

# APPOINTMENT CENTRE

OCTOBER 1-7, 2023



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

**WEEKLY APPOINTMENT BREAKDOWN**

**2,529**  
 appointments booked

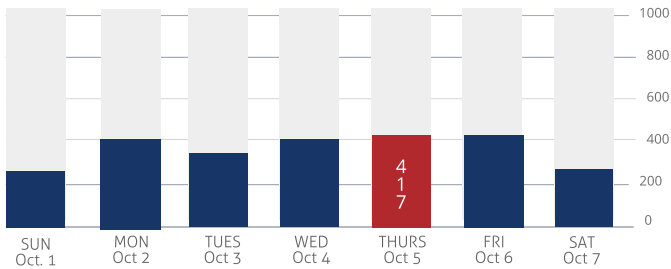
**-8.5%**  
 % change over previous week

**297**  
 new listings this week

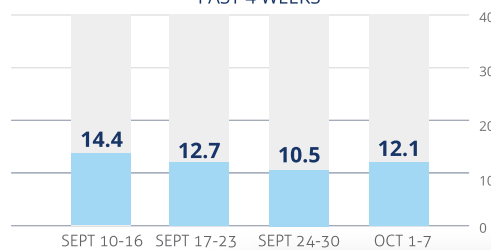
**209**  
 total properties SOLD this week

**12.1**  
 \*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

**12,038**  
 total appointments: Oct. 2022

**2,986**  
 total appointments: Oct 1-7, 2022

**2,529**  
 total appointments: Oct 1-7, 2023

**-15.3%**  
 % change 2022 vs. 2023

As October kicks off, we saw 8.5% fewer appointments week-over week, and 15% fewer appointments so far in October when compared to 2022. In addition, our busiest day was Thursday rather than Friday with just over 400 total appointments, likely due to the upcoming Thanksgiving holiday weekend and buyers taking time away from real estate to spend time with family and friends.

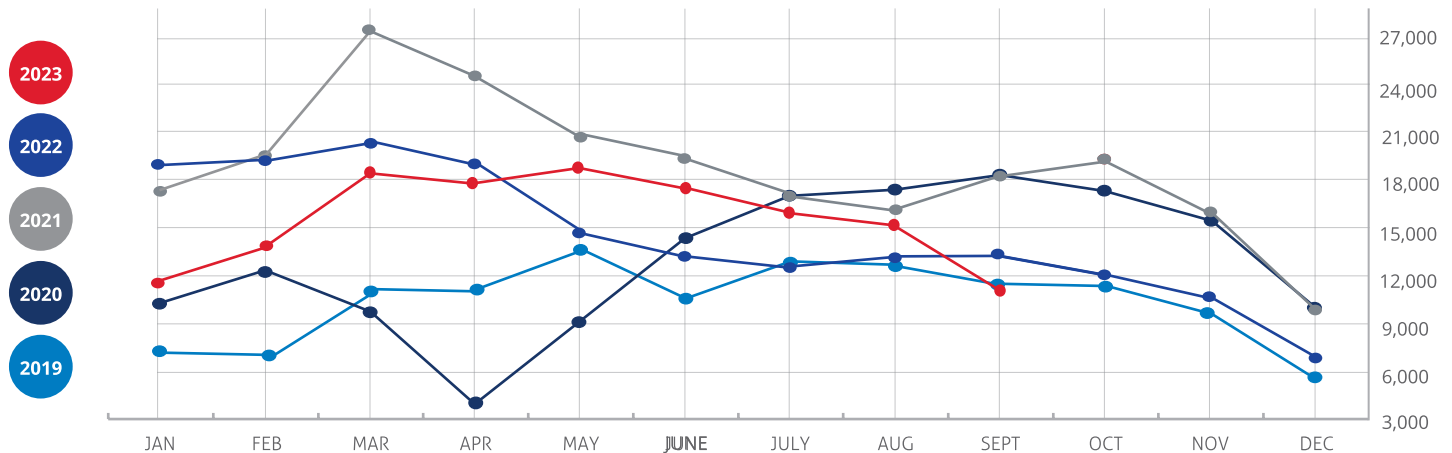
The appointment/sold index has increased after a two week decline, indicating that buyers are motivated but are taking advantage of comparative shopping with more inventory coming to the market. Buyers with November 30th rate holds are fueling the current market, and should be out in full force in the coming weeks.

Our top price ranges, although fairly consistent, did see some small changes this week. As usual, the \$1-2M price range remains at #1 in both Hamilton and Halton, although this range has lost some popularity in Niagara. Hamilton is seeing some lower price ranges like the \$450-500k range find their way into the top five. Halton is still seeing the higher price ranges as most popular in the region. Niagara continues to see lower to mid price ranges occupying nearly the entire chart with the exception of the \$1-2M and \$750-800k ranges.

## 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	\$400-450k	\$550-600k
#2	\$750-800k	\$750-800k	#2	\$2M+	\$650-700k	#2	\$450-500k	\$750-800k
#3	\$550-600k	\$600-650k	#3	\$850-900k	\$2M+	#3	\$1-2M	\$450-500k
#4	\$650-700k	\$550-600k	#4	\$650-700k	\$950k-1M	#4	\$550-600k	\$1-2M
#5	\$500-550k	\$450-500k	#5	\$700-750k	\$850-900k	#5	\$650-700k	\$350-400k

## APPOINTMENTS 5 YEARS AT A GLANCE



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