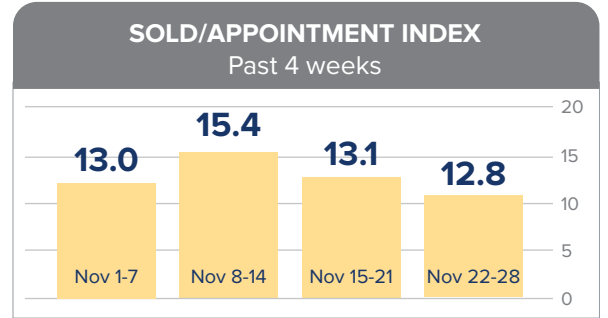
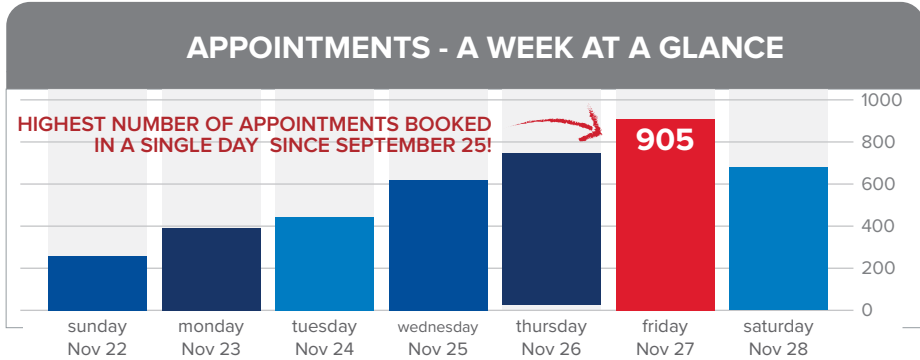




APPOINTMENT CENTRE

November 22-28, 2020

WEEKLY APPOINTMENT BREAKDOWN	4037	+17.5%	167	315	12.8	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

9619	9,113	14,748	+61.8%
total appointments: November 2019	total appointments November 1-28, 2019	total appointments November 1-28, 2020	% change 2019 vs. 2020

Contrary to usual seasonal trends, last week saw an increase in the number of appointments by 17.5% over the previous week. Although the week began quietly, we recorded the highest number of appointments in a single day on Friday, Nov. 27 that we have seen since September 25! New listings increased 18.4%, and sales were up 20.2%, making it a highly active week at RE/MAX Niagara & Escarpment. Overall in November, appointments are up an incredible 61.8% over the same time frame in 2019.

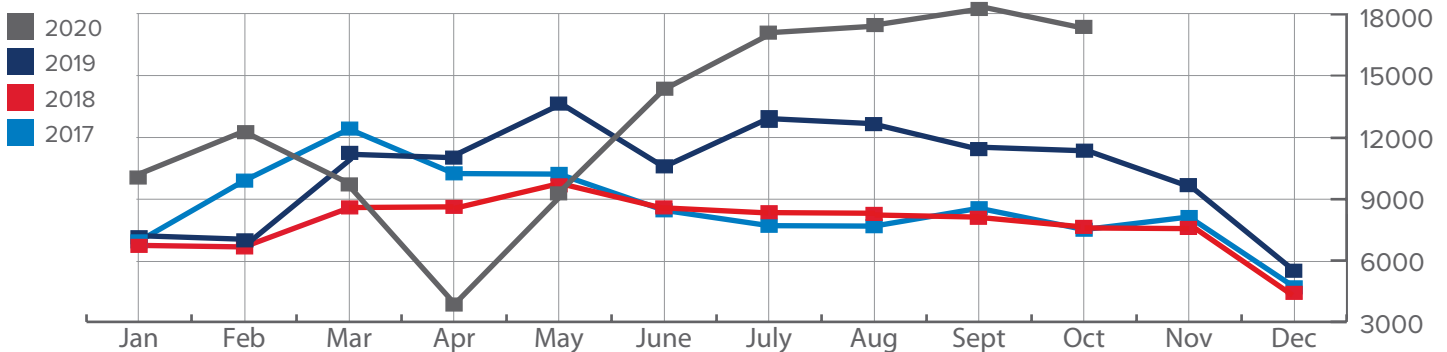
TOP 5 PRICE RANGES

Hamilton			Burlington			Niagara		
	Prev. Week	Current Week		Prev. Week	Current Week		Prev. Week	Current Week
#1	\$550-600k	\$450-500k	#1	\$1-2M	\$900-1M	#1	\$300-350k	\$300-350k
#2	\$450-500k	\$550-600k	#2	\$900k-1M	\$800-900k	#2	\$450-500k	\$350-400k
#3	\$500-550k	\$350-400k	#3	\$650-700k	\$600-650k	#3	\$400-450k	\$450-500k
#4	\$400-450k	\$400-450k	#4	\$700-750k	\$750-800k	#4	\$250-300k	\$200-250k
#5	\$600-650k	\$500-550k	#5	\$550-600k	\$450-500k	#5	\$550-600k	\$550-600k

Our Sold/Appointment Index remained relatively stable, as 12.8 appointments on average per property sold due to the increase in both appointments and sales during this time frame.

The Top 5 Popular Hamilton price ranges remained similar to the previous week, with some shifting in popularity. Burlington saw a lot of activity just below the \$1M mark, with increased activity in the \$450-500k range reported. Niagara's market was similar to Hamilton in that popular price ranges remained fairly consistent, but varied in rank.

APPOINTMENTS 4 YEARS AT A GLANCE



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