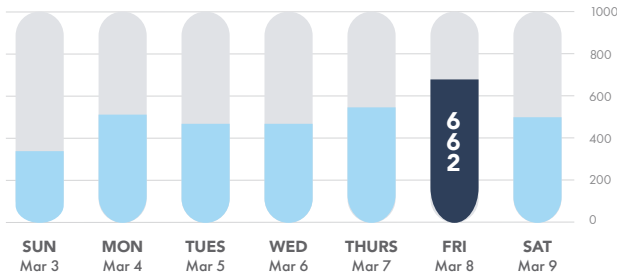


APPOINTMENT CENTRE

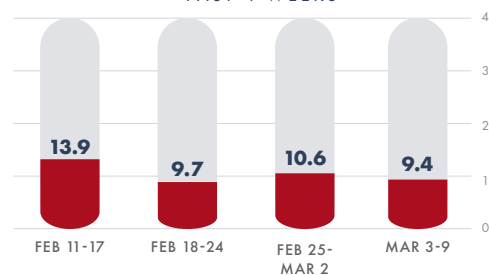
MARCH 3 - 9 2024



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



This first week of March saw a surge in appointments with the last two week-over-week increases of 18.2% and 3.3% respectively. Last week we nearly surpassed 3500 showings as we completed the first full week of March. Friday was by far our busiest day, with well over 650 appointments made that day alone, as Thursday and Monday held second and third spot. Overall, this March is closely mimicking our numbers from 2023, with the gap narrowing to under 8% difference between this year and last year for the same time period.

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

The appointment/sold index dropped slightly to 9.4, this index has been consistently lower for the last 3 weeks, showing a strong buyer appetite. Our solds have surpassed new listings, with sales outstripping listings by 58 properties, the largest difference we have had all year.

Our top price ranges remained fairly consistent this week, with the \$1-2M price range on top in both Hamilton and Halton. As usual, Hamilton continues to see mid to high range prices on top, and Halton is seeing the higher end ranges as most popular. Niagara saw the \$1-2M range drop to #2, and lower price ranges remain more popular in this region.

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

APPOINTMENTS 5 YEARS AT A GLANCE

