

APPOINTMENT CENTRE

OCTOBER 23-29, 2022



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

WEEKLY
 APPOINTMENT
 BREAKDOWN

2,541
 appointments
 booked

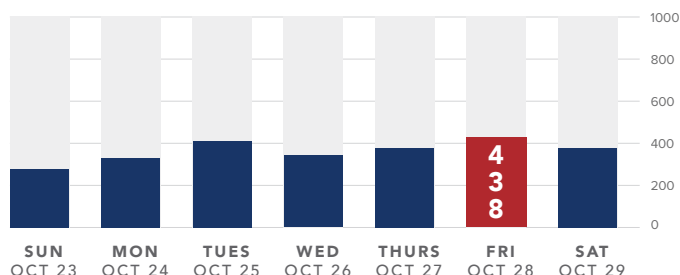
-9.6%
 % change over
 previous week

240
 new listings
 this week

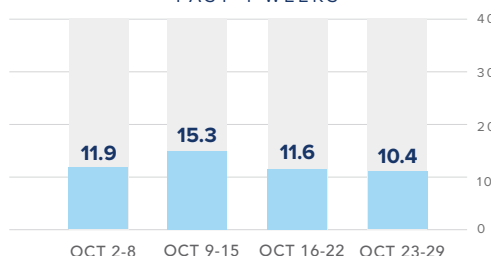
245
 total properties
 SOLD this week

10.4
 *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

18,624
 total appointments:
 Oct 1-29 2021

11,459
 total appointments:
 Oct 1-29 2022

-38.5%
 % change
 2021 vs. 2022

Appointments are down -9.6% compared to the previous week, but the month still ends strong with sales outperforming new listings. We outpaced pre-pandemic 2019 by 10.5%, and we have already booked more appointments than all of October 2019 with 2 more days to go!

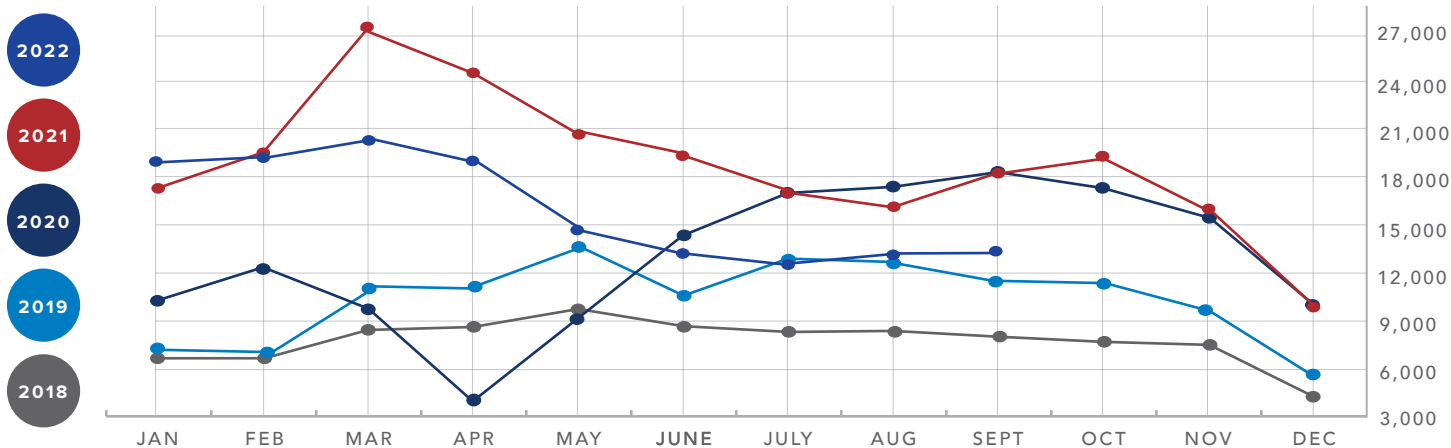
TOP 5 PRICE RANGES

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	\$550-600k	\$600-650k	#2	\$2M+	\$2M+	#2	\$1-2M	\$1-2M
#3	\$650-700k	\$650-700k	#3	\$650-700k	\$650-700k	#3	\$650-700k	\$550-600k
#4	\$450-500k	TIE \$550-600k & 750-800k	#4	\$550-600k	\$550-600k	#4	\$550-600k	\$500-550k
#5	\$750-800k	\$700-750k	#5	\$950k-1M	\$850-900k	#5	\$500-550k	\$650-700k

The appointment/sold index has inched downward 1 point to 10.4 as buyers continue to make fast decisions to take advantage of rate holds.

The top 5 popular price ranges in Niagara changed only slightly as buyers continue to favour the more affordable price points in comparison to Halton and Hamilton. In the latter, the \$1-2M price ranges continue to take the #1 spot followed by mid-high price ranges.

APPOINTMENTS 5 YEARS AT A GLANCE



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