

# APPOINTMENT CENTRE

AUGUST 6-12, 2023



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

**WEEKLY APPOINTMENT BREAKDOWN**

**3,542**  
 appointments booked

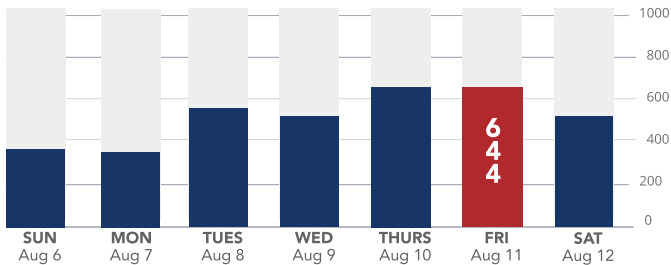
**+1.5%**  
 % change over previous week

**312**  
 new listings this week

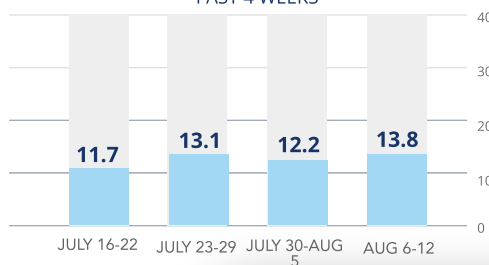
**256**  
 total properties SOLD this week

**13.8**  
 \*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

**13,000**  
 total appointments: August 2022

**5,275**  
 total appointments: August 1-12 2022

**6,182**  
 total appointments: August 1-12 2023

**+17.2%**  
 % change 2022 vs. 2023

Despite the holiday Monday, last week saw an increase of 1.5% in appointments compared to the week prior. New listings surpassed solds for the second week in a row, as more inventory builds up for the impending fall market. So far in August, we are seeing an increase of 17% in appointments compared to the 1st-12th of August 2022.

The appointment/sold index was up at 13.8, with a 4 week average at 12.7, indicating strong buyer sentiment and knowledge, when narrowing down potential properties, to make that final decision.

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

Our top price ranges this week saw some small changes, mainly for Niagara and Hamilton. Hamilton continues to see the \$1-2M price point at the top and the #2 spot is currently occupied by the \$550-600k range, which is lower than last week. Niagara's top price range dropped from \$650-700k to \$550-600k, indicating that affordability is back on, and continues to drive buyer demand in these markets. Halton continues to see our highest price ranges as most popular with \$1-2M in the #1 spot.

## APPOINTMENTS 5 YEARS AT A GLANCE

