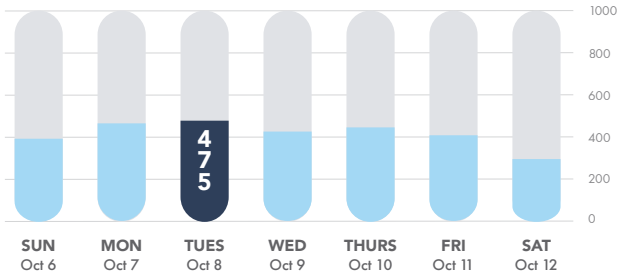


APPOINTMENT CENTRE

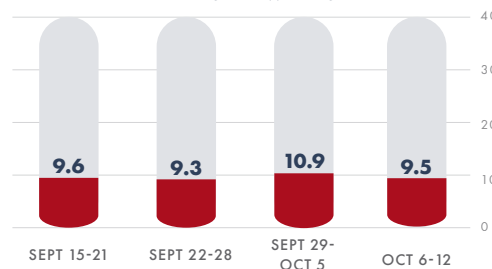
OCTOBER 6-12 2024



APPOINTMENTS - A WEEK AT A GLANCE

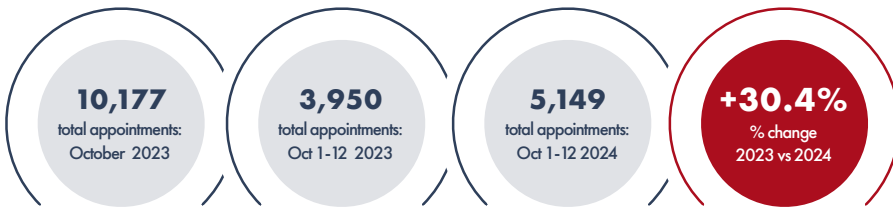


APPOINTMENT/SOLD INDEX PAST 4 WEEKS



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



For our first full week of October, the appointment centre report hosted 2,927 total appointments which represents a small decrease of 3.1%. Despite this decrease, our monthly numbers are reflecting a 30.4% increase in monthly appointment when compared to the same period in 2023. Our busiest day was Tuesday rather than Friday, with a total of 475 appointments booked that day alone, as buyers opted to look prior to Thanksgiving, and have their agents negotiate on their behalf during the long weekend.

The appointment/sold index dropped slightly to 9.5, which is approximately where the index was two weeks ago, however it is well below the 2024 average of 11.25. In addition, new listings slightly surpassed solds, where our agents are selling 97% of the new inventory we are creating, well above our trading area's sales-to-new-listings ratio of 48%.

Regarding our top price ranges, the \$1-2M range is on top in all three regions, which we have not seen since May 19-25 of this year. Hamilton remained fairly identical to last week with the exception of the \$750-800k and \$550-600k range switching places. Halton also remained consistent, although the \$950k-1M range dropped from the charts altogether in favour of lower price ranges. Finally, Niagara saw the \$350-400k range appear at #5, which is a much lower range than we usually see on the chart in any region.

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	\$650-700k	\$1-2M
#2	\$650-700k	\$650-700k	#2	\$2M+	\$2M+	#2	\$1-2M	\$650-700k
#3	\$550-600k	\$750-800k	#3	\$950k-1M	\$650-700k	#3	\$550-600k	\$550-600k
#4	\$750-800k	\$550-600k	#4	\$550-600k	\$700-750k	#4	\$700-750k	TIE \$600-650k and \$750-800k
#5	\$700-750k	\$700-750k	#5	\$750-800k	\$850-900k	#5	\$600-650k	\$350-400k

*source: RE/MAX Escarpment & Niagara internal data

APPOINTMENTS 5 YEARS AT A GLANCE

