

# MARKET PULSE

FEBRUARY 2024



This February we leaped into the spring market with a considerable increase in sales over the period last year with 1201 properties sold. Our share of new listings on our 3 real estate boards is over 35%. Our year-to-date listing levels were within and/or above the new listing activity in our trading areas.

Our sales associates did 6.5 times more sales activity than our competitors, where we had a significant share of the unit sales in the combined region we serve for the month of February.

## UNIT SALES

### MONTHLY

### YEAR TO DATE

RE/MAX Escarpment

**975**

+12.72%

RE/MAX Niagara

**226**

-6.61%

#### BOARD TOTALS:

NAR (Niagara)

**561 - +13.3%**

OMDREB (Oakville, Milton)

**260 - +33.1%**

RAHB (Hamilton, Burlington)

**839 - +6.5%**

TRREB (Toronto)

**5,607 - +17.9%**

RE/MAX Escarpment

**1,785**

+15.61%

RE/MAX Niagara

**419**

+3.46%

#### BOARD TOTALS:

NAR (Niagara)

**956 - +16.2%**

OMDREB (Oakville, Milton)

**415 - +23.1%**

RAHB (Hamilton, Burlington)

**1,478 - +9.2%**

TRREB (Toronto)

**9,817 - +25.3%**

## NEW LISTINGS

### MONTHLY

### YEAR TO DATE

RE/MAX Escarpment

**954**

+30.15%

RE/MAX Niagara

**224**

+16.67%

#### BOARD TOTALS:

NAR (Niagara)

**1,173 - +29.9%**

OMDREB (Oakville, Milton)

**470 - +33.1%**

RAHB (Hamilton, Burlington)

**1,489 - +22.8%**

TRREB (Toronto)

**11,396 - +33.5%**

RE/MAX Escarpment

**1,738**

+18.63%

RE/MAX Niagara

**465**

+15.96%

#### BOARD TOTALS:

NAR (Niagara)

**2,135 - +22.7%**

OMDREB (Oakville, Milton)

**746 - +17.9%**

RAHB (Hamilton, Burlington)

**2,637 - +12.3%**

TRREB (Toronto)

**19,711 - +22.73%**

## APPTS

### MONTHLY APPOINTMENTS

**12,537**

### YEAR TO DATE APPOINTMENTS

**23,970**

### AGENT PERFORMANCE

#### AVERAGE UNIT SALES PER AGENT IN FEBRUARY

**1.3**

PROPERTIES

RE/MAX ESCARPMENT & NIAGARA

**0.2**

PROPERTIES

RAHB, NAR & OMDREB

\*When compared to the same month or year to date in the previous calendar year. Based on RE/MAX Niagara & Escarpment Internal Data and RAHB, OMDREB, NAR & TRREB Statistics.