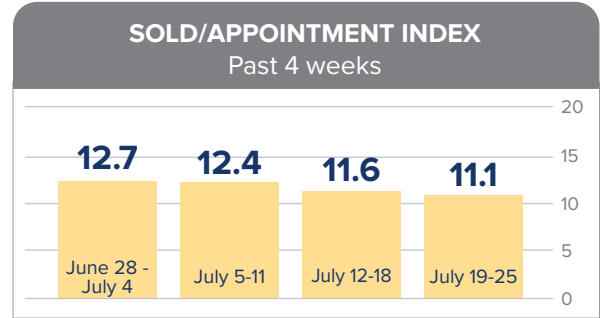
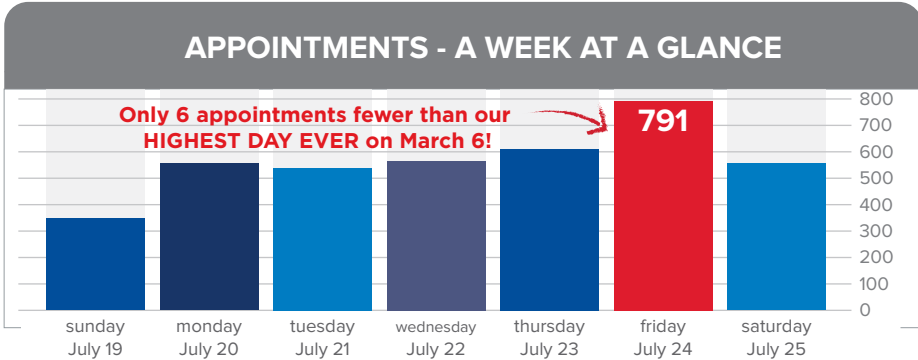




APPOINTMENT CENTRE

July 19 - 25, 2020

WEEKLY APPOINTMENT BREAKDOWN	3960	+1.5%	186	356	11.1	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	
#1	\$500-550k	#1	\$1-2M	#1	\$400-450k
#2	\$550-600k	#2	\$650-700k	#2	\$350-400k
#3	\$450-500k	#3	\$900-1M	#3	\$400-450k
#4	\$350-400k	#4	\$800-900k	#4	\$500-550k
#5	\$400-450k	#5	\$550-600k	#5	\$550-600k

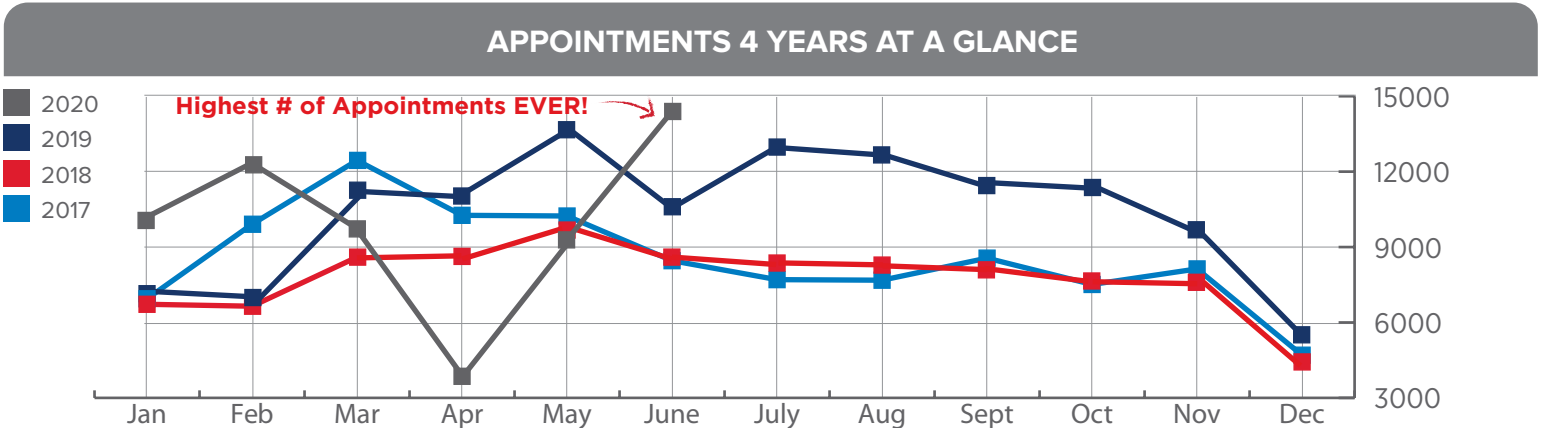
Appointments inched up by 1.5% last week, with Friday having only 6 fewer appointments than on March 6, which was the most appointments EVER in a single day since we started tracking this data. Overall in July, we continue to outperform 2019 with 33.9% more appointments to date.

Last week, RE/MAX Niagara & Escarpment reported 6.9% more new listings, and 6.6% more sales, taking our Sold/Appointment Index down a few points to 11.1 appointments on average per property sold - still in line with what we have been seeing over the past 4 weeks.

MONTHLY COMPARISON 2019 vs 2020

10,945	10,657	14,273	+33.9%
total appointments: July 2019	total appointments: July 1-25 2019	total appointments: July 1-25, 2020	% change 2019 vs. 2020

There were no real surprises in our Top 5 Price ranges for any of the 3 regions we track. Buyers in Hamilton were looking at properties solidly within the \$350-\$600k range. Burlington had traction in both the high and mid ranges, while Niagara's popular price points were very similar to Hamilton's.



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