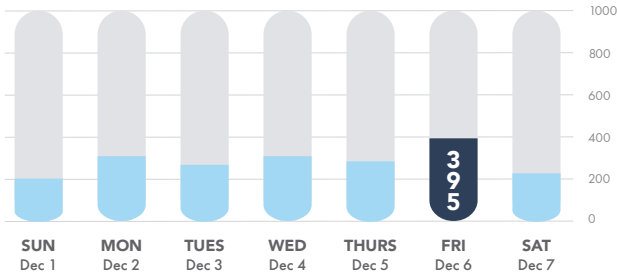


APPOINTMENT CENTRE

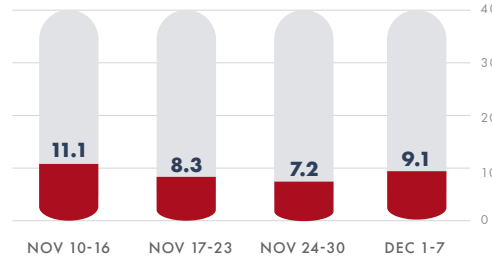
DECEMBER 1-7 2024



APPOINTMENTS - A WEEK AT A GLANCE

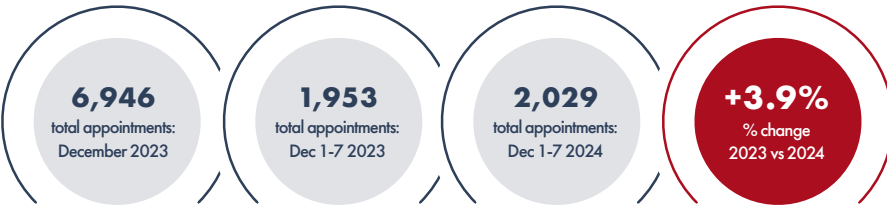


APPOINTMENT/SOLD INDEX PAST 4 WEEKS



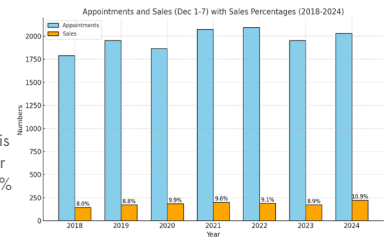
This number assesses the relationship between properties that sold this week and the number of appointments made during the same week, thereby measuring buyer motivation.

MONTHLY COMPARISON 2023 vs 2024



As December kicks off, our appointment centre booked a slight decrease of 8.6 in weekly appointments. Our busiest day was Friday as usual, with just under 400 appointments booked that day alone. Despite the continued decreases in weekly appointments, our monthly appointment numbers are showing a 3.9% increase compared to the same period in 2023, with 2,029 appointments booked so far in December.

The appointment/sold index climbed back to 9.1 after two weeks of steady decreases. In addition, sales are continuing to surpass new listings by 17.6%. Also of note, the percentage of sold properties to appointments is at the highest it has ever been for the first week in December at 11%.



As usual, the \$1-2M range continues to occupy the top spot in Hamilton and Halton, although this range has been stuck at #4 the past two weeks in Niagara. Halton is still showing that our highest price ranges are most popular in the region, although the \$950k-1M range dropped from #2 to #4 since last week. Hamilton is fairly consistent to previous weeks with our mid range price points occupying most of the chart. Finally, Niagara is looking similar to previous weeks, with the \$550-600k range on top yet again.

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	\$450-500k	\$550-600k	#2	\$950k-1M	\$650-700k	#2	\$650-700k	\$650-700k
#3	\$500-550k	\$750-800k	#3	\$2M+	\$2M+	#3	\$450-500k	\$500-550k
#4	\$550-600k	\$650-700k	#4	\$750-800k	\$950k-1M	#4	\$1-2M	\$1-2M
#5	TIE \$650-700k and \$750-800k	\$500-550k	#5	\$650-700k	TIE \$350-400k and \$550-600k	#5	\$500-550k	\$450-500k

*source: RE/MAX Escarpment & Niagara internal data

APPOINTMENTS 5 YEARS AT A GLANCE

