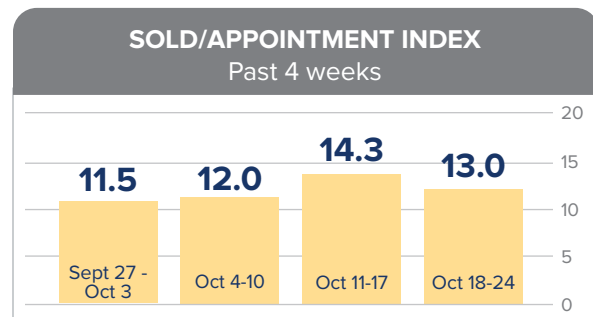
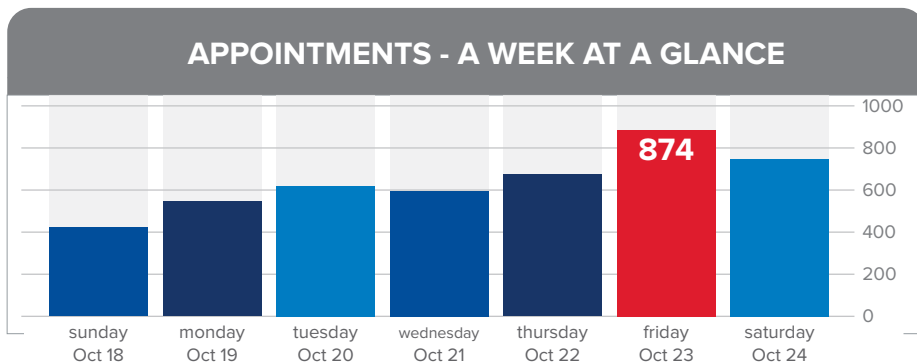




# APPOINTMENT CENTRE

October 18 - 24, 2020

WEEKLY APPOINTMENT BREAKDOWN	<b>4457</b>	<b>+15.6%</b>	<b>182</b>	<b>343</b>	<b>13.0</b>	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.
	appointments booked	% change over previous week	new listings this week	total properties SOLD this week	Sold/Appointment Index	



### MONTHLY COMPARISON 2019 vs 2020

<b>11,052</b>	<b>8801</b>	<b>13,752</b>	<b>+56.3%</b>
total appointments: October 2019	total appointments October 1-24, 2019	total appointments October 1-24, 2020	% change 2019 vs. 2020

Appointments were definitely on the upswing last week, with an increase of 15.6% over the previous week. The number of new listings reported was up 11%, and the number of sales was up 27.5% for the same time period. So far, in the first 24 days of October, we have surpassed the total number of appointments in all of October 2019, with an increase of 56.3% in appointments. **Friday, October 24 also marked the date in 2020 when the total appointment YTD surpassed the total number of appointments booked in all of 2019!**

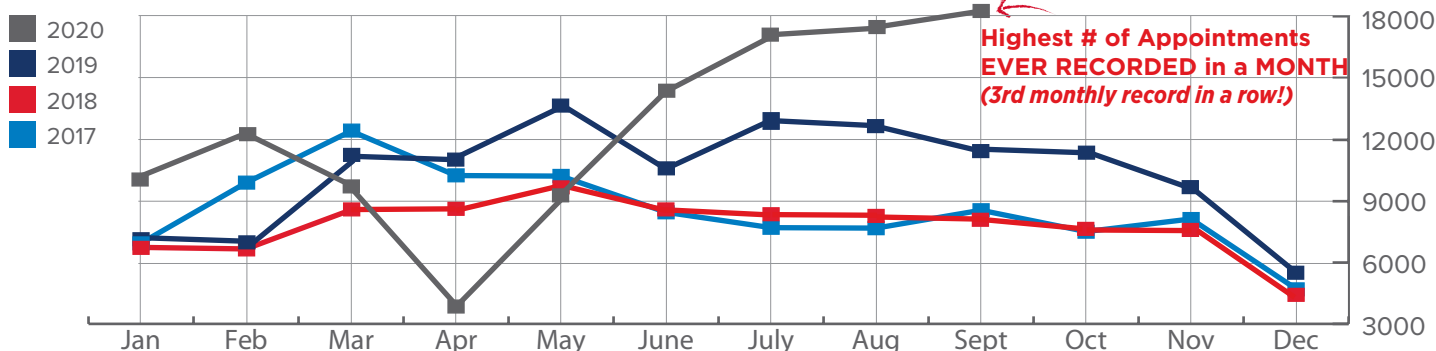
### TOP 5 PRICE RANGES

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	\$400-450k	\$450-500k
#2	\$400-450k	\$450-500k	#2	\$550-600k	\$800-900k	#2	\$300-350k	\$400-450k
#3	\$550-600k	\$600-650k	#3	\$600-650k	\$350-400k	#3	\$450-500k	\$550-600k
#4	\$450-500k	\$550-600k	#4	\$700-750k	\$550-600k	#4	\$500-500k	\$350-400k
#5	\$500-550k	\$400-450k	#5	\$450-500k	\$600-650k	#5	\$350-400k	\$300-350k

Our Sold/Appointment Index dropped slightly to 13 appointments on average per property sold during the week. More listings hit the market, but were surpassed by the increase in sales. More buyers are entering the market, but inventory is still low for the demand.

Hamilton price ranges remained relatively consistent with the previous week's rankings. Burlington saw extremes, balanced between the high end and low end price ranges. Niagara price ranges shifted upward slightly, with the highest price point jumping from \$450-550k the previous week to \$550-600k last week.

### APPOINTMENTS 4 YEARS AT A GLANCE



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