



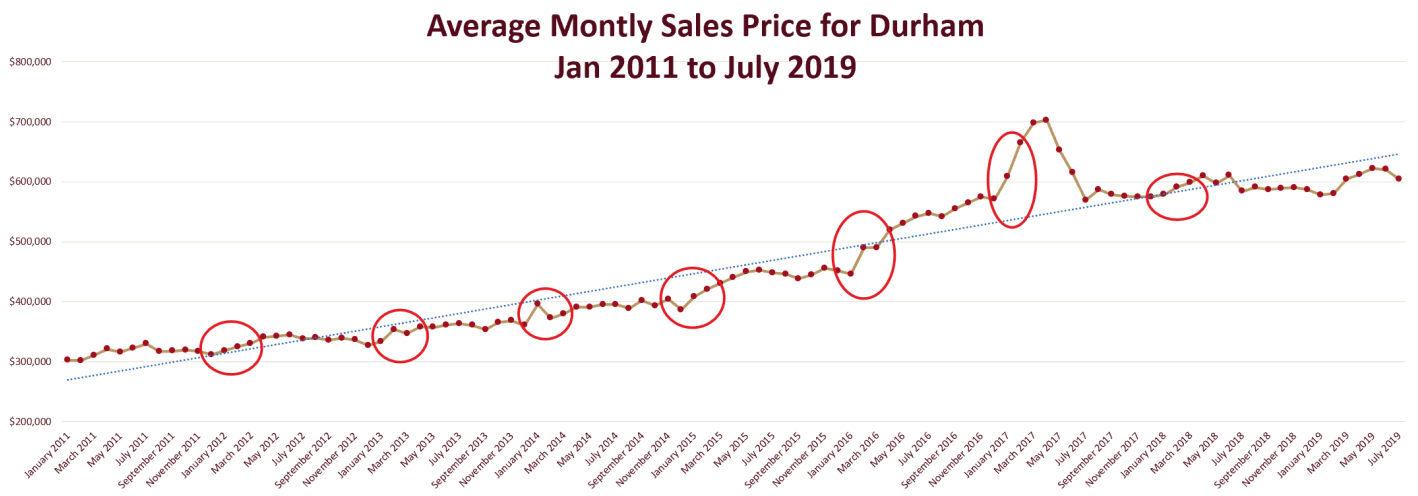
How's The Market, Shannon?

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

The clocks have changed, the days feel shorter, the coffee disappears faster and we're all starting to crave that holiday slowdown. But before The Season sweeps us away, it's the perfect moment to start mapping out your real estate plans for the year ahead.

It's fair to say the last five years have been... unique in the housing market. To get some perspective, let's look back at a steadier stretch — from 2011 through 2019. Take note that home prices in Durham Region consistently climbed between November and March. Why?

**Average Monthly Sales Price for Durham
Jan 2011 to July 2019**



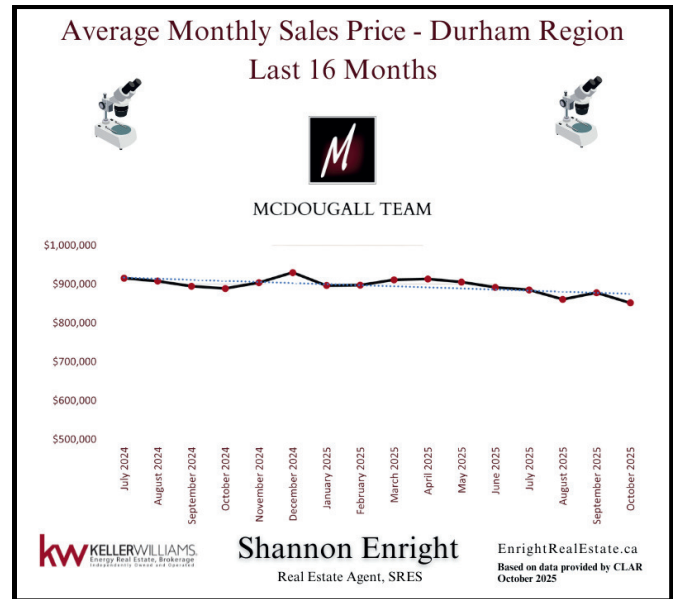
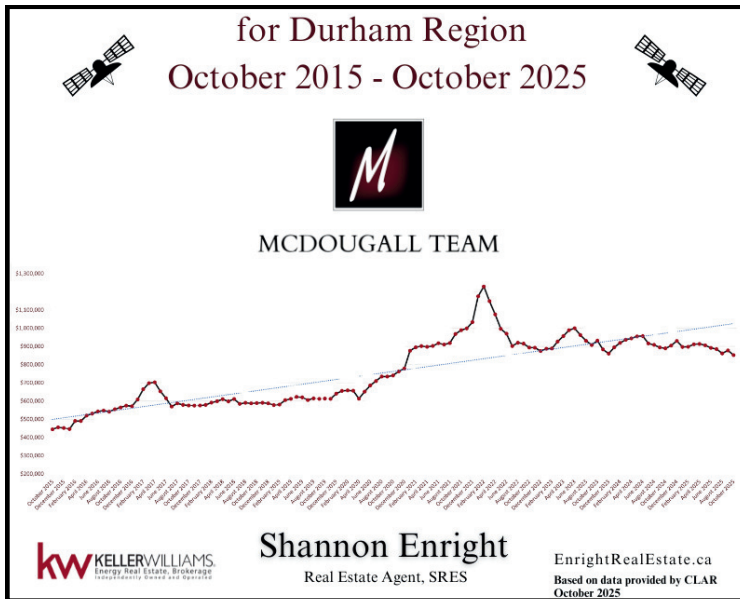
Fewer listings in late fall means tighter inventory — and tighter inventory means prices rise, which we're all familiar with by now! Smart sellers use this time of year to prepare so they can hit the ground running in the early-year market when things start to heat up. You can see the effect of these bumps within the circled timeframes above.

If you'll be selling and buying in 2026, your timing matters even more. The strongest strategy is often to be ready to list your home immediately after you secure your new one — giving you a chance to benefit from that traditional price bump at the start of the calendar year.

It all starts with a plan. The clients who reach out early always tell me the same thing: they felt calmer, more confident, and better prepared. So, if a move is on your radar for 2026, now's the perfect time to start the conversation.

☎ Text, call, or email me — or [book a quick chat here](https://calendly.com/shannon-enright). Let's make your next move your smoothest one yet.

September Stats – Microscope → Satellite



Want to see more specific stats for your area in Durham? Follow this link to review past reports!
<https://www.clar-mls.ca/market-stats>

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>

The Holidays are coming up quickly and here are some fun ideas to share!

SANTA CLAUS PARADES 2025

Bowmanville Nov 15th at 10:30 AM | King St, Bowmanville
 Uxbridge Santa Claus Parade, Nov 15th at 11 AM | Brock St, Uxbridge
 Oshawa Santa Claus Parade of Lights, Nov 15th at 6 PM | Bond Street West, Oshawa
 Newcastle Santa Parade Nov 16th at 5:30 PM | Downtown Newcastle
 Pickering Santa Claus Parade Nov 22 at 10 AM | Dixie Rd and Glenanna Rd, Pickering
 Ajax Santa Claus Parade & Spectacle of Lights Nov 22 at 6 PM | Bayly St and Harwood Ave, Ajax
 Whitby Santa Claus Parade Dec 6 at 10 AM | Brock St North, Whitby
 Courtice Santa Claus Parade Dec 7 at 12 noon | Nash Road, Courtice

For more information on the parades, here is a Link <https://tinyurl.com/mrpk3ynj>



Looking to plan other Holiday Fun over the next couple of weeks? Check these links out for more family fun!

30+ Christmas Markets and Holiday Events in Durham. <https://tinyurl.com/yyfeyre5>

Christmas Tree Farms that you can visit. <https://tinyurl.com/4bkd9ykp>



Turkey Drive 2025 is officially underway!

Turkey Drive has become a cornerstone of our Brokerage efforts, aiming to provide nourishing meals and a sense of togetherness to families in need during the upcoming holiday season. We're excited to kick off this year's Turkey Drive with a goal to support 1,000 families – that's \$50,000 in fundraising!

Your contribution, no matter the size, can have a significant impact on the lives of those less fortunate in our community. If you are interested, here are some ways in which you donate:

1. Send an e-transfer to: turkeydrive@kwenergy.ca

(Please include my name in the comments/notes section of the e-transfer so that I can properly thank you!)

2. Make an online donation (<https://www.turkeydrive.org/donate>) All donations made through the Canada Helps link below are eligible for official tax receipts. Canada Helps is a trusted platform that securely processes your contribution and automatically issues a tax receipt for your records.

McDougall Team Toy Drive!

Another way to help during the Holidays!

This will be the McDougall Team 3rd Annual Toy Drive, with the goal being to bring some holiday cheer to children that may be spending the holidays in the hospital!

~How you can help~

We are accepting new & unwrapped toys to donate, and you can drop them off at our office anytime between November 17 and December 12. We will personally be delivering the toys in the week or so leading up to Christmas! (If the office is closed, please place the toys in bins outside our covered porch!)



Why Work With Us?

The chart below shows how 2025 stacks up against sales in Durham Region over the past decade. It's clear that we're on track for one of the lowest sales totals in ten years. With the usual slowdown through November and December, this year will likely finish as the quietest in recent memory.

But here's the part that makes me proud: while overall sales have cooled, the McDougall Team has thrived. We've already helped 125 families make their move this year and could quite possibly set a new team record for the most homes sold.

In any market (especially a challenging one) results like that don't happen by accident. They come from experience, strategy, and a genuine commitment to the people we serve. When you're choosing a Realtor, choose a team that knows how to win, no matter the market.

Month	Sales	Avg. Price (\$)
January	489	\$506,611
February	555	\$507,759
March	675	\$515,546
April	769	\$543,500
May	850	\$505,700
June	817	\$599,660
July	882	\$585,259
August	636	\$550,851
September	707	\$577,963
October	715	\$551,764
November		
December		
YTD	7,068	\$589,653

Year	Sales	Avg. Price (\$)
2015	11,848	\$433,082
2016	11,854	\$538,828
2017	11,036	\$526,006
2018	8,941	\$593,902
2019	10,834	\$513,342
2020	12,917	\$546,985
2021	14,767	\$525,710
2022	9,875	\$504,570
2023	8,023	\$480,488
2024	9,072	\$502,363

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<https://calendly.com/shannon-enright>



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

Q: What is Humpty Dumpty's favourite month?
A: November - because he had a great fall.

