Ola!

Spring’s doing that funny thing where everyone shows up at once. May sales jumped, prices kept drifting down, and buyers can suddenly breathe in a bidding situation — a rare combo of more choice AND a softer sticker price.

Meanwhile governments are basically throwing money at new-home buyers (up to $130K in HST relief — yes, really), the Bank of Canada is parked at 2.25% before its June 10 call, and Waterloo keeps quietly being the best-value corner of the map. Let’s dig in.

1. May sales climb, prices keep slipping
• 6,583 GTA homes sold in May — up 6.3% YoY and 10% month-over-month (seasonally adjusted).
• Average price $1,069,700, down 4.6% YoY; HPI benchmark off 6.7%.
• New listings fell 18.9% to 17,698, tightening supply to 4.1 months — still balanced, but tighter than last spring.
• My take: a buyer’s window with an expiry date — fewer listings means this price softness won’t last. If you’ve been waiting, this is the sweet spot.

2. Up to $130K in HST relief on new homes
• Federal first-time-buyer GST/HST rebate is live — up to $50K back on new builds to $1M (partial to $1.5M).
• Ontario is wiping the full 13% HST on new homes to $1M for one year from April 1 — open to ALL buyers, investors included.
• Stacked together: as much as $130K off a single new-home purchase.
• My take: before anyone writes a resale offer, let’s run the new-build math — these rebates can flip which home is the better deal.

3. Waterloo Region: the value play
• KWC average price $755,393 in May, down 4.3% YoY but up 3.0% from April.
• Condos softest at $426,833 (-9.8%); detached $868,582 (-6.4%); balanced at 3.6 months of supply.
• Cambridge has the lowest entry prices and gains most from ION LRT Stage 2.
• My take: for buyers priced out of Toronto, KW is where your dollar still stretches — especially condos right now.

4. Rates hold; fixed mortgages steady near 4%
• Bank of Canada has held at 2.25% for four straight decisions; another hold is expected June 10.
• Best 5-year fixed sits around 4.04% (most lenders 4.0–4.6%) as of June 5; 5-year GoC bond yield near 3.0–3.1%.
• My take: rates are stable with a slight upward lean — grab a rate hold now so a small bond move doesn’t nudge your pre-approval.

5. Hamilton & the GTHA: where the discounts are
• Hamilton Region’s average price is around $721,075, down 8.6% YoY — among the deepest discounts in the GTHA.
• March sales and listings both jumped 35%+ from February; Burlington is tipped to outperform (2–4%), Oakville stays premium (1–3%).

• My take: if Halton prices stung, Hamilton is the value escape hatch — great bones, better entry point.

Quick Hits
• Eglinton Crosstown (Line 5) is running and now operates to ~1:20 a.m. — a genuine selling point for nearby listings.
• Mississauga’s Hazel McCallion LRT slips to spring 2028 on contractor disputes — a longer-horizon investor play.
• Ontario + Ottawa’s $8.8B development-charge cut program is taking municipal applications (June 1–19) — cheaper new builds ahead.
• Toronto rents keep sliding: condo 2-beds asking ~$2,600, down 7.1% year-over-year; vacancy up to 4.2%.
• Tridel swept the 2026 BILD Awards (Home Builder of the Year); builder incentives like Mattamy’s “Choose Your Move” are getting aggressive.

By the Numbers
• 2.25% — Bank of Canada policy rate (next call June 10).
• $1,069,700 — GTA average sale price, May 2026 (-4.6% YoY).
• 6,583 — GTA home sales in May (+6.3% YoY).
• 4.04% — best 5-year fixed mortgage rate (June 5).
• $755,393 — Waterloo Region average price, May 2026 (-4.3% YoY).

Let’s Talk
Thinking about making a move — or just want me to translate any of this for your situation? Hit reply, or let’s grab a coffee. I read the market reports so you don’t have to, and I’d love to help you make the smart call.