

# APPOINTMENT CENTRE

JUNE 13-19, 2021



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**4154**  
appointments  
booked

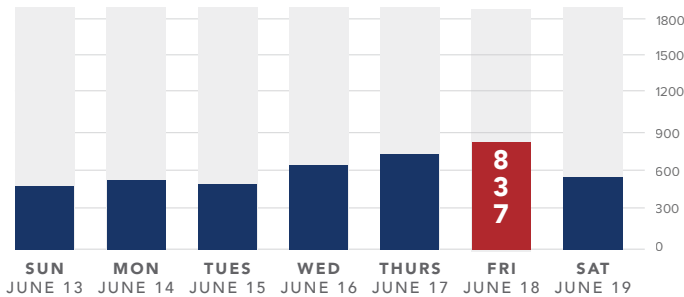
**-15.9%**  
% change over  
previous week

**227**  
new listings  
this week

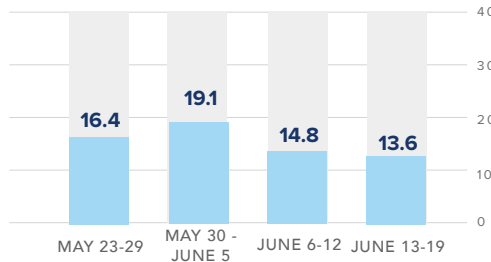
**305**  
total properties  
SOLD this week

**13.6**  
\*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

**14,772**  
total  
appointments:  
June 2020

**9,313**  
total  
appointments:  
June 1-19 2020

**12,525**  
total  
appointments:  
June 1-19 2021

**+34.5%**  
% change  
2020 vs. 2021

June 2021 is poised to be another record breaking month for appointments, far outperforming the previous years during the same time frame! Despite appointments being down from last week, June 2021 is still outperforming June 2020 by 34.5%.

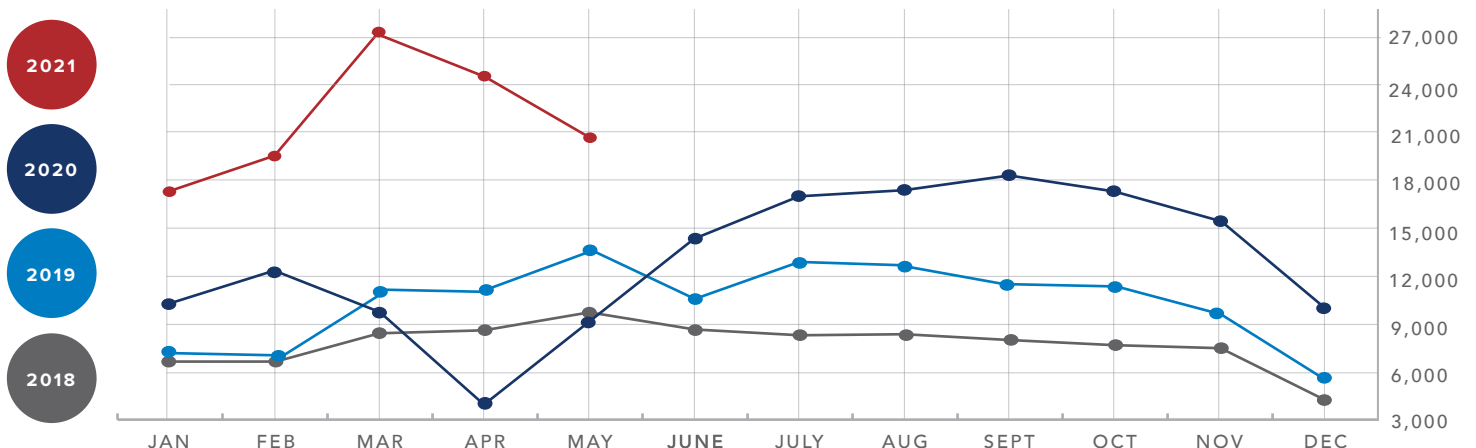
The sold/apointment index has continued to decrease, indicating that buyers continue to react to the shrinking mortgage commitment window that resulted from the new stress test.

Hamilton saw the \$450-500k price range take the top spot, followed by mid-high price ranges. Burlington's most popular price ranges continue to be \$1-2M & \$900k-1M respectively, followed by low-mid price ranges. Niagara saw a slight shuffle in price ranges, but continues to see a broad range of 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	\$900k-1M	\$450-500k	#1	\$1-2M	\$1-2M	#1	\$350-400k	\$550-600k
#2	\$550-600k	\$700-750	#2	\$900k-1M	\$900k-1M	#2	\$650-700k	\$350-400k
#3	\$650-700k	\$550-600k	#3	\$600-650k	\$350-400k	#3	\$750-800k	\$650-700k
#4	\$800-900k	\$1-2M	#4	\$350-400k	\$550-600k	#4	\$550-600k	\$750-800k
#5	\$450-500k	\$900k-1M	#5	\$800-900k	\$650-700k	#5	\$1-2M	\$1-2M

## APPOINTMENTS 4 YEARS AT A GLANCE



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