

APPOINTMENT CENTRE

SEPTEMBER 24-30, 2023



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

WEEKLY
APPOINTMENT
BREAKDOWN

2,762
appointments
booked

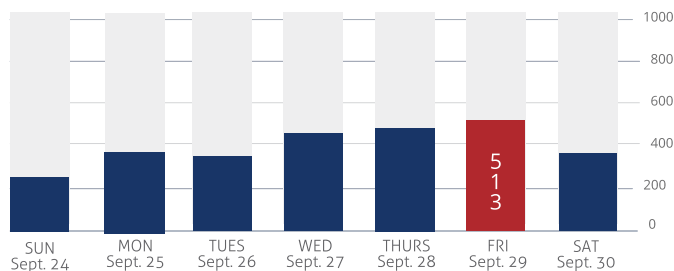
-0.1%
% change over
previous week

332
new listings
this week

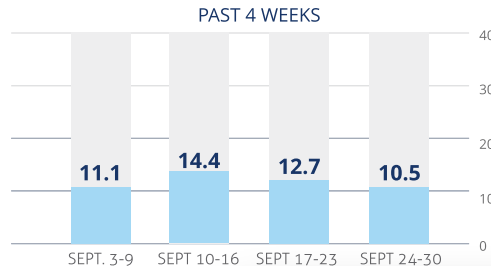
262
total properties
SOLD this week

10.5
*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

13,880
total
appointments:
Sept. 2022

11,361
total
appointments:
Sept. 2023

-15.6%
% change
2022 vs. 2023

As September draws to a close, our appointments this week were only down by 0.1% over the previous week. New listings are still higher than solds but this gap is slowly diminishing week-by-week. Our busiest day, Friday, saw a total of just over 500 appointments. In total, September 2023 saw just over 15% fewer appointments than September of 2022.

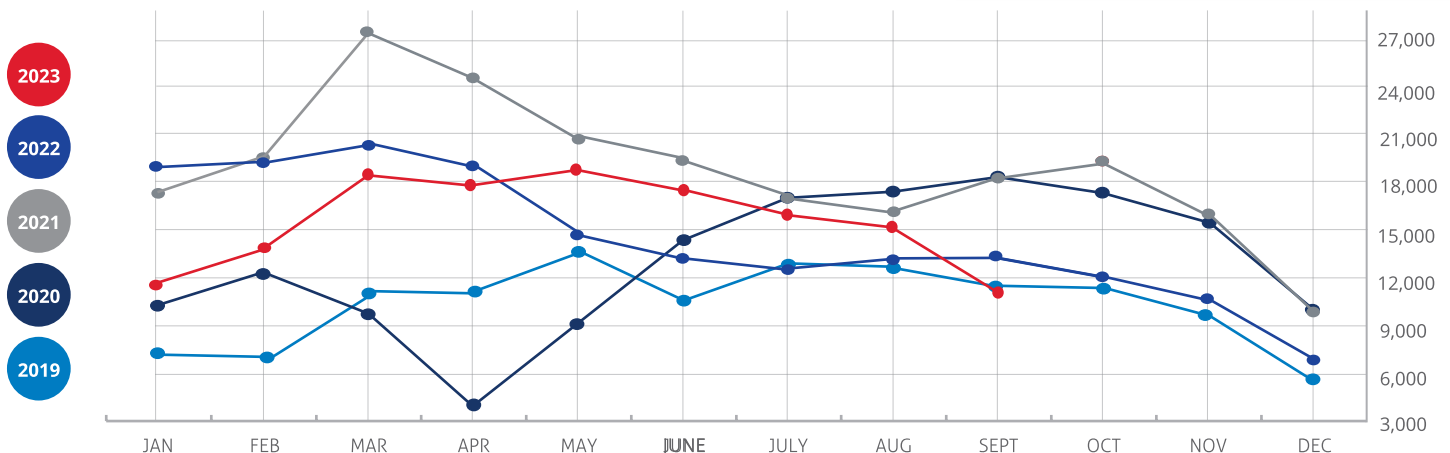
The appointment/sold index has dropped to 10.5 this week, a trend that has continued over the last two weeks, which demonstrates that buyers are more confident in their purchase decisions and are continuing to take advantage of the pause in mortgage rates.

The \$1-2M price range maintains its hold on the top spot in both Hamilton and Halton. Niagara is still seeing lower to mid range price points as more popular, such as the \$400-450k range that holds the top spot this week in the Niagara region.

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

APPOINTMENTS 5 YEARS AT A GLANCE



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