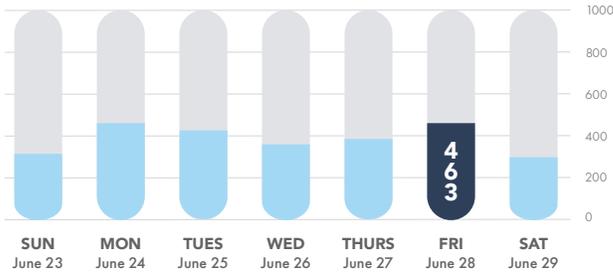


# APPOINTMENT CENTRE

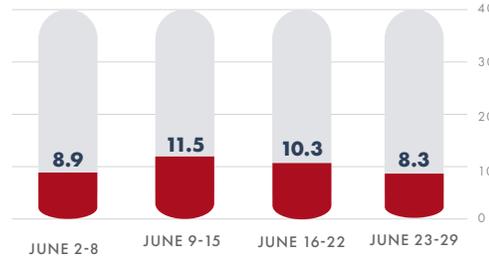
JUNE 23-29 2024



## 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



The last time Canada Day was on a Monday was 2019 where we had a large increase in appointments prior to the 3 day long weekend followed by a large decrease the week that contained the 3 day long weekend. In 2024 where Monday was the July 1st holiday we saw the same pattern, however the appointments-to-sold index averaged 9 over the past 5 years with this week's number coming in at 8.3, after remaining above 10 for the past 2 weeks.

Sales remain strong and continue to outpace new listings (by 4 properties this week) where this pattern has played out most of Q2, which has been divergent with the last 5 years with new listings outnumbering sales by nearly 100 properties from 2019 to 2023 for the same week. Consumers have clearly set their sights on new inventory which is value priced in real time.

Our top price ranges saw some changes this week. The \$1-2M range is still on top in both Hamilton and Halton, and it slowly climbing back to the top in Niagara. Halton is once again seeing our highest price ranges occupying the top three spots. Hamilton remained fairly consistent to previous weeks with mid to high price ranges occupying most of the top spots.

## 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	\$650-700k	\$500-550k
#2	\$750-800k	\$750-800k	#2	\$650-700k	\$2M+	#2	\$550-600k	\$550-600k
#3	\$650-700k	\$450-500k	#3	\$950k-1M	\$950k-1M	#3	\$450-500k	\$1-2M
#4	\$550-600k	\$650-700k	#4	\$2M+	\$850-900k	#4	\$500-550k	\$600-650k
#5	\$700-750k	\$700-750k	#5	\$700-750k	\$800-850k	#5	\$1-2M	\$650-700k

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

## APPOINTMENTS 5 YEARS AT A GLANCE

