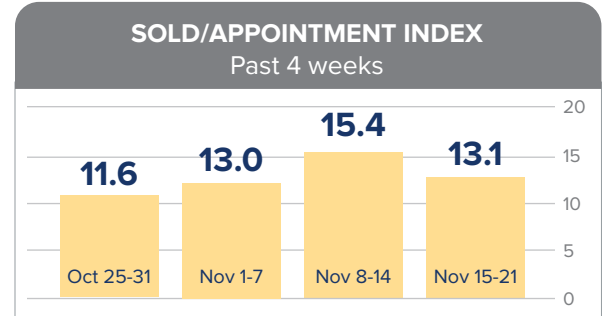
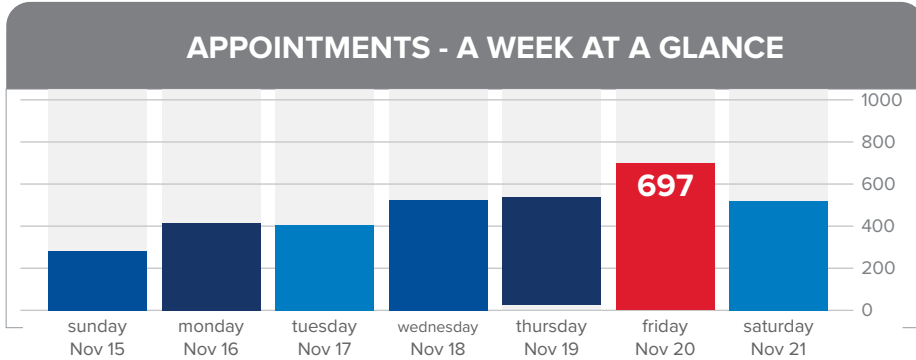




# APPOINTMENT CENTRE

November 15-21, 2020

<b>WEEKLY APPOINTMENT BREAKDOWN</b>	<b>3435</b>	<b>-6.4%</b>	<b>141</b>	<b>262</b>	<b>13.1</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	



### MONTHLY COMPARISON 2019 vs 2020

<b>9619</b>	<b>7,066</b>	<b>10,711</b>	<b>+51.6%</b>
total appointments: November 2019	total appointments November 1-21,2019	total appointments November 1-21,2020	% change 2019 vs. 2020

It's that time of year when we typically see our week-over-week number appointments decline. Last week was no exception, with 6.4% less appointments than the week prior. However, November still continues the trend we have seen consistently since June of outperforming the same time frame in 2019 by leaps and bounds. The first 3 weeks of November have demonstrated a significant 51.6% increase in the number of total appointments over last November.

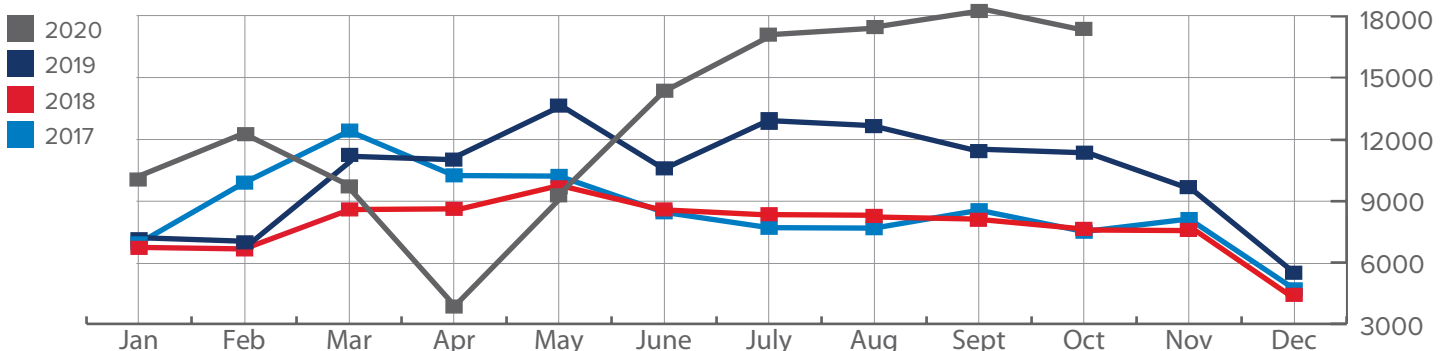
### TOP 5 PRICE RANGES

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

Our Sold/Appointment Index has dropped back to 13.1 appointments on average per property sold. In November 2019, this index hovered around 17 appointments, with the difference largely being owed to the increased number of highly motivated Buyers entering the market in comparison.

Overall, popular price ranges continue to remain steadily in the mid range in Hamilton, the \$250-\$600k range in Niagara, and Burlington saw popular prices rise slightly with 350-400k range no longer in the top 5.

### APPOINTMENTS 4 YEARS AT A GLANCE



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