Hey friend,

Late July is supposed to be the market's nap time, and honestly? This week mostly cooperated. But two fresh reports landed with some real signal — and they tell the same story from opposite ends: the condo world is quietly turning a corner even as pre-construction goes cold, and low-rise builders are the ones actually moving product.

Meanwhile, fixed mortgage rates crossed a psychological line this week. Grab a coffee — it's a shorter read than usual, because I'd rather give you three things that matter than pad it with last month's headlines.

Condos Are Turning a Corner — But Pre-Construction Is Ice Cold
• New Urbanation figures out this week show 702 new condos sold across the GTHA in Q2 — up 52% year-over-year, the first annual gain since 2023.
• The catch: pre-construction sales were just 50 units, down ~80% — buyers are terrified of the HST rebate clock (construction must start by March 2027 to qualify).
• With builders barely launching, supply is thinning quickly: pre-construction and under-construction units are down 37% year-over-year.
• My take: the recovery is real but it's all in completed and near-complete units — that's where the deals and the certainty are. Pre-con is a gamble on rebate timing right now, so tread carefully.

Low-Rise Builders Are Quietly Winning
• BILD's June report, released this week, pegged GTA new-home sales at 1,175 — up year-over-year, though still ~52% below the 10-year average.
• Single-family led the pack: 902 sales, ~36% above the 10-year norm, powered largely by the HST rebate on new builds.
• The new single-family benchmark eased to $1,275,458, down 15.5% year-over-year — meaningful room to negotiate.
• My take: if a client wants a new build with actual leverage, low-rise is the play this summer — the rebate plus softer pricing is a combo we haven't seen in years.

Fixed Rates Just Crossed Back Above 4%
• As of July 24, the best insured 5-year fixed sits at 3.99% while the best 5-year variable is 3.40% — and most lenders have nudged their fixed offerings back above 4%.
• The push comes from elevated bond yields on sticky inflation, higher oil, and ongoing U.S.–Iran tension; prime holds at 4.45%, so variable pricing is steady.
• That leaves variable roughly 0.6 points cheaper than fixed on the sharpest quotes — a real gap worth a conversation.
• My take: if you've got a fixed pre-approval, lock it before it lapses; if you can stomach a little movement, variable is looking more interesting than it has in a while.

Quick Hits
• Supply squeeze ahead: with new condo launches stalled, Urbanation's read is that the GTHA is heading toward a genuine shortage of new completions by decade's end — a longer-term tailwind for values.

• HST rebate is now the whole ballgame for new construction — it's simultaneously propping up low-rise sales and scaring buyers off pre-con towers. Worth understanding before any new-build decision.
• Waterloo Region & Hamilton were quiet on hard news this week — no fresh prints — so I'm not padding with last month's stats. Back with them when there's something real to report.

By the Numbers (fresh this week)
• 3.99% — best insured 5-year fixed rate (as of July 24)
• 3.40% — best 5-year variable rate (as of July 24)
• 4.45% — prime rate, unchanged
• 702 — GTHA new condo sales in Q2, up 52% YoY
• 50 — Q2 pre-construction condo sales (down ~80%)
• 1,175 — GTA new-home sales in June (released this week)
• $1,275,458 — new single-family benchmark, down 15.5% YoY

Let's Talk
Thinking about buying, selling, or just want me to translate what any of this means for your place? Hit reply or let's grab a coffee — no pressure, no jargon, just a straight read on your situation.