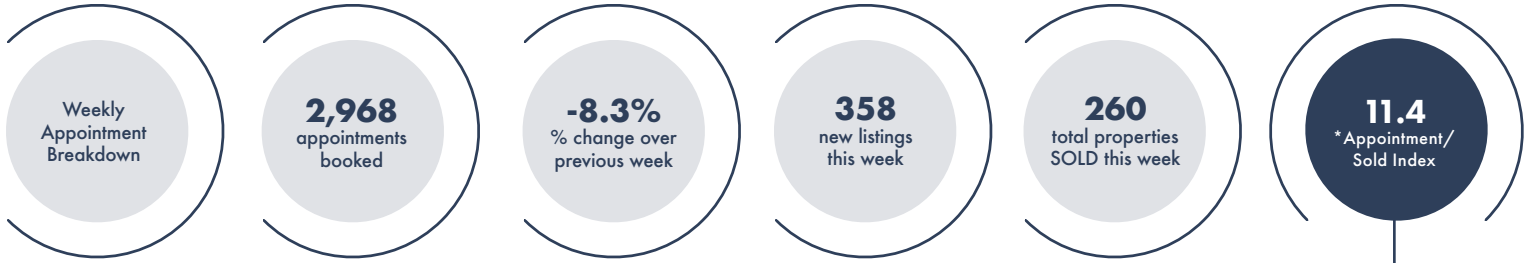
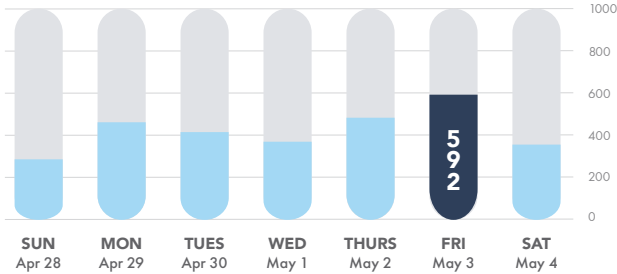


APPOINTMENT CENTRE

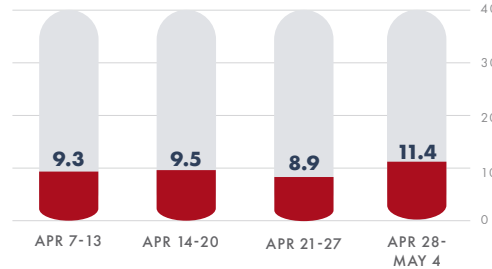
APRIL 28-MAY 4 2024



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



As April drew to a close, our appointment centre experienced a lull compared to previous weeks with a total of just under 3,000 appointments booked, as some buyers await a rate cut. Overall, our appointment centre facilitated 14,203 total appointments, which represents just over 20% decrease when compared to 2023.

The appointment/sold index jumped to 11.4 this week after hovering around 9.0 for the last three weeks. In addition, new listings have overtaken solds which is a reversal of a trend we have experienced for a majority of this year.

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

Regarding our top price ranges, the Niagara region saw the \$1-2M price range usurped from the #1 spot by the much lower \$650-700k range. In Halton, the \$950k-1M range dropped from the chart altogether and mid-range prices appear to be increasing in popularity within this region. Hamilton remained fairly similar to last week, with mid-range price points occupying most of the chart aside from the \$1-2M range at #1.

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

APPOINTMENTS 5 YEARS AT A GLANCE

