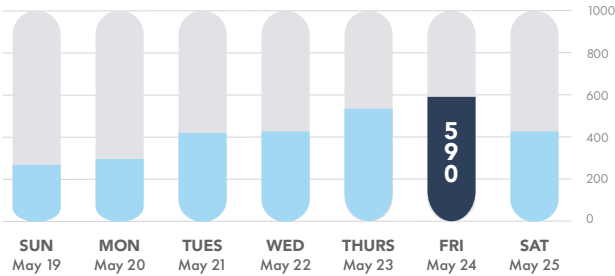


APPOINTMENT CENTRE

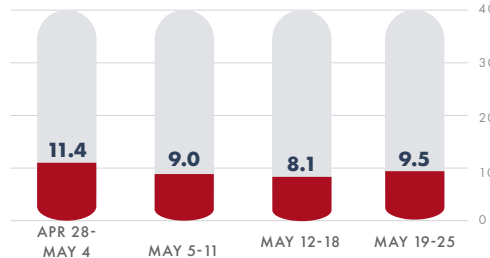
MAY 19-25 2024



APPOINTMENTS - A WEEK AT A GLANCE

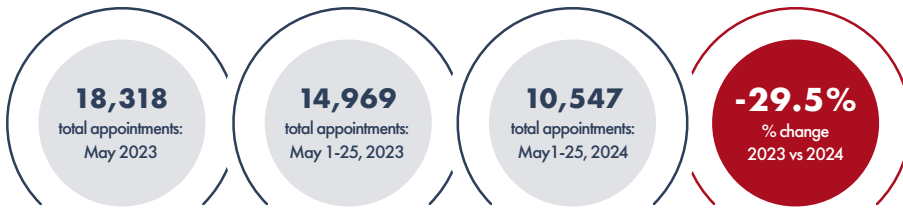


APPOINTMENT/SOLD INDEX PAST 4 WEEKS



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 the end of May draws near, our appointment centre facilitated nearly 3000 weekly appointments, which represents a 9.4% increase compared to last week. Friday was our busiest day with almost 600 appointments booked. Despite the weekly increase, we are still seeing a nearly 30% decrease in monthly appointments compared to May 2023, however when we compare the Appointment/Sold Index during the first 6 months of last year, it ranged from 13.2 to 17.6 which means that there was an influx of buyers which did not purchase in Q1 and Q2. As far as transactions go we are well ahead of last year at this time, as buyers make quicker decisions in the current market.

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

The appointment/sold index went up to 9.5, the highest its been since the end of April, and our sales to new listing ratio is sitting at 92%, showcasing our agent's ability to get properties under contract within a shorter timeframe.

The \$1-2M range is back on top in all three regions after much lower ranges were on top in the Niagara region since the week of April 14-20 of this year. Lower and mid range price points continue to dominate in Hamilton and higher ranges are still most popular in Halton, whereas lower price ranges closer to the \$550-600k mark occupy the majority of the top 5 spots in Niagara.

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

APPOINTMENTS 5 YEARS AT A GLANCE

