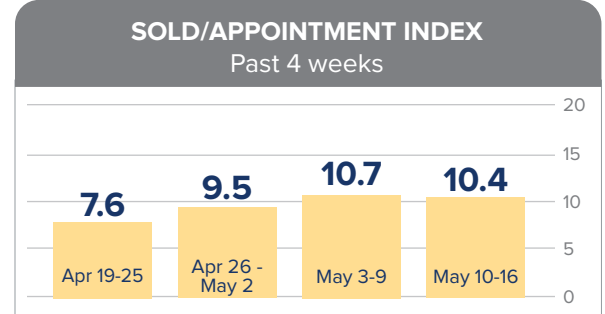
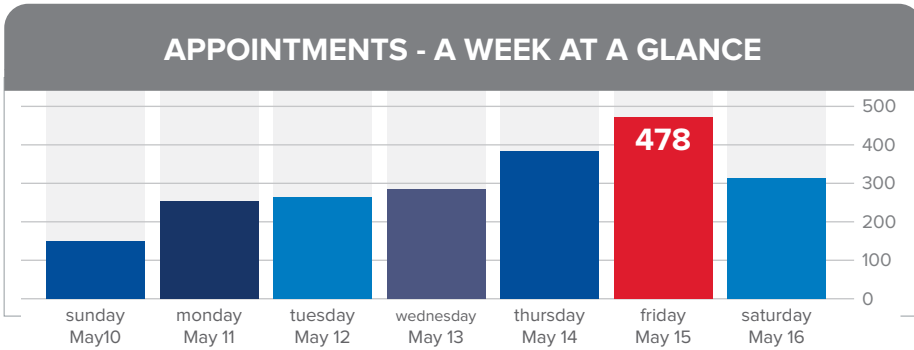




APPOINTMENT CENTRE

MAY 10-16, 2020

WEEKLY APPOINTMENT BREAKDOWN	2121	+12.4%	117	204	10.4	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	
#1	\$550-600k	#1	\$1-2M	#1	\$350-400k
#2	TIED \$600-650k \$250-300k	#2	\$450-500k	#2	\$450-500k
#3	\$450-500k	#3	\$800-900k	#3	TIED \$500-550k \$400-450k
#4	\$500-550k	#4	\$550-600k	#4	\$1-2M
#5	\$800-900k	#5	\$600-650K	#5	\$550-600k

Appointments continued to increase through week 9 of the COVID-19 changes, with 12.4% more appointments, and 15% more properties sold than the previous week. Our Sold/Appointment Index remained steady at 10.4 appointments on average per property sold during the week.

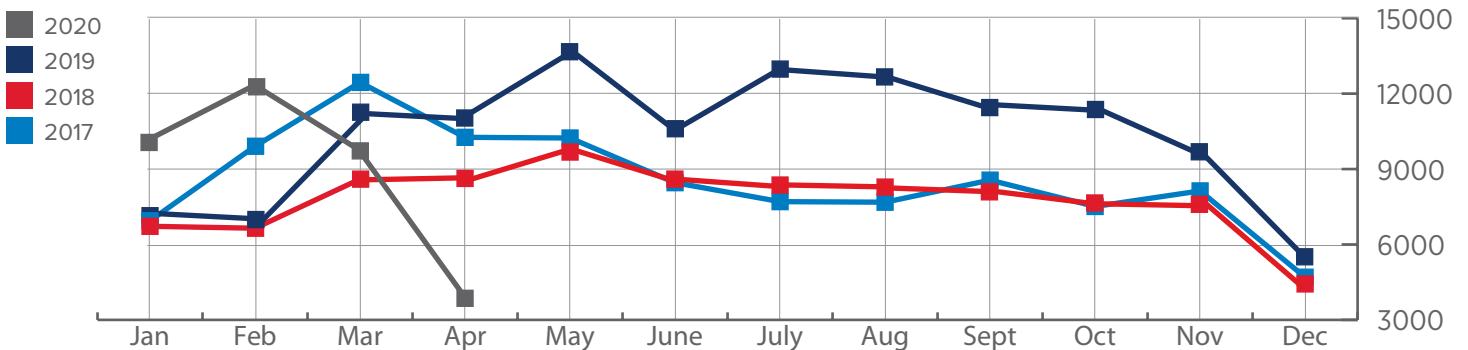
We saw the highest single day number of appointments on Friday, May 15 since the changes took effect. When we compare Friday to the same day in 2019, we saw only 87 fewer appointments made, and Saturday had only 61 fewer appointments than in 2019. Steady increases week over week are bringing us ever closer to our benchmarks from last year.

MONTHLY COMPARISON 2019 vs 2020

13,688	7,404	4,493	-39.3%
total appointments: May 2019	total appointments: May 1-16, 2019	total appointments: May 1-16, 2020	% change 2019 vs. 2020

Price points in Hamilton varied, with popularity largely centred in the \$450-650k range. However we also recorded highs of \$800-900k, and lows of \$250-300k. Burlington's most popular price point remains at \$1-2M, with additional activity largely centring between \$450-600k. Niagara's price points were mostly in the \$350-\$600k range, with increased demand in the luxury market of \$1-2M last week.

APPOINTMENTS 4 YEARS AT A GLANCE



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