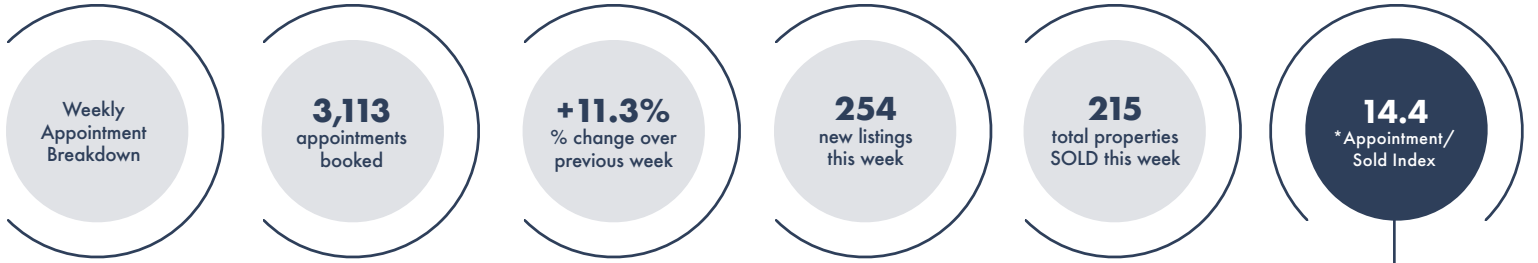
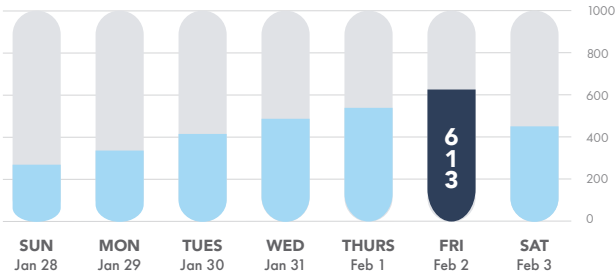


APPOINTMENT CENTRE

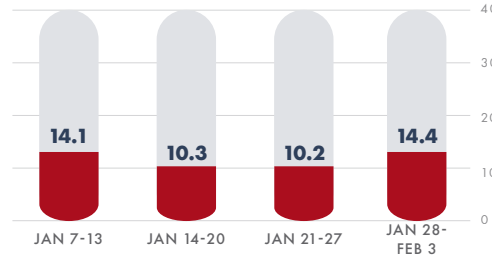
JANUARY 28 - FEBRUARY 3 2024



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 January wraps up and we move into February, our appointment centre continues to record an increasing number of appointments week over week. This week there were 3,113 total appointments, over 11% higher compared to the previous week. Through the month of January, we saw only a 3.2% fewer appointments compared to January 2023. The next month may see us overtake our 2023 monthly appointment numbers if the current trend continues.

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

The appointment/sold index jumped from 10.2 to 14.4 this week, which is almost exactly where it was three weeks ago, indicating that inventory is holding steady and buyers are taking more time to make purchasing decisions.

Our top price ranges this week remained relatively similar to last week. Hamilton and Halton both continue to see the \$1-2M price range at #1. Interestingly, Niagara is seeing the \$850-900k price range at #1 which is significantly higher than previously recorded top price ranges in the area. In addition, Niagara and Hamilton are seeing more mid range price points in our top 5 compared to Halton which typically has our higher end price ranges occupying those spaces.

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

APPOINTMENTS 5 YEARS AT A GLANCE

