

Hi everyone,

As we head into the spring market, I wanted to share something we're genuinely noticing across the GTA.

Over the last couple of weeks, there has been a noticeable uptick in serious interest on good properties. Not across the board. Not on every listing. But on homes that are well-presented, well-located, and priced right — the activity has been strong.

Our team has participated in multiple offer nights recently that saw over 30 offers registered. In one case, the number reached 52. And this wasn't in just one isolated pocket. We've seen it in Milton, Brampton, and select areas in Burlington.

So what caused this sudden jolt?

Leading into and during the holidays, many sellers chose not to list. They were seeing downward pressure on prices and didn't want to feel like they were "giving it away." As a result, inventory quietly dried up — especially for quality homes.

At the same time, buyers didn't disappear. Many were simply waiting. Waiting to see if prices would dip further. Waiting to feel confident they weren't buying at the wrong moment.

When the holidays ended, buyers returned with more focus. But the supply hadn't caught up. So the few homes that were listed properly — with the right strategy and presentation — suddenly faced very little competition in terms of inventory. That's when we started seeing multiple-offer situations again.

Now here's the part that's important.

This doesn't mean the market has "taken off." What we're witnessing is a supply imbalance. When good homes are scarce, they attract attention quickly. And once a few strong sales happen, more sellers begin to feel confident. Existing sellers also start feeling firmer on their price points because showings increase.

But this phase typically lasts only until inventory rises again and buyers regain more options.

Right now, we're in that delicate middle ground. Buyers remember the deals some people secured when sellers were motivated. Sellers are seeing renewed activity and are feeling stronger about pricing. That tension is completely normal in transitional markets.

This is also where clear guidance matters most.

Sometimes buyers overlook a home because it has been on the market for a while, assuming something must be wrong. Then one offer gets registered. Then another. Suddenly it's sold — and the value becomes obvious in hindsight. We've seen this pattern many times over the years.

Markets don't move in straight lines. They move in cycles. Our role is to help you recognize value when it's present, do the right due diligence, and make decisions based on data — not emotion or headlines.

If you've been watching from the sidelines, or if you're trying to decide whether this shift changes your plans, I'm always happy to talk it through.

Spring is shaping up to be interesting.