

APPOINTMENT CENTRE

DECEMBER 12-18, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

2,747
 appointments booked

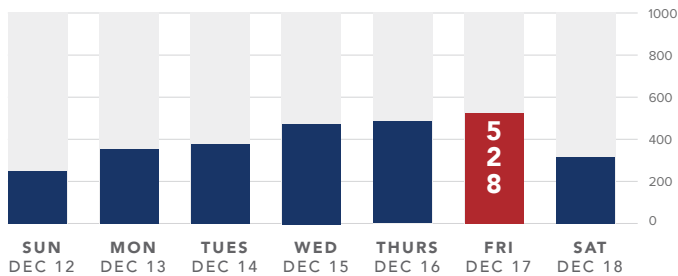
-8.1%
 % change over previous week

113
 new listings this week

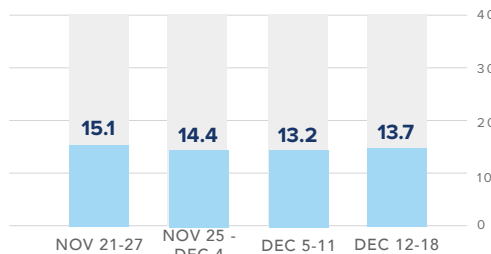
200
 total properties SOLD this week

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

10,717
 total appointments: Dec 2020

7,977
 total appointments: Dec 1-18 2021

7,848
 total appointments: Dec 1-18 2021

-1.6%
 % change 2020 vs. 2021

December 2021 continues to keep pace with December 2020, with only -1.6% less appointments. With such close numbers, it will be interesting to see if this month can outperform the same time frame as last year - which was our busiest December to date.

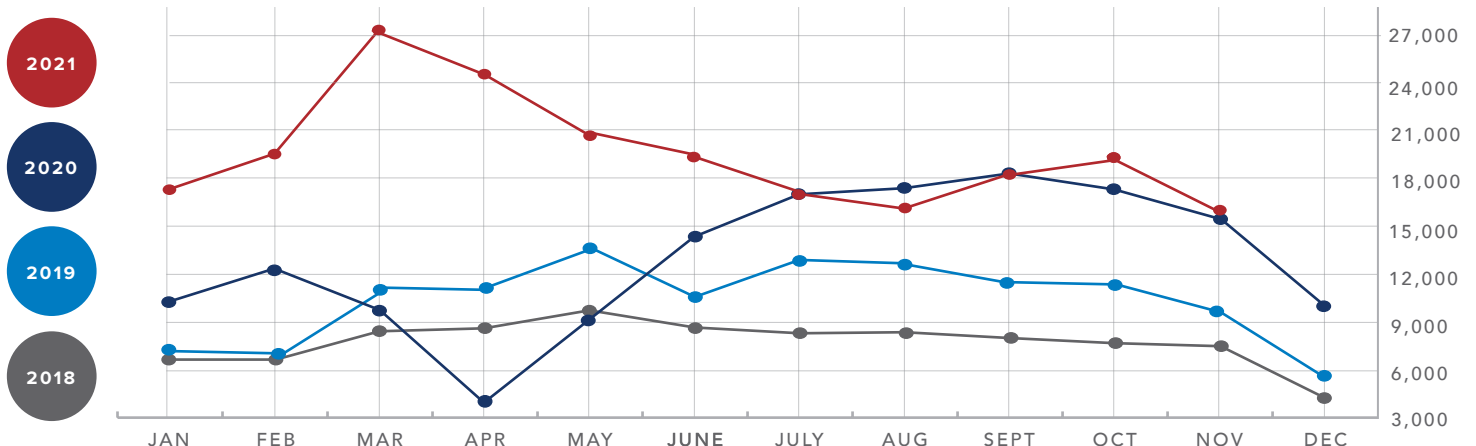
The sold/appointment index rose very slightly to 13.7 this week, indicating that buyer motivation continues to be fairly consistent with the previous week.

In Hamilton, the \$1-2M price range took the top spot followed by mid- high price ranges. Burlington saw a small shuffle in price ranges with the slightly more affordable \$650-700k price range rising to the top followed by mid-high ranges. Niagara's top 5 price ranges were re-arranged slightly but remain in the mid-high ranges as well.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE



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