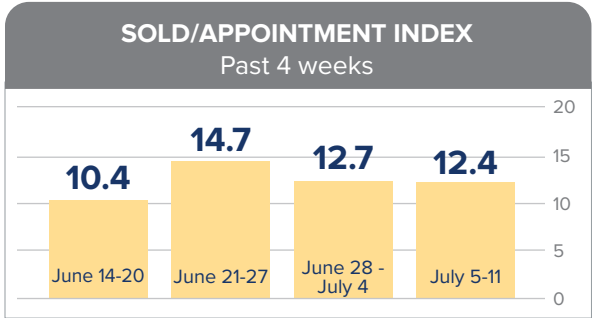
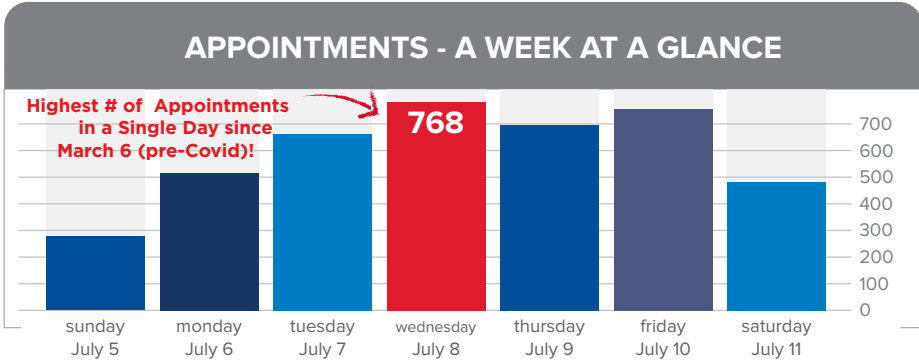




# APPOINTMENT CENTRE

July 5 - 11, 2020

WEEKLY APPOINTMENT BREAKDOWN	<b>4230</b>	<b>+21.8%</b>	<b>143</b>	<b>340</b>	<b>12.4</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	



### TOP 5 PRICE RANGES

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

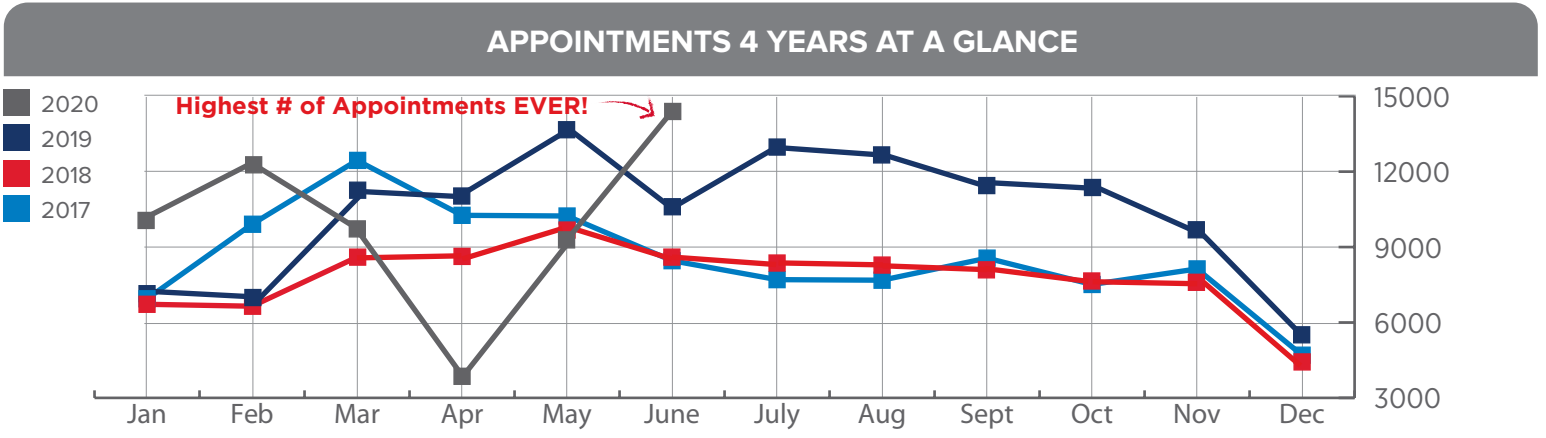
We continue to gain momentum in the appointment centre, with 21.8% more appointments last week than the week before, and Wednesday saw the highest number of appointments in a single day since March 6, which was actually the highest number of appointments EVER RECORDED in a single day since this service began. In the first 11 days of July, appointments are already 40.6% higher than the same time frame in 2019.

Our Sold/Appointment Index continues to remain steady at just above 12 appointments on average per sale during the week. While the number of sales increased by 12.44% last week, listings dipped by 13.3% - more inventory is definitely needed to help balance this fast-paced market.

### MONTHLY COMPARISON 2019 vs 2020

<b>10,945</b>	<b>4560</b>	<b>6410</b>	<b>+40.6%</b>
total appointments: July 2019	total appointments: July 1-11 2019	total appointments: July 1-11 2020	% change 2019 vs. 2020

Popular price ranges in Hamilton remain steady, while Burlington saw the most popularity from \$700k and up - a diversion from some of the mid-range price points that were gaining popularity in prior weeks. Niagara's activity nudged up slightly, with the lowest price point the most in demand being \$350k.



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