

REAL ESTATE REPORT FOR DURHAM REGION

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?

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Let's set the table with looking at April's statistics. There were 2,135 new listings, 769 sales, 3.2 Months of Inventory (MOI), an average of 19 Days on Market (DOM), and the average home price in Durham Region landed at \$913,500. Interesting? Sure. Helpful? Not quite yet. Let's dig in a little deeper.

New listings rose nearly 10% compared to March, showing that Sellers still have the confidence to put their homes on the market. Meanwhile, Buyers scooped up 98 more homes than they did the month before—also a sign of growing confidence. With more active Buyers, it helps us understand why Sellers felt comfortable moving forward.

Since new listings outpaced sales, both MOI and DOM increased slightly. This extra inventory likely played a role in keeping price growth modest: the average price nudged up just 0.23% month-over-month from \$911,396 in March to \$913,500 in April. While this may not be a microscope, it still feels like a magnifying glass, so let's back out further.

When we trade our magnifying glass for a drone, we see that the average price in Durham for April 2024 was \$943,840, and in January 2024, it was \$894,825. There is some fluctuation, but very consistent for the last 16 months. Let's move to our final perspective and look at things from our satellite.

2025	New Listings	Monthly Increase	Percentage Increase	Sales	Monthly Increase	Monthly % Change	% of Sales vs New Listings
January	1213	727	59.93%	489	85	21.04%	40.31%
February	1229	16	1.30%	555	66	13.50%	45.16%
March	1937	708	36.55%	671	116	20.90%	34.64%
April	2135	198	9.27%	769	98	14.61%	36.02%
May				SUM = 2,484			

In the chart above, you'll see total home sales for each year dating back to 2015, helping us gauge how 2025 stacks up so far—with 2,284 sales on the board. If we focus on at 2015 through 2018 as the last "normal" years before the market boom and major policy changes, our current pace is ahead of three out of those four years.

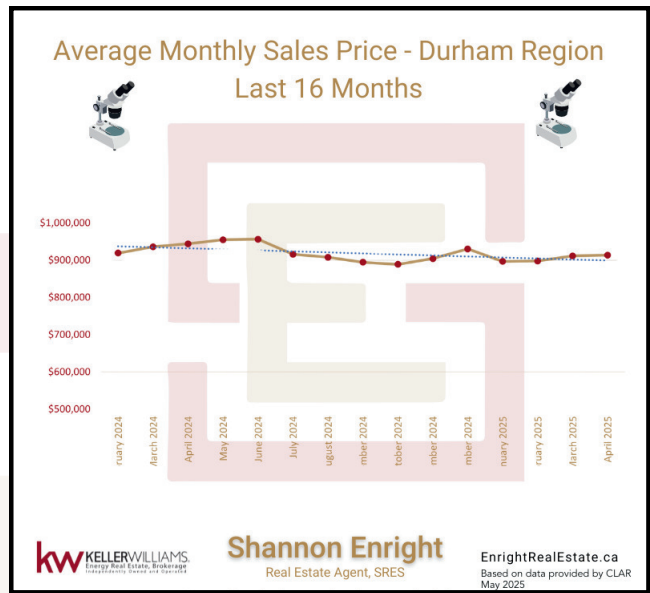
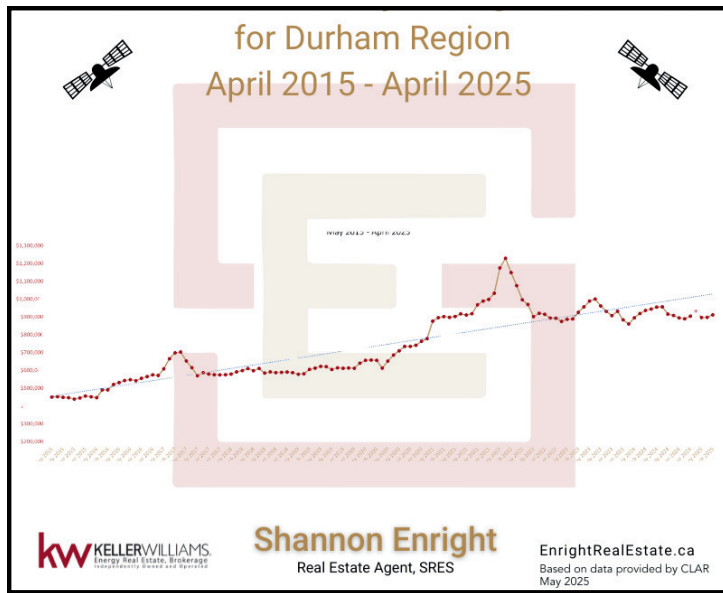
Year	Sales In That Year	Sales in 2025	%
2015	11,848	2,484	21.0%
2016	12,654	2,484	19.6%
2017	11,136	2,484	22.3%
2018	8,941	2,484	27.8%
2019	10,634	2,484	23.4%
2020	12,917	2,484	19.2%
2021	14,717	2,484	16.9%
2022	9,875	2,484	25.2%
2023	8,023	2,484	31.0%
2024	9,012	2,484	27.6%
Total sales	109,757		
10 Yr Avg	10,975	2,484	22.6%

Quick historical sidenote: April 2017 marked the introduction of Ontario's foreign buyer tax. That move cooled the market and helps explain why today's numbers compare so favourably to that time.

The market feels steady for both Buyers and Sellers—and that sense of balance holds up nicely when viewed against the backdrop of the past decade.

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>

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Spring Cleaning with Curb Appeal - First Impressions Matter!

May is when everything starts to bloom — and so should your front yard! Whether you're prepping to sell or just want to impress the neighbours, curb appeal can make a massive difference. A few smart updates can turn "meh" into "wow" before buyers even step inside.

Here's a quick spring curb appeal checklist:

Trim bushes, trees, and overgrown edges

Refresh garden beds with mulch or stone, and some seasonal flowers and potted plants by the entryway

Clean windows (outside and in)

Touch up peeling trim or front door paint

Swap out tired doormats and house numbers

Replace burnt-out exterior bulbs

Clean out gutters and downspouts

Sweep walkways and porches

Declutter the yard — tuck away tools, toys, and trash bins

And consider a power wash for the driveway and walkways because hey... ***"A clean driveway won't sell your house on its own... but it paves the way!"***





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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!

I was going to cook alligator for dinner,
but realized I only had a croc pot.

