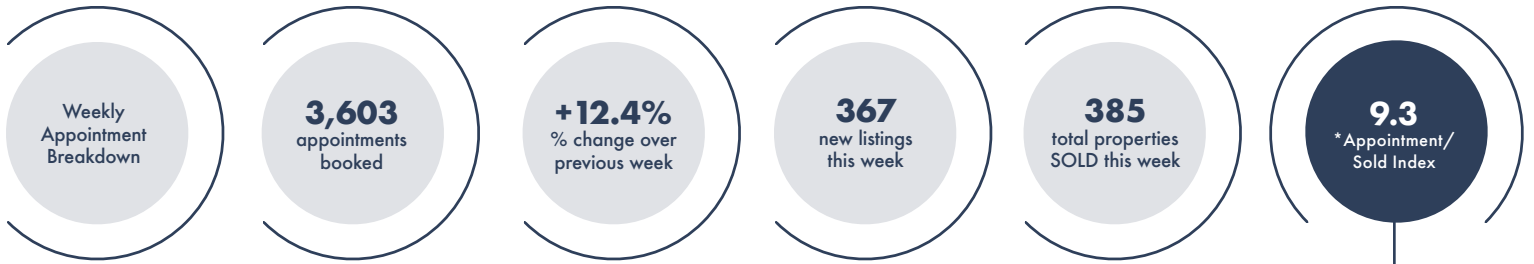
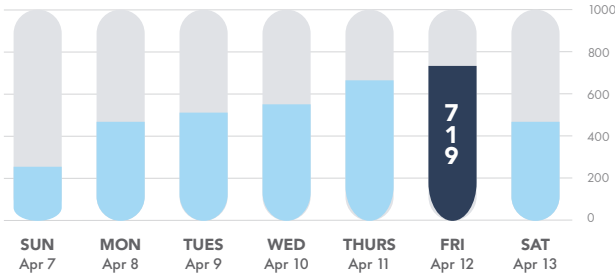


APPOINTMENT CENTRE

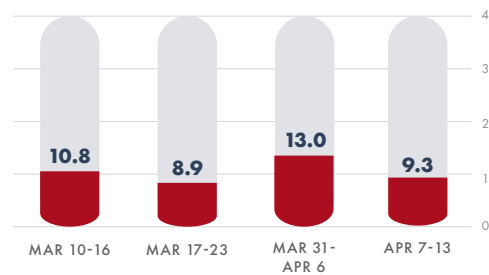
APRIL 7-13 2024



APPOINTMENTS - A WEEK AT A GLANCE

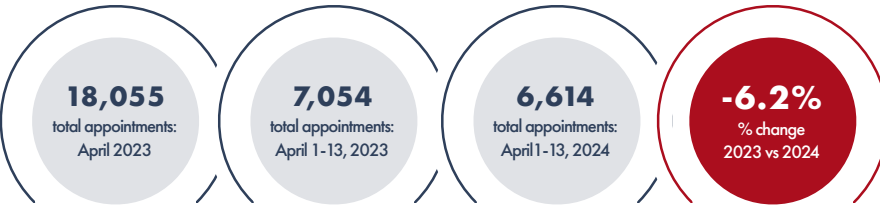


APPOINTMENT/SOLD INDEX PAST 4 WEEKS



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



Coming off a 25% increase last week over the week before, April continues to be a very robust month for appointments. With a 12.4% week-over-week increase, with our busiest day being Friday with over 700 appointments, which we haven't seen since Friday June 16th of 2023. The gap between our total appointments in April 2023 vs 2024 is steadily closing, with the current year over year difference currently at only -6.2%.

The appointment/sold index dropped to 9.3, down from 13 showings per sold property last week. Our sales, at nearly 400 this week continue to overshadow our new listings, possibly triggering an inventory shortage in the weeks to come, making this an ideal time to put your home on the market.

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

Regarding our top price ranges, Hamilton and Halton are continuing to see the \$1-2M price range on top. Hamilton has remained similar to previous weeks with ranges between \$550k and \$800k being most popular. One notable change in the area though is that the much lower \$450-500k range is at #5 as this well priced inventory gets snapped up. In Halton, Our highest price ranges remain popular but some lower price ranges are also making an appearance, namely the \$550-600k range at #4. Finally, Niagara is seeing higher price ranges than usual on the top charts, more specifically the ranges above \$700k.

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

APPOINTMENTS 5 YEARS AT A GLANCE

