

# APPOINTMENT CENTRE

SEPTEMBER OCTOBER 10-16, 2021



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

WEEKLY  
 APPOINTMENT  
 BREAKDOWN

**4490**  
 appointments  
 booked

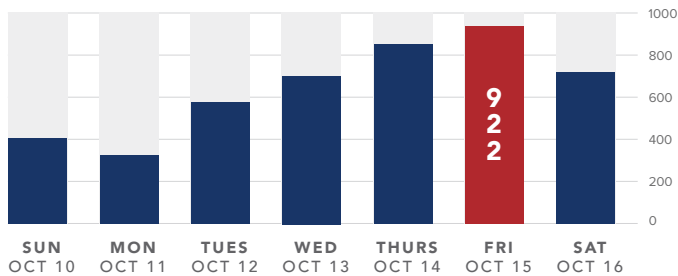
**-0.2%**  
 % change over  
 previous week

**189**  
 new listings  
 this week

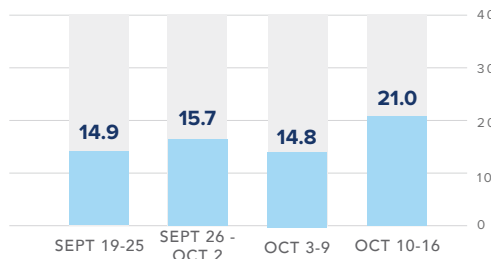
**214**  
 total properties  
 SOLD this week

**21.0**  
 \*Sold/Appointment  
 Index

## APPOINTMENTS - A WEEK AT A GLANCE



## SOLD/APPOINTMENT 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 2020 vs 2021

**17,575**  
 total appointments:  
 Oct 2020

**8,702**  
 total appointments:  
 Oct 1-16, 2020

**10,595**  
 total appointments:  
 Oct 1-16, 2021

**+21.8%**  
 % change  
 2020 vs. 2021

The second week of October is keeping it's momentum from the previous week, achieving almost the exact same number of appointments and outperforming the same time frame in 2020 by 21.8%! Even with a brief slow down over the Holiday Monday, the Fall Market overall is not slowing down.

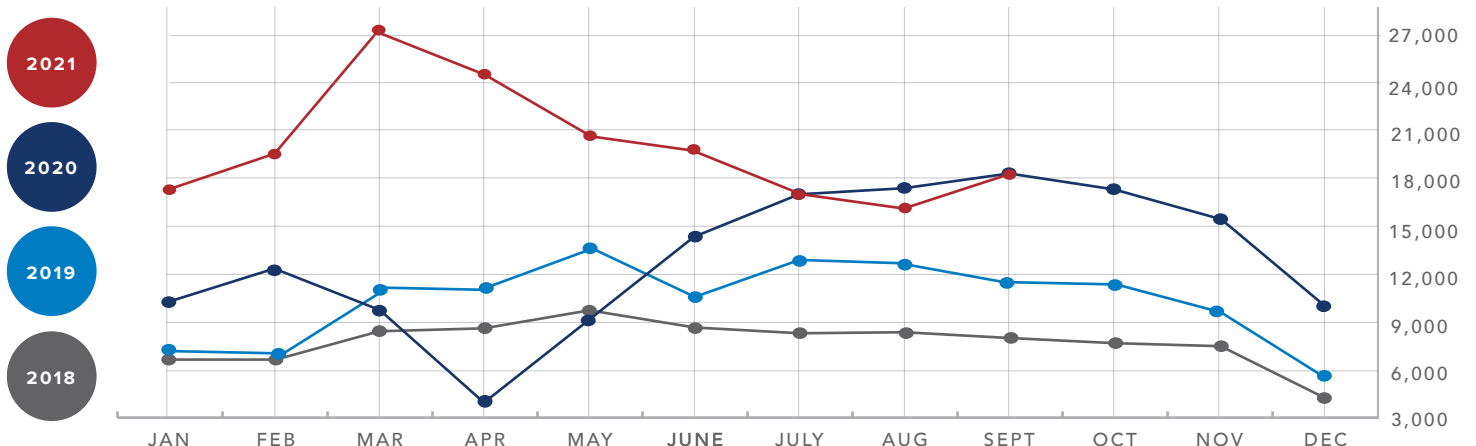
## TOP 5 PRICE RANGES

HAMILTON			BURLINGTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$650-700k	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$450-500k	\$450-500k
#2	\$1-2M	\$450-500k	#2	\$900k-1M	\$650-700k	#2	\$100-200k	TIE \$500-550k & 800-900k
#3	\$750-800k	\$550-600k	#3	\$450-500k	\$450-500k	#3	\$1-2M	\$400-450k
#4	\$550-600k	\$600-650k	#4	\$550-600k	\$750-800k	#4	\$350-400k	\$550-600k
#5	\$900k-1M	\$650-700k	#5	\$800-900k	\$550-600k	#5	\$400-450k	\$650-700k

The sold/appointment index rose 42% to 21, indicating that there is an increase in buyers entering our market.

In Hamilton, we saw the \$1-2M price range take the #1 spot followed by mid price points. Popular price ranges in Burlington remain in the mid-high range, while Niagara continues to represent low, mid and high price ranges.

## APPOINTMENTS 4 YEARS AT A GLANCE



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