

# APPOINTMENT CENTRE

AUGUST 28 - SEPTEMBER 3, 2022



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**2,632**  
appointments  
booked

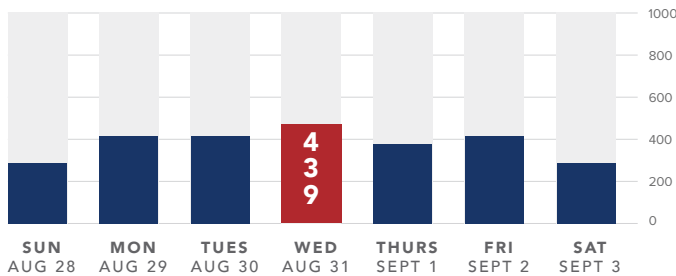
**-7.3%**  
% change over  
previous week

**187**  
new listings  
this week

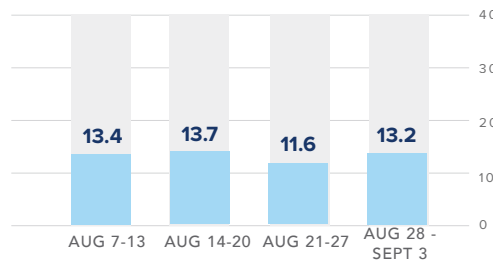
**200**  
total properties  
SOLD this week

**13.2**  
\*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 2021 vs 2022

**16,186**  
total  
appointments:  
Aug 2021

**13,000**  
total  
appointments:  
Aug 2022

**-19.7%**  
% change  
2021 vs. 2022

## TOP 5 PRICE RANGES

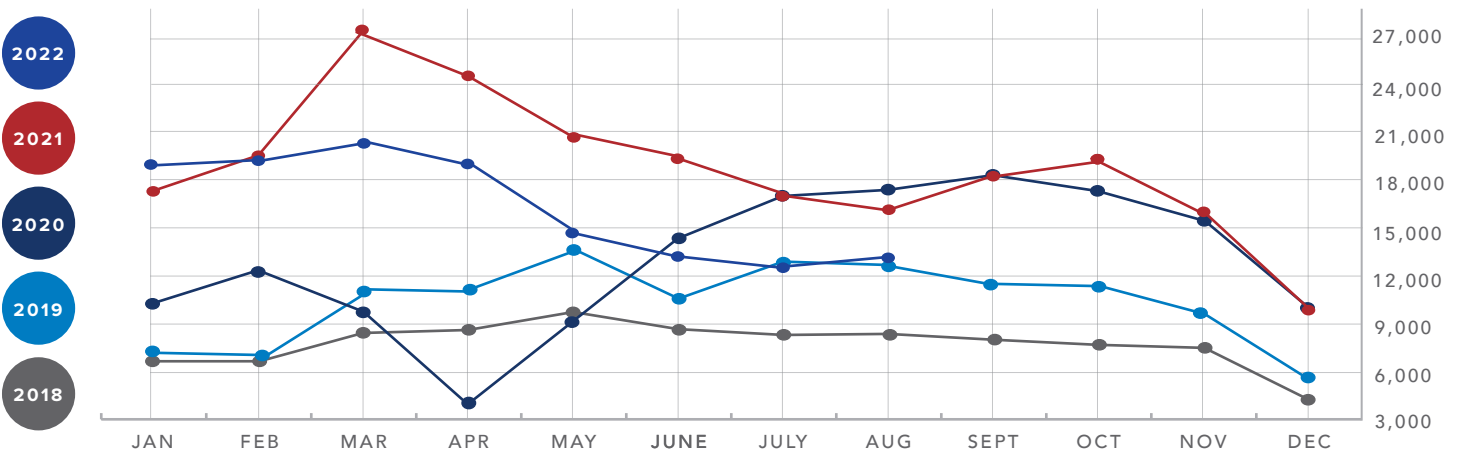
HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$1-2M	\$550-600k
#2	\$750-800k	\$650-700k	#2	\$850-900k	\$550-600k	#2	\$450-500k	\$1-2M
#3	\$650-700k	\$550-600k	#3	\$2M+	\$2M+	#3	\$650-700k	\$450-500k
#4	\$550-600k	\$750-800k	#4	TIE \$650-700k & 700-750k	\$950k-1M	#4	\$600-650k	\$650-700k
#5	\$600-650k	\$500-550k	#5	\$950k-1M	\$850-900k	#5	TIE \$400-450k & 550-600k	\$500-550k

Appointments are down a minor -7.3% over last week, as buyers took a break to enjoy the long weekend. Solds continue to outnumber new listings, showing that buyer demand is still high. The last 2 months we are on trend with pre-COVID 2019, we predict we will follow this trend until the end of the year.

The appointment/sold index has gone up to 13.2 similar to earlier this month. This is an indication that buyers are coming back to the market and are exploring all their options before making a buying decision.

In Niagara, the \$1-2M price range lost the #1 spot to the more affordable \$550-600k range. In Hamilton and Halton, there was a slight shuffle in price ranges but \$1-2M remained in the top spot followed by mid-high price ranges.

## APPOINTMENTS 5 YEARS AT A GLANCE



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