

APPOINTMENT CENTRE

OCTOBER 15-21, 2023



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

WEEKLY APPOINTMENT BREAKDOWN

2,364
 appointments booked

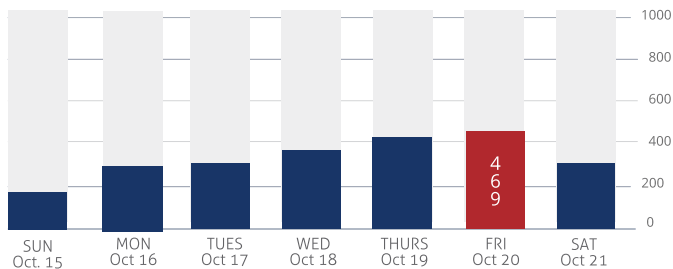
+7.8%
 % change over previous week

288
 new listings this week

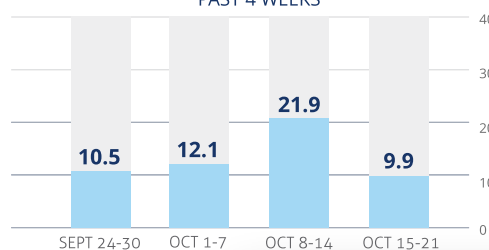
238
 total properties SOLD this week

9.9
 *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

8,577
 total appointments: Oct 1-21, 2022

7,086
 total appointments: Oct 1-21, 2023

-17.4%
 % change 2022 vs. 2023

After a few weeks of steadily declining appointment numbers, last week showed a healthy increase of nearly 8% in weekly appointments. The gap between new listings and solds is narrowing, with our sales to new listings ratio at 83%.

We are still seeing a 17% decrease in appointments compared to October of 2022, however our appointment/sold index has dropped to 9.9, a drastic change compared to the previous week. Buyers have shifted from a shopping mindset, to a buying one, let's see if this trend continues in the weeks ahead.

The \$1-2M price range is back on top in all three regions, which hasn't been the case since September 3-9 of this year. Hamilton still remains fairly consistent besides the \$550-600k range climbing to #2. In addition, the \$2M+ price range has dropped three spots to #5 in the Halton region since last week. Niagara is seeing increased popularity in regards to lower price ranges, such as \$350-400k, which is the lowest range that appears in our Top 5 Price Ranges for all three regions.

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

APPOINTMENTS 5 YEARS AT A GLANCE

