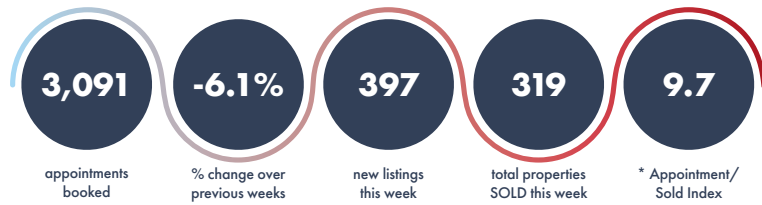


APPOINTMENT CENTRE

JUNE 15-21 2025



WEEKLY APPOINTMENT BREAKDOWN



MONTHLY COMPARISON 2024 VS 2025

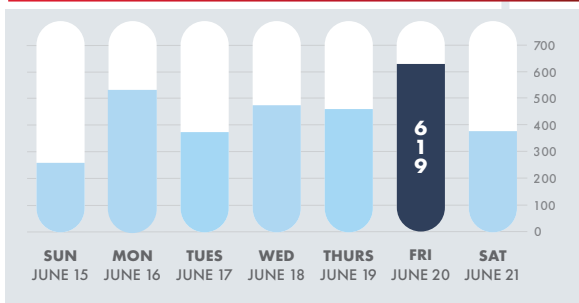


WEEKLY | SALES TO NEW LISTINGS RATIO REGIONAL*

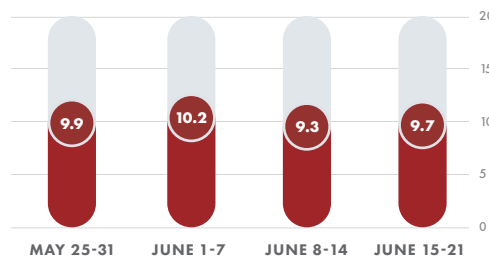


*(Hamilton, Niagara, Halton, Haldimand)

APPOINTMENTS — A WEEK AT A GLANCE



APPOINTMENT/SOLD INDEX PAST 4 WEEKS



TOP 5 PRICE RANGES

HAMILTON REGION

| | Previous Week | Current Week |
|---|---------------|---------------|
| 1 | \$600K - 699K | \$600K - 699K |
| 2 | \$500K - 599K | \$1M - 1.49M |
| 3 | \$700K - 799K | \$800K - 899K |
| 4 | \$400K - 499K | \$700K - 799K |
| 5 | \$300K - 399K | \$500K - 599K |

HALTON REGION

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

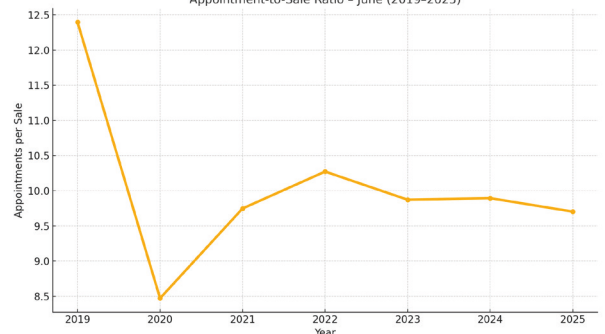
HALDIMAND REGION

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

NIAGARA REGION

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

Appointment-to-Sale Ratio - June (2019-2025)



* SOURCE: RE/MAX ESCARPMENT & NIAGARA INTERNAL DATA

2021 had the highest buyer traffic per sale—the frenzy was real. 2019 was surprisingly inefficient—high appointments, fewer conversions. 2025 is more efficient than most recent years, suggesting motivated buyers, but not a red-hot market.

Buyer behaviour in 2025 is shifting when it comes to buyer quality vs just quantity.

2025 buyers are more serious, fewer showings—but decisive buyers. Pricing with precision = higher conversion rates.

APPOINTMENTS 4 YEARS AT A GLANCE

