

APPOINTMENT CENTRE

NOVEMBER 14-20, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

3,956
 appointments booked

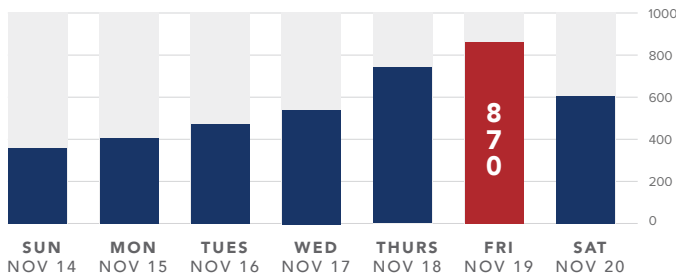
-0.8%
 % change over previous week

174
 new listings this week

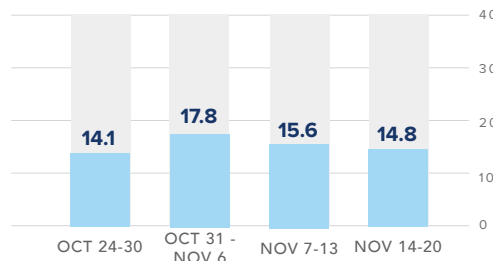
267
 total properties SOLD this week

14.8
 *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

10,187
 total appointments: Nov 1-20 2020

11,672
 total appointments: Nov 1-20 2021

+14.6%
 % change 2020 vs. 2021

The number of appointments is virtually the same as the week before, while new listings and sold properties are both up in comparison. November appointments continue to outperform 2020, with 14.6% more appointments so far this month.

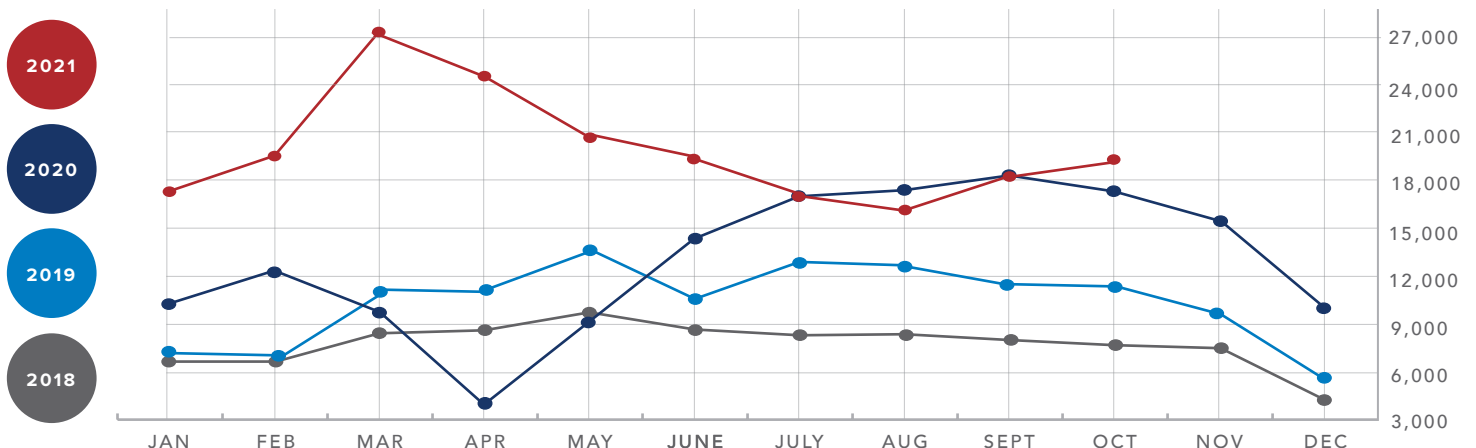
The sold/appointment index is down again this week, as buyers become increasingly motivated to put pen to paper.

We saw a slight shuffle in popular price ranges in Hamilton, with the more affordable \$350-400k and \$450-500k price ranges falling off the board to be replaced by higher price ranges. In Burlington, surprisingly the lower price range of \$450-500k made the #1 spot! Niagara continues to represent the low, mid and high price ranges.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE



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