

APPOINTMENT CENTRE

JANUARY 29 - FEB 4, 2023



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

WEEKLY
 APPOINTMENT
 BREAKDOWN

3,017
 appointments
 booked

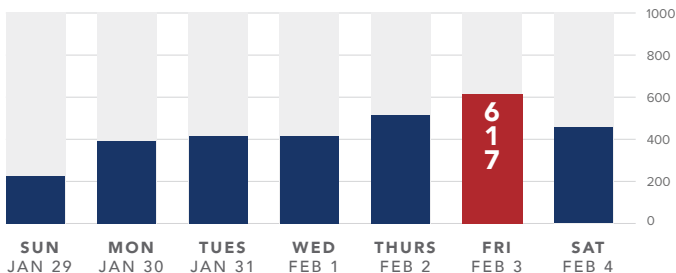
+8.2%
 % change over
 previous week

266
 new listings
 this week

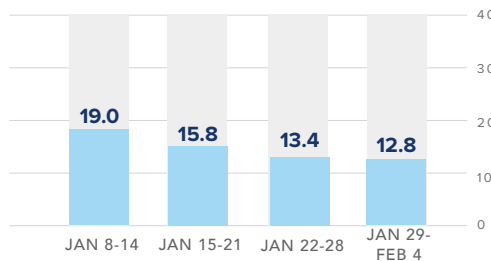
235
 total properties
 SOLD this week

12.8
 *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

11,815
 total
 appointments:
 Jan 2023

-37.6%
 % change
 2022 vs. 2023

TOP 5 PRICE RANGES

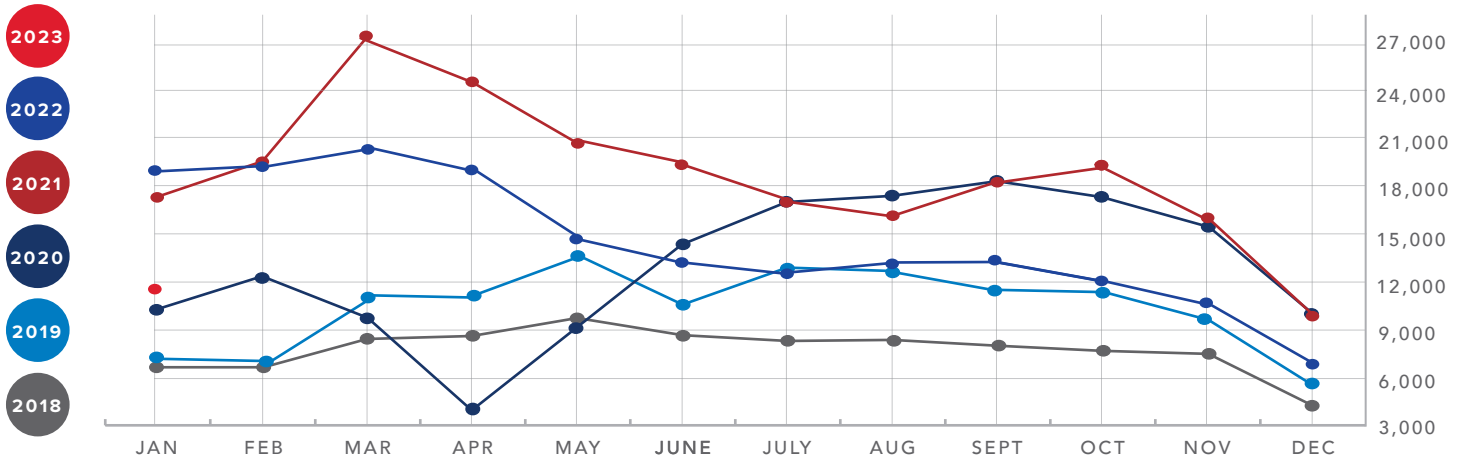
HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$450-500k	\$450-500k
#2	\$750-800k	\$750-800k	#2	\$2M+	\$2M+	#2	\$1-2M	\$650-700k
#3	\$650-700k	TIE \$600-650k & 650-700k	#3	\$350-400k	\$700-750k	#3	\$500-500k	\$550-600k
#4	\$550-600k	\$450-500k	#4	\$800-850k	\$800-850k	#4	\$650-700k	\$1-2M
#5	\$500-550	\$550-600k	#5	\$450-500k	\$650-700k	#5	TIE \$550-600 & 600-650k	\$500-550k

Appointments are up from the previous week, despite the harsh weather. New Listings and Solds are both up from last week, as our companies start the year off very strong.

The appointment/sold index inched downward for the 4th week in a row, showing how sales are keeping pace with listings, and inventories get absorbed by buyers taking the plunge into the market.

Hamilton saw a slight shuffle in popular price ranges, with the \$1-2M continuing to be #1. Similarly in Halton, the \$1-2M price range takes the top spot followed by the luxe \$2M+ price range. Niagara price ranges shifted slightly, but continues to represent the mid-high price ranges.

APPOINTMENTS 5 YEARS AT A GLANCE



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