

APPOINTMENT CENTRE

OCTOBER 22-28, 2023



RE/MAX
NIAGARA &
ESCARPMENT
Realty Inc., Brokerage
Independently Owned & Operated

WEEKLY
APPOINTMENT
BREAKDOWN

2,320
appointments
booked

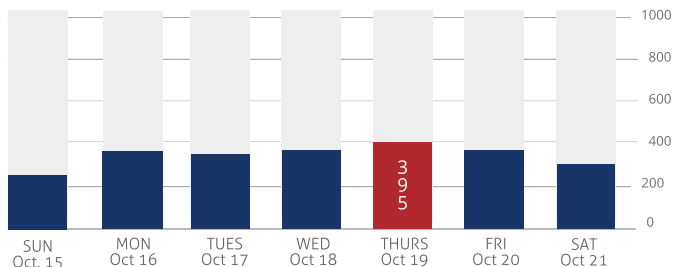
-1.9%
% change over
previous week

291
new listings
this week

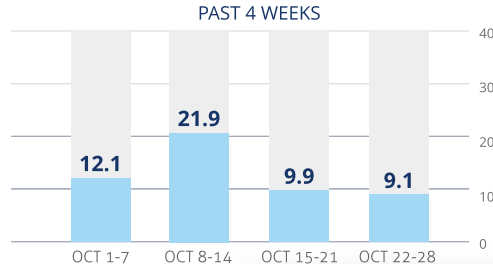
253
total properties
SOLD this week

9.1
*Appointment/Sold
Index

APPOINTMENTS - A WEEK AT A GLANCE



APPOINTMENT/SALE INDEX



*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 2022 vs 2023

12,038
total
appointments:
Oct. 2022

11,077
total
appointments:
Oct 1-28, 2022

9,406
total
appointments:
Oct 1-28, 2023

-15.1%
% change
2022 vs. 2023

The number of appointments last week has dipped slightly by under 2 percent. Overall, the gap between the number of appointments in the first 4 weeks of 2022 vs the same period in 2023 is slowly diminishing, with only 15% fewer appointments currently vs versus 17.4% fewer appointments for the firsts 3 weeks of 2022 compared to the same period this year.

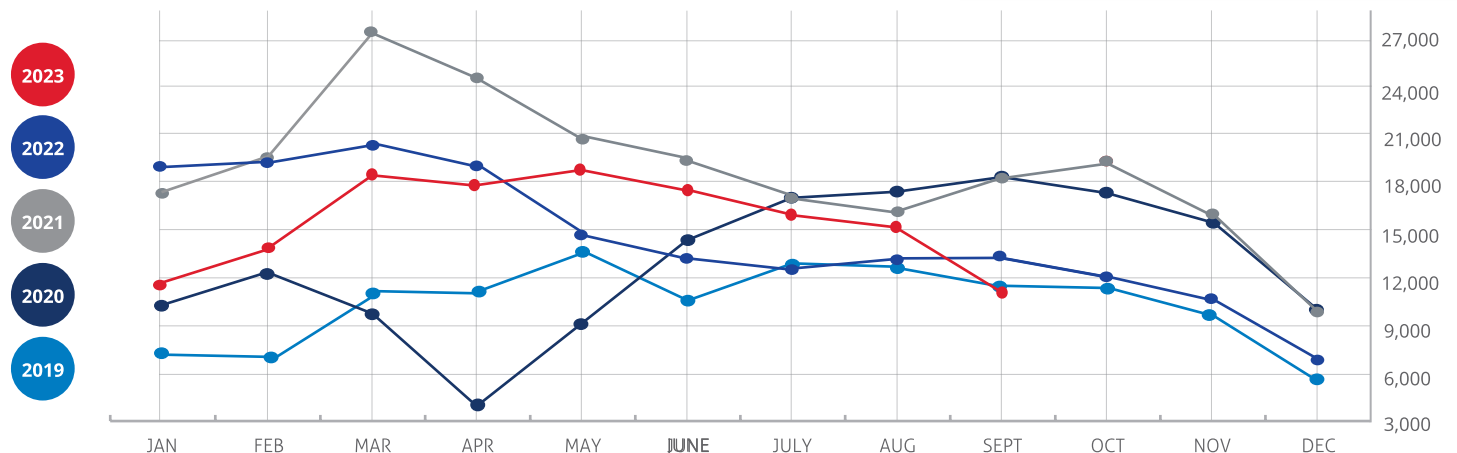
The appointment/sold index dropped slightly to 9.1 during the week, a trend which we have seen for the last two weeks. It remains to be seen if last week's interest rate hold announcement by the BOC, will propel this buyer sentiment to enter the market in the weeks to come.

Our top five price ranges saw some interesting changes this week, mainly in Niagara where the most popular price ranges reflect a strong interest in lower price ranges with \$350-400k at the top. The \$1-2M price range is still present in the top five price ranges for all three regions but has dropped in popularity in Niagara. Halton saw the higher price ranges like \$950k-1M and \$2M+ increase in popularity slightly, and Hamilton remains fairly similar besides the \$850-900k price range dropping from the chart altogether.

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

APPOINTMENTS 5 YEARS AT A GLANCE



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