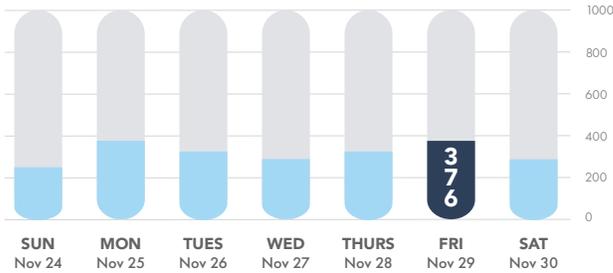


APPOINTMENT CENTRE

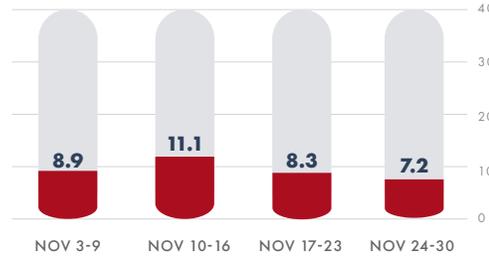
NOVEMBER 24-30 2024



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 November draws to a close, the anomalies of the past 4 weeks become more entrenched in the monthly numbers. One of these standout statistics is the Appointment to Sold Index (ASI) which at 7.2 is the lowest number recorded since early 2020 during the initial pandemic period. It highlights strong buyer urgency. The only difference was that inventory during that early COVID-19 period was diminished, and there was extreme buyer urgency.

Today there is plenty of existing inventory, however new inventory is diminishing, as seller's take an early pause for the holidays. We did not experience new listings below 200 until late December 2023, as buyer demand slowed. However this year buyer sentiment is very strong in advance of a Bank of Canada rate announcement (December 11th, 2024) and furthermore, buyers have a voracious appetite for newer high quality inventory. As seller sentiment wanes and buyer activity increases we find the month of November has broken records for the cumulative gap between new listings and solds, with this week's sold properties being 52% above new listing numbers.

In Niagara, mid-range price brackets (\$450k-\$700k) overtook the \$1-2M range, which used to dominate. This signals a possible affordability-driven shift. Halton and Hamilton remain steady with a focus on higher-end ranges.

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

APPOINTMENTS 5 YEARS AT A GLANCE

