

APPOINTMENT CENTRE

JANUARY 15-21, 2023



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

WEEKLY APPOINTMENT BREAKDOWN

2,885
 appointments booked

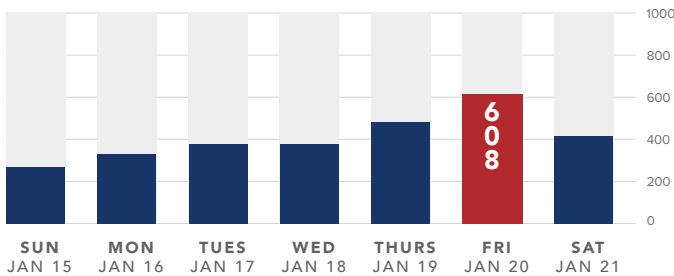
+3.1%
 % change over previous week

246
 new listings this week

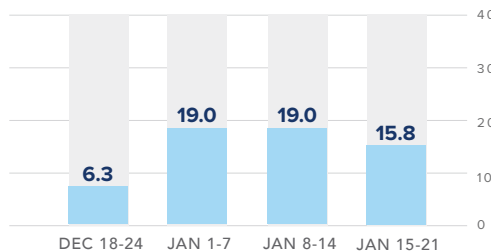
183
 total properties SOLD this week

15.8
 *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

18,926
 total appointments: Jan 2022

11,714
 total appointments: Jan 1-21 2022

8,001
 total appointments: Jan 1-21 2023

-31.7%
 % change 2022 vs. 2023

This past Friday the appointment centre booked an impressive 608, a high that we have not seen since the last week of September 2022. Appointments are up 3.1% as January continues to be strong.

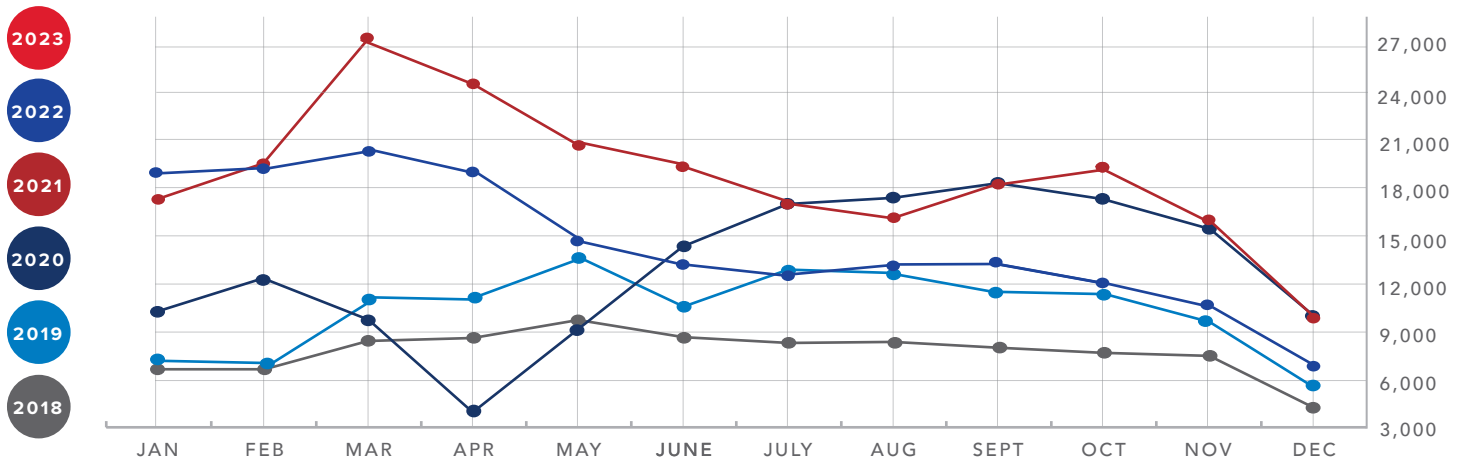
The appointment/sold index dropped to 15.8, indicating that buyers continue to steadily enter the market, while our sales numbers illustrate how buyers are making quicker decisions to purchase.

Hamilton saw a slight shuffle in price ranges, but remained in the mid-high ranges. Halton also saw a slight shuffle in price ranges, but is still dominated by the \$1-2M and \$2M+ price ranges. Niagara continues to represent the mid-high price ranges.

TOP 5 PRICE RANGES

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

APPOINTMENTS 5 YEARS AT A GLANCE



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