Hey friend,

The Bank of Canada did its best statue impression again this week — holding at 2.25% for a fifth straight meeting — while the spring market quietly tightened underneath it. Sales up, listings way down, prices still drifting lower. The kind of split-screen market that makes headlines confusing and good advice valuable.

Meanwhile governments are throwing money at new construction (an $8.8-billion developmentcharge cut), Mattamy is betting on prefab, and the GTA condo pile keeps growing. Out in Waterloo Region, things look refreshingly balanced. Let's get into it.

The Bank of Canada holds — again

• The overnight rate stayed parked at 2.25% on June 10 — the fifth straight hold. • Macklem is threading a needle: sticky energy-driven inflation vs. a soft economy and U.S. trade uncertainty.

• April inflation ticked up to 2.8% on energy, but core eased to 2.1% — no panic, no cut.

• For you: variable payments aren't moving, and there's no rate-cut miracle to wait for — buy on the home, not the forecast.

Spring sales rise, but buyers hold the cards

• GTA sales hit 6,583 in May, up 6.3% year-over-year — buyers are back.

• Average price slipped to $1,069,700 (-4.6% YoY); the benchmark is off 6.7%.

• New listings fell 18.9% to 17,698, quietly tightening things beneath the soft prices.

• My read: this is a window — less competition, prices off peak. Buyers can negotiate; sellers who price to today still move fast.

Governments open the wallet for new builds

• Ontario and Ottawa launched an $8.8-billion Development Charge Reduction Program; municipal applications run June 1–19.

• The aim: cut development charges 30–50% for three years to revive stalled projects and trim new-home costs.

• The federal first-time-buyer GST rebate (up to ~$50K) is now law and claimable.

• Ontario's bigger universal HST cut (~$80K more) is announced but not yet enacted — so on new builds, we time around what's actually in force.

Waterloo Region finds its balance

• Region-wide average is around $755K (-4.3% YoY) — a value story next to Toronto.

• KW's benchmark sits at $649,700 (-8.8%); Cambridge at $676,100 (-7.7%).

• Inventory is tightening (~2.2 months for detached) and good listings are drawing multiple offers again.

• Priced out of the 416? KW deserves a serious look — detached under $870K and offers coming back.

The condo glut and Mattamy's prefab pivot

• Developers are reportedly sitting on roughly $20 billion in unsold GTA condos.

• The assignment market is effectively frozen — many pre-con investors are underwater.

• Mattamy is pivoting to prefab (its Stelumar venture) and cancelled Clove (Etobicoke) and Clockwork 4 (Oakville); Tridel won BILD Home Builder of the Year.
• Holding a pre-con unit closing soon? Let’s strategize early — and for cash buyers, resale condos are the most negotiable in years.

Quick Hits
• Toronto average rent is $2,399/month, down ~3% YoY as condo investors compete for tenants.
• Best 5-year fixed is near 3.99%, but the big-bank average is closer to 4.93% — shop your rate.
• Canada’s 2026 plan cuts new study-permit admissions ~50% to ~155,000; population is projected roughly flat.
• Ontario is consulting on a province-wide ~175 m² minimum-lot-size standard.

By the Numbers
• 2.25% — Bank of Canada policy rate (5th straight hold)
• $1,069,700 — GTA average selling price, May 2026 (-4.6% YoY)
• 6,583 — GTA home sales in May (+6.3% YoY)
• -18.9% — GTA new listings vs. a year ago
• ~$755K — Waterloo Region average price (-4.3% YoY)

Let’s Talk
News is noise until it’s about your address. If any of this has you wondering what it means for your move — buying, selling, or just curious what your place is worth today — hit reply or grab a coffee with me. No pressure, just straight talk.