



ENRIGHT
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?

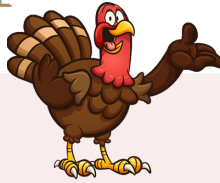
YOU ARE HERE!

December 2024

Real Estate Report for Durham Region

The Bird Is The Word

KWE ANNUAL turkey update



Every \$50 donation provides a family with a full Holiday meal of turkey, sides, dessert, and even cooking instructions - the whole she-bang!

Our Brokerage is aiming to feed 1,100 families this year, with a goal of raising \$50,000. Delivery Day is December 14th, and donations are accepted until December 13th.

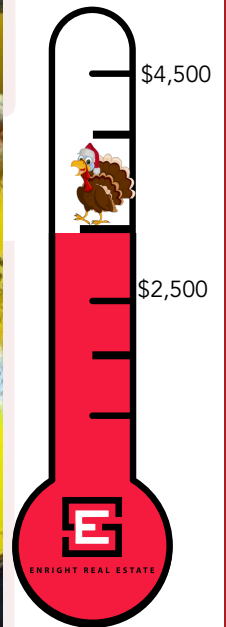
Thanks to some incredible support, I've already surpassed my personal \$2,500 goal and am now aiming for \$4,500! Follow me on social media to see the final results and the impact we've made together.

If you'd like to contribute, e-transfers can be sent to turkeydrive@kwenergy.ca (no password needed). Be sure to include my name in the comments so that I can properly thank you!

While \$50 will feed one whole family, every little bit helps, so we gladly welcome whatever you feel comfortable with sharing!



Shannon's
Goal



So How's The Market Shannon



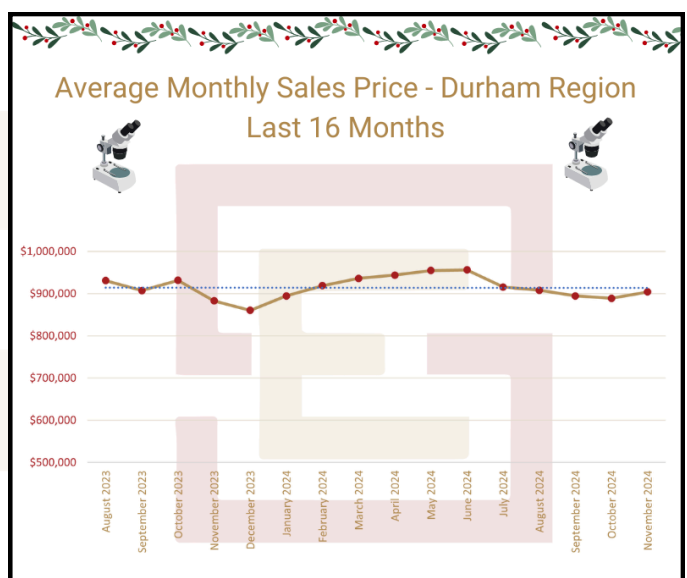
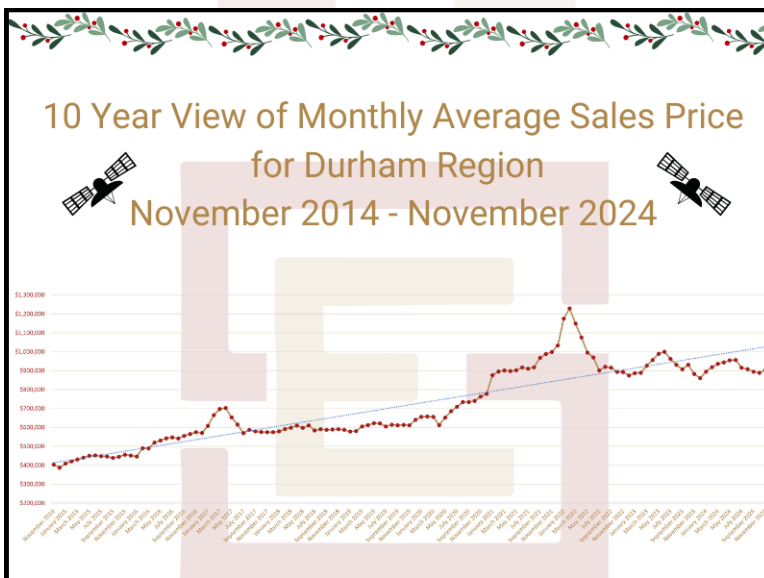
The Bank of Canada is expected to lower the Overnight Rate on December 11th, which could benefit anyone with variable loans, lines of credit, or mortgages tied to this rate. If you're considering a variable mortgage for a renewal or new purchase, this is good news for you.

Interestingly, fixed mortgage rates have risen recently, influenced by strong U.S. financial markets. However, this is expected to be temporary, with rates likely dropping again by late December or early 2025. The outlook for 2025 still suggests ongoing interest rate reductions throughout the year. Read more here.

Two major mortgage rule changes also take effect on December 15, 2024:

1. The price cap for insured mortgages is increasing from \$1M to \$1.5M, reducing the required 20% down payment for homes priced under \$1.5M.
2. First-time homebuyers and buyers of new builds will now be eligible for 30-year mortgage amortizations, up from 25 years.

These changes could provide more flexibility for buyers, but it's still crucial to consult with a mortgage broker to understand how they may apply to your situation



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>



Be Prepared!

Thinking about selling your home in 2025? You don't have to wait until after the Holidays to start your planning! The market often heats up earlier than you think, as January through March typically sees a price spike due to lower competition compared to the traditional Spring Market.

Getting ahead with a solid plan now means you'll be ready to hit the market before others. Let's map out your timeline so you can move on to enjoying your new home while others are still house hunting in the Spring and Summer.

Curious about what buying or selling could look like for you in 2025? Let's grab some hot chocolate, and I can show you the data, and provide some feedback to get you on your way!



'Tis The Season



This will likely be our last interaction until the new year, so with that I wanted to make sure to wish all of you a happy, healthy and safe Holiday Season.

FROM MY FAMILY
TO YOURS
Merry Christmas
AND HAPPY NEW YEAR



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

Enright Real Estate Partners

You aren't Buying/Selling, but you need some help maintaining! Look no farther!



<https://enrightrealestate.ca/business-partners>



Dad Jokes



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

Q: What does Santa spend his hard-earned salary on?

A: Jingle bills.

