

# APPOINTMENT CENTRE

JANUARY 2-8, 2022



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

**WEEKLY APPOINTMENT BREAKDOWN**

**3,869**  
 appointments booked

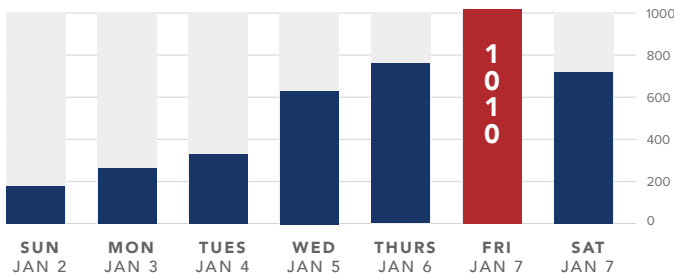
**+187.9%**  
 % change over previous week

**118**  
 new listings this week

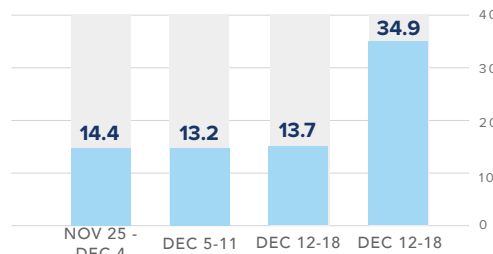
**111**  
 total properties SOLD this week

**34.9**  
 \*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 2020 vs 2021

**10,717**  
 total appointments: Jan 2021

**2,968**  
 total appointments: Jan 1-8 2021

**3,998**  
 total appointments: Jan 1-8 2022

**+34.7%**  
 % change 2020 vs. 2021

As we leave the Holiday Season and enter the New Year, we can see appointments ramping up at a rapid pace. Friday Jan. 7th saw 1010 appointments booked and Saturday Jan. 8th saw 703 appointments booked - numbers we have not seen since late September of last year. Despite the onset of another wave of COVID and low inventory, we are up 34.7% over the same time period (Jan. 1-8) last year.

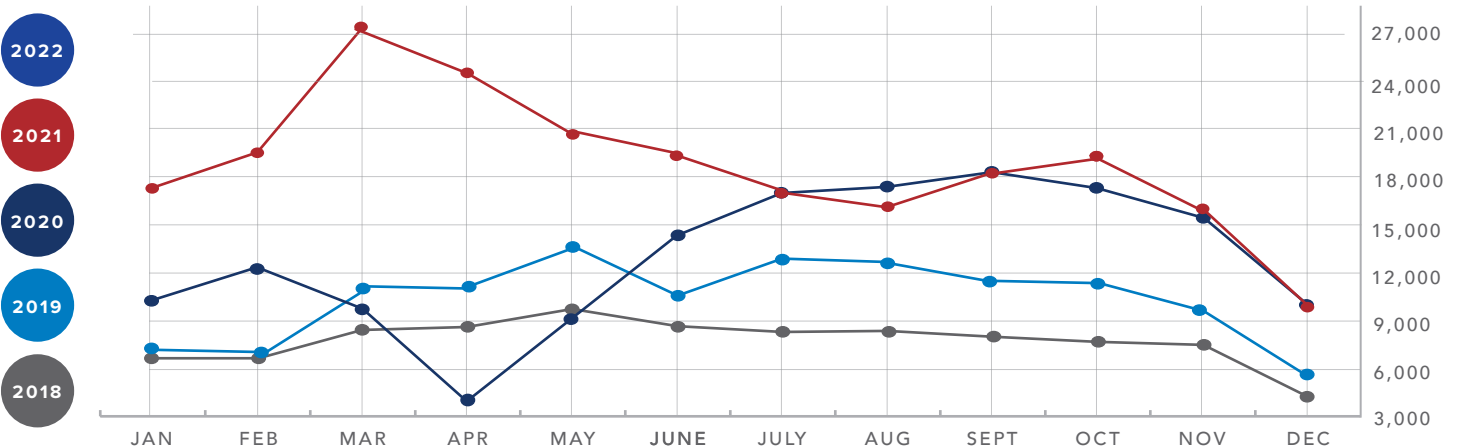
## TOP 5 PRICE RANGES

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

The appointment/sold index saw a sharp increase from 13.7 to 34.9, indicating a large influx of buyers viewing a small pool of listings.

In Hamilton, the top 5 price ranges saw a slight shuffle with \$450-500k rising to the top followed by mid-high price ranges. Burlington saw a slight shuffle as well, with the higher \$2M+ price range making an appearance in the #4 spot. Niagara continues to represent the mid-high price ranges.

## APPOINTMENTS 5 YEARS AT A GLANCE



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