

APPOINTMENT CENTRE

NOVEMBER 26-DECEMBER 2, 2023



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

WEEKLY
APPOINTMENT
BREAKDOWN

1,879
appointments
booked

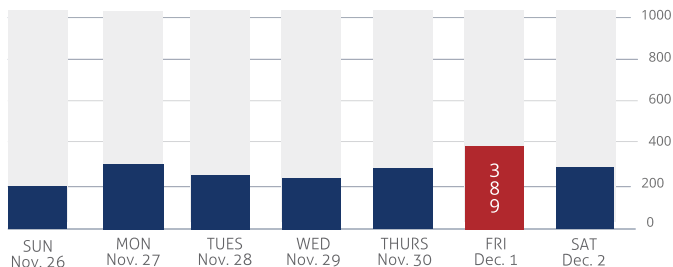
-16.9%
% change over
previous week

201
new listings
this week

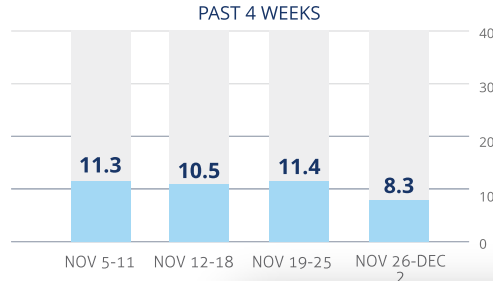
224
total properties
SOLD this week

8.3
*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

10,861
total
appointments:
Nov. 2022

9,380
total
appointments:
Nov. 2023

-13.6%
% change
2022 vs. 2023

As November drew to a close, appointments dropped by nearly 17% compared to the previous week. The busiest day for appointments was Friday with nearly 400 total appointments. For the first time since August 27-September 2, solds are surpassing new listings, indicating that buyers are taking advantage of the transitional market we are currently in. Compared to November of 2022, November 2023 saw a 13.6% reduction in total appointments.

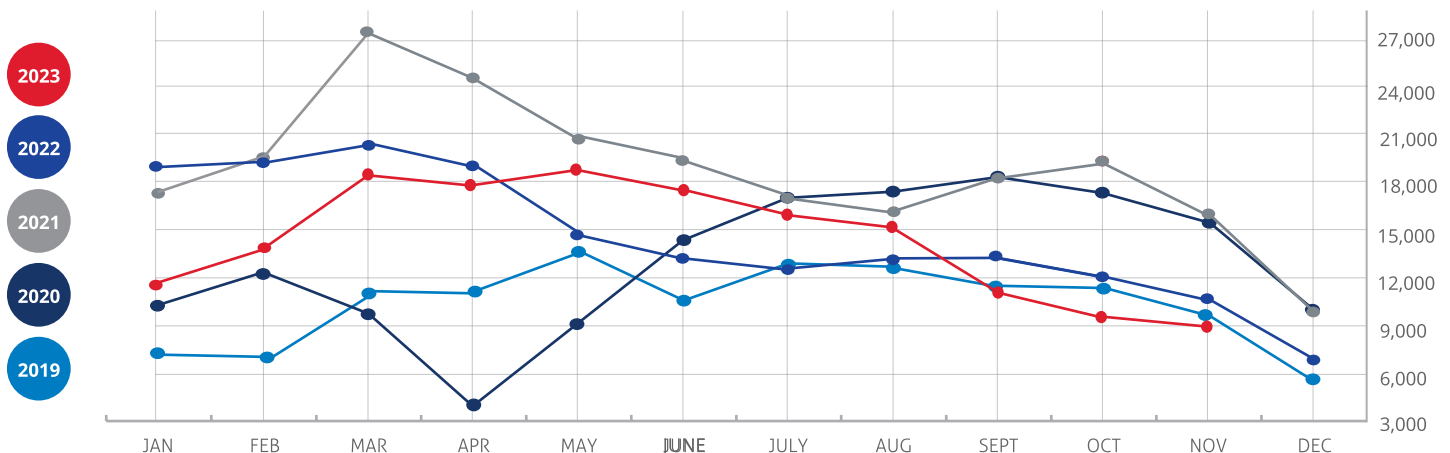
The appointment/sold index dropped from 11.4 to 8.3 in the past week which is the lowest it has been since December 2022, indicating buyer's confidence in the real estate market, due to the BOC's back to back mortgage rate pauses. This trend is something that we are likely to see continue through the entire holiday season.

Our top price ranges this week saw some more noticeable changes compared to previous weeks. Specifically, Hamilton saw the \$650-700k price range rise in popularity while the \$850-900k range fell from the chart altogether. In Halton, our most expensive price ranges still occupy the majority of the chart besides the \$450-500k range. Except for the \$1-2M price range at number 1 for Niagara, there are no price ranges above \$650-700k on the chart for that area.

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

APPOINTMENTS 5 YEARS AT A GLANCE



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