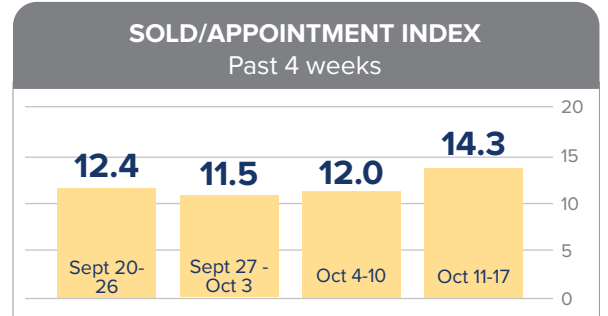
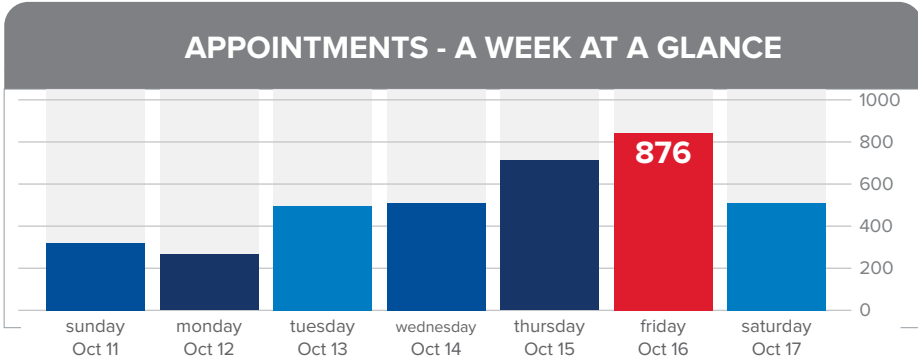




APPOINTMENT CENTRE

October 11 - 17, 2020

WEEKLY APPOINTMENT BREAKDOWN	3856	+11.2%	164	269	14.3	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	



MONTHLY COMPARISON 2019 vs 2020

11,052	6130	9285	+51.5%
total appointments: October 2019	total appointments October 1-17, 2019	total appointments October 1-17, 2020	% change 2019 vs. 2020

Appointments started low at the beginning of the week due to the Thanksgiving Holiday closure on Monday, but then ramped up by the end of the week resulting in an increase of 11.2% over last week. Appointments overall in October continue to far outperform October 2019 with 51.5% more appointments month to date.

Our Sold/Appointment index rose slightly, with Buyers booking an average of 14.3 appointments before signing on the dotted line. Buyers continue to enter the market, but listings are scarce.

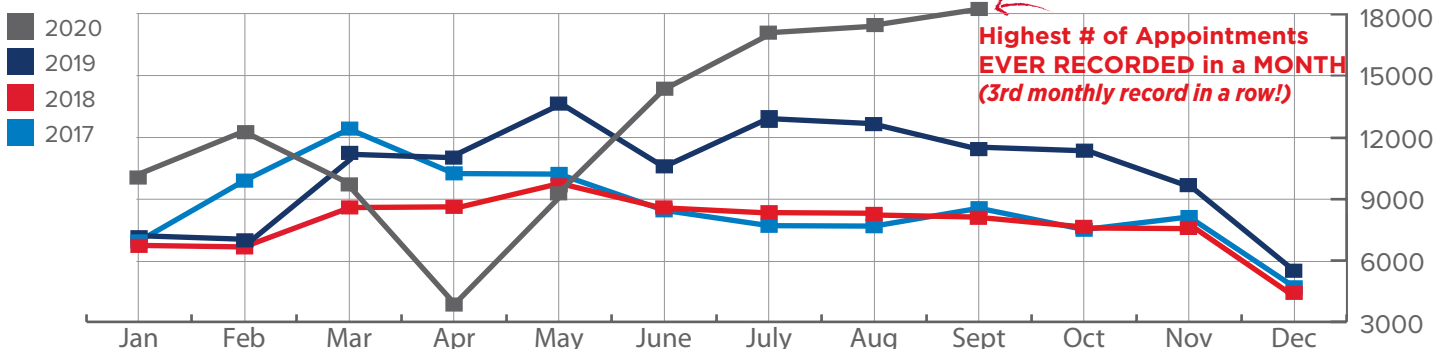
TOP 5 PRICE RANGES

Hamilton			Burlington			Niagara		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$550-600k	350-400k	#1	\$1-2M	1-2M	#1	\$450-500k	400-450k
#2	\$450-500k	400-450k	#2	\$750-800k	550-600k	#2	\$300-350k	300-350k
#3	\$400-450k	550-600k	#3	\$600-650k	600-650k	#3	\$350-400k	450-500k
#4	\$350-400k	450-500k	#4	\$450-500k	700-750k	#4	\$400-450k	500-500k
#5	\$500-550k	500-550k	#5	\$550-600k	450-500k	#5	\$550-600k	350-400k

When we look at our weekly breakdown of appointments, Friday saw the highest number of appointments which is typical.

Our weekly review of popular price ranges saw a dip in the most popular price range - from \$550k-600k to 350-400k. Overall Hamilton prices remain similar to last week. Burlington's luxury properties continue to be the most popular, with the remainder of the top 5 in the mid ranges. Niagara's top spot dropped slightly to 400-450k, with little change to the other popular price points.

APPOINTMENTS 4 YEARS AT A GLANCE



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