

APPOINTMENT CENTRE

MARCH 28- APRIL 3, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

4897
 appointments booked

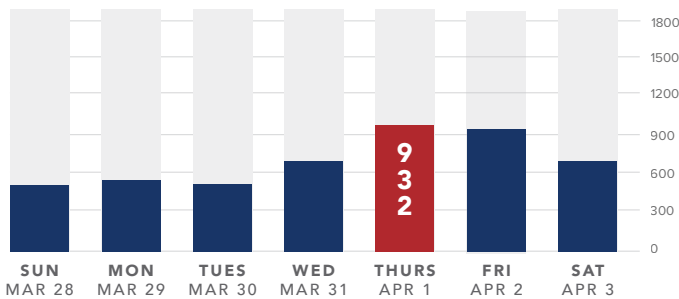
-13%
 % change over previous week

243
 new listings this week

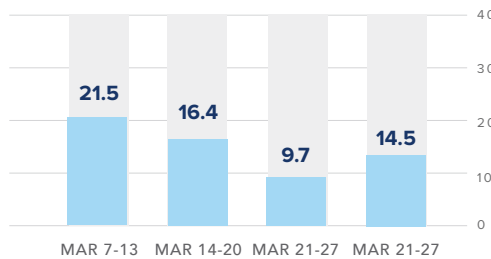
337
 total properties SOLD this week

14.5
 *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: March 2020

27,326
 total appointments: March 2021

+185.1%
 % change 2020 vs. 2021

TOP 5 PRICE RANGES

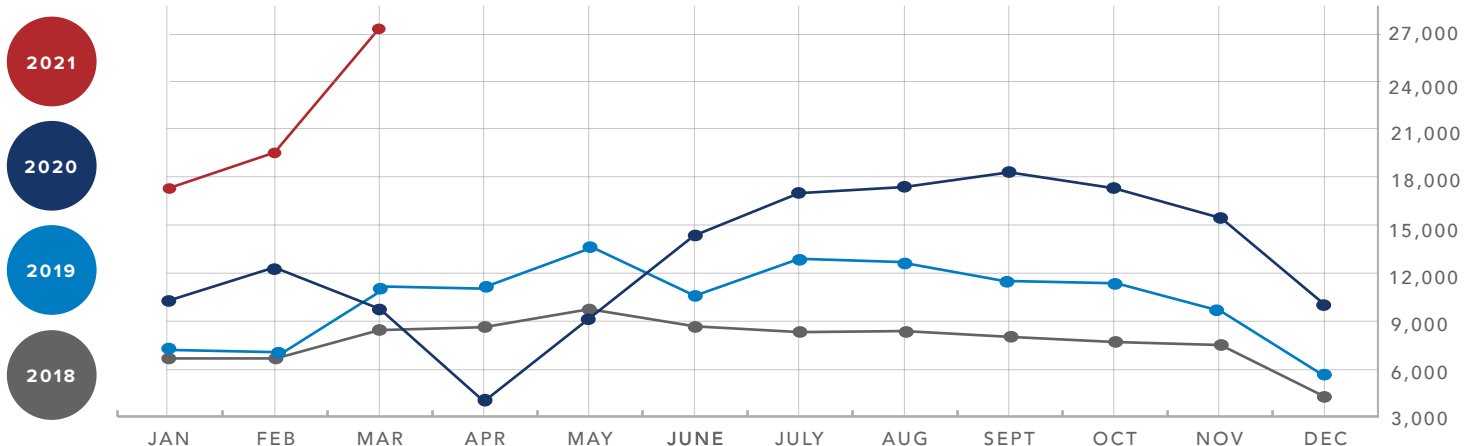
HAMILTON			BURLINGTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$1-2M	\$1-2M	#1	\$1-2M	\$1-2M	#1	\$450-500k	\$650-700k
#2	TIE \$450-500k & \$550-600k	\$450-500k	#2	\$800-900k	\$750-800k	#2	\$500-550k	\$450-500k
#3	\$650-700k	\$550-600k	#3	\$350-400k	\$650-700k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

Even with appointments down 13% as a result of the Easter Long Weekend, March 2021 is quite literally off the charts (see 'Appointments 4 Years At a Glance' below). There has been a staggering 17,740 more appointments than the same month last year. This has been the busiest month in the history of the Appointment Centre, and shows a particularly stark contrast compared to this time last year.

Based on the first three days of April, the market continues to be strong, and shows the possibility of another record breaking month on the way. Our Sold/Appointment Index has stopped its slow decline, and is once again on the rise. This is in response to the increase in inventory as buyers search for the perfect home.

Luxury homes continue to grow in popularity in Hamilton, with \$1-2M homes in the #1 spot for the second week in a row. Burlington continues to favour the \$1-2M range as well, followed by mid and high ranges. Niagara's most popular price ranges continue to be more affordable, but inch upward with \$650-700k taking the top spot.

APPOINTMENTS 4 YEARS AT A GLANCE



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