APPOINTMENT CENTRE

SEPTEMBER 29-OCTOBER 5 2024

Weekly Appointment Breakdown

3,021 appointments booked

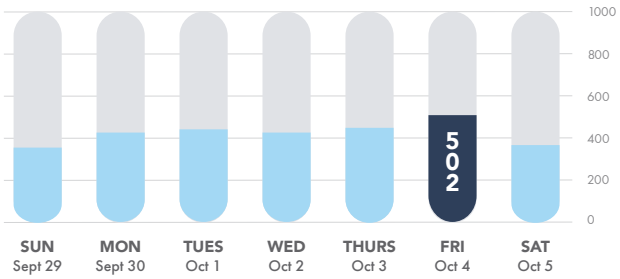
+4.6% % change over previous week

331 new listings this week

275 total properties SOLD this week

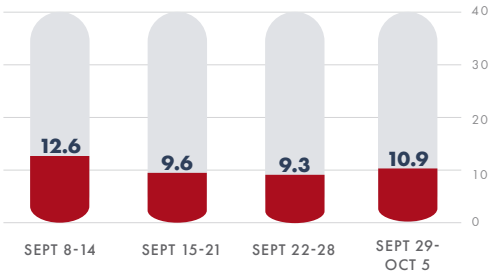
10.9 *Appointment/ Sold Index

APPOINTMENTS - A WEEK AT A GLANCE



APPOINTMENT/SOLD INDEX

PAST 4 WEEKS



This number assesses the realtionship 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

11,361 total appointments: Sept 2023

12,371 total appointments: September 2024

+8.8% % change 2023 vs 2024

TOP 5 PRICE RANGES

HAMILTON		
	Prev. Week	Current Week
#1	$1-2M	$1-2M
#2	$750-800k	$650-700k
#3	$700-750k	$550-600k
#4	$450-500k	$750-800k
#5	TIE $550-600k and $650-700k	$700-750k

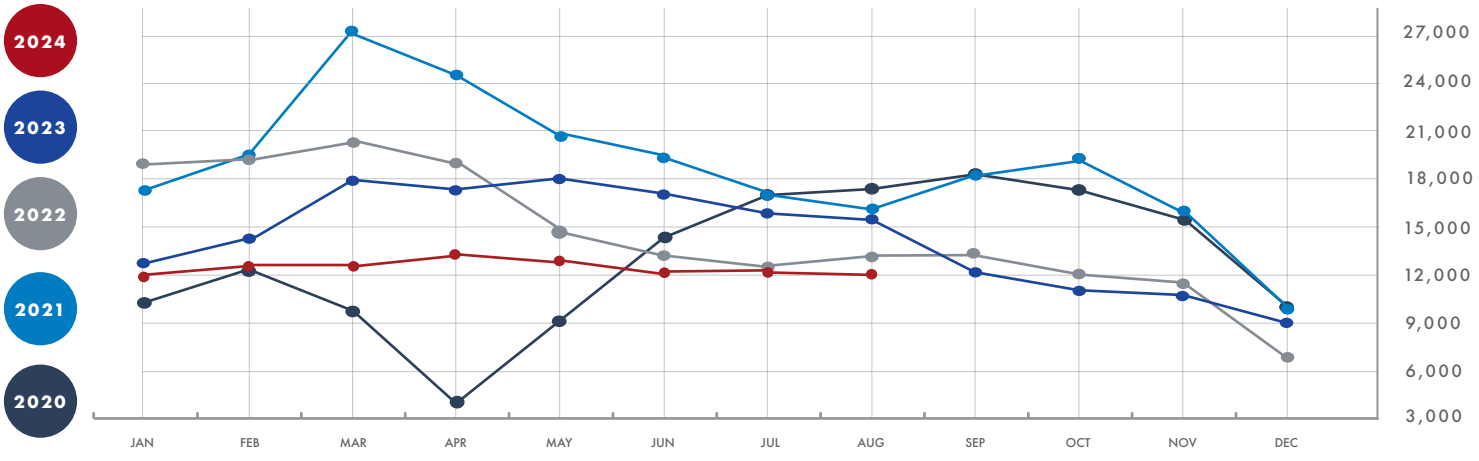
HALTON		
	Prev. Week	Current Week
#1	$1-2M	$1-2M
#2	$2M+	$2M+
#3	$750-800k	$950k-1M
#4	$650-700k	$550-600k
#5	$800-850k	$750-800k

NIAGARA		
	Prev. Week	Current Week
#1	$400-450k	$650-700k
#2	$1-2M	$1-2M
#3	$650-700k	$550-600k
#4	$700-750k	$700-750k
#5	TIE $500-550k and $550-600k	$600-650k

The first week of October started off with an increase of nearly 5% over the final week of September. With appointments for the same period as last year up nearly 10 percentage points. Friday continues to be the dominant day for showings representing 17% of the appointment volumes for the week.

Our sales to new listings ratio is sitting at 83% which is well above our all of our trading areas, proving our agents are outperforming their competition. The appointment/sold property index rose to nearly 11, illustrating new entrants into the fall market as insured mortgages increased from $1,000,000 to $1,500,000.

Our top price ranges remained fairly consistent as usual, with the $1-2M range on top in both Hamilton and Halton. Otherwise, Hamilton remained fairly similar to previous weeks and Halton saw the highest three ranges occupying the top three spots on the chart. Finally, the $650-700k range occupies the #1 spot, which is higher than the $450-500k range which was on top last week.

*source: RE/MAX Escarpment & Niagara internal data

APPOINTMENTS 5 YEARS AT A GLANCE