



market pulse

September 2023



RE/MAX Escarpment and Niagara are still outperforming our respective trading areas, with a 22 and 19 percentage point gap. September 2023's sales numbers just eked past those of last year's performance, however our competitors did not fare as well, with 8%, 9% and nearly 18% declines in year-over-year unit sales compared to September '22. Our agent's definitely outpaced their competitors by outselling them by nearly 7 times.



monthly

year-to-date

UNIT SALES

RE/MAX Escarpment	RE/MAX Niagara
775	192
+1.15%	+2.67%

UNIT SALES

RE/MAX Escarpment	RE/MAX Niagara
8,557	2,114
+10.78%	+11.97%

BOARD TOTALS

NAR (Niagara)	412 (-8.2%)
OMDREB (Oakville, Milton)	202 (-9.0%)
RAHB (Hamilton/Burlington)	620 (-17.9%)

BOARD TOTALS

NAR (Niagara)	5,017 (-7.2%)
OMDREB (Oakville, Milton)	2,293 (-13.5%)
RAHB (Hamilton/Burlington)	8,257 (-11.3%)



monthly

year-to-date

NEW LISTINGS

RE/MAX Escarpment	RE/MAX Niagara
1,162	273
+24.01%	+10.53%

NEW LISTINGS

RE/MAX Escarpment	RE/MAX Niagara
8,620	2,287
+7.41%	+2.88%

BOARD TOTALS

NAR (Niagara)	1,469 (+17.6%)
OMDREB (Oakville, Milton)	646 (+37.4%)
RAHB (Hamilton/Burlington)	2,042 (+16.6%)

BOARD TOTALS

NAR (Niagara)	11,044 (-3.0%)
OMDREB (Oakville, Milton)	4,118 (-19.0%)
RAHB (Hamilton/Burlington)	14,875 (-14.9%)



monthly

year-to-date

APPOINTMENTS

11,361

APPOINTMENTS

140,322

AGENT PERFORMANCE

Average UNIT SALES per agent in September

RE/MAX
Niagara & Escarpment



1.07 units

Our Market
Trading Area

1

0.16 units

*When compared to the same month or year to date in the previous calendar year. Based on RE/MAX Niagara & Escarpment Internal Data and RAHB, OMDREB & NAR Statistics.