

APPOINTMENT CENTRE

SEPTEMBER OCTOBER 24-30, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

4312
 appointments booked

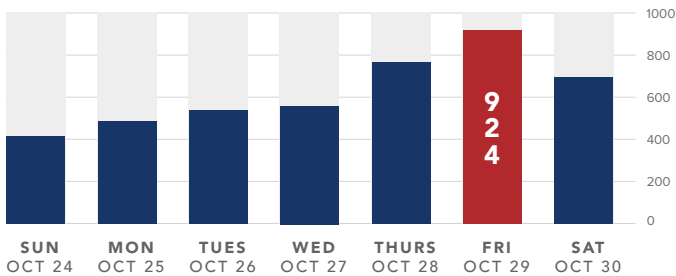
-1.6%
 % change over previous week

173
 new listings this week

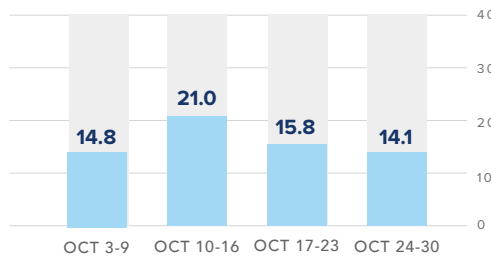
306
 total properties SOLD this week

14.1
 *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

17,575
 total appointments:
 Oct 2020

19,682
 total appointments:
 Oct 2021

+12.0%
 % change
 2020 vs. 2021

October 2021 has outperformed October 2020 by 12%! We have not seen a monthly total this high since June of this year. We booked almost the same number of Appointments as last week (only -1.6% less), the exact same number of listings as last week and sold 28 more properties.

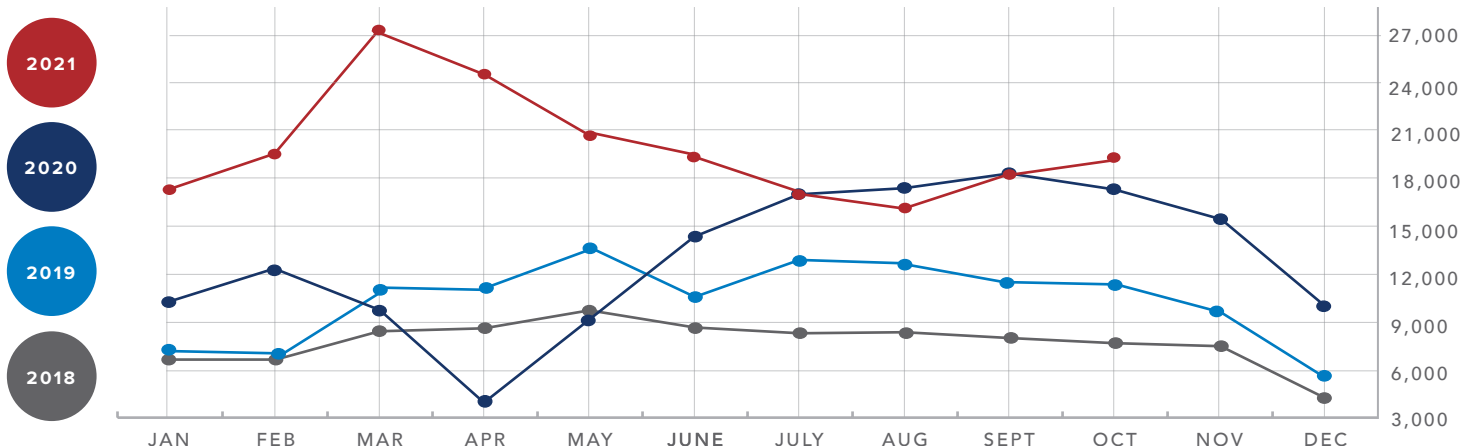
The sold/appointment index has dropped slightly to 14.1 as buyers are slightly more motivated to pen to paper than last week. It will be interesting to see if November and December can maintain this momentum.

In Hamilton, mid price ranges continue to be the most popular followed by the more luxe \$1-2M price range in the #5 spot. Burlington continues to see mid-high price ranges in the top 5. This week, Niagara's top 5 price ranges are firmly in the mid price ranges, with almost sequential price ranges from \$450-800k.

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	\$750-800k	#1	\$300-350k	\$500-550k
#2	\$1-2M	\$450-500k	#2	\$750-800k	\$450-500k	#2	\$750-800k	\$550-600k
#3	\$800-900k	\$550-600k	#3	\$800-900k	\$800-900k	#3	\$500-550k	\$450-500k
#4	\$450-500k	\$350-400k	#4	\$650-700k	\$900k-1M	#4	\$400-450k	\$600-650k
#5	\$500-550k	\$1-2M	#5	\$900k-1M	\$1-2M	#5	\$650-700k	\$750-800k

APPOINTMENTS 4 YEARS AT A GLANCE



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