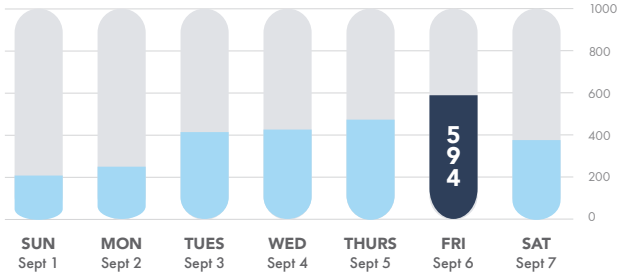


# APPOINTMENT CENTRE

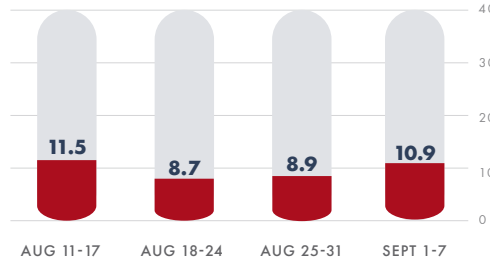
SEPTEMBER 1-7 2024



## APPOINTMENTS - A WEEK AT A GLANCE

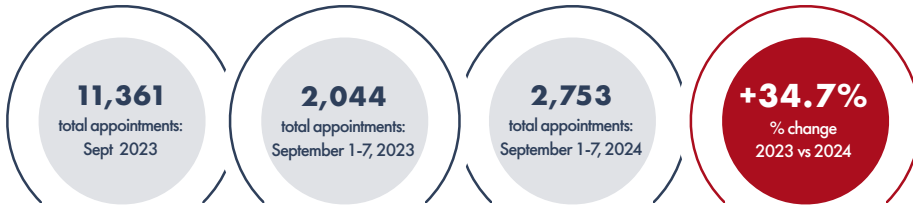


## APPOINTMENT/SOLD INDEX PAST 4 WEEKS



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 kicks off, our appointment centre saw an increase in appointments booked of just over 6%, with 2,753 total appointments booked this week alone. Our busiest day returned to Friday, with a total of 594 appointments made that day alone.

So far this month, we are seeing a drastic increase of 34.7% in appointments when compared to the first week of September 2023. The lower volume of appointments for this week has trended lower in the last 2 years and is now trending in the other direction.

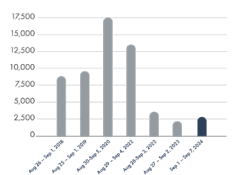
Our appointment/sold index jumped to 10.9 after hovering around 9 for the past two weeks, which is a clear indication that we are seeing new buyers entering the market. In addition, our new listings have far surpassed solds, allowing us to replenish our inventory after the last few weeks of a buying surge.

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

Regarding our top price ranges, Hamilton remained consistent as usual with the \$1-2M range on top and the rest of the chart being occupied by mid range price points. Halton saw our highest price ranges on top yet again, followed by higher and mid range price points. Finally, Niagara saw the \$1-2M range return to #1, tied with the much lower \$500-550k range.

APPOINTMENTS IN THE FIRST WEEK OF SEPTEMBER FROM 2018 TO 2024



\*source: RE/MAX Escarpment & Niagara internal data

## APPOINTMENTS 5 YEARS AT A GLANCE

