

# APPOINTMENT CENTRE

NOVEMBER 19-25, 2023



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**2,260**  
appointments  
booked

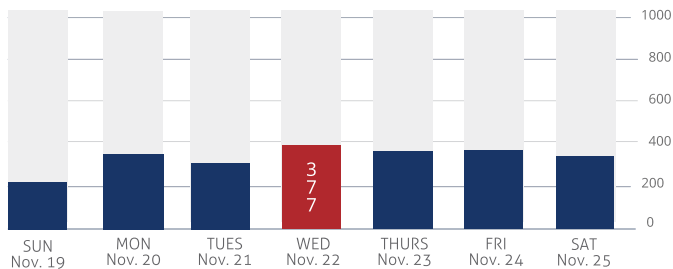
**-3.7%**  
% change over  
previous week

**255**  
new listings  
this week

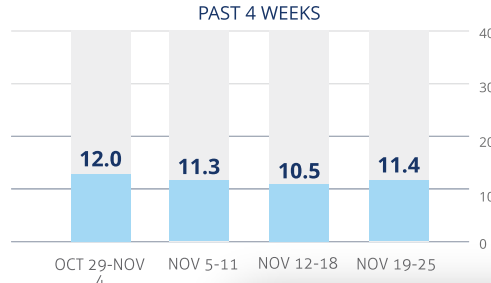
**197**  
total properties  
SOLD this week

**11.4**  
\*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

**9,405**  
total  
appointments:  
Nov 1-25, 2022

**8,164**  
total  
appointments:  
Nov 1-25, 2023

**-13.2%**  
% change  
2022 vs. 2023

Appointments this week have decreased by just over 3%, after last week's 9.1 % surge, with our busiest day of the week, being Wednesday, hosting 377 total appointments. New listings are continuing to surpass solds, and although this gap narrowed last week, it has since increased again offering more choice to buyers. Compared to November 1-25 of 2022, we are seeing a 13% decrease in total appointments, although this gap continues to narrow each week.

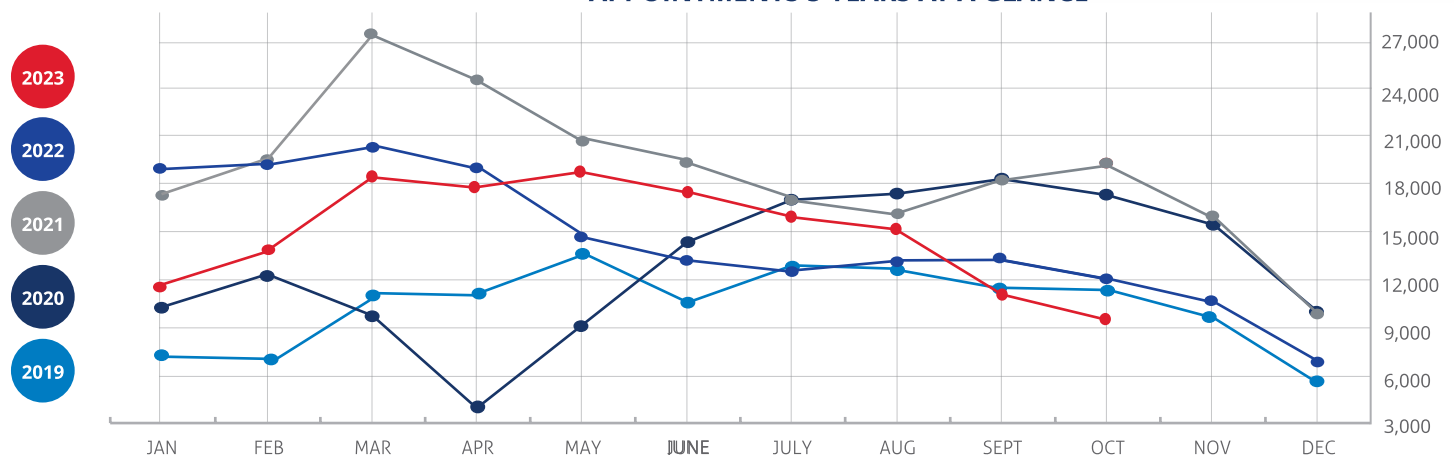
The appointment/sold index has increased to 11.4, matching the appointment/sold index from two weeks ago. Buyer confidence has steadily been increasing since the end of October, a trend which could build momentum throughout the holiday season.

Our top price ranges remained very similar to the previous week. Hamilton's only major change was that the \$550-600k range was replaced by the \$850-900k range at #5. Halton saw the \$2M+ range return to the charts in the #4 spot. In Niagara, the top price range went down to \$350-400k and no price ranges above the \$600-650k range are present on the chart this week.

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

## APPOINTMENTS 5 YEARS AT A GLANCE



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