

REAL ESTATE REPORT FOR DURHAM REGION

How's The Market, Shannon?

Enright Real Estate Communications Timeline

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|--|--------------|
| First of the month - Neighbourhood Watch | YOU ARE HERE |
| Middle of the Month - ERE Newsletter | |
| Third week of the Month - Dinner Party Did You Know? | |

The news is full of stories about tariffs. One political party says this, the other says that—and in the middle of it all, a wave of uncertainty washes over us. I'm hearing it from clients, I'm seeing it in the headlines, and there's a general sense of anxiety about where things are headed.

And then... I looked at the March 2025 real estate stats for Durham Region.

After a bit of a pause in February, March came in swinging:

- 36% more listings hit the market (1,937 new listings, up from 1,229 in February)
- 20% more sales (671 homes sold, up 20% from February)
- Inventory rose to 3 full months (up from 2.8), giving buyers a bit more breathing room
- And for the second straight month, Days on Market (DOM) dropped—from 22 to 17

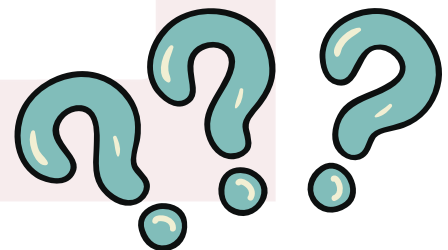
So, while the vibe out there might be doom and gloom, the math is quietly saying something different.

Sellers are confident. Buyers are active. Homes are selling faster than at any time since June 2024, when we saw an average of 15 DOM. And all of that helped the average home price in Durham nudge upward—from \$897,759 to \$911,396, a 1.5% increase. That might not make the headlines, but steady, sustainable growth? That's what builds real confidence in the market.

I know that I tend to err on the side of optimism, but you don't have to take my word for it. Read this story from Warren Buffet about how he feels. <https://tinyurl.com/n69vd8fu>

Got questions about what this means for your plans?

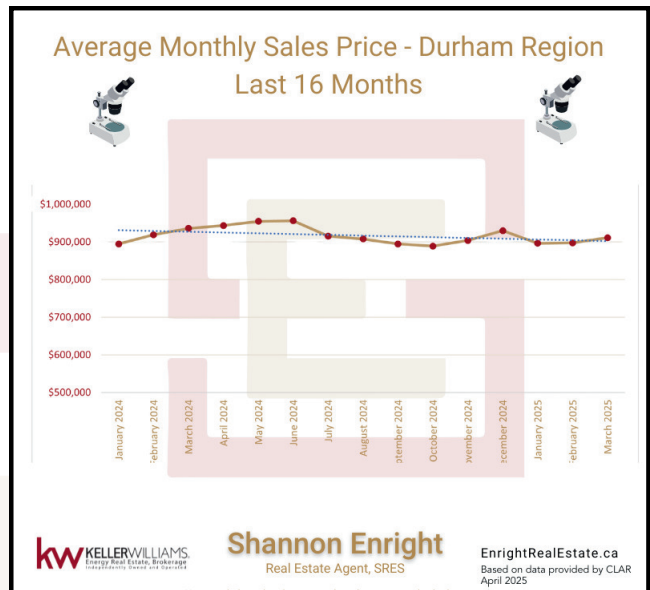
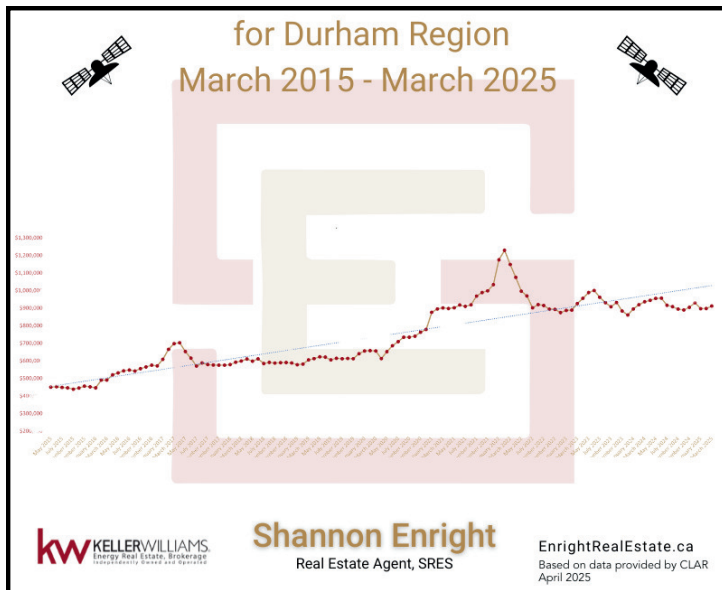
- Wondering if now's the right time to list or buy?
- Curious how these numbers affect your specific neighbourhood?
- Want to chat about strategy, timing, or just vent about the news?



Drop me a line anytime!

How can you use this information?

- If you've only just started considering a move in 2025, start by grabbing a coffee with me, your financial advisor and a mortgage broker so that you understand where your strengths and weaknesses are.
- If you were already planning to enter the Market in 2025, let me know as soon as you can, and we will have a more pointed conversation about next steps and how to achieve your goals.



Follow this link to see numbers for your town! <https://enrightrealestate.ca/durham-region-housing-reports>

Give me a like, follow, subscribe on my social media channels
<https://linktr.ee/enrightrealestate>

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Outdoor Spring Projects

Spring is a time to start planning projects that we can enjoy in the coming summer months, but safety should be part of that to-do list. Whether you're building a fence or planting a vegetable garden, find out where underground utility lines are located before you start digging. Hitting a buried natural gas line can cause serious injury and expensive repairs for you and/or your contractor. It can even be fatal.

Use this link even before you reach out to a contractor.

<https://tinyurl.com/2aa947ya>

WHEN YOU SEE RED AND ORANGE FLAGS AND/OR PAINT, WHAT DOES IT MEAN?

When someone is planning to dig, Infrastructure Owners must provide locate responses for the infrastructure they own. Unless an infrastructure owner provides a clearance, locates come with field markings, usually flags and/or paint. These field markings come in different colours, as seen below, to help identify which utility type is buried under the ground in that location.



RED
ELECTRIC



YELLOW
GAS/OIL/STEAM



ORANGE
COMMUNICATION



GREEN
SEWER/STORM



BLUE
WATER



PURPLE
IRRIGATION/SLURRY



PINK
TEMPORARY SURVEY
MARKINGS



WHITE
PROPOSED EXCAVATION



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Enright Real Estate Services

Have you ever wondered what services are included when you work with me?

Enright Real Estate Service Tiers

| | | | |
|---|---|---|---|
| Painting Budget ^{2,3} | | | ✓ |
| Landscaping Budget * ² | | | ✓ |
| Legal Fees (closing activities) ^{2,3} | | ✓ | ✓ |
| Full Professional Staging ^{1,3} | ✓ | ✓ | ✓ |
| Professional Photos, Engaging Video, iGuide Floorplan & Drone | ✓ | ✓ | ✓ |
| Geographic Social Media Advertising (Physical and Digital) | ✓ | ✓ | ✓ |
| Full Colour Brochures * | ✓ | ✓ | ✓ |
| Executive Signage | ✓ | ✓ | ✓ |
| Pre-List Home Inspection * ³ | ✓ | ✓ | ✓ |
| Professional Cleaning * ¹ | ✓ | ✓ | ✓ |
| Moving Supplies * ¹ | ✓ | ✓ | ✓ |
| Driveway Resealing * | ✓ | ✓ | ✓ |

1: More supplies/hours the higher tiers

2: Capped at a maximum cost

3: Must use approved ERE Vendors

*: Can be swapped for repairs/materials 3



<https://enrightrealestate.ca/business-partners>



Dad Jokes



Here is your reward for reading
through
this month's Newsletter!

Q: What do you call a rabbit with fleas?

A: Bugs Bunny

