

APPOINTMENT CENTRE

MARCH 13-19, 2022



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

WEEKLY APPOINTMENT BREAKDOWN

3,936
 appointments booked

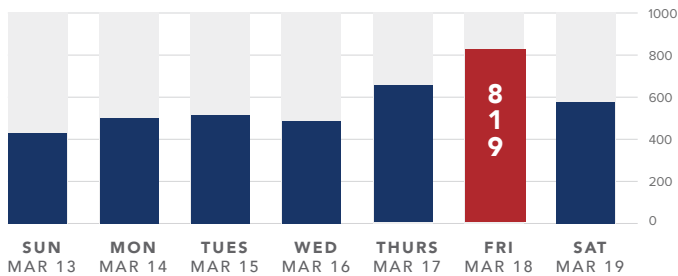
-15.5%
 % change over previous week

209
 new listings this week

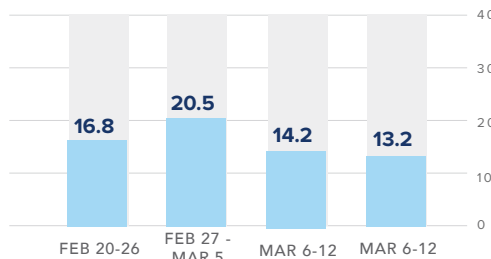
299
 total properties SOLD this week

13.2
 *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

27,326
 total appointments: March 2021

11,509
 total appointments: Mar 1-12 2021

8,863
 total appointments: Mar 1-12 2022

-23.0%
 % change 2021 vs. 2022

As to be expected, appointments declined over March break. Appointments are down -15.5% over the previous week, and -23% compared to previous year. Buyers this year are taking the opportunity to take time off and travel during this break as COVID safety protocols are beginning to lift.

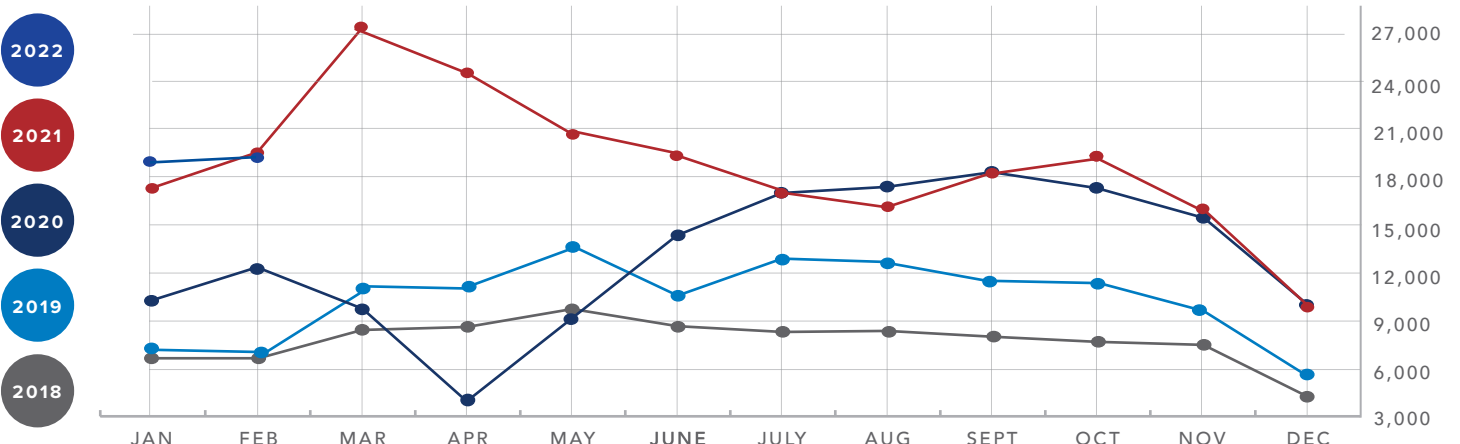
TOP 5 PRICE RANGES

HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$450-500k	#1	\$1-2M	\$1-2M	#1	\$350-400k	\$750-800k
#2	\$650-700k	\$750-800k	#2	\$950k - 1M	\$950k - 1M	#2	\$450-500k	\$650-700k
#3	\$550-600k	\$1-2M	#3	\$600-650k	\$550-600k	#3	\$1-2M	TIE \$450-500k & 1-2M
#4	\$750-800k	\$600-650k	#4	\$550-600k	\$850-900k	#4	\$650-700k	\$350-400k
#5	\$950k-1M	\$650-700k	#5	\$450-500k	\$700-750k	#5	\$400-450k	\$850-900k

The appointment/sold index has fallen again to 13.2 proving that value conscious buyers are making quicker decisions.

In Hamilton, the more affordable \$450-500k price range took the #1 spot followed by mid-high price ranges. In Halton, price shuffled slightly but remained in the mid-high ranges. Niagara continues to represent low, mid and high price ranges.

APPOINTMENTS 5 YEARS AT A GLANCE



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