

APPOINTMENT CENTRE

JUNE 27 - JULY 3, 2021



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

WEEKLY
APPOINTMENT
BREAKDOWN

3298
appointments
booked

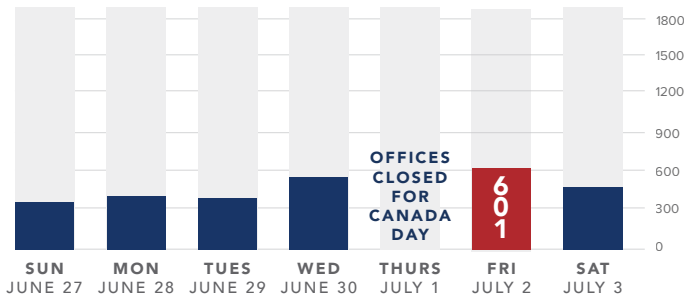
-26.2%
% change over
previous week

171
new listings
this week

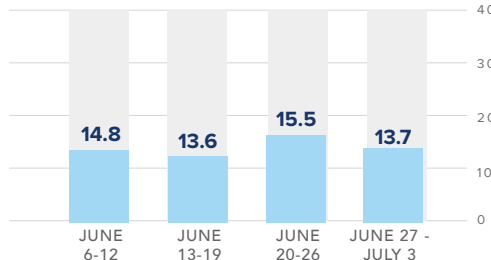
240
total properties
SOLD this week

13.7
*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

19,023
total
appointments:
June 2021

+28.8%
% Change
2020 vs. 2021

Summer is here, and with the heat wave and Canada Day closure last week, appointments dipped by 26.2% over the previous week. Both new listings and sales dropped slightly this week also, which is fairly typical for this time of year. Add to it the fact that Ontario is opening up little by little from the pandemic, and people are enjoying some well-deserved freedoms.

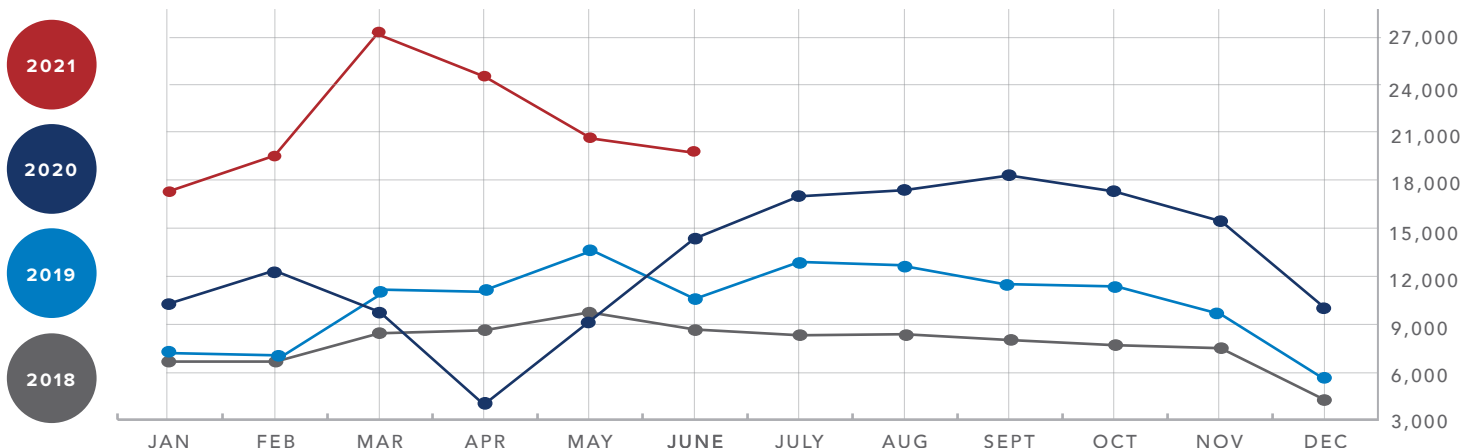
The Asked/Sold Index dropped back to where it was 2 weeks ago to 13.7 appointments on average per property sold, as Buyers are somewhat more poised to put pen to paper quicker than last week.

The \$750-800k price point in Hamilton maintained its #1 position in our rankings last week, with \$1-2M coming in strong at #2. Burlington saw \$1-2M jump back up to the most popular price range, with \$550-600k in #2, and the other price points just under that \$1M mark. Niagara's top price point dropped to \$450-500k, with the other price points simply rearranged within our Top 5.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE



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