

APPOINTMENT CENTRE

APRIL 3-9, 2022



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

WEEKLY
APPOINTMENT
BREAKDOWN

4,055
appointments
booked

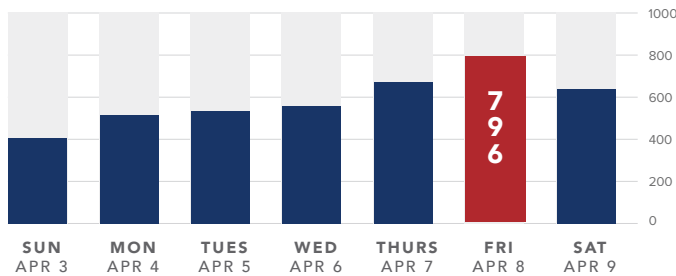
-2.8%
% change over
previous week

327
new listings
this week

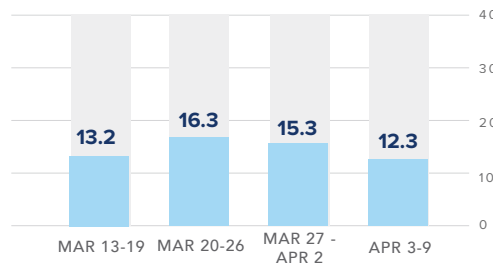
331
total properties
SOLD this week

12.3
*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

7,274

total
appointments:
April 1-9 2021

5,618

total
appointments:
April 1-9 2022

-22.8%

% change
2021 vs. 2022

TOP 5 PRICE RANGES

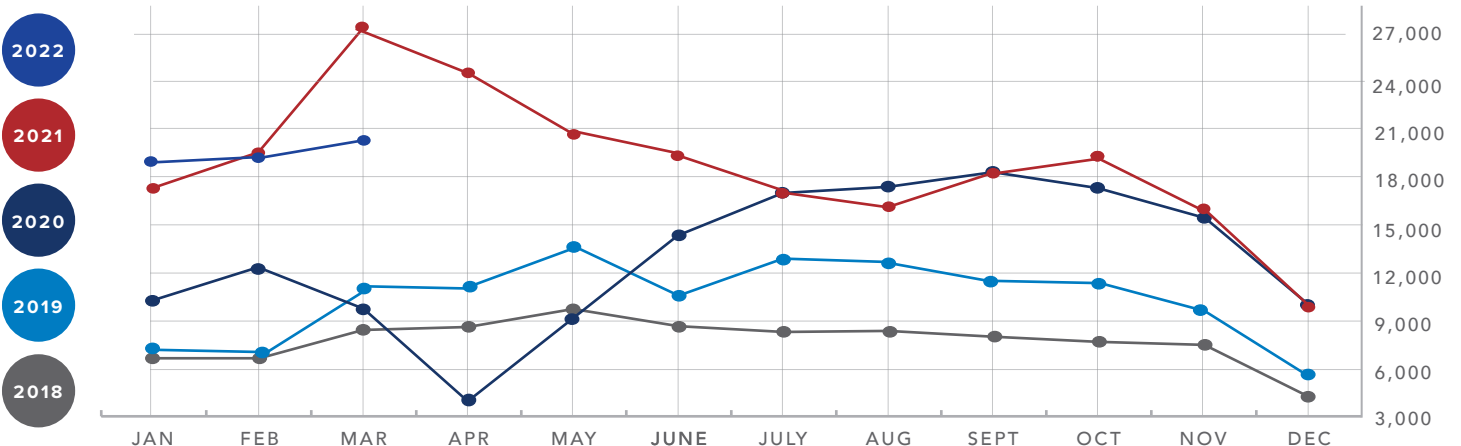
| HAMILTON | | | HALTON | | | NIAGARA | | |
|----------|------------|--------------|--------|------------|--------------|---------|------------|--------------|
| | Prev. Week | Current Week | | Prev. Week | Current Week | | Prev. Week | Current Week |
| #1 | \$1-2M | \$750-800k | #1 | \$1-2M | \$1-2M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

April continues at a steady pace with only -2.8% less appointments than the previous week. We are down -22.8% compared to the same time last year - but it is important to keep in mind that last spring we were experiencing a boom in the market unlike anything we've seen before.

The appointment/sold index has inched further down to 12.3 as listings continue to be on par with sales, and value conscious buyers are eagerly snatching up inventory.

Hamilton saw a slight shuffle in popular price ranges, but remained in the mid-high ranges. In Halton, the 2 most popular price ranges continue to be \$1-2M and \$2M+ respectively followed by mid-high ranges. Niagara saw a slight shuffle as well, but continues to favour mid-high price ranges.

APPOINTMENTS 5 YEARS AT A GLANCE



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