

APPOINTMENT CENTRE

APRIL 25-MAY 1, 2021



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

WEEKLY APPOINTMENT BREAKDOWN

5246
 appointments booked

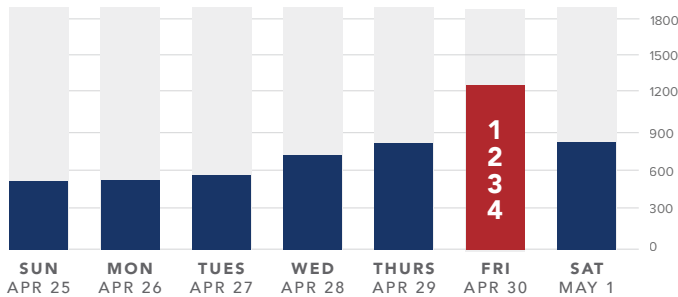
-8.1%
 % change over previous week

305
 new listings this week

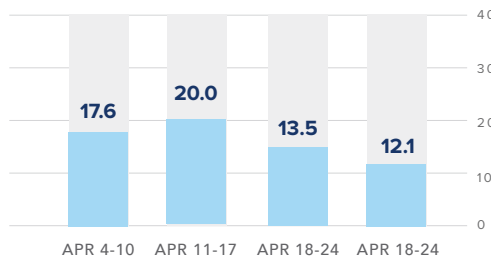
433
 total properties SOLD this week

12.1
 *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

3,812

total appointments: April 2020

24,797

total appointments: April 2021

+550.5%

% change 2020 vs. 2021

The Appointment Centre booked a whopping 550.5% more appointments than April 2020! It is safe to say that the market bounced back from the dramatic decline we saw this time last year, due to COVID-19. Appointments are down from last month, but as you can see in the graph below - this month outperformed previous years by a long shot. While it is certainly not business as usual, Sellers and Buyers are confident in the market.

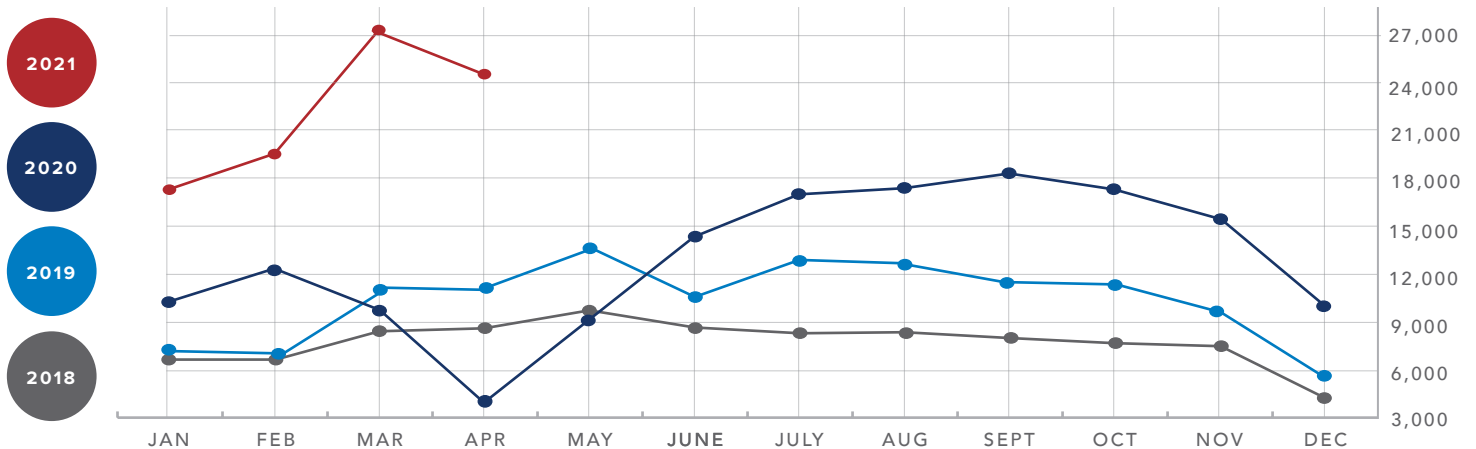
TOP 5 PRICE RANGES

HAMILTON			BURLINGTON			NIAGARA		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$550-600k	\$550-600k	#1	\$1-2M	\$1-2M	#1	\$350-400k	\$400-450k
#2	\$650-700k	\$650-700k	#2	\$550-600k	\$750-800k	#2	\$250-300k	\$450-500k
#3	\$450-500k	\$450-500k	#3	\$800-900k	\$450-500k	#3	\$450-500k	\$350-400k
#4	\$350-400k	\$750-800k	#4	\$750-800k	\$900k-1M	#4	\$550-600k	\$550-600k
#5	\$900k-1M	\$900k-1M	#5	\$350-400k	\$650-700k	#5	\$650-700k	\$650-700k

The sold/appointment index is down again for the second week in a row, indicating that the flood of buyers has slowed to a steady stream. New listings are up from last week, and buyers have an increasing amount of choice.

Hamilton price ranges remained almost the same as last week, with \$750-800k beating out \$350-400k for the #4 spot. Burlington saw a slight shuffle in popular price ranges, but continues to supply the \$1-2M range the most. Niagara saw the top price ranges increase slightly, with \$400-500k price ranges taking the top 2 spots.

APPOINTMENTS 4 YEARS AT A GLANCE



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