

# APPOINTMENT CENTRE

AUGUST 15-21, 2021



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**3801**  
appointments  
booked

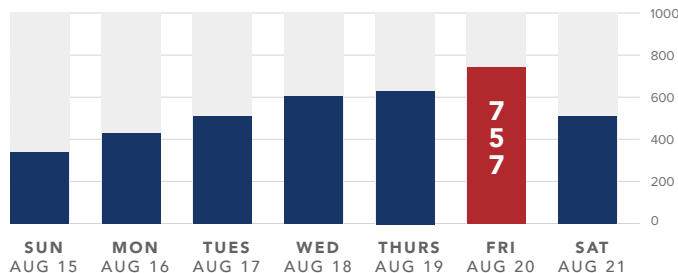
**+8.1%**  
% change over  
previous week

**161**  
new listings  
this week

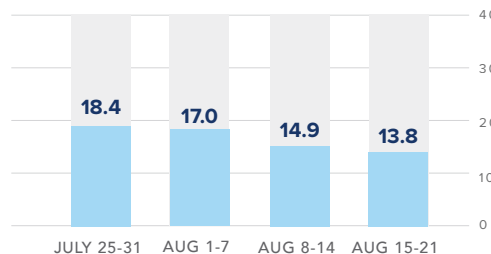
**275**  
total properties  
SOLD this week

**13.8**  
\*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

**17,696**  
total  
appointments:  
Aug 2020

**11,729**  
total  
appointments:  
Aug 1-21, 2020

**10,920**  
total  
appointments:  
Aug 1-21, 2021

**-6.9%**  
% change  
2020 vs. 2021

Appointments are up +8.1% compared to the previous week as new inventory enters the market and buyers eagerly book showings. Appointments are down slightly so far in August compared to August 2020, since last August was unusually busy. Compared to the more typical market activity in August 2019, we are up 28% in showings.

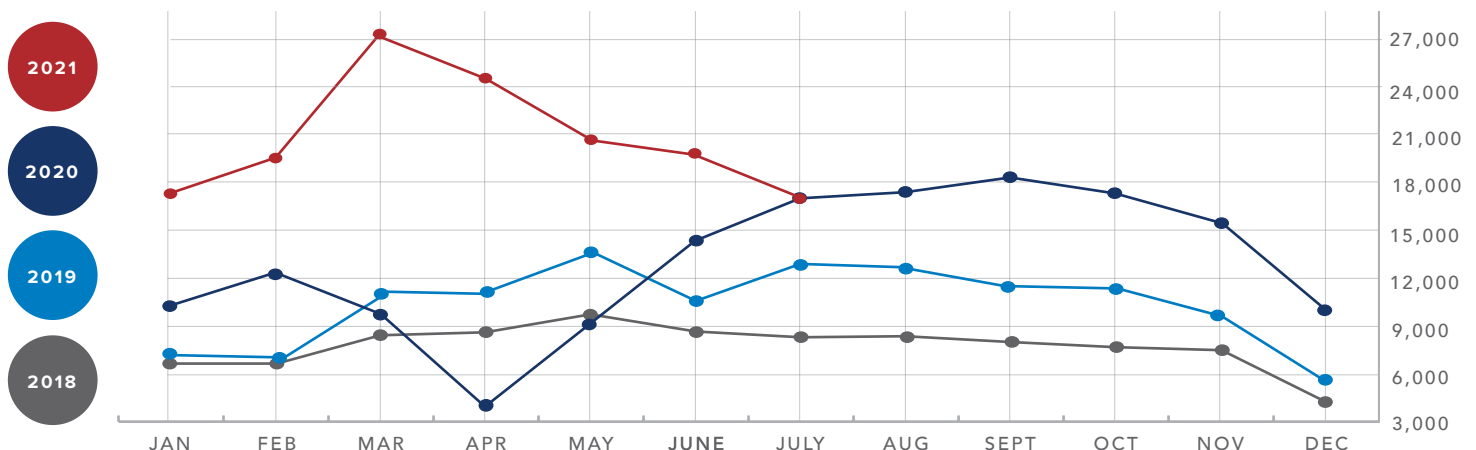
The sold/appointment index has fallen another point, as buyers continue to be highly motivated.

In Hamilton, popular price points are looking more and more like Burlington - with \$1-2M taking the top spot followed by mid-high price ranges. Burlington saw a slight shuffle in price ranges but remained in the mid-high price ranges. Niagara also saw a slight shuffle in price ranges with low, mid and high price ranges all represented in the top 5.

## TOP 5 PRICE RANGES

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

## APPOINTMENTS 4 YEARS AT A GLANCE



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