

APPOINTMENT CENTRE

SEPTEMBER 17-23, 2023



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

WEEKLY
APPOINTMENT
BREAKDOWN

2,764
appointments
booked

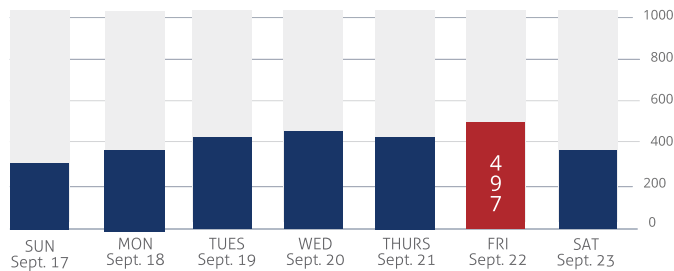
-4.5%
% change over
previous week

319
new listings
this week

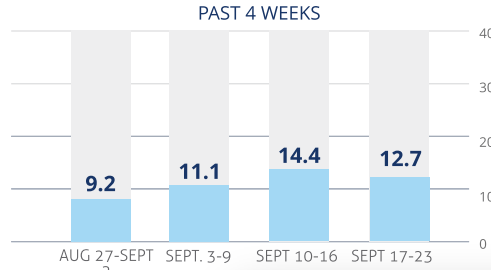
216
total properties
SOLD this week

12.7
*Appointment/Sold
Index

APPOINTMENTS - A WEEK AT A GLANCE



APPOINTMENT/SALE 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

10,588
total
appointments:
Sept. 1-16 2022

8,599
total
appointments:
Sept. 1-16 2023

-18.8%
% change
2022 vs. 2023

As the end of September nears, appointments are only 4.5% lower than the previous week, and new listings continue to overtake sales. The gap between our weekly appointment comparison is decreasing. So far in September, we are seeing what we have witnessed all year, which is market compression, where we see clusters of sales, month-to-month and week-to-week.

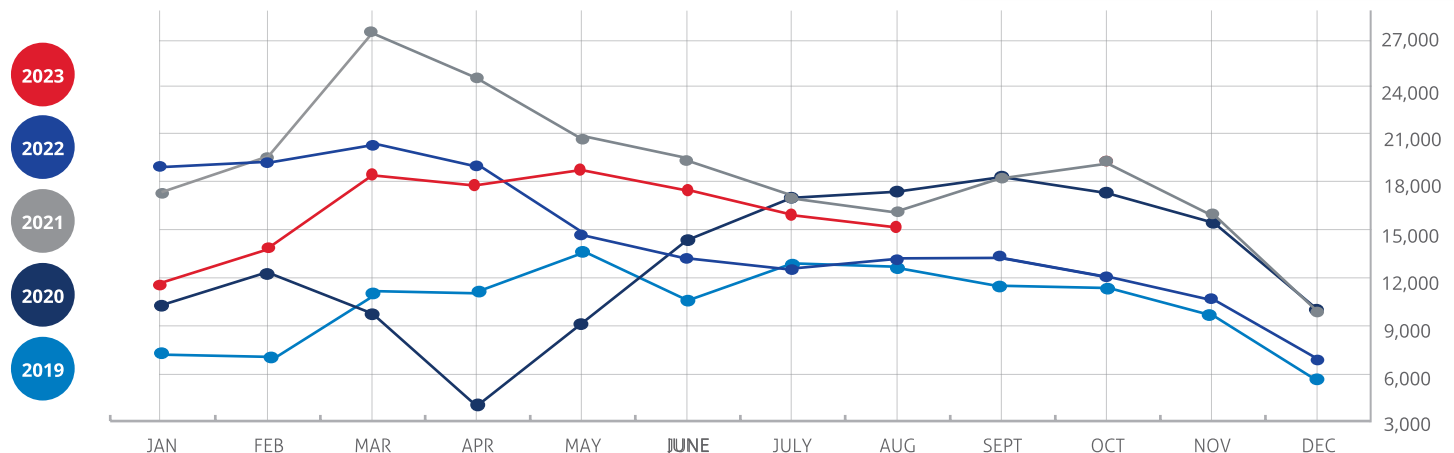
The appointment/sold index dropped to 12.7, which indicates buyers are not as hesitant and are taking advantage of the pause in mortgage rates.

Our top price ranges did see some changes of note this week. In Halton, the \$950-1M price range dropped from the charts altogether, and mid range prices seem to be climbing in popularity after higher price ranges have tended to be more desirable in this region. Niagara is continuing to see mid range prices as most popular, with \$550-600k at the top. Hamilton remained almost exactly the same as last week save for \$450-500k taking the fifth spot.

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

APPOINTMENTS 5 YEARS AT A GLANCE



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