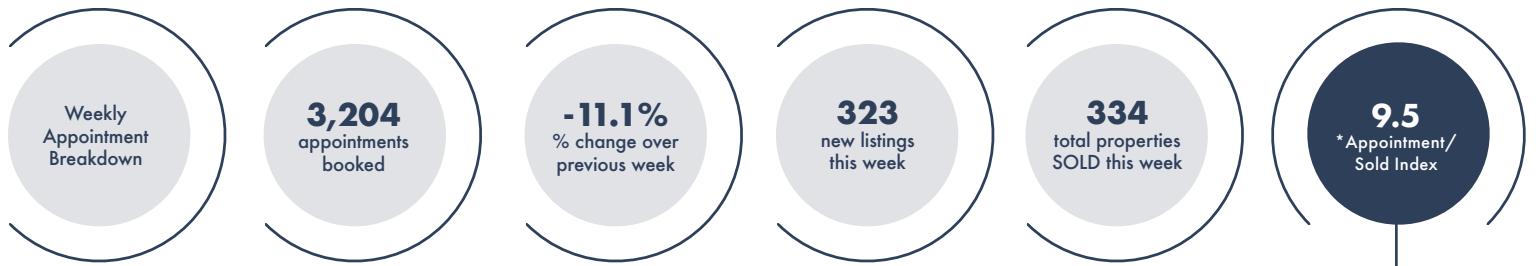
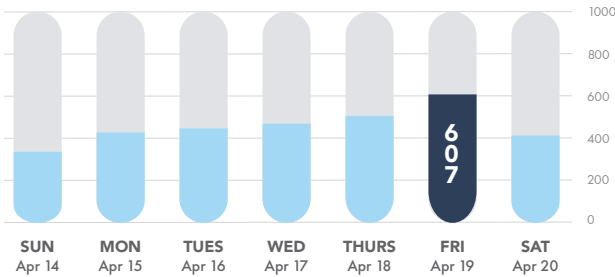


# APPOINTMENT CENTRE

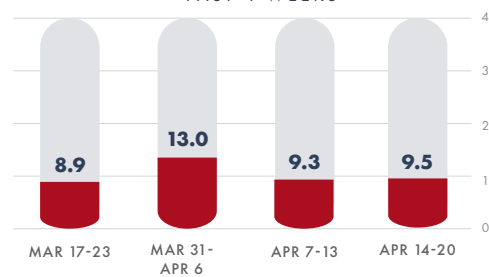
APRIL 14-20 2024



## APPOINTMENTS - A WEEK AT A GLANCE

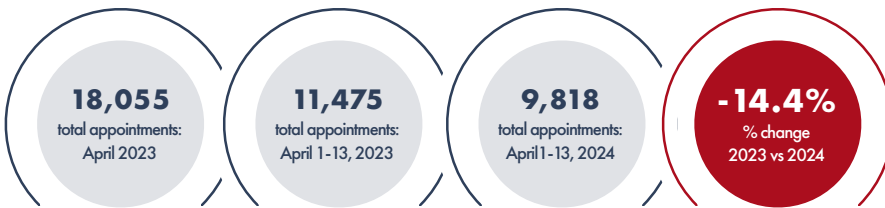


## APPOINTMENT/SOLD INDEX PAST 4 WEEKS



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



After back-to-back double digit increases in showings, the market has settled in and for the first time in a while appointments last week decreased when compared to previous weeks. Friday was our busiest day with just over 600 total appointments. Regarding our monthly stats, we were narrowing the gap over the last 2 weeks however, this week's reduction in appointment numbers has led to a 14% decrease compared to 2023 but there is still time for this gap to lessen as the month progresses.

The appointment/sold index remained almost identical to last week with only a very slight increase. Sales are still up over new listings, and although we are experiencing a trend towards inventory absorption we have yet to see a shortage in properties, but that remains a distinct possibility.

Our top price ranges continue to remain fairly consistent, with the \$1-2M price range at the top in all three regions. Hamilton continues to see mid-range price points as most popular and Halton is seeing mid-range price points creeping into the top five between the high end ranges that are typically most popular in the area. Niagara is seeing mid and higher range price points also making an appearance among the typical lower ranges that have been popular in this region.

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

## APPOINTMENTS 5 YEARS AT A GLANCE

