

# APPOINTMENT CENTRE

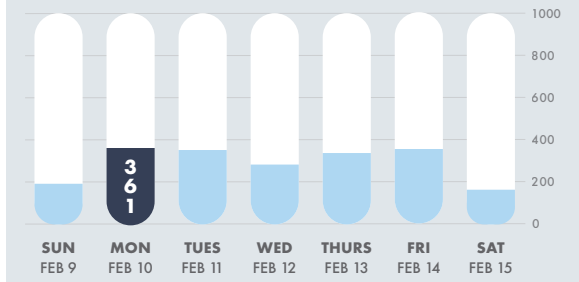
FEBRUARY 9-15 2024



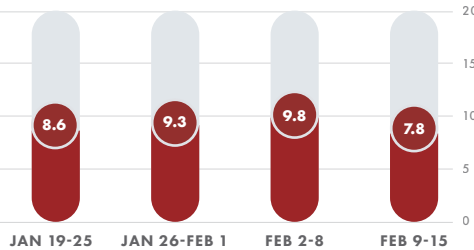
## WEEKLY APPOINTMENT BREAKDOWN



## APPOINTMENTS — A WEEK AT A GLANCE

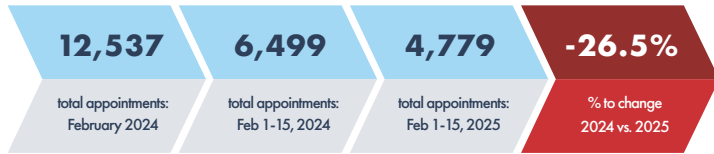


## APPOINTMENT/SOLD INDEX PAST 4 WEEKS



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.

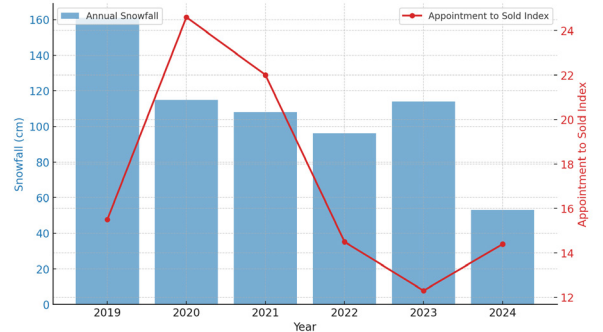
## MONTHLY COMPARISON 2024 VS 2025



## TOP 5 PRICE RANGES

HAMILTON		HALTON		NIAGARA	
Previous Week	Current Week	Previous Week	Current Week	Previous Week	Current Week
1 \$1-2M	\$1-2M	1 \$1-2M	\$1-2M	1 \$550-600k	\$550-600k
2 TIE \$550-600k and \$750-800k	\$550-600k	2 \$2M+	\$2M+	2 \$600-650k	\$700-750k
3 \$850-900k	\$700-750k	3 \$500-550k	\$750-800k	3 \$650-700k	TIE \$450-500k and \$1-2M
4 \$700-750k	\$750-800k	4 \$650-700k	\$850-900k	4 \$750-800k	\$650-700k
5 \$650-700k	\$650-700k	5 \$750-800k	\$950k-1M	5 \$1-2M	\$500-550k

Snowfall vs. Appointment to Sold Index (2019-2024)



\* SOURCE: RE/MAX ESCARPMENT & NIAGARA INTERNAL DATA

How does weather impact Buyer Activity? Historically speaking higher snowfall (2019-2020) correlated with increased buyer hesitation, requiring more appointments before purchases were made. Lower snowfall (2021-2022) led to faster decision-making, with fewer appointments needed per sale. 2023-2024 suggests that snowfall is becoming a less dominant factor, with other economic and market forces affecting buyer behavior.

Historically, harsh winters pushed buyers to act early in Q1 to avoid market uncertainty. In recent years, Q1 has become less dominant, with appointments spreading more evenly throughout the year. This week's results diverge with historical data and show that buyer sentiment is strong based on a very low appointment-to-sold index combined with sold listings outstripping new inventory.

## APPOINTMENTS 4 YEARS AT A GLANCE

