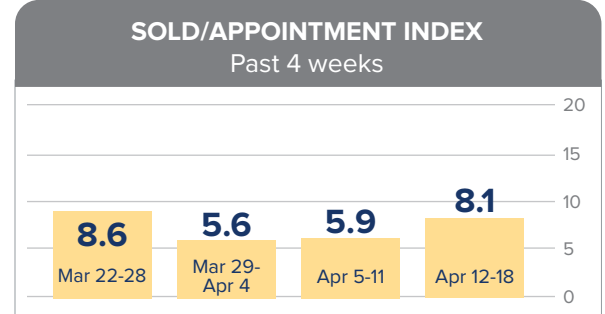
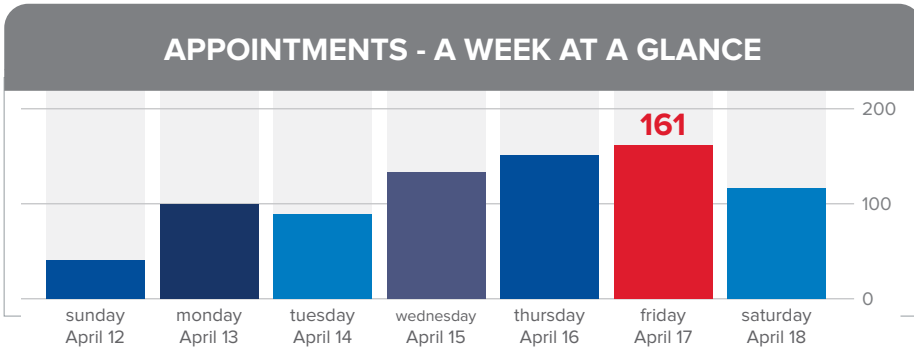




# APPOINTMENT CENTRE

April 12-18, 2020

<b>WEEKLY APPOINTMENT BREAKDOWN</b>	<b>779</b>	<b>+28.8%</b>	<b>104</b>	<b>96</b>	<b>8.1</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	
#1	\$350-400k	#1	\$1-2M	#1	\$400-450k
#2	\$500-550k	#2	\$550-600k	#2	\$300-350k
#3	\$550-600k	#3	\$700-750k	#3	\$450-500k
#4	\$650-700k	#4	\$600-650k	#4	\$500-550k
#5	\$450-500k	#5	\$800-900K	#5	\$250-300k

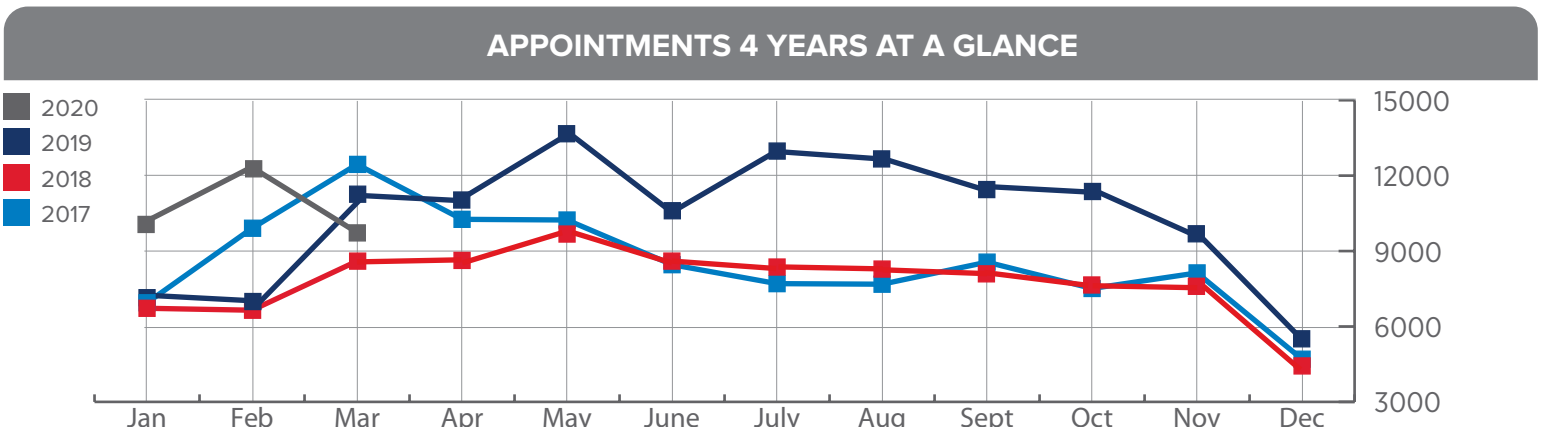
Last week got off to a slow start, and definitely gained momentum as it progressed, resulting in 28.8% more appointments than the previous week.

Our Sold/Appointment Index rose slightly to 8.1 appointments on average per property sold - directly in line with what we saw 4 weeks ago. Consumers are still buying with fewer appointments necessary before making their decision.

Popular price points in Hamilton rose slightly last week, with the \$650-700k range appearing in our ranking. Burlington saw the high end market bounce back to being most popular, with less activity in the lower price points that we have seen in past weeks. Niagara continues to remain steady, with \$250-\$500k properties attracting consumers for showings.

### MONTHLY COMPARISON 2019 vs 2020

<b>11,007</b>	<b>7,108</b>	<b>1,768</b>	<b>-75.1%</b>
total appointments: April 2019	total appointments: April 1-18, 2019	total appointments: April 1-18, 2020	% change 2019 vs. 2020



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