

APPOINTMENT CENTRE

NOVEMBER 6 - NOVEMBER 12, 2022



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

WEEKLY
 APPOINTMENT
 BREAKDOWN

2,762
 appointments
 booked

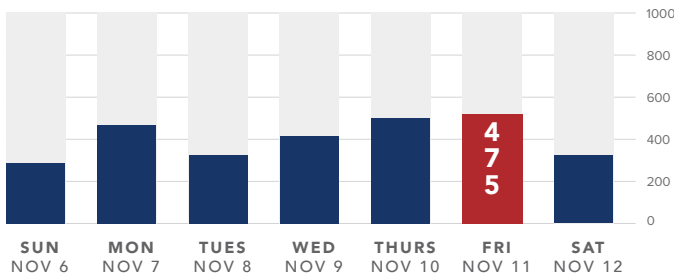
+9%
 % change over
 previous week

224
 new listings
 this week

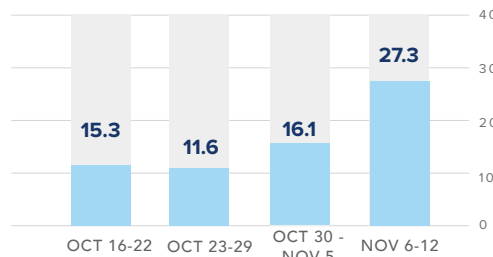
101
 total properties
 SOLD this week

27.3
 *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

16,355
 total appointments:
 Nov 2021

7,133
 total appointments:
 Nov 1-5 2021

4,717
 total appointments:
 Nov 1-5 2022

-33.9%
 % change
 2021 vs. 2022

Appointments are up a significant 9% compared to last week, as November is starting strong due to a delayed fall market. It may be just 1 week of robust numbers, however it could mean that sales could have a strong finish to the end of the year.

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	\$550-600k	\$600-650k
#2	\$650-700k	\$600-650k	#2	\$550-600	TIE \$350-400k & \$650-700k	#2	TIE \$600-650k & \$650-700k	TIE \$550-600k & \$1-2M
#3	\$550-600k	\$550-600k	#3	\$2M+	TIE \$850-900k & OVER \$2M	#3	\$450-500k	\$450-500k
#4	\$750-800k	\$750-800k	#4	\$700-750k	\$550-600k	#4	\$500-550k	TIE \$400-450k & \$500-550k
#5	\$850-900k	\$650-700k	#5	TIE \$800-850 & \$850-900	\$600-650k	#5	\$400-450k	\$750-800k

The appointment to sold/index has risen dramatically from 16.1 to 27.3 as influx of buyers re-enter the market, as home prices level off and become more affordable.

The \$1-2M price range continues to see the most demand in Hamilton and Halton, followed by mid-high price points, as seen in the previous week as well. Again, Niagara sees a shuffle in price points, with the mid price ranges taking the top spot followed by mid-high ranges.

APPOINTMENTS 5 YEARS AT A GLANCE

