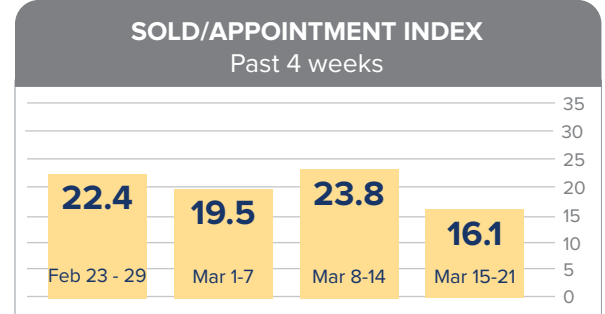
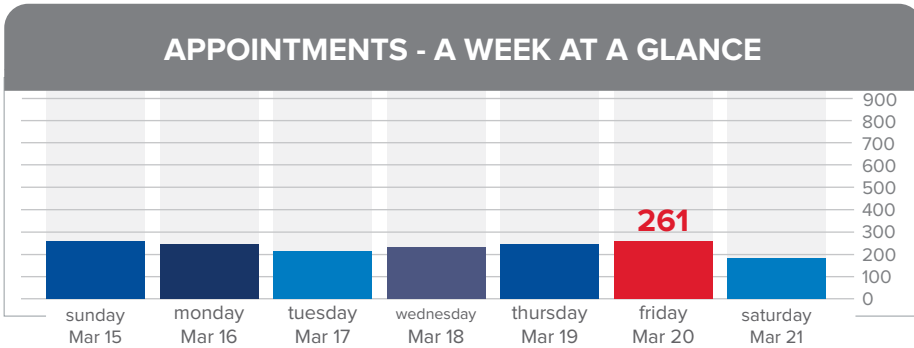




# APPOINTMENT CENTRE

## March 15-21, 2020

WEEKLY APPOINTMENT BREAKDOWN	<b>1641</b>	<b>-50.4%</b>	<b>102</b>	<b>16.1</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	total properties SOLD this week	Sold/Appointment Index	



The first week of office closures at RE/MAX Niagara & Escarpment brought predictable drops in the number of appointments made. 1641 appointments were booked last week - 50.4% less than the previous week, however appointments are still 10% higher than they were in March 2019.

Our Sold/Appointment Index sat at 16.1 appointments on average per property sold during the week. We still had 102 properties sold during the week showing that the market remained quite active.

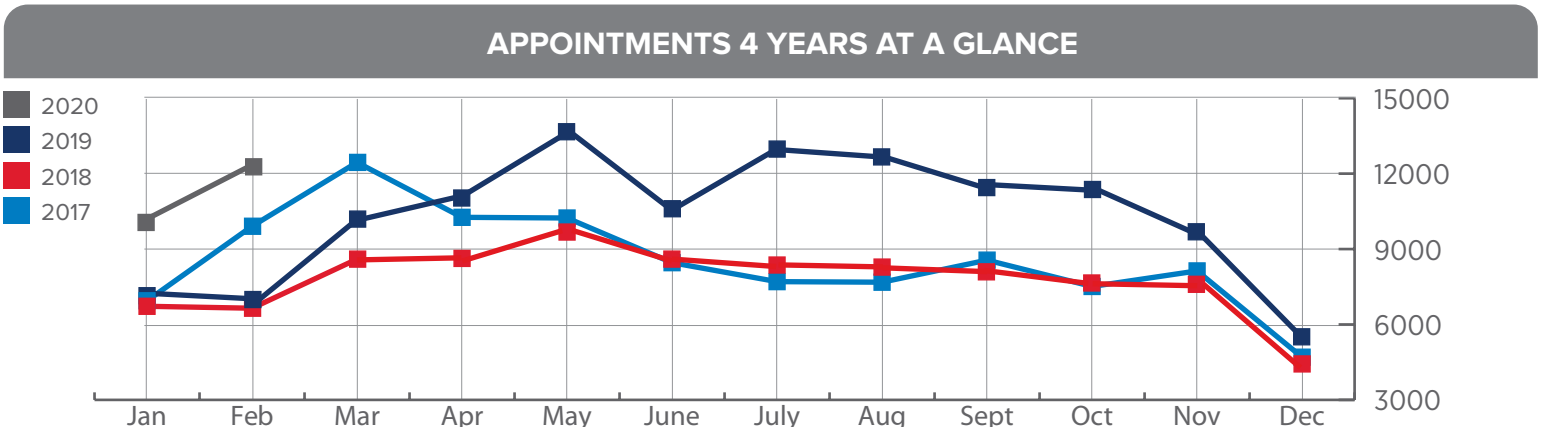
Price points in demand in Hamilton were solidly between \$350-\$600k. Burlington, once again, saw low-mid-high price range demand, however the luxury price point was in less demand than previous weeks. Niagara's price ranges remained between \$250-\$600k.

### TOP 5 PRICE RANGES

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

### MONTHLY COMPARISON 2019 vs 2020

<b>11613</b>	<b>7747</b>	<b>8523</b>	<b>+10%</b>
total appointments: March 2019	total appointments: March 1-21, 2019	total appointments: March 1-21, 2020	% change 2019 vs. 2020



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