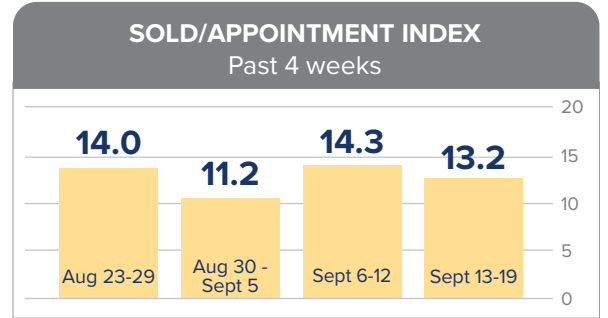
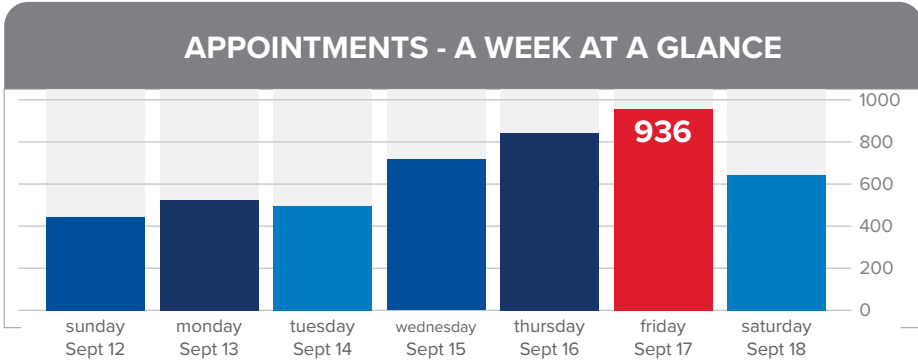




APPOINTMENT CENTRE

September 13 - 19, 2020

WEEKLY APPOINTMENT BREAKDOWN	4600	+12.8%	276	349	13.2	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		
	Prev. Week	CurrentWeek		Prev. Week	CurrentWeek		Prev. Week	CurrentWeek
#1	\$450-500k	\$450-500k	#1	\$750-800k	\$1-2M	#1	\$400-450k	\$400-450k
#2	\$500-550k	\$350-400k	#2	\$1-2M	\$750-800k	#2	\$450-500k	\$350-400k
#3	\$350-400k	\$550-600k	#3	\$550-600k	\$350-400k	#3	\$350-400k	TIED \$450-500k \$600-650k
#4	\$550-600k	\$500-550k	#4	\$650-700k	\$450-500k	#4	\$550-600k	\$250-300k
#5	\$400-450k	\$650-700k	#5	\$700-750k	\$550-600k	#5	\$650-700k	\$500-550k

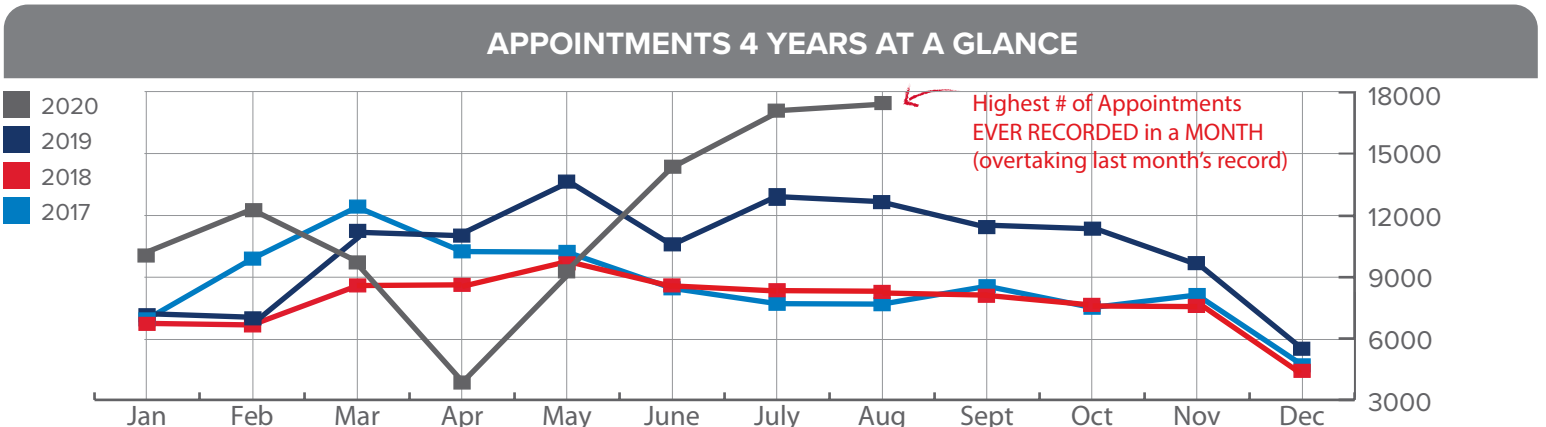
An upsurge of 12.8% in appointments last week certainly kept the appointment centre busy. Friday saw 936 appointments - only 34 less than the all time single day high we recorded on August 28. For the first 19 days of September, appointments are an incredible 56.7% higher than the same time frame in 2019, indicating a thriving and highly active market!

Our Sold/Appointment Index dipped slightly to 13.2 appointments on average per property sold. We recorded 21% more new listings this week, and 22.5% more sales than last week, however we still need more inventory to balance out the number of Buyers entering the market.

Popular price points in Hamilton simply shifted order slightly, with the highest price range jumping from \$600 to \$700k. In Burlington, the \$1-2M price point was the most popular, with more focus on the lower price points between \$350-600k than the previous week. The most requested price range in Niagara remained \$400-450k, while the others shifted slightly, making the highest price point \$650k instead of the \$700k that was recorded last week.

MONTHLY COMPARISON 2019 vs 2020

11,900	7,364	11,541	+56.7%
total appointments: September 2019	total appointments: Sept 1-19, 2019	total appointments: Sept 1-19, 2020	% change 2019 vs. 2020



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