

APPOINTMENT CENTRE

DECEMBER 4-10, 2022



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

WEEKLY
APPOINTMENT
BREAKDOWN

2,095
appointments
booked

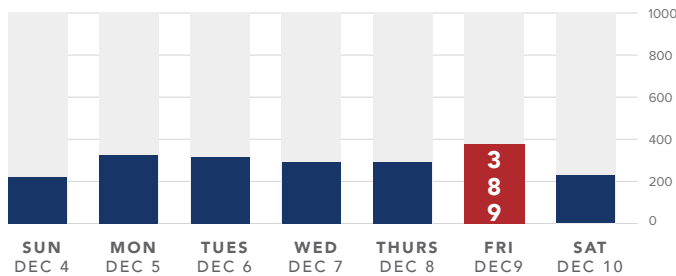
-6.1%
% change over
previous week

157
new listings
this week

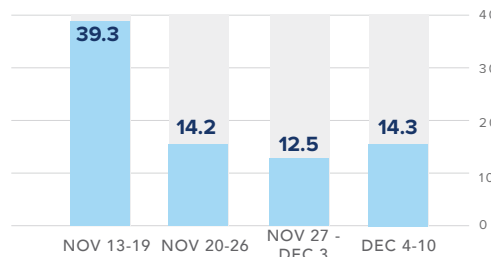
146
total properties
SOLD this week

14.3
*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

10,222
total
appointments:
Dec 2021

4,648
total
appointments:
Dec 1-10 2021

3,164
total
appointments:
Dec 1-10 2022

-31.8%
% change
2021 vs. 2022

Appointments are down -6.1% as we ease into the Holiday Season. Compared to the same time frame last year, we are down -31.8%, but it is important to remember that December 2021 was an unseasonably busy month due to the pandemic. Compared to pre-pandemic December 2019, we are actually up 30%.

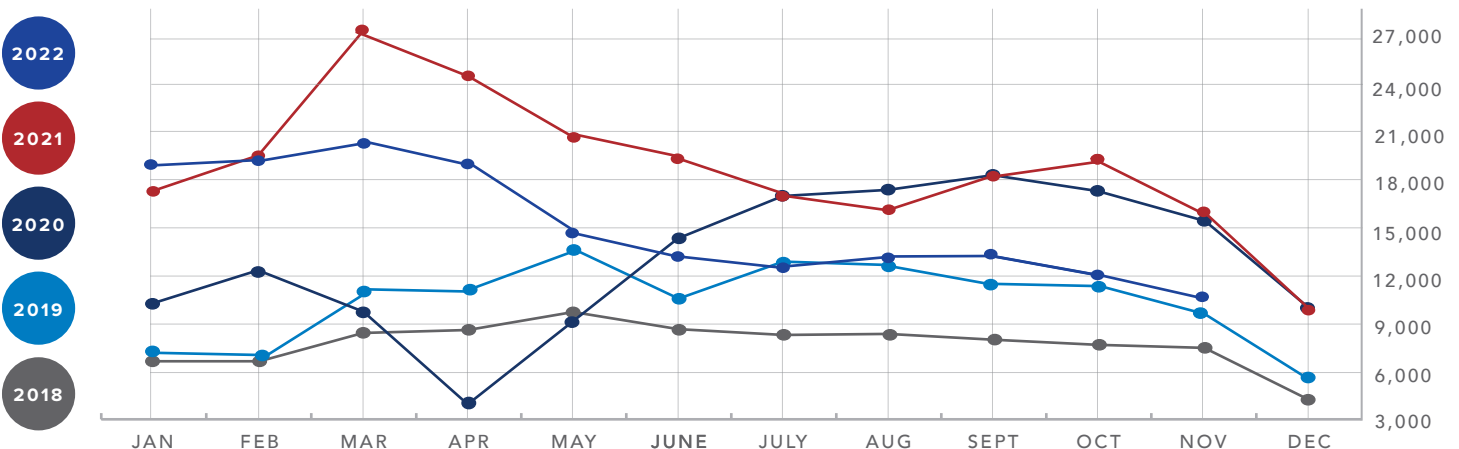
The appointment/sold index has risen slightly to 14.3, similar to 2 weeks ago, as buyers continue to take advantage of rate holds.

The \$1-2M price range continues to see the most demand in Hamilton and Halton, followed by mid-high price ranges. Niagara's popular price ranges trended downward this past week, featuring the low-mid price ranges.

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

APPOINTMENTS 5 YEARS AT A GLANCE



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