

APPOINTMENT CENTRE

APRIL 16-22, 2023



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

WEEKLY
APPOINTMENT
BREAKDOWN

4,595
appointments
booked

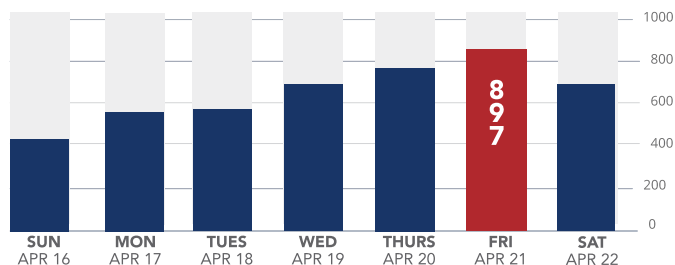
+11.4%
% change over
previous week

279
new listings
this week

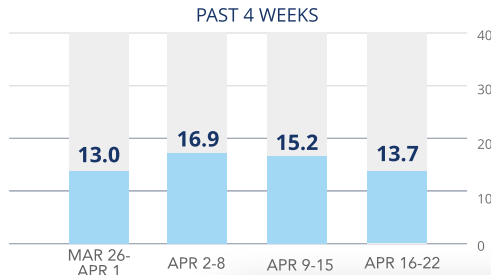
333
total properties
SOLD this week

13.7
*Appointment/Sold
Index

APPOINTMENTS - A WEEK AT A GLANCE



APPOINTMENT/SALE 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

16,025
total
appointments:
Apr 2022

11,785
total
appointments:
Apr 1-22 2022

13,060
total
appointments:
Apr 1-22 2023

+10.8%
% change
2022 vs. 2023

Appointments continue to rise with over 4500 appointments made throughout the week. Wednesday and Thursday were busier than they have been so far in 2023, and Friday saw nearly 900 appointments. Compared to April of 2022, there has been a 10.8% increase in overall appointments.

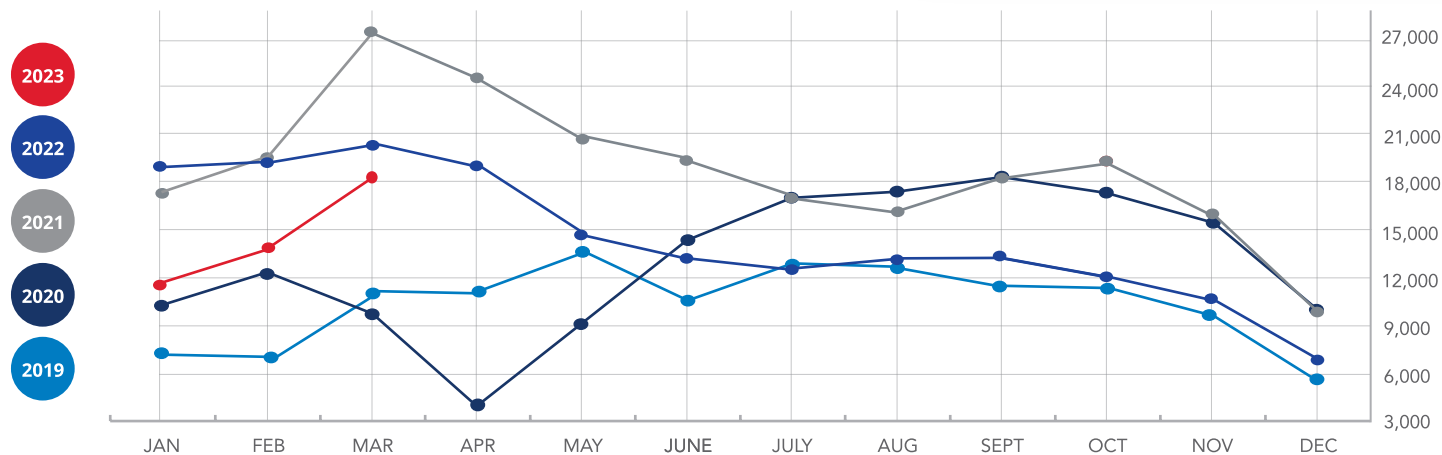
The appointment/sold index dropped to 13.7, and sales are continuing to outpace new listings.

In Hamilton, Halton, and Niagara the \$1-2M price point was on top. The mid to high price points are increasing in popularity within Halton, and Niagara has seen the lower \$350-400k make an appearance for the first time in quite a while.

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

APPOINTMENTS 5 YEARS AT A GLANCE



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