

APPOINTMENT CENTRE

MARCH 12 - 18, 2023



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

WEEKLY
APPOINTMENT
BREAKDOWN

3,648
appointments
booked

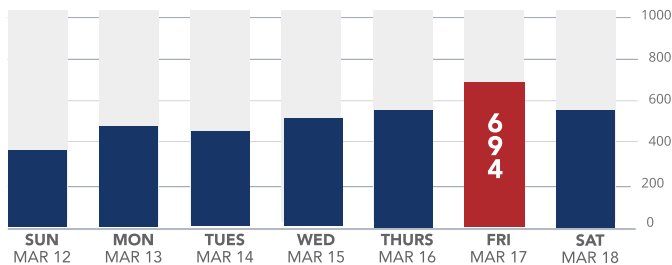
-7.5%
% change over
previous week

246
new listings
this week

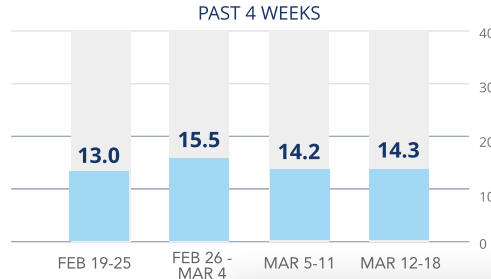
255
total properties
SOLD this week

14.3
*Appointment/Sold
Index

APPOINTMENTS - A WEEK AT A GLANCE



APPOINTMENT/SOLD 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

20,228
total
appointments:
Mar 2022

12,204
total
appointments:
Mar 1-18 2022

9,995
total
appointments:
Mar 1-18 2023

-18.1%
% change
2022 vs. 2023

Appointments dipped slightly last week by 7.5%, likely due to people taking advantage of March Break to get away with their families. Last year, the week of March Break saw 15.5% fewer appointments, so the decrease is significantly less than in 2022. Overall, March so far has seen 18% fewer appointments than last March, but the gap between last year and this year is slowly narrowing as the year progresses.

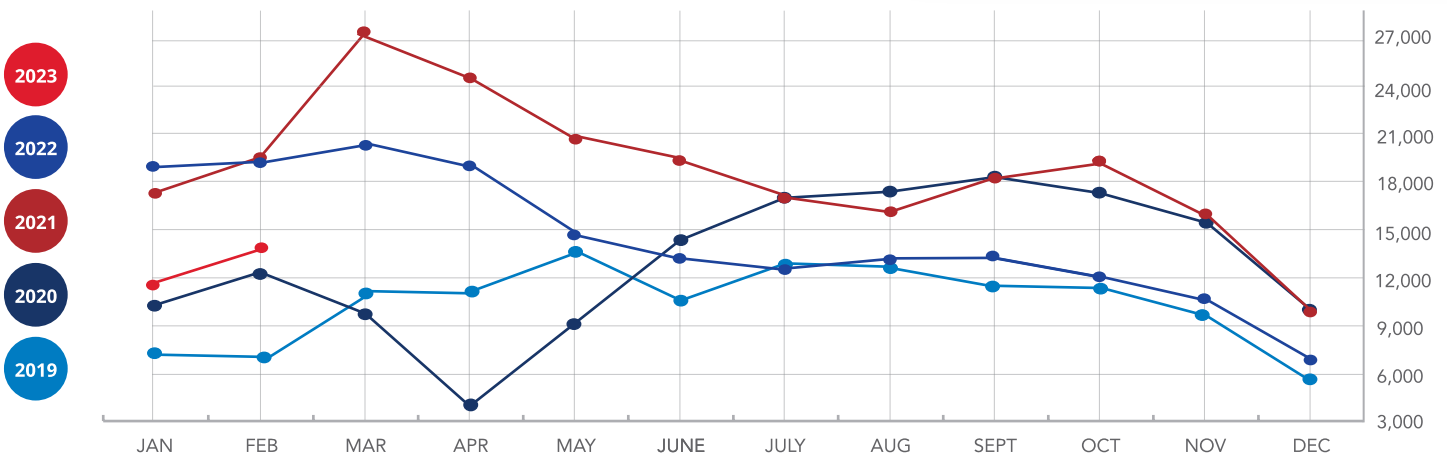
TOP 5 PRICE RANGES

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

The appointment/sold index showed no appreciable change last week, however the number of sales continues to outpace new listings, reducing end of month inventories and making for a brisk market.

Popular price points across all of our regions remained fairly similar to last week, with the exception being Hamilton, with the \$1-2M range increasing in demand and taking our top spot.

APPOINTMENTS 5 YEARS AT A GLANCE



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