

# APPOINTMENT CENTRE

NOVEMBER 12-18, 2023



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**2,348**  
appointments  
booked

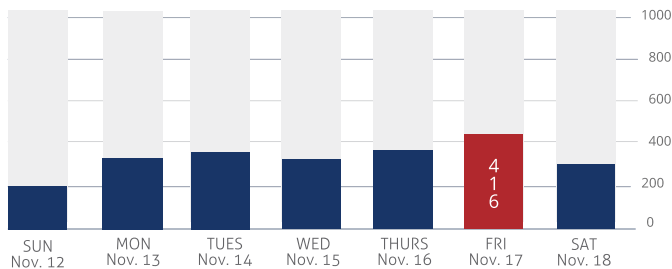
**+9.1%**  
% change over  
previous week

**252**  
new listings  
this week

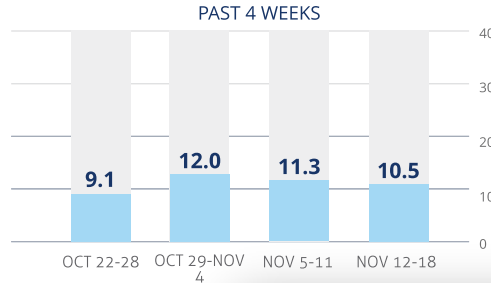
**223**  
total properties  
SOLD this week

**10.5**  
\*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

**7,021**  
total  
appointments:  
Nov 1-18, 2022

**5,904**  
total  
appointments:  
Nov 1-18, 2023

**-15.9%**  
% change  
2022 vs. 2023

Appointments this week have rallied, to just above a 9% increase over last week, after a sluggish start to the fall. The effect of 2 successive Bank of Canada interest rate pause announcements has reignited buyer confidence. New listings are still slightly surpassing solds, which has been a more recent phenomenon, however, the difference is significantly less than in previous weeks. So far this November we are seeing a decrease of nearly 16% in appointments over 2022, although this gap has also been narrowing over the past few weeks.

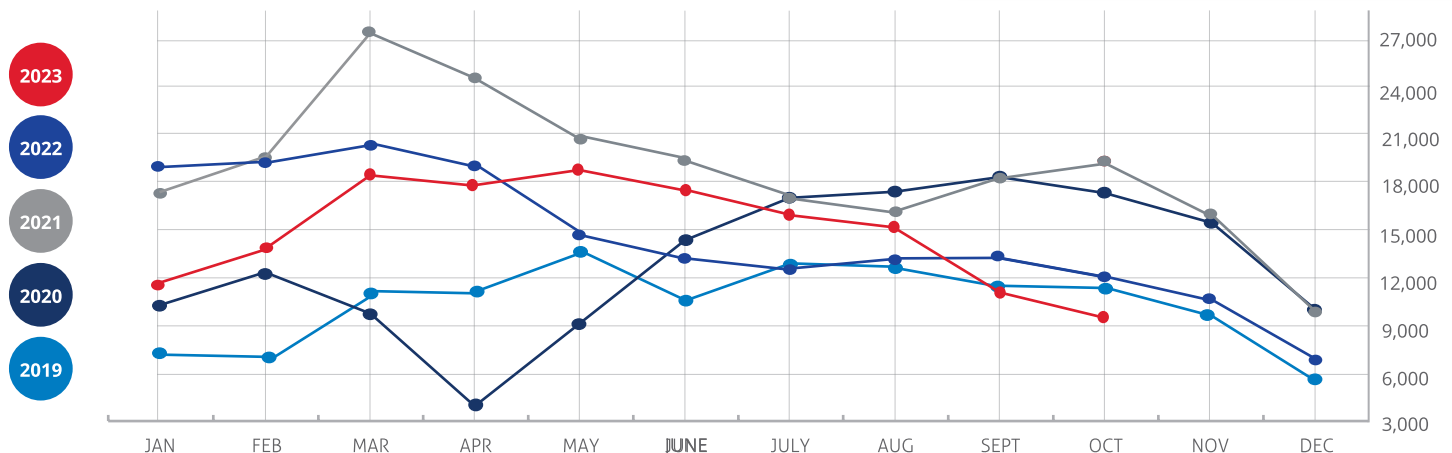
The appointment/sold index dropped to 10.5, a small change compared to previous weeks, indicating that buyers are continuing to gain confidence and make quicker decisions.

In Niagara, the \$1-2M price range has been usurped as the top price range, but was replaced by the more affordable \$450-500k range. Halton remains fairly consistent with high price ranges occupying the top spots. Hamilton saw some smaller changes where lower price ranges like \$450-500k are gaining more popularity, although the \$1-2M price range still occupies the top spot.

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

## APPOINTMENTS 5 YEARS AT A GLANCE



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