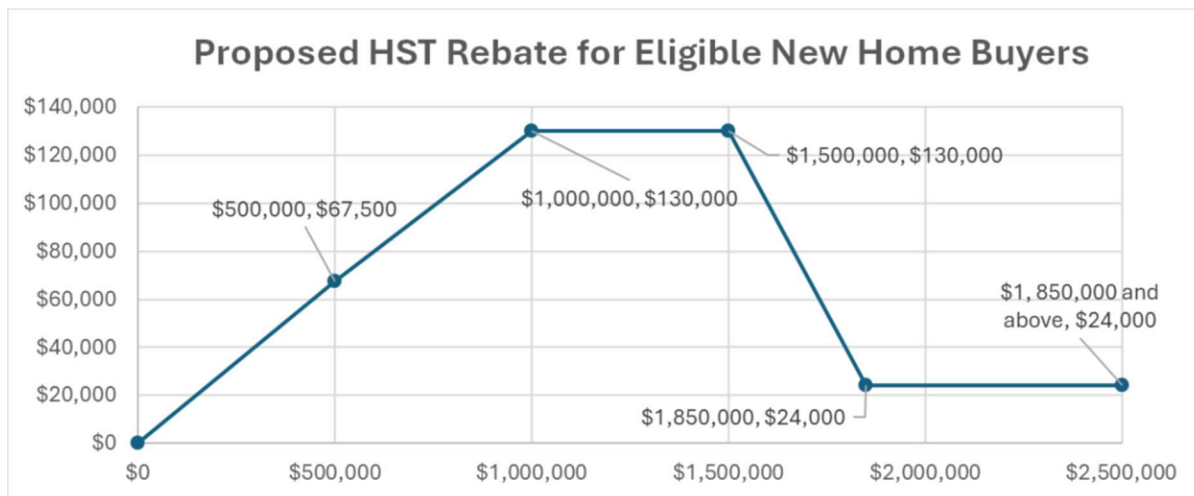


In partnership with the Federal government, eligible buyers would receive a rebate of the full 13 per cent of HST on new homes valued up to \$1 million, with purchase agreements signed by March 31, 2027.

The maximum rebate of \$130,000 would be maintained for new homes valued up to \$1.5 million and would decrease proportionally thereafter to \$1,850,000, where homes at that price point and beyond would receive a \$24,000 rebate.

### Proposed HST Rebate for Eligible New Home Buyers

| <b>New Home Value Range</b>     | <b>Rebate Mechanism</b>                        | <b>Maximum Rebate Amount</b> |
|---------------------------------|--|------------------------------|
| Up to \$1 Million               | Full 13% Rebate                                | \$130,000                    |
| \$1 Million to \$1.5 Million    | Full 13% Rebate (Capped)                       | \$130,000                    |
| \$1.5 Million to \$1.85 Million | Decreases Proportionally (Starts at \$130,000) | \$130,000 down to \$24,000   |
| \$1.85 Million and Above        | Fixed Maximum Rebate                           | \$24,000                     |



Ontario’s proposal would strengthen the existing provincial HST New Housing Rebate and New Residential Rental Property Rebate for one year, from April 1, 2026, to March 31, 2027, temporarily removing the HST for eligible buyers of qualifying new homes. For new homes valued at or above \$1.5 million, a reduced rebate will be available. Higher-valued new homes that would have qualified for the maximum rebate of \$24,000 under the current rules will qualify for at least that amount under the expansion. The expanded 13 per cent HST rebate could stimulate an additional 8,000 housing starts in Ontario next year, supporting up to 21,000 jobs and boosting Ontario’s GDP growth by \$2.7 billion. [Click here](#) for the announcement.

## Why Now Could Be the Right Time to Buy—But Not the Best Time to Sell

Today’s real estate market is creating new opportunities for buyers while presenting fresh challenges for sellers. Understanding how these changing conditions affect your plans can help you make smarter real estate decisions.



The current housing market may be offering one of the best buying opportunities we’ve seen in some time. With more homes available for sale in many areas, buyers often have greater choice, more time to make decisions, and stronger negotiating power. In some cases, sellers are more flexible on price, conditions, or closing dates, creating opportunities that were far less common during highly competitive markets. For buyers who are financially prepared and planning for the long term, today’s market can provide an excellent chance to secure the right property on better terms.

At the same time, it may not be the ideal moment for every homeowner to sell. As inventory rises and buyers become more selective, homes can take longer to sell and pricing may require a more strategic approach. Sellers who expect the rapid bidding wars

and aggressive offers of past years may need to adjust expectations. Presentation, accurate pricing, and a strong marketing plan have become more important than ever in attracting serious buyers.

That said, every move should be based on personal goals rather than headlines alone. Some homeowners still have excellent reasons to sell—whether upgrading, downsizing, relocating, or accessing equity. Likewise, many buyers can benefit from entering the market now rather than waiting for conditions to change again. Real estate is always local and personal, which is why thoughtful advice and a clear strategy matter most when deciding whether now is the right time for you.

## Pricing Psychology and Selling your Home

---

Have you ever seen a product at a store and thought, “Whoa. That price is outrageously high. It’s just not worth it!” Conversely, you might have also reacted to another product with, “That’s awfully cheap. The quality must not be good.” Welcome to the psychology of pricing!



According to research, people tend to draw conclusions about a product based on its price. If it doesn’t reflect the perceived value of the item, people become hesitant to buy. This occurs whether the item is priced too high or too low.

What does this have to do with selling your property?

When you set the list price, you want it to help attract the right type of buyers... buyers who are looking for your kind of property, in your community, and within that price range.

If you set your price too high, you risk having buyers see your listing as too expensive relative to comparable properties.

If you set the price too low, you might attract more buyers. In fact, in some circumstances, that can be a strategy for generating quick interest in your listing. But, you might also cut out otherwise qualified buyers who are searching within a higher price range.

So, when selling your home, consider the importance of pricing psychology.

## Home Maintenance Tips for the Spring Season

---

Spring is the perfect time to give your home a fresh start after the wear and tear of winter. A few simple maintenance tasks now can help prevent costly repairs later, improve efficiency, and keep your property looking its best all season long.



These jobs are best done during warm months, so make them part of your regular spring home maintenance routine.

### **1 of 18 Clean air conditioner condensers and evaporators**

A little sweat equity now will help both your wallet and your comfort level later when summer's heat sets in. Most of the job can be done without the help of a professional, and by servicing and testing out your cooling system now, you will have plenty of time to make an appointment with an air conditioning contractor if there's any unforeseen issues.

After cutting off the electricity to the unit, vacuum the outdoor condenser's exterior fins with a soft-bristled brush, and clear away bushes, weeds and overgrown grass within two feet of the unit. Do NOT use a pressure washer as the fins are very thin and damage easily.

Indoors, replace the furnace filter on the evaporator unit, vacuum the blower compartment, and clean the condensation drain.

### **2 of 18 Re-Paint the front door**

The best option is to perform touch-up painting on your home exterior every year or two. Just a few hours of exterior painting each year can add significantly to the life of your whole paint job!

Ask any paint manufacturer, painting is a task that's best done when the weather is mild outside, typically above 50 degrees and not too humid. If your front door has seen better days, it might be a good time to give it a fresh coat of paint. For best results, remove the door from the hinges and remove all of its hardware. Give it a good cleaning to allow the paint to adhere properly, and scrape off any buildups of paint or areas where the old paint is chipping off. [Click here](#) for the rest of the blog

## Notable, Quotable, Quotes!



“Believe you can and you’re halfway there.”

**Theodore Roosevelt**

“Most of us have far more courage than we ever dreamed we possessed.”

**Dale Carnegie**

“I believe in living today. Not in yesterday, nor in tomorrow.”

**Loretta Young**

Not intended to solicit buyers or sellers currently under contract.  
IXACT Contact Solutions Inc.

Share:



If you do not wish to receive future emails, please click [unsubscribe](#).

Konfidis, Brokerage, 47 Front Street East, Unit 200, Toronto, Ontario M5E 1B3  
Canada

Trusted Email Powered by IXACT Contact®