

APPOINTMENT CENTRE

APRIL 10-16, 2022



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

WEEKLY APPOINTMENT BREAKDOWN

3,076
 appointments booked

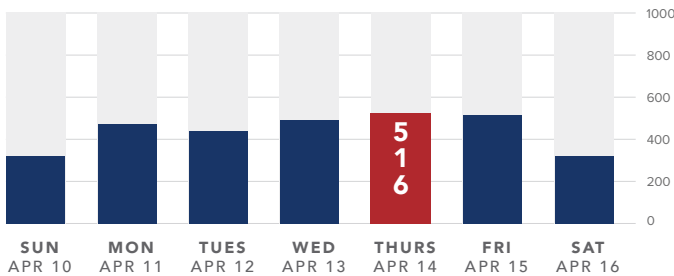
-24.1%
 % change over previous week

229
 new listings this week

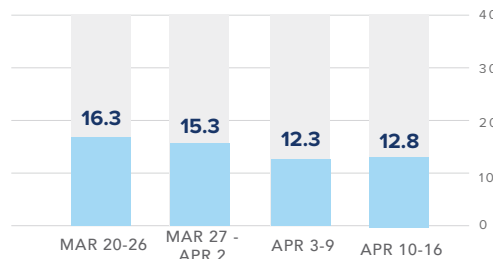
240
 total properties SOLD this week

12.8
 *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

13,717
 total appointments: April 1-16 2021

8,694
 total appointments: April 1-16 2022

-36.6%
 % change 2021 vs. 2022

Appointments are down -24.1% compared to the previous week, no doubt a result of the Easter long weekend. Buyers and sellers are taking a break to enjoy gatherings with family and friends, compared to last year when gatherings of more than 5 people were prohibited. As such, appointments are down -36.6% compared to the same time frame last year.

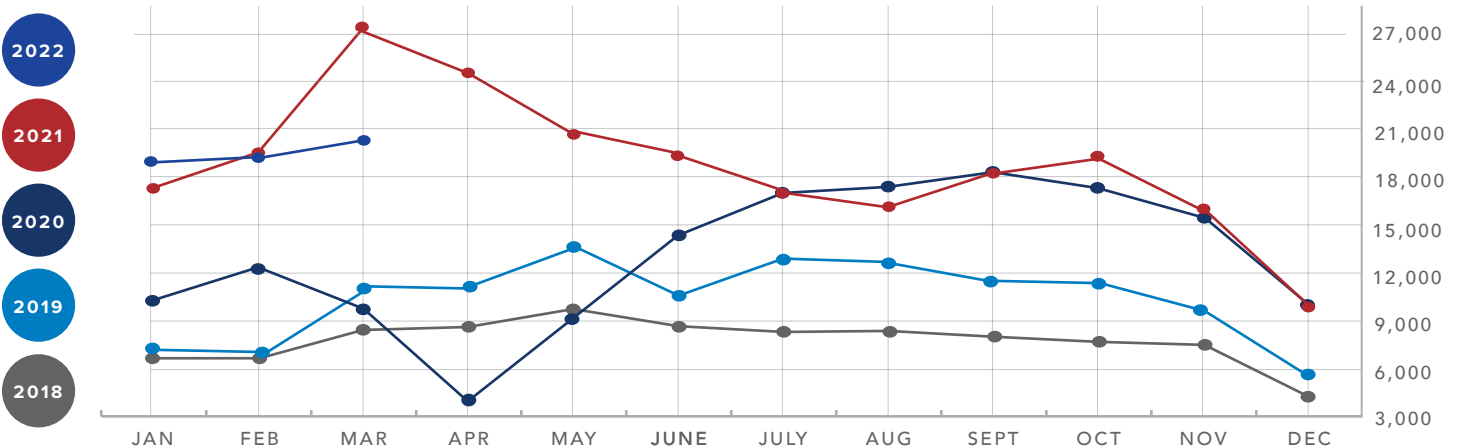
TOP 5 PRICE RANGES

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

The appointment/sold index has held at 12.8 as listings continue to be on par with sales. This ratio is 40% lower than last year at this time, illustrating that buyers are becoming more familiar with the market and making quicker decisions.

Hamilton saw a slight shuffle in popular price ranges, remaining in the mid-high ranges. In Halton the #1 price range continues to be \$1-2M followed by mid-high ranges. Niagara saw the more affordable \$450-500k take the top spot, and continues to represent low, mid and high ranges in the top 5.

APPOINTMENTS 5 YEARS AT A GLANCE



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