

# APPOINTMENT CENTRE

DECEMBER 5-11, 2021



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**2,990**  
appointments  
booked

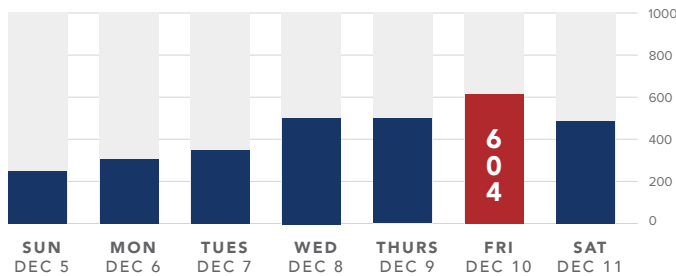
**-2.6%**  
% change over  
previous week

**150**  
new listings  
this week

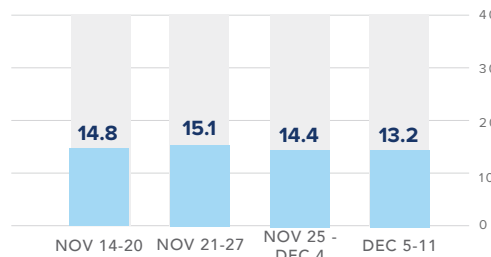
**226**  
total properties  
SOLD this week

**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%).

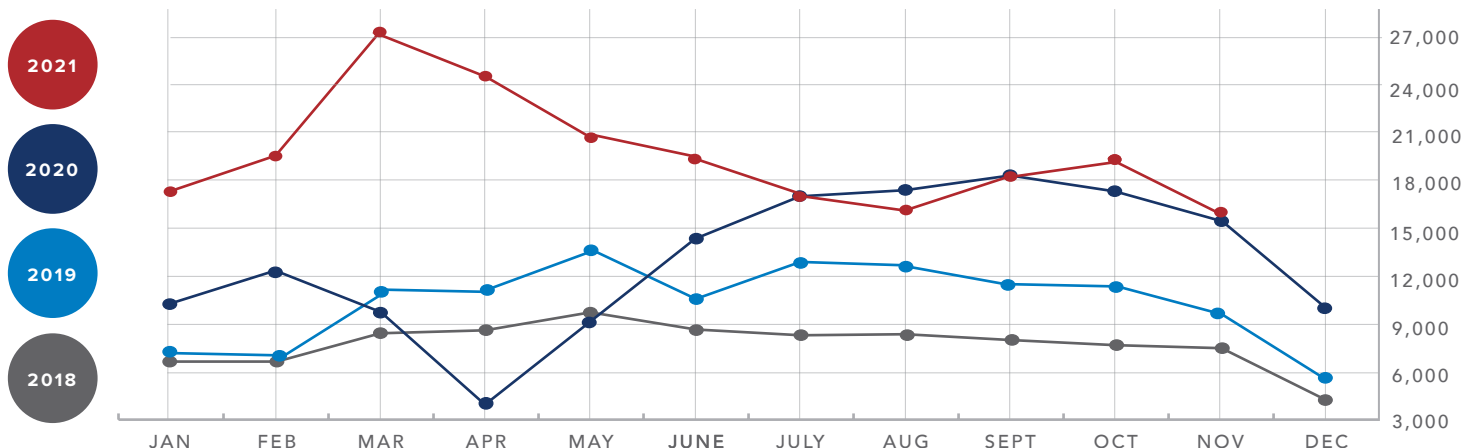
The ask/sold ratio is down one point this week, indicating that buyers are slightly more motivated the put pen to paper than the previous week.

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.

## 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

## APPOINTMENTS 4 YEARS AT A GLANCE



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