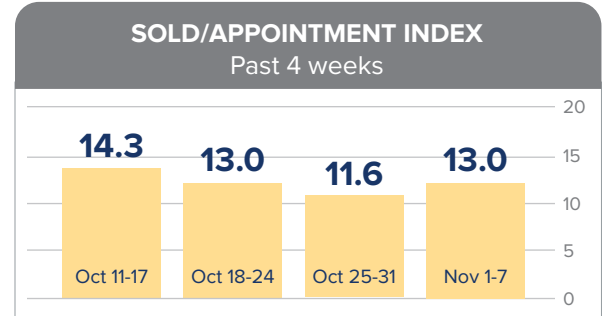
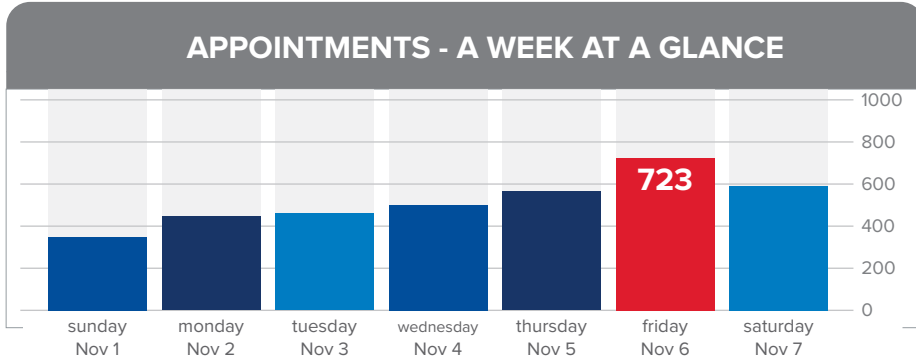




# APPOINTMENT CENTRE

November 1-7, 2020

<b>WEEKLY APPOINTMENT BREAKDOWN</b>	<b>3605</b>	<b>-5.7%</b>	<b>172</b>	<b>277</b>	<b>13.0</b>	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

<b>9619</b>	<b>2471</b>	<b>3605</b>	<b>+45.9%</b>
total appointments: November 2019	total appointments November 1-7, 2019	total appointments November 1-7, 2020	% change 2019 vs. 2020

Appointments dipped slightly last week, with 5.7% fewer appointments than the previous week. Our New Listings and Sales dipped slightly also, taking our Sold/Appointment Index up slightly to 13 appointments on average per property sold - again, not out of character when compared to the the past few weeks.

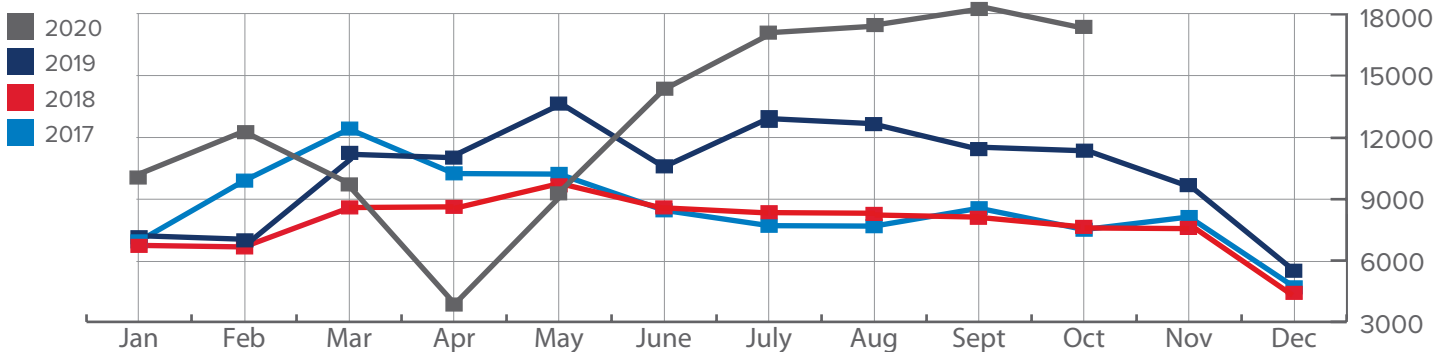
Overall in the first 7 days of November, we are reporting 45.9% more appointments than the same time period in 2019, an upward trend that we have been seeing in appointments ever since June.

### TOP 5 PRICE RANGES

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

In our weekly price range comparison, Hamilton saw a slight dip in the most popular price point, and a slight decline in the lowest price. Burlington saw the \$1-2M price range move back up into the most popular, while there was a definite shift upward on the lower end for the week. Niagara continues to hold steady, with the \$450-500k price range most popular for the 3rd week in a row.

### APPOINTMENTS 4 YEARS AT A GLANCE



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