

APPOINTMENT CENTRE

SEPTEMBER OCTOBER 3-9, 2021



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

WEEKLY
 APPOINTMENT
 BREAKDOWN

4498
 appointments
 booked

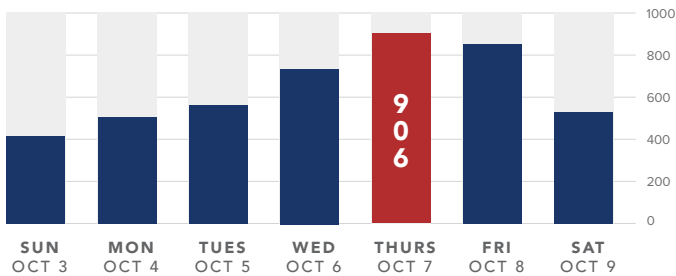
+1.6%
 % change over
 previous week

225
 new listings
 this week

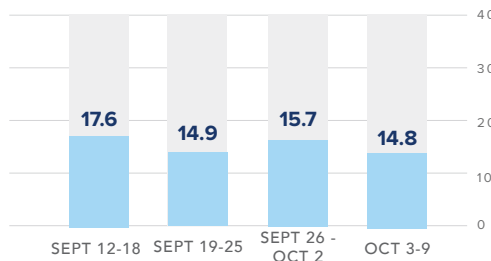
303
 total properties
 SOLD this week

14.8
 *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

4,992

total
 appointments:
 Oct 1-9, 2020

6,105

total
 appointments:
 Oct 1-9, 2021

+22.3%

% change
 2020 vs. 2021

The first week of October is off to a rapid start, outperforming last week by 1.6% and the same time frame last year by 22.3%. Thursday was the busiest day with 906 appointments booked, and dropped slightly on Friday as things started to cool off for the long weekend.

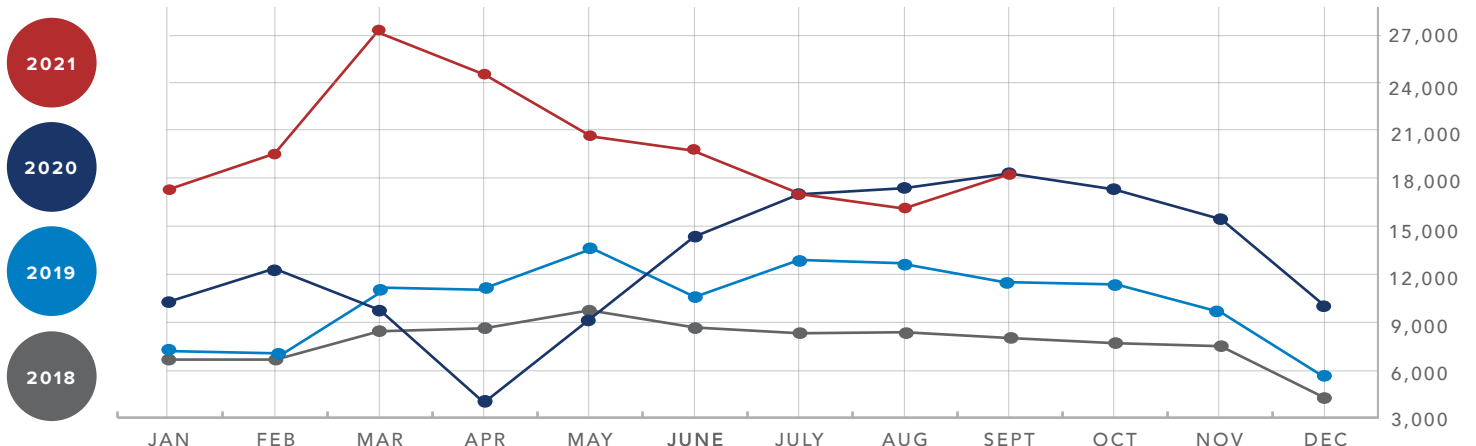
The sold/appointment index continues to hover around the 15 point mark, which is consistent with the previous month.

Popular price ranges in Hamilton saw a slight shuffle but remain in the mid-high price ranges. In Burlington, mid to high price ranges are popular as well, with the ultra luxe 2M+ price range falling off the list this week. Niagara continues to represent mid-low and high price ranges. \$100-200k price ranges all the way up to \$1-2M made the top five!

TOP 5 PRICE RANGES

HAMILTON			BURLINGTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$650-700k	#1	\$1-2M	\$1-2M	#1	\$650-700k	\$450-500k
#2	\$650-700k	\$1-2M	#2	\$900k-1M	\$900k-1M	#2	\$1-2M	\$100-200k
#3	\$750-800k	\$750-800k	#3	\$500-550k	\$450-500k	#3	\$800-900k	\$1-2M
#4	\$350-400k	\$550-600k	#4	\$800-900k	\$550-600k	#4	\$750-800k	\$350-400k
#5	\$550-600k	\$900k-1M	#5	\$2M+	\$800-900k	#5	\$400-450k	\$400-450k

APPOINTMENTS 4 YEARS AT A GLANCE



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