

APPOINTMENT CENTRE

SEPTEMBER 19-25, 2021



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

WEEKLY
APPOINTMENT
BREAKDOWN

5005
appointments
booked

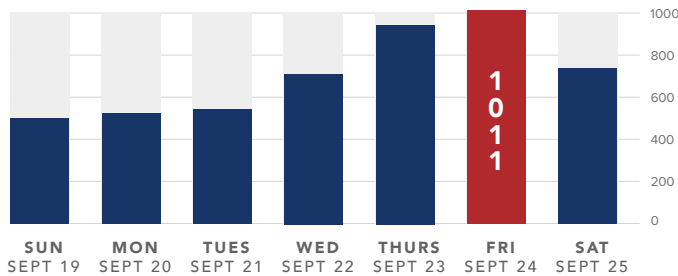
+2.3%
% change over
previous week

194
new listings
this week

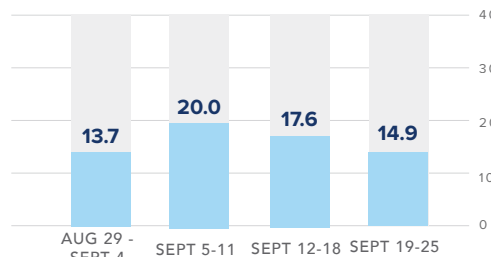
336
total properties
SOLD this week

14.9
*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

18,239
total
appointments:
Sept 2020

15,280
total
appointments:
Sept 1-25, 2020

15,279
total
appointments:
Sept 1-25, 2021

-0.0%
% change
2020 vs. 2021

September 2021 is neck and neck with September 2020, with only **1** less appointment booked thus far month-to-date. It will be interesting to see what the monthly total for this month will be, and if we could possibly outperform September 2020, which is the highest performing month in all of last year.

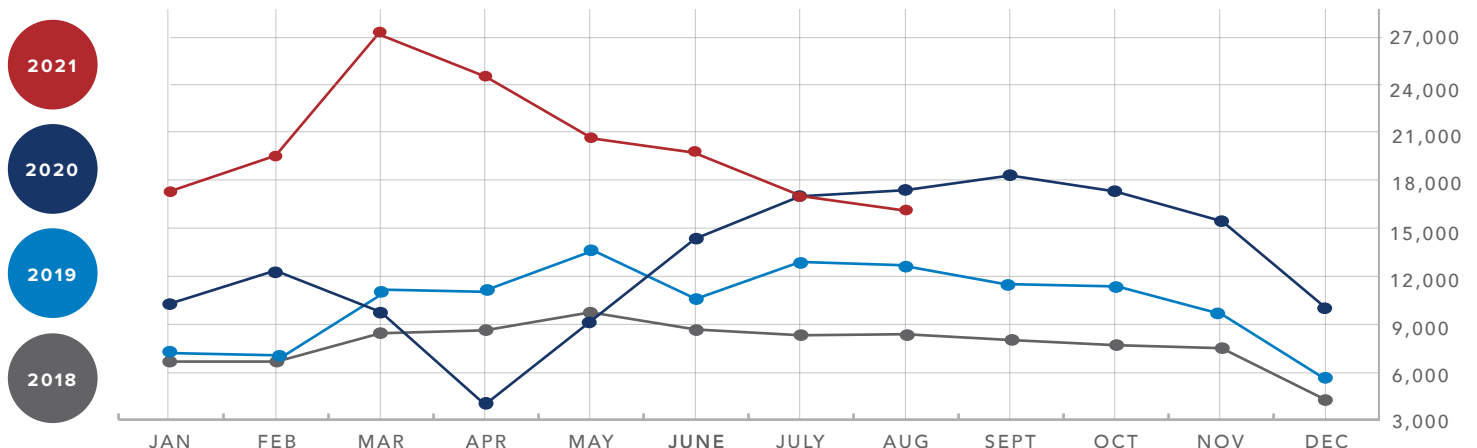
The sold/appointment index has dropped once again to 14.9 as buyers continue to eagerly snatch up new inventory.

In Hamilton, popular price points fell slightly as mid price points dominate and higher price points fall off the list. Burlington saw a slight shuffle but remains in the mid-high price ranges. Niagara continues to represent low, mid and high price ranges in the top 5.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE



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