

APPOINTMENT CENTRE

NOVEMBER 28 - DECEMBER 4, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

3,071
 appointments booked

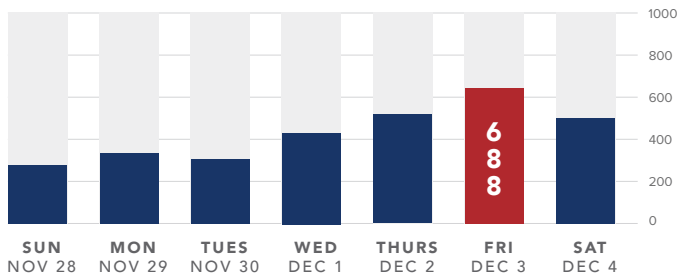
-17.5%
 % change over previous week

143
 new listings this week

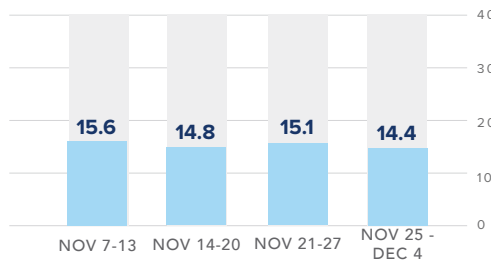
213
 total properties SOLD this week

14.4
 *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

15,465
 total appointments:
 Nov 2020

16,355
 total appointments:
 Nov 2021

+5.8%
 % change
 2020 vs. 2021

Appointments slowed slightly this week, as appointments decreased -17.5% compared to the last week, and STILL we outperformed last November by 5.8%! This means that November 2021 has outperformed all previous years during the same time frame.

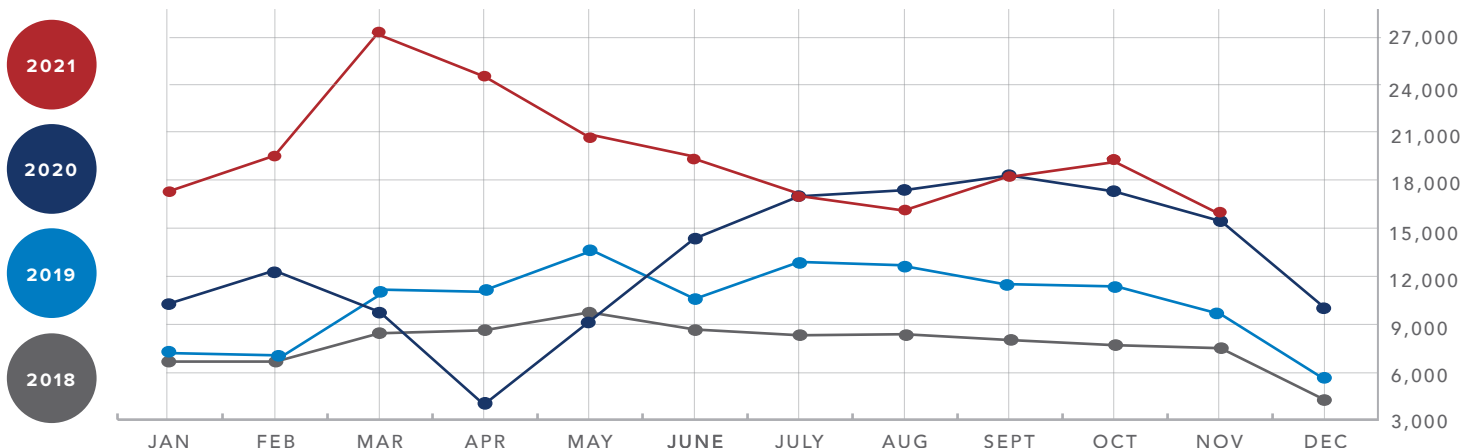
TOP 5 PRICE RANGES

HAMILTON			BURLINGTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$550-600k	\$650-700k	#1	\$1-2M	\$1-2M	#1	\$450-500k	\$500-550k
#2	\$1-2M	\$750-800k	#2	\$900k-1M	\$950k-1M	#2	\$1-2M	\$700-750k
#3	\$750-800k	\$550-600k	#3	\$650-700k	\$900-950k	#3	\$500-550k	\$1-2M
#4	\$800-900k	\$350-400k	#4	\$450-500k	\$2M+	#4	\$550-600k	\$550-600k
#5	\$450-500k	\$950-1M	#5	\$400-450k	\$800-850k	#5	\$350-400k	\$600-650k

The ask/sold ratio continues to hover around the 15 point mark, decreasing slightly to 14.4.

In Hamilton, we saw the more affordable \$350-400k price range crack the top 5, but the popular price ranges continue to be in the mid-high range. In Burlington, we saw the popular price ranges rise to \$800k+ only. Niagara saw a slight shuffle in popular price ranges, with the mid-high ranges in the top 5.

APPOINTMENTS 4 YEARS AT A GLANCE



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