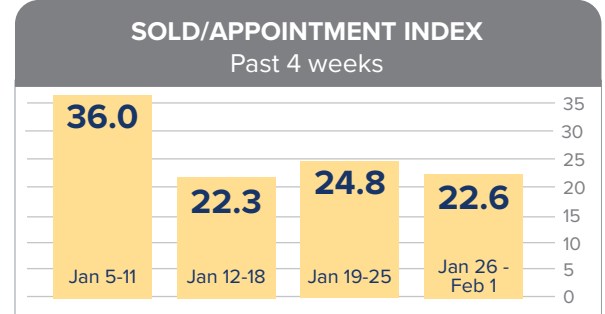
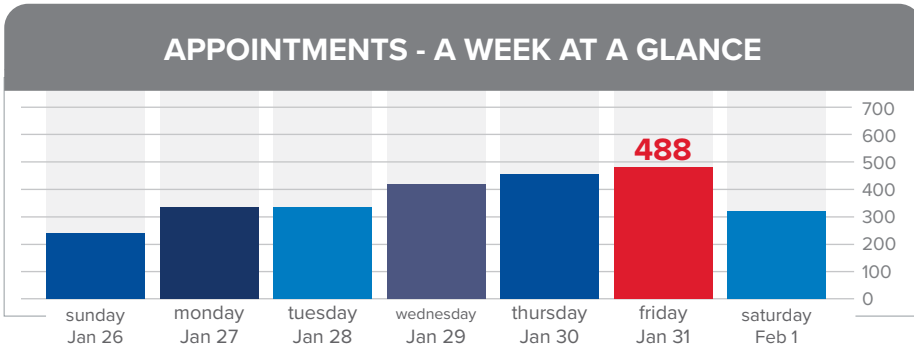




APPOINTMENT CENTRE

January 26 - February 1, 2020

| | | | | | |
|------------------------------|---------------------|-----------------------------|---------------------------------|------------------------|--|
| WEEKLY APPOINTMENT BREAKDOWN | 2556 | +2.1% | 115 | 22.6 | 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 | total properties SOLD this week | Sold/Appointment Index | |



TOP 5 PRICE RANGES

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

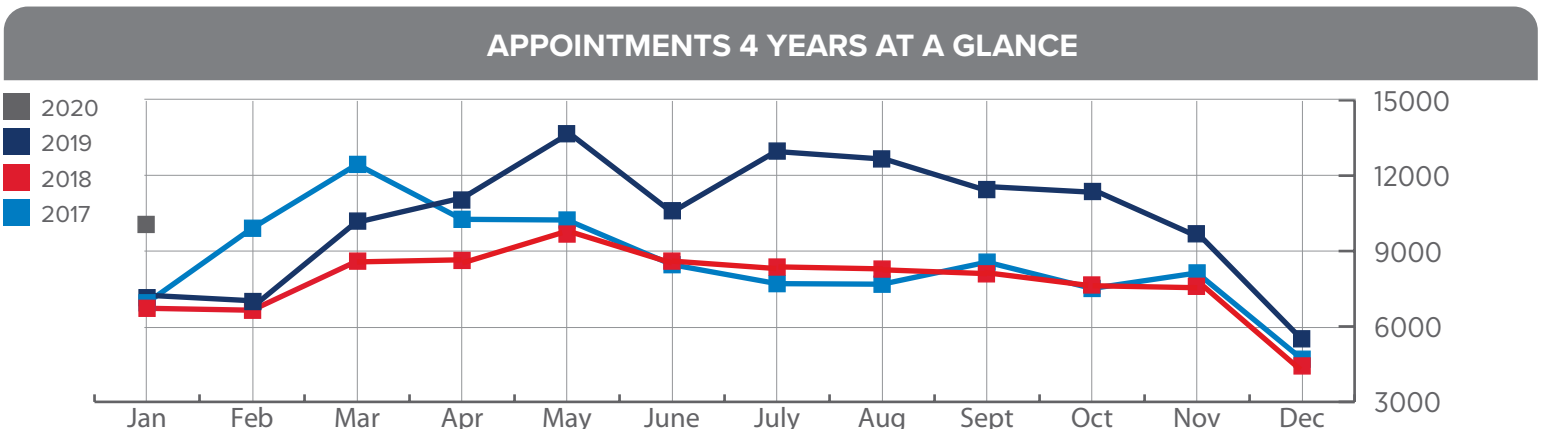
January 2020 finished with a bang in the appointment centre, with 39.3% more appointments than we saw in January 2019! Week-over-week saw an incremental 2.1% increase over the previous week, but January saw almost as many appointments were made as in June 2019.

Our Sold/Appointment Index dropped slightly to 22.6 appointments on average per property sold during this time period - directly in line with what we have seen over the past couple of weeks. Low inventory is causing there to be an influx of appointments on the properties that are currently on the market.

MONTHLY COMPARISON 2018 vs. 2019

| | | |
|----------------------------------|----------------------------------|------------------------|
| 7460 | 10,392 | +39.3% |
| total appointments: January 2019 | total appointments: January 2020 | % change 2019 vs. 2020 |

Price ranges in Hamilton and Niagara both held steady in comparison to the past few weeks, while Burlington saw a slight shift away from the lower-end priced properties that have been popular over the past few weeks.



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