

APPOINTMENT CENTRE

APRIL 11-17, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

6388
 appointments booked

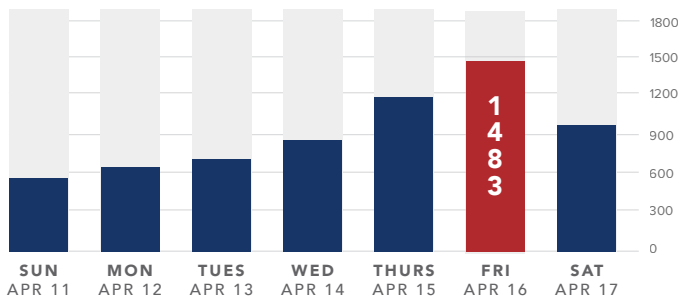
+11.6%
 % change over previous week

290
 new listings this week

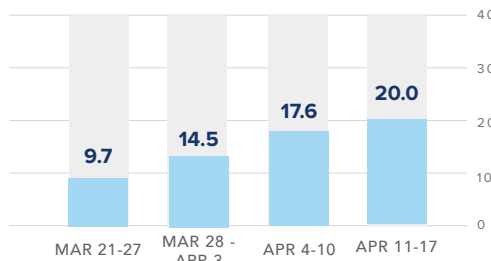
319
 total properties SOLD this week

20.0
 *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

3,812
 total appointments:
 April 2020

1,652
 total appointments:
 Apr 1-17, 2020

14,673
 total appointments:
 Apr 1-17, 2021

+788.2%
 % change
 2020 vs. 2021

Appointments are trending upward, as buyers continue to enter the market and inventory increases. The sold/appointment index also inches upward, as buyers continue to view many properties before successfully finding a home in this competitive seller's market.

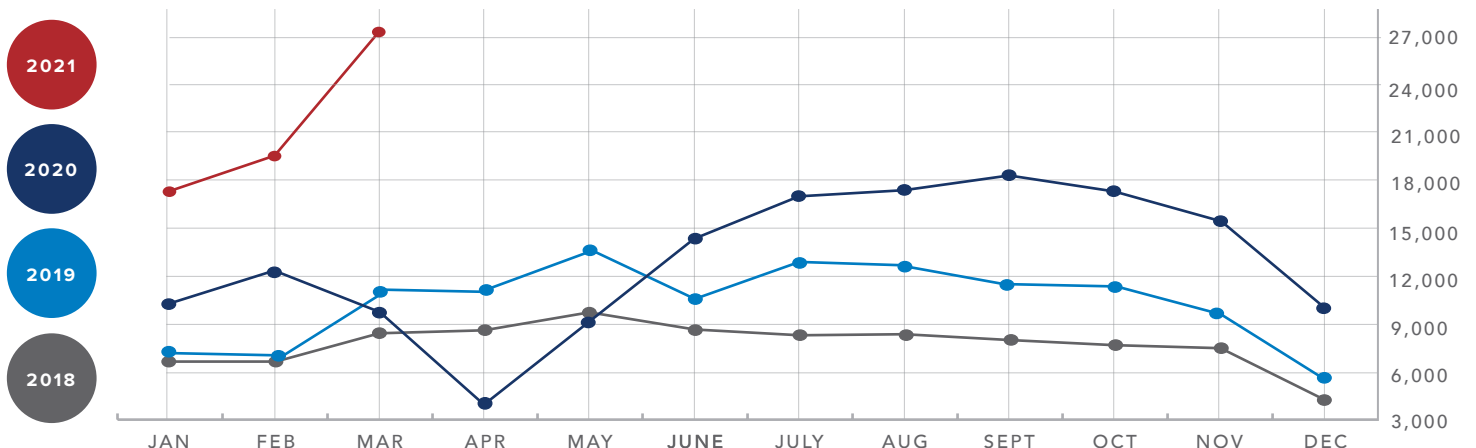
Appointments continue to outstrip last year's numbers, as in 2020 we were still in the grip of the original COVID-19 lock down. Pent up demand, out-of-town buyers and successful health and safety measures are causing the demand this year to continue to grow.

In Hamilton, mid price ranges continue to be in the highest demand, with the more luxurious \$1-2M price ranges holding the #5 spot. In Burlington, slightly higher prices make up the majority of top price ranges, with \$1-2M taking the top spot. Niagara continues to represent the more affordable price ranges.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE



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