

# February Newsletter

REAL ESTATE REPORT FOR DURHAM REGION



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## So How's The Market Shannon



Enright Real Estate Communications Timeline

First of the month - Neighbourhood Watch

Middle of the Month - ERE Newsletter

Third week of the Month - Dinner Party Did You Know?



Many experts predicted that Buyers - who had been sitting on the sidelines - would jump back into the market, fueled by pent-up demand, lower interest rates, and the fresh start that comes with a new year. Well, as the saying goes, 'three out of four ain't bad!'...

Rates lined up as expected, and Sellers did their part by Listing their homes, but talk of potential trade tariffs between Canada and the U.S. caused a bit of a market 'stutter step' as buyers and sellers paused to see what, if any, impact it might have. If you're wondering how this all plays into your plans, let's chat!

2024	New Listings	Monthly Increase	Percentage Increase	Sales	Monthly Increase	Percentage Increase	% of Sales vs New Listings
December (2023)	472	-	-	468	-	-	99.15%
January	828	356	43.00%	539	71	13.17%	65.10%
February	1217	389	31.96%	745	206	27.65%	61.22%
March	1472	255	17.32%	859	114	13.27%	58.36%
April	1840	368	20.00%	948	89	9.39%	51.52%
May	2082	242	11.62%	907	-41	-4.52%	43.56%
June	2232	150	6.72%	877	-30	-3.42%	39.29%
July	2023	-209	-10.33%	779	-98	-12.58%	38.51%
August	1605	-418	-26.04%	709	-70	-9.87%	44.17%
September	1964	359	18.28%	672	-37	-5.51%	34.22%
October	1766	-198	-11.21%	888	216	24.32%	50.28%
November	1198	-568	-47.41%	739	-149	-20.16%	61.69%
December	486	-712	-146.50%	404	-335	-82.92%	83.13%
2025	New Listings	Monthly Increase	Percentage Increase	Sales	Monthly Increase	Percentage Increase	% of Sales vs New Listings
January	1213	727	59.93%	489	85	17.38%	40.31%

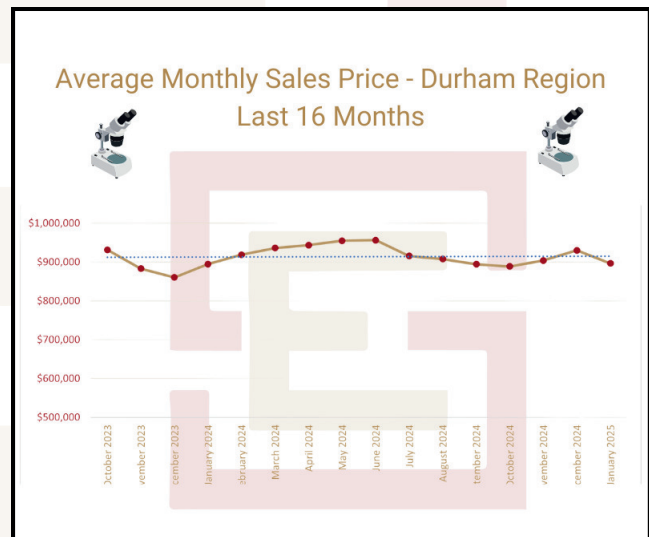
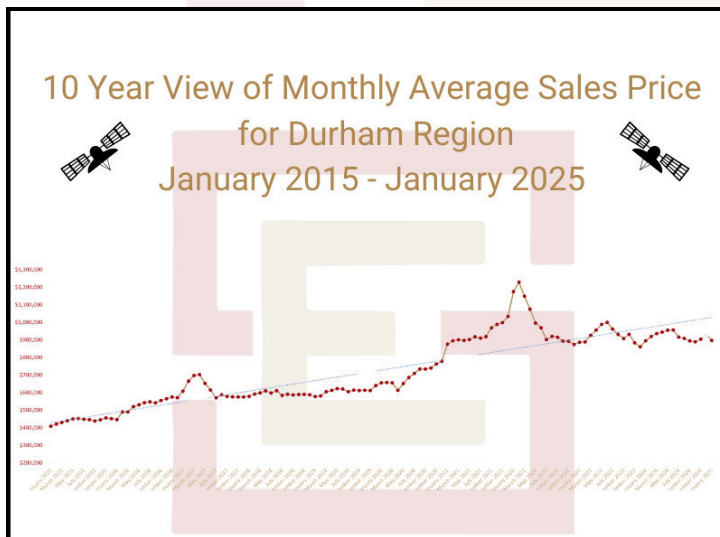
If you were selling right now and I was your Listing Agent, I'd tell you to stay patient. The Spring Market is just getting started, and we'd revisit the steps we've taken to make sure your home stands out from the competition. If you're selling and buying this season, remember - while your sale might take a little longer, your next purchase could cost you less. You can't time the market perfectly, but you can make smart, informed moves.

For buyers, this is a prime opportunity. Some sellers are feeling the pressure, and we can use that to our advantage. We'd make it clear to their agent: 'Buyers have options, home prices dipped 3.75% in January, and listings are sitting for 30 day - wouldn't your clients prefer a solid offer now rather than waiting and hoping?' Strategic moves now could pay off in a big way.

Looking at month-to-month data can sometimes make the market feel unpredictable, but zooming out tells a different story. The 'Microscope' view of the last 16 months shows the market to be very steady, without any wild swings. Look at the last 10 years (the 'Satellite view') and you'll see the market has remained strong and stable. Keeping this perspective in mind should help you move forward with confidence, regardless of whether you're buying or selling.

### 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>

Please consider clicking the SHARE button when you see my videos/posts on Social Media or send friends/family directly to my YouTube page for more information <https://tinyurl.com/yc52pwp7> !





## A Month of Love



# The Adventure Company & Slabtown Cider Co.

February can feel like a long stretch of time to me. Once the Super Bowl and Valentine's Day pass, winter starts to drag. But instead of counting down the days until spring, why not embrace the season with something new (and local!)?

Meet The Adventure Company and local guide Eric Cartlidge. With what he calls a 'Degree in How to Play Outside,' Eric offers guided snowshoeing in the winter, paddleboarding in the summer, and hiking year-round, catering to all skill levels and even incorporating elements to support mental well-being. He's teamed up with Slabtown Cider Co., an orchard-based farm-to-table restaurant in Uxbridge, to offer adventure-and-supper deals - because what's better than earning your reward?

Check out my interviews with both of them here, where you'll also find their contact details. Give them a look - you might just find your next favourite local spot!

YouTube: <https://tinyurl.com/mr4ck849>

## turkey update

To kick off the 2025 Turkey Drive I ran two football pools and thanks to you we made a real impact!

The first was a bracket pool (pick the winner from each matchup), and I am pleased to share that we raised \$150 from our 30 participants! The second pool was the props pool, which is so simple you could flip a coin and still

have a shot at winning! We only had 14 participants for that one, which likely played a part why Lady Luck will allow yours truly to win! Lol The total from the two pools was \$290, (which I will round up to \$300) which is enough to provide Christmas dinners for six families! A huge thank you to everyone who took part! I hope you had fun, and I truly appreciate your support.

If you're saving pull tabs from Super Bowl weekend (or anytime), let me know! I'm happy to collect and deliver them to the Charles Best Center in Whitby, where they help fund diabetes research. Every little bit helps!





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 [www.EnrightRealEstate.ca](http://www.EnrightRealEstate.ca)

## Enright Real Estate Services

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

### Enright Real Estate Service Tiers

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

My wife said I should do lunges to  
stay in shape.

That would be a big step forward.

