

APPOINTMENT CENTRE

SEPTEMBER 18-24, 2022



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

WEEKLY
APPOINTMENT
BREAKDOWN

3,344
appointments
booked

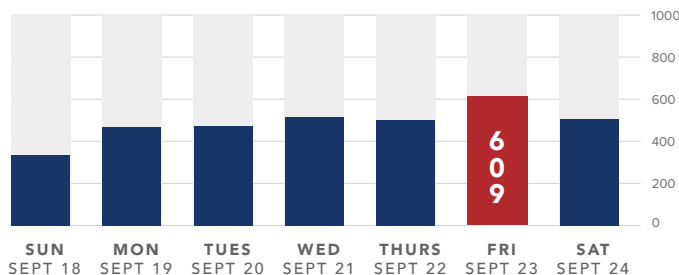
-5.9%
% change over
previous week

238
new listings
this week

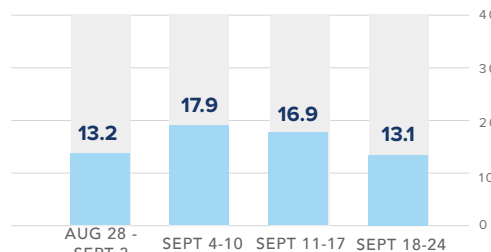
256
total properties
SOLD this week

13.1
*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

18,135

total
appointments:
Sept 2021

14,538

total
appointments:
Sept 1-24 2021

11,050

total
appointments:
Sept 1-24 2022

-24.0%

% change
2021 vs. 2022

TOP 5 PRICE RANGES

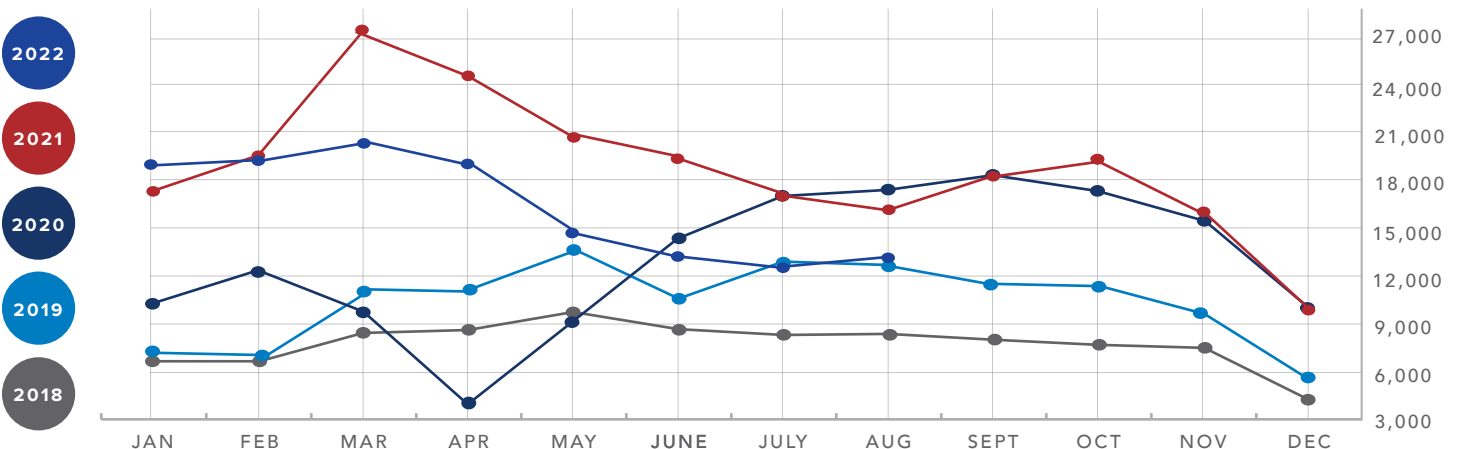
HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$550-600k	\$1-2M
#2	\$550-600k	\$700-750k	#2	\$2M+	\$2M+	#2	\$450-500k	\$550-600k
#3	\$750-800k	\$550-600k	#3	\$850-900k	\$850-900k	#3	\$650-700k	\$450-500k
#4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

Appointments are down a minor -5.9% compared to the previous week. However, we have already booked almost exactly the same amount of appointments as we did in all of pre-pandemic September 2019. And we still have 1 more week to go in September 2022!

Sold properties outstripped listings by almost 20 units, as the market shows signs of momentum. The appointment/sold index is down by 22%, indicating buyers are well informed on the market, and thus making quicker buying decisions.

In all of our trading areas, the \$1-2M price range rose to the top. Niagara leaned towards the more affordable price points, and Hamilton favoured the mid-high price points. In Halton, the mid, high and luxury price points made the top 5.

APPOINTMENTS 5 YEARS AT A GLANCE



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