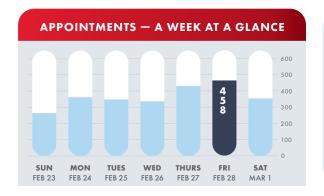
APPOINTMENT CENTRE



FEBRUARY 23 - MARCH 1 2025







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



TOP 5 PRICE RANGES								
HAMILTON			HALTON			NIAGARA		
	Previous Week	Current Week		Previous Week	Current Week		Previous Week	Current Week
1	\$1M - 2M	\$1M - 2M	1	\$1M - 2M	\$1M - 2M	1	\$550K-600K	\$550K - 600K
2	\$600K - 650K	\$750K - 800K	2	\$2M+	\$950K - 1M	2	\$1M - 2M	Tied \$1M - \$2M and \$500 - 550K
3	\$550K - 600K	\$550K - 600K	3	\$850K - 900K	\$2M+	3	\$450K - 500K	\$450K - 500K
4	Tie \$650-700K and \$700-750K and \$750-800K	\$650K - 700K	4	\$950K - 1M	\$650K - 700K	4	Tie \$400-450K and \$650-700K	Tied \$400 - 450K and \$350 - 400K
5	\$650K - 700K	\$700K - 750K	5	\$650K - 700K	\$600K - 650K	5	\$600K - 650K	\$650K - 700K



The data from 2022 to 2025 shows a steady decline in the weekly appointment-to-sale ratio for February, dropping from over 10 in 2022 to 7.7 in 2025. This suggests a fundamental shift in market behaviour where Higher Market Efficiency is an emerging trend as Buyers are acting decisively by making quicker decisions, leading to fewer appointments per sale.

