

# APPOINTMENT CENTRE

FEBRUARY 28 - MARCH 6, 2021



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

WEEKLY  
APPOINTMENT  
BREAKDOWN

**6296**  
appointments  
booked

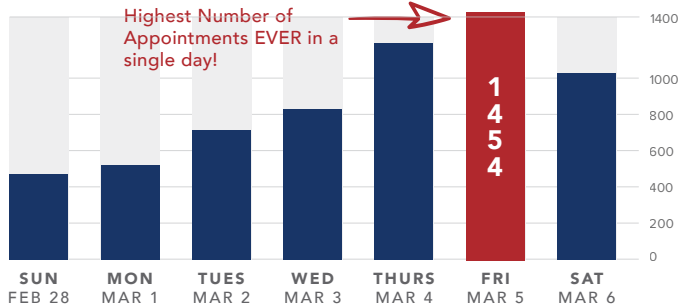
**+19.7%**  
% change over  
previous week

**214**  
new listings  
this week

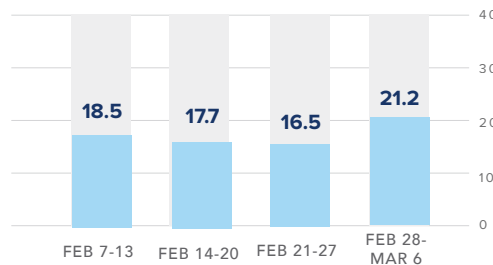
**297**  
total properties  
SOLD this week

**21.2**  
\*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



The first week of March 2021 is in stark contrast to the same time last year - with 95.1% more appointments! This past Friday achieved a single day record with 1454 appointments, and a record breaking one week total of 6296 appointments.

2 weeks ago, for the first time ever a day other than Friday achieved 1063 appointments. We have already broken that record - with this last Thursday achieving 1229 appointments.

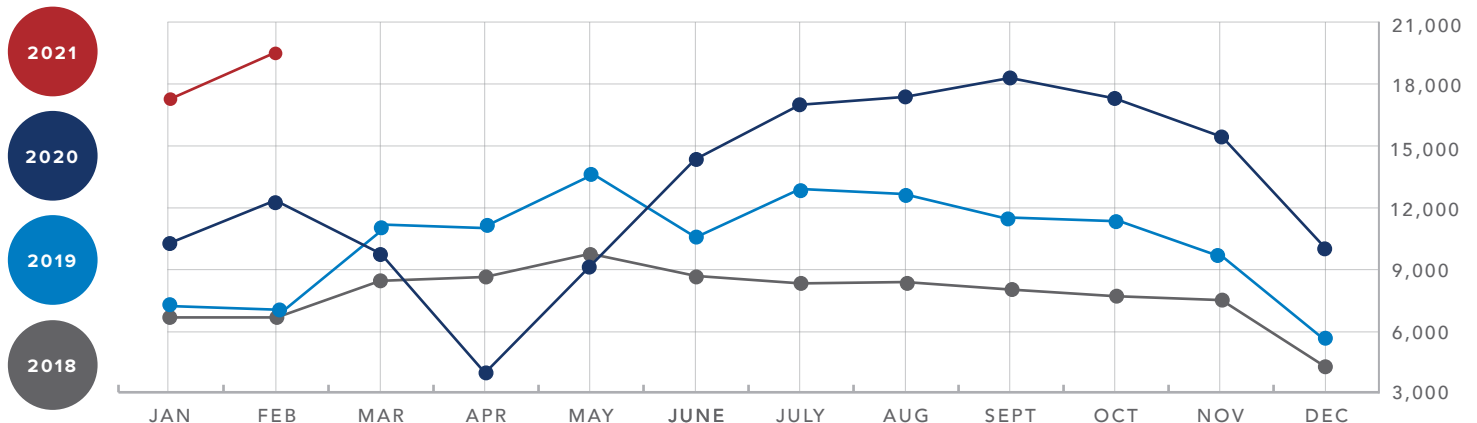
The Sold/Appointment index has halted its slow decline, and has started to rise once again. This indicates that buyers are re-entering the market, as we are experiencing increasing levels of inventory.

In Hamilton, the mid price ranges took the top spot. Burlington saw \$2M+ price ranges rise to the #3 spot. Niagara stayed fairly similar to last week with the exception of \$1-2M price ranges sneaking into the #5 spot.

## TOP 5 PRICE RANGES

HAMILTON			BURLINGTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$900k-1M	\$550-600k	#1	\$1-2M	\$1-2M	#1	\$450-500k	\$450-500k
#2	\$750-800k	\$800-900k	#2	\$800-900k	\$800-900k	#2	\$550-600k	\$550-600k
#3	\$550-600k	\$1-2M	#3	\$550-600k	\$2M+	#3	\$750-800k	\$450-500k
#4	\$350-400k	\$650-700k	#4	\$500-550k	\$900k-1M	#4	\$500-550k	\$250-300k
#5	\$500-550k	\$750-800k	#5	\$750-800k	\$750-800k	#5	\$350-400k	\$1-2M

## APPOINTMENTS 4 YEARS AT A GLANCE



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