

APPOINTMENT CENTRE

JANUARY 9-15, 2022



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

WEEKLY APPOINTMENT BREAKDOWN

4,067
 appointments booked

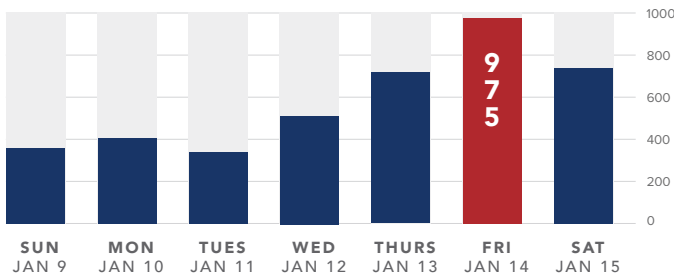
+5.1%
 % change over previous week

140
 new listings this week

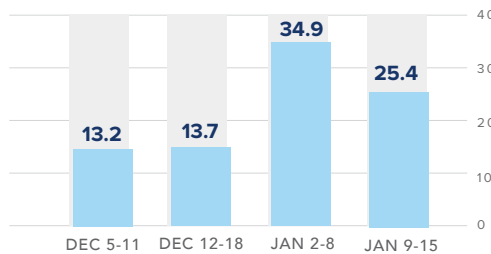
160
 total properties SOLD this week

25.4
 *Appointment/Sold Index

APPOINTMENTS - A WEEK AT A GLANCE



APPOINTMENT/SOLD 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

17,094
 total appointments: Jan 2021

6,286
 total appointments: Jan 1-15 2021

8,085
 total appointments: Jan 1-15 2022

+28.6%
 % change 2020 vs. 2021

January continues to outperform the same time frame last year, with 28.6% more appointments so far this month! Appointments are also up 5.1% compared to last week.

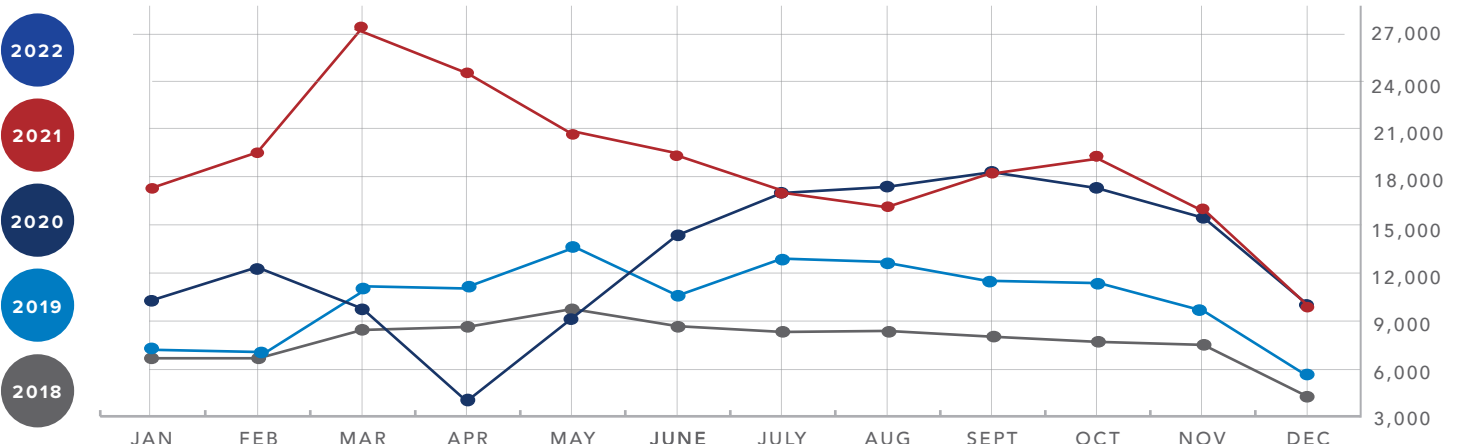
The Appointment/Sold index is down from last week but still higher than previous weeks. This is simply because the buyers are outpacing the inventory.

In Hamilton, we saw a slight shuffle in popular price ranges but remained in the mid-high price ranges. The \$1-2M price range continues to be #1 in Burlington, followed by mid-high price ranges. Niagara saw low, mid and high price ranges represented in the top 5 this past week.

TOP 5 PRICE RANGES

HAMILTON			HALTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$450-500k	\$650-700k	#1	\$1-2M	\$1-2M	#1	\$450-500k	\$550-600k
#2	\$650-700k	\$450-500k	#2	\$500-550k	\$900-950k	#2	\$1-2M	\$650-700k
#3	\$550-600k	\$1-2M	#3	\$700-750k	\$600-650k	#3	\$550-600k	\$450-500k
#4	\$850-900k	\$750-800k	#4	\$2M+	\$950k-1M	#4	\$700-750k	\$350-400k
#5	\$1-2M	\$600-650k	#5	\$850-900k	\$850-900k	#5	\$650-700k	\$1-2M

APPOINTMENTS 5 YEARS AT A GLANCE



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