



So How's The Market Shannon



"As is typical for the holiday season, we observed a decrease in the number of sales across all our regions compared to the previous month," said Central Lakes Association of REALTORS® (CLAR) President Vicki Sweeney. "In Durham Region, 404 sales were reported in December 2024, with an average price of \$930,207. While this represents an 8% increase in average price compared to December 2023, the number of sales decreased by 13% from 464 sales in the same period last year. With the interest rate cuts implemented in the latter half of the year and the introduction of new mortgage rules in Canada, we're beginning to see more individuals enter the market.

Translated into laymen terms, New Listings in December plummeted 146% when compared to November, and there were 82% less sales when compared to November 2024...and yet the average sales price of a home in December 2024 went up by 2.8%. (see microscope/satellite graphs)

Historically speaking, the average sales price of homes increases from January through June. Let's take December's average sales price and add the percent (%) of increase or decrease through April, using 2024's figures.

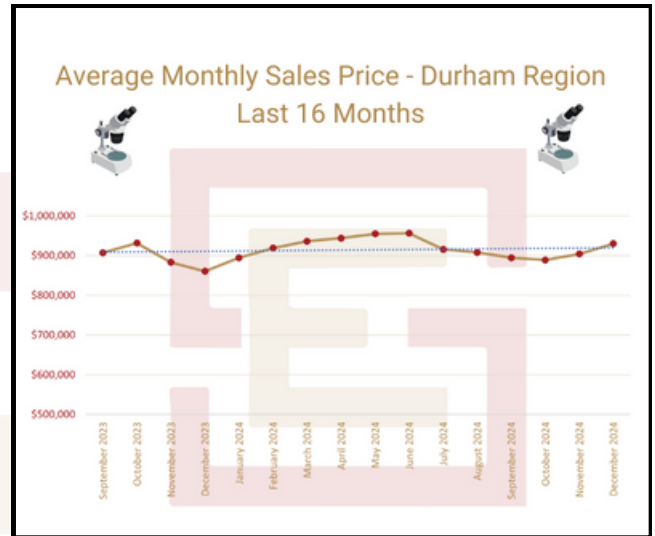
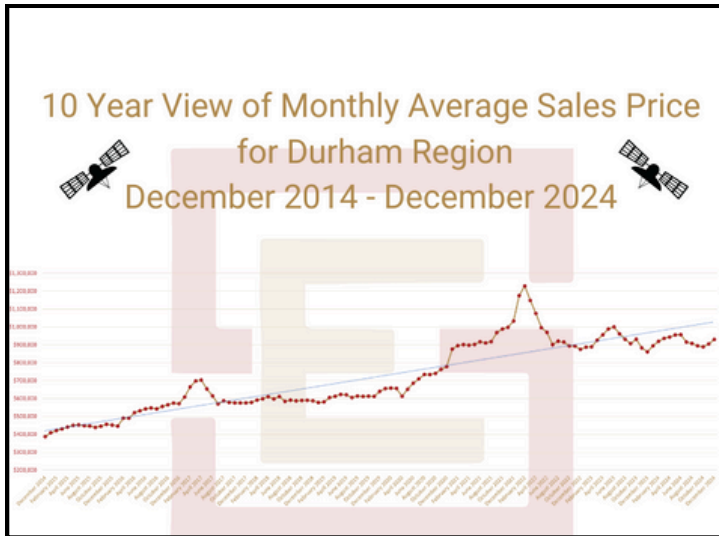
Month	Avg Sales Price	2024 Change in Sales Price	Predicted Avg Price
December 2024	\$930,207	3.82%	\$965,741
January 2025	\$965,741	2.63%	\$991,140
February 2025	\$991,140	1.83%	\$1,009,278
March 2025	\$1,009,278	0.81%	\$1,017,453
April 2025	\$1,017,453	1.16%	\$1,033,732

These percentages are not that farfetched, especially considering the excitement and optimism surrounding the recent changes to the mortgage rules in Canada, but let's be clear; this exercise is a complete guessing game. Real Estate Agents will always say it's a great time to buy/sell, but I hope this helps provides some backup as to why the next few months appear to have signs of growth.

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.

Looking forward to helping all of you do a happy dance in 2025!



Follow this link to see numbers for your town! <https://enrightrealestate.ca/durham-region-housing-reports>

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And So It Begins



Wishing you All the Best for a
Successful & Happy New Year

The Bird Is The Word

KWE ANNUAL turkey update



With the turn of the calendar, our Turkey Drive numbers get reset back to zero. Last year took a drop seeing as how I stopped returning empties, but we still managed to hit \$3,800 raised which translated to 76 families who enjoyed a Christmas dinner! Thank you for all your help, and I'm excited to have you along for the ride once again!



Football Pool

To kick off the year, I will start the year with an NFL Bracket Pool, followed by a Super Bowl Props Pool. If you and your friends are interested in the fun AND in helping the Turkey Drive, please reach out for more details!

Pull Tabs

Finally, I continue to gather pull tabs from canned drinks and will take them to "The Charles H. Best Diabetes Centre" in Whitby, which was founded in 1989 as a registered charity and is Canada's only standalone center specializing in type 1 diabetes. If you are interested and would like to learn more, here is their direct link: <https://www.charleshbest.com/>

It may not look like much when you start collecting, but those small efforts really add up over time! Let me know when you have some to hand over, and I will come by to collect them!





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 snack food should you avoid on New Year's Eve?

A: Firecrackers.

