

MARCH 2025

# March Newsletter



ENRIGHT  
REAL ESTATE

REAL ESTATE REPORT FOR DURHAM REGION



## Fear Of The Unknown: Tarrifs & Real Estate

### 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?

YOU ARE HERE

In 1975, Steven Spielberg unleashed Jaws, and suddenly, everyone was afraid to go into the water. The genius of the film wasn't only that people are terrified of sharks - it was that you barely saw it until the very end, allowing the fear to build. Adding to the suspense was the eerie dun-dun, dun-dun music, which started slow and built to a frantic pace, sending audiences into a panic.

Why did this work so well? Because fear of the unknown is powerful and it makes us feel like we're not in control.

A national event, such as the current situation with tariffs between Canada and the U.S., is a great real-life example of how fear can affect people. So, instead of letting the "shark" stay hidden, let's pull back the curtain on what a tariff actually does.

### What is a Tariff?

Let's imagine that Country A sells a product for \$100, and Country B imposes a 25% tariff on that product. Now, anyone in Country B who wants to buy it - whether to keep it themselves or for use as a component in something else - must now pay \$125:

- \$100 to the seller in Country A as the cost of the product
- \$25 to Country B's government as the tariff



With that established, what are some possible effects?

- The importer in Country B stops buying the product because it's now too expensive. The seller in Country A loses that business, and Country B's government doesn't collect a tariff, since no sale (import) took place.
- Importers in Country B accept the higher cost but pass the expense on to consumers by raising prices.
- The Importer looks for alternatives - this could mean sourcing a locally made version, finding a substitute, or researching suppliers in Country C or D.

## How Do Tariffs Affect Real Estate?



One of the most direct impacts of tariffs will come in the form of rising construction costs. Materials like lumber, steel, aluminum, and electrical components - often sourced from or passing through the U.S. - could become more expensive. That means higher costs for new builds and major renovations. Alternatively, Canadian builders may look to source similar materials domestically, which could shift pricing and availability over time.

For resale homes, the effects will likely be more indirect. As prices for groceries, goods, and services fluctuate, household budgets may tighten, and concerns about employment may rise. This uncertainty could lead many Canadians to take a more cautious approach until they feel financially stable again.

We've all heard the phrase "Buy low, sell high," but fear can sometimes overshadow opportunity. Markets adjust, new opportunities emerge, and history has shown that those who take a strategic approach to real estate often position themselves for success. Real estate remains a long-term investment that has consistently proven its resilience.

So, if 2025 is going to be your year, stay informed, work with knowledgeable professionals, and focus on your personal financial goals so that you can make confident decisions—despite any short-term uncertainty.

### What's next for Canada

The current situation is a powerful reminder of an old saying: don't put all your eggs in one basket. Canada will likely make diversification a priority in future trade decisions to reduce the risk of facing this level of disruption again.

I'm confident that we'll see a surge in national pride, alongside a more thoughtful approach to how we spend and invest. The key is to stay informed - ask questions, research different perspectives, and ensure your decisions are based on a well-rounded understanding. (Which, let's be honest, is great advice for just about anything!)

One of the most incredible takeaways from all this has been the overwhelming shift toward 'Made in Canada'. There have been few moments in recent history where Canadians have so passionately and unanimously rallied around a common cause. While some companies may be American owned, please remember that many of them operate entirely on Canadian soil, rely on Canadian suppliers, and employ a 100% Canadian workforce.

### Final Thought: Replace Fear with Confidence

Finally, cut yourself some slack. We're not all economists or trade experts. But we can learn, adapt, and grow. When we do that, we remind ourselves that THE SHARK ISN'T REAL - and that's when we replace fear with confidence.

# So How's The Market Shannon



By now, you know my approach - understand the current stats, compare them to recent months, and put them in historical context.

| 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%                     |
| February | 1229         | 16               | 1.30%               | 555   | 66               | 11.89%              | 45.16%                     |

In February, the number of new listings was nearly identical to January's, with a slight increase in sales. However, there's still no clear sign that the Spring Market has arrived just yet.

At the current pace of sales, it would take 2.8 months to sell every available home—assuming no new listings hit the market.

| 2024            | Months of Inventory | Days on Market |
|-----------------|---------------------|----------------|
| December (2023) | 1.8                 | 25             |
| January         | 1.4                 | 33             |
| February        | 1.1                 | 20             |
| March           | 1.1                 | 13             |
| April           | 1.6                 | 11             |
| May             | 2.1                 | 14             |
| June            | 2.5                 | 15             |
| July            | 2.9                 | 19             |
| August          | 3.1                 | 23             |
| September       | 3.5                 | 22             |
| October         | 2.5                 | 23             |
| November        | 2.5                 | 24             |
| December        | 3.1                 | 30             |
| 2025            | Months of Inventory | Days on Market |
| January         | 2.9                 | 30             |
| February        | 2.8                 | 22             |
| March           |                     |                |
| April           |                     |                |
| May             |                     |                |
| June            |                     |                |
| July            |                     |                |

One key takeaway from this month's stats is the notable drop in "Days on Market" from January to February as homes sold more than a week faster on average. This is the first significant decline we've seen since this time last year. This tells us that active buyers were securing homes more quickly, which ties in nicely with this month's newsletter theme of recognizing opportunity (buy low).

While it's just one month of data, the timing is interesting as we heading into the traditional Spring Market. March Break often signals the start of increased activity, and next month's numbers should give us a clearer picture of what's ahead.

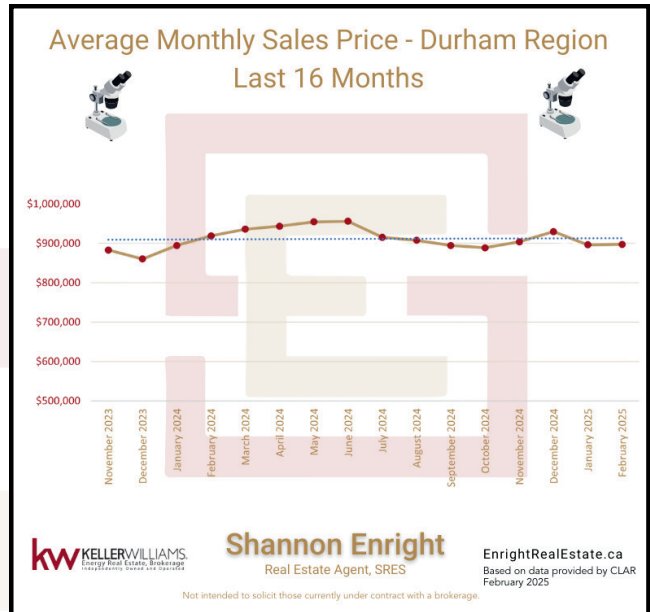
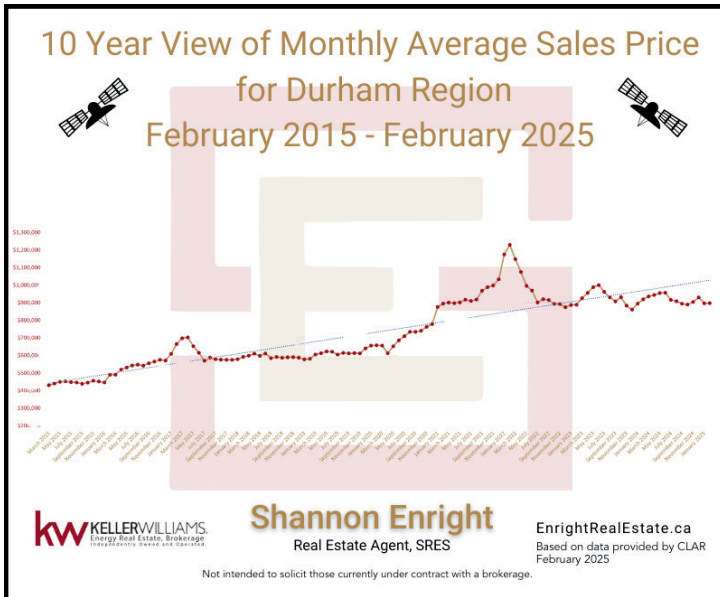
Are you ready to act when the right opportunity comes along?

- ✓ What steps have you taken to make your decisions easier?
- ✓ Where could you use some guidance?

Let's get you prepared! Reach out, and we'll put together a strategy and to-do list that sets you up for success.

## 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.



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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> !







## 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!

Where do sheep go for spring  
break?

The Baa-hamas

