

APPOINTMENT CENTRE

APRIL 17-23, 2022



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

WEEKLY
APPOINTMENT
BREAKDOWN

3,469
appointments
booked

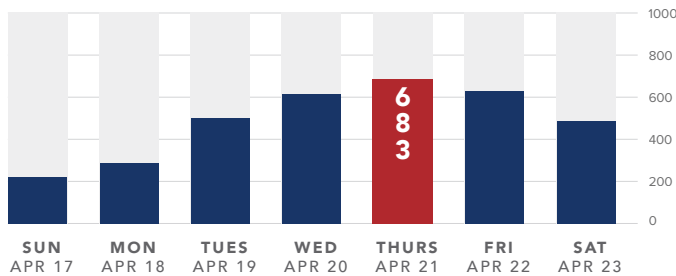
+12.8%
% change over
previous week

316
new listings
this week

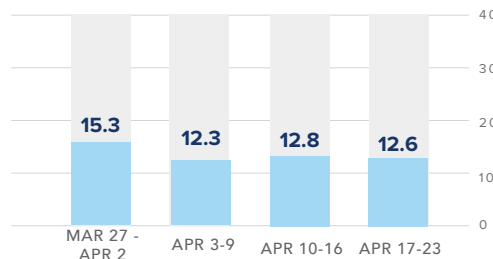
275
total properties
SOLD this week

12.6
*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

24,797
total
appointments:
April 2021

19,472
total
appointments:
April 1-23 2021

12,163
total
appointments:
April 1-23 2022

-37.5%
% change
2021 vs. 2022

Appointments are up 12.8% over last week, as buyers return from long weekend getaways and hit the market. Appointments are down -37.5% compared to the same time frame last year, but it is important to consider that in pre-pandemic 2019 we are up 35%.

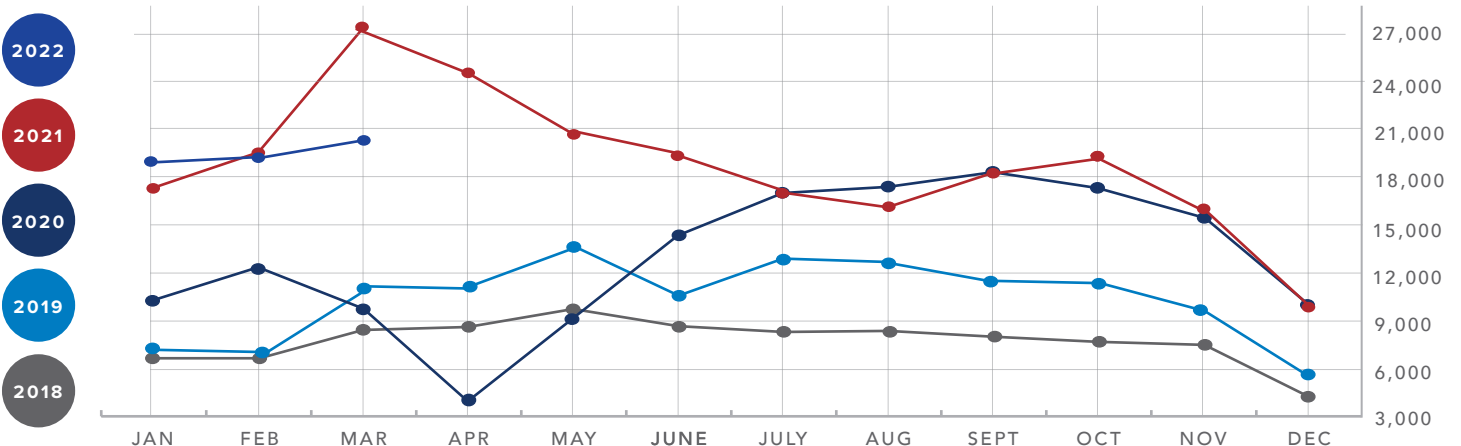
The appointment/sold index is holding firm at just above 12 points for the last 3 weeks, as buyers continue to have confidence in the market and are making quick decisions.

In a rare instance, all 3 of our trading areas have seen the most demand for the \$1-2M price range. In Hamilton, the top 5 price ranges slanted upward with mid-high price ranges. In Halton, we saw a slight shuffle but remained in the mid-high ranges. Niagara's popular price ranges continue to represent low, mid and high 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	\$450-500k	\$1-2M
#2	\$450-500k	\$2M+	#2	\$950k-1M	\$2M+	#2	\$500-550k	\$750-800k
#3	\$750-800k	\$650-700k	#3	\$600-650k	\$850-900k	#3	\$1-2M	\$2M+
#4	\$850-900k	TIE \$750-800k & \$850-900k	#4	\$2M+	\$950k-1M	#4	\$750-800k	\$650-700k
#5	\$950k-1M	\$950k-1M	#5	\$900-950k	\$550-600k	#5	\$350-400k	\$450-500k

APPOINTMENTS 5 YEARS AT A GLANCE



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