

APPOINTMENT CENTRE

JULY 24-30, 2022



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

WEEKLY APPOINTMENT BREAKDOWN

2,870
 appointments booked

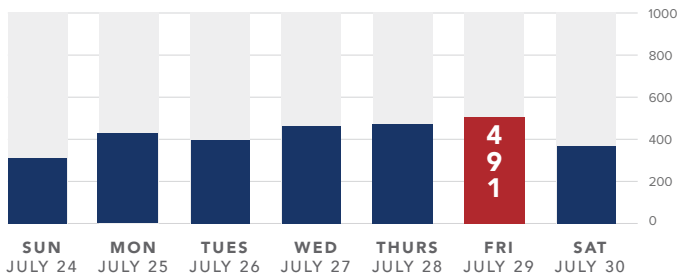
-5.3%
 % change over previous week

238
 new listings this week

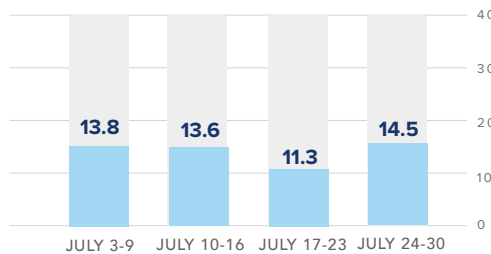
198
 total properties SOLD this week

14.5
 *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

17,242
 total appointments: July 2021

12,526
 total appointments: July 2022

-27.4%
 % change 2021 vs. 2022

Appointments are down slightly by -5.3%, attributable to consumers getting away for the August long weekend. Our Spring monthly comparison appointments were down -35.4%, currently we have narrowed the gap by 8%, showing that we have a more normalized summer market, in line with July 2019.

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

The appointment sold/index rose to 14.5, as sellers become adjusted to the market and are listing more product for buyers to view.

The \$1-2M price range continues to be #1 in all of our trading areas. In Halton, we saw the \$2M+ price range fall off the top 5. In Hamilton and Halton, we saw a slight shuffle but remained in the mid-high price ranges. In Niagara, we saw \$1-2M followed by low-mid price ranges.

APPOINTMENTS 5 YEARS AT A GLANCE

