

APPOINTMENT CENTRE

APRIL 2-8, 2023



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

WEEKLY
APPOINTMENT
BREAKDOWN

3,743
appointments
booked

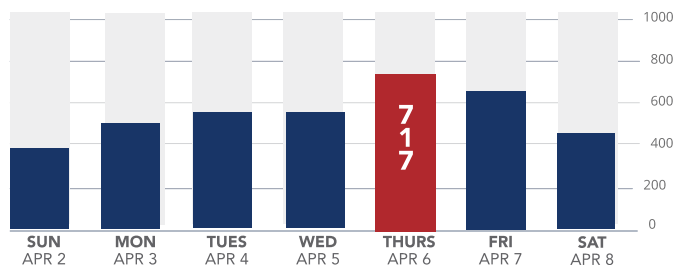
-13.8%
% change over
previous week

209
new listings
this week

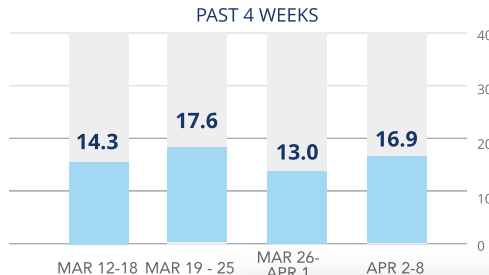
221
total properties
SOLD this week

16.9
*Appointment/Sold
Index

APPOINTMENTS - A WEEK AT A GLANCE



APPOINTMENT/SALE 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

16,025
total
appointments:
Apr 2022

4,983
total
appointments:
Apr 1-8 2022

4,339
total
appointments:
Apr 1-8 2023

-12.9%
% change
2022 vs. 2023

As a result of the holiday long weekend, appointments were down 13.8% compared to the previous week. Thursday was by far the busiest day for the appointment centre with 717 appointments that day. Compared to last year, appointments are down 12.9%, however the gap is narrowing, and is trending to be at par with last years' appointments very soon.

The appointment/sold index rose sharply as more buyers begin to re-enter the housing market as long term mortgage rates begin to fall. Sold properties continue to outpace listings, further illustrating an inventory shortfall.

As has been the case since the start of 2023, the \$1-2M price range continues to occupy Halton's top spot. In Hamilton, the \$700-750k and \$1-2M price ranges tied for the most popular prices this week and Niagara saw its top spot occupied by the more affordable \$400-450k price range.

TOP 5 PRICE RANGES

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

APPOINTMENTS 5 YEARS AT A GLANCE

