

APPOINTMENT CENTRE

SEPTEMBER OCTOBER 17-23, 2021



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

WEEKLY
 APPOINTMENT
 BREAKDOWN

4382
 appointments
 booked

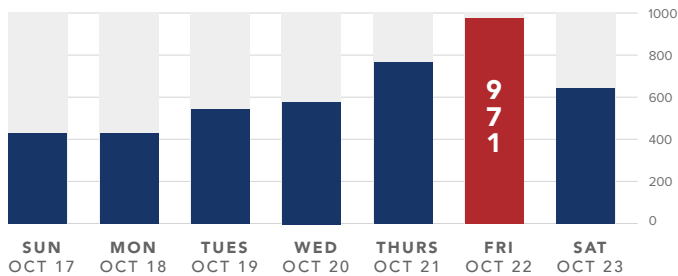
-2.4%
 % change over
 previous week

173
 new listings
 this week

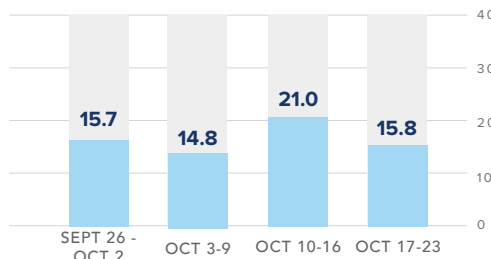
278
 total properties
 SOLD this week

15.8
 *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

17,575
 total appointments:
 Oct 2020

13,007
 total appointments:
 Oct 1-23, 2020

14,977
 total appointments:
 Oct 1-23, 2021

+15.1%
 % change
 2020 vs. 2021

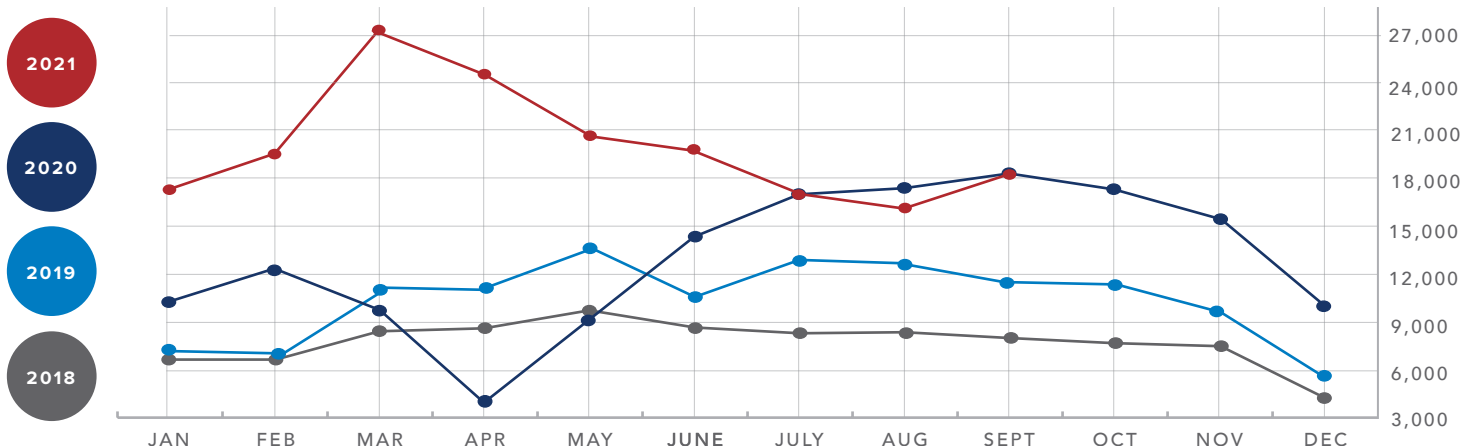
TOP 5 PRICE RANGES

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	\$450-500k	\$300-350k
#2	\$450-500k	\$1-2M	#2	\$650-700k	\$750-800k	#2	TIE \$500-550k & 800-900k	\$750-800k
#3	\$550-600k	\$800-900k	#3	\$450-500k	\$800-900k	#3	\$400-450k	\$500-550k
#4	\$600-650k	\$450-500k	#4	\$750-800k	\$650-700k	#4	\$550-600k	\$400-450k
#5	\$650-700k	\$500-550k	#5	\$550-600k	\$900k-1M	#5	\$650-700k	\$650-700k

October continues to outperform the same time frame last year, booking 15.1% more appointments so far in the month. Although we are down -2.4% over the previous week, we sold 64 more properties and the sold/appointment index has dropped to 15.8. This indicates that buyers are even more motivated than the previous week. If appointments continue at this pace, October 2021 is poised to outperform October 2020.

In Hamilton, mid-high price ranges continue to be the most popular. In Burlington, \$1-2M remains in the top spot followed by mid-high price ranges. Niagara continues to represent low, mid and high price ranges.

APPOINTMENTS 4 YEARS AT A GLANCE



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