

APPOINTMENT CENTRE

JULY 22-29, 2023



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

WEEKLY
APPOINTMENT
BREAKDOWN

3,655
appointments
booked

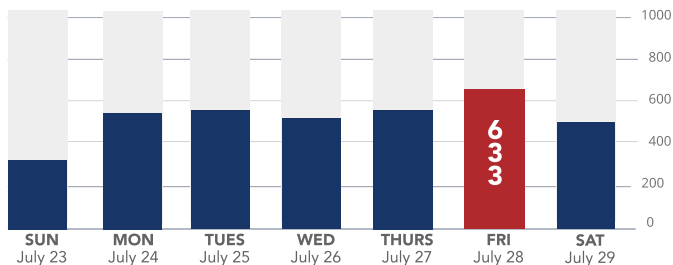
-0.9%
% change over
previous week

255
new listings
this week

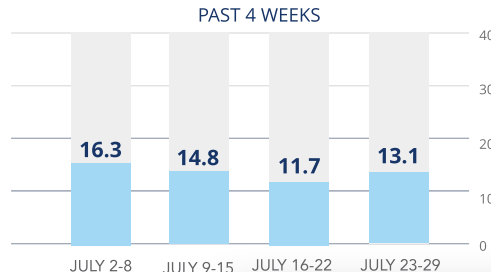
277
total properties
SOLD this week

13.1
*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

12,526
total
appointments:
July 2022

11,899
total
appointments:
July 1-29 2022

15,229
total
appointments:
July 1-29 2023

+28.0%
% change
2022 vs. 2023

This week in our appointment centre we saw another slight dip of 0.9% in appointments compared to the previous week. Sales continue to overtake new listings, again echoing strong buyer sentiment, although both numbers have dropped compared to previous weeks. Overall, July continues to see an increase of approximately 28% in appointments compared to July 1-29 of 2022.

The appointment/sold index increased to 13.1 this week, indicating buyers are still motivated but may need slightly more appointments before purchasing a home or property.

Hamilton continues to see the \$1-2M price range in the #1 spot, which has remained the case since March 26-April 1 of 2023. Another re-occurring trend is that Halton consistently sees the upper end price points as the most popular. Finally, Niagara is seeing lower price ranges again climbing the charts, as consumers chart a course towards affordability in this sought after region.

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	\$650-700K
#2	\$550-600k	\$750-800k	#2	\$2M+	\$950k-1M	#2	\$450-500k	\$550-600k
#3	\$650-700k	\$650-700k	#3	\$550-600k	\$2M+	#3	\$1-2M	\$1-2M
#4	\$750-800k	\$500-550k	#4	\$800-850k	\$550-600k	#4	TIE \$650-700k and \$700-750k	\$450-500k
#5	\$350-400K	\$550-600K	#5	\$650-700k	\$600-650k	#5	\$400-450k	\$350-400k

APPOINTMENTS 5 YEARS AT A GLANCE

