

# Sunil Lalit, CEO of Spark Realty, Surpasses \$1 B in Sales as Brokerage Expands Across Canada and Florida

*GTA-based brokerage Spark Realty outlines strategic growth in pre-construction and resale markets, with expanded support for Canadian-U.S. investors.*

GREATER TORONTO AREA, ONTARIO, CANADA, July 22, 2025

/EINPresswire.com/ -- [Spark Realty Inc.](#), a brokerage based in Ontario, has confirmed it has surpassed \$1 billion in completed real estate transactions. The milestone comes as the firm announces expanded investment support services across Canada and a strategic entry into Florida's Build-to-Rent sector.

Founded in the Greater Toronto Area, Spark Realty has focused its services on clients seeking both long-term appreciation and rental income. The firm's growth reflects sustained demand for investment-focused property advisory, including cross-border diversification options.

“

We don't just close deals, we build portfolios. That's the future of real estate.”

*Sunil Lalit*

## Canadian Market Footprint

Spark Realty currently supports a range of real estate markets across Canada, including:

- Toronto and the GTA: Concentration on pre-construction condos, infill developments, and resale housing
- Alberta (Calgary and Edmonton): Projects marketed for

their rental performance and investor-aligned regulations



**REAL ESTATE POWERHOUSE**

**\$1 BILLION+**  
**SALES**

**10+ years of Experience**

**UNMATCHED EXPERTISE & EXCELLENCE IN THE INDUSTRY**

**SPARK**  
REALTY INC., BROKERAGE

**SUNIL LALIT**  
BROKER OF RECORD  
SPARK REALTY INC., BROKERAGE

- Saskatchewan: Inventory positioned for affordability-focused buyers and value-oriented investors
- Mississauga, Brampton, Oakville: Services for both resale and new development opportunities

The firm states that its model combines investment strategy with personalized client guidance, targeting both individual and institutional stakeholders.

“We continue to prioritize Canadian markets as the foundation of our work, while developing services that support client portfolios across evolving regional landscapes,” said Broker of Record Sunil Lalit.

#### Resale Services and Strategic Support

In addition to its pre-construction specialization, Spark Realty maintains a comprehensive resale practice. The firm provides support in pricing, marketing, staging, and negotiation, paired with investment-oriented insights such as cap rate analysis, absorption metrics, and projected holding costs.

This integrated model allows clients, from first-time homebuyers to portfolio owners, to navigate resale decisions with both residential and investment considerations in mind.

#### U.S. Expansion and Cross-Border Support

To meet growing demand from Canadian investors exploring U.S. markets, Spark Realty has introduced services in Florida. The new offering includes:

- Investment property sourcing in select Build-to-Rent zones
- Advisory on taxation, legal compliance, and financing for Canadian buyers
- Market assessments focused on rental yield, local legislation, and entry cost

The firm views Florida as an accessible option for clients interested in cross-border asset diversification.

“We are adapting our service delivery to reflect client demand for opportunities that span both sides of the border,” Lalit noted.

#### Relationship-Centered Approach

According to the firm, [Spark Realty's](#) growth has been shaped by its long-term relationships with clients and internal mentorship culture. Training programs for agents emphasize investment fundamentals, ethical practices, and market timing analysis.

Rather than prioritizing volume, the brokerage cites client retention, repeat engagements, and community involvement as drivers of its expansion. The firm continues to work with both individual homebuyers and investors pursuing structured, data-supported acquisitions.

## Digital Communication and Educational Focus

Spark Realty publishes frequent updates through its website and social media channels. These include commentary on pre-construction launches, resale activity, and region-specific housing trends. Its public-facing platforms, Instagram, Facebook, LinkedIn, and YouTube, aim to provide clients with transparent, accessible information for real estate planning.

These educational efforts are part of a broader strategy to help clients assess timing, pricing, and development suitability with confidence.

## Recognition and Industry Visibility

Spark Realty has been nominated for multiple industry recognitions, currently under review by third-party platforms. These include:

- Top Investment Brokerage – Ontario
- Best Pre-Construction Advisory in the GTA
- Most Trusted Brokerage for Cross-Border Real Estate

These awards, if granted, would reflect the firm's growing footprint and visibility within both Canadian and U.S. markets.

## Outlook

As the firm looks ahead, it plans to continue developing services focused on long-term investment value, sustainable market entry, and portfolio development. According to leadership, its future direction will focus on providing tools, partnerships, and guidance aligned with clients' financial goals.

Sunil Lalit

Spark Realty Inc., Brokerage

+1 905-997-2300

[email us here](#)

Visit us on social media:

[LinkedIn](#)

[Instagram](#)

[Facebook](#)

[YouTube](#)

---

This press release can be viewed online at: <https://www.einpresswire.com/article/833018716>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2025 Newsmatics Inc. All Right Reserved.