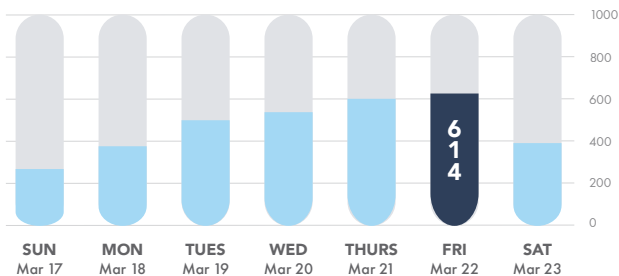


APPOINTMENT CENTRE

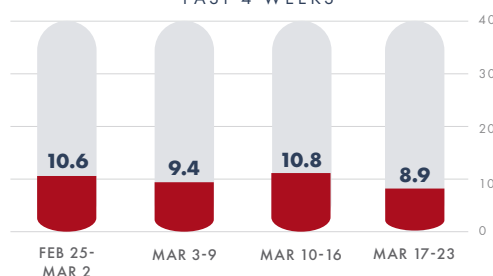
MARCH 17-23 2024



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 we approach the end of March, our appointment centre facilitated 3,261 appointments, which represents a 9% increase compared to last week. Overall this month, we are seeing just over a 15% decrease in total appointments when compared to 2023, and the number of appointments picking up considerably with Thursday and Friday almost equal in showing volumes.

The appointment/sold index is the lowest it's been this year, indicating a strong buyer sentiment. Sold properties have over shadowed new listings by nearly 60 units, as buyers confidently absorb property inventories.

Our top price ranges again remained fairly consistent, with a few changes of note. Specifically, the Niagara region saw the \$350-400k price range re-enter the top 5 after higher price ranges have been occupying most of the regions top spots. Halton continues to see higher price ranges on top, with the exception of the \$600-650k range. Hamilton has remained fairly consistent with mid range price points still occupying most of our top 5.

*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	\$600-650k
#2	\$550-600k	\$550-600k	#2	\$550-600k	\$850-900k	#2	\$1-2M	\$550-600
#3	TIE \$500-550k and \$700-750k	\$750-800k	#3	\$2M+	\$950k-1M	#3	\$500-550k	\$1-2M
#4	\$650-700k	\$600-650k	#4	\$850-900k	\$2M+	#4	\$650-700k	\$350-400k
#5	\$600-650k	\$650-700k	#5	\$950k-1M	\$600-650k	#5	\$400-450k	\$450-500k

APPOINTMENTS 5 YEARS AT A GLANCE

