

APPOINTMENT CENTRE

JANUARY 22-28, 2023



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

WEEKLY APPOINTMENT BREAKDOWN

2,788
 appointments booked

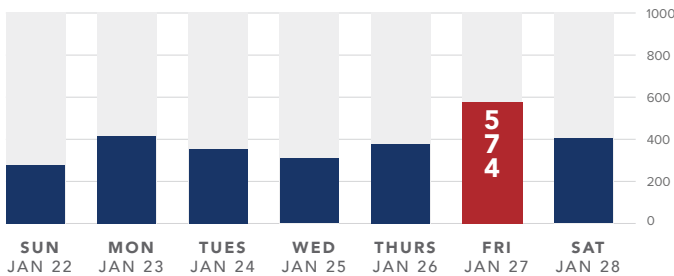
-3.4%
 % change over previous week

188
 new listings this week

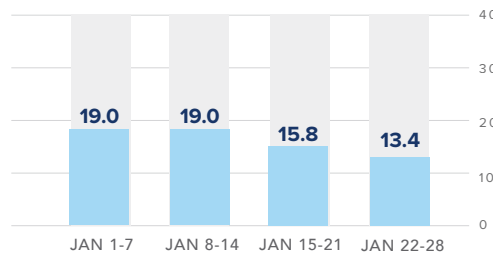
208
 total properties SOLD this week

13.4
 *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

18,926
 total appointments: Jan 2022

17,108
 total appointments: Jan 1-21 2022

10,789
 total appointments: Jan 1-21 2023

-36.9%
 % change 2022 vs. 2023

Appointments are down slightly from the previous week, likely due to harsh weather keeping buyers indoors.

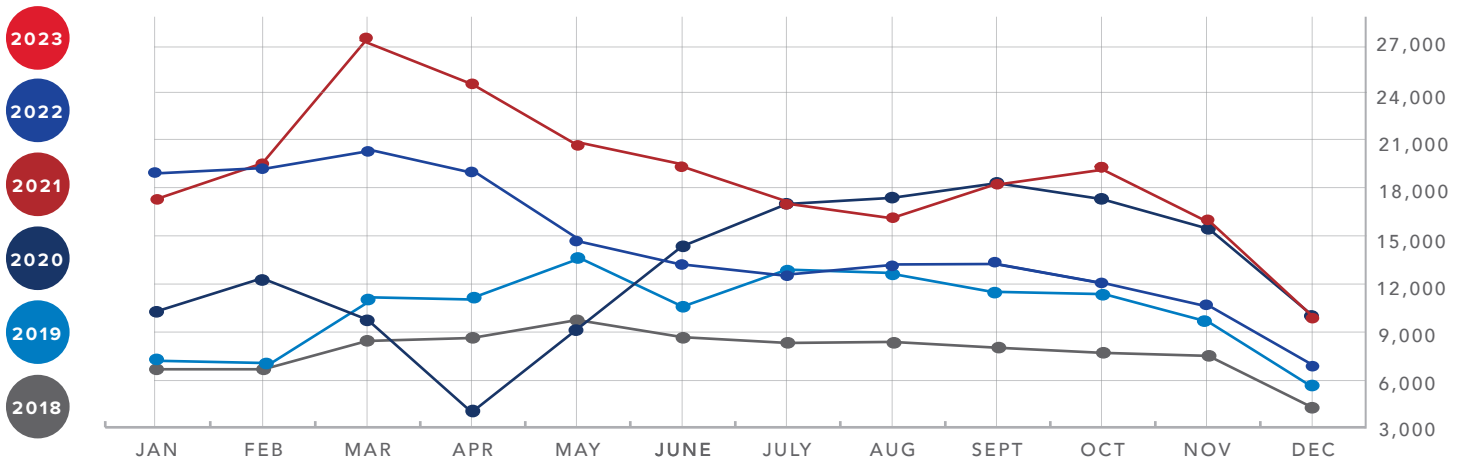
The appointment/sold index lowered for the second week in a row, showing a convergence between low inventory (our sales to new listings ratio at 111%), and buyers actively making buying decisions.

TOP 5 PRICE RANGES

HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$650-700k	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$450-500k	\$450-500k
#2	\$750-800k	\$750-800k	#2	\$2M+	\$2M+	#2	\$600-650k	\$1-2M
#3	\$850-900k	\$650-700k	#3	\$450-500k	\$350-400k	#3	\$550-600k	\$500-500k
#4	\$1-2M	\$550-600k	#4	\$950k-1M	\$800-850k	#4	\$650-700k	\$650-700k
#5	\$600-650k	\$500-550	#5	\$700-750k	\$450-500k	#5	\$1-2M	TIE \$550-600 & 600-650k

Hamilton saw a slight shuffle in popular price ranges, with the \$1-2M price range rising to the top. 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.