

APPOINTMENT CENTRE

JUNE 19-25, 2022



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

WEEKLY APPOINTMENT BREAKDOWN

2,916
 appointments booked

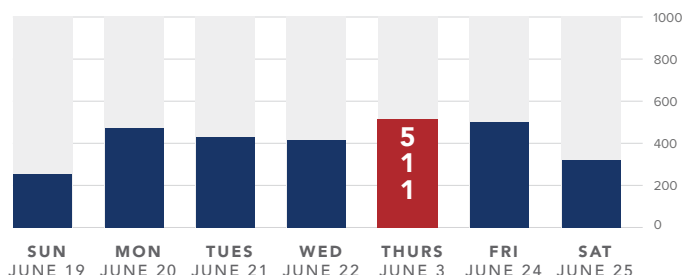
+2.0%
 % change over previous week

299
 new listings this week

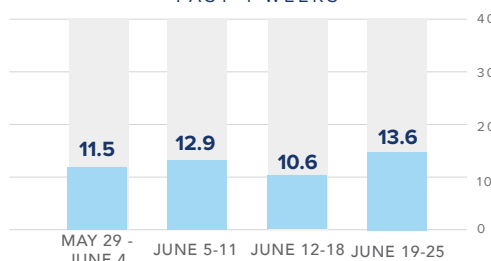
215
 total properties SOLD this week

13.6
 *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

16,339
 total appointments: June 1-25 2021

10,971
 total appointments: June 1-25 2022

-32.9%
 % change 2021 vs. 2022

TOP 5 PRICE RANGES

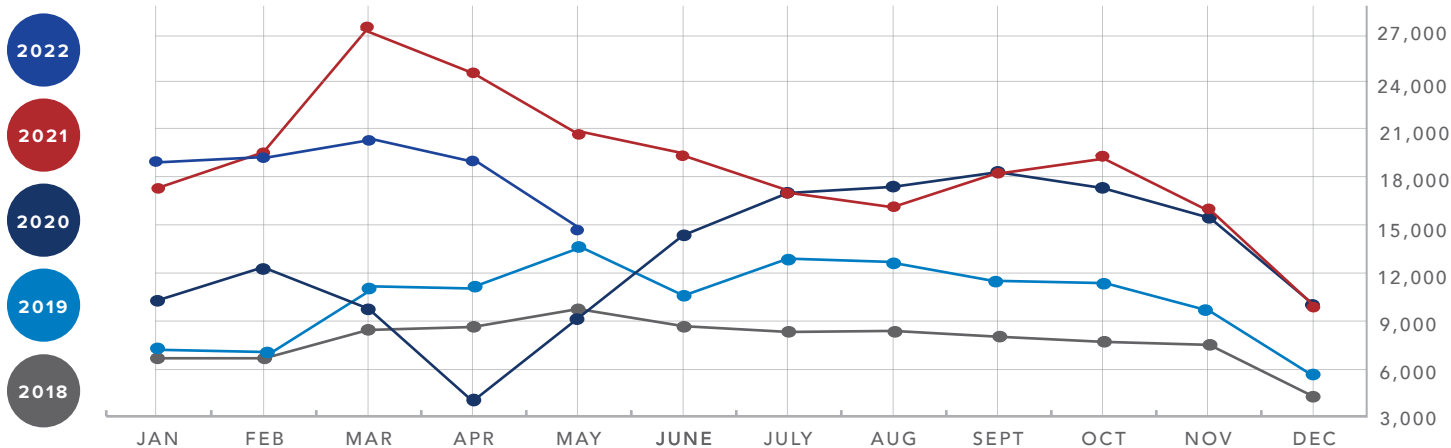
HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$550-600k	\$650-700k
#2	\$750-800k	\$550-600k	#2	\$650-700k	\$950k-1M	#2	\$650-700k	\$1-2M
#3	\$550-600k	\$750-800k	#3	\$950k-1M	\$600-650k	#3	\$450-500k	\$450-500k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

Appointments are up +2% over the previous week, but down -32.9% compared to the abnormally high numbers we saw last year. However, we are up 16% compared to the pre-COVID 2019 market.

The appointment/sold index has risen to 13.6 as we experience a slight increase in buyers re-entering the market. Value conscious buyers are out in full force and are making quick decisions, therefore every showing counts!

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.

APPOINTMENTS 5 YEARS AT A GLANCE



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