

APPOINTMENT CENTRE

MAY 30 - JUNE 5, 2021



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

WEEKLY
APPOINTMENT
BREAKDOWN

4402
appointments
booked

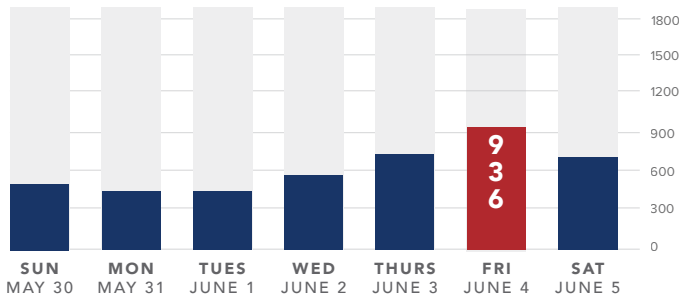
-1.9%
% change over
previous week

202
new listings
this week

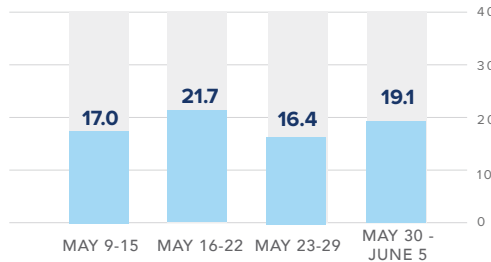
230
total properties
SOLD this week

19.1
*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

14,772
total
appointments:
June 2020

2,262
total
appointments:
June 1-5 2020

3,434
total
appointments:
June 1-5 2021

+51.8%
% change
2020 vs. 2021

May 2021 outperformed May 2020 by 117%, and June continues this trend of outperforming the same time frame in 2020. Comparing the first week of June in 2021 to 2020, we booked 51.8% more appointments.

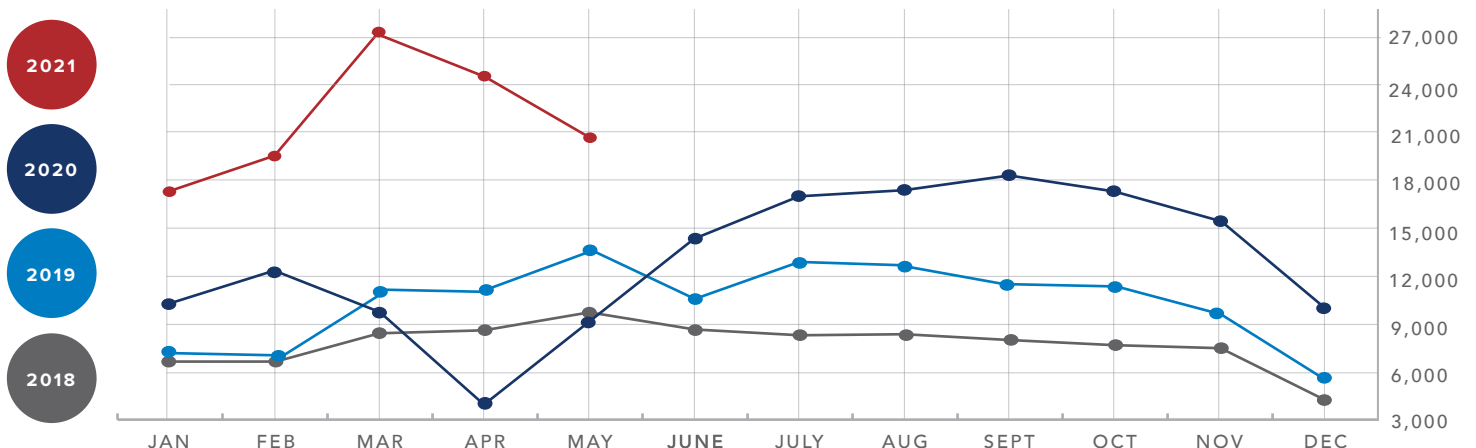
The sold/appointment index is back on the rise, showing that buyers have more choice as a result of new inventory entering the market.

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	\$700-750k	\$550-600k
#2	\$650-700k	\$700-750k	#2	\$750-800k	\$2M+	#2	\$650-700k	\$100-200k
#3	\$350-400k	\$350-400k	#3	\$650-700k	\$650-700k	#3	\$350-400k	\$700-750k
#4	\$1-2M	\$550-600k	#4	\$400-450k	\$900-1M	#4	\$500-550k	\$650-700k
#5	\$450-500k	\$450-500k	#5	\$900-1M	\$750-800k	#5	\$250-300k	\$400-450k

Hamilton price ranges saw a slight shuffle, with the top 2 spots going up slightly in price, followed by mid-low price ranges. Burlington saw the luxury 2M+ price ranges climb to the #2 spot, but otherwise remained in the mid-high price ranges we are used to seeing. Niagara price ranges saw a slight shift, with a surprise appearance in the #2 spot of the elusive low price range of \$100-200k.

APPOINTMENTS 4 YEARS AT A GLANCE



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