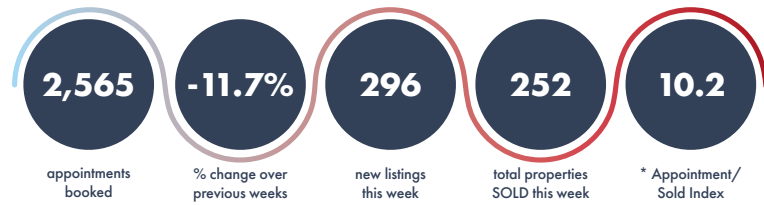


APPOINTMENT CENTRE

OCTOBER 5 - 11, 2025



WEEKLY APPOINTMENT BREAKDOWN



MONTHLY COMPARISON 2024 VS 2025



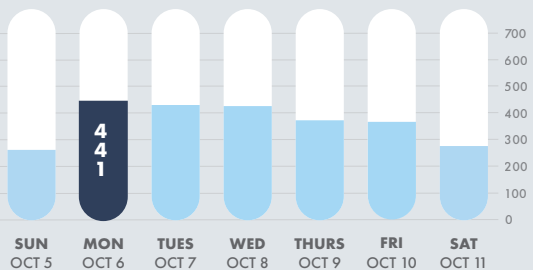
WEEKLY | SALES TO NEW LISTINGS RATIO REGIONAL*

71.6%

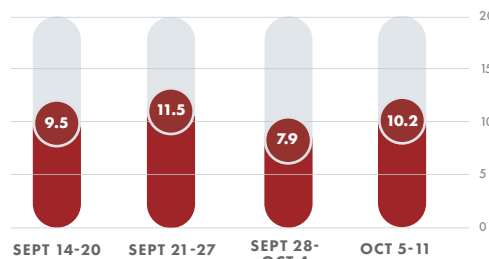
85.1%

*(Hamilton, Niagara, Halton, Haldimand)

APPOINTMENTS — A WEEK AT A GLANCE



APPOINTMENT/SOLD INDEX PAST 4 WEEKS



9.8

30 day average

TOP 5 PRICE RANGES

HAMILTON REGION

	Previous Week	Current Week
1	\$600K - 699K	\$600K - 699K
2	\$500K - 599K	\$500K - 599K
3	\$700K - 799K	\$700K - 799K
4	\$1M - 1.49M	\$400K - 499K
5	\$400K - 499K	\$800K - 899K

HALTON REGION

	Previous Week	Current Week
1	\$1M - 1.49M	\$1M - 1.49M
2	\$1.5M - 1.99M	\$800K - 899K
3	\$900K - 999K	\$1.5M - 1.99M
4	\$2M+	\$2M+
5	\$800K - 899K	\$600K - 699K

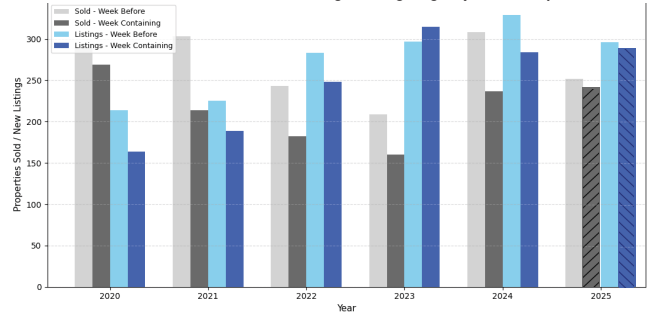
HALDIMAND REGION

	Previous Week	Current Week
1	\$400K - 499K	\$400K - 499K
2	\$700K - 799K	\$500K - 599K
3	\$500K - 599K	\$700K - 799K
4	\$600K - 699K	\$900K - 999K
5	\$900K - 999K	\$600K - 699K

NIAGARA REGION

	Previous Week	Current Week
1	\$500K - 599K	\$500K - 599K
2	\$600K - 699K	\$400K - 499K
3	\$400K - 499K	\$600K - 699K
4	\$700K - 799K	\$700K - 799K
5	\$1M - 1.49M	\$800K - 899K

Mid-October Market Activity (2020-2025) Week Before vs. Week Containing Thanksgiving Day (2025 Projected)



Sales have averaged a 9–10% dip mid-October (around Thanksgiving) over the last few years, with 2025 breaking that trend:

1. Sales are stabilizing in 2025 and are projected to see a +4% lift after years of mid-month weakness.
2. Listings typically dip 20–30% around mid-October, but in 2025 there are indications of improved listing activity where sellers are expected to stay more engaged than in prior years
3. Expect a smaller mid-October cooldown in 2025, not the deeper pullbacks seen in 2021–2022.
4. Momentum should carry into late Q4, particularly if rate trends stay steady and buyers anticipate a spring lift.

APPOINTMENTS 4 YEARS AT A GLANCE

2025

2024

2023

2022

