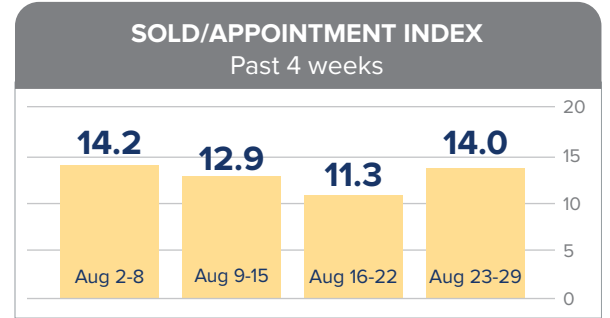
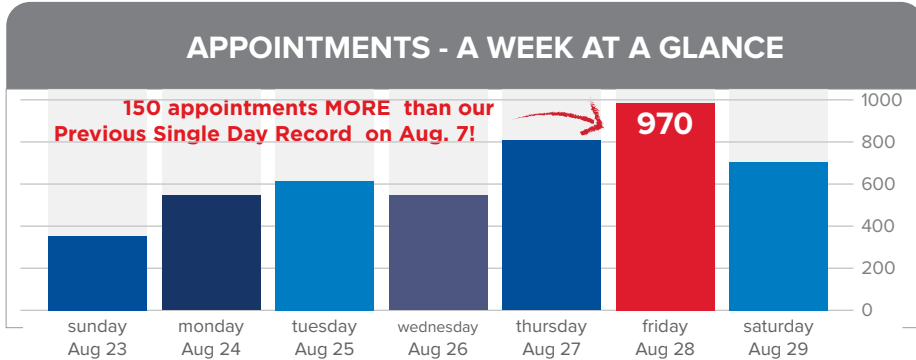




APPOINTMENT CENTRE

August 23-29, 2020

WEEKLY APPOINTMENT BREAKDOWN	4519	+22.6%	213	322	14.0	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 picked up considerably last week, with 22.6% more requests than the previous week. We also broke our record for the highest number of appointments in a single day with 970 appointments on Friday - that's an incredible 150 more appointments than our previous high on August 7! Our busy week has also caused our month-to-date numbers to rise to 43.3% more appointments than the same time frame in 2019.

Sales last week were on par with the previous week, and new listings were up 10.4%. Our Sold/Appointment Index rose to 14 appointments on average per listing sold. We did see more listings on the market, but with that more Buyers continue to enter a market where inventory continues to remain low for existing demand.

We did see a shift in popular price points in all 3 regions last week. The most popular price point in Hamilton dropped from \$550-550k to \$450-500k, with a general shift in demand for properties up to \$600k, instead of the \$800k we saw the previous week. Burlington saw the most popular price range take an extreme drop from \$1-2M to \$500-550k, however the luxury price point still registers in our top 5. Niagara's top requested price point rose to \$400-450k, and also saw tremendous activity in the luxury \$1-2M range which we haven't seen since early May.

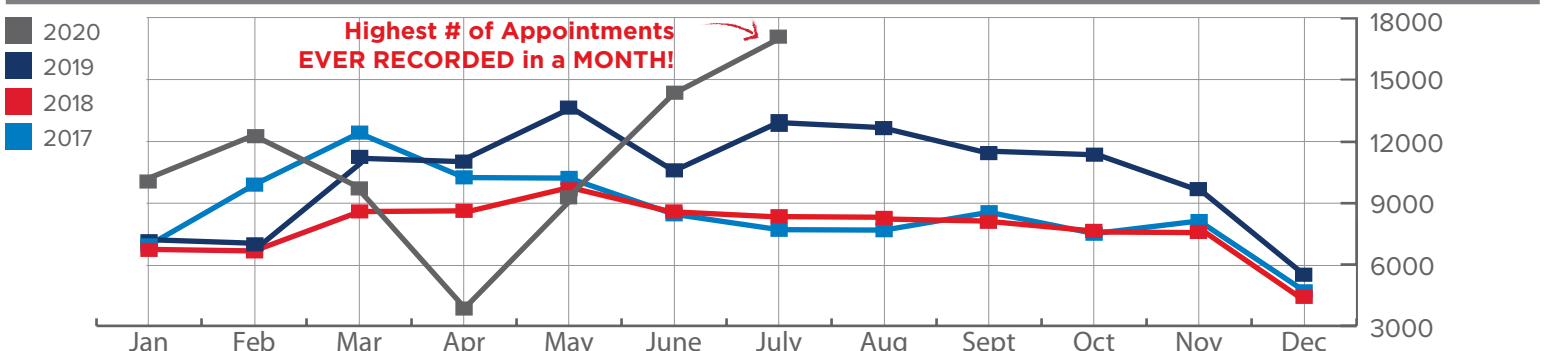
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2019 vs 2020

11,900	11,704	16,767	+43.3%
total appointments: August 2019	total appointments: Aug 1-29, 2019	total appointments: Aug 1-29, 2020	% change 2019 vs. 2020

APPOINTMENTS 4 YEARS AT A GLANCE



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