

# APPOINTMENT CENTRE

SEPTEMBER 12-18, 2021



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**4891**  
appointments  
booked

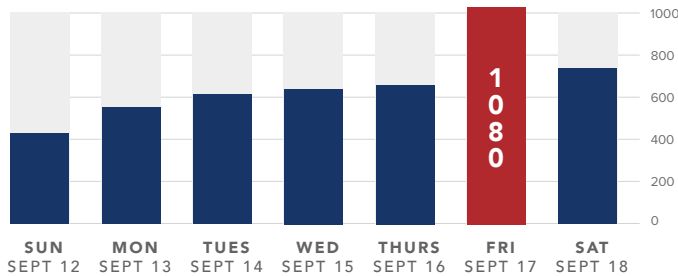
**+31.6%**  
% change over  
previous week

**244**  
new listings  
this week

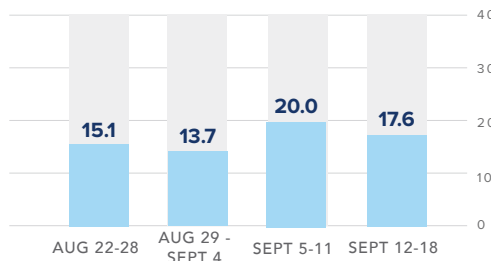
**278**  
total properties  
SOLD this week

**17.6**  
\*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

**18,239**  
total  
appointments:  
Sept 2020

**10,906**  
total  
appointments:  
Sept 1-18, 2020

**10,274**  
total  
appointments:  
Sept 1-18, 2021

**-5.8%**  
% change  
2020 vs. 2021

## TOP 5 PRICE RANGES

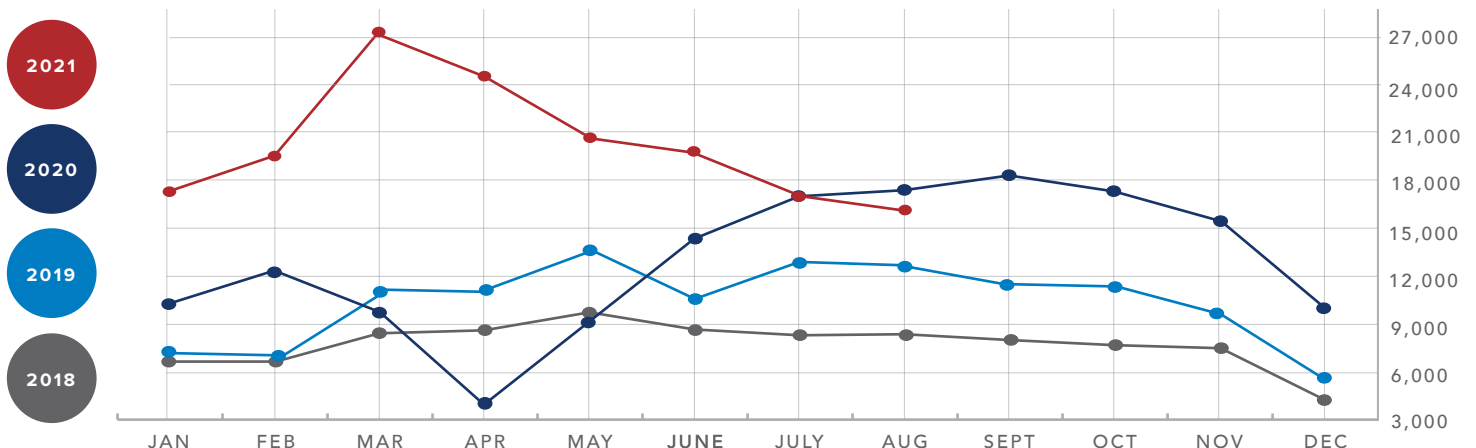
HAMILTON			BURLINGTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$550-600k	#1	\$1-2M	\$1-2M	#1	\$650-700k	\$550-600k
#2	\$650-700k	\$1-2M	#2	\$900k-1M	\$900k-1M	#2	\$1-2M	\$650-700k
#3	\$550-600k	\$750-800k	#3	\$650-700k	\$750-800k	#3	\$500-550k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

It would appear that as children return to school, buyers are also returning to the market! This past Friday the appointment centre booked 1,080 appointments - a one day total that we have not reached since early June. Also, appointments are up 31.6% over the previous week. All signs point to the Fall market heating up!

The sold/appointment index dropped to 17.6 as buyers are somewhat more motivated to put pen to paper than the previous week.

In Hamilton, the \$550-600k price range took the #1 spot followed by mid-high price ranges. Burlington only saw a slight shuffle in popular price ranges, and remained in the mid-high range. Niagara continues to represent low, mid and high price ranges in the top 5.

## APPOINTMENTS 4 YEARS AT A GLANCE



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