

New year poised to be an active real estate year

Mario Fazio - January 2026

This year, 2026 will be a year where real estate activity continues to rebound so you must be ready early, whether you're buying or selling.

For buyers, you need to be pre-approved by a financial institution so you know where you stand before you attempt to purchase. Our balanced market will give you more choices and more room to negotiate, but having a strong knowledgeable experienced negotiator is key. Check out relators that have proven track records of closed transactions, not just fancy self-advertising hype. Interest rates are moving down and people from other areas are moving here which will lead to less choice and more competition. Getting a jump on the process is key and waiting for the traditional spring market could cost you thousands.

Sellers have to have realistic expectations and must prepare for their sale. Start with an experienced realtor assessment of what you need to do to put your house in the best selling light. Avoid costly advice to do major renovations, simple paint and overall condition/maintenance of the house and property are your best bet for a maximum price. Presentation and delivery is key and a strong realtor that can do both will give you your best chance. Typically, the amount of days on the market is longer than in the past, so be prepared to have your house on display for a greater length of time.

So, to conclude, just like in 2025, single family homes in all price ranges will lead the sales activity as people get back to their personal needs for housing. Investment and rentals properties will continue to decline in value as there is currently an oversupply of rental property. New housing has slowed to a crawl, and the cost of labour and material is still rising causing higher prices for new homes. This will push prices up for resale houses. Some good "near new" will come available as people pass up new homes but jump into these cheaper purchases.

Real estate sales will continue no matter what the economy does and having the right realtors will give you the edge on the competition.