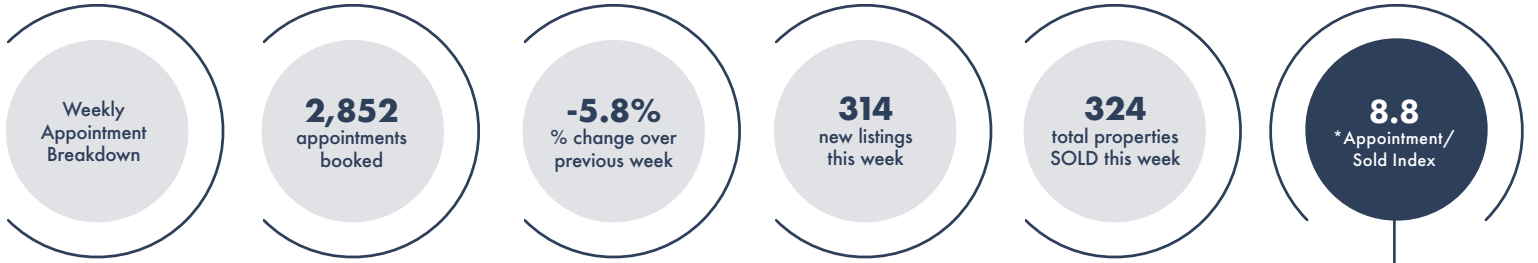
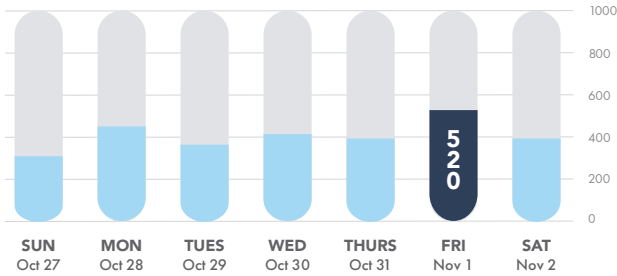


# APPOINTMENT CENTRE

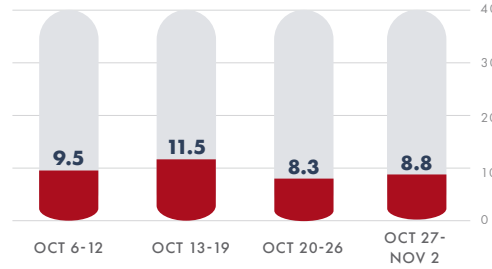
OCTOBER 27-NOVEMBER 2 2024



## 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



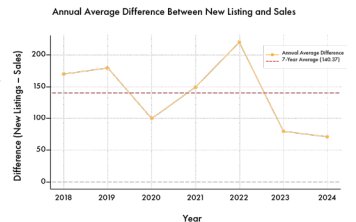
As October draws to a close, our appointment centre saw a slight decrease in weekly appointments. Despite this change, our busiest day, Friday, booked 10 more appointments than our busiest day last week. In addition, our monthly numbers are showing a 26.2% increase in monthly appointments when compared to October 2023.

Our appointment/sold index remained nearly identical to last week, as sold listings continue to outpace new listings. With this year exceeding the annual average, with the gap between the new listings to sales ratio at its smallest, proving once again our associates at RE/MAX Escarpment and Niagara are better marketers by selling our new inventory at a quicker pace than the industry as a whole.

## 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	\$1-2M	\$550-600k
#2	\$750-800k	\$450-500k	#2	\$2M+	\$2M+	#2	\$650-700k	\$500-550k
#3	\$550-600k	\$650-700k	#3	\$550-600k	\$550-600k	#3	\$550-600k	TIE \$650-700k and \$1-2M
#4	\$650-700k	\$550-600k	#4	\$850-900k	\$950k-1M	#4	\$350-400k	\$600-650k
#5	\$600-650k	\$750-800k	#5	\$950k-1M	\$750-800k	#5	\$450-500k	\$450-500k

After 3 consecutive weeks of the \$1-2M range dominating our top price ranges in all three regions, this price range has now been bumped down to #3 in Niagara with the much lower \$550-600k range taking its place at #1. Despite this change, the \$1-2M range remains most popular in both Hamilton and Halton. Coming in at #2 in Hamilton is the \$450-500k range, which is lower than the usual popular price ranges in the regions. Finally, Halton is still seeing our highest price ranges in the top two spots, and the \$950k-1M range climbed one spot to #4.



\*source: RE/MAX Escarpment & Niagara internal data

## APPOINTMENTS 5 YEARS AT A GLANCE

