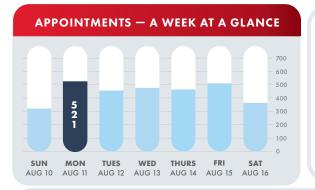
APPOINTMENT CENTRE

AUGUST 10-16, 2025









\$600K - 699K

\$1M - 1.49M

\$500K - 599K



TOP 5 PRICE RANGES HAMILTON REGION Previous Week Current Week \$600K - 699K \$700K - 799K \$1M - 1.49M \$600K - 699K \$700K - 799K \$800K - 899K \$400K - 499K \$500K - 599K \$800K - 899K \$400K - 499K HALDIMAND REGION Previous Week Current Week \$1M - 1.49M \$700K - 799K Tie \$800K - 899K and \$300 - 399K \$700K - 799K

\$800K - 899K

\$500K - 599K

\$600K - 699K

	NIAGARA	REGION
	Previous Week	Current Week
1	\$400K - 499K	\$500K - 599K
2	\$500K - 599K	\$600K - 699K
3	\$600K - 699K	\$400K - 499K
4	\$700K - 799K	\$700K - 799K
5	\$1M - 1.49M	\$1M - 1.49M

HALTON REGION

\$1M - 1.49M

\$1.5M - 1.99M

\$900K - 999K

\$600K - 699K

\$2M+

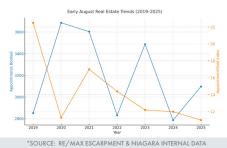
\$1M - 1.49M

\$2M+

\$900K - 999K

\$800K - 899K

\$1.5M - 1.99M



2019 was inefficient. Over 22 appointments per sale. Buyers were kicking tires, not committing. 2020 was the shock year. Appointments surged almost +30% YoY, and efficiency snapped to half. Pandemic urgency + low rates = buyers

 $2021\,$ softened. Activity dipped slightly and the index worsened back to $\,17.$ Buyers came out but were choosier.

2022 slowdown. Appointments fell again (down -21%), but efficiency improved a touch. Fewer buyers, but those who showed up were serious.

2023 rebound. Appointments jumped back nearly +23%, efficiency got better (12.2). Market was adjusting to rates, but demand showed resilience

2024 pullback. Activity fell -20%, a hangover year. Efficiency held steady at 12.

2025 stabilization. Appointments climbed + 11%, and efficiency tightened to 11, the best balance since 2020.

2025 is the first time since the pandemic boom that we've got healthy activity and efficient conversion happening together. Buyers are showing up, and they're not wasting time. That combination hasn't been seen in 5 years.

