

APPOINTMENT CENTRE

JANUARY 24-30, 2021



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

WEEKLY
APPOINTMENT
BREAKDOWN

5200
appointments
booked

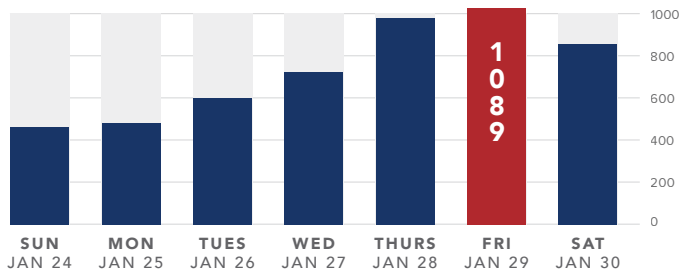
+12.7%
% change over
previous week

211
new listings
this week

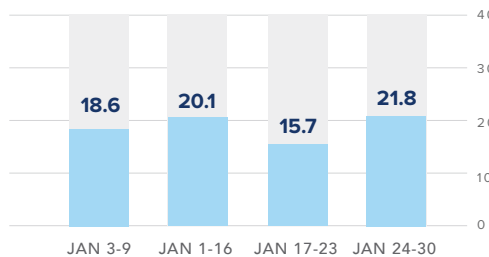
238
total properties
SOLD this week

21.8
*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

10,392
total
appointments:
Jan 2020

17,094
total
appointments:
Jan 2021

+64.5%
% change
2020 vs. 2021

This week outperformed last week by 12.7%, and the month of January 2021 surpassed January 2020 by an incredible 64.5%! This time last year, our busiest day of the week saw 488 appointments, versus this week our busiest day had 1089 appointments. The numbers show just how many buyers are searching for the right property to call home.

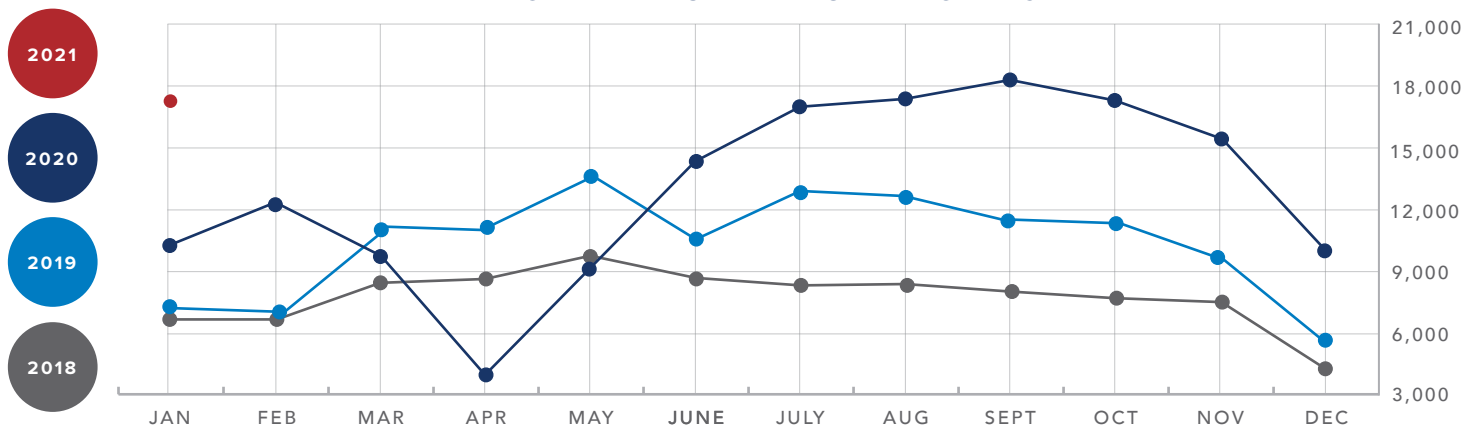
Our Sold/Appointment index rose slightly to 21.8 appointments, indicating Buyers continue to be highly motivated and inventory continues to remain very low.

Popular price points in Hamilton dropped slightly, with 350-400k and 550-600k price ranges taking the top spots. In Burlington, \$1-2M price points dropped once again to the #4 spot. Niagara price ranges saw a slight shuffle, with the lower price points of \$350-400k entering the top 5.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE



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