

APPOINTMENT CENTRE

MARCH 21-27, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

5629
 appointments booked

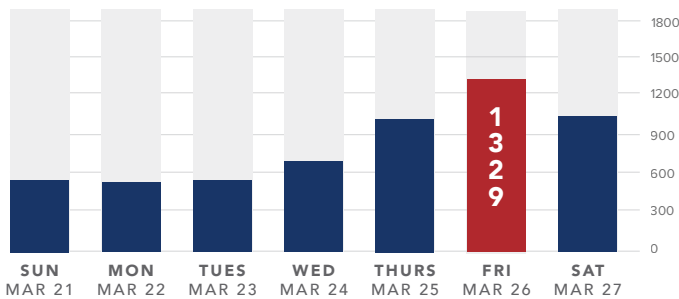
-15.1%
 % change over previous week

386
 new listings this week

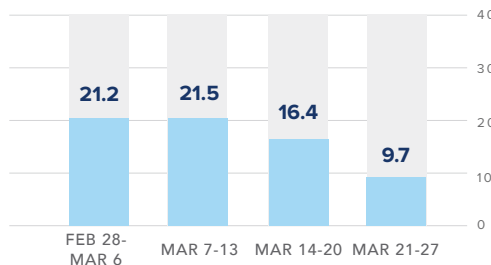
580
 total properties SOLD this week

9.7
 *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

9,586
 total appointments: Mar 2020

9,227
 total appointments: Mar 1-27, 2020

24,989
 total appointments: Mar 1-27, 2021

+170.8%
 % change 2020 vs. 2021

As we enter what is essentially a post-spring market (the spring market started in January this year), we are seeing fewer active buyers through a 15% decrease in the week-over-week appointments. Listing inventory is increasing with 39% more new listings last week than the previous week, and sales continue to rise - up by 44%.

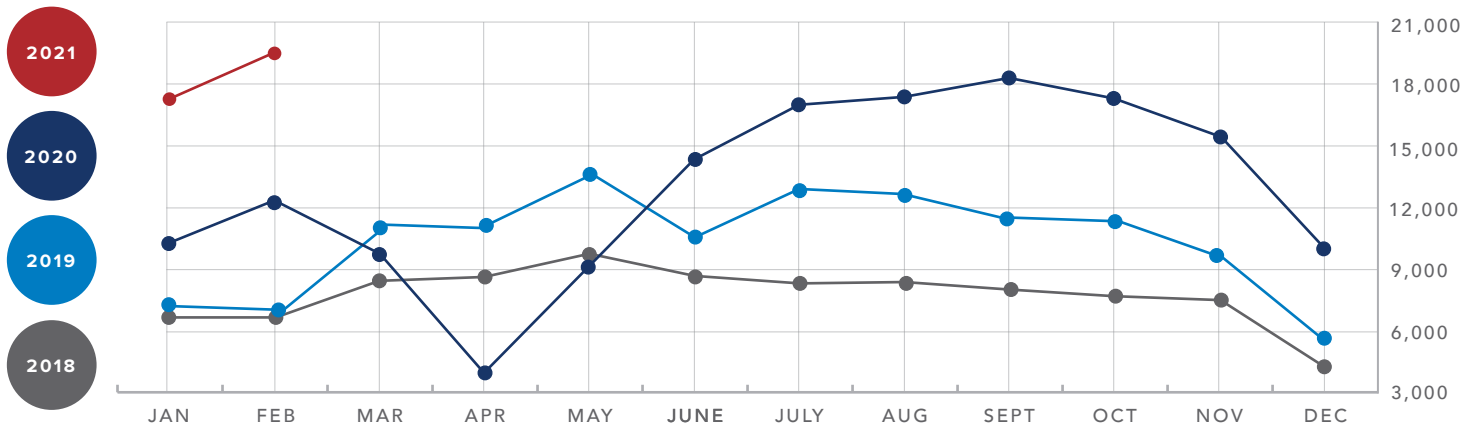
Our Sold/Appointment Index has dropped to 9.7 appointments per property sold, largely in response to the reduced number of buyers, and more choice in the market, which appeals to the value-conscious consumer who are making quicker decisions.

Luxury homes have grown in popularity in Hamilton, with \$1-2M homes in the #1 spot. Burlington continues to favour the \$1-2M range as well, followed by a smattering of low, mid and higher price points. Niagara's most popular price ranges continue to be more affordable, with \$450-500k properties in the top spot for the second week in a row.

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

APPOINTMENTS 4 YEARS AT A GLANCE



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