

APPOINTMENT CENTRE

AUGUST 21-27, 2022



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

WEEKLY
APPOINTMENT
BREAKDOWN

2,838
appointments
booked

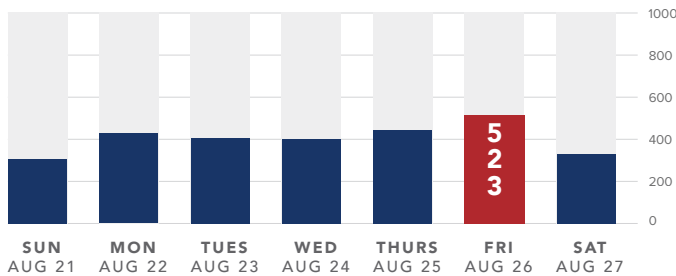
-4.7%
% change over
previous week

218
new listings
this week

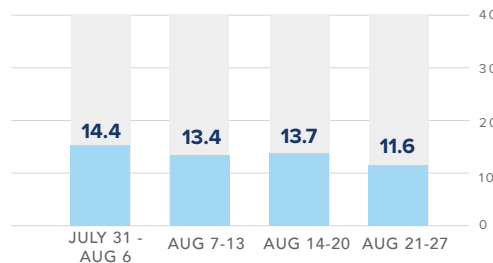
244
total properties
SOLD this week

11.6
*Appointment/Sold
Index

APPOINTMENTS - A WEEK AT A GLANCE



APPOINTMENT/SALE 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

14,335
total
appointments:
Aug 1-27 2021

11,455
total
appointments:
Aug 1-27 2022

-20.1%
% change
2021 vs. 2022

Appointments are down -4.7% as buyers took a break from their home searches to enjoy the last weeks of summer. However, the Solds outnumbered New Listings for the first time since mid July, indicating the buyers are still putting pen to paper.

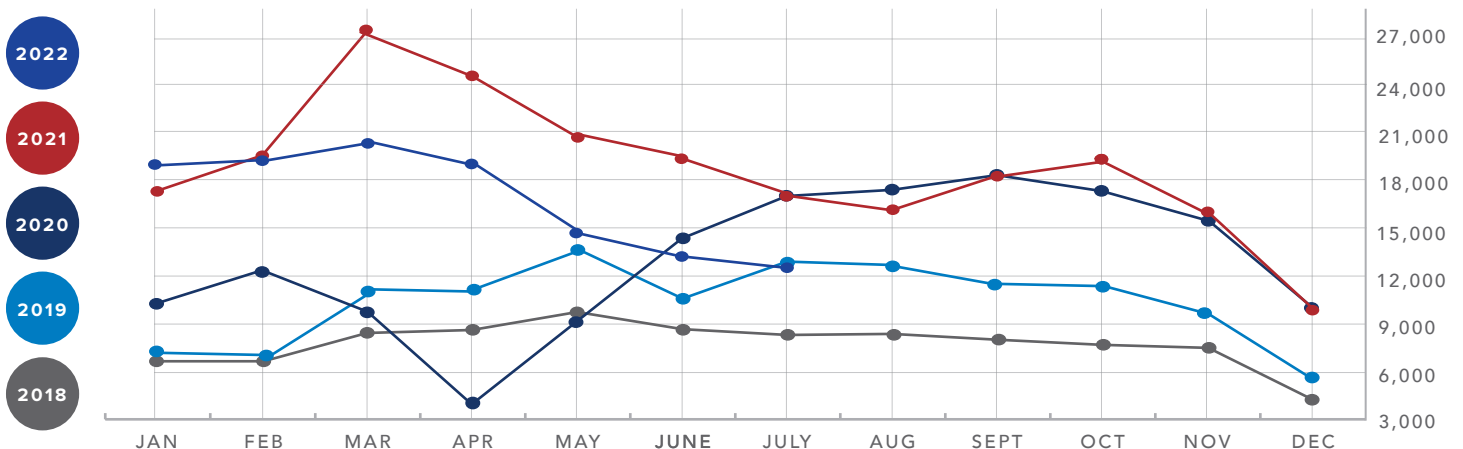
The appointment/sold index is trending downward, and now sits at 11.6. This indicates that buyers are scooping up inventory.

The \$1-2M price range continues to be #1 in all of our trading areas. In Hamilton, we saw a slight shuffle but remained in mid-high ranges, similar to Halton with the exception of the \$2M+ range. Niagara continues to represent a variety of price points from high, mid, and low.

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

APPOINTMENTS 5 YEARS AT A GLANCE



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