

APPOINTMENT CENTRE

JANUARY 10-16, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

3336
 appointments booked

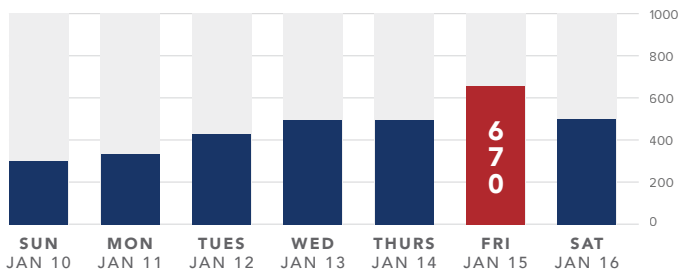
+11.9%
 % change over previous week

116
 new listings this week

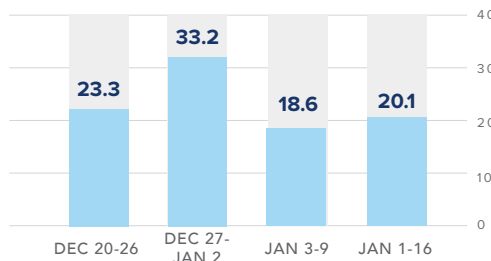
166
 total properties SOLD this week

20.1
 *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

10,392
 total appointments: Jan 2020

4,915
 total appointments: Jan 1-16, 2020

6,813
 total appointments: Jan 1-16, 2021

+38.6%
 % change 2020 vs. 2021

Appointments continue to outstrip both the previous week and the same time frame in January 2020. Appointments increased 11.9% over last week, and 38.6% over the first half of January 2020.

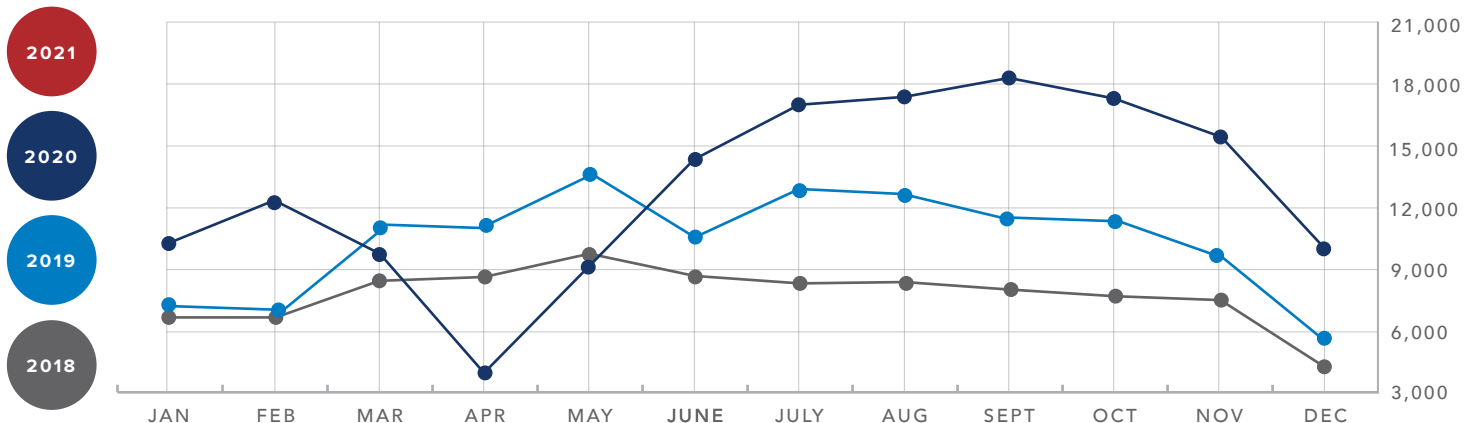
Our Sold/Appointment index remained similar to last week with 20.1 appointments on average per property sold. With low listing inventory, and many multiple-offer situations, many listings are seeing a high volume of appointments in the first few active days on the market as Buyers scramble to find a suitable home.

Popular price points in Hamilton remained similar to last week, with the exception of \$1-2M homes making a rare appearance in the #5 spot. We haven't seen homes this highly priced in the top 5 since May of last year. \$1-2M homes continue to take the top spot in Burlington, and only a slight shuffle in prices in Niagara.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE



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