

APPOINTMENT CENTRE

SEPTEMBER 26- OCTOBER 2, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

4427
 appointments booked

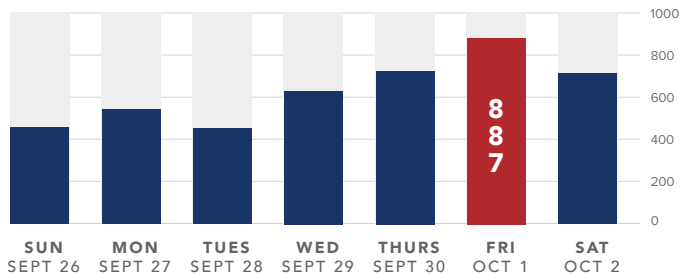
-11.5%
 % change over previous week

193
 new listings this week

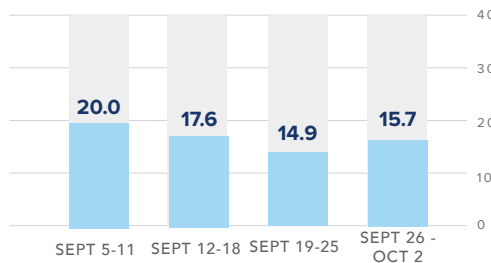
282
 total properties SOLD this week

15.7
 *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

18,135
 total appointments: Sept 2021

-0.6%
 % change 2020 vs. 2021

September 2021 proved to be a white hot month, achieving 18,135 appointments in total - less than 1% below the record breaking numbers of September 2020! This is especially noteworthy since September 2020 was the highest performing month in all of 2020.

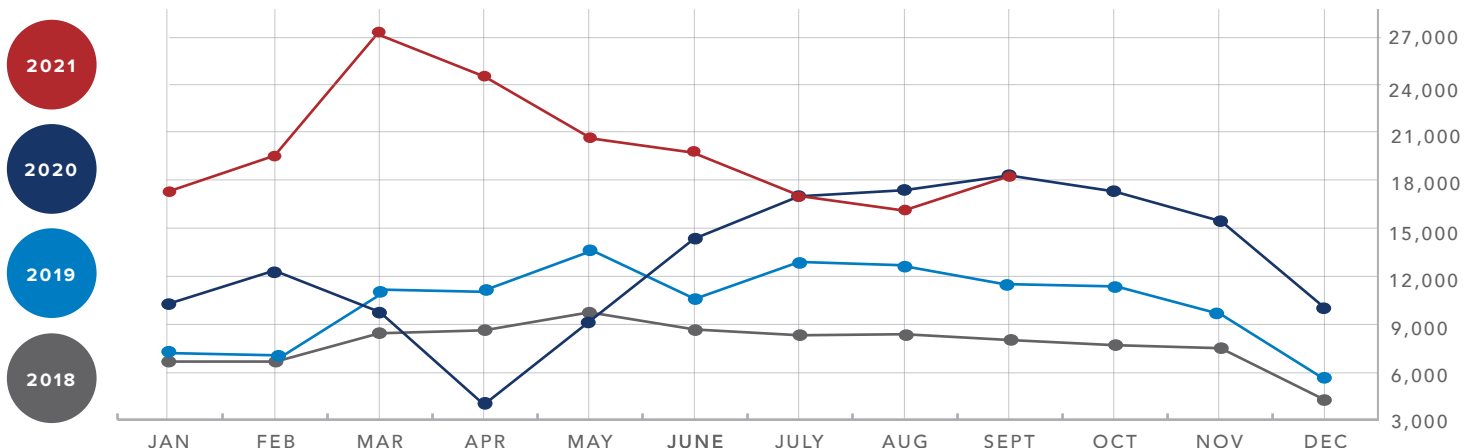
The sold/appointment index rose slightly to 15.7, as buyers are somewhat more reluctant to put pen-to-paper compared to last week.

In Hamilton, higher price points rose on the list with \$1-2M taking the top spot, followed by low, mid and high price ranges. Burlington continues to see mid to high price ranges, with the ultra luxe \$2M+ range making the #5 spot. 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 | \$450-500k | \$1-2M | #1 | \$1-2M | \$1-2M | #1 | \$550-600k | \$650-700k |
| #2 | \$750-800k | \$650-700k | #2 | \$650-700k | \$900k-1M | #2 | \$400-450k | \$1-2M |
| #3 | \$400-450k | \$750-800k | #3 | \$900k-1M | \$500-550k | #3 | \$450-500k | \$800-900k |
| #4 | \$550-600k | \$350-400k | #4 | \$700-750k | \$800-900k | #4 | \$1-2M | \$750-800k |
| #5 | \$500-550k | \$550-600k | #5 | \$500-550k | \$2M+ | #5 | \$650-700k | \$400-450k |

APPOINTMENTS 4 YEARS AT A GLANCE



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