

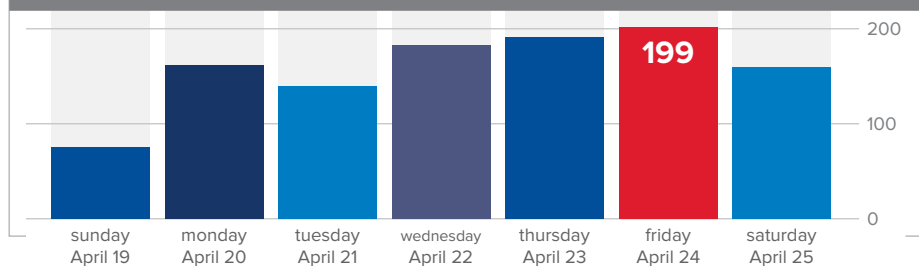
**RE/MAX****NIAGARA & ESCARPMENT**
Realty Ltd., Brokerage Realty Inc., Brokerage
Independently Owned & Operated

APPOINTMENT CENTRE

April 19-25, 2020

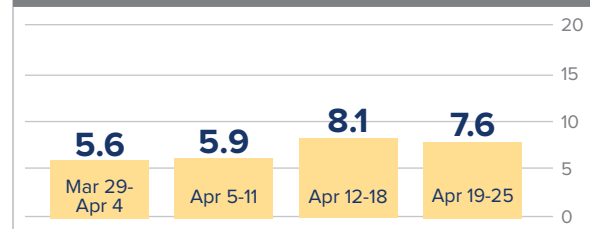
WEEKLY APPOINTMENT BREAKDOWN	1126	+44.5%	98	148	7.6	This number assesses the relationship between properties that Sold this week and the number of appointments made during the same week, thereby measuring Buyer motivation.
	appointments booked	% change over previous week	new listings this week	total 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	\$450-500k	#1	\$1-2M	#1	\$450-500k
#2	\$600-650k	#2	\$650-700k	#2	\$400-450k
#3	\$400-450k	#3	\$350-400k	#3	\$550-600k
#4	\$500-550k	#4	\$750-800k	#4	\$500-550k
#5	\$550-600k	#5	\$700-750K	#5	\$250-300k

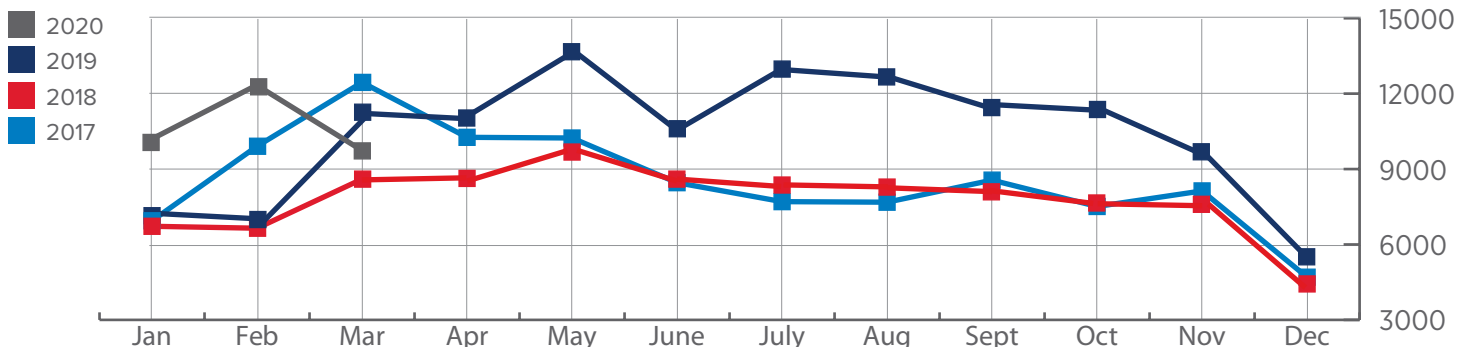
It will remain to be seen if last week was a turning point for appointments, but the appointment centre made 1126 appointments - 44.5% more than the previous week. While the number of new listings was down 5.7%, the number of sales was up 54.1%. That took our Sold/Appointment Index down slightly to 7.6 appointments on average per sale during this time period. It does support the trend that even though there are fewer Buyers looking to view homes, those that are out there are serious about securing their new home.

MONTHLY COMPARISON 2019 vs 2020

11,007	9,311	2,894	-68.9%
total appointments: April 2019	total appointments: April 1-25, 2019	total appointments: April 1-25, 2020	% change 2019 vs. 2020

Popular price ranges in Hamilton seem securely settled in the \$400-\$650k range. Burlington saw much of its activity in the higher price ranges, with some popularity appearing at the mid \$550-600k price point. Niagara's most popular price ranges remained steady, with a slight increase to \$600k at the top end.

APPOINTMENTS 4 YEARS AT A GLANCE



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