

APPOINTMENT CENTRE

APRIL 4-10, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

5725
 appointments booked

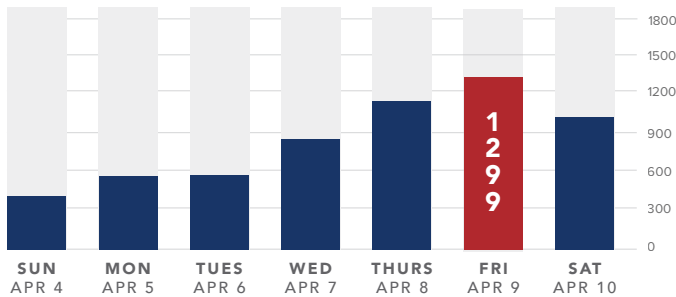
+16.9%
 % change over previous week

301
 new listings this week

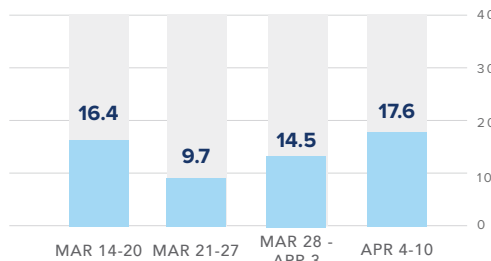
325
 total properties SOLD this week

17.6
 *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

906
 total appointments: Apr 1-10, 2020

8,285
 total appointments: Apr 1-10, 2021

+814.5%
 % change 2020 vs. 2021

This time last year, Ontario had been in a state of emergency for close to a month due to COVID-19, market activity slowed down tremendously, and our Broker of Record Conrad Zurini was keeping us all up-to-date with his online vlog series 'Weekly Updates with Wine'. This year, we are once again in a state of emergency, BUT we don't need Conrad's vlog to tell us that the market is fiery hot!

Appointments are predictably up 814.5% year over year, and a staggering 136.1% from 2019. This means that not only did the market bounce back from the first lockdown, but we have far exceeded even a typical March.

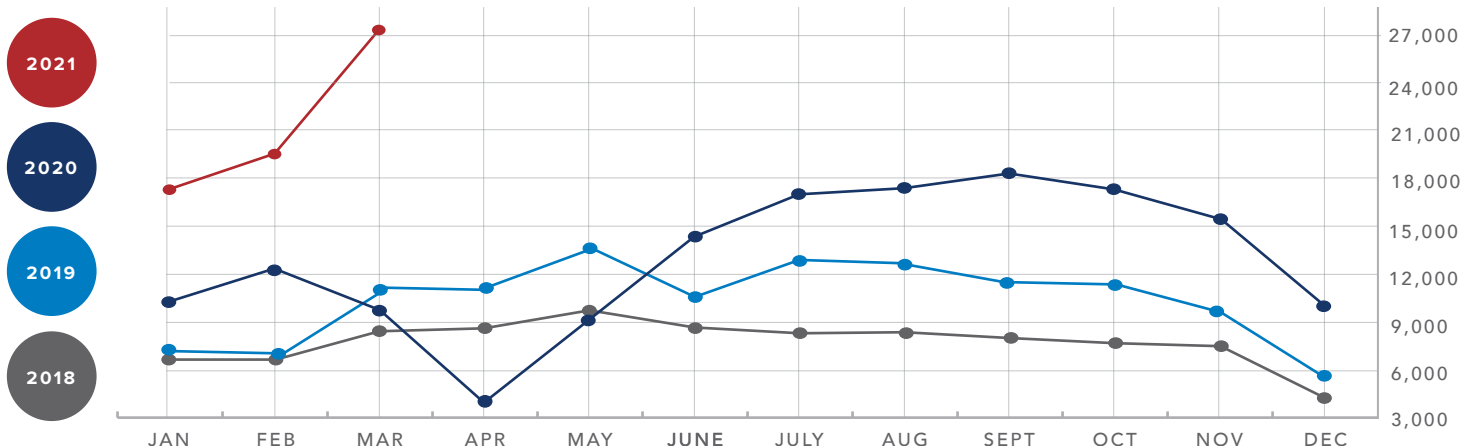
The sold/appointment index continues to inch upward reflecting the increased inventory available to buyers.

In Hamilton, luxury price ranges are once again slipping down the list and are replaced with mid price ranges, which is historically more normal for Hamilton. \$1-2M price ranges continue to be the most popular in Burlington, followed by mid-high ranges. Niagara continues to be more affordable, with \$450-500k ranges at the top, but \$800-900k homes made an appearance in the #2 spot.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE



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