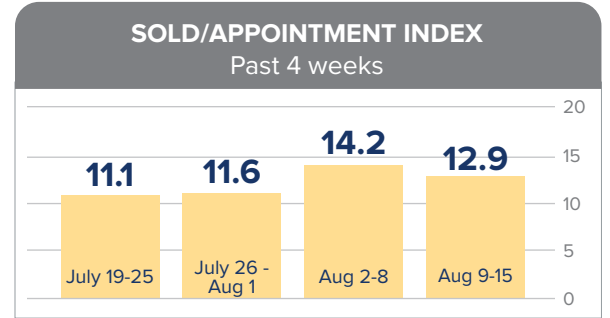
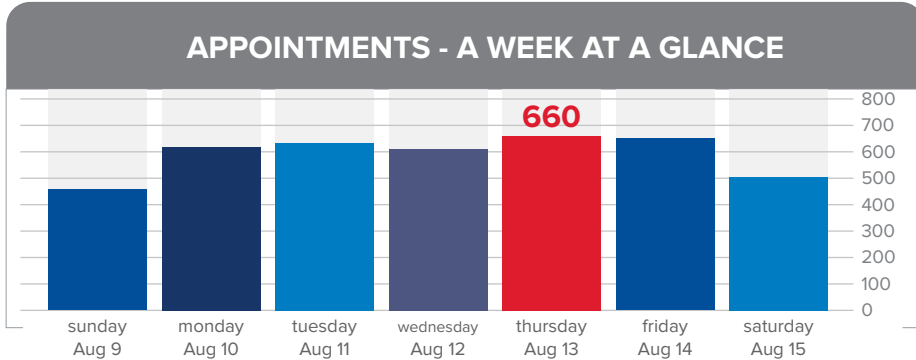




# APPOINTMENT CENTRE

August 9 - 15, 2020

WEEKLY APPOINTMENT BREAKDOWN	<b>4161</b>	<b>+5.6%</b>	<b>209</b>	<b>323</b>	<b>12.9</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	



### TOP 5 PRICE RANGES

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

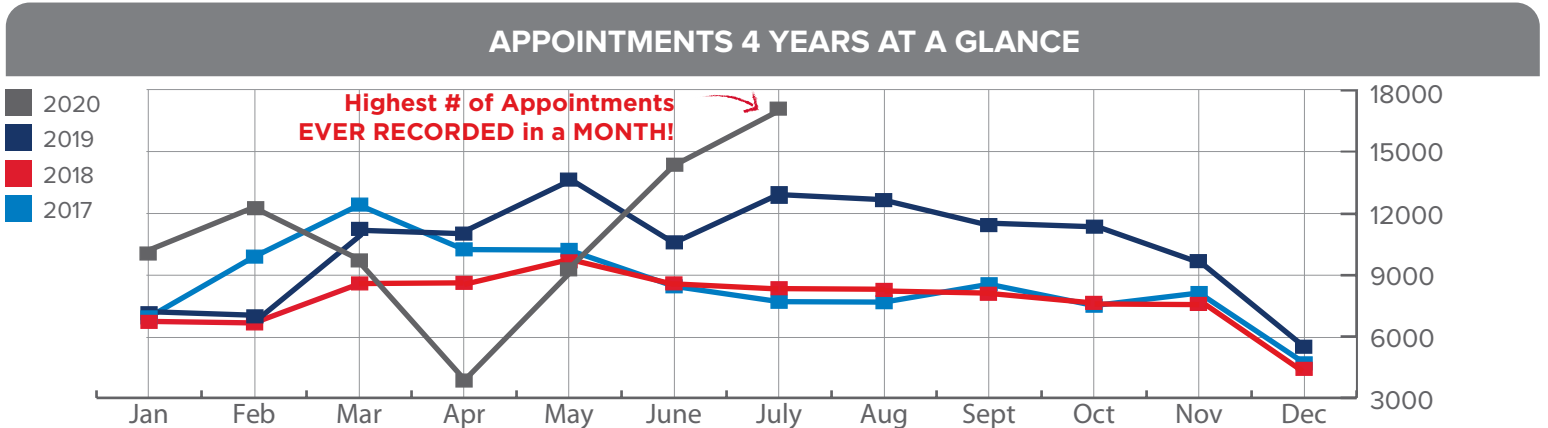
Appointments continue to be on the rise, with 5.6% more appointments last week than the previous week. Overall in August, we have managed 39.4% more appointments than in 2019.

With 17.45% more sales last week, our Sold/Appointment Index dropped to 12.9 appointments on average per property sold. Inventory is still very low, and Buyers continue to enter the market making competition fierce for active listings.

In our Top 5 Price Range comparison, Hamilton's most requested price range dropped, but activity overall was still simply a reorganization of last week's numbers. Burlington saw the \$800-900k range the most in demand, with \$1-2M and \$900-1M still on consumer's radar. The lowest price point in Burlington rose from \$400k last week to \$550k this week. Niagara saw a dip in overall price points, however the \$450-500k remained the most in demand during the week.

### MONTHLY COMPARISON 2019 vs 2020

<b>11,900</b>	<b>6141</b>	<b>8562</b>	<b>+39.4%</b>
total appointments: August 2019	total appointments: Aug 1-15, 2019	total appointments: Aug 1-15, 2020	% change 2019 vs. 2020



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