

APPOINTMENT CENTRE

DECEMBER 5-11, 2021



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

WEEKLY
 APPOINTMENT
 BREAKDOWN

2,990
 appointments
 booked

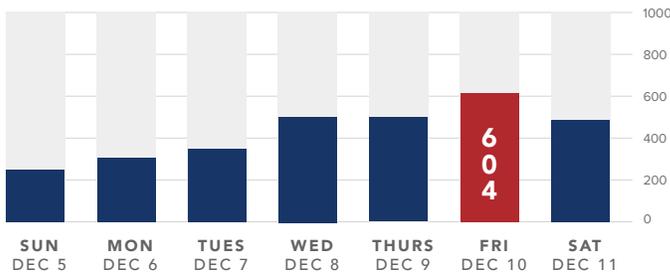
-2.6%
 % change over
 previous week

150
 new listings
 this week

226
 total properties
 SOLD this week

13.2
 *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

10,717
 total appointments:
 Dec 2020

5,186
 total appointments:
 Dec 1-11 2021

5,101
 total appointments:
 Dec 1-11 2021

-1.6%
 % change
 2020 vs. 2021

So far, December 2021 has kept pace with December 2020 - which was the busiest December our brokerage has ever seen. Appointments are down infinitesimally from the previous week (-2.6%) and the same time frame last year (-1.6%).

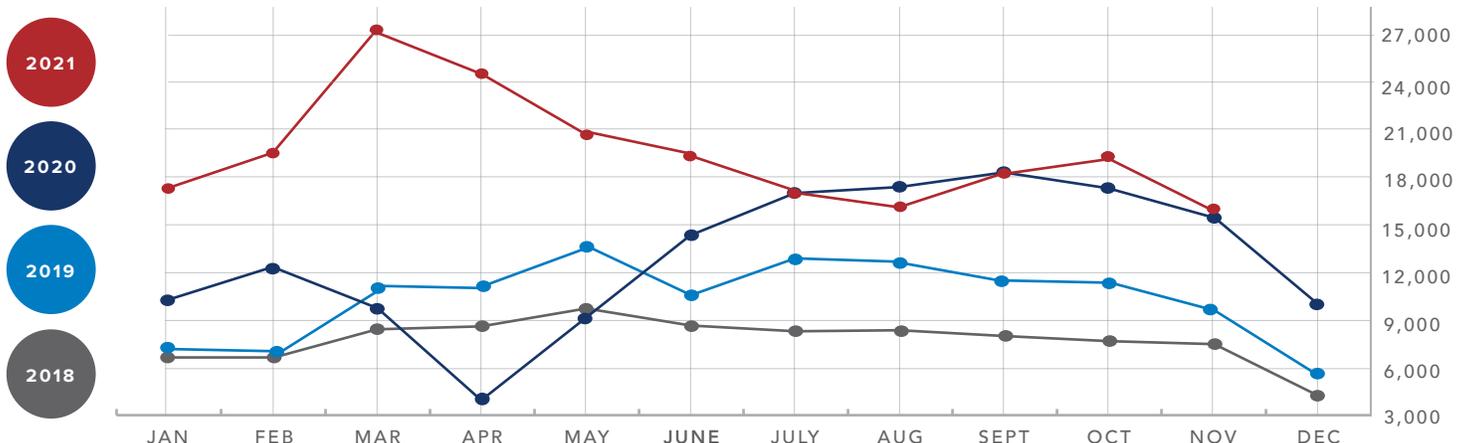
TOP 5 PRICE RANGES

HAMILTON			BURLINGTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$650-700k	\$950k-1M	#1	\$1-2M	TIE \$950-1M & \$1-2M	#1	\$500-550k	\$450-500k
#2	\$750-800k	\$650-700k	#2	\$950k-1M	\$700-750k	#2	\$700-750k	\$500-550k
#3	\$550-600k	\$250-300k	#3	\$900-950k	\$300-350k	#3	\$1-2M	\$700-750k
#4	\$500-550k	\$1-2M	#4	\$2M+	\$550-600k	#4	\$550-600k	\$1-2M
#5	\$950-1M	\$550-600k	#5	\$800-850k	\$850-900k	#5	\$600-650k	\$750-800k

The ask/sold ratio is down one point this week, indicating that buyers are slightly more motivated the put pen to paper than the previous week.

In Hamilton and Burlington, popular price ranges have spread out to include low, mid and high price ranges. Niagara continues to represent low, mid and high price ranges.

APPOINTMENTS 4 YEARS AT A GLANCE



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