

APPOINTMENT CENTRE

APRIL 18-24, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

5710
 appointments booked

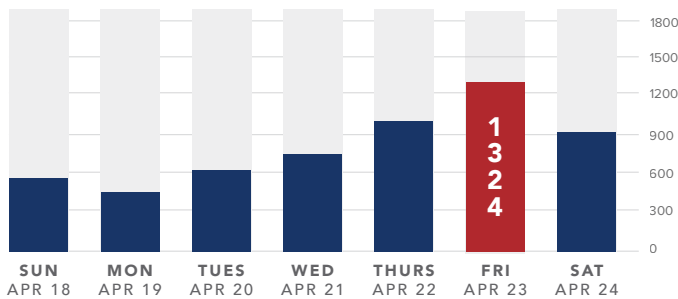
-10.6%
 % change over previous week

268
 new listings this week

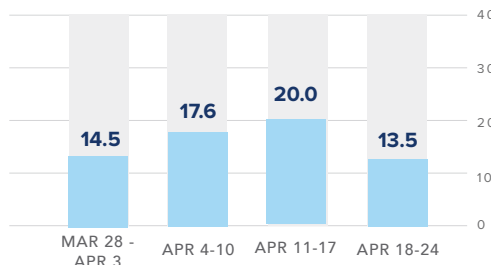
424
 total properties SOLD this week

13.5
 *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

3,812
 total appointments: April 2020

2,729
 total appointments: Apr 1-24, 2020

20,383
 total appointments: Apr 1-24, 2021

+646.9%
 % change 2020 vs. 2021

This time last year, appointments were down as buyers were staying home, and sellers were delaying putting up their "For Sale" signs. As the world adjusted to the new normal, our brokerage was putting systems and tools in place to help real estate operate safely and effectively in the in the short, medium and long term. The result - 1 year later appointments are up 646.9%!

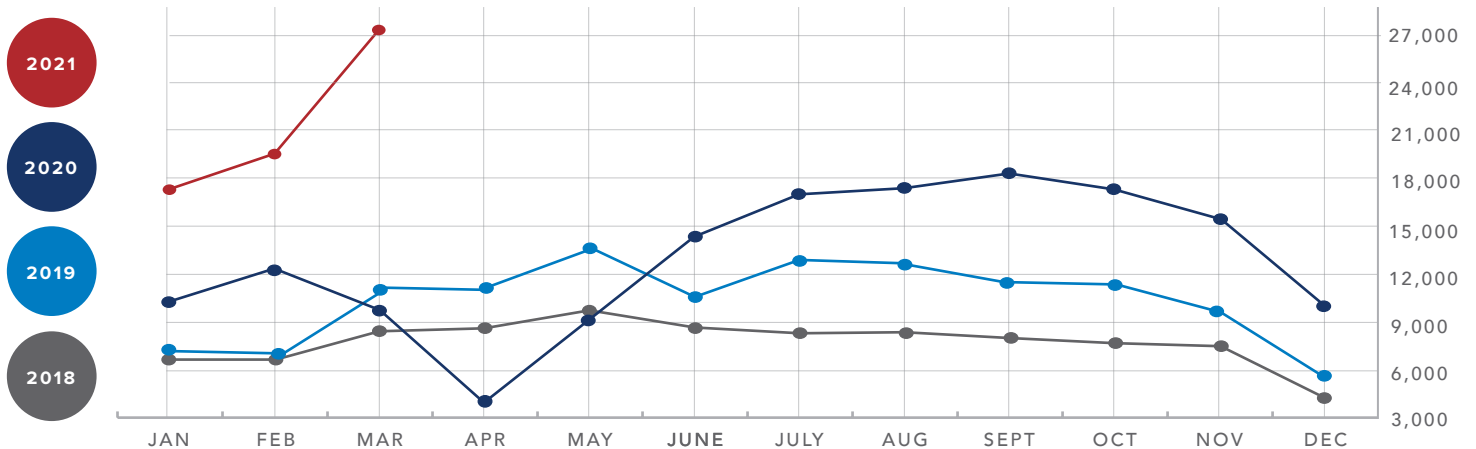
It was a busy week for appointments, although down 10.6% from last week (possibly due to the lull on Monday during the widespread Rogers outage). The sold/appointment index dropped this week, likely due decrease in buyers entering the market.

Hamilton experienced a slight drop in popular price ranges overall, with \$550-600k price ranges taking the top spot and \$350-400k homes once again gaining popularity. Burlington also saw more affordable price ranges making the top 5, but \$1-2M price ranges still remain to most favoured. Niagara saw \$250-300k price ranges in the top 5 for the first time since February, but overall mid-low price ranges remain popular.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE



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