

APPOINTMENT CENTRE

SEPTEMBER 5-11, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

3716
 appointments booked

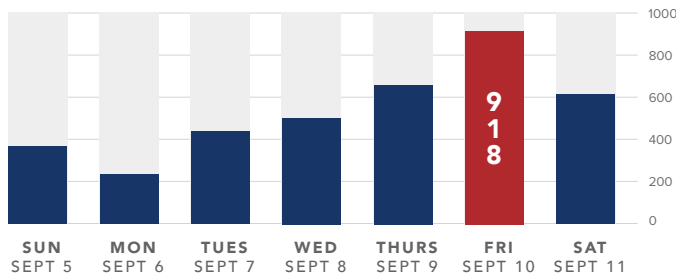
+25.8%
 % change over previous week

220
 new listings this week

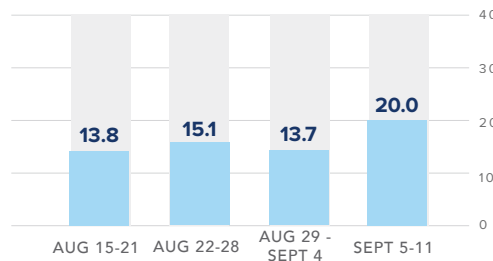
186
 total properties SOLD this week

20.0
 *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

18,239
 total appointments: Sept 2020

6,243
 total appointments: Sept 1-11, 2020

5,383
 total appointments: Sept 1-11, 2021

-13.8%
 % change 2020 vs. 2021

Appointments are up 25.8% compared to last week, as showings picked up again after the long weekend. The sold/appointment index rose to 20.0 as new inventory entered the market and buyers were given more choice.

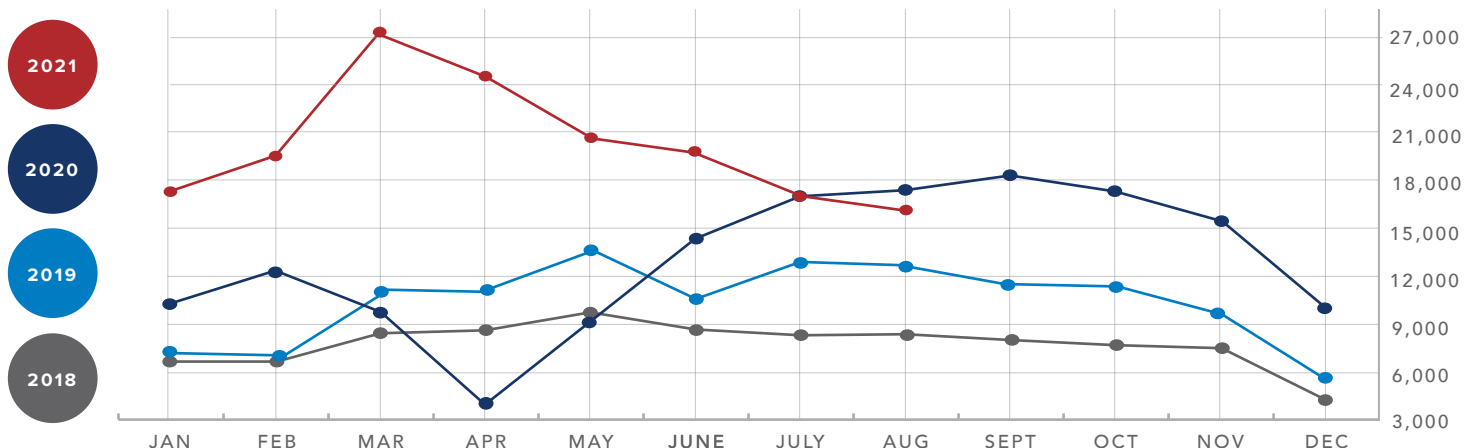
Last September was the busiest month for appointments in all of 2020, and this September we are down -13.8% compared to this record breaking month. As you can see in the chart below, the market usually slows down this time of year - but in 2020 we were experiencing a uniquely busy time as the market responded to the pent up demand from the pre-summer shutdowns.

Hamilton saw only slight fluctuations in popular price ranges, but remained in the mid-to-high ranges. In Burlington, the \$1-2M price range remains at the top spot followed by mid-high price ranges. Niagara continues to represent low, mid and high price ranges in the top 5.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE



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