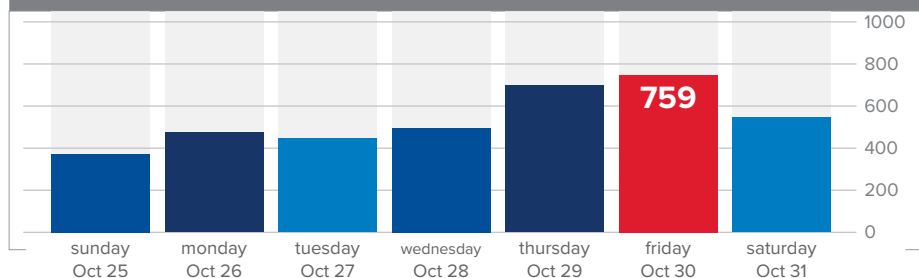RE/MAX NIAGARA & ESCARPMENT
Realty Ltd., Brokerage Realty Inc., Brokerage
Independently Owned & Operated

APPOINTMENT CENTRE
October 25-31, 2020

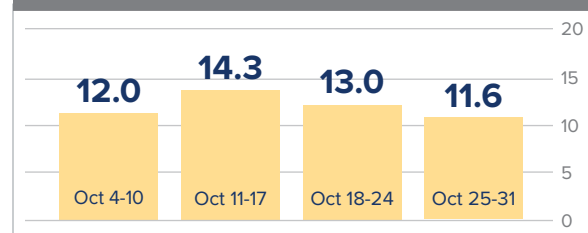| WEEKLY APPOINTMENT BREAKDOWN	3823	-14.2%	197	330	11.6	This number assesses the relationship between properties that Sold this week and the number of appointments made during the same week, thereby measuring Buyer motivation.
	appointments booked	% change over previous week	new listings this week	total properties SOLD this week	Sold/Appointment Index	

APPOINTMENTS - A WEEK AT A GLANCE

| sunday Oct 25 | monday Oct 26 | tuesday Oct 27 | wednesday Oct 28 | thursday Oct 29 | friday Oct 30 | saturday Oct 31 |

friday Oct 30: 759

SOLD/APPOINTMENT INDEX
Past 4 weeks

12.0	14.3	13.0	11.6
Oct 4-10	Oct 11-17	Oct 18-24	Oct 25-31

MONTHLY COMPARISON 2019 vs 2020

11,052	17,575	+59.0%
total appointments: October 2019	total appointments October 2020	% change 2019 vs. 2020

As the colder weather started to set in last week, we saw a decline in the number of appointments managed by our Appointment Centre. The week saw 8.24% more new listings, but a slight 3.8% decline in the number of sales, taking our Sold/Appointment Index down slightly to 11.6 appointments on average per property sold during this time frame.
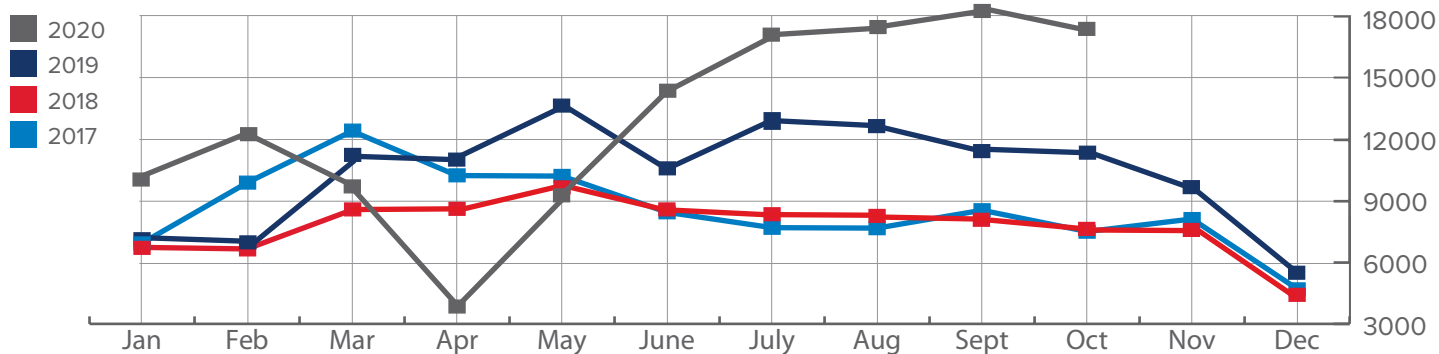
Overall, October saw an incredible increase in total appointments, with 59% more than were recorded in October 2019, with 4738 more appointments booked this year than in all of 2019.

Our weekly review of popular price ranges saw some marked changes in the Hamilton and Burlington regions. The Top Price Range in Hamilton was $650-700k - up from $350-400k the previous week. Burlington's most popular price point was $550-600k - suprising when the $1-2M range has topped our charts for many weeks. This price point did appear, however in the #2 spot, while the remainder of our rankings for this area varied from very low for the region back up to $800-900k. Niagara remained fairly consistent with last week with the same two price ranges in our first and second spots.

TOP 5 PRICE RANGES

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

APPOINTMENTS 4 YEARS AT A GLANCE

2020, 2019, 2018, 2017

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