

# APPOINTMENT CENTRE

NOVEMBER 20-26, 2022



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**2,310**  
appointments  
booked

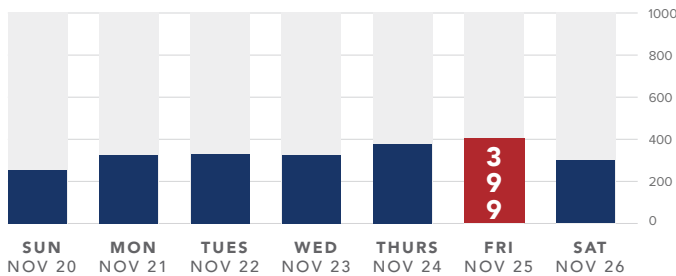
**-13.6%**  
% change over  
previous week

**187**  
new listings  
this week

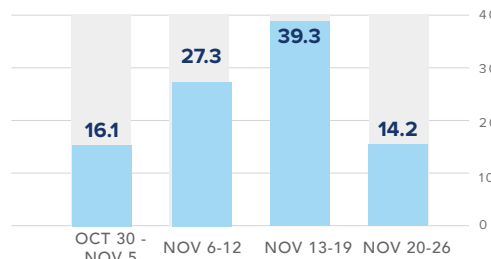
**163**  
total properties  
SOLD this week

**14.2**  
\*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

**16,355**  
total  
appointments:  
Nov 2021

**14,862**  
total  
appointments:  
Nov 1-26 2021

**9,700**  
total  
appointments:  
Nov 1-26 2022

**-34.7%**  
% change  
2021 vs. 2022

Appointments are down -13.6% as the cold November weather continues to cool down the late Fall market. This past week, there was only 24 more listings than sales, as buyers snap up inventory.

The appointment/sold index dropped to 14.1 as buyers take advantage of rate holds, and are making quicker decisions.

The \$1-2M price range continues to be the most popular price range in Halton and Hamilton, followed by mid-high price ranges. In Niagara, mid price ranges continue to see the most demand, with the more affordable \$300-350k range making an appearance in the #3 spot.

## 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	\$450-500k
#2	\$750-800k	\$650-700k	#2	TIE \$350-400k & \$650-700k	\$850-900k	#2	TIE \$550-600k & \$1-2M	\$550-600k
#3	\$550-600k	\$500-550k	#3	TIE \$850-900k & \$2M+	\$800-850k	#3	\$450-500k	\$300-350k
#4	\$750-800k	\$600-650k	#4	\$550-600k	TIE \$550-600k & \$950k-1M	#4	TIE \$400k-450k & \$550-600k	\$650-700k
#5	\$850-900k	\$550-600k	#5	\$600-650k	\$650-700k	#5	\$400-450k	\$600-650k

## APPOINTMENTS 5 YEARS AT A GLANCE

