

APPOINTMENT CENTRE

SEPTEMBER 25- OCTOBER 1, 2022



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

WEEKLY
APPOINTMENT
BREAKDOWN

3,247
appointments
booked

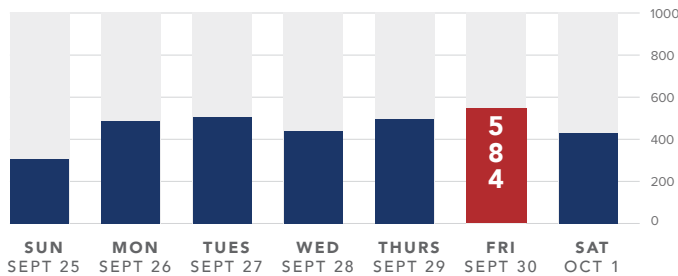
-2.9%
% change over
previous week

248
new listings
this week

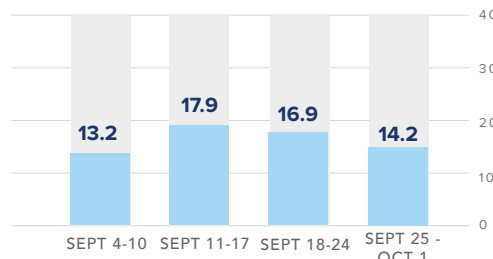
229
total properties
SOLD this week

14.2
*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

18,135

total
appointments:
Sept 1-30 2021

13,880

total
appointments:
Sept 1-30 2022

-23.5%

% change
2021 vs. 2022

TOP 5 PRICE RANGES

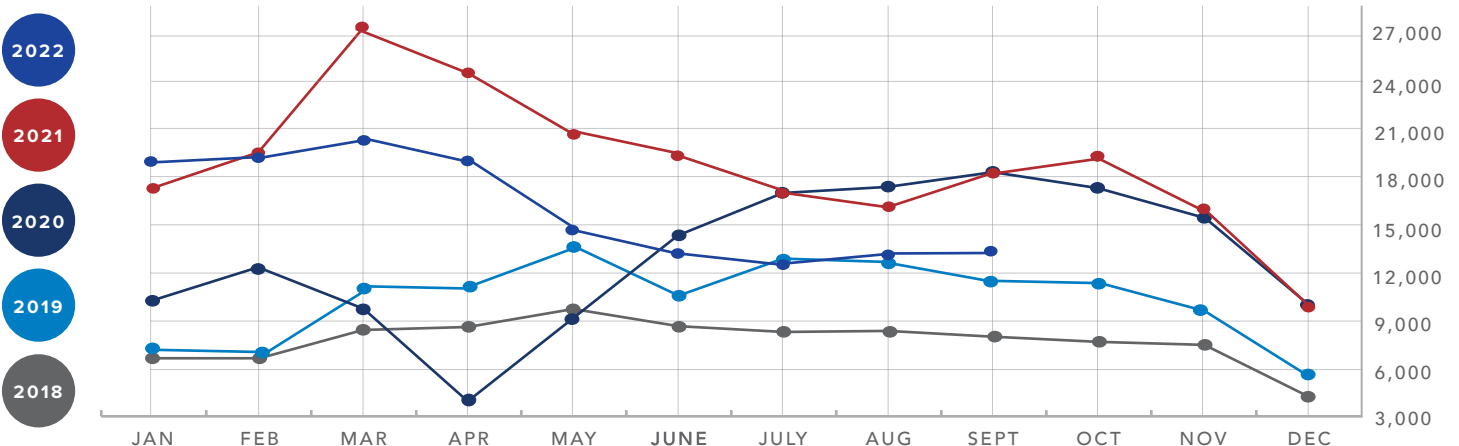
HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$1-2M	\$600-650k
#2	\$700-750k	\$650-700k	#2	\$2M+	\$2M+	#2	\$550-600k	\$400-450k
#3	\$550-600k	\$700-750k	#3	\$850-900k	\$950-1M	#3	\$450-500k	\$450-500k
#4	\$750-800k	\$500-550k	#4	\$900-950k	\$650-700k	#4	\$400-450k	\$1-2M
#5	\$850-900k	\$750-800k	#5	\$650-700k	\$450-500k	#5	\$650-700k	\$550-600k

Appointments are down a very minimal -2.9% compared to last week. With summer behind us and the Fall Market in full force, buyers are eager to find their new home before the winter holiday season. September 2022 has now pulled away considerably from pre-pandemic 2019 appointment numbers.

The appointment to sales ratio has also declined by nearly 3 showings, illustrating buyers propensity to make quicker decisions.

In our Hamilton and Halton trading areas, the \$1-2M price range is at the top for a consecutive week. Niagara leaned towards the more affordable price points.

APPOINTMENTS 5 YEARS AT A GLANCE



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