

# APPOINTMENT CENTRE

AUGUST 22-28, 2021



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**3978**  
appointments  
booked

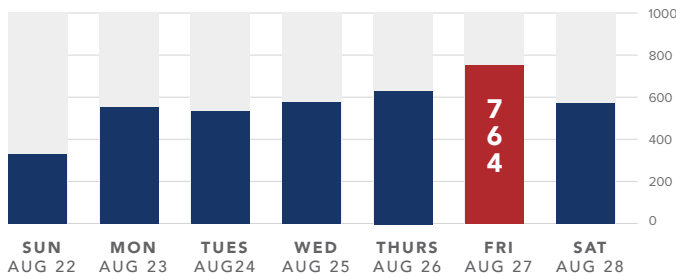
**+4.7%**  
% change over  
previous week

**162**  
new listings  
this week

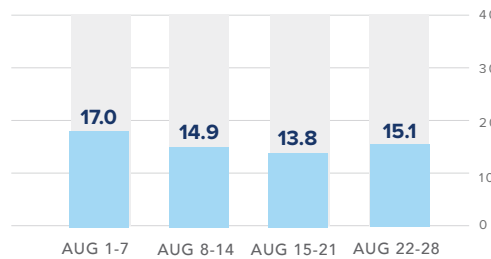
**263**  
total properties  
SOLD this week

**15.1**  
\*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

**17,696**  
total  
appointments:  
Aug 2020

**16,088**  
total  
appointments:  
Aug 1-28, 2020

**14,898**  
total  
appointments:  
Aug 1-28, 2021

**-7.4%**  
% change  
2020 vs. 2021

Despite the continuing heat wave, appointments are up +4.7% compared to last week. However, appointments are down slightly so far in August compared to August 2020. This time last year, August was nearly the peak of the market, after the spring covid shut downs of 2020. When we compare the appointment numbers to the more typical market of 2019, we are up 32%

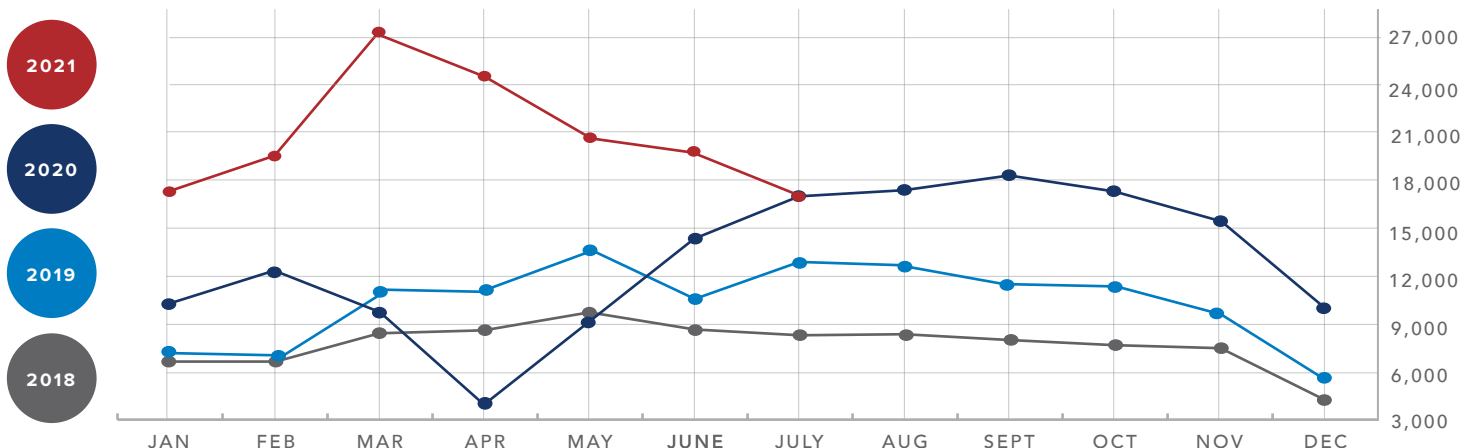
The sold/appointment index is up slightly, indicating buyers are slightly more hesitant than the previous week.

In Hamilton, \$450-500k price ranges take the top spot follow by mid-high price ranges. In Burlington, there was a slight shuffle in popular price ranges but remained in the mid-high price ranges as well. Niagara also saw prices re-arrange, with low-mid and high price ranges all making an appearance.

## TOP 5 PRICE RANGES

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

## APPOINTMENTS 4 YEARS AT A GLANCE



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