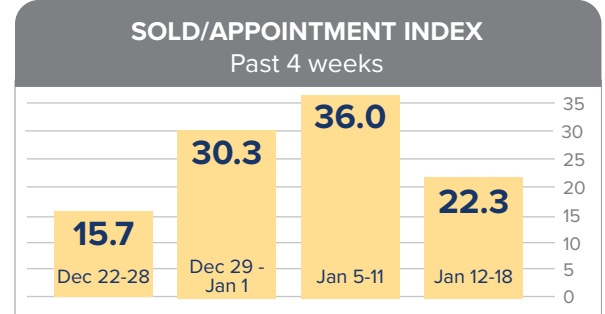
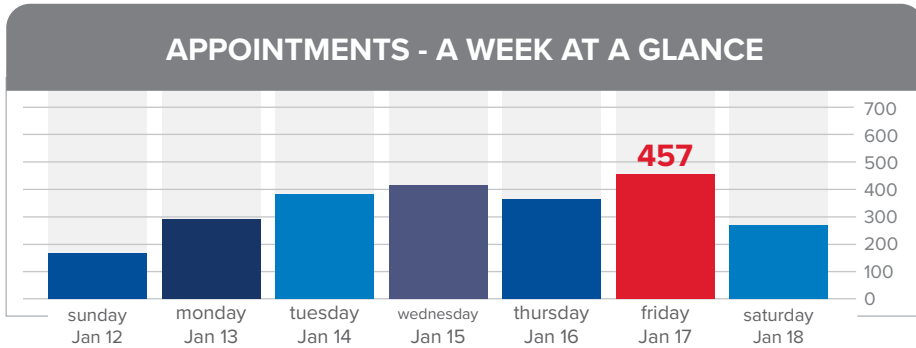




APPOINTMENT CENTRE

January 12-18, 2020

WEEKLY APPOINTMENT BREAKDOWN	2369	+8.0%	106	22.3	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	total properties SOLD this week	Sold/Appointment Index	



TOP 5 PRICE RANGES

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

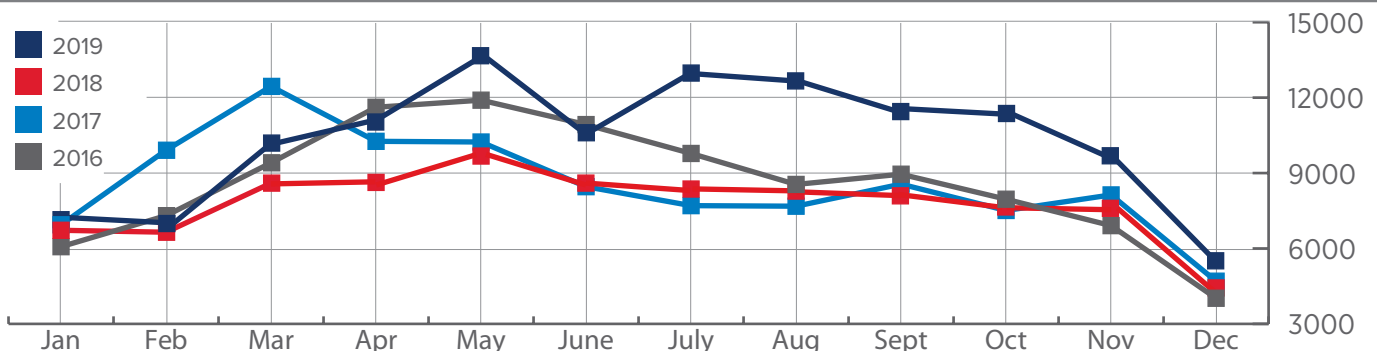
Appointments continue to outstrip both the previous week and the same time period in 2019 this January. Appointments increased 8% over last week, and 33.9% over the first half of January 2019. Our Sold/Appointment Index dropped considerably to 22.3 appointments on average per property sold during the week - definitely fewer appointments needed over the past couple of weeks before Buyers put pen to paper.

Overall, appointments in Hamilton rose slightly to include the \$650-750 price range - at the high end of what we usually see in popularity for the region. Burlington continues to show tremendous activity in both the high and middle price ranges. Niagara also saw a rise in popular price ranges, with \$550-\$650 showing up in our Top 5 for the week.

MONTHLY COMPARISON 2018 vs. 2019

7460	4218	5649	+33.9%
total appointments: January 2019	total appointments: January 1-18, 2019	total appointments: January 1-18, 2020	% change 2019 vs. 2020

APPOINTMENTS 4 YEARS AT A GLANCE



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