

APPOINTMENT CENTRE

DECEMBER 10-16, 2023



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

WEEKLY APPOINTMENT BREAKDOWN

1,754
 appointments booked

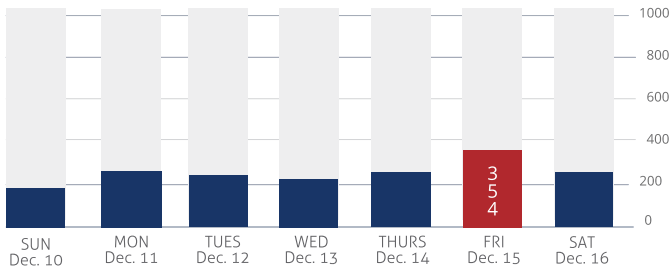
-7.9%
 % change over previous week

100
 new listings this week

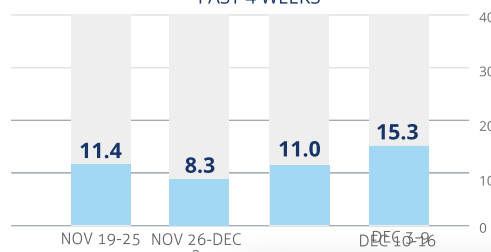
114
 total properties SOLD this week

15.3
 *Appointment/Sold Index

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 2022 vs 2023

7,253
 total appointments: Dec. 2022

4,727
 total appointments: Dec 1-9, 2022

4,321
 total appointments: Dec 1-9, 2023

-8.6%
 % change 2022 vs. 2023

As time draws closer to the holidays, the appointment centre saw a decrease of just under 8% last week, which is much less of a drop in week-over-week appointments, then the same week last year (Dec 11-17 2022) where we were down 14.8% in appointments. Our busiest day was Friday with 354 total appointments, a 5% increase over the same Friday in 2022. So far in December we are seeing an 8.6% decrease in total monthly appointments, but the gap has greatly diminished by over 22% since last week, a trend which could continue to narrow, and possibly close by the end of the year.

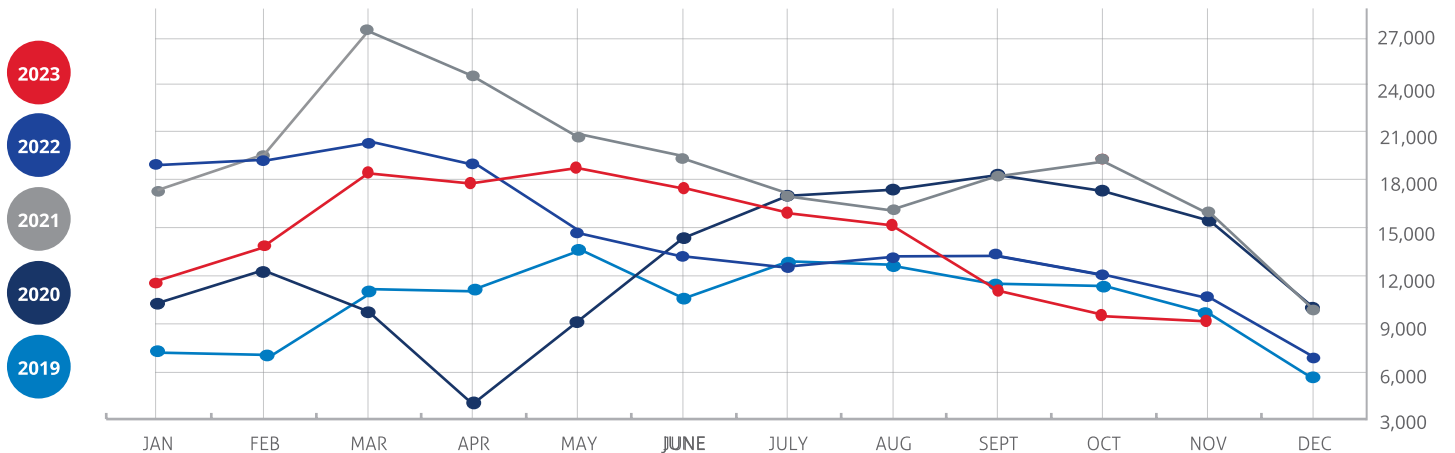
TOP 5 PRICE RANGES

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

The appointment/sold index climbed to 15.3 this week after hovering between 8.3 and 11.4 for the past few weeks, indicating that more buyers are entering the market, in anticipation of rate rollbacks in the coming year.

Our top price ranges did see some notable shifts. Specifically, Halton saw the \$950k-1M price range rise in popularity to take the number 2 spot. Niagara is seeing some mid to high price ranges return to the chart, mainly the \$750-800k and \$800-850k ranges. Hamilton remained fairly consistent besides the \$750-800k range taking the number 5 spot.

APPOINTMENTS 5 YEARS AT A GLANCE



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