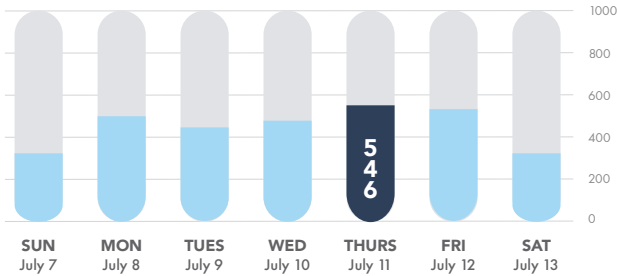


APPOINTMENT CENTRE

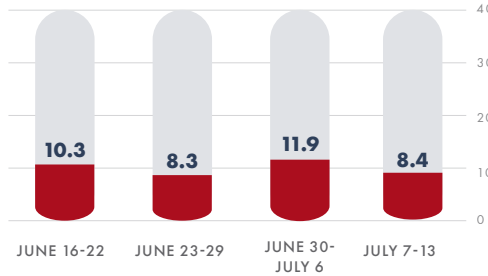
JULY 7-13 2024



APPOINTMENTS - A WEEK AT A GLANCE

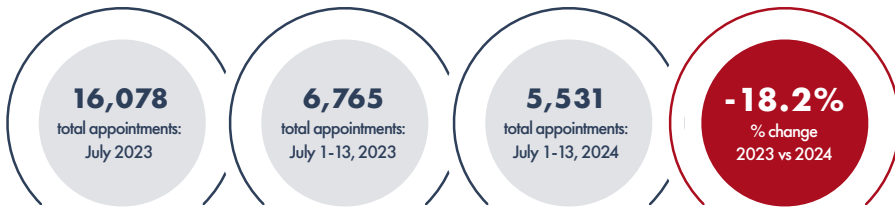


APPOINTMENT/SOLD INDEX PAST 4 WEEKS



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



This week, our appointment centre booked a nearly 20% increase in appointments with our busiest day, Thursday, seeing 546 total appointments that day alone. In the last 6 years there have only been 5 Thursday's which exceeded 500 appointments, once in early June 2019 where we came off a slow Q1 and somber spring market, and the rest were mid July and the fall of 2020, following a period of decline and uncertainty due to Covid. This could prove to be a bellwether for a brisk market going forward.

In addition, the gap between our 2023 and 2024 monthly appointments has decreased significantly with a -20% gap rather than the nearly -30% gap we saw last week.

Sales this week slightly surpassed the 4 year average for the month of July (257 property sales) which illustrates a consistency to overall sales during the month of July.

TOP 5 PRICE RANGES

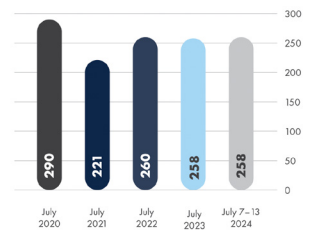
HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$550-600k	\$500-550k
#2	\$750-800k	\$650-700k	#2	\$2M+	\$2M+	#2	\$650-700k	\$450-500k
#3	\$650-700k	\$450-500k	#3	\$550-600k	\$550-600k	#3	\$600-650k	\$550-600k
#4	\$700-750k	\$700-750k	#4	\$950k-1M	\$650-700k	#4	\$1-2M	TIE \$650-700k and \$750-800k
#5	\$500-550k	\$750-800k	#5	\$650-700k	TIE \$700-750k and \$750-800k	#5	\$500-550k	\$600-650k

The appointment/sold index dropped to 8.4, which is approximately where it was two weeks ago. This combined with new listings surpassing sales, suggests that buyers are thoughtfully curating a list of properties which either get reduced to the market price or are newly listed and priced with precision.

Our top price ranges saw some interesting shifts this week, as Halton saw the \$550-600k and \$650-700k ranges in the #2 and #3 spots, which are much lower than the usual price ranges that have been most popular in this region.

Niagara saw the \$1-2M range drop from the charts altogether in favour of ranges between \$450k and \$800k. As usual, Hamilton has remained fairly consistent with the exception of the \$450-500k range which climbed to #3 this week

WEEKLY AVERAGE PROPERTIES SOLD



*source: RE/MAX Escarpment & Niagara internal data

APPOINTMENTS 5 YEARS AT A GLANCE

