



REAL ESTATE REPORT FOR DURHAM REGION

"Better to have it and not need it, than need it and not have it."

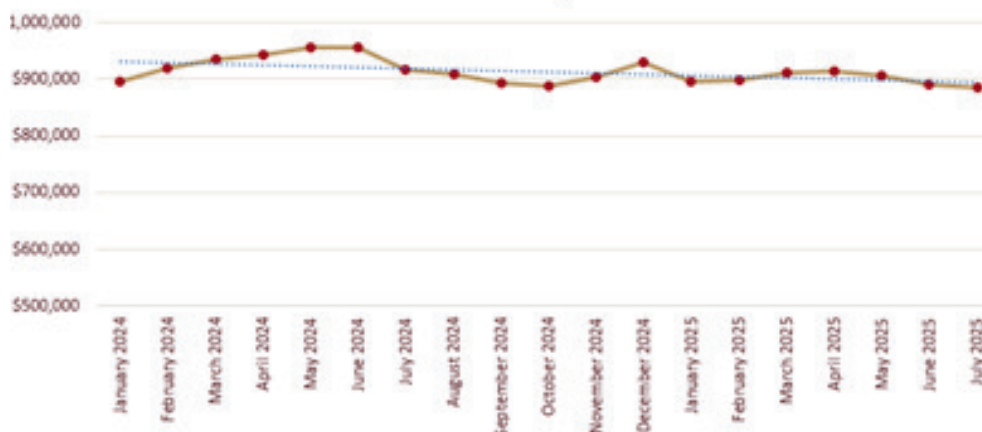
How's The Market, Shannon?

SALES TALK

July is typically a quieter sales month, and for good reason - vacations, school's out and that patio is calling! True to form, listings dropped 11% from June (200 fewer homes), nearly identical to July 2024. But here's the interesting part: sales were up - 852 this year vs. 779 last July. That's a sign of stronger buyer confidence this year compared to the previous one. Average Days on Market held steady at 21 month over month, and if you glance at the chart below, you'll see that prices have been remarkably stable since early 2024, with a mild dip in the last few months.

	Month / Year	Monthly Average Sales Price	Change in Sales Price	Percentage Change
January	2024 January 2024	\$894,825	\$34,161	3.82%
February	2024 February 2024	\$919,017	\$24,192	2.63%
March	2024 March 2024	\$936,166	\$17,149	1.83%
April	2024 April 2024	\$943,840	\$7,674	0.81%
May	2024 May 2024	\$954,942	\$11,102	1.16%
June	2024 June 2024	\$956,428	\$1,486	0.16%
July	2024 July 2024	\$915,636	-\$40,792	-4.46%
August	2024 August 2024	\$907,997	-\$7,639	-0.84%
September	2024 September 2024	\$894,499	-\$13,498	-1.51%
October	2024 October 2024	\$888,914	-\$5,585	-0.63%
November	2024 November 2024	\$904,226	\$15,312	1.69%
December	2024 December 2024	\$930,207	\$25,981	2.79%
January	2025 January 2025	\$896,611	-\$33,596	-3.75%
February	2025 February 2025	\$897,759	\$1,148	0.13%
March	2025 March 2025	\$911,396	\$13,637	1.50%
April	2025 April 2025	\$913,500	\$2,104	0.23%
May	2025 May 2025	\$905,702	-\$7,798	-0.86%
June	2025 June 2025	\$891,662	-\$14,040	-1.57%
July	2025 July 2025	\$885,259	-\$6,403	-0.72%

Average Monthly Sales Price - Durham
Jan 2024 - July 2025



So, if prices are flat and buyer confidence appears to be rising, what are mortgage rates doing?



How's The Market, Shannon?

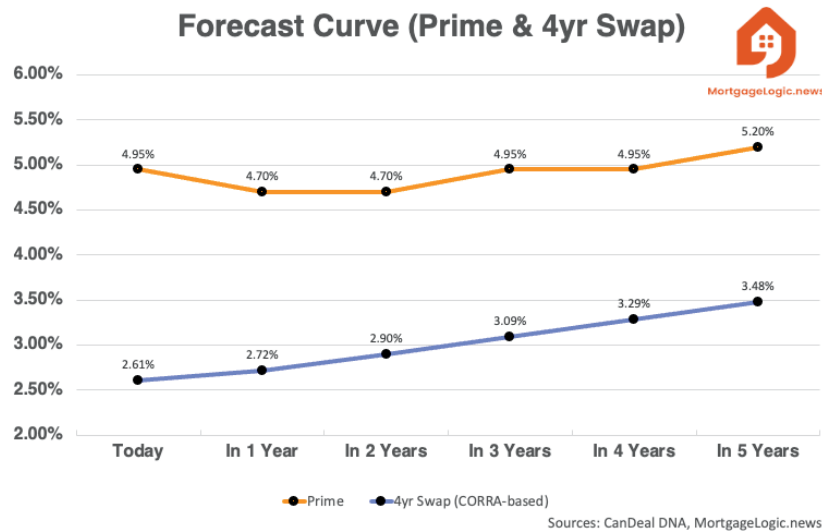
LET'S TALK ABOUT RATES

The Bank of Canada held steady again, and forecasts suggest that we will not see a change in September. From there, there's only a 50/50 chance of a small (0.25%) rate cut by December - but no guarantees. Remember, BoC announcements directly impact variable rates, not fixed ones, and fixed mortgages still rule the roost:

According to the 2025 CMHC Mortgage Consumer Survey, 62% of Canadians chose fixed, while only 25% opted for variable.

Now, here's the kicker: a forecast that I found shows that fixed rates climbing slowly over the next five years. (See the graph for details) That means if you're planning a move or refinance, today's rates might actually look good compared to what's coming.

Source article: <https://tinyurl.com/3n59622j>



Why Work With Us?

If "the market is so slow," then why did our team close 21 deals in July - a new McDougall Team record?

Why did three previously expired listings sell quickly under our care?

How did we sell a condo in four days in what many call a "dying" condo market?

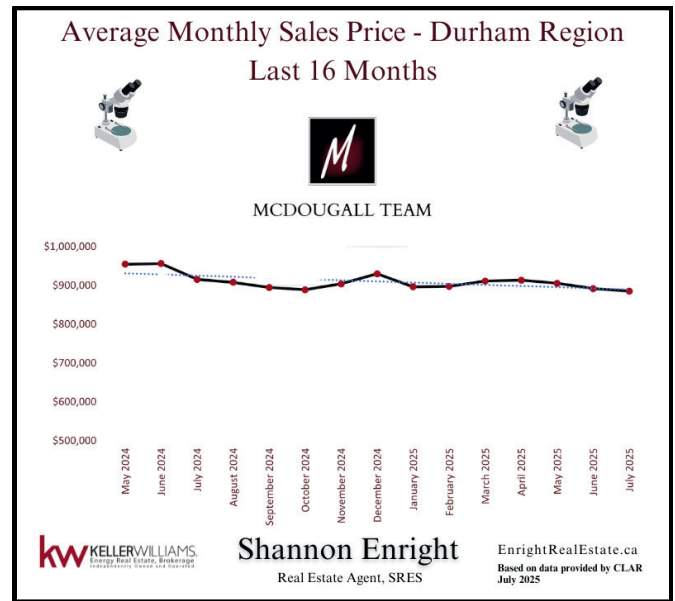
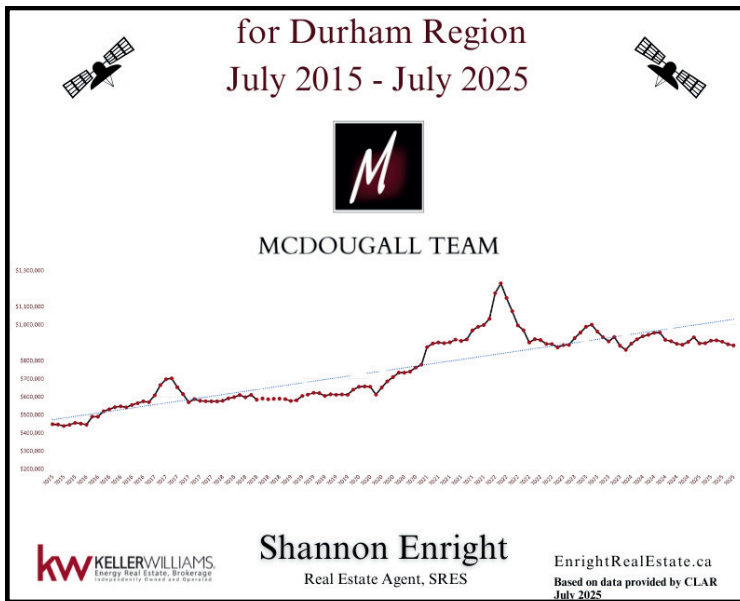
It's because success comes from experience, strategy, and effort—even in a slower market.

✓ Our advice? Do one small thing today that will help "future you."

Follow us on social, reach out with questions, or start the conversation early. We're here when you're ready.

Want to see more specific stats for your area in Durham? Follow this link to review past reports!
<https://tinyurl.com/24sskt3x>

Know someone who could use some Real Estate help right now? Send friends/family this link to my Social Feeds to check out our fit with each other! <https://linktr.ee/ShannonatMcDougall>



VISIT THE MCDUGALL TEAM WEBSITE [HTTPS://TINYURL.COM/BP9KEZRP](https://tinyurl.com/bp9kezrp)

MCDUGALL TEAM

Are you in the middle of 'Becoming'?

Life has a funny way of disguising growth - as failure, pain, or just plain hard work.

Learning something new can make us feel unqualified before it makes us feel capable. Exercise makes us feel weak before it builds strength. Facing our fears brings discomfort before it builds courage.

So, if something feels hard, it probably matters - because 'becoming' is messy. It breaks who you were to make space for who you're meant to be.

Moving is messy, too. It's chaotic. It's tiring. It's late nights packing, juggling appointments, dealing with agents, lawyers, banks... But once you're on the other side, the stress fades. You settle into something new, something better. That's why Realtors are always saying, "Congrats on your next chapter!" Because that's exactly what it is - a new beginning.

As August winds down, we enter the calm before the fall market. September brings fresh momentum: families getting settled, investors re-engaging, and sellers listing before the weather turns.

If a move is on your mind, now is a perfect time to start your conversation - even if you're just in the "thinking about it" phase.

THE BEST MOVES START WITH A SIMPLE CONVERSATION.



Dad Jokes



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

Q: How does a bee go to school?
A: It uses the school buzz!

