

# APPOINTMENT CENTRE

MARCH 14-20, 2021



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

**WEEKLY APPOINTMENT BREAKDOWN**

**6627**  
 appointments booked

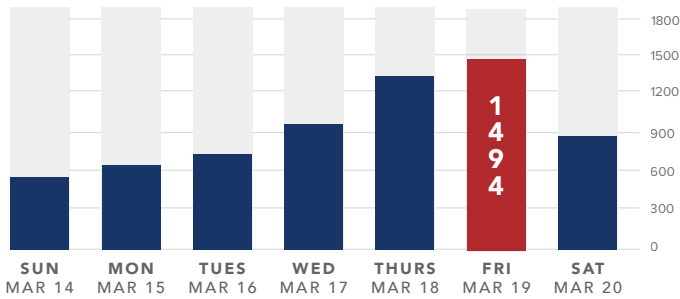
**-2.6%**  
 % change over previous week

**277**  
 new listings this week

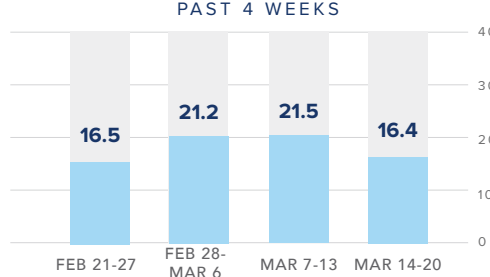
**404**  
 total properties SOLD this week

**16.4**  
 \*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

**8,338**  
 total appointments: Mar 1-20, 2020

**19,360**  
 total appointments: Mar 1-20, 2021

**+132.2%**  
 % change 2020 vs. 2021

## TOP 5 PRICE RANGES

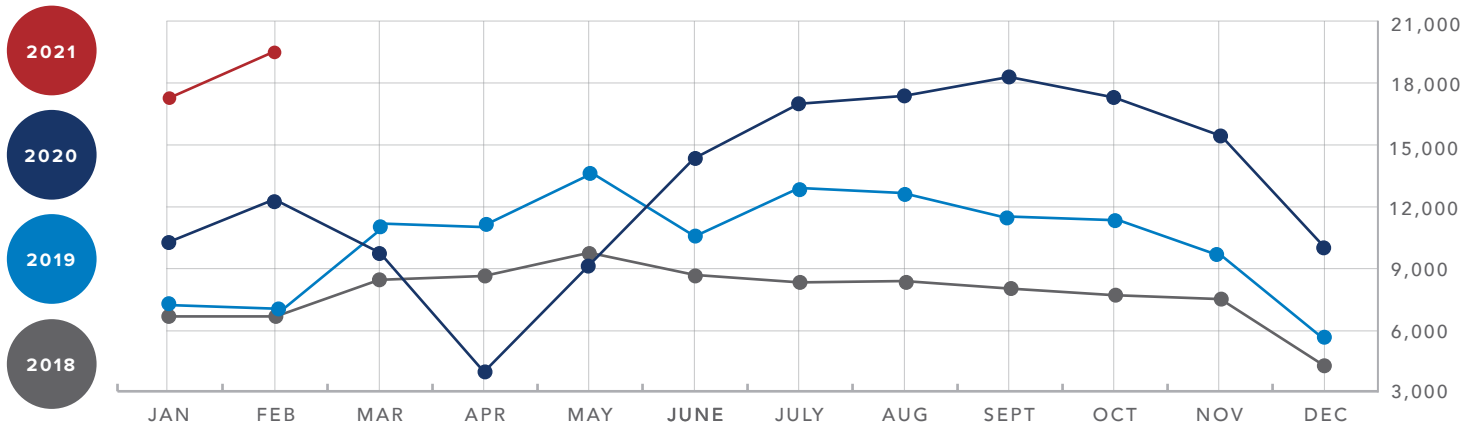
HAMILTON			BURLINGTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$550-600k	\$650-700k	#1	\$1-2M	\$1-2M	#1	\$450-500k	\$450-500k
#2	\$650-700k	\$550-600k	#2	\$800-900k	\$900k-1M	#2	\$550-600k	\$400-450k
#3	\$750-800k	\$350-400k	#3	\$600-650k	\$800-900k	#3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

This time last year, COVID 19 was officially deemed a pandemic and as a result several severe restrictions were put in place in Ontario. While Real Estate was deemed an essential service, the Appointment Centre saw a definite drop in appointments booked at that time. Appointments booked during this week last year were 1,641. Fast forward 1 year and while the pandemic is still in high gear, but with the appropriate COVID 19 protocols in place, buyers remain cautious but are more comfortable in venturing out and viewing homes. Appointments booked this week reached 6,627 - an increase of over 300% over the same time period last year!

Month to date, with 11 days still to go, the Appointment Centre is well on its way to break another record. The sold/appointment index has dropped slightly, further showing Buyer's confidence in the housing market.

Sale prices in Hamilton remain in the mid ranges, and luxury homes are further bumped down the list from last week. Burlington remains almost the same, with the exception of the \$450-500k range at the #4 spot. Niagara remained similar to last week, with the \$1-2M price ranges falling off the list.

## APPOINTMENTS 4 YEARS AT A GLANCE



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