

APPOINTMENT CENTRE

JANUARY 14-20, 2024



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

WEEKLY
APPOINTMENT
BREAKDOWN

2,383
appointments
booked

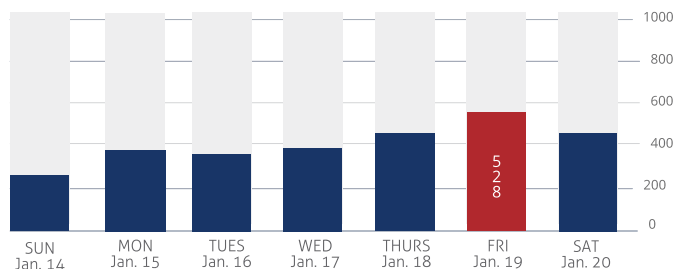
+15.3%
% change over
previous week

249
new listings
this week

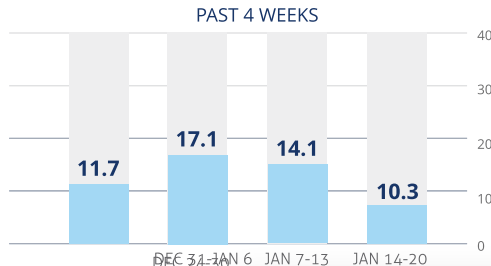
231
total properties
SOLD this week

10.3
*Appointment/Sold
Index

APPOINTMENTS - A WEEK AT A GLANCE



APPOINTMENT/SOLD 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

11,815
total
appointments:
Jan. 2023

7,579
total
appointments:
Jan 1-13, 2023

7,086
total
appointments:
Jan 1-13, 2024

-6.5%
% change
2023 vs. 2024

As January progresses, we recorded the most appointments in a single week since the last week of September, 2023. Fridays high of 528 appointments has not been seen in a single day since late August 2023. Overall, weekly appointments continue to increase week-by-week. We are currently on track to catch up to our January 2023 numbers as the difference between January appointments in 2023 vs 2024 has been diminishing weekly.

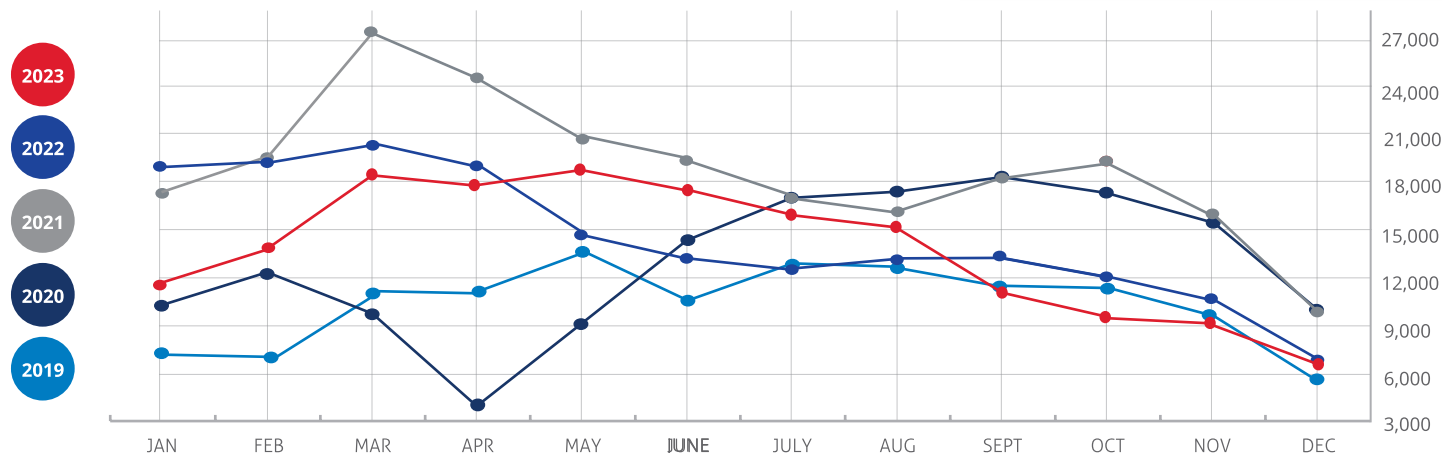
The appointment/sold index dropped again this week to 10.3, continuing the trend we saw last week that indicates a decline in inventory.

Our top price ranges are beginning to return to what we were seeing at the end of 2023, with the 1-2M price range returning to the top spot in Hamilton after three weeks of being overtaken by lower price ranges. Halton remains fairly unchanged with our top three highest price ranges all represented on the chart. Niagara is seeing price ranges between \$450k and \$650k as most popular this week.

TOP 5 PRICE RANGES

HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$650-700k	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$550-600k	\$500-550k
#2	\$1-2M	\$750-800k	#2	\$550-600k	\$550-600k	#2	TIE \$500-550k and \$600-650k	\$600-650k
#3	\$850-900k	\$650-700k	#3	\$950k-1M	\$950k-1M	#3	\$450-500k	\$550-600k
#4	\$700-750k	\$550-600k	#4	\$750-800k	\$2M+	#4	\$650-700k	\$450-500k
#5	\$450-500K	\$450-500K	#5	\$2M+	\$700-750k	#5	\$750-800k	TIE \$650-700k and \$1-2M

APPOINTMENTS 5 YEARS AT A GLANCE



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