

APPOINTMENT CENTRE

NOVEMBER 21-27, 2021



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

WEEKLY
 APPOINTMENT
 BREAKDOWN

3,723
 appointments
 booked

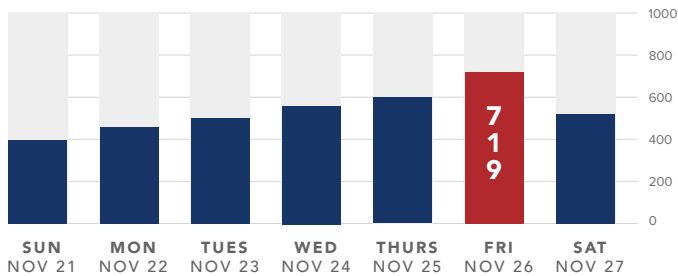
-5.9%
 % change over
 previous week

154
 new listings
 this week

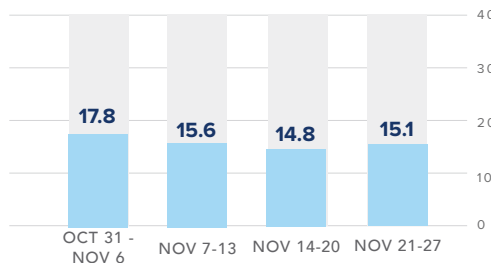
247
 total properties
 SOLD this week

15.1
 *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

14,075
 total appointments:
 Nov 1-27 2020

15,395
 total appointments:
 Nov 1-27 2021

+9.4%
 % change
 2020 vs. 2021

November 2021 is on track to outperform November 2020, needing only 70 appointments to surpass all of November last year. So far this month, we have booked 9.4% more appointments than the same time frame last year.

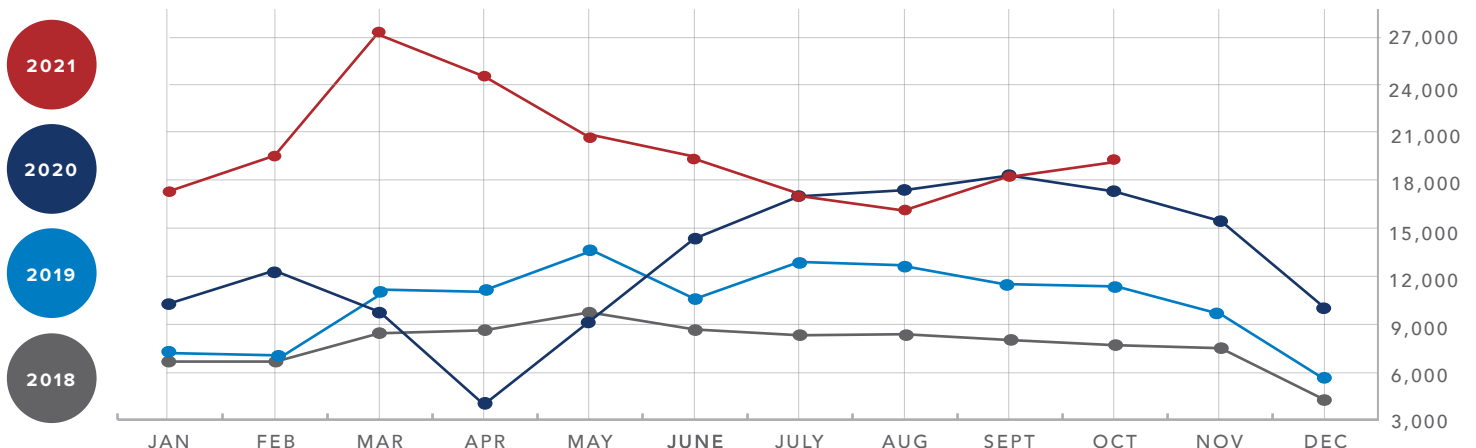
TOP 5 PRICE RANGES

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

The sold/appointment index rose a fraction of a point to 15.1, showing that for the past 3 weeks buyers book approximately 15 appointments before putting pen to paper.

There was a slight shuffle in popular price ranges in Hamilton, but remained in the mid-high ranges. Burlington saw the \$1-2M price range take the top spot once again, 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.