

# APPOINTMENT CENTRE

MAY 22-28, 2022



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

**WEEKLY APPOINTMENT BREAKDOWN**

**3,005**  
 appointments booked

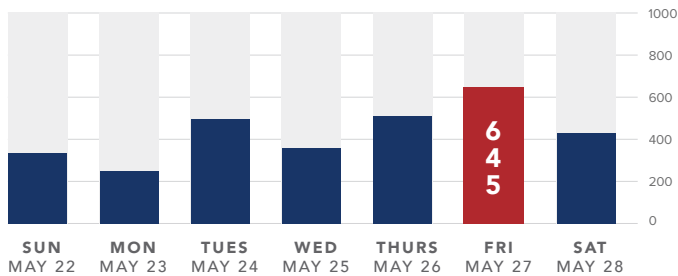
**-10.8%**  
 % change over previous week

**295**  
 new listings this week

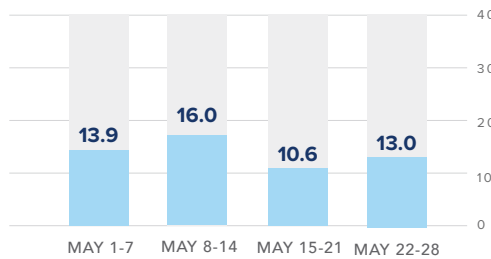
**231**  
 total properties SOLD this week

**13.0**  
 \*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

**20,560**  
 total appointments: May 2021

**18,693**  
 total appointments: May 1-28 2021

**13,190**  
 total appointments: May 1-28 2022

**-29.4%**  
 % change 2021 vs. 2022

## TOP 5 PRICE RANGES

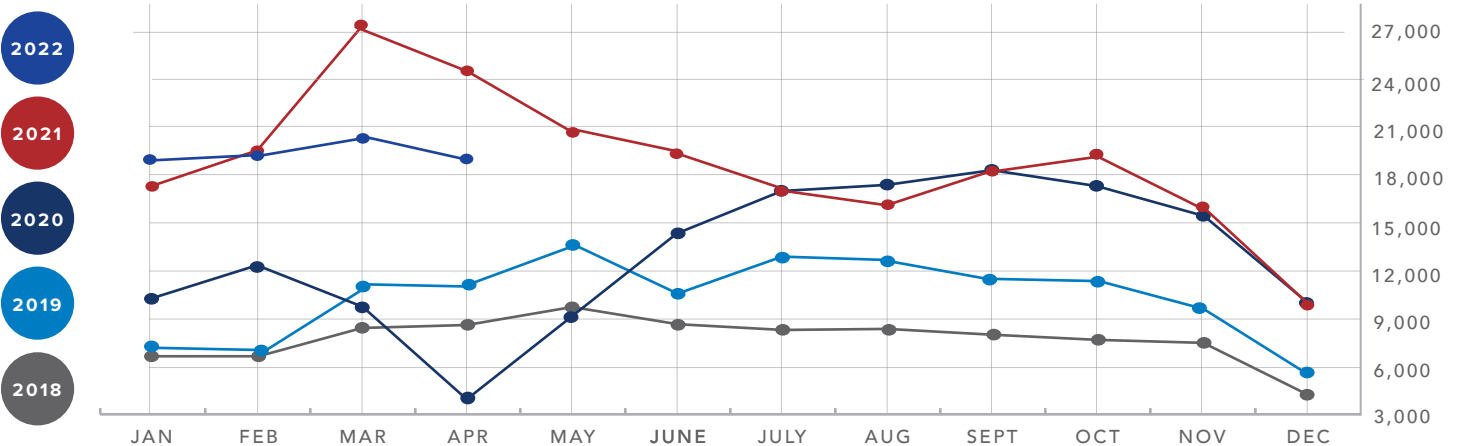
| HAMILTON |            |              | HALTON |            |                             | NIAGARA |            |              |
|----------|------------|--------------|--------|------------|-----------------------------|---------|------------|--------------|
|          | Prev. Week | Current Week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

Appointments dropped by -10.8% as a result of the long weekend, as buyers and sellers took a break. On Monday appointments dipped to 257, but by the end of the week, appointments rose back up to more normal numbers.

The appointment/sold index rose slightly to 13.0 as buyers re-enter the market and more inventory becomes available.

In Hamilton, the \$1-2M price range continued to see the most demand, followed by mid-high price ranges. In Halton, \$1-2M continued to be #1 as well, followed by mid, high and luxury \$2M+. Niagara saw a slight shuffle in price ranges but remained in the mid-high ranges.

## APPOINTMENTS 5 YEARS AT A GLANCE



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