

APPOINTMENT CENTRE

JUNE 12-18, 2022



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

WEEKLY APPOINTMENT BREAKDOWN

2,860
 appointments booked

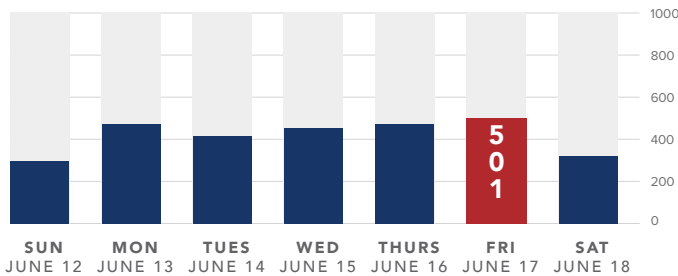
-13.1%
 % change over previous week

300
 new listings this week

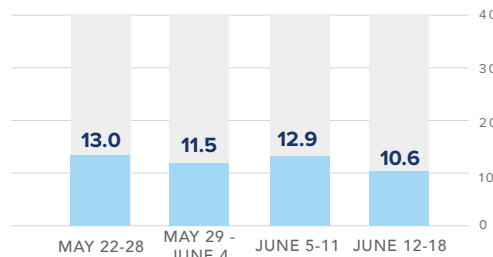
271
 total properties SOLD this week

10.6
 *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

11,996
 total appointments: June 1-18 2021

8,055
 total appointments: June 1-18 2022

-32.9%
 % change 2021 vs. 2022

Appointments are down -13.1% over the previous week, and up 20% compared to pre-pandemic June 2019. In comparison to last year however, we are down -32.9% due to the unseasonably busy market we saw in June 2021.

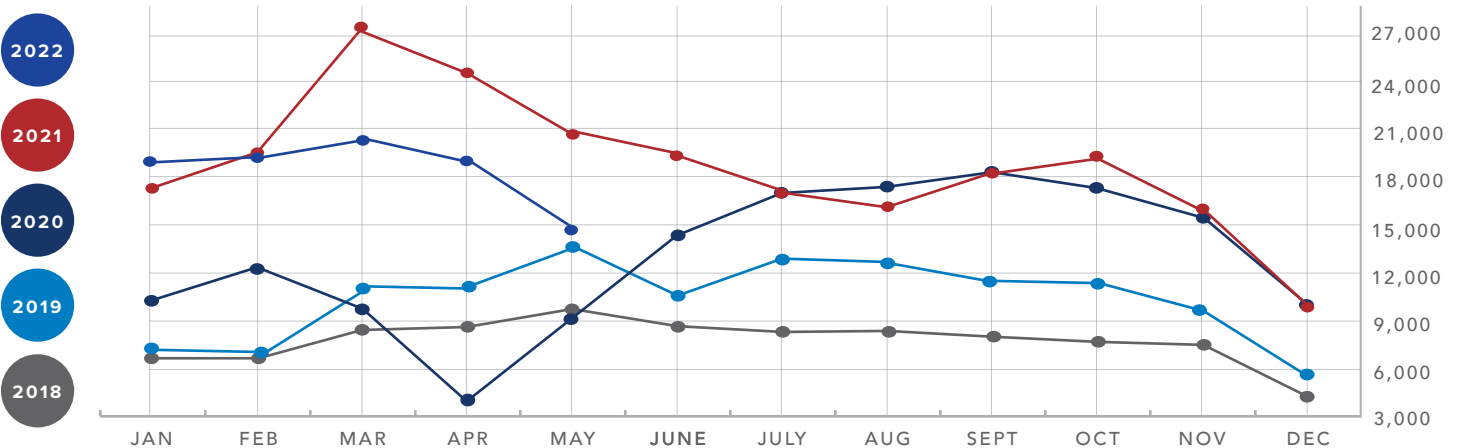
The appointment/sold index has dropped to 10.6, the lowest it has been since mid May. This is an indicator of 2 factors, one being a drop in the amount of buyers and the other being an increase in the quality of buyers. Thus, every showing counts in today's market, whereby quality conscious and informed buyers are making quicker buying decisions.

For the third week in a row, the \$1-2M price range shows the most demand Hamilton and Halton. In Niagara, the \$1-2M price range dropped to #4. 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	\$1-2M	\$1-2M	#1	\$1-2M	\$550-600k
#2	\$550-600k	\$750-800k	#2	\$2M+	\$650-700k	#2	\$850-900k	\$650-700k
#3	\$750-800k	\$550-600k	#3	\$950k-1M	\$950k-1M	#3	\$650-700k	\$450-500k
#4	\$950k-1M	\$450-500k	#4	\$850-900k	\$2M+	#4	\$550-600k	\$1-2M
#5	\$650-700k	\$850-900k	#5	\$650-700k	\$600-650k	#5	\$450-500k	\$600-650k

APPOINTMENTS 5 YEARS AT A GLANCE



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