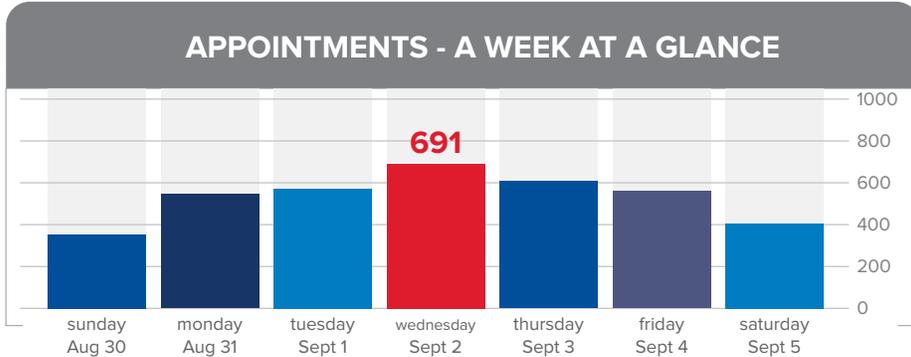




APPOINTMENT CENTRE

August 30 - September 5, 2020

WEEKLY APPOINTMENT BREAKDOWN	3792	-16.1%	207	339	11.2	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	\$450-500k	#1	\$500-550k	\$450-500k	#1	\$400-450k	\$400-450k
#2	\$350-400k	\$300-350k	#2	\$750-800k	\$250-300k	#2	\$450-500k	\$450-500k
#3	\$550-600k	\$500-550k	#3	\$800-900k	\$550-600k	#3	\$1-2M	\$550-600k
#4	\$400-450k	\$550-600k	#4	\$1-2M	\$800-900k	#4	\$600-650k	\$500-550k
#5	\$300-350k	\$350-400k	#5	\$550-600k	\$500-550k	#5	\$500-550	\$600-650k

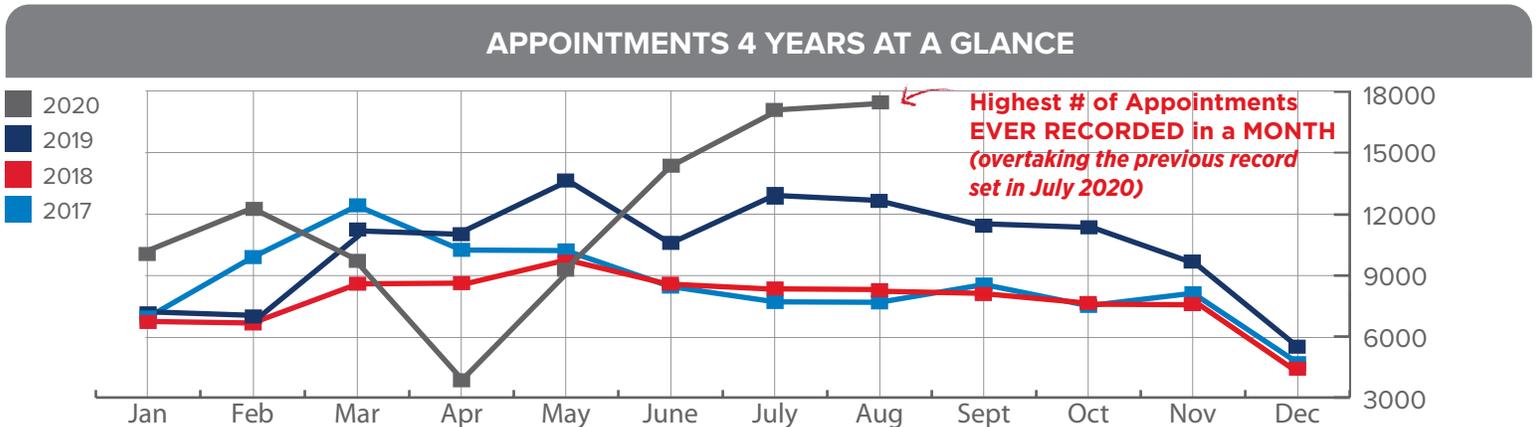
Appointments declined, not unexpectedly, leading up to the last summer long weekend of 2020. The number of new listings dropped a very slight 2.8%, but sales increased by 5.3%. This caused our Sold/Appointment Index to drop to 11.2 appointments on average per property sold - directly in line with 2 and 3 weeks ago. Once again, we continue to see Buyers entering the market, but new listings are scarce!

Overall in August, we saw another record broken in the Appointment Centre. July was our previously recorded monthly high, with 17,316 appointments. August saw that total rise to 17,696! Overall in August, appointments were 43.3% higher than in August 2019.

Our Top 5 Price Range report saw minimal change in the Hamilton Market. Burlington, however, saw the \$1-2M price range not even register in our Top 5 for the first time in 2020. There was definitely more popularity in the \$250-\$600k price points, with \$800-900 representing the higher end market demand. Niagara the popularity of the \$1-2M price range drop off, with the most popular price points between \$400-\$650k.

MONTHLY COMPARISON 2019 vs 2020

12,351	17,696	+43.3%
total appointments: August 2019	total appointments: August 2020	% change 2019 vs. 2020



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