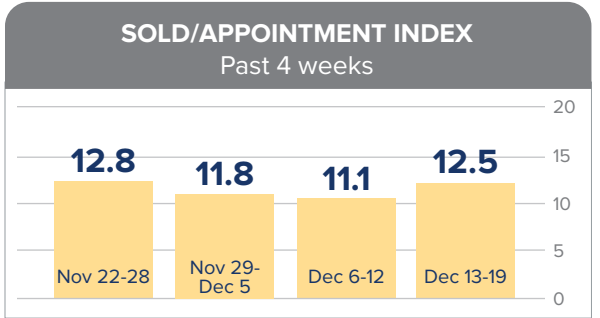
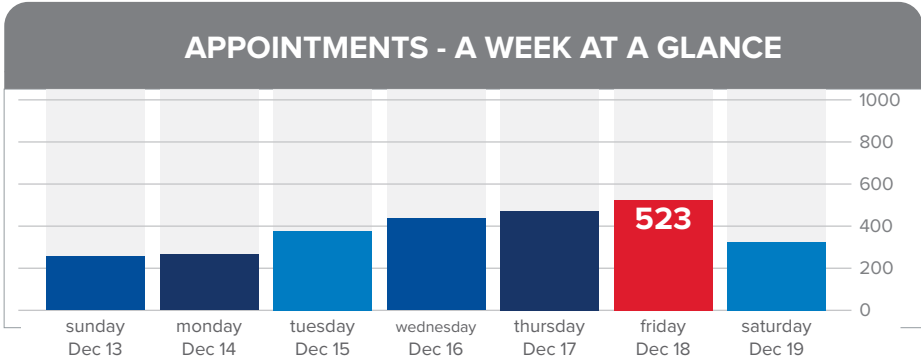




APPOINTMENT CENTRE

December 13 - 19, 2020

WEEKLY APPOINTMENT BREAKDOWN	2630	-9.5%	101	210	12.5	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	



MONTHLY COMPARISON 2019 vs 2020

5879	4492	8301	+84.8%
total appointments: December 2019	total appointments December 1-19, 2019	total appointments December 1-19, 2020	% change 2019 vs. 2020

Our last formal Appointment Centre report of 2020 shows that, although appointments were down over the previous week, it was only by 9.5% - we still managed to book over 2500 appointments! Overall, December has already surpassed 2019's numbers, with a month-to-date increase of 84.8%.

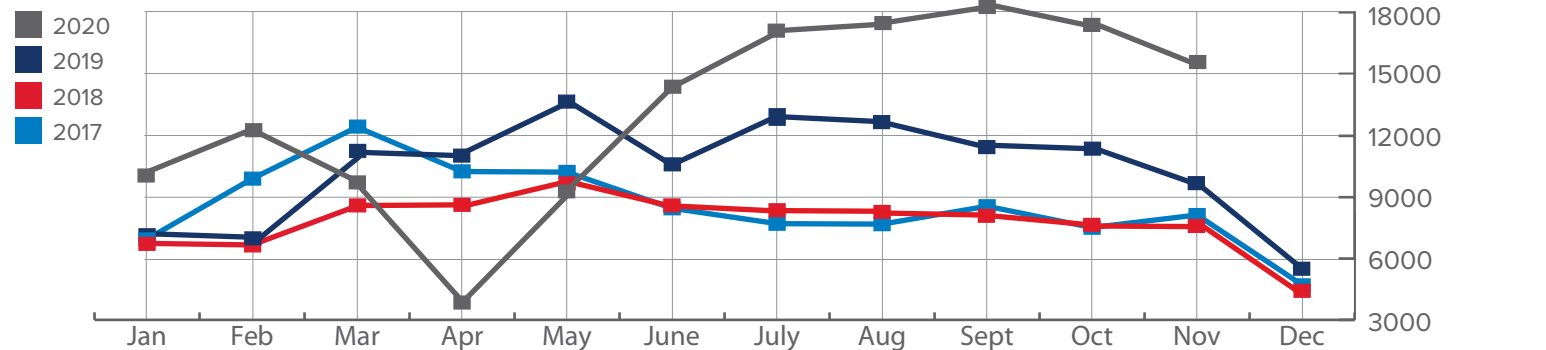
Our Sold/Appointment Index continued to remain relatively steady in relation to the past few weeks, with 12.5 appointment on average per property sold during the week.

TOP 5 PRICE RANGES

Hamilton			Burlington			Niagara		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$450-500k	\$550-600k	#1	\$1-2M	\$550-600k	#1	\$450-500k	\$550-600k
#2	\$350-400k	\$600-650k	#2	\$800-900k	\$650-700k	#2	\$500-550k	\$350-400k
#3	\$550-600k	\$350-400k	#3	\$700-750k	\$1-2M	#3	\$300-350k	\$450-500k
#4	\$400-450k	\$500-550k	#4	\$750-800k	\$500-550k	#4	\$1-2M	\$400-450k
#5	\$600-650k	\$450-500k	#5	\$450-500k	\$800-900k	#5	\$400-450k	\$600-650k

Our weekly Top Price Range review demonstrated a jump in the most popular range in Hamilton, from \$450-500k to \$550-600k. Essentially, the price ranges from last week have simply been reorganized in popularity. Burlington saw a dip in the price range in highest demand, from \$1-2M down to \$550-600k, however that luxury price point still surfaced as the 3rd most popular in that area. The appearance of the luxury price point in Niagara last week was short term, with popular price points ranging from \$350-650k overall - in line with the trends from a few weeks ago.

APPOINTMENTS 4 YEARS AT A GLANCE



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