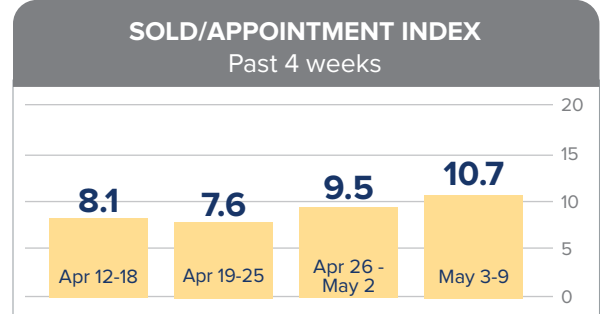
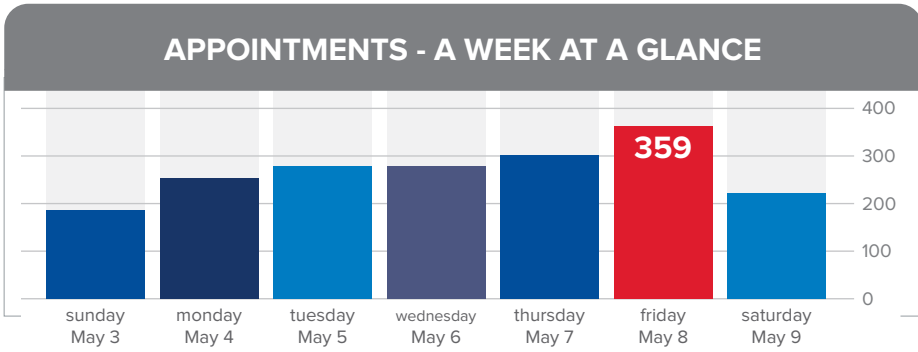




APPOINTMENT CENTRE

MAY 3 - 9, 2020

WEEKLY APPOINTMENT BREAKDOWN	1887	+34.5%	122	177	10.7	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	\$450-500k
#2	\$500-550k	#2	\$500-550k	#2	\$350-400k
#3	\$450-500k	#3	\$800-900k	#3	\$400-450k
#4	\$1-2M	#4	\$550-600k	#4	\$500-550k
#5	TIED \$600-650k \$700-750k	#5	\$450-500K	#5	\$550-600k

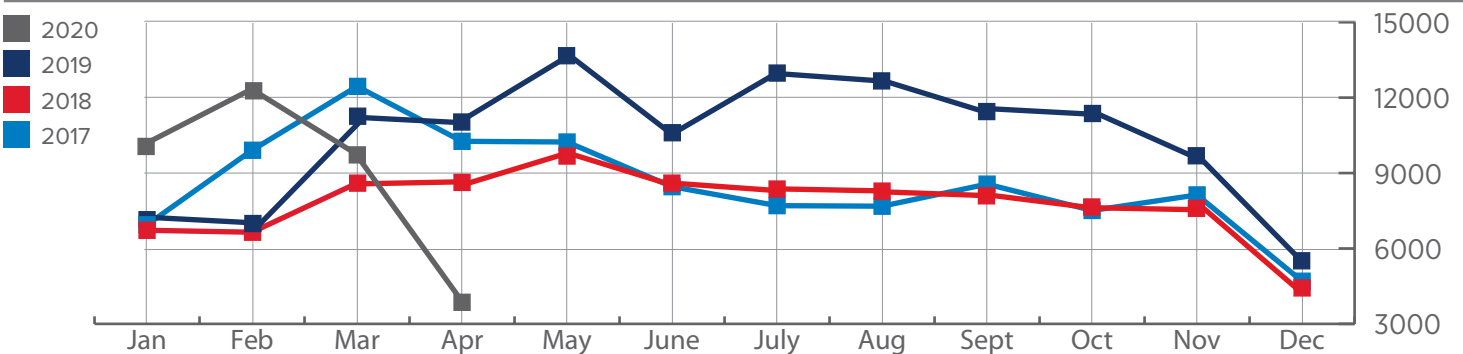
The upswing continues in the appointment centre, with 34.5% more appointments last week than the previous week. We broke the 300 appointment ceiling on two days as well - numbers we haven't seen since the week before the COVID-19 closures began. New listings increased by 15.1% last week, and the number of properties sold increased by 19.6%, taking our Sold/Appointment Ratio to 10.7 appointments on average per property sold. As more listings are coming on the market, Buyers have more to choose from and are starting to look around more, however this index is still reflective of serious intent, as back in early March, it was taking almost 25 appointments on average per sale.

MONTHLY COMPARISON 2019 vs 2020

13,688	4,082	2,372	-41.9%
total appointments: May 2019	total appointments: May 1-9, 2019	total appointments: May 1-9, 2020	% change 2019 vs. 2020

Popular price ranges in Hamilton saw the \$1-2M very much in demand during the week, while other price points were somewhat higher than usual as well. Burlington continued to see the luxury price point most popular, with a large range of mid and lower ranges being requested. Niagara saw the most activity in the \$350-\$600k range, which is slightly higher than normal.

APPOINTMENTS 4 YEARS AT A GLANCE



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