

APPOINTMENT CENTRE

OCTOBER 8-14, 2023



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

WEEKLY
APPOINTMENT
BREAKDOWN

2,193
appointments
booked

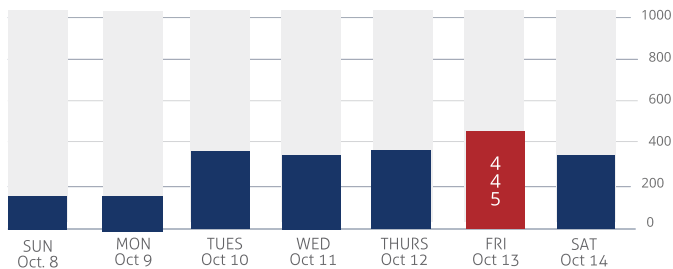
-13.3%
% change over
previous week

315
new listings
this week

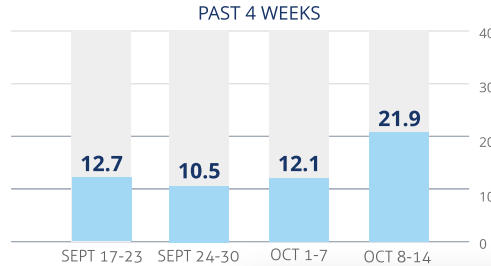
160
total properties
SOLD this week

21.9
*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

12,038
total
appointments:
Oct. 2022

5,681
total
appointments:
Oct 1-14, 2022

4,722
total
appointments:
Oct 1-14, 2023

-16.9%
% change
2022 vs. 2023

Last week saw a dramatic shift in the appointment centre, with 13.3% fewer appointments than the previous week. The number of new listings grew slightly, while the number of properties sold decreased by 23.4%. Overall in October, appointments are just under 17% lower than 2022.

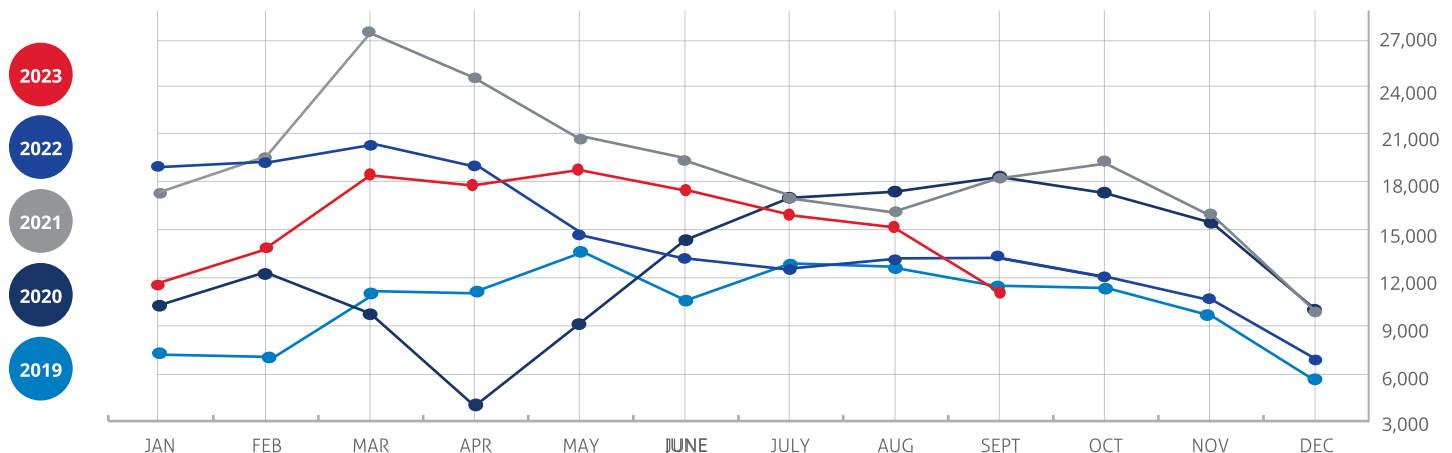
The appointment/sold index has risen dramatically by just under 50% in the last week, as buyers continue to shop around as more inventory comes to market. The index has not been this high since the week of November 6-12, 2022 where it was 27.3.

Hamilton saw the most drastic changes to its top price ranges, with lower to mid price ranges steadily increasing in popularity, although the \$1-2M range still holds the top spot. Halton remains fairly similar to previous weeks where the highest end price ranges are all represented, with some mid to high ranges reflected as well. Niagara remained almost identical to last week save for the \$650-700k price range, which unseated the \$350-400k at #5.

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

APPOINTMENTS 5 YEARS AT A GLANCE



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