

APPOINTMENT CENTRE

FEBRUARY 14-20, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

4881
 appointments booked

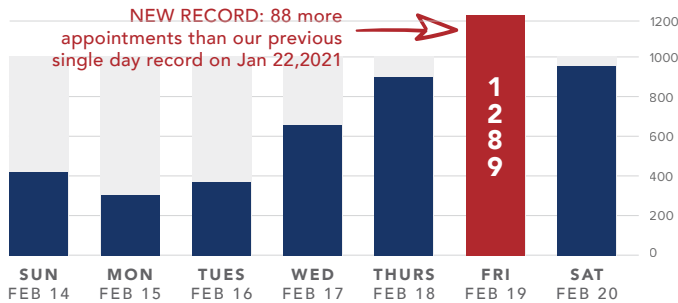
+5.2%
 % change over previous week

205
 new listings this week

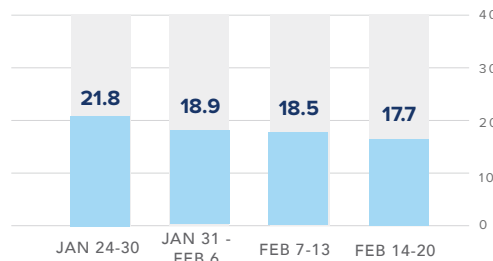
275
 total properties SOLD this week

17.7
 *Sold/Appointment Index

APPOINTMENTS - A WEEK AT A GLANCE

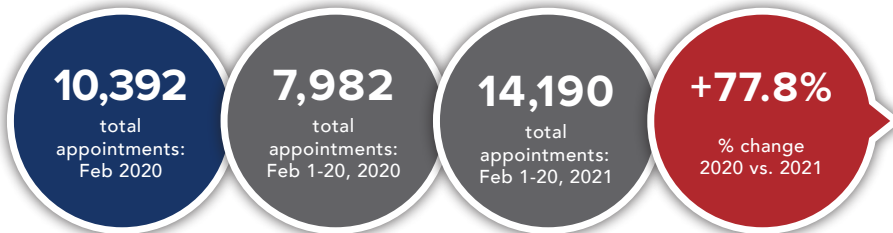


SOLD/APPOINTMENT INDEX PAST 4 WEEKS



*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



While the appointment centre had a slow start due to the Family Day on Monday and the snow storm on Tuesday, the number of appointments certainly ramped up with a new record single day total of 1289 on Friday. The Appointment Centre has already surpassed the total number of appointments booked for the entire month of February 2020 and still has 8 days to go.

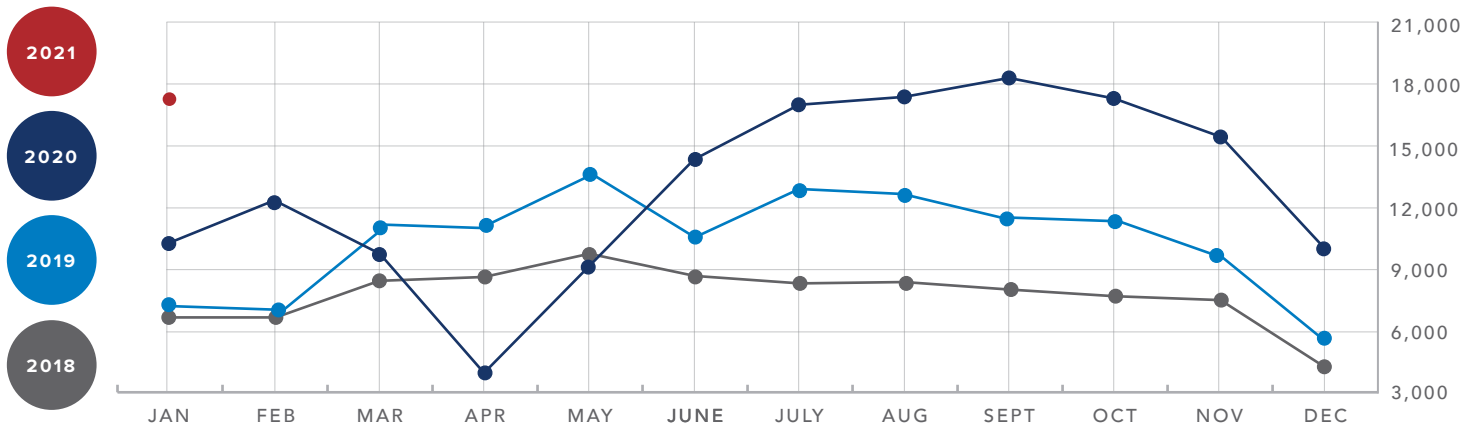
TOP 5 PRICE RANGES

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

The sold/appointment index has been slowly going down for the past 4 weeks, as highly motivated buyers continue to be the mainstay of the market.

In Hamilton, homes \$550k and up continue to be the most popular. Burlington saw 550-600k homes take the #3 spot, but overall stayed in the higher price ranges. Niagara prices saw a slight shuffle, but stayed similar to last week.

APPOINTMENTS 4 YEARS AT A GLANCE



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