

# APPOINTMENT CENTRE

JUNE 26 - JULY 2, 2022



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

**WEEKLY APPOINTMENT BREAKDOWN**

**2,525**  
 appointments booked

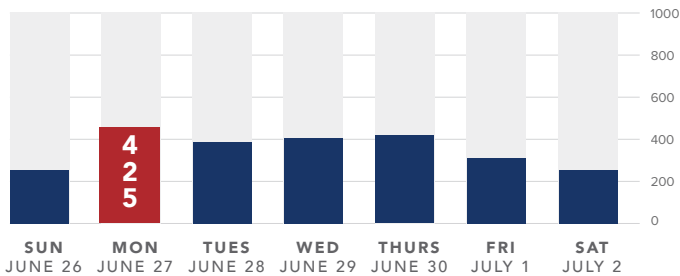
**-13.4%**  
 % change over previous week

**210**  
 new listings this week

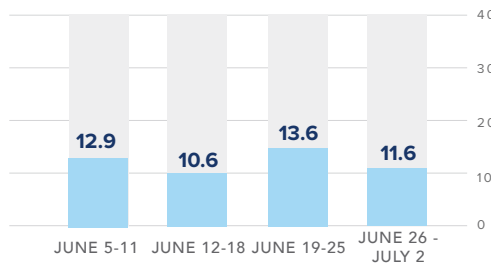
**218**  
 total properties SOLD this week

**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

**19,023**  
 total appointments: June 2021

**12,892**  
 total appointments: June 2022

**-32.2%**  
 % change 2021 vs. 2022

The appointment centre experienced a decrease in appointments booked (-13.4%) which is typical for the last week of June due to the end of school year for many, graduations, and the Canada Day weekend. Although we are down -32.2% compared to last year, we are up 17.8% compared to the more typical market of 2019.

The appointment/sold index dropped slightly to 11.6 as we see a slight drop in the amount of buyers, but an increase in the quality of buyers. Thus, quality conscious and informed buyers are making quicker decisions. These buyers are taking advantage of locked in rates.

The \$1-2M price range continues to see the most demand in Hamilton and Halton. In Hamilton and Niagara, we saw a slight shuffle but remained in the mid-high ranges. In Halton, we continue to see mid, high and luxury 2M+ price ranges in the top 5.

## TOP 5 PRICE RANGES

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

## APPOINTMENTS 5 YEARS AT A GLANCE

