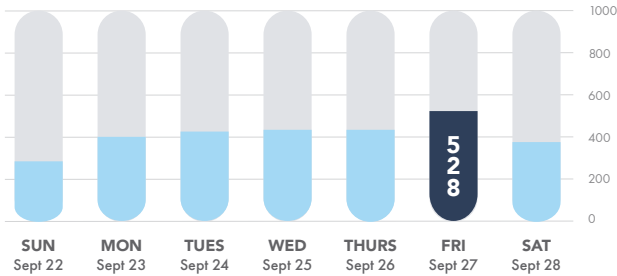


# APPOINTMENT CENTRE

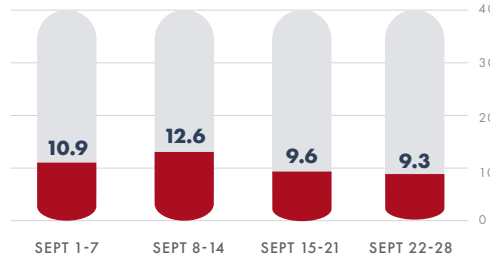
SEPTEMBER 22-28 2024



## APPOINTMENTS - A WEEK AT A GLANCE



## APPOINTMENT/SOLD INDEX PAST 4 WEEKS

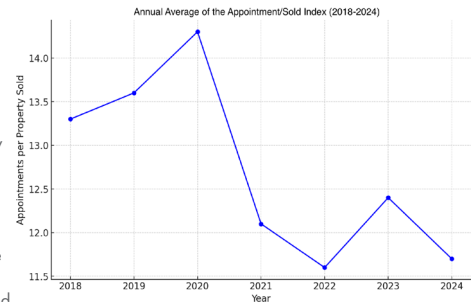


This number assesses the relationship between properties that sold this week and the number of appointments made during the same week, thereby measuring buyer motivation.

## MONTHLY COMPARISON 2023 vs 2024



What is particularly of note in this report is that this is the first time since we have been gathering this data, that our weekly sales surpassed our new listings for two weeks in a row. Also 2024 has been a year of 2 distinct outliers, the most weeks in a single year where sales outstripped listings, and that the YTD annual average of the appointment/sold index is one of the lowest in the past 6 years.



## 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	\$550-600k	\$400-450k
#2	TIE \$650-700k and \$750-800k	\$750-800	#2	\$2M+	\$2M+	#2	\$1-2M	\$1-2M
#3	\$600-650k	\$700-750k	#3	\$750-800k	\$750-800k	#3	\$650-700k	\$650-700k
#4	\$700-750k	\$450-500k	#4	\$950k-1M	\$650-700k	#4	TIE \$350-400k and \$450-500k	\$700-750k
#5	\$550-600k	TIE \$550-600k and \$650-700k	#5	\$500-550k	\$800-850k	#5	\$600-650k	TIE \$500-500k and \$550-600k

This week, our appointment centre booked a total of 2,889 appointments, representing a slight decrease compared to last week. Once again, our busiest day was Friday with 528 appointments made that day alone. Overall this month we are seeing a 10% increase in appointments compared to the same period in 2023.

Our top price ranges remained fairly consistent to last week, with some small changes of note. In Hamilton, the \$1-2M range continues to occupy the #1 spot and the \$450-500k range made an appearance at #4, which is a lower range than we usually see as most popular in this area. Halton saw the \$950k-1M range drop from the charts altogether in favour of the lower \$650-700k range at #4. Finally, the \$450-500k range came out on top in Niagara, which is lower than the usual top ranges.

\*source: RE/MAX Escarpment & Niagara internal data

## APPOINTMENTS 5 YEARS AT A GLANCE

