

# APPOINTMENT CENTRE

SEPTEMBER OCTOBER 31 - NOVEMBER 6, 2021



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

**WEEKLY APPOINTMENT BREAKDOWN**

**4123**  
 appointments booked

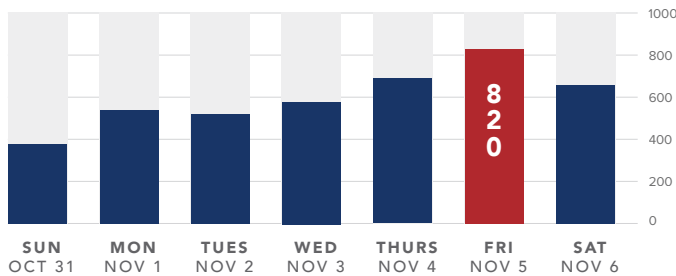
**-4.4%**  
 % change over previous week

**173**  
 new listings this week

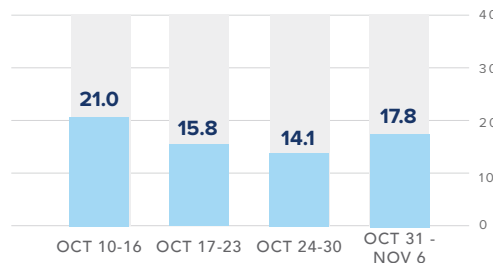
**232**  
 total properties SOLD this week

**17.8**  
 \*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

**15,465**  
 total appointments: Nov 2020

**3,009**  
 total appointments: Nov 1-6 2020

**3,730**  
 total appointments: Nov 1-6 2021

**+24%**  
 % change 2020 vs. 2021

November 2021 is starting off strong with 24% more appointments than the same time frame in 2020! Although appointments are down a minor -4.4% compared to the previous week, we saw the exact same number of new listings this week. Looks like from the last 2 weeks inventory seems to be building.

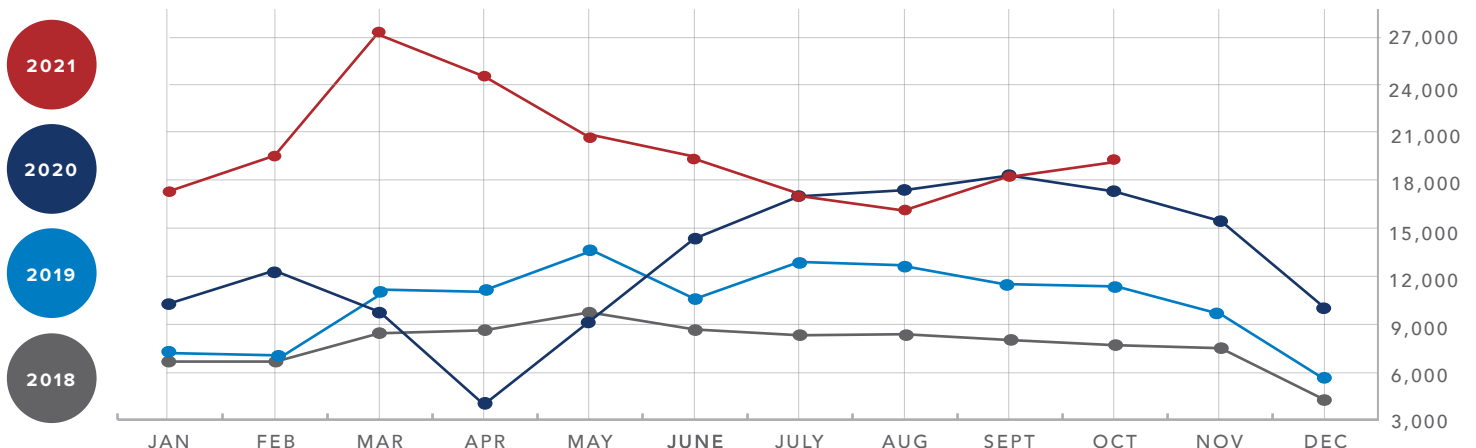
## TOP 5 PRICE RANGES

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

The previous week the sold/appointment index has risen to 17.8. This indicates that buyers are taking the time view the influx of listings before putting pen to paper.

In Hamilton, mid price ranges continue to be the most popular as well as the \$1-2M range. Burlington continues to favour the mid-high price ranges. Niagara represents low, mid and high price ranges in the top five.

## APPOINTMENTS 4 YEARS AT A GLANCE



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