

APPOINTMENT CENTRE

MARCH 5-11, 2023



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

WEEKLY
APPOINTMENT
BREAKDOWN

3,942
appointments
booked

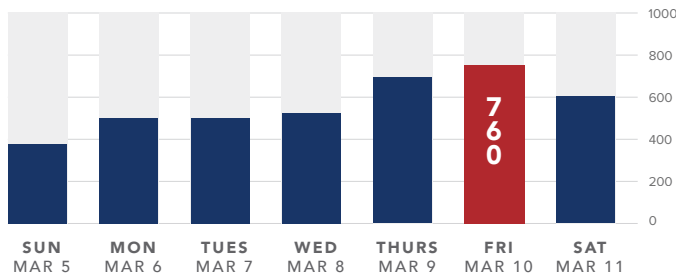
+4.1%
% change over
previous week

227
new listings
this week

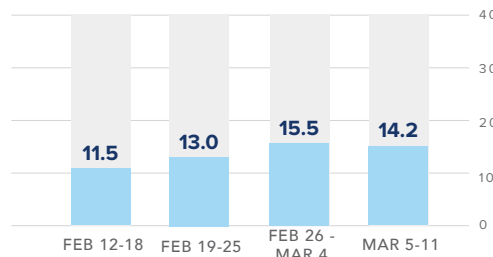
277
total properties
SOLD this week

14.2
*Appointment/Sold
Index

APPOINTMENTS - A WEEK AT A GLANCE



APPOINTMENT/SALE 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

20,228
total
appointments:
Mar 2022

8,206
total
appointments:
Mar 1-11 2023

6,347
total
appointments:
Mar 1-11 2023

-22.7%
% change
2022 vs. 2023

TOP 5 PRICE RANGES

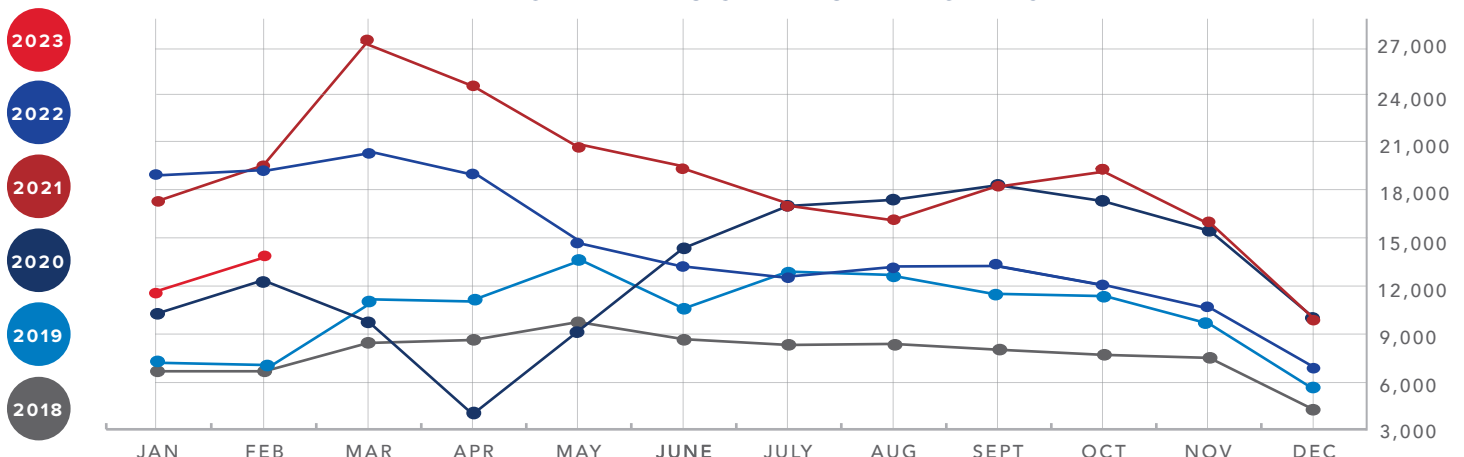
HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$550-600k	\$600-650k	#1	\$1-2M	\$1-2M	#1	\$550-600k	\$650-700k
#2	TIE \$600-650k & \$650-700k	\$1-2M	#2	\$850-900k	\$900-950k	#2	\$450-500k	\$550-600k
#3	\$1-2M	\$750-800k	#3	\$550-600k	\$950k-1M	#3	\$500-550k	\$450-500k
#4	\$500-550k	\$650-700k	#4	\$2M+	\$2M+	#4	\$700-750k	TIE \$600-650k & \$1-2M
#5	\$700-750k	\$700-750k	#5	\$650-700k	\$650-700k	#5	\$400-50k	\$500-550k

Similar to last week, buyers are braving stormy weather to make it out for appointments! Despite the snow storm last Friday, we booked 760 showings.

The appointment/sold index has held at 14.2, indicating more buyers entering the market. With sold listings surpassing listings this week, inventories are depleting, and the market is experiencing more competition with the influx of new buyers.

In Hamilton, the mid price ranges rose to the top, followed by high-mid prices. In Halton, the \$1-2M price range continues to be at the top. Niagara continues to represent the mid-high price ranges.

APPOINTMENTS 5 YEARS AT A GLANCE



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