

APPOINTMENT CENTRE

AUGUST 13-19, 2023



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

WEEKLY APPOINTMENT BREAKDOWN

3,595
 appointments booked

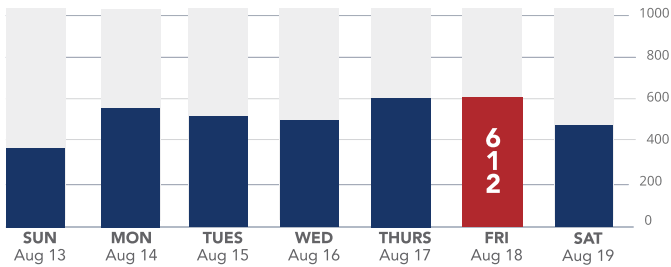
+1.5%
 % change over previous week

287
 new listings this week

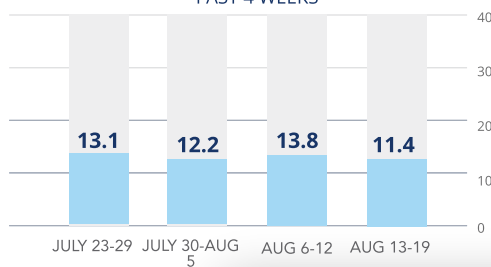
313
 total properties SOLD this week

11.4
 *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

13,000
 total appointments: August 2022

8,260
 total appointments: August 1-19 2022

9,777
 total appointments: August 1-19 2023

+18.4%
 % change 2022 vs. 2023

This week, appointments were up 1.5% compared to the previous week with our busiest day, Friday, having a total of 612 appointments. So far this month, there have been 9,777 appointments made, which is an increase of 18.4% compared to August 1-19 of 2022. The number of properties sold this week outpaces new listings for the first time in 3 weeks.

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

The appointment/sold index dipped to 11.4 after having been hovering between 12 and 13 in the past three weeks, indicating strong buyer motivation.

In Hamilton, the top price ranges have remained fairly steady with \$1-2M continuing to be in the top spot. Halton saw some small changes, most noticeably that our highest three price ranges are all present in the top 5 price ranges for the area. Finally, Niagara sees the \$1-2M price range drop from number 3 to number 4, and \$550-600 continues to hold the top spot.

APPOINTMENTS 5 YEARS AT A GLANCE

