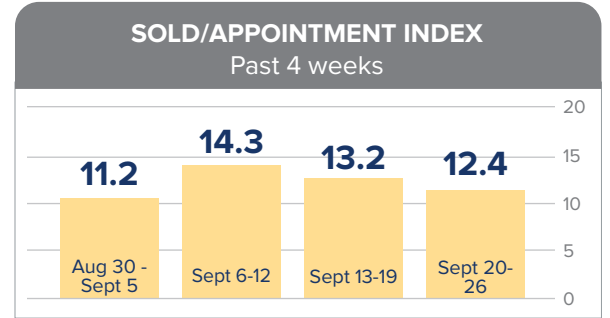
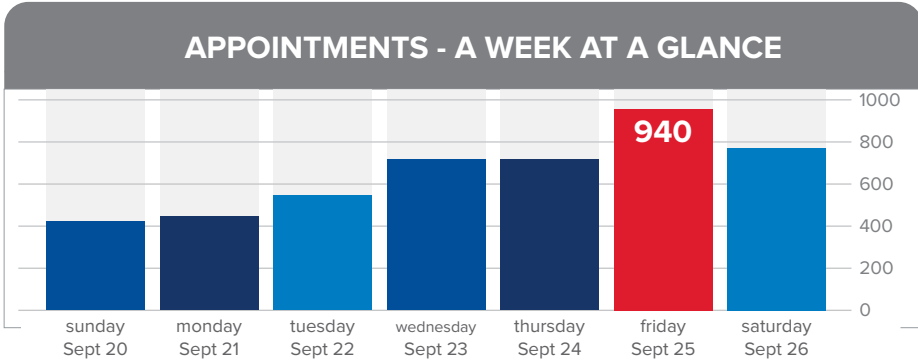




APPOINTMENT CENTRE

September 20 - 26, 2020

WEEKLY APPOINTMENT BREAKDOWN	4503	-2.1%	234	364	12.4	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	



TOP 5 PRICE RANGES

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

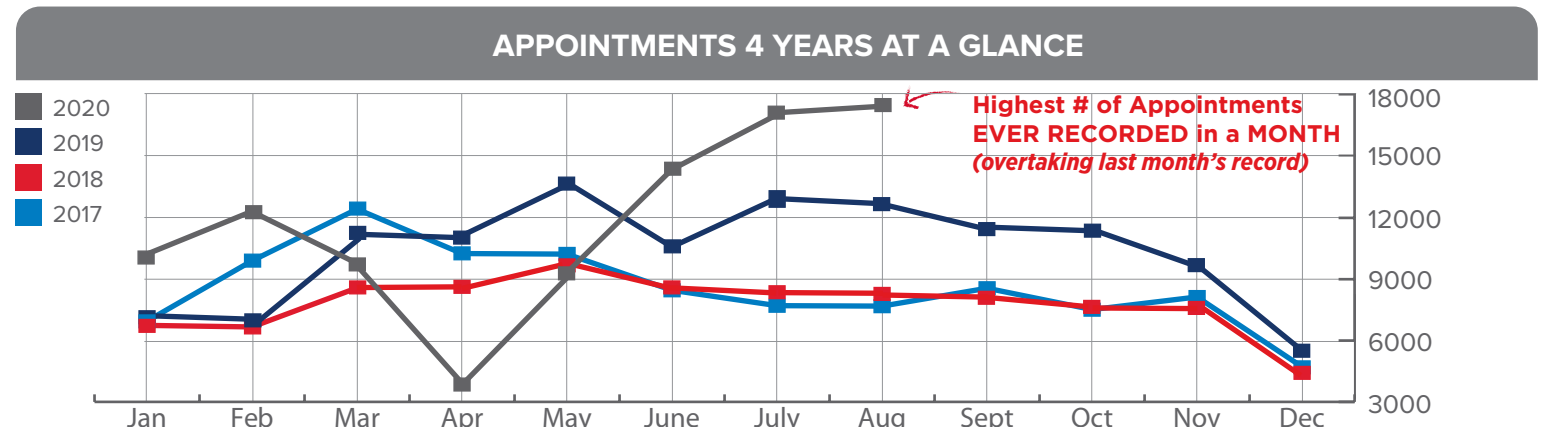
Appointments dipped only slightly last week, while so far in September, we are holding steady at an of 56% increase in appointments over 2019! Friday saw 940 appointments booked, which is slightly higher than last week's high, and only 30 appointments fewer than our all time single day high of 970 in late August.

Our Sold/Appointment Index was 12.4 appointments on average per property sold - in line with trend we have seen over the past few weeks.

Our geographic review of top 5 price ranges saw the popular price ranges in Hamilton generally within the top 5, with the highest price point slightly lower at \$650k instead of the \$700 we recorded the week before. Burlington's luxury price point was once again the most requested, closely followed by the \$800 - \$1M ranges. There was not as much activity in the low price points like we saw last week. Niagara's most popular price range dipped slightly, and overall the rest of our rankings were slightly lower.

MONTHLY COMPARISON 2019 vs 2020

11,900	10,270	16,044	+56.2%
total appointments: September 2019	total appointments: Sept 1-26, 2019	total appointments: Sept 1-26, 2020	% change 2019 vs. 2020



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