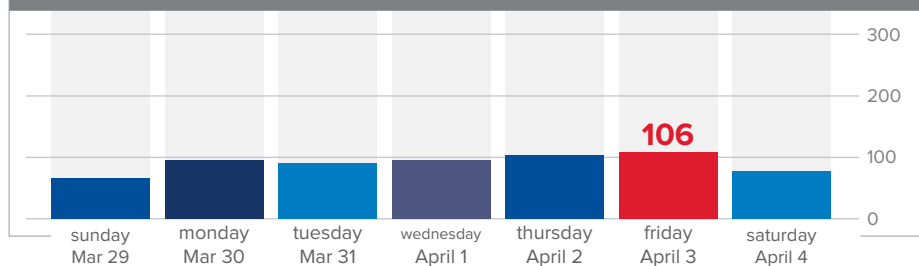


**RE/MAX****NIAGARA & ESCARPMENT**
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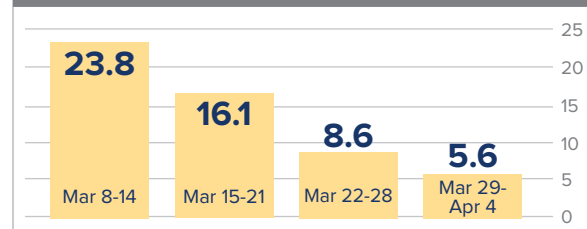
APPOINTMENT CENTRE

March 29 - April 4, 2020**WEEKLY
APPOINTMENT
BREAKDOWN****634**appointments
booked**-22.0%**% change over
previous week**91**new listings
this week**113**total properties
SOLD this week**5.6**Sold/Appointment
Index

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 - A WEEK AT A GLANCE**SOLD/APPOINTMENT INDEX**

Past 4 weeks

**TOP 5 PRICE RANGES**

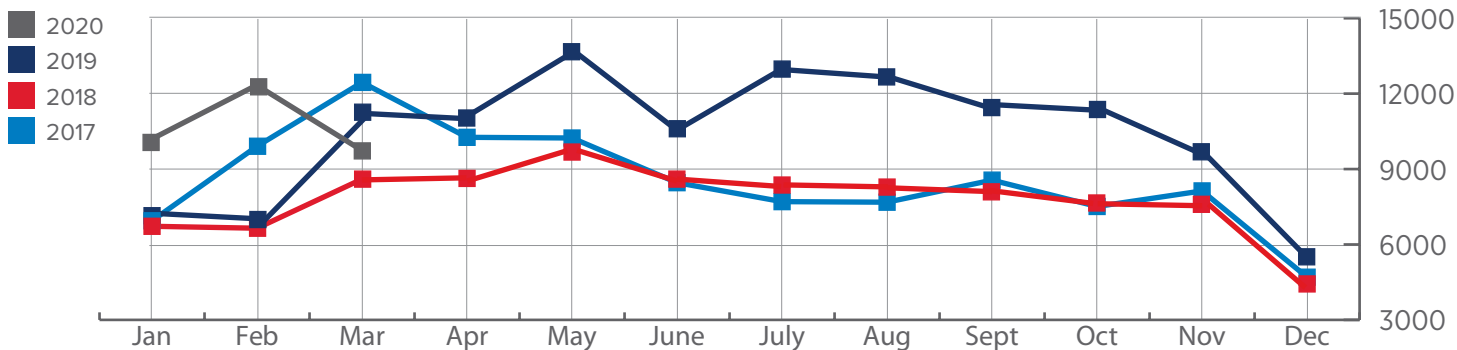
Hamilton		Burlington		Niagara	
#1	\$450-500k	#1	\$1-2M	#1	\$300-350k
#2	\$350-400k	#2	\$550-600k	#2	\$500-550k
#3	\$600-650k	#3	\$800-900k	#3	\$350-400
#4	\$550-600k	#4	\$700-750k	#4	\$400-450k
#5	\$250-300k	#5	\$600-650K	#5	\$450-500k

MONTHLY COMPARISON 2019 vs 2020**11613**total appointments:
March 2019**9586**total appointments:
March 1-28, 2020**-17.45%**% change
2019 vs. 2020

Week 3 of office closures saw appointments continue to decline, with 634 appointments in total over the course of the week, however we still brought 91 new listings to the market and recorded 113 sales.

Even with fewer properties sold during the week and fewer appointments being made, our Sold/Appointment Index indicates that those buyers who are still requesting appointments are definitely serious, with 5.6 appointments on average per property sold during the week. - a stark contrast to 4 weeks ago when the average was 23.8 appointments.

Popular price points in Hamilton dipped slightly with a range from \$250-650k recorded in our Top 5. Burlington saw the \$1-2M price range rank the most popular for the first time in several weeks, and the lowest price point in our ranking was \$550-600, when over the course of the last 4 weeks we have seen popular prices as low as \$400k. Niagara didn't quite see the highs of the last couple of weeks, staying solidly in the \$300-\$550 price ranges.

APPOINTMENTS 4 YEARS AT A GLANCE

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