

APPOINTMENT CENTRE

OCTOBER 29-NOVEMBER 4, 2023



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

WEEKLY APPOINTMENT BREAKDOWN

2,175
 appointments booked

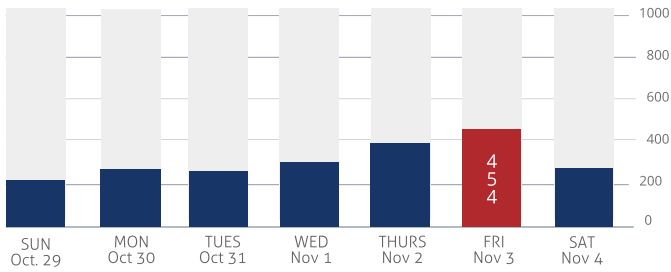
-6.3%
 % change over previous week

286
 new listings this week

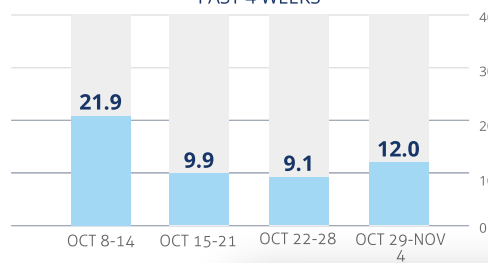
180
 total properties SOLD this week

12.0
 *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

12,038
 total appointments:
 Oct. 2022

10,177
 total appointments:
 Oct. 2023

-15.1%
 % change
 2022 vs. 2023

This week saw a decrease of about 6% in appointments made, with our busiest day handling just over 450 appointments. While the number of new listings was similar to last week, the number of sold properties dropped by almost 29%. Overall, the month of October saw a decrease of approximately 15% in number of total appointments booked when compared to 2022.

The appointment/sold index increased from 9.1 to 12.0 this week, indicating an influx of new buyers entering the market, as there is more choice and an increase in affordable inventory.

Our top price ranges remained fairly similar to last week, with the \$1-2M price range on top in Hamilton and Halton, and in the number two spot for Niagara. Halton is seeing the most expensive price ranges in the top three spots. Niagara is still seeing lower price ranges as most popular with the exception of that \$1-2M range.

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

APPOINTMENTS 5 YEARS AT A GLANCE

