

APPOINTMENT CENTRE

JANUARY 7-13, 2024



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

WEEKLY
APPOINTMENT
BREAKDOWN

2,383
appointments
booked

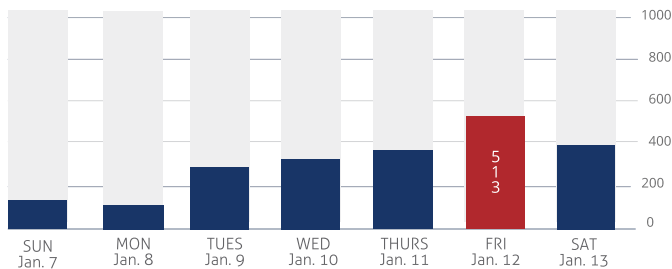
+14.9%
% change over
previous week

220
new listings
this week

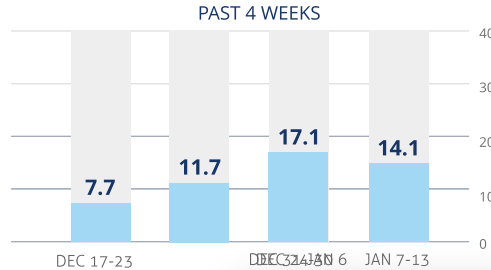
168
total properties
SOLD this week

14.1
*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

11,815
total
appointments:
Jan. 2023

4,732
total
appointments:
Jan 1-13, 2023

4,338
total
appointments:
Jan 1-13, 2024

-8.3%
% change
2023 vs. 2024

In our first full week of 2024, our appointment centre saw a hefty 14.9% increase in weekly appointments, despite the recent cold spell. So far, this January is experiencing a decrease of 8.3% in total appointments, compared to the same time period in 2023, however, if the momentum of the first 13 days continues, we may see this gap shrink as the month progresses.

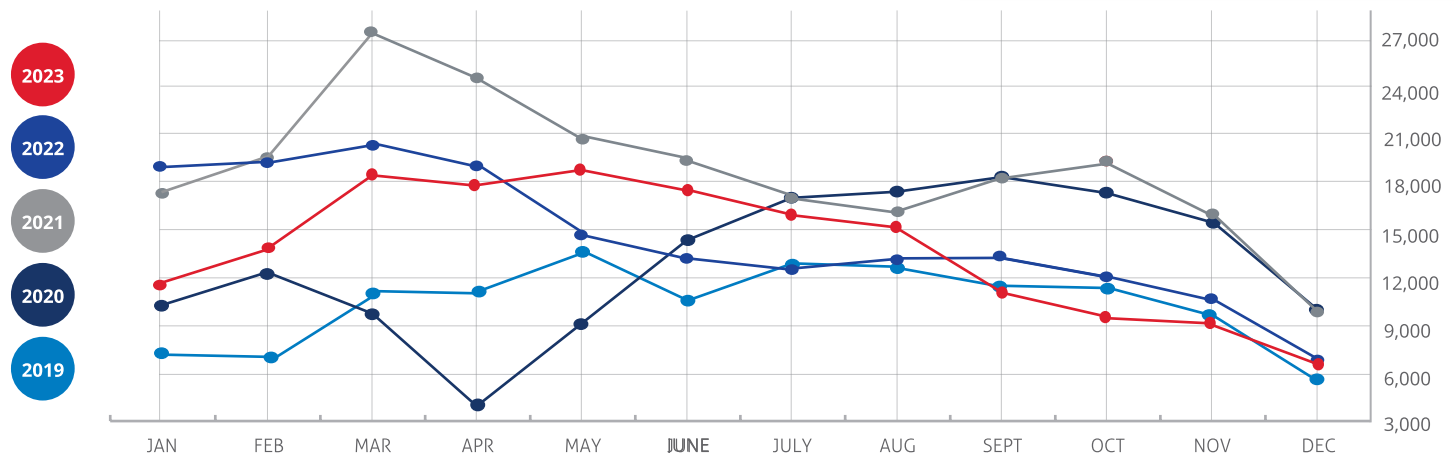
The appointment/sold index dropped significantly from 17.1 to 14.1 this week, indicating the first signs of a decline in inventory.

For the third week in a row, the \$1-2M price range has been usurped from the #1 spot in Hamilton. Instead, it occupies the #2 spot and lower price ranges like \$650-700k have taken the top spot. For Halton, the \$1-2M price range continues to occupy the top spot, however the 2M+ price range has been replaced by more moderately priced properties this week. Niagara continues to see lower to mid price ranges as most popular with the \$550-600k range at #1.

TOP 5 PRICE RANGES

HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$750-800k	\$650-700k	#1	\$1-2M	\$1-2M	#1	\$550-600k	\$550-600k
#2	\$1-2M	\$1-2M	#2	\$2M+	\$550-600k	#2	\$500-550k	TIE \$500-550k and \$600-650k
#3	\$650-700k	\$850-900k	#3	\$550-600k	\$950k-1Mk	#3	\$600-6500k	\$450-500k
#4	\$550-600k	\$700-750k	#4	\$850-900k	\$750-800k	#4	\$750-800k	\$650-700k
#5	\$700-750K	\$450-500K	#5	\$650-700k	\$2M+	#5	TIE \$450-500k and \$650-700k	\$750-800k

APPOINTMENTS 5 YEARS AT A GLANCE



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