

APPOINTMENT CENTRE

NOVEMBER 27 - DECEMBER 3, 2022



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

WEEKLY
APPOINTMENT
BREAKDOWN

2,230
appointments
booked

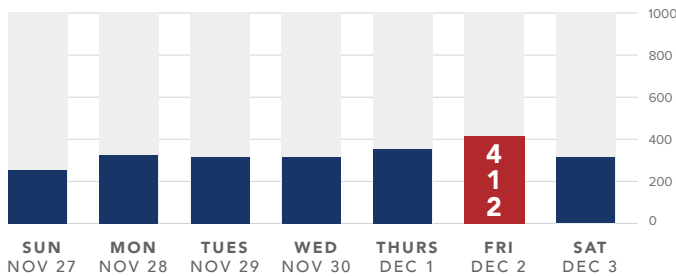
-3.5%
% change over
previous week

170
new listings
this week

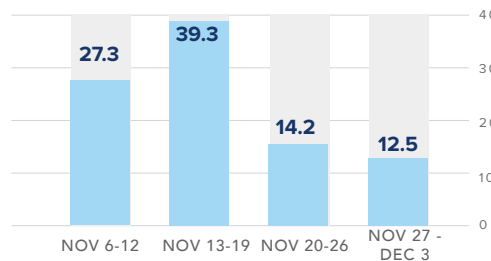
179
total properties
SOLD this week

12.5
*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

16,355
total
appointments:
Nov 2021

10,861
total
appointments:
Nov 2022

-33.6%
% change
2021 vs. 2022

Appointments are down a minor -3.6% compared to the previous week, as November comes to a close. We are down -33.6 compared to November 2021, but it is important to remember that this time last year we were experiencing an abnormally busy market. Compared to pre-pandemic November 2019, we are actually up 13%.

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	\$650-700k
#2	\$650-700k	\$650-700k	#2	\$850-900k	\$800-850k	#2	\$550-600k	\$450-500k
#3	\$500-550k	\$450-500k	#3	\$800-850k	\$950k-1M	#3	\$300-350k	\$550-600k
#4	\$600-650k	\$550-600k	#4	TIE \$550-600k & \$950k-1M	\$550-600k	#4	\$650-700k	\$600-650k
#5	\$550-600k	\$600-650k	#5	\$650-700k	\$2M+	#5	\$600-650k	\$950k-1M

The appointment/sold index has dropped further to 12.5 as buyers continue to take advantage of rate holds and are making quicker decisions.

In Niagara, the mid price ranges continue to see the most demand. In Hamilton and Halton, the \$1-2M price range stayed in the #1 spot, followed by mid-high price ranges.

APPOINTMENTS 5 YEARS AT A GLANCE

