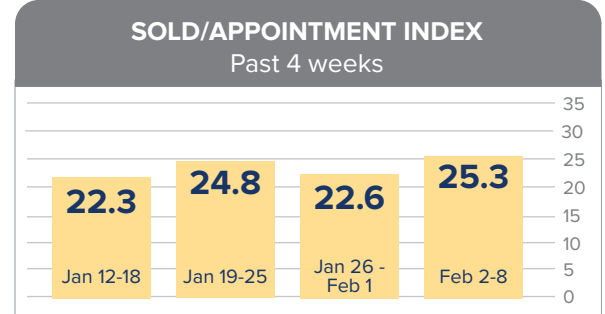
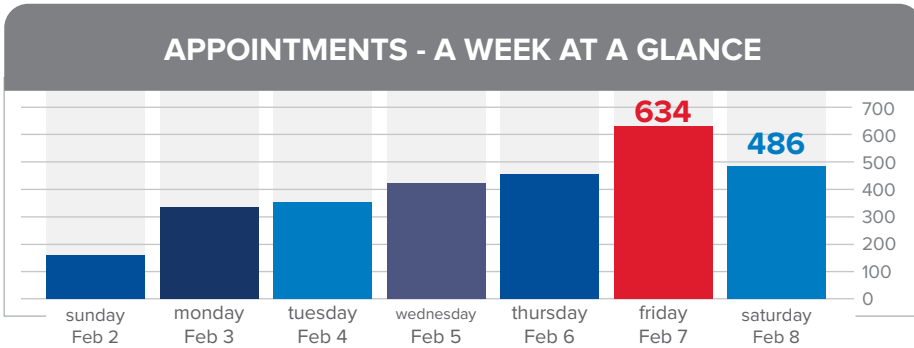




APPOINTMENT CENTRE

February 2 - 8, 2020

WEEKLY APPOINTMENT BREAKDOWN	2864	+12.0%	113	25.3	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	total properties SOLD this week	Sold/Appointment Index	



The first full week of February saw 12% more appointments than the previous week, and 37.1% more appointments in the first 8 days of the month than we saw in 2019! Of note are the number of appointments booked on Friday, which were the highest number of appointments booked in a single day since May 3, 2019, and prior to that, not since April 7, 2017! Saturday appointments were also off the charts, with a Saturday high that has not been seen since March 25, 2017.

Our Sold/Appointment index rose to 25.3 appointments on average per property sold during the week - once again, directly related to a lack of listings, so requests are flooding in from Buyers to those listings that are active.

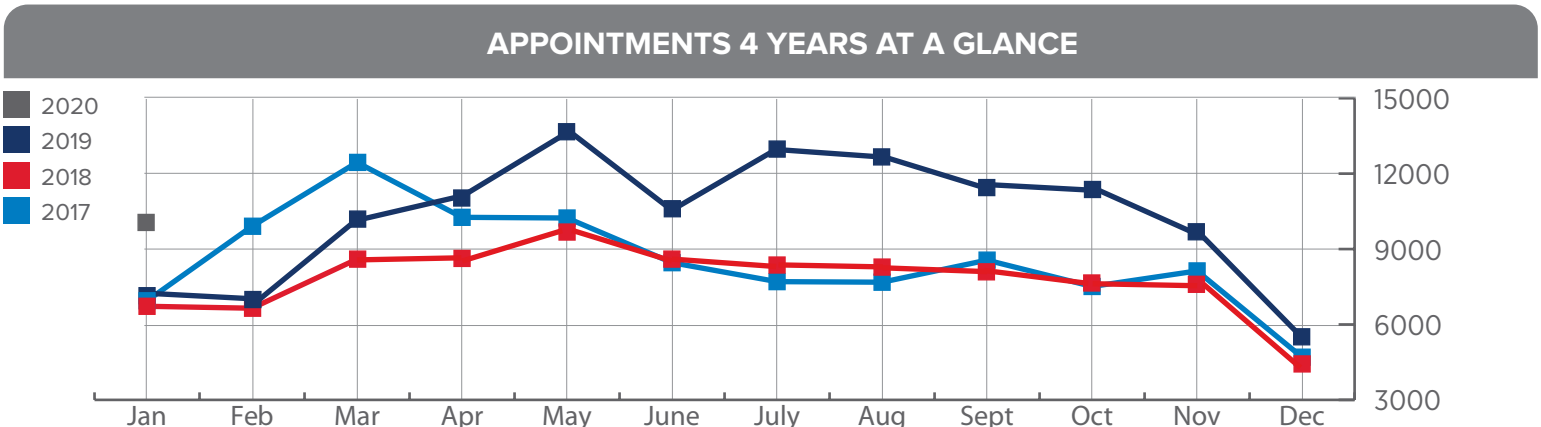
Popular price points in Hamilton dropped slightly from last week, while Burlington saw the highest amount of activity in the \$1-2M range, followed by more activity in the mid-range for the area. Niagara saw the majority of activity in predictable ranges, with the exception of a higher than usual popularity of the \$650-700k range.

TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2018 vs. 2019

7730	2323	3185	+37.1%
total appointments: February 2019	total appointments: February 1-8, 2019	total appointments: February 1-8, 2020	% change 2019 vs. 2020



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