

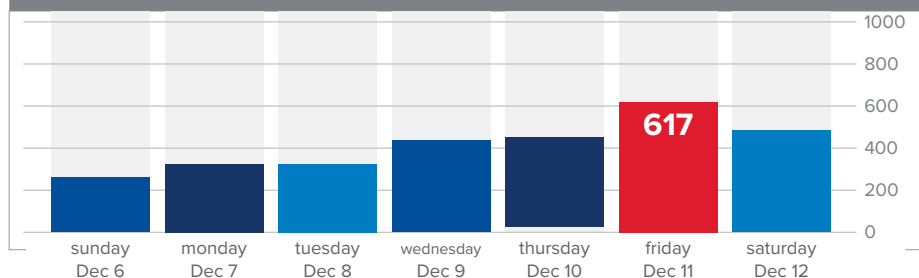
**RE/MAX****NIAGARA & ESCARPMENT**  
Realty Ltd., Brokerage Realty Inc., Brokerage  
Independently Owned & Operated

# APPOINTMENT CENTRE

**December 6 - 12, 2020**

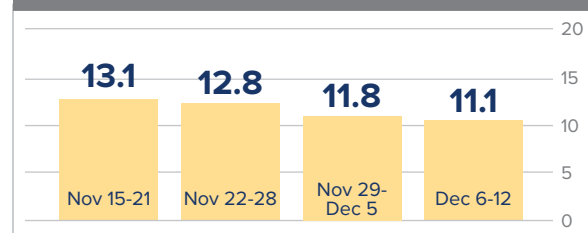
WEEKLY APPOINTMENT BREAKDOWN	<b>2907</b>	<b>-16.5%</b>	<b>123</b>	<b>261</b>	<b>11.1</b>	This number assesses the relationship between properties that Sold this week and the number of appointments made during the same week, thereby measuring Buyer motivation.
	appointments booked	% change over previous week	new listings this week	total properties SOLD this week	Sold/Appointment Index	

## APPOINTMENTS - A WEEK AT A GLANCE



## SOLD/APPOINTMENT INDEX

Past 4 weeks



## MONTHLY COMPARISON 2019 vs 2020

<b>5879</b>	<b>3003</b>	<b>5671</b>	<b>+88.8%</b>
total appointments: December 2019	total appointments: December 1-12, 2019	total appointments: December 1-12, 2020	% change 2019 vs. 2020

As the holiday season draws closer, we are seeing the number of appointments slow down as expected. Last week saw 16.5% fewer appointments than the week before. However, New Listings were only down 8.9%, and sales a mere 11%, keeping our Sold/Appointments Index stable at an average of 11 appointments per property sold during this time frame.

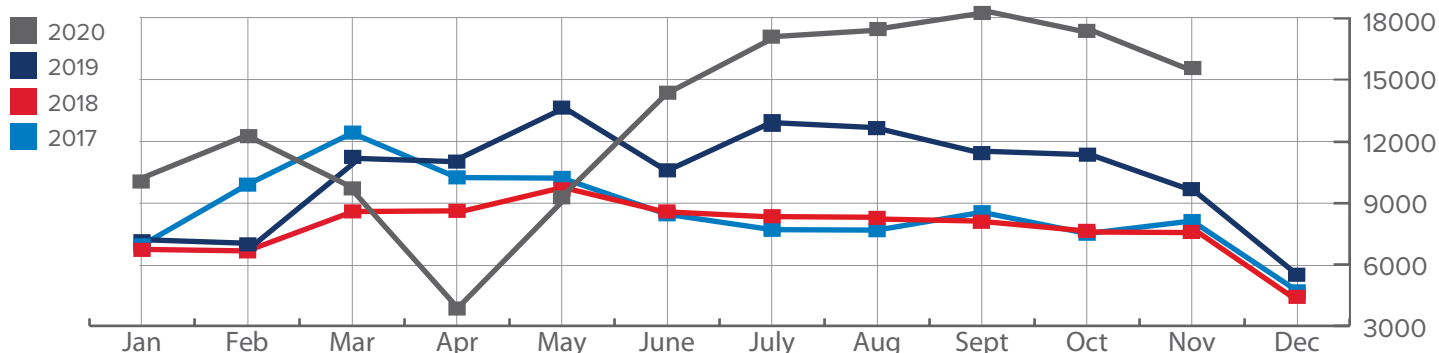
The big story last week was our Monthly Comparison - in the first 12 days of December, the Appointment Centre has made the equivalent of 89% of the appointments made in all of December 2019! This is directly reflective of the unusual activity in our local markets, and the incredible growth in our companies.

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

Our review of the Top 5 Price Ranges in our selling areas show that Hamilton has remained relatively steady in comparison to the previous week, with a slight jump in the highest price point. Burlington has shown recovery in the luxury price point, a slight rise in the mid-price points, but a consistent lower price range of \$450-500k holding steady. Niagara saw the luxury \$1-2M price point appear this week, with the other rankings relatively consistent with last week.

## APPOINTMENTS 4 YEARS AT A GLANCE



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