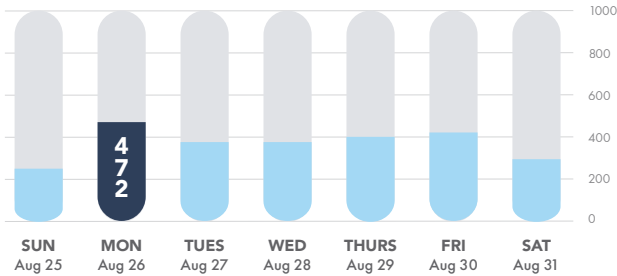


APPOINTMENT CENTRE

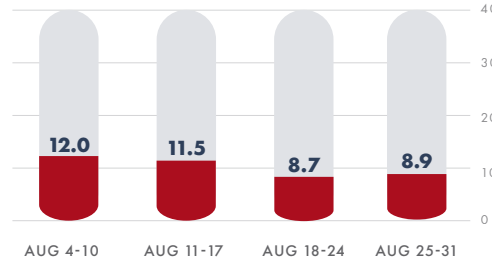
AUGUST 25-31 2024



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

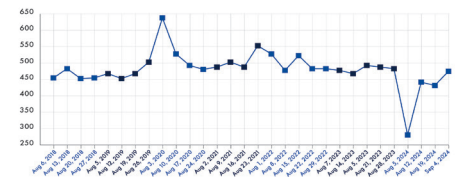


As September draws near, our appointment centre saw a decrease of 8.9% in weekly appointments, likely due to clients preparing for back to school and the end of summer.

Surprisingly, our busiest day was Monday with 472 total appointments booked that day alone. Monday's are emerging as a popular day to view homes in the summer, something that has been trending higher over the last 2 years, possibly a response to 3 days in the office or extending the weekend during the summer months.

Overall this month our appointment centre booked 12,445 total appointments representing an 17.2% decrease compared to August 2023, a trend we will be watching this fall as this gap narrows.

APPOINTMENTS EVERY MONDAY



The appointment/sold index increased just slightly to 8.9. In addition, our solds were at 290 this week, and have far surpassed new listings by a 41% difference which is quickly absorbing existing inventories.

Regarding our top price ranges, Hamilton again remained consistent with \$1-2M on top and ranges between \$650k and \$800k occupying all other spaces. The \$950k-1M range again dropped from the chart in Halton in favour of lower and mid range price points besides the \$1-2M range at #1 and \$2M+ at #1. Niagara saw the \$1-2M range climb to #2 from #4 last week, otherwise the area continues to see mid range price points as most popular.

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

APPOINTMENTS 5 YEARS AT A GLANCE

