

U.S. TARIFFS

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SIMCOE COUNTY

REAL ESTATE



REAL ESTATE BROKERAGE

How Will New Tariffs, Rate Cuts & Market Uncertainty Affect Your Home Sale?

If you're considering selling your home, you may be wondering how recent market shifts will impact your sale price and timing. With new tariffs on construction materials, interest rate cuts, and growing market uncertainty, understanding these changes is crucial to maximizing your home's value.

The real estate market in Simcoe County and York Region is shifting, and the next few months could be a turning point. With higher construction costs and potential interest rate cuts fueling buyer demand, is now the right time to sell? Let's break it down.

Short-Term Impacts (0-12 Months):

1. Pre-Construction Prices Are Rising

Higher costs for builders due to a 25% tariff on steel, aluminum, and lumber could push more buyers toward resale homes—boosting demand for your property.

2. Lower Interest Rates Could Bring More Buyers

The Bank of Canada's rate cut has reduced borrowing costs. If more buyers enter the market, home prices may increase due to heightened competition.

3. Limited New Home Supply Means More Demand for Resale Homes

Rising material costs may cause developers to delay or cancel projects, making resale properties more attractive to buyers.

4. Renovation Costs Are Climbing Too

If buyers are priced out of new builds, they may look for move-in-



ready homes rather than fixer-uppers—making well-maintained resale homes even more desirable.

5. **More Buyers Are Coming Back to the Market**

With rates dropping and concern over rising home prices, sidelined buyers are re-entering the market. If you list now, you could capitalize on increased demand.

Long-Term Impacts (12+ Months):

1. **Luxury and Custom Homes Will Cost More**

Homes with high-end finishes and imported materials may see the biggest price jumps, impacting affordability for buyers in these segments.

2. **Pre-Construction Price Increases Could Benefit Sellers**

As new home prices rise, resale properties may become a more attractive and cost-effective option.

3. **Limited Inventory Could Keep Prices Strong**

If fewer homes are built and demand stays high, resale prices could continue to rise due to supply shortages.

4. **More Rate Cuts Could Push Prices Higher**

While lower rates help buyers afford more, they also increase competition—driving home prices up.

5. **Off-Market Pre-Listings Are Gaining Popularity**

Sellers who leverage exclusive pre-listing programs may attract serious buyers before competition heats up. Faris team has a pre-listing program that gets buyers interested in your home before they hit the market.



Bottom Line: Should You Sell Now?

- **Looking to Maximize Value?** Selling now could help you benefit from growing buyer demand and limited inventory.
- **Waiting for a Market Shift?** Prices may continue rising if rate cuts drive competition.
- **Want a Competitive Edge?** Exclusive pre-listing access can connect you with serious buyers before your home hits the open market.

We're here to support.

As of today, there's still a lot in flux, and making the right move at the right time could earn you thousands. Our team is here to help you navigate the shifting market with expert advice. Feel free to reach out to our team at any time.

