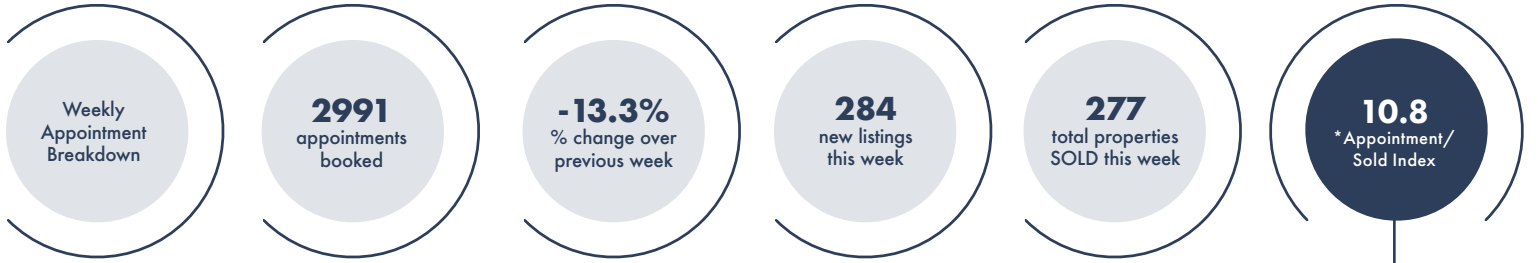
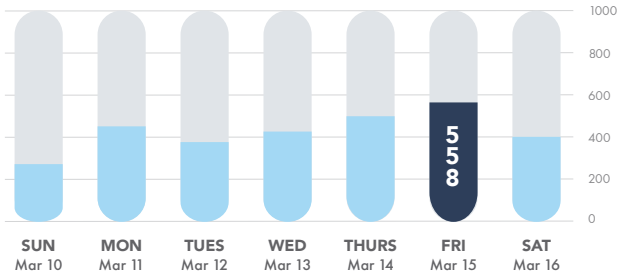


APPOINTMENT CENTRE

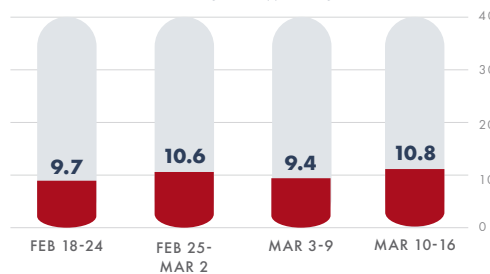
MARCH 10-16 2024



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



Last week saw a dramatic drop in the number of appointments, most likely due to the fact that it was March Break. New Listings and Sales were also down 7.2% and 24% respectively meaning that overall activity was effected as families chose to spend time together rather than actively buying or selling real estate. Overall, March appointments are 13.2% lower than the same time frame in 2023.

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

Our Sold/Appointment Index rose slightly by just under 1.5 point, keeping it in line with 2 weeks ago. Overall, the last 4 weeks have remained relatively steady as far as Buyer motivation.

Top Price Ranges shifted slightly in all regions. Hamilton and Halton saw the \$1-2M price points remain the most popular. \$550-600k was the second most popular range in Halton, a \$300k drop from 2nd place last week. The most requested price range in Niagara dropped \$100k to \$550-600k. Overall, however, the highs and lows within the Top 5 are not remarkably different from previous weeks.

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

APPOINTMENTS 5 YEARS AT A GLANCE

