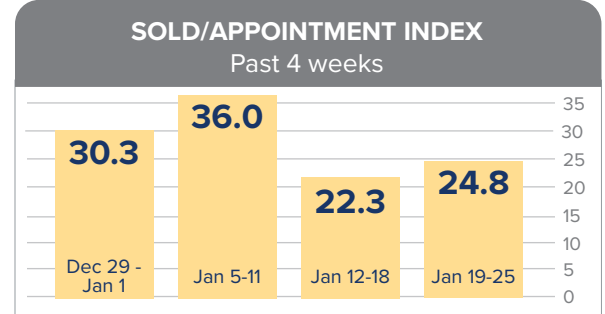
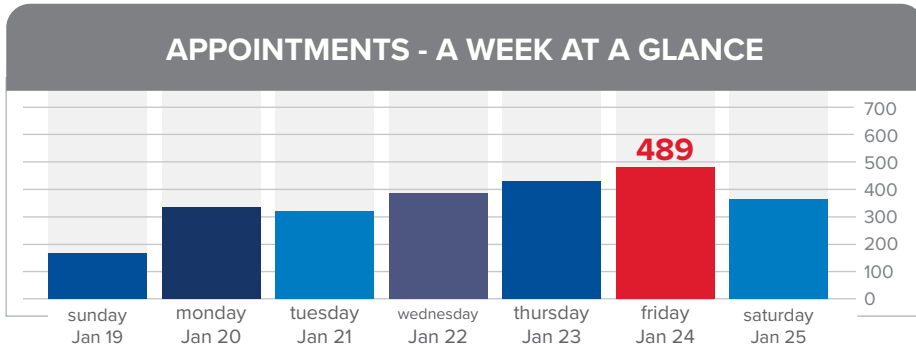




# APPOINTMENT CENTRE

January 19-25, 2020

WEEKLY APPOINTMENT BREAKDOWN	<b>2506</b>	<b>+5.8%</b>	<b>101</b>	<b>24.8</b>	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	



Last week saw a marginal 5.8% increase in appointments over the previous week, and January continues to outperform 2019's numbers, with 34.6% more appointments so far.

### TOP 5 PRICE RANGES

Hamilton		Burlington		Niagara	
#1	\$350-400k	#1	\$1-2M	#1	\$300-350k
#2	\$500-550k	#2	\$550-600k	#2	\$450-500k
#3	\$550-600k	#3	\$400-450k	#3	\$500-550k
#4	\$450-500k	#4	\$650-700	#4	\$250-300k
#5	\$250-300k	#5	\$800-900k	#5	\$550-600k

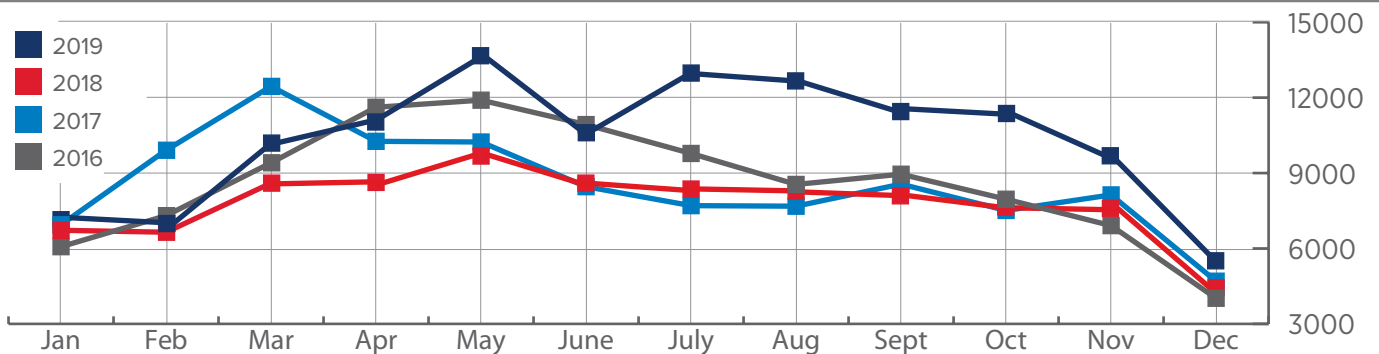
Our Sold/Appointment Index rose slightly to 24.8 appointments on average per property sold during the week. With low listing inventory, and many multiple-offer situations, many listings are seeing a high volume of appointments in the first few days as Buyers scramble to find something suitable.

### MONTHLY COMPARISON 2018 vs. 2019

<b>7460</b>	<b>6059</b>	<b>8155</b>	<b>+34.6%</b>
total appointments: January 2019	total appointments: January 1-25, 2019	total appointments: January 1-25, 2020	% change 2019 vs. 2020

Price ranges in Hamilton remain solidly situated in the \$250-\$600 range with no surprises last week. Burlington is seeing popular price ranges in high, mid and low price ranges once again. Niagara's popular price points have also remained relatively consistent.

### APPOINTMENTS 4 YEARS AT A GLANCE



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