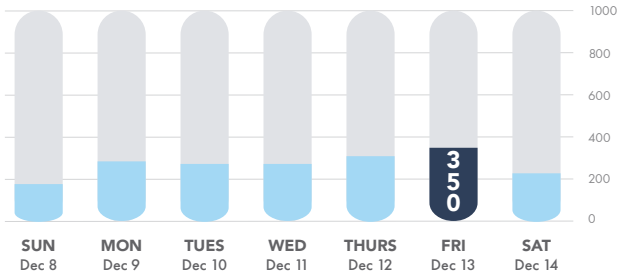


APPOINTMENT CENTRE

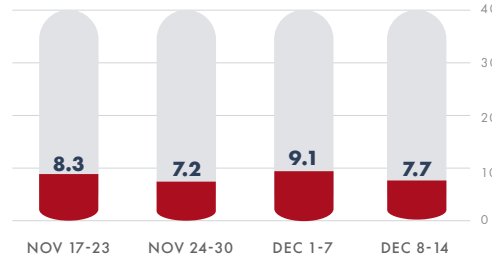
DECEMBER 8-14 2024



APPOINTMENTS - A WEEK AT A GLANCE

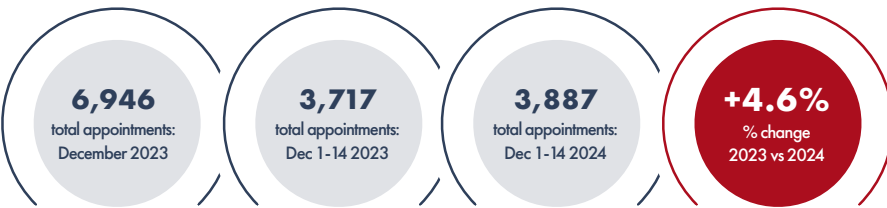


APPOINTMENT/SOLD INDEX PAST 4 WEEKS



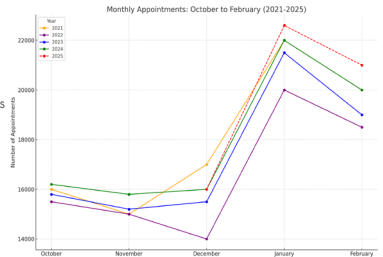
This number assesses the relationship between properties that sold this week and the number of appointments made during the same week, thereby measuring buyer motivation.

MONTHLY COMPARISON 2023 vs 2024



As we approach the holiday season, we are continuing to see week-over-week decreases in appointments booked. Our busiest day continues to be Friday with exactly 350 appointments hosted that day alone. As noted last week, our monthly numbers are still showing a 4.6% increase over last year with 3,887 total appointments booked so far in December, despite the fact that we are seeing regular decreases in weekly appointments.

Based on an appointment activity for Q4 of 2021 to 2024 we estimate the rebound in appointments will be significant in Jan/Feb of 2025 as per graph below. Further analysis estimates that there will be a 3% increase in appointments over January 2024, and a 5% increase over February 2024, which will correlate to a similar increase in unit sales for same period.



Our appointment/sold index dropped to 7.7, which is nearly where it was two weeks ago. In addition, solds are continuing to outpace new listings by a whopping 52.2% as buyer demand outpaces new listing inventory.

As usual, our top price ranges are showing the \$1-2M range as most popular in both Hamilton and Halton. In addition, the \$950k-1M range made an appearance at #2 in Hamilton, which is fairly uncommon for this region. Halton is continuing to see mid range price points gain popularity, and Niagara remains fairly consistent with lower and mid range price points occupying most of the chart.

* source: RE/MAX Escarpment & Niagara internal data

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

APPOINTMENTS 5 YEARS AT A GLANCE

