

APPOINTMENT CENTRE

MARCH 20-26, 2022



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

WEEKLY
APPOINTMENT
BREAKDOWN

4,819
appointments
booked

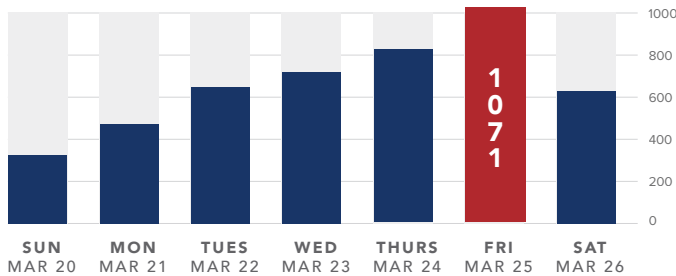
+22.4%
% change over
previous week

291
new listings
this week

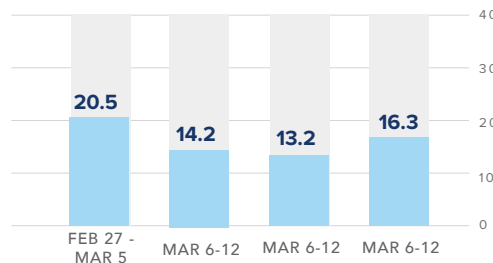
295
total properties
SOLD this week

16.3
*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

27,326
total
appointments:
March 2021

23,970
total
appointments:
Mar 1-26 2021

17,618
total
appointments:
Mar 1-26 2022

-26.5%
% change
2021 vs. 2022

The end of March break and the arrival of nicer weather brought an increase of +22.4% more appointments compared to the previous week. Compared to last year's explosive Spring market, we are down -26.5%, but compared to the pre-COVID spring market in 2019 we have booked 52% more appointments in March - and we still have a week to go!

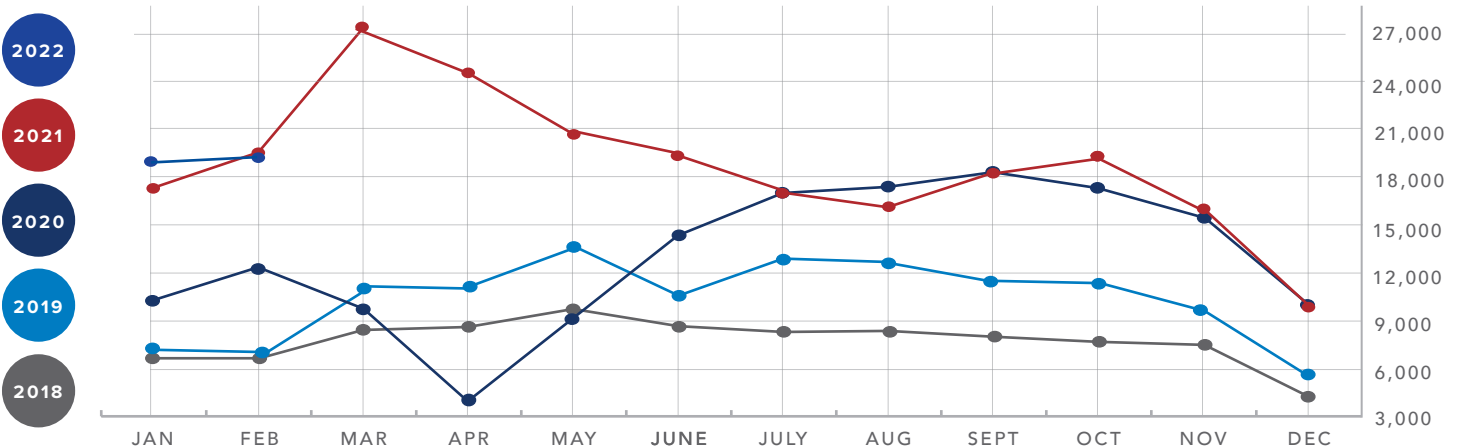
TOP 5 PRICE RANGES

HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$450-500k	\$950k-1M	#1	\$1-2M	\$1-2M	#1	\$750-800k	\$550-600k
#2	\$750-800k	\$650-700k	#2	\$950k - 1M	\$950k - 1M	#2	\$650-700k	\$650-700k
#3	\$1-2M	\$1-2M	#3	\$550-600k	\$850-900k	#3	TIE \$450-500k & 1-2M	\$750-800k
#4	\$600-650k	\$450-500k	#4	\$850-900k	\$650-700k	#4	\$350-400k	\$850-900k
#5	\$650-700k	\$350-400k	#5	\$700-750k	\$550-600k	#5	\$850-900k	\$1-2M

The appointment/sold index has risen 3 points to 16.3. New listings are on par with sales, and buyers are experiencing more choice.

We saw a slight shuffle in popular price ranges in Hamilton, with the more affordable \$350k-400k sneaking into in the #5 spot below mid-high price ranges. In Halton, \$1-2M continues to be #1 followed by mid-high price ranges. Niagara price ranges shifted upward, with mid-high ranges in the top 5.

APPOINTMENTS 5 YEARS AT A GLANCE



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