Rodney Harvey

Subject: Your July 2026 Real Estate Update

Dear Valued Client,

There are encouraging signs that the real estate market is beginning to regain momentum. Both TRREB and RBC report improving market activity, stronger sales, and a gradual rebalancing between supply and demand. While uncertainty remains, many experts believe buyer confidence is slowly returning as affordability improves and inventory levels begin to normalize.

As markets evolve, successful real estate decisions depend on more than simply following headlines. Whether you're buying your first home, leasing a property, or managing an investment portfolio, understanding the risks, asking the right questions, and obtaining reliable professional advice can often make the difference between a smooth transaction and an expensive lesson. This month's newsletter explores several of those topics—from avoiding common causes of real estate litigation to understanding when professional representation or property management can add significant value.

One theme connects every article in this issue: better information leads to better decisions. Markets change, legislation evolves, and every property presents its own opportunities and risks. Taking the time to understand those factors before making important decisions is one of the best ways to protect both your investment and your peace of mind.

As always, if you have questions about the market, your property's value, purchasing, leasing, or investment opportunities, I'd be pleased to help. My goal remains the same: providing practical advice and professional guidance to help you make smarter real estate decisions.

Warmest Regards,

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

GTA REALTORS Release June 2026 Stats

Greater Toronto Area (GTA) housing market conditions continued to improve in June, with sales growing quite strongly year-over-year while new listings declined over the same period. For the first half of 2026, sales have also edged higher compared to the first six months of 2025, with new listings down substantially.

After a slow start in the first quarter, we saw a marked improvement in home sales in the second quarter of this year. This result followed TRREB's 2026 outlook, which called for a year of two halves. We expect accelerating transactions and more competition between buyers in the last six months of the year, helping to satisfy pent-up demand and ultimately resulting in renewed price growth," said TRREB President

Daniel Steinfeld.

“While the average selling price was still down year-over-year in June, the annual rate of decline has receded over the past few months. If market conditions continue to tighten in the second half of 2026, selling prices could move in line with 2025 and eventually post some increases. This would give an increasing number of households the confidence to move back into the marketplace,” said TRREB’s Chief Information Officer Jason Mercer.

GTA REALTORS® reported 6,770 home sales through TRREB’s MLS® System in June 2026 – an increase of 9.4 per cent compared to June 2025. New listings entered into the MLS® System amounted to 17,282 – down by 12.9 per cent year-over-year. click here for the remainder of the TRREB article

RBC Monthly Housing Market Update

The spring recovery is staying on track with home resales rising and inventory falling for a fourth consecutive month. The long-awaited turnaround may be finally unfolding, but it’s still early.

We expect improving affordability and growing confidence will progressively unlock some demand that’s been pent up for a few years. Yet, this burgeoning recovery is poised to remain uneven in the face of Canada’s shrinking population, interest rates no longer declining and persistent economic uncertainty

June transactions remained deep (-34%) below pre-pandemic levels, and the modest 1.4% advance from May to June (seasonally adjusted) isn’t quite signalling rapid transformation.

Yet, the turnaround to date could be putting home values on a stabilizing path. The MLS HPI in June increased for the first time on a monthly seasonally adjusted basis since January 2025. While still down 5.4% from a year ago, the index may be entering a steadier period amid more balance between supply and demand.

We don’t expect this to be true for all housing categories, though. Abundant inventory is set to keep condo prices on a downward trajectory for a while longer. click here for the remainder of the article

What Real Estate Litigation Teaches Buyers in Ontario

Most buyers never expect to end up in court, but understanding why real estate disputes happen can help you avoid expensive mistakes before you ever make an offer. Once a dispute reaches the courts, significant costs have already been incurred.

Buying a home or investment property is one of the largest financial decisions most people will ever make. While every buyer hopes for a smooth transaction, many legal disputes begin long before anyone walks into a courtroom. In fact, litigation is often the result of decisions made during the buying process—before the Agreement of Purchase and Sale is even signed.

After reviewing numerous real estate disputes and working with buyers, sellers, lawyers, lenders and other professionals throughout my career, one pattern becomes very clear:

Most litigation is preventable.

The majority of legal conflicts are not caused by dishonest people. They result from assumptions, misunderstandings, inadequate investigation, poor communication or decisions made under pressure.

Real estate disputes and litigation can arise when:

- expectations are unclear,
- risks are underestimated,
- documentation is weak,
- due diligence is incomplete,
- or contractual obligations are misunderstood.

Click here to read the remainder of the article

Do Tenants Need a REALTOR® to Find a Property to Lease?

Many tenants wonder whether they need the assistance of a REALTOR® when searching for a property to lease. The answer depends largely on the type of property involved, the complexity of the transaction, and the tenant’s experience.

While some tenants successfully locate and lease properties on their own, others find value in professional guidance, lease review, negotiation support, and assistance identifying potential risks before signing a legally binding agreement.

The considerations for residential tenants and commercial tenants are often quite different.

Residential Tenants
For many residential tenants, online platforms provide access to a wide range of rental listings. A tenant may be able to identify suitable properties independently and communicate directly with landlords or property managers.

However, residential tenants should remember that a lease agreement creates legal obligations that may continue for months or years. click here to access the remainder of the article.

Risks of Not Employing a Property Management Professional

The most expensive property management decision isn't hiring the wrong manager—it's discovering too late that a preventable problem has already become a legal or financial issue. Good property management isn't simply about maintaining a rental property; it's about protecting an investment.

Rental properties can generate long-term wealth, steady cash flow and financial security. However, successful property ownership involves much more than collecting rent each month. Landlords must navigate complex legislation, respond to maintenance issues, screen prospective tenants, protect their investment and ensure they remain compliant with constantly evolving regulations.

While many owners choose to manage their own properties, others discover that professional property management can reduce risk, improve tenant satisfaction and protect the long-term value of their investment.

Property Management Is More Than Rent Collection

Many people assume property managers simply collect rent and arrange repairs.

In reality, professional property management involves coordinating every aspect of the tenancy, including:

- marketing vacant units
- screening prospective tenants
- preparing lease agreements
- conducting move-in and move-out inspections
- responding to maintenance requests
- managing contractors
- maintaining financial records
- ensuring legislative compliance
- resolving tenant concerns
- protecting the owner's investment

Each of these responsibilities carries legal and financial implications. click here to continue reading the remainder of the article

Notable, Quotable, Quotes!

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“It is often the small steps, not the giant leaps, that bring about the most lasting change.”

Queen Elizabeth II

“Life changes very quickly, in a very positive way, if you let it.”

Lindsey Vonn

“Some people look for a beautiful place. Others make a place beautiful.”

Hazrat Inayat Khan