

APPOINTMENT CENTRE

NOVEMBER 7-13, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

3,986
 appointments booked

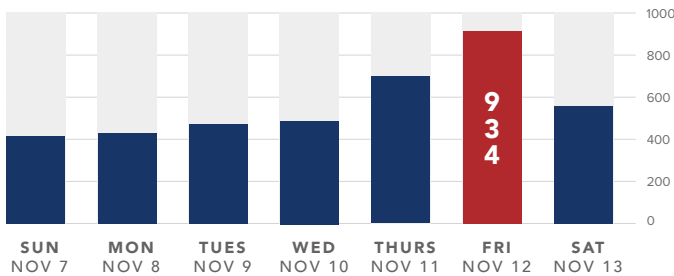
-3.3%
 % change over previous week

160
 new listings this week

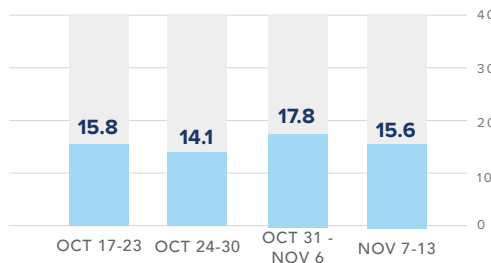
256
 total properties SOLD this week

15.6
 *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

15,465
 total appointments: Nov 2020

6,620
 total appointments: Nov 1-13 2020

7,716
 total appointments: Nov 1-13 2021

+16.6%
 % change 2020 vs. 2021

The number of appointments dropped marginally from the week before, while the first half of November is reporting 16.6% more appointments than the same time frame in 2020.

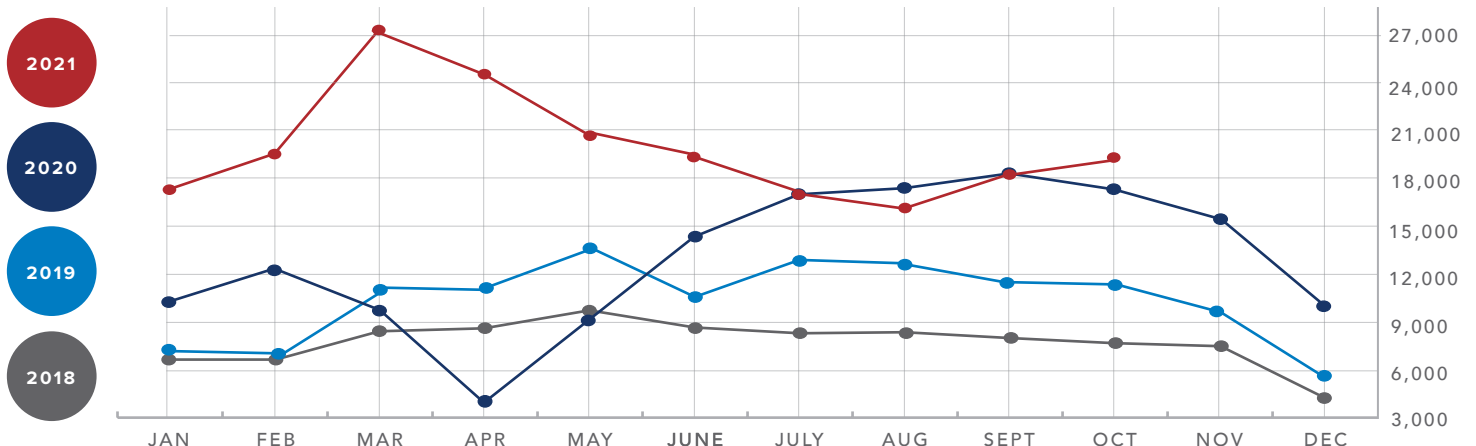
The sold/appointment index dropped 2 points as buyers are slightly more poised to put pen to paper than last week.

TOP 5 PRICE RANGES

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

In Hamilton, the popular price ranges trended down slightly to include the \$350-400k price ranges and exclude the more expensive \$1-2M range. Burlington remains in the mid-high price ranges, and Niagara also shows mid-high price ranges in the top 5.

APPOINTMENTS 4 YEARS AT A GLANCE



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