

APPOINTMENT CENTRE

FEBRUARY 21-27, 2021



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

WEEKLY
 APPOINTMENT
 BREAKDOWN

5259
 appointments
 booked

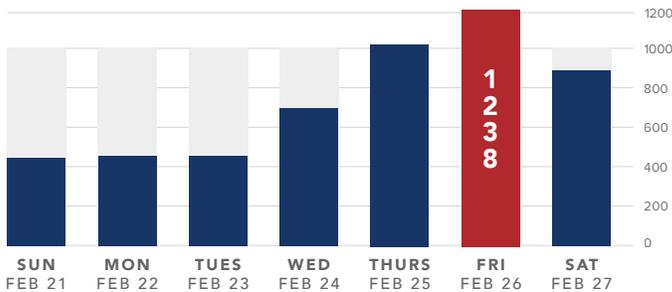
+7.7%
 % change over
 previous week

236
 new listings
 this week

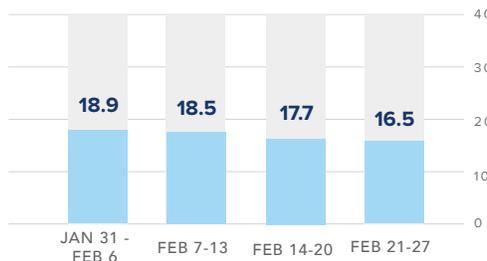
317
 total properties
 SOLD this week

16.5
 *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

12,198
 total
 appointments:
 Feb 2020

19,914
 total
 appointments:
 Feb 2021

+63.3%
 % change
 2020 vs. 2021

Highest
 Number of
 Appointments
 EVER in a single
 month!

This week outperformed last week by 7.7%, and the month of February 2021 surpassed February 2020 by a staggering 63.3%! This is especially impressive considering this month had only 28 days in 2021.

Historically, Friday's are the busiest days for appointments, and this week is no exception. But - for the first time ever, a day other than Friday has surpassed 1000 appointments! On Thursday we reached 1063.

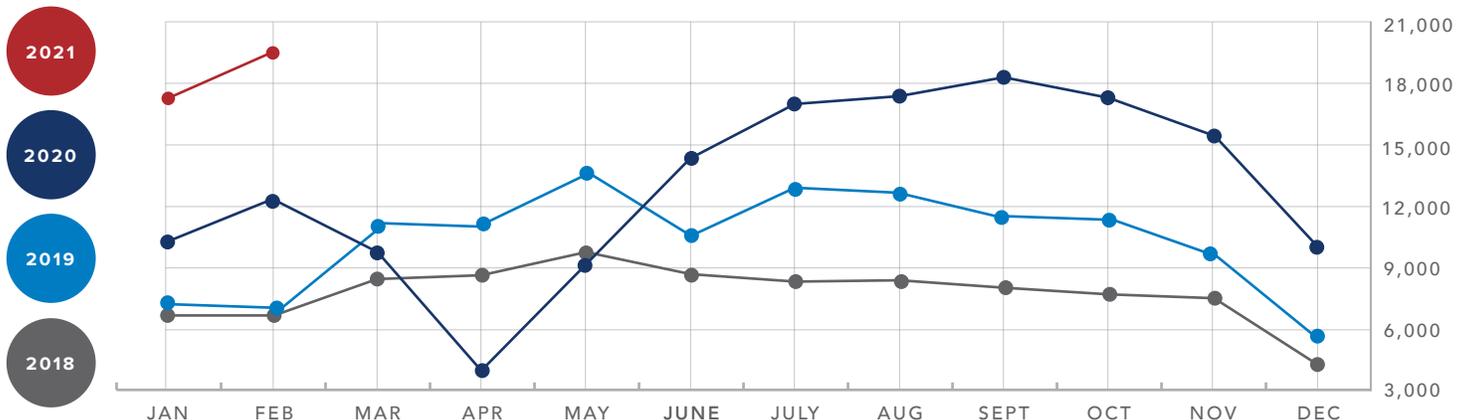
The sold/appointment index continues to slowly inch downward for the 5th week in a row. Inventory remains low and buyers may be showing signs of fatigue, and may be taking a break from this multiple offer environment.

Higher price ranges took the top spots in Hamilton, as mid to low ranges are pushed down the list. Burlington price ranges stayed fairly consistent with the previous week. Niagara saw the \$750-800k price range take the #3 spot, but otherwise stayed fairly similar.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE



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