

# APPOINTMENT CENTRE

JUNE 6-12, 2021



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**4937**  
appointments  
booked

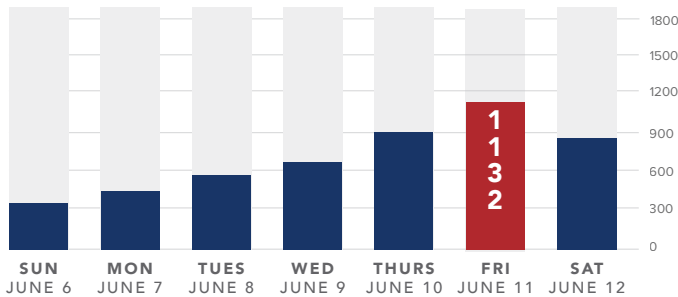
**+12.2%**  
% change over  
previous week

**265**  
new listings  
this week

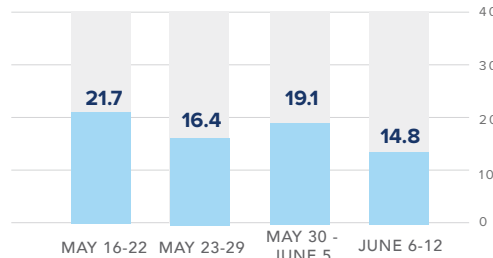
**334**  
total properties  
SOLD this week

**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

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

**5,866**  
total  
appointments:  
June 1-12 2020

**8,371**  
total  
appointments:  
June 1-12 2021

**+42.7%**  
% change  
2020 vs. 2021

Appointments are up from last week by 12.2%, and up 42.7% compared to the same time frame last year!

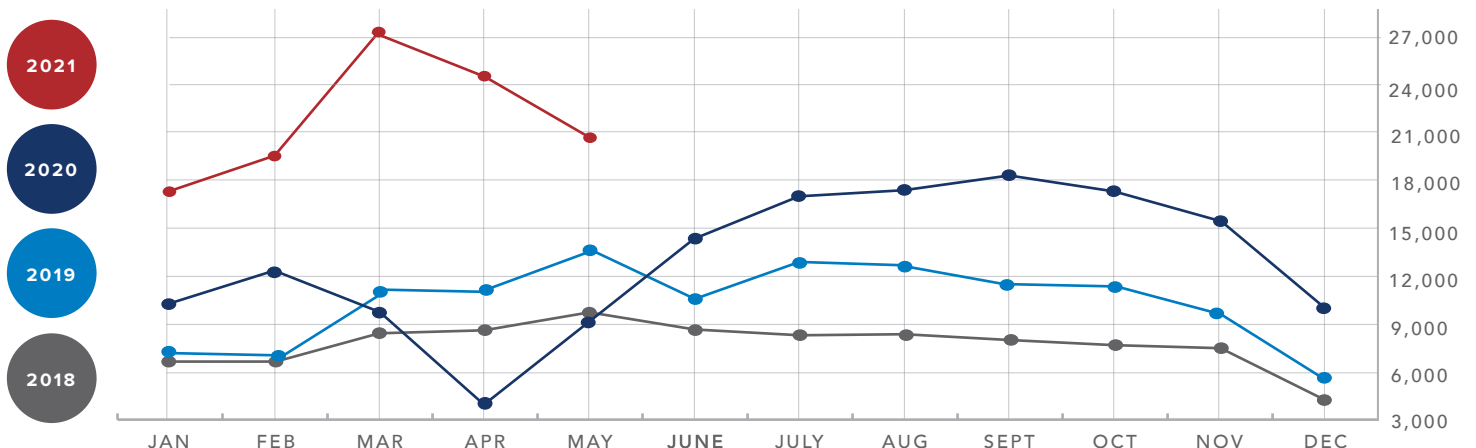
The sold to appointment index has fallen nearly 5 points, indicating that buyers are reacting to the shrinking mortgage commitment window from their financial institutions, due to the new stress test regulations.

Popular price points in Hamilton went up, with \$900k-1M price range taking the top spot followed by mid-high price ranges. Burlington saw a slight shuffle, with \$2M+ price ranges falling off the top five and the more affordable \$350-400k price ranges finding it's way to the #4 spot. Niagara is seeing some higher price ranges enter the top five, with \$750-800k and \$1-2M price ranges taking the #3 and #5 spots, respectively.

## TOP 5 PRICE RANGES

HAMILTON			BURLINGTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$650-700k	\$900k-1M	#1	\$1-2M	\$1-2M	#1	\$550-600k	\$350-400k
#2	\$700-750k	\$550-600k	#2	\$2M+	\$900k-1M	#2	\$100-200k	\$650-700k
#3	\$350-400k	\$650-700k	#3	\$650-700k	\$600-650k	#3	\$700-750k	\$750-800k
#4	\$550-600k	\$800-900k	#4	\$900-1M	\$350-400k	#4	\$650-700k	\$550-600k
#5	\$450-500k	\$450-500k	#5	\$750-800k	\$800-900k	#5	\$400-450k	\$1-2M

## APPOINTMENTS 4 YEARS AT A GLANCE



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