

APPOINTMENT CENTRE

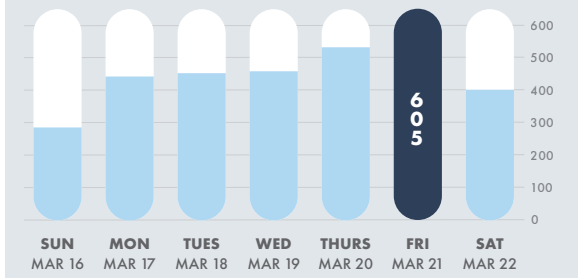
MARCH 16 TO 22 2025



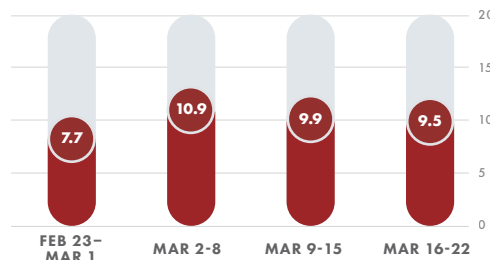
WEEKLY APPOINTMENT BREAKDOWN



APPOINTMENTS — A WEEK AT A GLANCE

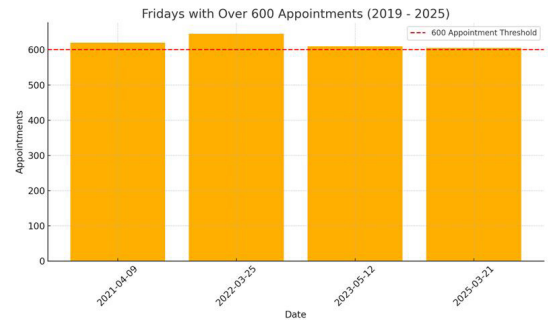
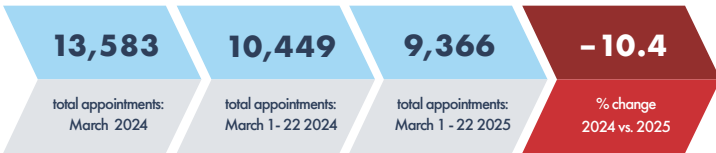


APPOINTMENT/SOLD INDEX PAST 4 WEEKS



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

MONTHLY COMPARISON 2024 VS 2025



* SOURCE: RE/MAX ESCARPMENT & NIAGARA INTERNAL DATA

TOP 5 PRICE RANGES

HAMILTON		HALTON		NIAGARA	
Previous Week	Current Week	Previous Week	Current Week	Previous Week	Current Week
1 \$1M - 2M	\$700K - 799K	1 \$1M - 2M	\$1M - 1.49M	1 \$650K - 700K	\$500K - 599K
2 \$700K - 750K	\$600K - 699K	2 \$2M+	\$2M+	2 \$550K - 600K	\$600K - 699K
3 \$550K - 600K	\$1M - 1.49M	3 \$750K - 800K	\$1.5M - 1.99M	3 \$500K - 550K	\$400K - 499K
4 \$600K - 650K	\$500K - 599K	4 \$650K - 700K	\$900K - 999K	4 \$1M - 2M	\$700K - 799K
5 \$650K - 700K	\$400K - 499K	5 \$450K - 500K	\$500K - 599K	5 \$600K - 650K	\$1M - 1.49M

Ultra-Rare Events

1. Only four Fridays from 2019 to 2025 cracked that 600 mark:

April 9, 2021 | March 25, 2022 | May 12, 2023 | March 21, 2025

That's less than one per year on average — which tells us this isn't a normal market behavior. It's a response to market urgency.

2. That we have had 4 consecutive weeks of positive growth in appointments week-over-week which has never occurred.

This all points to a shift in buyer psychology, which makes for a very dynamic market.

APPOINTMENTS 4 YEARS AT A GLANCE

