

APPOINTMENT CENTRE

MAY 9-15, 2021



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

WEEKLY
APPOINTMENT
BREAKDOWN

4880
appointments
booked

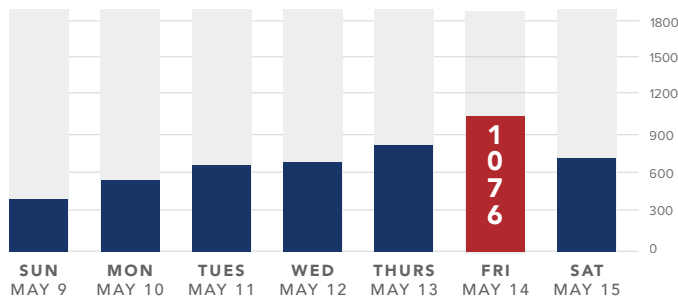
-1.5%
% change over
previous week

279
new listings
this week

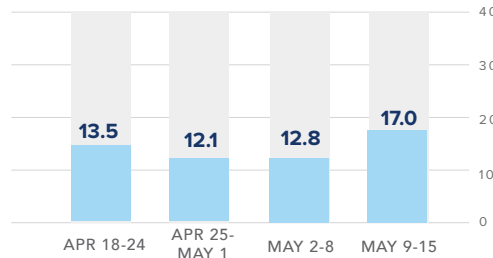
287
total properties
SOLD this week

17.0
*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

4,174
total
appointments:
May 1-15 2020

10,667
total
appointments:
May 1-15 2021

+155.6%
% change
2020 vs. 2021

There have already been more appointments in the first 15 days of May 2021 than in the entire month of May last year! Appointments are down slightly from last week, which could indicate a cooling down of the market or a calm before the storm. Sold properties still outnumber listings however, so demand is still high.

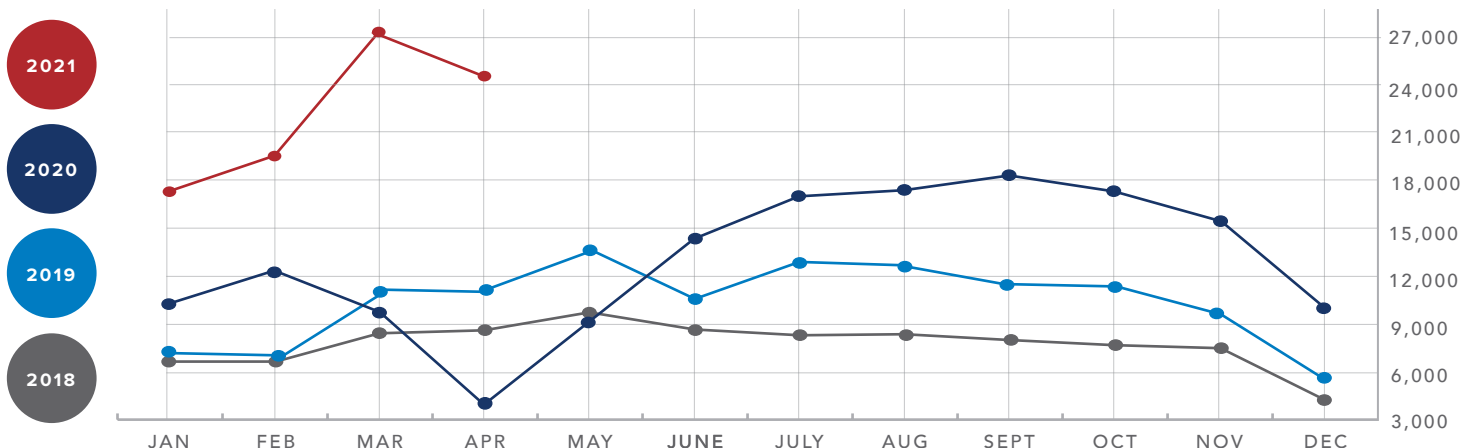
The sold/appointment index is on the rise after a 4 week decline, indicating that new inventory is continuing to enter the market and buyers have more choice.

Hamilton saw \$1-2M homes ranked in our top 5 for the first time in a month, plus the usual mid-high price ranges. Burlington predictably saw \$1-2M in the top spot, followed by a variety of low-mid and high price ranges. Niagara continues to cater to the low-mid price ranges.

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	\$350-400k	\$450-500k
#2	\$550-600k	\$450-500k	#2	\$550-600k	\$650-700k	#2	\$450-500k	\$550-600k
#3	\$350-400k	\$1-2M	#3	\$750-800k	\$800-900k	#3	\$550-600k	\$500-550k
#4	TIE: \$750-800k & 800-900	\$800-900k	#4	\$800-900k	\$550-600k	#4	\$600-650k	\$300-350k
#5	\$450-500k	\$650-700k	#5	\$450-500k	\$350-400k	#5	\$500-550k	\$350-400k

APPOINTMENTS 4 YEARS AT A GLANCE



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