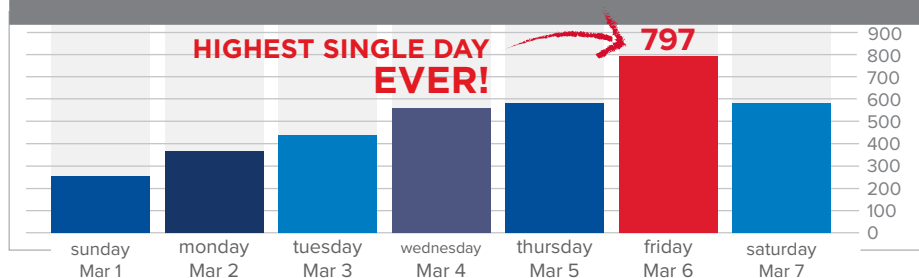


**RE/MAX****NIAGARA & ESCARPMENT**
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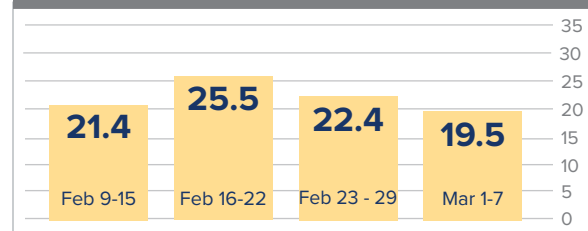
APPOINTMENT CENTRE

March 1-7, 2020**WEEKLY
APPOINTMENT
BREAKDOWN****3576**appointments
booked**+22.0%**% change over
previous week**132**total properties
SOLD this week**19.5**Sold/Appointment
Index

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 - 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	\$300-350k
#2	\$350-400k	#2	\$550-600k	#2	\$450-500k
#3	\$650-700k	#3	\$400-450k	#3	\$350-400k
#4	\$500-550k	#4	\$800-900k	#4	\$1-2M
#5	\$600-650k	#5	\$750-800k	#5	\$550-600k

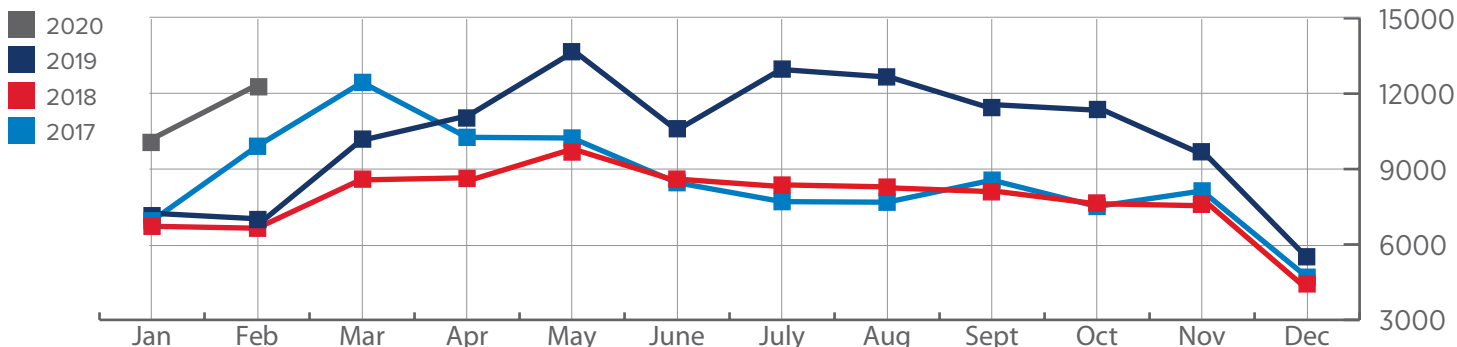
MONTHLY COMPARISON 2019 vs 2020

11613	2503	3576	+42.9%
total appointments: March 2019	total appointments: March 1-7, 2019	total appointments: March 1-7, 2020	% change 2019 vs. 2020

Last week saw another record broken in the appointment centre, with 797 appointments booked on Friday, March 6. That beat our most recent high of 789 two weeks ago. The first week of March recorded 22% more appointments than the week before, and 42.9% more appointments than the same time frame in 2019!

Our Sold/Appointment Index dropped slightly to below 20 appointments on average per property sold for the first time since late December. If this trend continues downward, it may be an indicator of more balance in the market, but it is too soon to tell.

Price points in Hamilton shifted up slightly last week with \$650-700k appearing in our ranking. Burlington saw tremendous variation once again in the popular price points. Niagara recorded a huge jump in luxury properties in demand for the week, with \$1-2M being the 4th most popular price range requested for showings.

APPOINTMENTS 4 YEARS AT A GLANCE

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