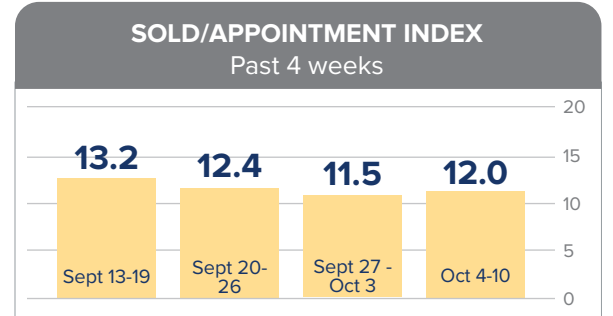
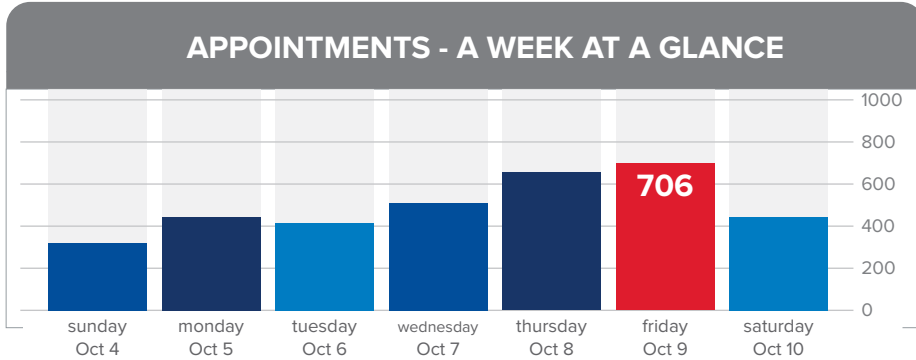




APPOINTMENT CENTRE

October 4 - 10, 2020

WEEKLY APPOINTMENT BREAKDOWN	3469	-16.5%	214	290	12.0	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	



MONTHLY COMPARISON 2019 vs 2020

11,052	3929	5429	+38.2%
total appointments: October 2019	total appointments October 1-10, 2019	total appointments October 1-10, 2020	% change 2019 vs. 2020

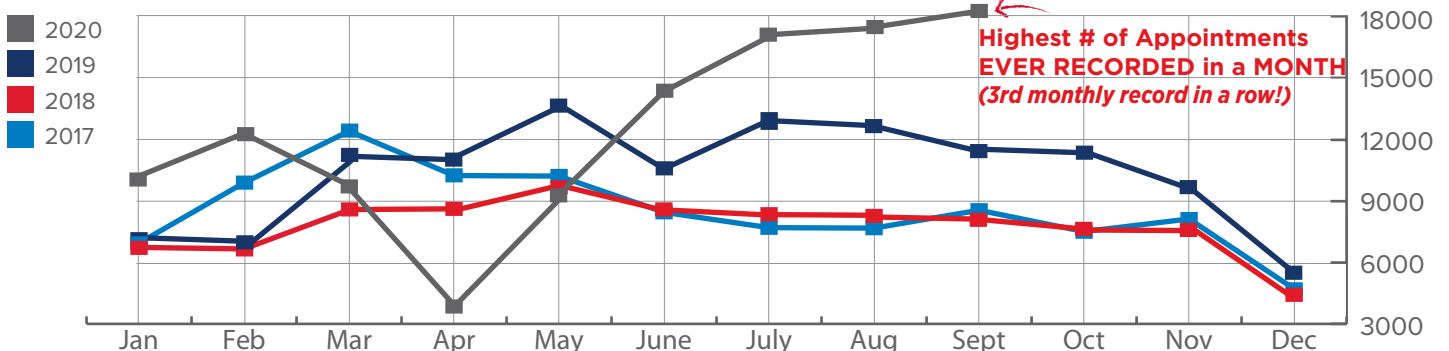
The week leading up to Thanksgiving long weekend saw the number of appointments predictably decrease, however further COVID-19 warnings and restrictions may have also contributed. Our Sold/Appointment Index remained steady at 12 appointments on average per property sold during this time frame as a result of fewer appointments and fewer sales. Overall in October, the trend that began in June has continued, with 38.3% more appointments in 2020 than the same time frame in 2019.

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

Our weekly review of popular price ranges saw a slight dip in the highest price range in Hamilton from \$700k down to \$600k. The rest of the Hamilton price ranges remained similar to last week.. Burlington's luxury properties were, once again, most popular, with the remainder of our Top 5 solidly in the mid-range for the area. Niagara saw \$450-500k as the most requested time frame once again, with little change in the other popular price points.

APPOINTMENTS 4 YEARS AT A GLANCE



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