

MARKET REPORT

APRIL 2026

TORONTO REAL ESTATE

MARKET OVERVIEW

The Greater Toronto Area (GTA) housing market in March 2026 reflects a landscape shaped by both uncertainty and emerging opportunity. Ongoing global and economic events continue to weigh on buyer sentiment. Concerns around supply chains, the rising cost of living, and broader economic uncertainty have prospective buyers questioning what to believe. For some, committing to a five-year mortgage remains a significant challenge—particularly when employment outlooks feel less certain and negative headlines persist.

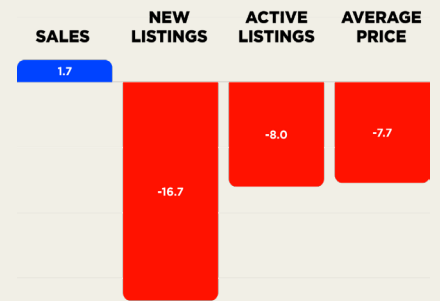
“ This dynamic—higher sales alongside fewer new listings—resulted in tighter resale market conditions compared to last year. ”

As a result, many buyers remain on the sidelines, caught in the middle—wondering whether home values and sales activity will continue to decline or whether today’s conditions represent a window of opportunity. At the same time, reports of stronger performance in specific micro-markets are adding to the complexity of decision-making.

There have also been positive policy developments. Recent announcements from federal and provincial governments regarding HST and development charge relief represent meaningful affordability initiatives designed to stimulate new home construction and sales activity. However, there has not yet been clear evidence that these savings are being passed on to buyers, and the industry has not seen these incentives reflected in end pricing to date. The hope remains that builders will ultimately pass these savings on to buyers, further supporting housing affordability and market momentum. It will be important for governments to actively monitor outcomes to ensure these intended benefits are realized.

Signs of pent-up demand are becoming increasingly evident. More buyers especially in low rise are actively researching the market, educating themselves, and positioning to take advantage of improved affordability. This is translating into increased inquiries and a gradual rise in offer activity—particularly in neighbourhoods with historically strong demand and limited supply. As we move further into the spring market, this trend is expected to continue, with growing confidence among buyers

YEAR-OVER-YEAR MARCH 2026



Source: Toronto Regional Real Estate Board

MARKET PERFORMANCE

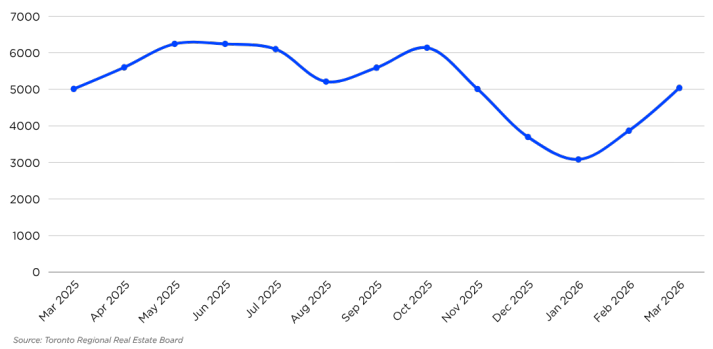
It’s reported by the Toronto Regional Real Estate Board (TRREB), 5,039 homes were sold through the MLS® System in March 2026, representing a 1.7% increase compared to March 2025. Meanwhile, new listings totalled 14,442, marking a 16.7% decline year-over-year.

This dynamic—higher sales alongside fewer new listings—resulted in tighter resale market conditions compared to last year. This trend is consistent with typical seasonal patterns, where inventory tightens ahead of the spring market. Importantly, selling prices remained lower than March 2025 levels, continuing to support improved affordability as we move into the spring market. Month-over-month and year-over-year activity suggests a market that is stabilizing, rather than continuing to decline.

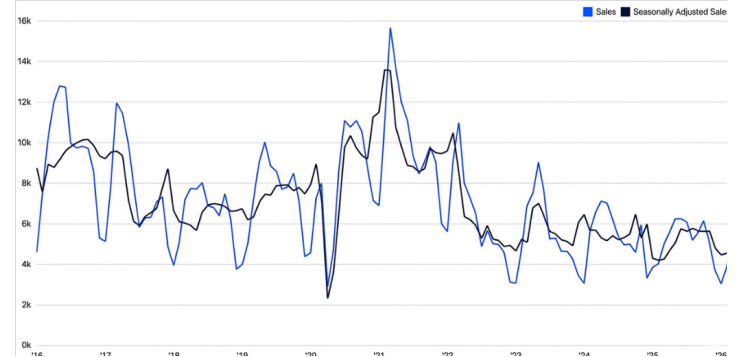
that prices are stabilizing and may not decline significantly from current levels. The result is a market where uncertainty still exists—but so does opportunity.

Buyers remain cautious, but many are no longer standing still. Instead, they are preparing, learning, and selectively acting. Sellers, meanwhile, must recognize that success in today’s environment is increasingly tied to accurate pricing, strong presentation, and an understanding of neighbourhood-specific dynamics, rather than relying on broader GTA averages. In fact, the March 2026 market reinforces a familiar truth in Toronto real estate: while the overall market may appear measured, micro-markets with tight supply and consistent demand are already demonstrating stronger activity. In the low-rise segment, which includes detached, semi-detached, and townhomes, sales were down 4% year-over-year while new listings declined by 16%, marking the second consecutive month of declining inventory. This trend was not widely anticipated, as many expected more homeowners to enter the market amid affordability discussions. Instead, many sellers appear to be waiting for stronger conditions before listing their homes.

SALES VOLUME Year to Date | March 2025 - March 2026



SEASONALLY ADJUSTED FIGURES 2016-2026



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CONDOMINIUM MARKET & EMERGING SUPPLY TRENDS

Much has been reported about the current condominium market—particularly elevated inventory levels and the time required for builders and buyers to work through existing supply. There is also consistent commentary around developers slowing or pausing new construction until current inventory is absorbed.

However, an important and often underreported trend is emerging. A significant number of unsold condominium units are being absorbed in bulk and in many cases converted into rental housing, increasing available rental stock in the short term. While this helps address immediate rental demand, it may have longer-term implications. One notable example is the launch of the GTA Rental and Affordable Housing Initiative, a fund expected to be capitalized with a minimum of \$1.3 billion. This initiative is designed to acquire newly completed, unsold condominium units across the GTA and convert them into long-term rental housing. In the near term, this program is expected to deliver approximately 2,200 rental units, including around 550 affordable units that will be protected in perpetuity through title-based agreements. These affordable rents are anticipated to be set at the lower of 25% below local market rent or 30% of median gross household income across the GTA. This initiative is being viewed through two lenses. On one hand, it represents a meaningful opportunity to strengthen rental supply and improve affordability. On the other, there is growing industry discussion that it may also serve as a form of soft support for builders navigating elevated inventory levels and slower sales activity.

While beneficial in the short term, this shift will contribute to a mid- to long-term supply constraint in the ownership market. As fewer new projects are launched and more existing units transition to rental use, the pipeline of future housing supply could tighten—ultimately placing upward pressure on prices over time.