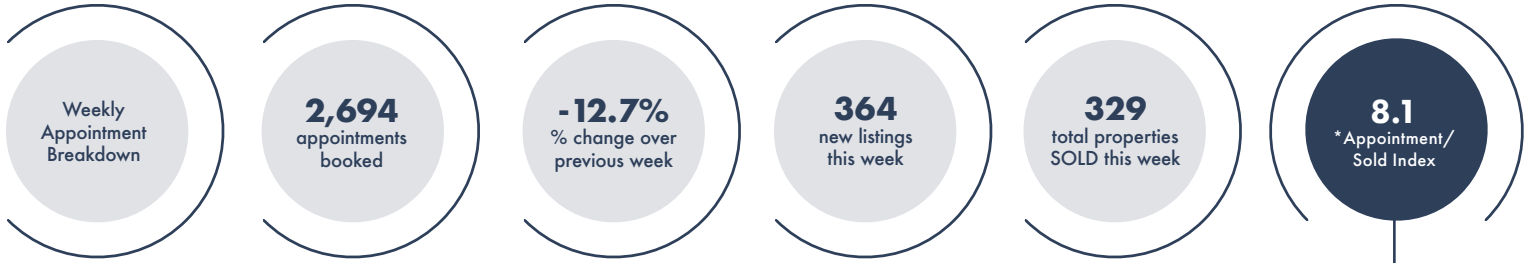
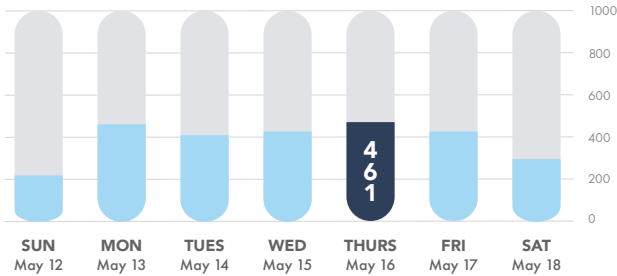


APPOINTMENT CENTRE

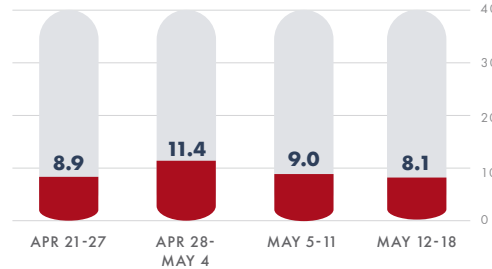
MAY 12-18 2024



APPOINTMENTS - A WEEK AT A GLANCE

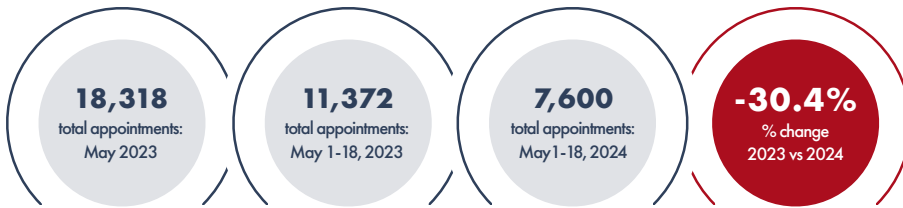


APPOINTMENT/SOLD INDEX PAST 4 WEEKS



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 we move further into the month of May, our appointment centre has seen a decline in weekly appointments of just over 12%. Our busiest day was Thursday rather than Friday, likely because of people planning to get away for the long weekend, with 461 appointments made that day. Overall, our monthly appointment numbers are down by around 30% compared to May 1-18, 2023, however our unit sales are up significantly for the same period.

The appointment/sold index dropped to 8.1, the lowest it's been so far in 2024 and the lowest it's been in more than 4 years. The last time this index was below 8 showings/sale was mid-March of 2020, at the beginning of the pandemic. Our sales-to-new listings ratio is still at 90%, well above the competition in our regional trading area, illustrating our strong market knowledge.

Our top price ranges this week remained fairly consistent to previous weeks, with the \$1-2M price range at #1 in both Hamilton and Halton. The much lower \$550-600k range is at the top again in Niagara, with the \$1-2M range coming in second. Otherwise, low and mid range price points occupy the majority of the chart for the Niagara region, whereas mid and high range price points are still most popular in Hamilton and Halton.

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

APPOINTMENTS 5 YEARS AT A GLANCE

