

APPOINTMENT CENTRE

OCTOBER 16-22, 2022



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

WEEKLY APPOINTMENT BREAKDOWN

2,811
 appointments booked

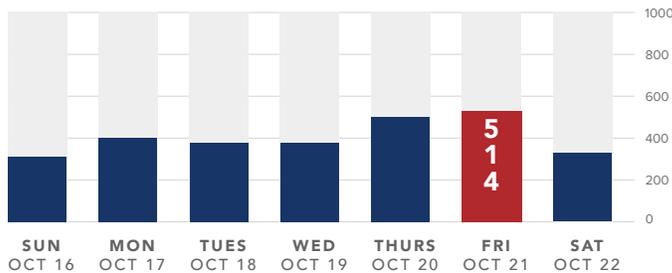
+0.7%
 % change over previous week

250
 new listings this week

241
 total properties SOLD this week

11.6
 *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

14,338
 total appointments: Oct 1-22 2021

8,918
 total appointments: Oct 1-22 2022

-37.8%
 % change 2021 vs. 2022

Appointments are up +0.7% compared to last week as the Fall Market remains strong. As predicted, October 2022 is on trend with pre-pandemic October 2019 as the market normalizes. Compared to the same time frame in 2019, we are up 11%.

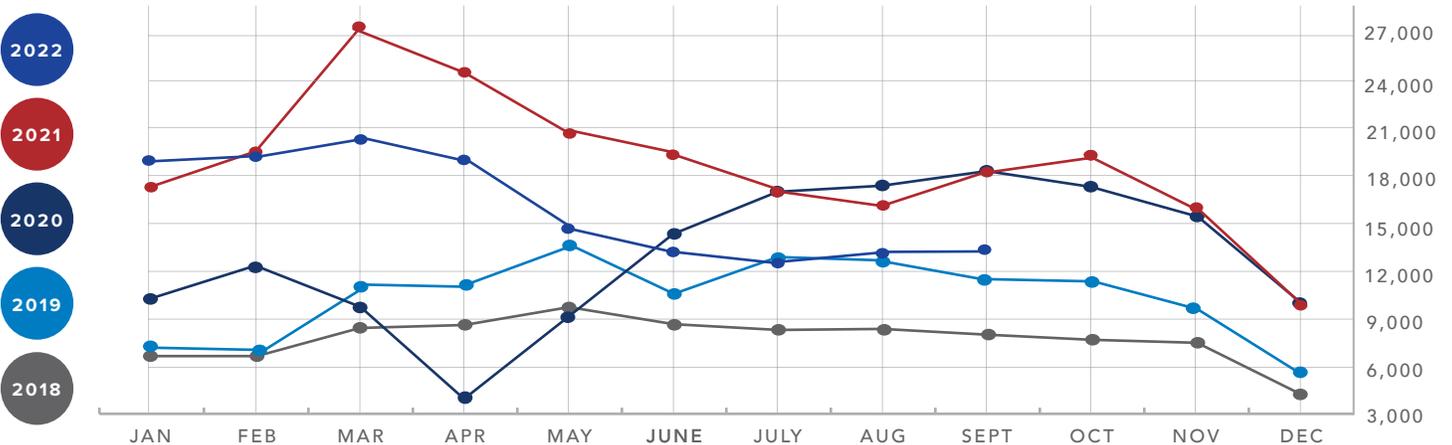
TOP 5 PRICE RANGES

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

The appointment/sold index has fallen to 11.6, similar to 2 weeks ago, as buyers continue to make fast decisions, prior to the next interest rate announcement.

The top 5 price points in Niagara stayed almost the same as last week, with buyers consistently looking for more affordable price points. In Halton and Hamilton, the \$1-2M price range takes the top spot followed by mid- high price ranges.

APPOINTMENTS 5 YEARS AT A GLANCE



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