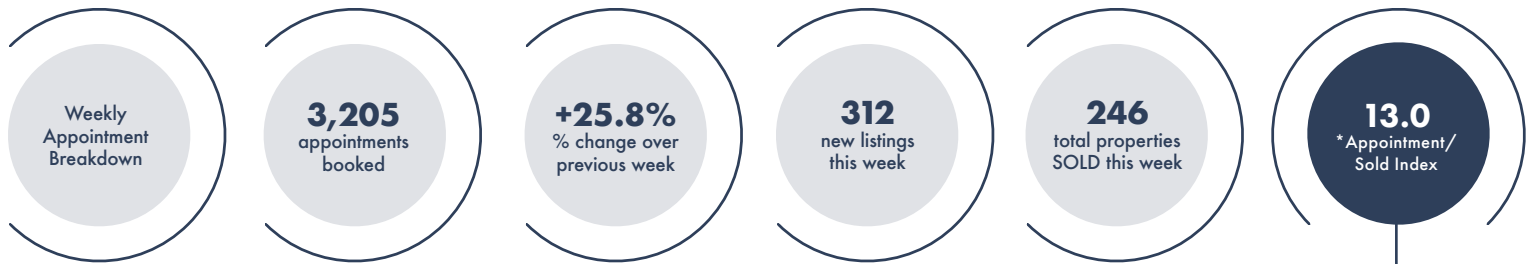
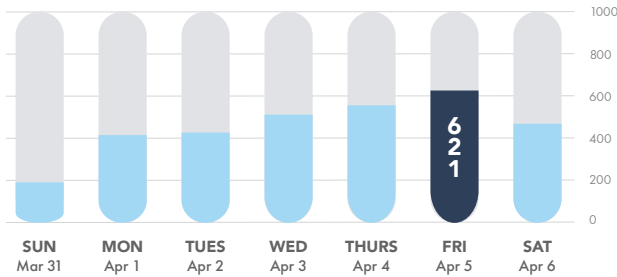


APPOINTMENT CENTRE

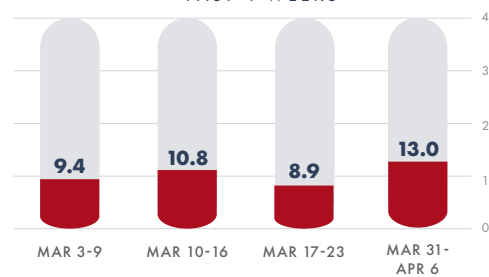
MARCH 31-APRIL 6 2024



APPOINTMENTS - A WEEK AT A GLANCE

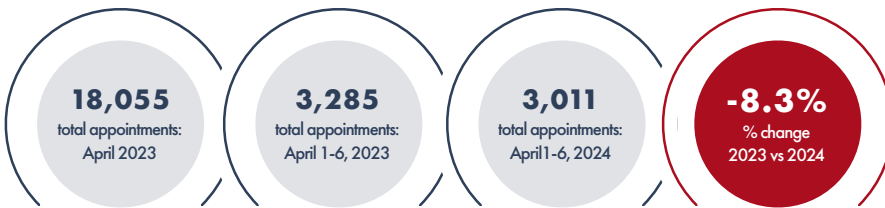


APPOINTMENT/SOLD INDEX PAST 4 WEEKS



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 step into April, our appointment centre is seeing a notable increase in our weekly appointments. Specifically, the appointment centre hosted 3,205 appointments, which is nearly a 26% increase over last week, which is one of the largest week-over-week increases we have seen in a very long time. If we compare these numbers to the start of April in 2023, appointments are only down 8.3%, and we may see this gap shrink or disappear altogether as the month progresses.

The appointment/sold index jumped to 13.0, a significant change compared to the past few weeks which is attributed to an increase in inventory along with more buyers entering the market.

The \$1-2M price range continues to hold the top spot in Hamilton and Halton. Otherwise, Hamilton saw every price range between \$600-650k and \$750-800k represented on the chart as well as the \$1-2M range. Halton continues to demonstrate the popularity of our more expensive price ranges, as well as the \$650-700k range. Niagara is seeing mostly mid-range price points as most popular aside from the \$1-2M range in the #4 spot.

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

APPOINTMENTS 5 YEARS AT A GLANCE

