

# APPOINTMENT CENTRE

MARCH 7-13, 2021



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**6802**  
appointments  
booked

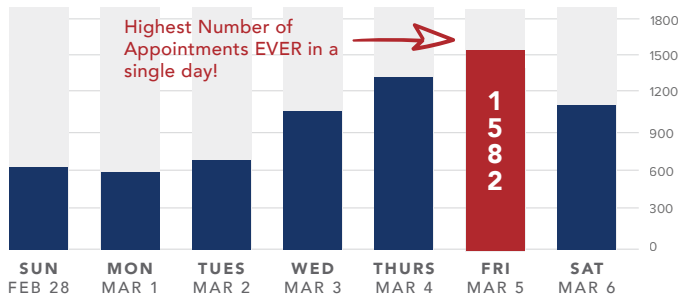
**+8%**  
% change over  
previous week

**316**  
new listings  
this week

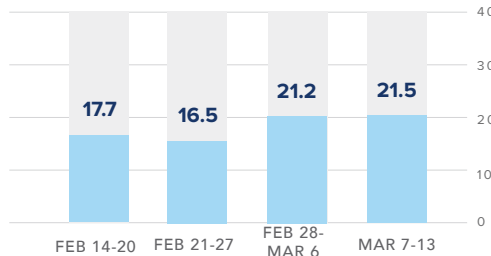
**316**  
total properties  
SOLD this week

**21.5**  
\*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

**9,586**

total  
appointments:  
Mar 2020

**6,569**

total  
appointments:  
Mar 1-13, 2020

**12,633**

total  
appointments:  
Mar 1-13, 2021

**+92.3%**

% change  
2020 vs. 2021

## 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	\$1-2M	\$1-2M	#1	\$450-500k	\$450-500k
#2	\$800-900k	\$650-700k	#2	\$800-900k	\$800-900k	#2	\$550-600k	\$550-600k
#3	\$1-2M	\$750-800M	#3	\$2M+	\$600-650k	#3	\$450-500k	\$450-500k
#4	\$650-700k	\$800-900k	#4	\$900k-1M	\$900k-1M	#4	\$250-300k	\$600-650k
#5	\$750-800k	\$1-2M	#5	\$750-800k	\$750-800k	#5	\$1-2M	\$1-2M

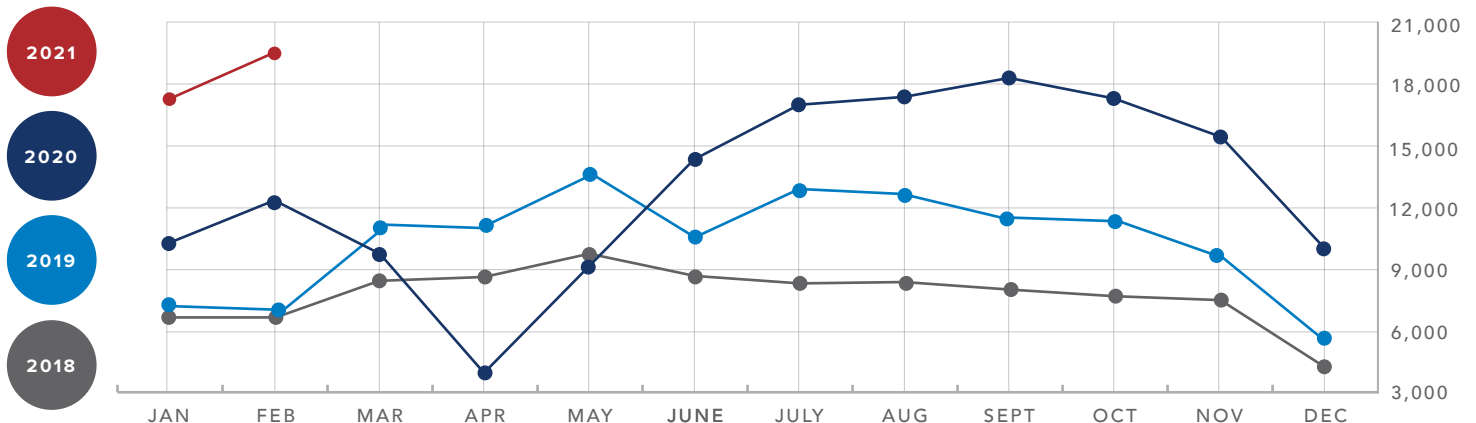
March 2021 hasn't just surpassed March 2020, it can't even see it in the rear view mirror. With 18 days left in the month, we have already booked more appointments than all of March 2020!

We achieved a new record Thursday (1324 appointments), a record single day EVER on Friday (1582), a record Saturday (1124) and a record overall week with 6,802 appointments. This means we didn't just outperform last year, we are reaching all new records.

The sold/appointment index is slowly inching upward as buyers re-enter the market and inventory levels increase.

In Hamilton, mid price ranges are the most popular, and luxury homes are bumped down the list. In Burlington, uber luxe \$2M+ were replaced in the #3 spot by \$600-650k. Niagara stayed almost identical to last week, although \$600-650k homes took the #4 spot.

## APPOINTMENTS 4 YEARS AT A GLANCE



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