

NOVEMBER 16-22, 2025

Metric	Value
appointments booked	2,363
% change over previous weeks	+5.6%
new listings this week	255
total properties SOLD this week	271
* Appointment/Sold Index	8.7

11,354	8,767	7,286	-16.9%
total appointments: November 2024	total appointments: November 1 - 22, 2024	total appointments: November 1 - 22, 2025	% change 2024 vs. 2025

77.0% **106.3%**

Day	Date	Number of People
SUN	NOV 16	~320
MON	NOV 17	~450
TUES	NOV 18	~450
WED	NOV 19	~450
THURS	NOV 20	~480
FRI	NOV 21	404
SAT	NOV 22	~420

Survey Period	Percentage
OCT 26-NOV 1	9.1
NOV 2-8	10.2
NOV 9-15	12.2
NOV 16-22	8.7

1	\$500K - 599K	\$700K - 799K
2	\$700K - 799K	\$500K - 599K
3	\$600K - 699K	\$600K - 699K
4	\$400K - 499K	\$400K - 499K
5	\$800K - 899K	\$1M - 1.49M

1	\$1M - 1.49M	\$1M - 1.49M
2	\$900K - 999K	\$800K - 899K
3	\$800K - 899K	\$700K - 799K
4	\$700K - 799K	\$2M+
5	\$1.5M - 1.99M	\$1.5M - 1.99M

1	\$500K - 599K	\$300K - 399K
2	\$700K - 799K	\$500K - 599K
3	\$600K - 699K	\$1M - 1.49M
4	\$300K - 399K & \$900K - 999K	\$600K - 699K & \$700K - 799K & \$900K - 999K
5	\$1M - 1.49M	\$400K - 499K

1	\$500K - 599K	\$500K - 599K
2	\$400K - 499K	\$400K - 499K
3	\$600K - 699K	\$600K - 699K
4	\$800K - 899K	\$700K - 799K
5	\$300K - 399K	\$300K - 399K

A line chart with two y-axes. The left y-axis is labeled 'Appointments Booked' and ranges from 0 to 3,000 in increments of 500. The right y-axis is labeled 'Total Properties Sold This Week' and ranges from 0 to 300 in increments of 50. The x-axis is labeled 'Year' and shows the years 2022, 2023, 2024, and 2025. A blue line represents 'Appointments Booked', starting at approximately 2,650 in 2022, dipping to 2,300 in 2023, rising to 2,650 in 2024, and ending at 2,350 in 2025. A red line represents 'Total Properties Sold This Week', starting at approximately 65 in 2022, rising to 220 in 2023, 240 in 2024, and 270 in 2025.

Year	Appointments Booked	Total Properties Sold This Week
2022	2,650	65
2023	2,300	220
2024	2,650	240
2025	2,350	270

Buyers are converting at a faster rate despite reduced number of appointments. The Appointment-to-Sale efficiency is the best in 4 years at 8.7 appointments per sale. 2025 buyers are decisive. They're not shopping they're acting.

2022

