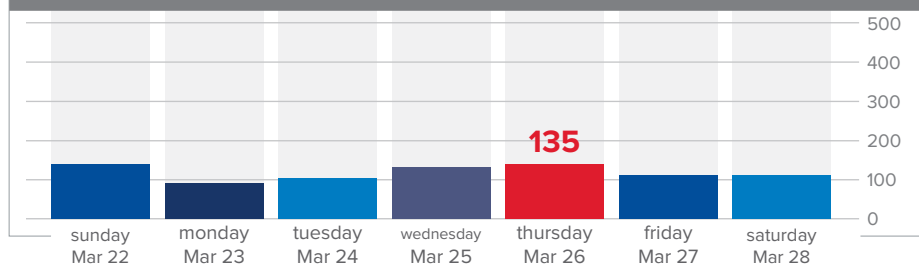


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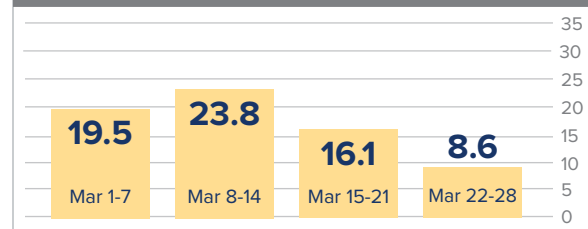
# APPOINTMENT CENTRE

**March 22-28, 2020****WEEKLY  
APPOINTMENT  
BREAKDOWN****813**appointments  
booked**-50.5%**% change over  
previous week**95**total properties  
SOLD this week**8.6**Sold/Appointment  
Index

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 - A WEEK AT A GLANCE****SOLD/APPOINTMENT INDEX**

Past 4 weeks

**TOP 5 PRICE RANGES**

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

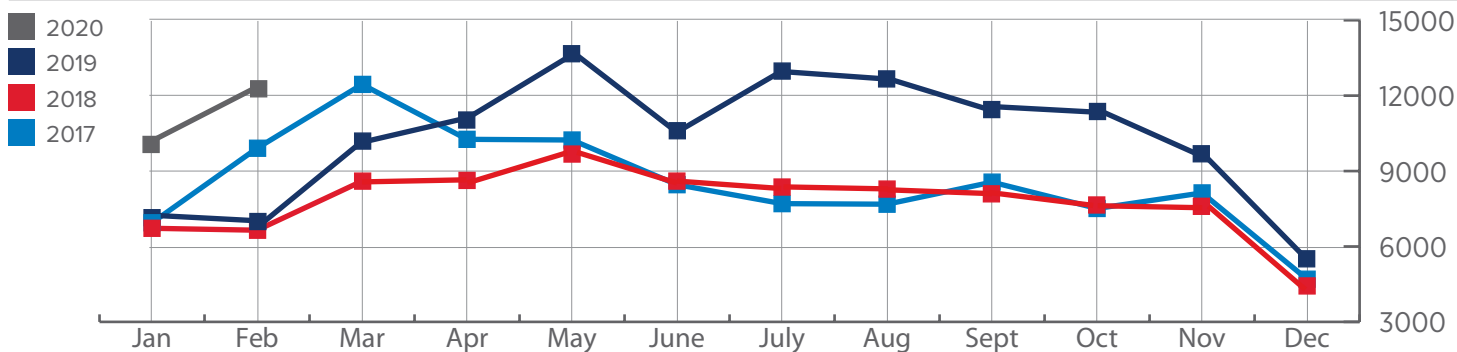
The second week of office closures saw an understandable drop in the number of appointments, as face-to-face contact was strongly discouraged. We did, however register 95 sales. Looking back to the same week in 2019, we sold 135 homes, so, all things considered, last week was a strong week for sales.

Our Sold/Appointment Index dropped to 8.6 appointments on average per property sold - those buyers in the market were definitely serious!

Popular price points in Hamilton rose higher last week, with traction up to \$800k. Burlington continues to be showing a combination of mid and high price points that are in demand. Niagara saw a shift to higher prices as well, with low, mid and high price ranges varying in popularity.

**MONTHLY COMPARISON 2019 vs 2020**

<b>11613</b>	<b>9848</b>	<b>9336</b>	<b>-5.2%</b>
total appointments: March 2019	total appointments: March 1-28, 2019	total appointments: March 1-28, 2020	% change 2019 vs. 2020

**APPOINTMENTS 4 YEARS AT A GLANCE**

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