

APPOINTMENT CENTRE

SEPTEMBER 10-16, 2023



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

WEEKLY
APPOINTMENT
BREAKDOWN

2,893
appointments
booked

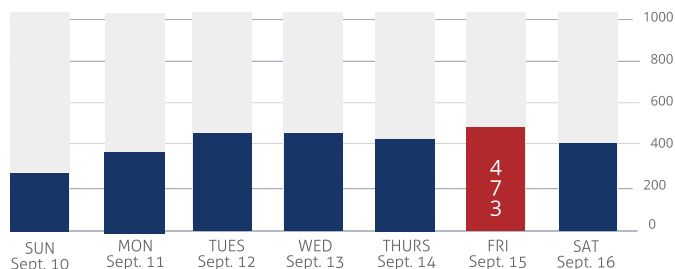
+19.6%
% change over
previous week

358
new listings
this week

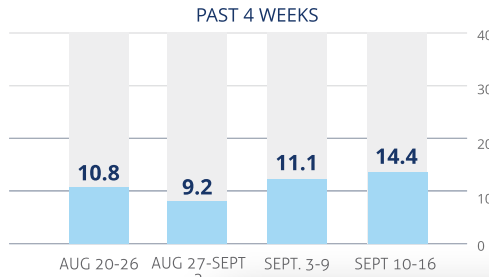
200
total properties
SOLD this week

14.4
*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

13,880
total
appointments:
Sept. 2022

7,191
total
appointments:
Sept. 1-16 2022

5,835
total
appointments:
Sept. 1-16 2023

-18.9%
% change
2022 vs. 2023

This week, the appointment centre experienced a nearly 20% increase in the number of appointments booked. As the school year begins, and our children settle in, so does the official start of the fall market. Our busiest day was Friday with 473 total appointments, illustrating how weekend appointments are becoming the norm again.

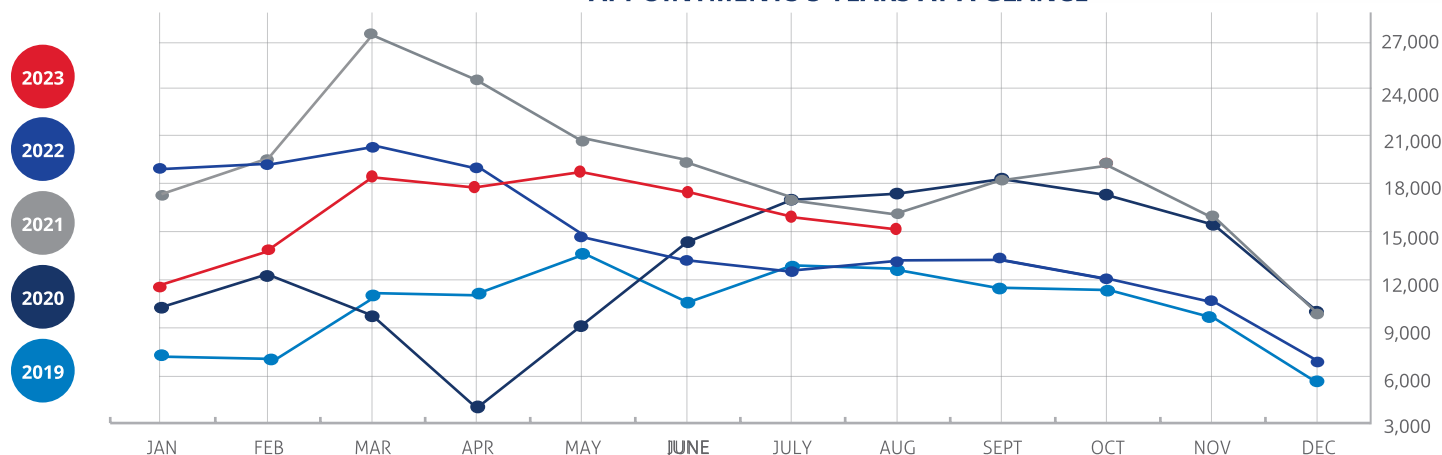
Buyers are experiencing more choice as listing inventories come to the fall market, which is evident in the appointment/sold index, which climbed to 14.4 after having dropped to 9.2 two weeks ago.

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

Our top price ranges have stayed fairly consistent the past few weeks, and this week is no exception. The \$1-2M price range remains in the top for Hamilton and Halton, although Niagara has seen lower price ranges surpass the \$1-2M price point in popularity. Hamilton is still consistently seeing mid to high price ranges as most popular, as has been the case in previous weeks. Our top price points, \$1-2M, \$950k-1M, and \$2M+ are again the top three most popular price ranges in Halton, giving strength to the upper end market once again.

APPOINTMENTS 5 YEARS AT A GLANCE



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