



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?

YOU ARE HERE

It looks like confidence is back on the menu for Sellers! In May, we saw 2,461 new listings, which is up over 13% from April. Sales also ticked upward with 850 homes sold, meaning about 34% of all new listings found a buyer.

2025	New Listings	Monthly Increase	Percentage Increase	Sales	Monthly Increase	% of Sales vs New Listings
January	1213	727	59.93%	489	85	40.31%
February	1229	16	1.30%	555	66	45.16%
March	1937	708	36.55%	671	116	34.64%
April	2135	198	9.27%	769	98	36.02%
May	2461	326	13.25%	850	81	34.54%
June						
July						
August						
September						

2025	Months of Inventory	Days on Market
January	2.9	30
February	2.8	22
March	3.0	17
April	3.2	19
May	3.3	18
June		
July		
August		
September		

So, what does that mean in plain English? Sellers are stepping up, and buyers are actively shopping. Even with Months of Inventory (MOI) climbing for the third straight month (a fancy way of saying you've got options) the Days on Market (DOM) statistic is holding steady, suggesting that well-prepared homes are still moving at a solid pace.

Here's what I'm noticing firsthand:

🏡 Homes that show well and have been recently updated are selling quickly—especially when paired with solid staging.

🔧 Homes that need a bit of TLC? They're taking longer to sell—but they're also a golden opportunity for buyers ready to roll up their sleeves and add value with a little elbow grease.

Summary:

- Listings are up.
- Sales are up.
- Buyers and sellers are both active.
- Well-presented homes are winning the race.
- Fixer-uppers are sitting a bit longer—but they offer serious upside.

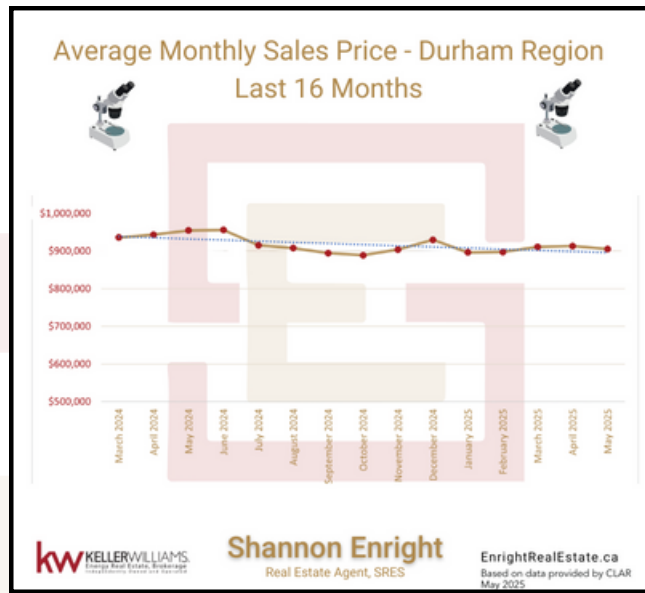
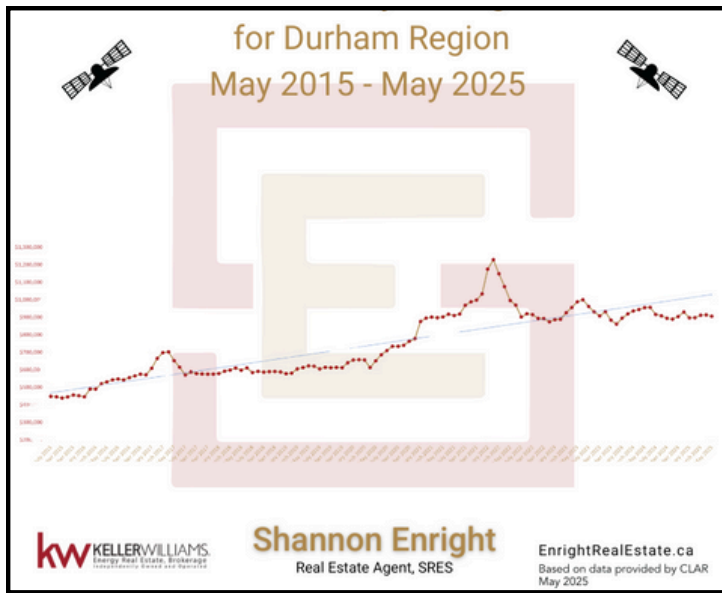
What's Next?

Whether it's selling your showstopper or hunting for a hidden gem, now's a great time to talk. Let's chat about how to **position your home to shine** and/or how to **spot the diamonds in the rough**.

Your next step might be just a conversation away.

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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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> !




What to do, what to do?!

As we get closer to Summer, I find that people fall into two categories: you're either hyper involved with buying or selling your real estate, or you are trying to take advantage of the short summer season in Canada. This section is for that second group!

On Most Calendars

 Father's Day is June 15th. Take note that Uxbridge and Pickering feel that they know the way to a dad's heart, as they hold their Ribfest events that weekend.

 July 1st is Canada Day. Whitby will host a major fireworks show at 10 p.m. on July 1st. The show is the largest in the region and will be viewed along the waterfront with the best spots on Victoria Fields and the boat ramp parking lot.

For the Foodies

Event	Dates	Location	Highlights
Uxbridge Ribfest	Jun 13–15	Elgin Park, Uxbridge	4 pitmasters, kids zone, music, local vendors
Pickering Ribfest	Jun 13–15	The Esplanade Park, Pickering	Live bands, diverse vendors, family-friendly
Toronto Ribfest	Canada Day wknd	Centennial Park, Etobicoke	Massive civic celebration with ribs, beer & music
Whitby Ribfest	July 11–13	Victoria Fields in Whitby.	Ribfest + big concert area featuring Big Wreck!
Oshawa Ribfest	August 15-17	Lakeview Park, Oshawa	Midway, Music, 7 Ribbers

Roar by the Shores Classic Car Show

Port Perry waterfront – June 22, starting 8 AM

Over 400 vintage cars, 1995 & older—quiet lakeside Sunday for gearheads and nostalgia lovers. They collect food donations for Operation Scugog, the proceeds help the Port Perry Hospital Foundation, with special support to the Big Brothers Big Sisters of North Durham Region.

(<https://tinyurl.com/bde927mj>)

"Jokes & Goats" Comedy Series – 4 Fridays in June at Haute Goat Farm near Newcastle/Port Hope: small comedy shows in a goat farm setting. "Patrons get a goat shmurgle" included. **Do yourself a favour and do a web search for "Goat Shmurgles"!** (<https://tinyurl.com/jc4f9vvj>)



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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!

I always knock on the fridge door before opening it, just in case there's a salad dressing.

