

APPOINTMENT CENTRE

MAY 2-8, 2021



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

WEEKLY
APPOINTMENT
BREAKDOWN

4955
appointments
booked

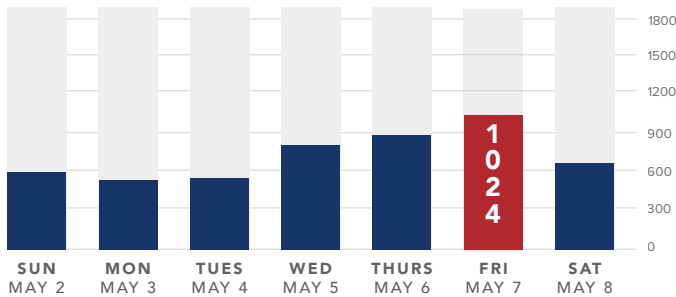
-5.5%
% change over
previous week

268
new listings
this week

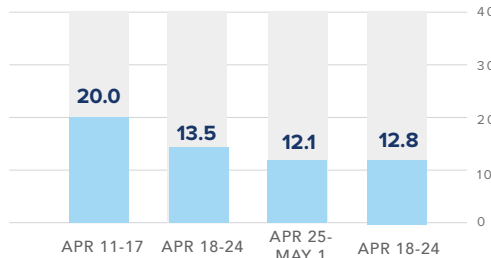
387
total properties
SOLD this week

12.8
*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

9,478
total
appointments:
May 2020

2,148
total
appointments:
May 1-8 2020

5,787
total
appointments:
May 1-8 2-21

+169.4%
% change
2020 vs. 2021

The appointment saw a 169.4% increase in appointments compared to this time last year, as 2021 continues to prove that we are in a strong and resilient market.

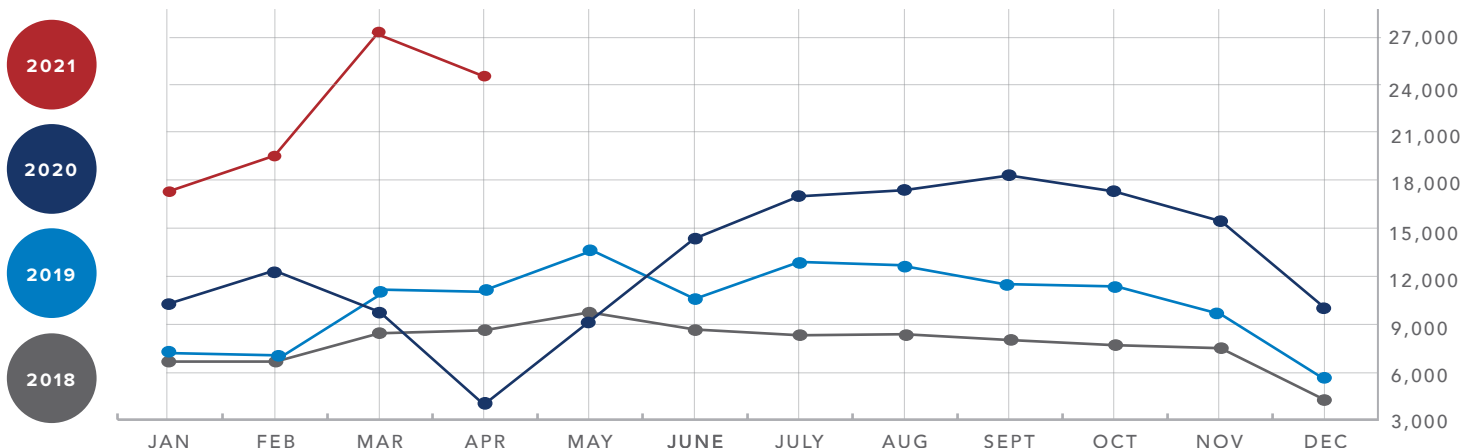
The sold/appointment index continues to inch downward for the third week in a row, as buyers enter the market at a slower pace than the breakneck speed we saw in April. Although we are still in a seller's market, buyer competition is relaxing as more inventory enters the market.

Hamilton saw a slight shuffle in popular price points, with the more expensive \$900k-1M price ranges falling off the list and the low-mid ranges taking the top spots. Burlington continues to favour \$1-2M properties, followed by mid-high price ranges. Niagara saw the more affordable \$350-500k price ranges take the #1 spot, and nothing over \$650 made the list.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE



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