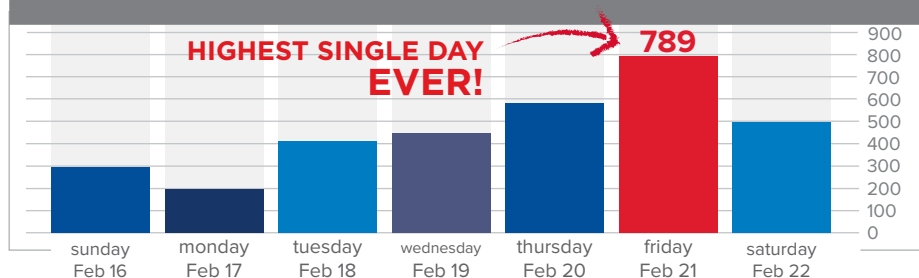


**RE/MAX****NIAGARA & ESCARPMENT**  
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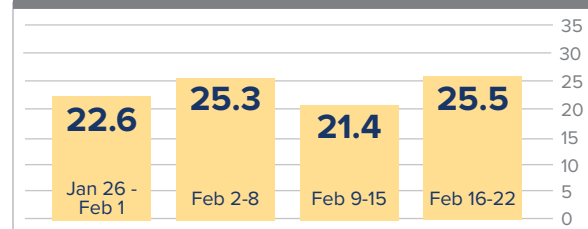
# APPOINTMENT CENTRE

**February 16-22, 2020****WEEKLY  
APPOINTMENT  
BREAKDOWN****3218**appointments  
booked**+12.4%**% change over  
previous week**126**total properties  
SOLD this week**25.5**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	\$350-400k	#1	\$550-600k	#1	\$350-400k
#2	\$450-500k	#2	\$1-2M	#2	\$400-450k
#3	\$250-300k	#3	\$450-500k	#3	\$300-350k
#4	\$600-650k	#4	\$400-450k	#4	\$550-600k
#5	\$400-450k	#5	\$650-700k	#5	\$450-500k

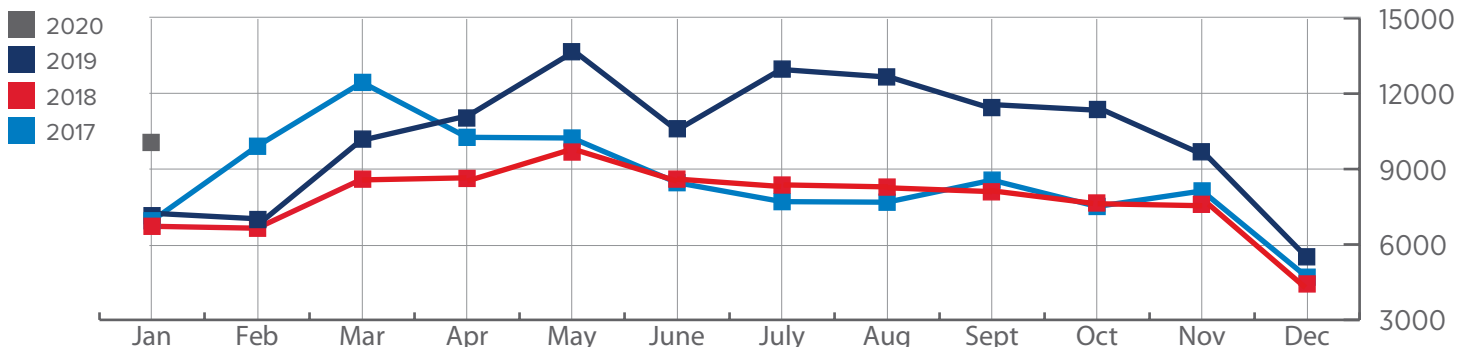
Busy was the word in the appointment centre last week. Appointments increased 12.4% over the previous week, and Friday, February 21 saw the most appointments EVER BOOKED IN A DAY through this service. It beat out 756 appointments booked back on March 3, 2017. February appointments in general are truly off the charts, with 49.8% more appointments in the first 22 days of the month than we saw in 2019.

Our Sold/Appointment Index continues to remain high, with 25.5 appointments on average per property sold. Again, low inventory is definitely contributing to flurries of appointments on those listings that ARE on the market.

**MONTHLY COMPARISON 2019 vs 2020**

<b>7730</b>	<b>6188</b>	<b>9267</b>	<b>+49.8%</b>
total appointments: February 2019	total appointments: February 1-22, 2019	total appointments: February 1-22, 2020	% change 2019 vs. 2020

Popular price ranges saw some variation in all markets last week. Hamilton saw increased activity in both the lower end \$250-\$200k price range, as well as slightly higher in the \$600-\$650k range. Burlington saw the most activity between \$550-600k, followed by \$1-2M, and then back down to the lower end for the region. Niagara saw a slight increase in popular price ranges, dropping the \$250-\$300k price point, and replacing it with \$550-\$600k.

**APPOINTMENTS 4 YEARS AT A GLANCE**

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