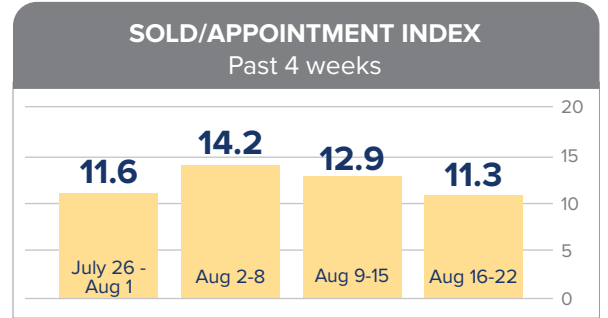
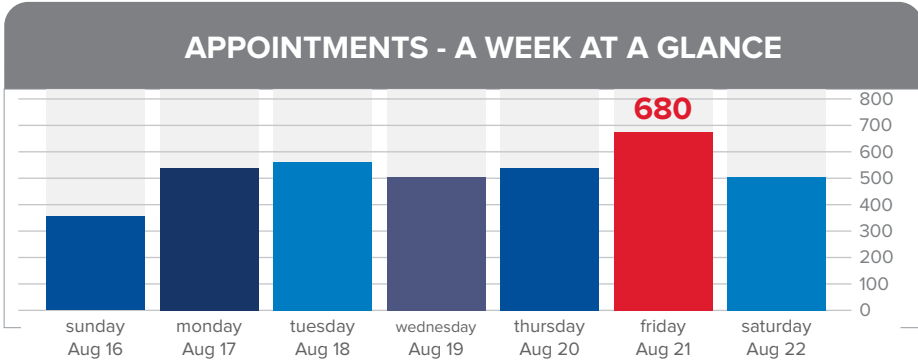




APPOINTMENT CENTRE

August 16-22, 2020

WEEKLY APPOINTMENT BREAKDOWN	3686	-11.4%	193	324	11.3	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	new listings this week	total properties SOLD this week	Sold/Appointment Index	



TOP 5 PRICE RANGES

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

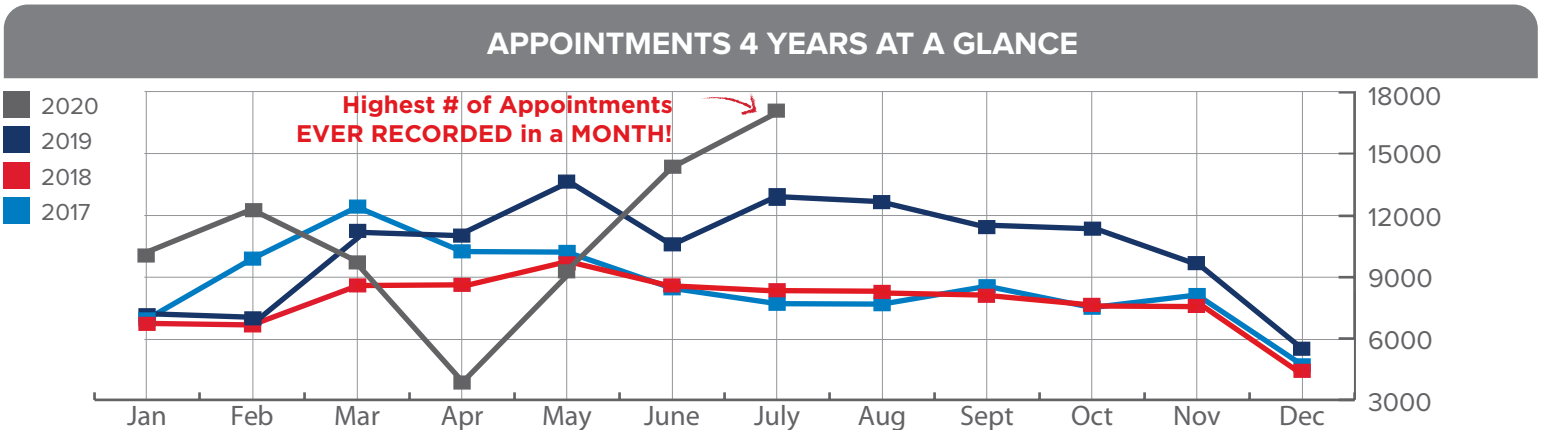
As new listings continue to slowly come to market, the number of appointments last week were 11.4% lower than the previous week. Overall, August continues to consistently outperform 2019, with 36.1% more listings - a trend that we have been seeing month-over-month since June.

Fewer appointments, and sales on par with last week have caused our Sold/Appointment Index to drop to 11.3 appointments on average per property sold during this time. Buyers continue to enter the market, however inventory still remains low.

In our Price Range comparison, Hamilton saw a shift upward in our most popular price range from \$350-\$400k to \$500-\$550k. We also see the \$750-800k in high demand - around \$100,000 higher than the high point last week. The luxury \$1-2M price point was once again the most requested last week in Burlington, while we also saw tremendous activity in the \$450-\$550k price points. Niagara's popular price points roughly re-shuffled, with \$250-300K the most in demand, and a slight shift upward in the highest price range to \$600-650k.

MONTHLY COMPARISON 2019 vs 2020

11,900	8998	12,248	+36.1%
total appointments: August 2019	total appointments: Aug 1-22, 2019	total appointments: Aug 1-22, 2020	% change 2019 vs. 2020



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