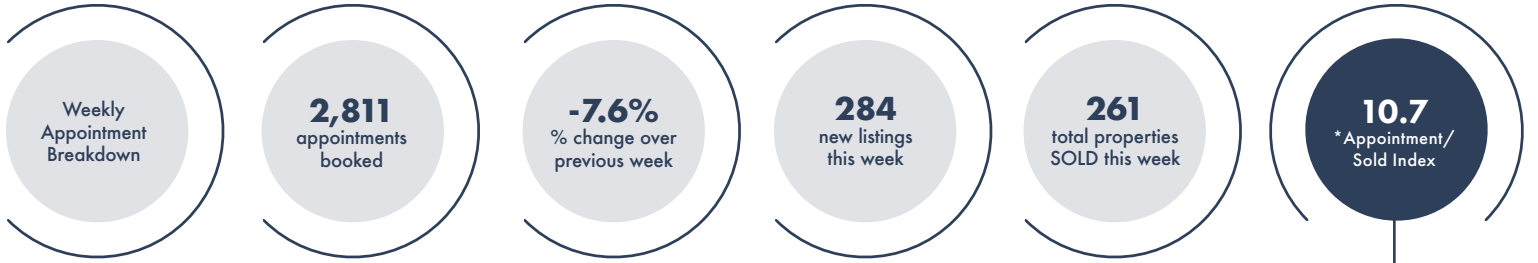
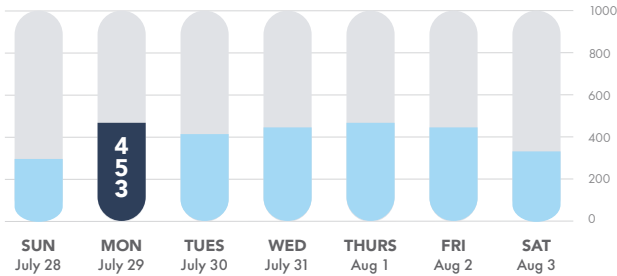


APPOINTMENT CENTRE

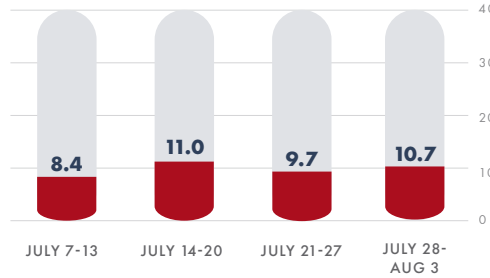
JULY 28-AUGUST 3 2024



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



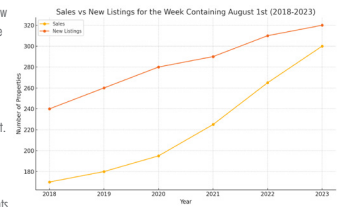
As clients and agents alike take their summer vacations, our appointment centre experienced a slightly quieter week with 2,811 total appointments made. For the second week in a row, our busiest day was not Thursday or Friday, and was instead Monday with 453 total appointments booked. There have only been 6 times in the last 6 years where appointments on a Monday exceeded 450, with 50% of those dates in 2020 as the market rebounded after Covid 19 shut downs.

- Monday November 26, 2018: 453 appointments
- Monday May 27, 2019: 451 appointments
- Monday February 17, 2020: 452 appointments
- Monday November 23, 2020: 455 appointments
- Monday December 28, 2020: 470 appointments
- Monday December 27, 2021: 454 appointments

In addition, the gap between sales and new listings has narrowed throughout the past 6 years, for the week which contains the August Holiday weekend. With the average spread between sales and new listings over the last 6 years being 61, this year's spread is nearly one third of the average at just 23, furthering the trend of strong consumer behaviour when it comes to new inventory.

The appointment/sold index increased to nearly 11 as we see new buyers entering the market as mortgage rates continue to decline causing a slight surge in qualified buyers.

Our top price ranges, as usual, remained fairly consistent in all 3 regions with some small but notable changes. Hamilton saw no major shifts, and the \$1-2M range continues to hold the top spot. Halton saw more mid range price points occupying the 3rd, 4th, and 5th spaces while the \$1-2M and 2M+ ranges continued to hold to 1st and 2nd spots respectively. Finally, Niagara saw the \$1-2M range re-appear at #4, with low to mid range price points occupying most other spots.



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

APPOINTMENTS 5 YEARS AT A GLANCE

