

APPOINTMENT CENTRE

JANUARY 21-27, 2024



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

WEEKLY
APPOINTMENT
BREAKDOWN

2,798
appointments
booked

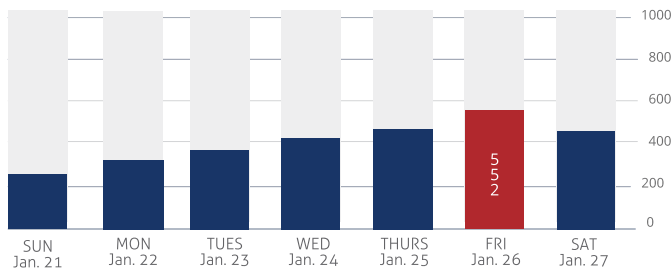
+1.8%
% change over
previous week

223
new listings
this week

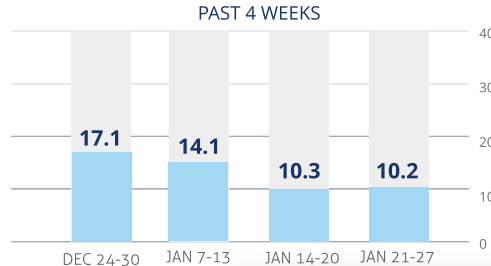
272
total properties
SOLD this week

10.2
*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 2023 vs 2024

11,815
total
appointments:
Jan. 2023

10,385
total
appointments:
Jan 1-27, 2023

9,884
total
appointments:
Jan 1-27, 2024

-4.8%
% change
2023 vs. 2024

As we near the end of January, the appointment centre continues to see a climb in our total number of weekly appointments. Appointments are up nearly 29% compared to the previous week, and the number of sold listings, have taken a lead over new listings by 22%, something we have not experienced for several months.

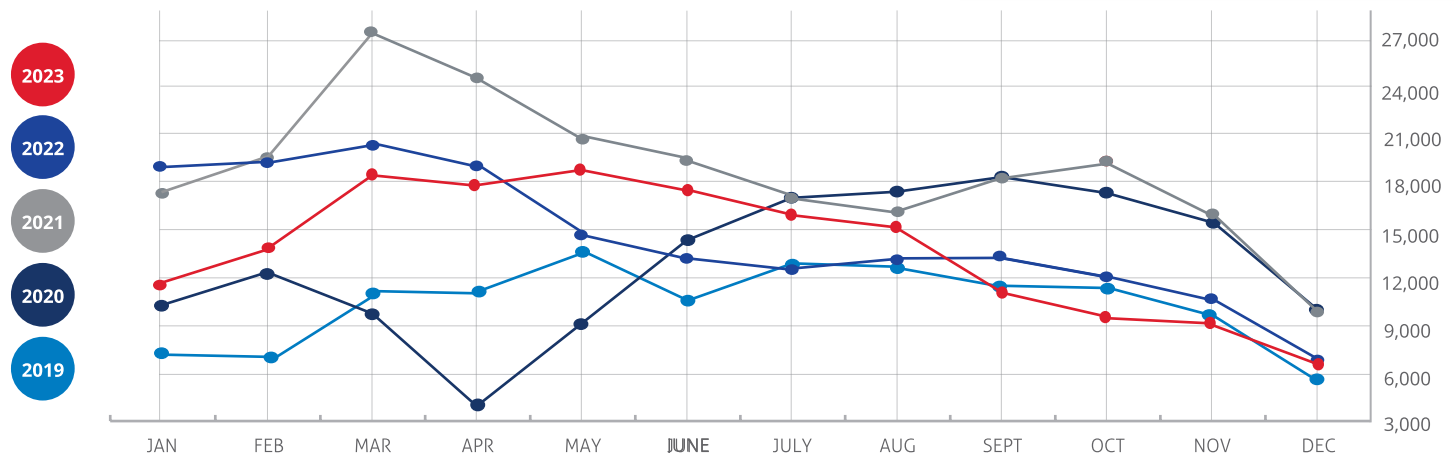
As a result, the appointment/sold index remains at 10.2, slightly down from last week, indicating our inventory is showing signs of shrinkage.

Our top price ranges remained fairly similar to last week in both Hamilton and Niagara. Hamilton's most notable change is that the 350-400k price range is present at #5, which is the lowest range we have seen in Hamilton's top 5 price points since the week of October 29-November 4, 2023. Niagara is continuing to see our mid to low price ranges as most popular with the \$550-600k price point at #1. Halton is still seeing our highest price ranges as most popular but lower ranges such as the 550-600k range are creeping higher in the rankings.

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	\$500-550k	\$550-600k
#2	\$750-800k	\$650-700k	#2	\$550-600k	\$850-900k	#2	\$600-650k	\$600-650k
#3	\$650-700k	\$750-800k	#3	\$950k-1M	\$650-700k	#3	\$550-600k	\$550-600k
#4	\$550-600k	\$550-600k	#4	\$2M+	\$900-950k	#4	\$450-500k	\$450-500k
#5	\$450-500K	\$350-400K	#5	\$700-750k	\$550-600k	#5	TIE \$650-700k and \$1-2M	\$1-2M

APPOINTMENTS 5 YEARS AT A GLANCE



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