

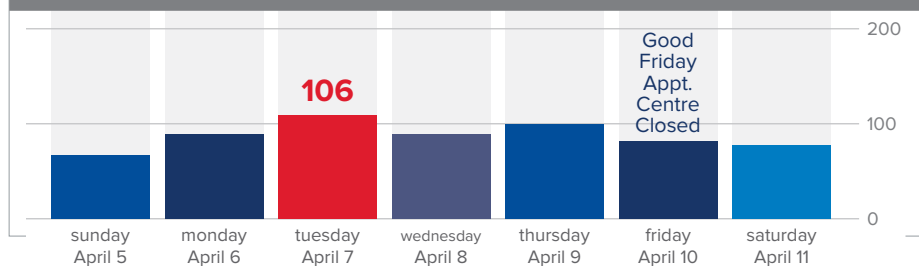
**RE/MAX****NIAGARA & ESCARPMENT**
Realty Ltd., Brokerage Realty Inc., Brokerage
Independently Owned & Operated

APPOINTMENT CENTRE

April 5 - 11, 2020

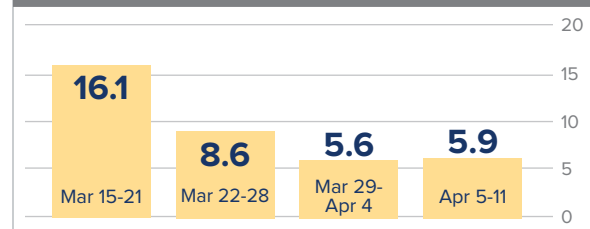
WEEKLY APPOINTMENT BREAKDOWN	605	-4.6%	109	103	5.9	This number assesses the relationship between properties that Sold this week and the number of appointments made during the same week, thereby measuring Buyer motivation.
	appointments booked	% change over previous week	new listings this week	total properties SOLD this week	Sold/Appointment Index	

APPOINTMENTS - A WEEK AT A GLANCE



SOLD/APPOINTMENT INDEX

Past 4 weeks



TOP 5 PRICE RANGES

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

Appointments remained closely on par with the previous week, with only a 4.6% decrease despite the Good Friday office & appointment centre closure. To date in April we have seen 57% fewer appointments made than the same time period in 2019.

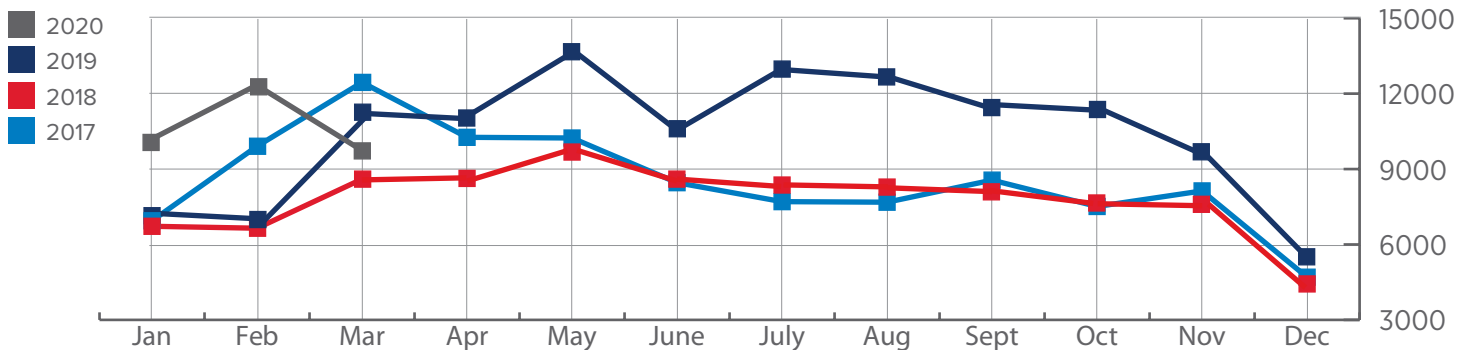
Over the course of the week we had 109 new listings (19.8% more than the week before) and 103 properties sold (8.8% fewer than last week). This took our Sold/Appointment Index to 5.9 appointments on average per property sold. Even with fewer appointments being made, the Buyers that are in the market remain committed to putting pen to paper, with an average of 10 fewer appointments per sale than 4 weeks ago.

MONTHLY COMPARISON 2019 vs 2020

11007	2,078	893	-57.0%
total appointments: April 2019	total appointments: April 1-11, 2019	total appointments: April 1-11, 2020	% change 2019 vs. 2020

Of our three selling regions, popular price ranges in Hamilton and Niagara continue to remain steady between \$350-\$700k and \$250-\$550k respectively. Burlington saw a way way tie for the most popular price range, which included the \$1-2M range, with prices as low as \$450-500k also in demand.

APPOINTMENTS 4 YEARS AT A GLANCE



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