

APPOINTMENT CENTRE

SEPTEMBER 3 - 9, 2023



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

WEEKLY APPOINTMENT BREAKDOWN

2,418
 appointments booked

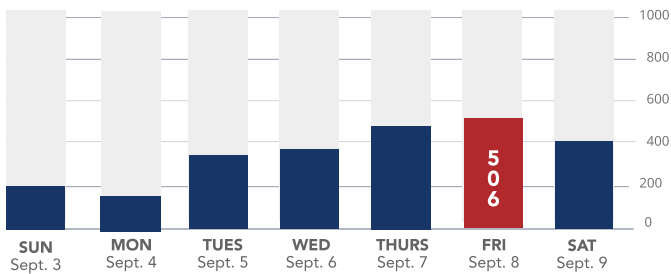
-6.1%
 % change over previous week

327
 new listings this week

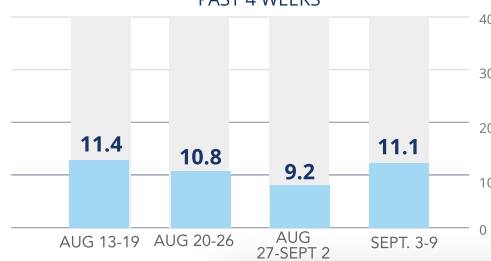
218
 total properties SOLD this week

11.1
 *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

13,880
 total appointments: Sept. 2022

3,670
 total appointments: Sept. 1-9 2022

2,942
 total appointments: Sept. 1-9 2023

-19.8%
 % change 2022 vs. 2023

We are still seeing a decline in the number of appointments as we shift into fall, and we wrap up back-to-school commitments. Last week saw only 6.1% fewer appointments than the week before, as consumers awaited the announcement on interest rates, time will tell how this pause will affect buyers going forward. New Listings were up an incredible 47%, while sold properties dropped by 14.5%.

Buyers required more appointments last week before making decisions, bumping our appointment/sold index up to 11.1, close to where it was 3 weeks ago. Much more listing inventory has come into the market, giving buyers options that they haven't had in quite some time.

\$1-2M was our most requested price range in all 3 markets last week, and Hamilton, Burlington and Niagara saw the remaining 4 rankings shift slightly higher than the week before. Let's watch the weeks to come, to see if this price point trend continues in Niagara, as the 1-2M jumped from #5 to #1 indicating renewed interest in upper end properties.

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

APPOINTMENTS 5 YEARS AT A GLANCE

