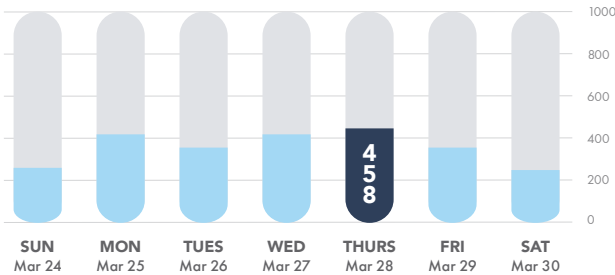


# APPOINTMENT CENTRE

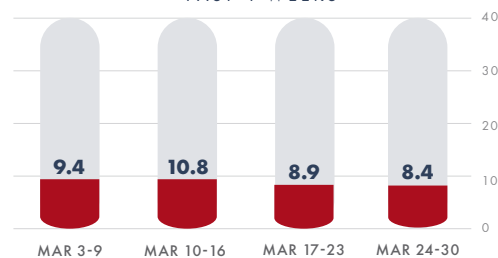
MARCH 24-30 2024



## 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



The Easter Bunny may have delivered less appointments this long weekend, but was responsible for bringing about decisive buyers with 26% more sales than new listings. Our sellers hosted more than 2,500 appointments, which resulted in a very successful week of intense sales. Thursday before the holiday was our busiest day with just over 450 total appointments, illustrating the intensity of our local market.

The appointment/sold index of 8.4 showings per sale, was the lowest we have experienced all year, and has remained consistent with the trend of less showings/sale we have been seeing over the last few weeks.

Regarding our top price ranges, Hamilton and Halton have experienced 2 distinct groups of consumers, one toward more upper end priced inventory and the second, with affordable inventory which is on first time buyer's radar screens. It may however, be too early to tell if this trend emerges in the weeks and months to come. Niagara, on the other hand, is seeing a shift by buyers to more higher priced inventory, with lower priced inventory falling off 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	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$600-650k	\$550-600k
#2	\$550-600k	\$600-650k	#2	\$850-900k	\$2M+	#2	\$550-600k	\$600-650k
#3	\$750-800k	\$700-750k	#3	\$950k-1M	\$850k-900k	#3	\$1-2M	\$650-700k
#4	\$600-650k	\$650-700k	#4	\$2M+	\$750-800k	#4	\$350-400k	\$1-2M
#5	\$650-700k	\$750-800k	#5	\$600-650	\$950k-1M	#5	\$450-500k	\$800-850k

## APPOINTMENTS 5 YEARS AT A GLANCE

