APPOINTMENT CENTRE

MAY 5-11 2024







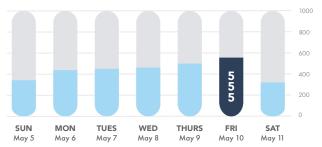








APPOINTMENTS - A WEEK AT A GLANCE







This number assesses
the realtionship 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



facilitated just over 3,000 total appointments, which represents a 4% increase compared to last week. In addition, our busiest day was Friday the 20th, with 555 appointments that day alone. So far May is experiencing a balanced stream of sales as value conscious consumers commence and close in on their real estate journey.

For the first full week of May, our appointment centre

The appointment/sold index dropped back down to 9.0, which is approximately what the index was prior to last week. Coupled with the increase over last week, and the fact that our sold-to-new listings ratio is nearly 90% shows a strong level of buyer confidence.

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

In Hamilton, our top price ranges are still fairly consistent with the \$1-2M price range remaining at #1 while the rest of the spots are occupied by mid-range price points. Halton is also still seeing the \$1-2M range at the top, although the usual high price ranges that tend to be most popular in this region are being passed over in favour of ranges closer to the \$600k mark. Niagara is the only region of the three that is still seeing ranges lower than \$1-2M in the top spot. This past week saw the \$550-600k range at #1, which is lower than the top range in the previous week.

*source: RE/MAX Escarpment & Niagara internal dat

APPOINTMENTS 5 YEARS AT A GLANCE

