

APPOINTMENT CENTRE

NOVEMBER 13 - NOVEMBER 19, 2022



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

WEEKLY APPOINTMENT BREAKDOWN

2,673
 appointments booked

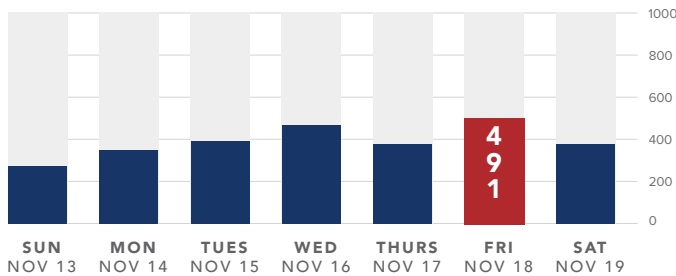
-3.2%
 % change over previous week

211
 new listings this week

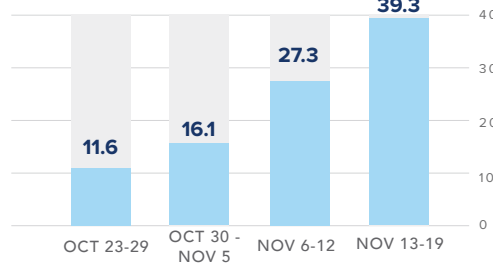
68
 total properties SOLD this week

39.3
 *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

16,355
 total appointments: Nov 2021

11,076
 total appointments: Nov 1-19 2021

7,390
 total appointments: Nov 1-19 2022

-33.3%
 % change 2021 vs. 2022

Appointments dropped down a minuscule -3.2% from last week, as frigid November weather cools down the late Fall market. The minimal change suggests a gradual cooling similar to previous years.

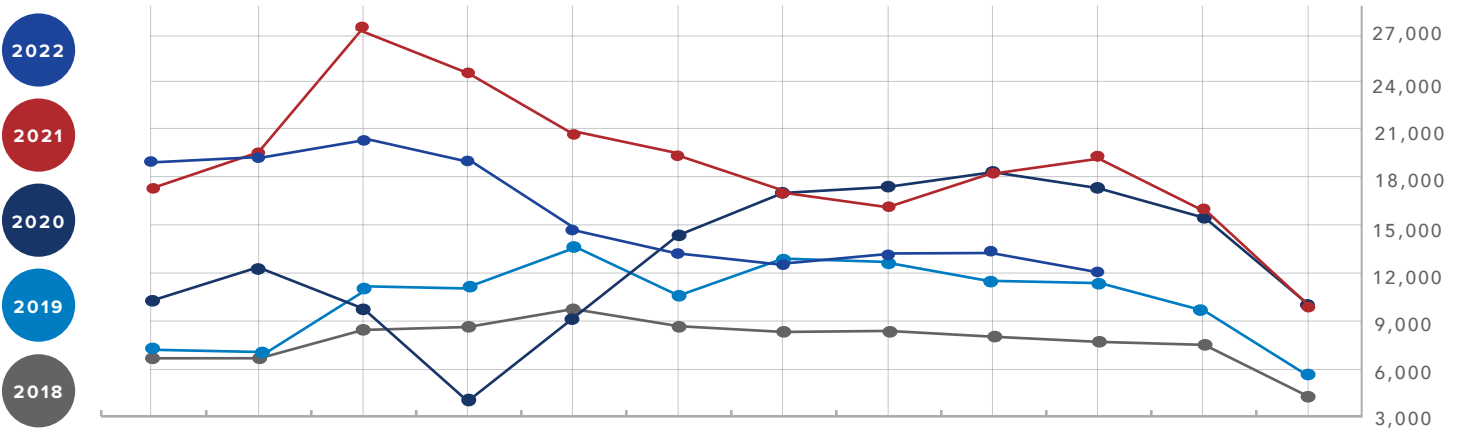
The appointment/sold index has shot up from 27.1 to 39.3, indicating sales are lagging behind an influx of inventory coming to the market. Traditionally at this time, new listings begin to fall off as we get closer to the holiday season.

Additionally, \$1-2M price range continued to see the most demand in Hamilton and Halton, followed by higher price points. Niagara sees a change as the mid price points are still leading the way, while the higher end of the spectrum follows closely. This indicated a slight shuffle since last week.

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

APPOINTMENTS 5 YEARS AT A GLANCE



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