APPOINTMENT CENTRE

OCTOBER 19 – 25, 2025

WEEKLY APPOINTMENT BREAKDOWN

2,612	+3.7%	305	226	11.6
appointments booked	% change over previous weeks	new listings this week	total properties SOLD this week	* Appointment/ Sold Index

MONTHLY COMPARISON 2024 VS 2025

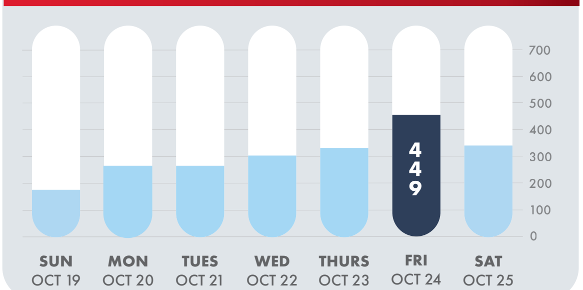
12,840	10,495	9,395	-10.5%
total appointments: October 2024	total appointments: October 1-25, 2024	total appointments: October 1-25, 2025	% change 2024 vs. 2025

WEEKLY | SALES TO NEW LISTINGS RATIO

REGIONAL*	ENO
71.6%	74.1%

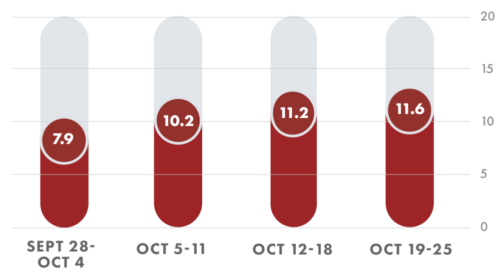
*(Hamilton, Niagara, Halton, Haldimand)

APPOINTMENTS — A WEEK AT A GLANCE



APPOINTMENT/SOLD INDEX

PAST 4 WEEKS



10.2
30 day average

TOP 5 PRICE RANGES

HAMILTON REGION

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

HALTON REGION

	Previous Week	Current Week
1	$1M - 1.49M	$1M - 1.49M
2	$700K - 799K	$1.5M - 1.99M
3	$1.5M - 1.99M	$900K - 999K
4	$2M+	$2M+
5	$600K - 699K	$800K - 899K

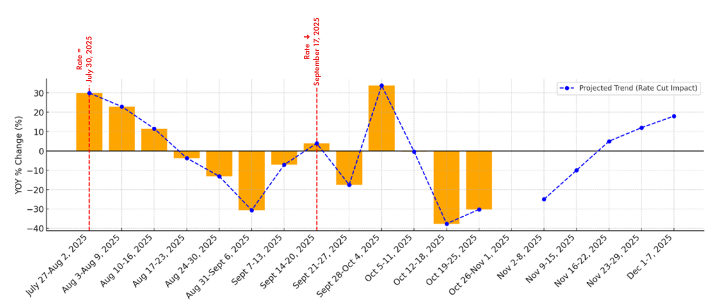
HALDIMAND REGION

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

NIAGARA REGION

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

Year-over-Year % Change in Total Properties Sold (Aug – Dec 2025 vs 2024) with Rate Announcements and Projection



*SOURCE: RE/MAX ESCARPMENT & NIAGARA INTERNAL DATA

In August buyer confidence jumped immediately after The Bank of Canada held its target overnight rate steady at 2.75%. Where sales ran 20–30% above 2024, while the September cut gave only a short bump before the October pullback. The fall market is driven by rate headlines, not fundamentals. Sellers still hold leverage under $900K, while buyers remain selective and rate-sensitive. If tomorrow brings another overnight rate cut, expect a brief 10–15% rebound in sales into early winter. The real recovery, however, will depend on fixed mortgage rates moving lower giving late Q1 2026 the first real shot at sustained growth.

APPOINTMENTS 4 YEARS AT A GLANCE