

# APPOINTMENT CENTRE

NOVEMBER 5-11, 2023



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

**WEEKLY APPOINTMENT BREAKDOWN**

**2,152**  
 appointments booked

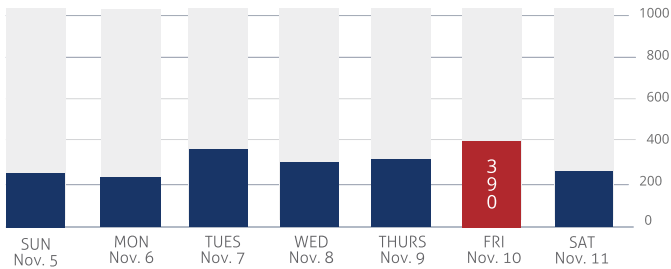
**-1.1%**  
 % change over previous week

**272**  
 new listings this week

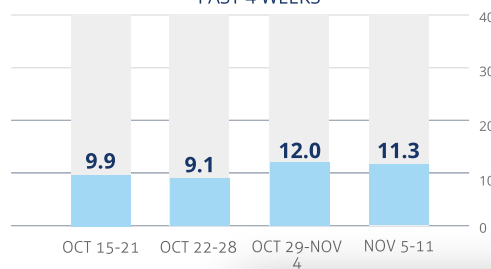
**189**  
 total properties SOLD this week

**11.3**  
 \*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

**10,861**  
 total appointments: Nov. 2022

**4,351**  
 total appointments: Nov 1-11, 2022

**3,556**  
 total appointments: Nov 1-11, 2023

**-18.3%**  
 % change 2022 vs. 2023

Appointment numbers this week, have remained mainly consistent over the previous week, with a minimal decrease of just over 1%. New listings are down 4% from last week, and solds are up 5%, as existing inventories are starting to get absorbed. Currently, November is seeing an 18% decrease in total appointments so far this month compared to November of 2022.

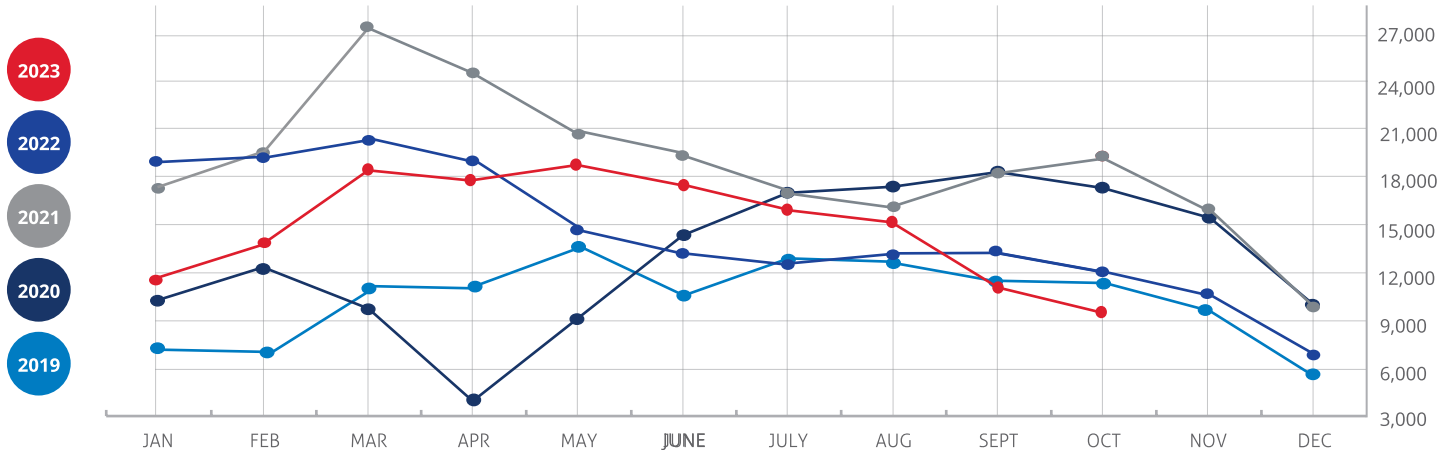
## TOP 5 PRICE RANGES

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

The appointment/sold index dropped to 11.3, indicating that buyers are getting more confident in the market making slightly quicker decisions.

Our top price ranges have seen some interesting shifts, particularly in Niagara where buyers are gravitating to higher price points. Halton continues to see our highest price ranges in its top three spots. Hamilton's top price ranges remain fairly similar to previous weeks except for the \$350-400k range which dropped from the ranks altogether this week.

## APPOINTMENTS 5 YEARS AT A GLANCE



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