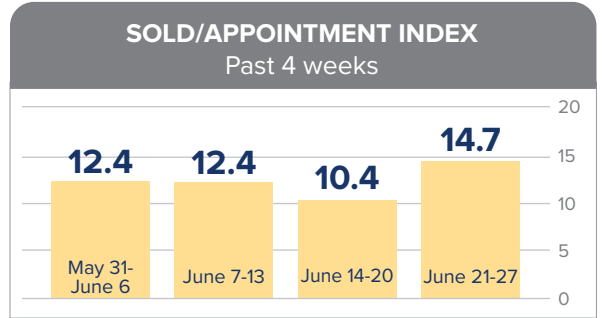
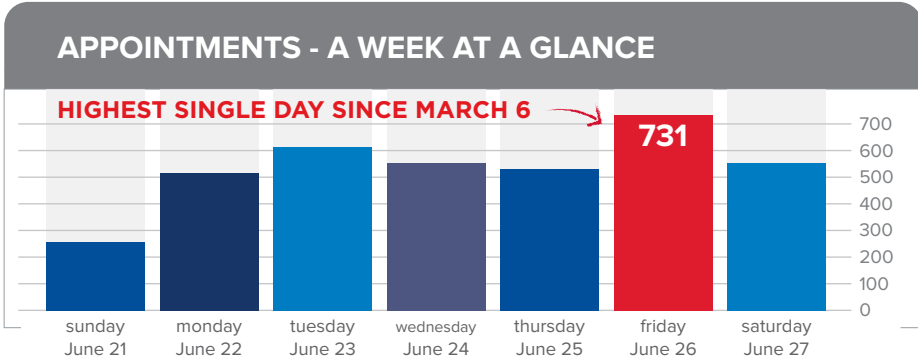




APPOINTMENT CENTRE

June 21 - 27, 2020

WEEKLY APPOINTMENT BREAKDOWN	3748	+15.4%	185	255	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	\$500-550k	#2	\$800-900k	#2	\$500-550k
#3	TIED \$400-450k \$450-500k	#3	\$700-750k	#3	\$400-450k
#4	\$650-700k	#4	\$550-600k	#4	\$450-500k
#5	\$800-900k	#5	\$900-1M	#5	\$250-300k

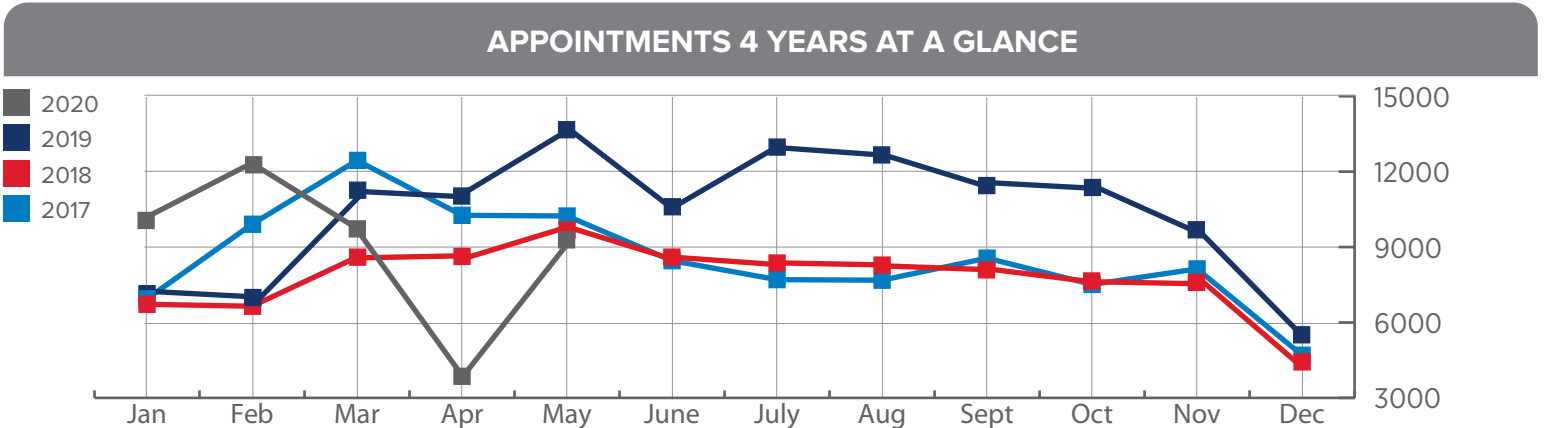
Despite the continuing heat, last week we recorded 15.4% more appointments than the previous week. While new listings were up 34%, sales dipped slightly, taking our Sold/Appointment Index up to 14.7 appointments on average per property sold during the week. Higher inventory means more choices for Buyers which is directly reflected in this increase.

MONTHLY COMPARISON 2019 vs 2020

10,945	10,218	13,457	+31.7%
total appointments: June 2019	total appointments: June 1-27, 2019	total appointments: June 1-27, 2020	% change 2019 vs. 2020

Overall in June, appointments are ahead of June 2019 by an incredible 31.7% already, with 3 days still left in the month.

Popular price ranges in Hamilton underwent a significant shift, with more higher price ranges than usual, including the \$800-900k range the 5th most popular. Burlington also saw more higher price points in demand with the lower end of the spectrum not even registering in our Top 5 last week. Niagara continued to remain consistent as far as the price points being requested, however the \$250-300k range was less popular than those in the \$350-550k price points.



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