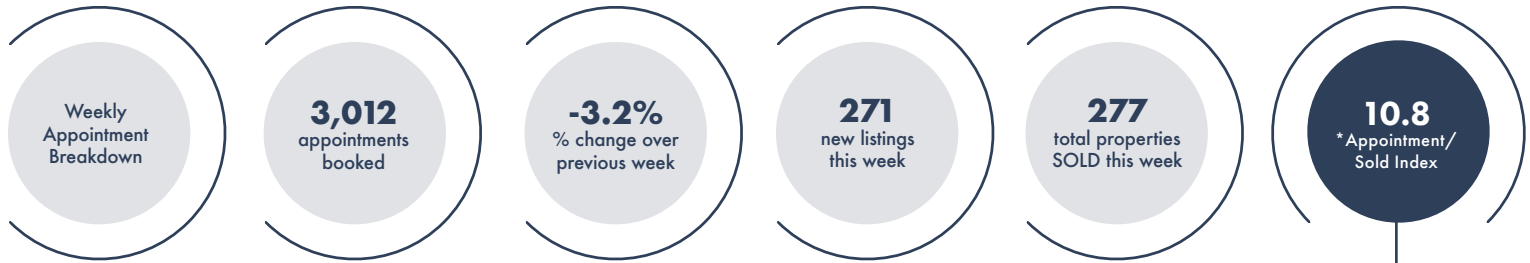
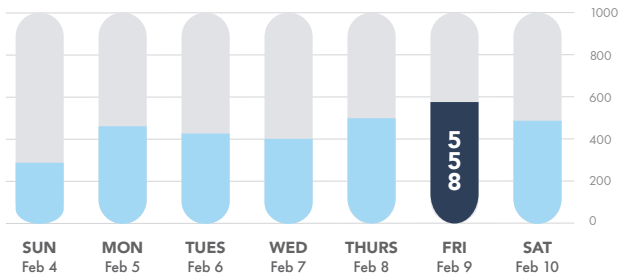


APPOINTMENT CENTRE

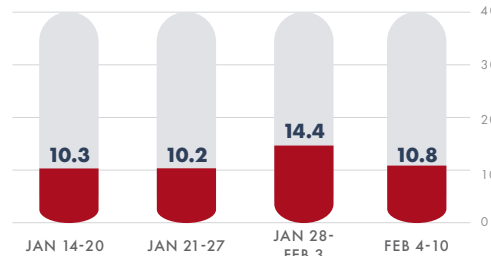
FEBRUARY 4 - 10 2024



APPOINTMENTS - A WEEK AT A GLANCE

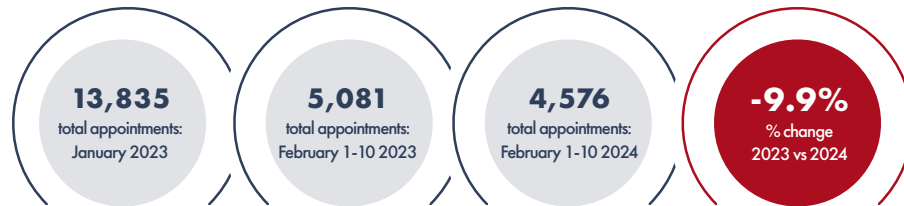


APPOINTMENT/SOLD INDEX PAST 4 WEEKS



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



For our first full week of February, the appointment centre saw a slight decrease in appointments compared to last week (likely due to Super Bowl Sunday). So far, February 2024 is almost 10% behind our 2023 numbers, but considering the past three weeks have seen mostly increases in appointments, we anticipate that upward trend to continue through the rest of February.

The appointment/sold index dropped back to 10.8, nearly where it was before last week's increase. In addition, sales and new listings are nearly on par, which means new listings are flying off the shelves, and our seller's are reaping the benefits of our agent's marketing abilities.

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	\$850-900k	\$600-650k
#2	\$450-500k	\$750-800k	#2	\$950k-1Mk	\$2M+	#2	\$450-500k	TIE \$550-600k, \$850-900k, \$1-2M
#3	\$350-400k	\$650-700k	#3	\$850-900k	TIE \$600-650k and \$850-900k	#3	\$550-600k	\$450-500k
#4	\$750-800k	\$550-600k	#4	\$2M+	\$450-500k	#4	\$600-650k	TIE \$500-550k and \$650-700k
#5	\$650-700k	\$450-500k	#5	\$700-750k	\$950k-1M	#5	\$350-400k	TIE \$400-450k and \$950k-1M

Regarding our top price ranges, Hamilton and Halton again continue to see the \$1-2M price range at #1. Hamilton is still seeing mid range price points occupying the most spots, and Halton is seeing mainly our highest price ranges on top. On the other hand, Niagara may be seeing a shift into higher price ranges, which is interesting considering the area usually sees low to mid price ranges at the top.

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

APPOINTMENTS 5 YEARS AT A GLANCE

