

# APPOINTMENT CENTRE

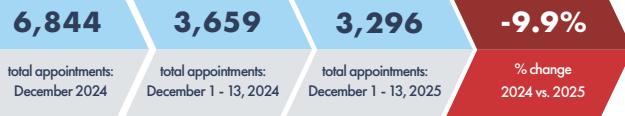
DECEMBER 7 - 13, 2025



## WEEKLY APPOINTMENT BREAKDOWN



## MONTHLY COMPARISON 2024 VS 2025



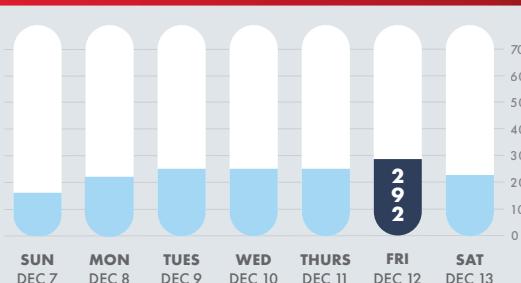
## WEEKLY | SALES TO NEW LISTINGS RATIO REGIONAL\*

111.1%

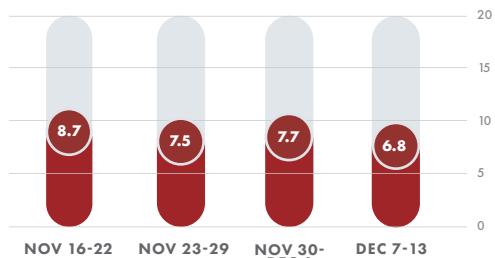
125.4%

\*(Hamilton, Niagara, Halton, Haldimand)

## APPOINTMENTS – A WEEK AT A GLANCE

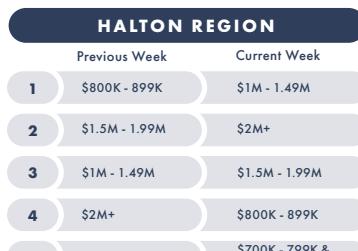
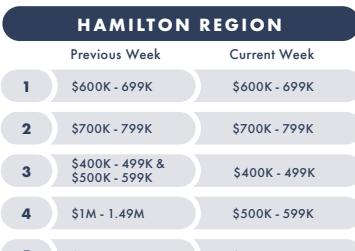


## APPOINTMENT/SOLD INDEX PAST 4 WEEKS

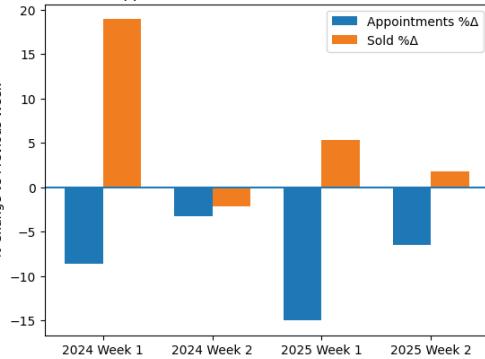


7.7  
30 day average

## TOP 5 PRICE RANGES



## What's Driving December Efficiency? Appointments vs Sold %Δ (First 2 Weeks)



\*SOURCE: RE/MAX ESCARPMENT & NIAGARA INTERNAL DATA

The tale of the first 2 weeks in December 2024 and 2025 shows demand led efficiency. More deals coming together with slightly fewer appointments.

The 2025 trend of consumer filtration led efficiency is dominating the market, whereby consumers are deeply sifting through listing inventories prior to appointments. Fewer appointments, but higher intent which leads to better conversion.

December efficiency isn't coming from a surge in sales, it's coming from better quality appointments.

## APPOINTMENTS 4 YEARS AT A GLANCE

