

AUGUST 10-16, 2025

Metric	Value
appointments booked	3,098
% change over previous weeks	+5.6%
new listings this week	365
total properties SOLD this week	281
* Appointment/Sold Index	11

12,445	6,570	6,830	+4.0%
total appointments: August 2024	total appointments: August 1–16, 2024	total appointments: August 1–16, 2025	% change 2024 vs. 2025

62.7% 77%

* (Hamilton, Niagara, Halton, Haldimand)

Day	Date	Attendance
SUN	AUG 10	~400
MON	AUG 11	521
TUES	AUG 12	~450
WED	AUG 13	~480
THURS	AUG 14	~480
FRI	AUG 15	~500
SAT	AUG 16	~380

Time Period	Percentage
JULY 20-26	9.6
JULY 27-	9.7
AUG 3-9	10.3
AUG 10-16	11

10.2
30 day average

HAMILTON REGION		
	Previous Week	Current Week
1	\$600K - 699K	\$700K - 799K
2	\$1M - 1.49M	\$600K - 699K
3	\$700K - 799K	\$800K - 899K
4	\$400K - 499K	\$500K - 599K
5	\$800K - 899K	\$400K - 499K

	Previous Week	Current Week
1	\$1M - 1.49M	\$1M - 1.49M
2	\$900K - 999K	\$1.5M - 1.99M
3	\$2M+	\$900K - 999K
4	\$800K - 899K	\$600K - 699K
5	\$1.5M - 1.99M	\$2M+

	Previous Week	Current Week
1	\$1M - 1.49M	\$700K - 799K
2	\$700K - 799K	The \$800K - 899K and \$300 - 399K
3	\$800K - 899K	\$600K - 699K
4	\$500K - 599K	\$1M - 1.49M
5	\$600K - 699K	\$500K - 599K

	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

Year	Apartments Booked	Average Price/Sqm
2019	2850	22.5
2020	3650	11.5
2021	3600	16.0
2022	2820	14.0
2023	3500	12.5
2024	2780	12.2
2025	3100	11.5

*SOURCE: RE/MAX ESCARPMENT & NIAGARA INTERNAL DATA

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.

2025

2024

2023

2022

