

TO MY VALUED CLIENTS

Two-thirds of Canadians say there’s no such thing as the perfect time to buy a house: survey

Economic uncertainty and rising costs are reshaping how prospective buyers approach the market, according to RBC’s latest Home Ownership Poll. The survey found 64 per cent of Canadians believe there is no ideal moment to purchase, even as nearly half of prospective buyers - those planning to buy within two years - view current conditions as an opportunity. The contradiction reveals a market split between those seeing a window to act and those dealing with uncertainty over inflation, interest rates and economic volatility.

“Rising costs and shifting economic conditions have made every step of the homebuying journey feel higher-stakes, and the pressure of whether to act is weighing on Canadians” said Janet Boyle, senior vice-president of home equity finance at RBC.

As usual, your client referrals are both highly valued and greatly appreciated. Until next time, take care!

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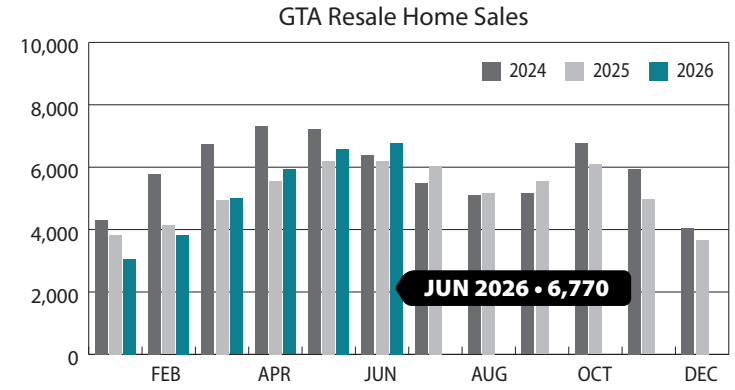
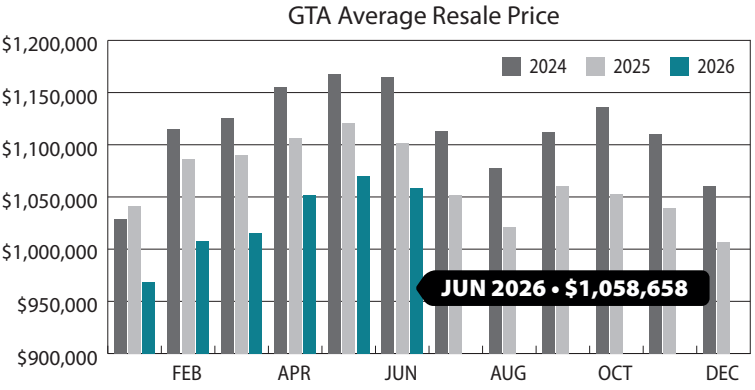
JULY/AUGUST 2026
PREFERRED CLIENT UPDATE
SERGEI'S
MARKET NEWS

GTA MARKET GAINS TRACTION WITH STRONG SECOND QUARTER SALES

Market Highlights

- June sales of 6,770 units were up sharply by 9.4% versus last year and first half 2026 sales edged up by 1.0% despite a weak first quarter
- While sales increased strongly in the second quarter, new listings entering the system declined substantially over the same period which augurs well for renewed price growth in the second half of 2026
- While the average selling price (\$1,058,658) was down by 3.9% compared to June 2025, on a month-over-month seasonally adjusted basis, both the average selling price and MLS® HPI Composite were up slightly versus May 2026
- With strengthening sales and fewer new listings, the market is poised for continued recovery over the next six months

Average Resale Price	Jun 2026	Jun 2025
-3.9% year year	\$1,058,658	\$1,101,854
Resale Home Sales	Jun 2026	Jun 2025
+9.4% year year	6,770	6,191
New Listings	Jun 2026	Jun 2025
-12.9% year year	17,282	19,847



for more detailed GTA statistics: SERGEIMENDELEV.INFO



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Smoke and carbon monoxide safety tips every homeowner should know

Smoke and carbon monoxide alarms are among the most important safety devices in a home, yet many homeowners overlook basic maintenance. A detector that’s missing, installed in the wrong space or one that has a low battery can’t do its job properly when it needs to. Keeping your family safe is of the utmost importance — and following these simple tips to maintain the life-saving units will do just that.

Where alarms should be installed

Since a fire can start anywhere in your home, smoke alarms should be installed on every single storey of your property. That includes the basement, as well as having one outside all sleeping areas. If bedroom doors are closed overnight, you may even want to consider installing one inside to make sure all sleeping occupants of the home are protected.

Placing smoke alarms too close to your kitchen, heating vents or areas where other fumes and airflow frequently pass can trigger nuisance alarms that disturb your household.

Smoke detectors aren’t the only kind that should be installed in your home. Carbon monoxide detectors should also be installed (or plugged in) on every level and outside all sleeping quarters. In particular, homes with fuel-burning appliances such as furnaces, gas fireplaces, water heaters or attached garages should always have working carbon monoxide detectors. An alarm can be the only warning that dangerous levels are present because carbon monoxide is colourless and odourless.

How often to test and replace batteries

About once a month, homeowners should press and hold the test button until the alarm on their smoke detector sounds. This confirms that it is working — and it lets the household know what sound to look out for in the event of a fire.

If your alarms use replaceable batteries, be sure to

change them annually or whenever the unit begins chirping and indicating low battery power. Most newer alarms come with sealed 10-year lithium batteries that don’t require annual replacement, but they should still be tested monthly.

Gently vacuuming around detectors once or twice a year is also recommended, as dust, cobwebs and debris can build up over time and affect their performance.



Signs detectors may need replacement

Smoke and carbon monoxide alarms won’t last for a lifetime. Smoke alarms should typically be replaced every 10 years from the manufacturing date, while carbon monoxide alarms tend to have a lifespan of between 7-10 years. Check the label on the back of the unit to confirm its age.

It’s important to replace any detector immediately if it’s damaged, doesn’t respond during testing or continues to malfunction after replacing the batteries. If you’re renovating, painting or replacing ceilings, ensure detectors are reinstalled correctly once work is complete.

Common mistakes homeowners make

Without even realizing it, homeowners may reduce the effectiveness of their alarms through simple oversights. Removing batteries to stop nuisance beeping and forgetting to replace them is one of the most common causes. Others assume hardwired alarms don’t require testing, when in reality they still need regular checks and often contain backup batteries.

It’s also important not to paint over detectors or block them with furniture or storage. Alarms need unobstructed airflow to detect smoke or carbon monoxide quickly.

"It's important to replace any detector immediately if it's damaged, doesn't respond during testing or continues to malfunction after replacing the batteries."



Is A SPRINKLER SYSTEM WORTH THE INVESTMENT?

Installing an automatic sprinkler system is a significant investment, but it can make lawn care easier while helping maintain a healthy, attractive property. For homeowners who value convenience and curb appeal, it may be money well spent.

What does it cost? The price depends on the size of your yard, soil conditions, and the complexity of the system. Materials typically cost between \$500 and \$1,000, while professional installation generally ranges from \$2,000 to \$10,000. A mid-range system, including design, permits, installation, and winterization, often costs around \$7,000.

Why install one? An automated irrigation system waters your lawn and gardens consistently, helping plants thrive while reducing the time spent dragging



hoses or moving sprinklers. Many systems include timers and weather sensors that adjust watering schedules, improving efficiency and reducing water waste.

Long-term benefits. Healthier grass and landscaping can lower maintenance costs by reducing the need for lawn repairs or plant replacement. Efficient watering may also help reduce water bills over time, particularly during hot, dry summers.

Boosting curb appeal. A lush, well-maintained lawn creates a strong first impression and can enhance your home's curb appeal. While a sprinkler system won't guarantee a higher selling price, attractive landscaping can help your property stand out and appeal to potential buyers.

"it can make lawn care easier while helping maintain a healthy, attractive property."

4 Condo Maintenance Tips To Protect Your Resale Value

Condo fees cover many building expenses, but maintaining the inside of your unit is still your responsibility. Regular upkeep not only keeps your home comfortable, it also helps preserve its value when it's time to sell.

Service your HVAC system. Your heating, cooling and ventilation systems work year-round. Even if your condo corporation replaces filters or performs routine maintenance, scheduling a professional inspection once a year can improve efficiency, extend equipment life and help prevent costly repairs.

Deep clean twice a year. Routine cleaning isn't enough. Every six months, tackle carpets, grout, showers, tubs, baseboards and other hard-to-reach areas where dirt, mould and mildew can accumulate. A thorough cleaning helps prevent long-term damage and keeps your condo looking its best.

Maintain your appliances. Give your refrigerator, dishwasher, washing machine and other major appliances more than a quick wipe-down. Clean refrigerator coils, appliance filters and detergent trays regularly to improve performance and reduce the risk of breakdowns. If you’re unsure how, the owner's manual or online videos can help.

Watch for electrical issues. Leave major electrical work to licensed professionals, but stay alert for warning signs such as hot outlets, damaged wiring, flickering lights or frequently tripped breakers. Addressing small problems early can prevent expensive repairs and improve safety.

A well-maintained condo is more attractive to buyers and can help protect your investment for years to come.

