

# APPOINTMENT CENTRE

OCTOBER 2-8, 2022



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

WEEKLY  
 APPOINTMENT  
 BREAKDOWN

**2,898**  
 appointments  
 booked

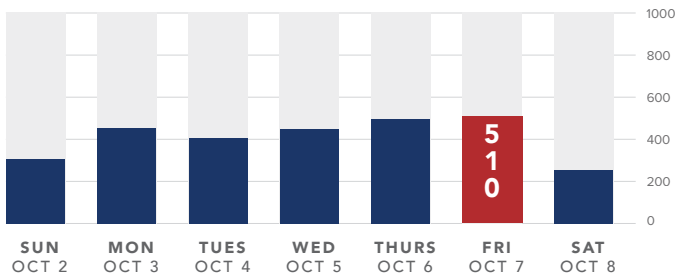
**-10.7%**  
 % change over  
 previous week

**283**  
 new listings  
 this week

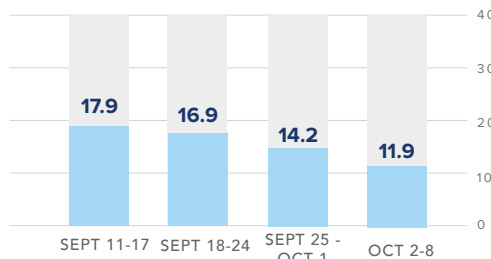
**243**  
 total properties  
 SOLD this week

**11.9**  
 \*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

**19,682**  
 total appointments:  
 Oct 2021

**5,568**  
 total appointments:  
 Oct 1-8 2021

**2,898**  
 total appointments:  
 Oct 1-8 2022

**-48.0%**  
 % change  
 2021 vs. 2022

## TOP 5 PRICE RANGES

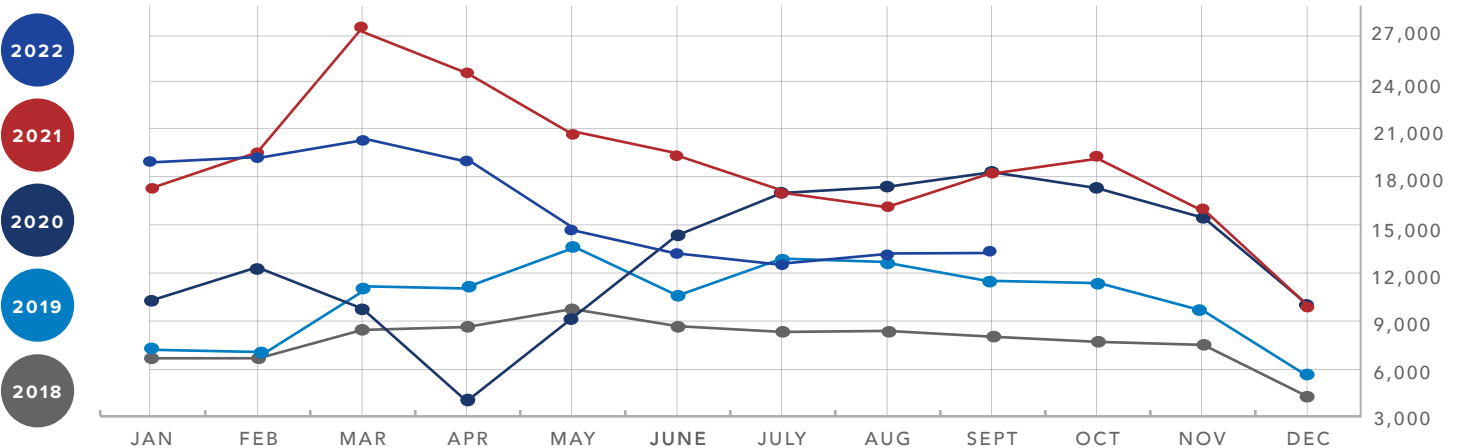
HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$600-650k	\$600-650k
#2	\$650-700k	\$650-700k	#2	\$2M+	\$650-700k	#2	\$400-450k	\$400-450k
#3	\$700-750k	\$750-800k	#3	\$950-1M	\$2M+	#3	\$450-500k	\$500-550k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

Appointments are down -10.7% compared to last week, as buyers and sellers wind down for the Thanksgiving long weekend. As predicted, the beginning of October 2022 greatly resembles October 2019 as the market normalizes. Compared to the same time frame in 2019, we are up 3% in appointments.

The appointment/sold index has continued to go down, indicating that buyers are continuing to make fast buying decisions.

Niagara continues to lean more towards to more affordable price ranges. In Halton and Hamilton, the \$1-2M price range continues to see the most demand.

## APPOINTMENTS 5 YEARS AT A GLANCE



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