

APPOINTMENT CENTRE



RE/MAX

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

2022 Review

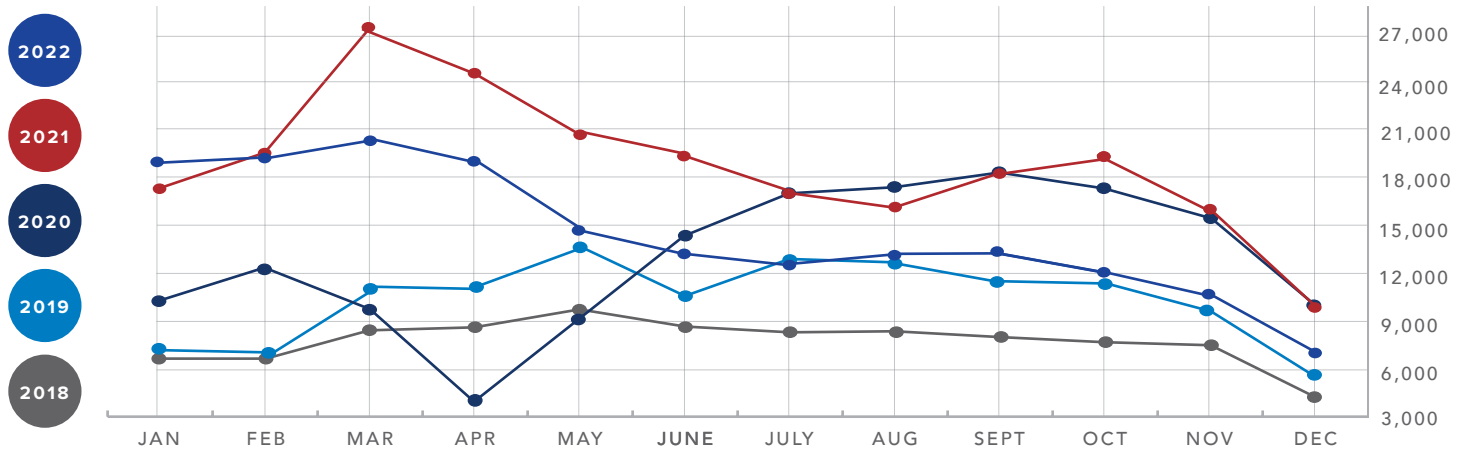
What a year 2022 has been!! It has definitely been the tale of 2 markets, hence the '22. Appointments in Q1 came on strong, and began to slide right when the Bank of Canada announced its first 0.25 bases point increase at the end of March. Once June hit, appointments began to level off, and took on a more seasonal and historical pattern, as they did in 2019 and in the later half of 2020.

By the end of the year appointments were down 24% from last year, which mirrored the YTD unit sales in our trading areas. Our appointment centre data continues to be a trusted source of market information, where we saw an influx in appointment activity in November (39.3 appointment/sold index) which lead to sales in December, and a reduction in inventory which saw the lowest appointment/sold index of 6.3 in our company's history.

YEAR-OVER-YEAR COMPARISON: January to December 2021/2022

	January	February	March	April	May	June	July	August	September	October	November	December	YTD TOTALS
2021	17,094	19,914	27,326	24,797	20,560	19,023	17,242	16,186	18,135	19,682	16,355	10,222	226,536
2022	18,926	19,691	20,228	16,025	14,369	12,892	12,526	13,000	13,880	12,038	10,861	7,235	171,671
% change	10.72	-1.12	-25.98	-35.38	-30.11	-32.23	-27.35	-19.68	-23.46	-38.84	-33.59	-29.22	-24.22

APPOINTMENTS 4 YEARS AT A GLANCE



APPOINTMENT/ SOLD INDEX



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