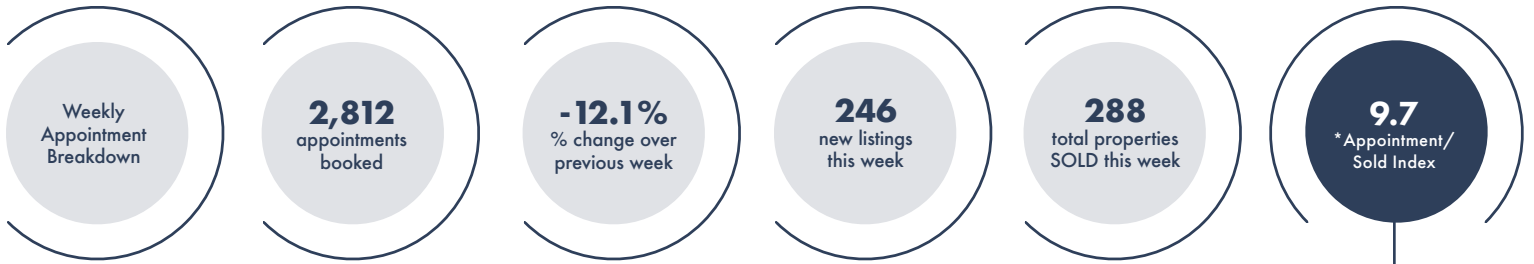
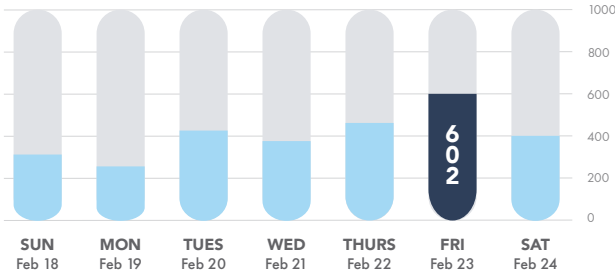


APPOINTMENT CENTRE

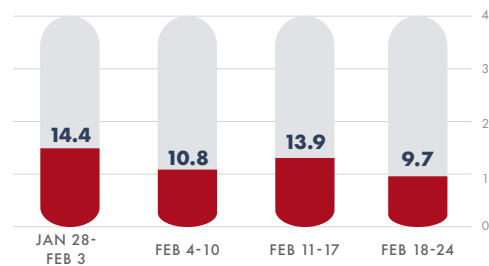
FEBRUARY 18 - 24 2024



APPOINTMENTS - A WEEK AT A GLANCE

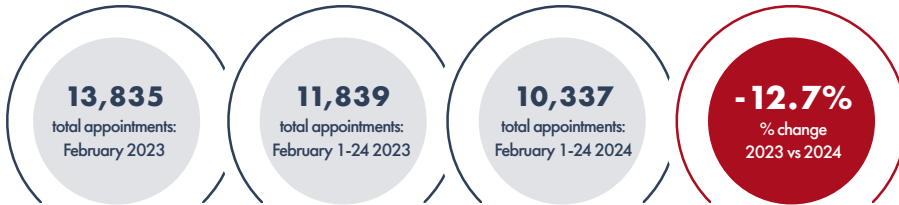


APPOINTMENT/SOLD INDEX PAST 4 WEEKS



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



This week, we saw a decrease of just over 12% compared to the previous week and nearly a 13 percent decrease compared to the same period last year. However, there is steep decrease in the amount of showings per sale (less than 10 this week) which hovered at 13 in the entire month of February 2023.

Sales are definitely outstripping new listings as inventory gets snapped up at a quicker pace, with the appointment/sold index dropping to 9.7 this week, the lowest it has been since December 17-23, 2023.

Our top price ranges remained fairly similar to previous weeks with some small but notable changes. The \$1-2M price range is currently occupying the #1 spot in all three areas. In addition, Hamilton is now seeing mid range prices take over the top price ranges, and is now looking very similar to the Niagara area in terms of which price ranges are most popular. Halton is continuing to see the higher end price ranges on top but the \$950k-1M range is not present this week..

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

APPOINTMENTS 5 YEARS AT A GLANCE

