APPOINTMENT CENTRE

SEPTEMBER 8-14 2024















APPOINTMENTS - A WEEK AT A GLANCE







This number assesses
the realtionship between
properties that sold this
week and the number of
appointments made during
the same week,
thereby measuring buyer
motivation.

MONTHLY COMPARISON 2023 vs 2024



This past week, the Appointment Center saw an 8.8% increase in appointments, with a total of 2,996 appointments booked this week. There have only been 5 occasions in the last 6 years where the week-over-week increase was 9% or higher, which is a further indication that the market is speeding up this fall.

As we get into September, there continues to be an increase in appointments compared to September 2023. There has been a total of 5,749 appointments this month compared to 4,963 at this time last year.

TOP 5 PRICE RANGES

HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M	#1	TIE \$1-2M and \$500-500k	\$650-700k
#2	\$450-500k	\$750-800k	#2	\$2M+	\$2M+	#2	\$650-700k	\$500-550k
#3	\$750-800k	\$650-700k	#3	\$750-800k	\$750-800k	#3	\$550-600k	\$550-600k
#4	\$650-700k	\$600-650k	#4	\$650-700k	\$850-900k	#4	\$600-650k	\$750-800k
#5	\$700-750k	\$450-500k	#5	\$550-600k	\$650-700k	#5	\$450-500k	\$1M -2M

Our appointment sold/index continues to climb and reached a high of 12.6 as new buyers enter the market. Those buyers who are active right now will benefit as new mortgage rules take place at end of 2024 which could lead to competition. Once again, the numbers of new listings exceeded the total properties sold, making way for the increased buyer pool.

Looking at our top price ranges, we can see the \$1-2M range continues to be top of the chart for Hamilton. Halton is showing the highest price ranges being most popular for the area. Turning a corner from last week, Niagara is favouring lower to mid-range prices this week.

*source: RE/MAX Escarpment & Niagara internal data

APPOINTMENTS 5 YEARS AT A GLANCE

