

# APPOINTMENT CENTRE

JULY 25-31, 2021



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

**WEEKLY APPOINTMENT BREAKDOWN**

**3220**  
 appointments booked

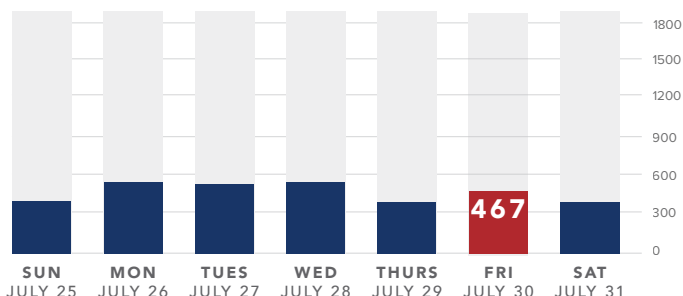
**-18.7%**  
 % change over previous week

**151**  
 new listings this week

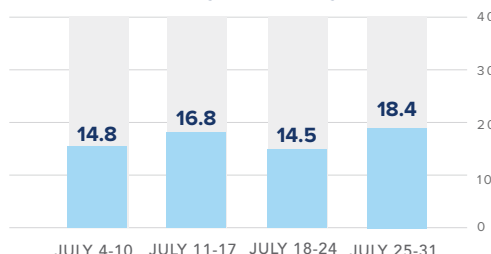
**175**  
 total properties SOLD this week

**18.4**  
 \*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

**17,316**  
 total appointments: July 2020

**17,242**  
 total appointments: July 2021

**-0.4%**  
 % change 2020 vs. 2021

While the week started off strong, activity slowed the closer we got to the long weekend. Usually Fridays are the busiest days for appointments, but this week Friday and Saturday showings dipped down significantly. Overall, July 2021 remained consistent with July 2020 with only a miniscule -0.4% difference in appointments.

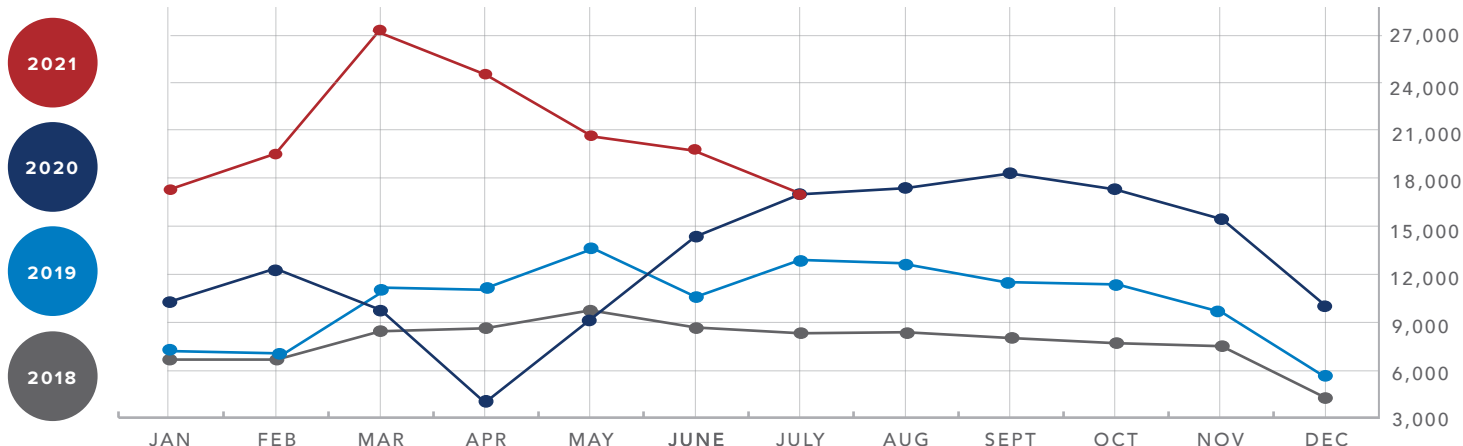
Currently, the days on market are increasing as you can see by the approximate 25% increase in the sold/appointment index.

Popular home prices in Hamilton dipped slightly compared to last week, with mid price ranges rising in popularity and \$1-2M falling to the 5th place spot. Burlington saw a slight shuffle, but remained largely in the mid-high price ranges. Niagara saw mid price ranges continue to dominate with the \$900-1M price range falling to #5.

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

## APPOINTMENTS 4 YEARS AT A GLANCE



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