

THE PENZO PRESS

Guiding you home.

FEBRUARY MARKET UPDATE

A MARKET IN MOTION

We hope you had a cozy and joyful Family Day weekend!

February has brought a shifting market with more inventory and renewed opportunity. With 17,000+ properties on the market in January, buyers have enjoyed more options, and freeholds in the 416 are holding strong.

Confidence is building and luxury sales are picking up—when the perfect home appears, buyers act. Remember the luxury tax? It's now fully absorbed into the market and less of a concern.

MARKET TRENDS & PRICING INSIGHTS

- 01 | Luxury homes over \$5 million are trading at competitive levels
- 02 | Well-priced homes in **North & East Toronto** are selling fast
- 03 | Strategic pricing is **driving results across all segments** in the GTA



BUYERS ARE READY – SPRING WILL BRING MOVEMENT

Many buyers are waiting, but not for long. A short winter (thank you Warton Willie) and a more stable spring signal renewed activity. Historically, March brings momentum, and we see the same pattern emerging.

SPOTLIGHT LISTING



FOR SALE - 269 ST. LEONARDS AVE | LAWRENCE PARK

5+1 BEDS | 5 BATHS

\$6,098,888

Exquisite custom built family residence designed by architect Loren Rose and interiors by Carey Mudford. This beautifully landscaped, chateau inspired home sits on a generous 50 x 150 ft south facing sunny lot. With high ceilings and a gracious center hall layout, the main level features a stunning dining room, elegant living room, mahogany study, gourmet eat-in kitchen and family room with walk-outs to rear stone terrace and garden. The second level features a spectacular primary suite with 2 dressing rooms and spa like 6pc ensuite. There are four additional bedrooms with ample closet space and two more bathrooms. The entire lower level features heated floors and has direct access to large attached garage along a walk-out to the rear garden.



[Learn More](#)

SPRING PREP: GETTING YOUR HOME READY FOR SALE

Thinking of selling? With winter in full swing, now is the perfect time to prep your home for the Spring Market. We teamed up with our partners at Homekin and Urban Blueprint to bring you the top tips for getting your home ready for Spring market.

01

HIRE A PROFESSIONAL DESIGNER

Whether for a full project or consultation, their expertise ensures impactful, budget-friendly updates to make your home shine before listing.



02

THINK LOCAL

Real estate is hyper-local! Make sure your design complements the style, character, and overall vibe of your neighbourhood.



03

MULTIPURPOSE SPACES

Flexible rooms are a must! Buyers love spaces that can adapt, like guest rooms that can double as home offices!



04

BE BOLD

Don't be afraid of bold design! Rich colors and statement accents can bring depth, character, and personality to your space.



05

SMALL UPDATES, BIG IMPACT

Small updates, big impact – Simple updates like fresh paint, updated light fixtures and new hardware can transform a space in just a week!



[Watch Video](#)

If you're considering a move this spring, now is the time to plan. Let's strategize—reach out today.

Sincerely,

The Penzo Team

Debbie, Graeme, Natasha & Rebekah



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