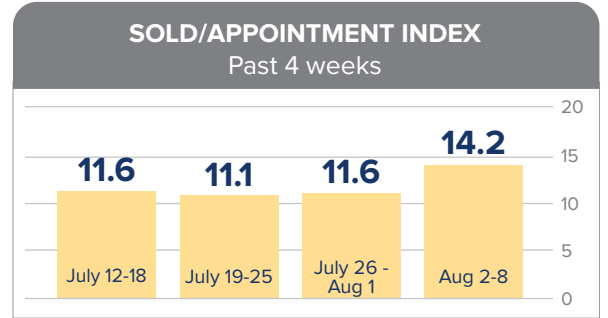
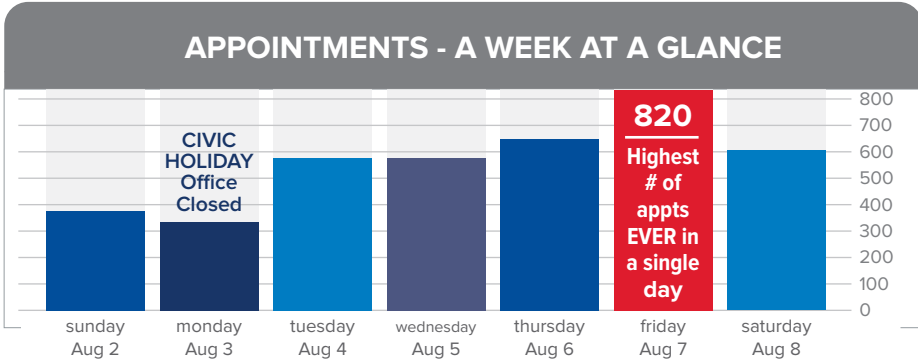




APPOINTMENT CENTRE

August 2 - 8, 2020

WEEKLY APPOINTMENT BREAKDOWN	3939	+12.4	207	275	14.3	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		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$450-500k	\$550-600k	#1	\$1-2M	\$1-2M	#1	\$400-450k	\$450-500k
#2	\$550-600k	\$400-450k	#2	\$900-1M	\$800-900k	#2	\$450-500k	\$400-450k
#3	\$500-550k	\$450-500k	#3	\$650-700k	\$900-1M	#3	\$350-400k	\$600-650k
#4	\$650-700k	\$650-700k	#4	\$700-750k	\$750-800k	#4	\$500-550k	\$350-400k
#5	\$400-450k	\$500-550k	#5	\$800-900k	\$400-450k	#5	\$550-600k	\$750-800k

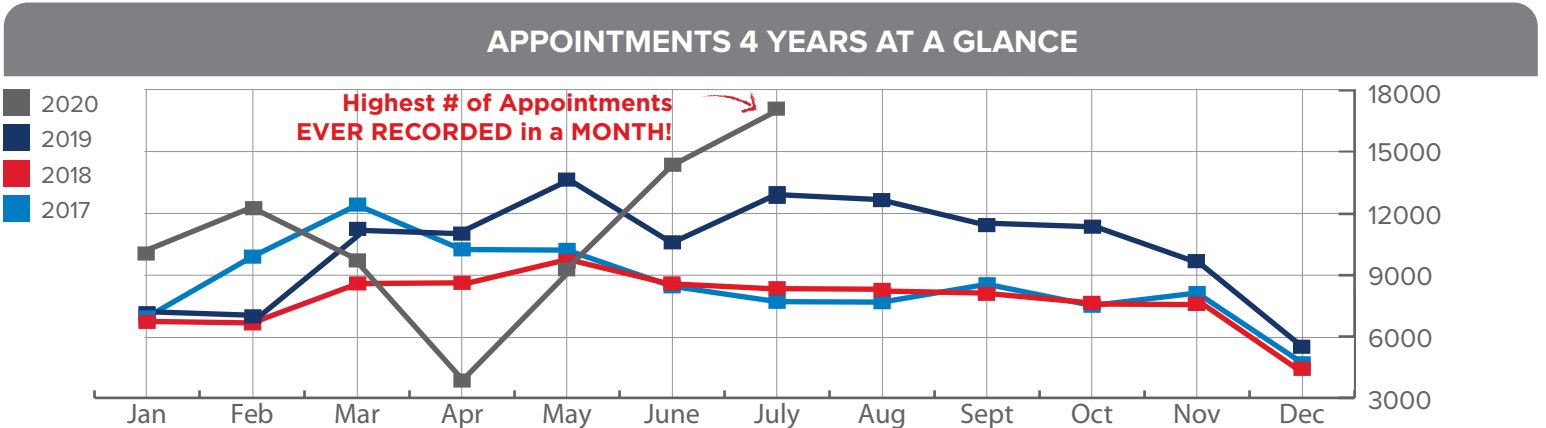
The first complete week of August saw a considerable increase in appointments over the previous week. 12.4% more appointments were booked, and we set another record for the highest number of appointments EVER booked in a single day on Friday, August 7. Never before have we booked more than 797 appointments in one day.

Our Sold/Appointment Index rose to 14.2 appointments on average per property sold - the highest we have seen it since the 3rd week in June. Low inventory and more Buyers entering the market are resulting in the necessity for more viewings before the perfect home is found.

MONTHLY COMPARISON 2019 vs 2020

11,900	3226	4401	+36.4%
total appointments: August 2019	total appointments: Aug 1-8, 2019	total appointments: Aug 1-8, 2020	% change 2019 vs. 2020

Our Top 5 Price Ranges report has changed slightly - we are now providing you with the previous week's price ranges for comparison. Hamilton saw the most popular price point rise by \$100,000, with the other price points simply shifting in popularity. Burlington saw consistent activity from \$750-\$2M, with listings in the \$400-450k price range also in demand. Niagara saw a marked shift upward in prices, with homes up to \$800k on the radar of Buyers.



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