

# APPOINTMENT CENTRE

JUNE 5-11, 2022



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

**WEEKLY APPOINTMENT BREAKDOWN**

**3,290**  
 appointments booked

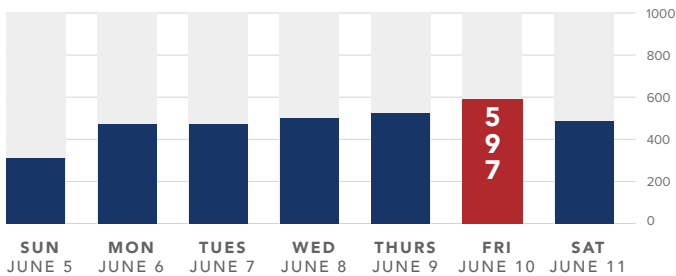
**+6.7%**  
 % change over previous week

**322**  
 new listings this week

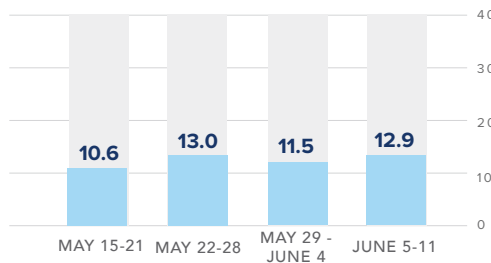
**256**  
 total properties SOLD this week

**12.9**  
 \*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

**19,023**  
 total appointments: June 2021

**7,501**  
 total appointments: June 1-11 2021

**5,195**  
 total appointments: June 1-11 2022

**-30.7%**  
 % change 2021 vs. 2022

## TOP 5 PRICE RANGES

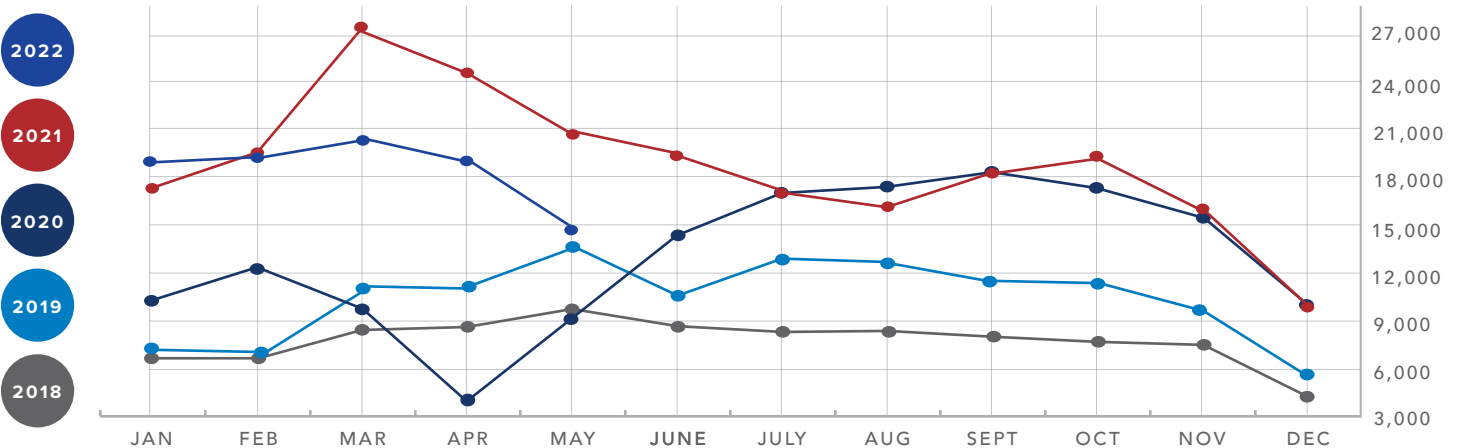
HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M
#2	\$450-500k	\$550-600k	#2	\$950k-1M	\$2M+	#2	\$650-700k	\$850-900k
#3	\$850-900k	\$750-800k	#3	\$2M+	\$950k-1M	#3	\$600-650k	\$650-700k
#4	\$550-600k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

Appointments are up +6.7% over the previous week, and up 23% compared to pre-pandemic June 2019. In comparison to June 2021 however, we are down -30.7% due to the extraordinarily high number of appointments in Spring 2021.

Although appointments are down compared to June 2021, the appointment sold index is down 6 points compared to the same time frame last year. This indicates that buyers are making quicker decisions than in 2021, and are taking advantage of locked-in interest rates prior to increase.

For the second week in a row, the \$1-2M price range shows the most demand in all of our trading areas. In Hamilton and Niagara, we saw a slight shuffle in the top 5 price ranges, but remained in the mid-high ranges. In Halton, we saw mid, high and luxury 2M+ price ranges in the top 5.

## APPOINTMENTS 5 YEARS AT A GLANCE



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