

# APPOINTMENT CENTRE

DECEMBER 11-17, 2022



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**1,785**  
appointments  
booked

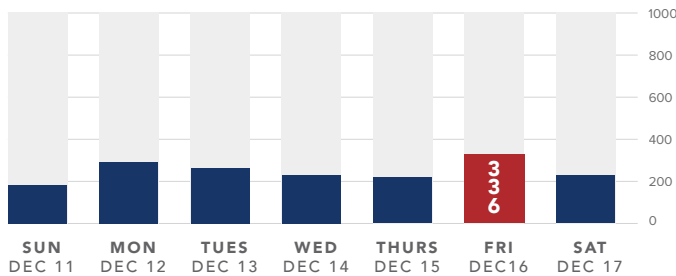
**-14.8%**  
% change over  
previous week

**148**  
new listings  
this week

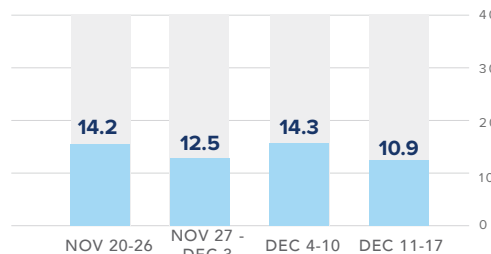
**163**  
total properties  
SOLD this week

**10.9**  
\*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

**10,222**  
total  
appointments:  
Dec 2021

**7,550**  
total  
appointments:  
Dec 1-17 2021

**4,949**  
total  
appointments:  
Dec 1-17 2022

**-34.5%**  
% change  
2021 vs. 2022

Appointments are down -14.8% as we are entirely into the Holiday Season. Compared to the same time frame last year, we are down -34.5%, but it is essential to remember that December 2021 was an uncharacteristically busy time period in our industry due to Covid-19.

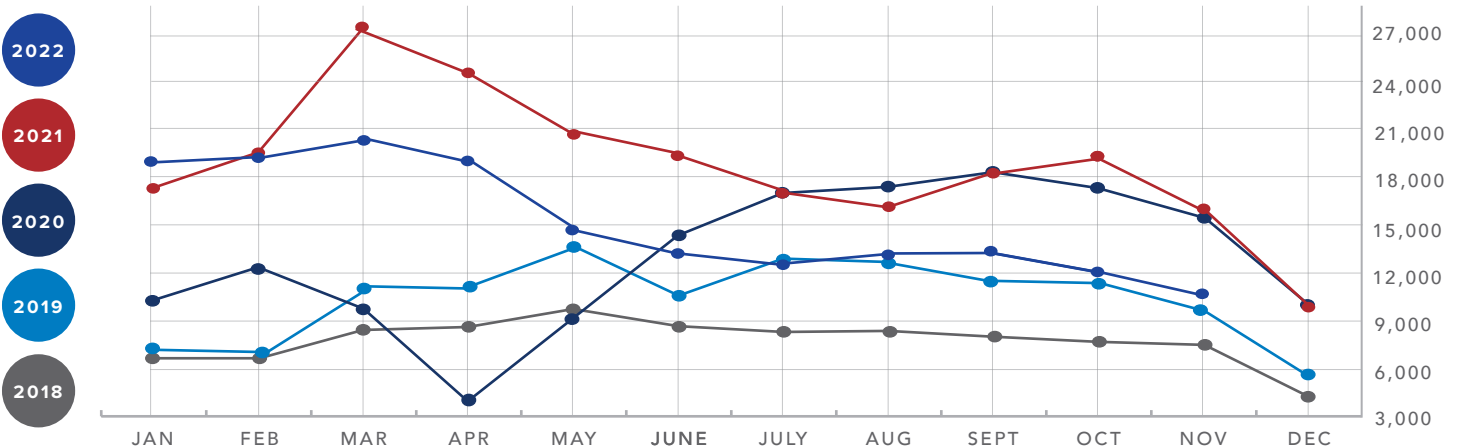
The appointment/sold index has slightly decreased to 10.9%, illustrating that buyers are making quicker decisions in a low inventory environment. With lower inventories and pent up demand, this bodes well for the start of market in 2023.

The \$1-2M price range continues to see the most demand in Hamilton and Halton, followed by mid-high ranges. Niagara continues to favour mid-price points in resemblance to last week, though we see the trend going upwards into the higher price points.

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

## APPOINTMENTS 5 YEARS AT A GLANCE



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