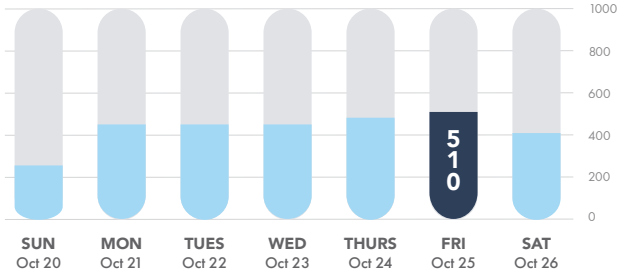


APPOINTMENT CENTRE

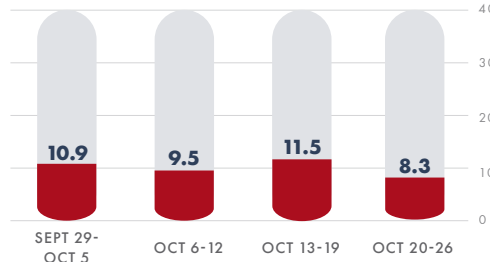
OCTOBER 20-26 2024



APPOINTMENTS - A WEEK AT A GLANCE

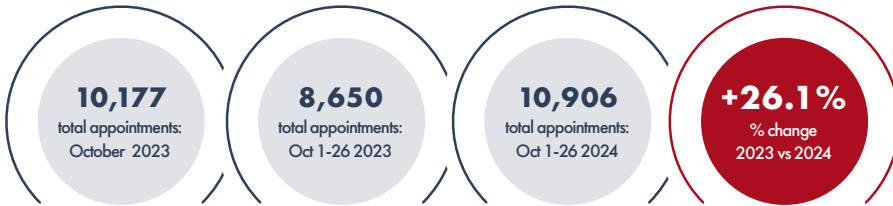


APPOINTMENT/SOLD INDEX PAST 4 WEEKS

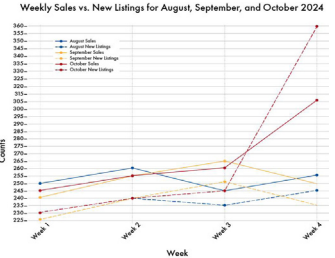


This number assesses the relationship between properties that sold this week and the number of appointments made during the same week, thereby measuring buyer motivation.

MONTHLY COMPARISON 2023 vs 2024



What a difference 50 bases points makes as we approach the end of October, our appointment centre booked nearly 11% more appointments over the week before following Wednesday's Bank of Canada rate decrease. As usual, our busiest day was Friday with 510 appointments hosted that day alone. Although we are not yet at the end of the month, our total monthly appointments so far have already surpassed the appointment totals for October 2023 by 6.9%.



This week, sales have significantly surpassed new listings by an 18 percentage point gap, one of the largest divides in our company history.

In addition, the appointment/sold index dropped to 8.3 which is lower than we have seen since the week of June 23-29, 2024. It appears the fall market is alive and well.

As we saw last week, the \$1-2M range continues to dominate our top price ranges in all three regions. Hamilton remains fairly consistent to the previous few weeks with ranges between \$550k and \$800k being most popular. Halton saw our highest three price ranges continue to maintain popularity in the region, with the \$950k-1M range re-appearing on the chart at #5. Finally, Niagara is still seeing lower and mid range price points as most popular despite the \$1-2M range remaining at #1.

* source: RE/MAX Escarpment & Niagara internal data

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

APPOINTMENTS 5 YEARS AT A GLANCE

