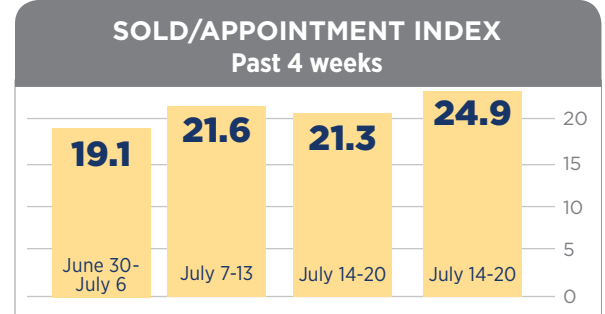
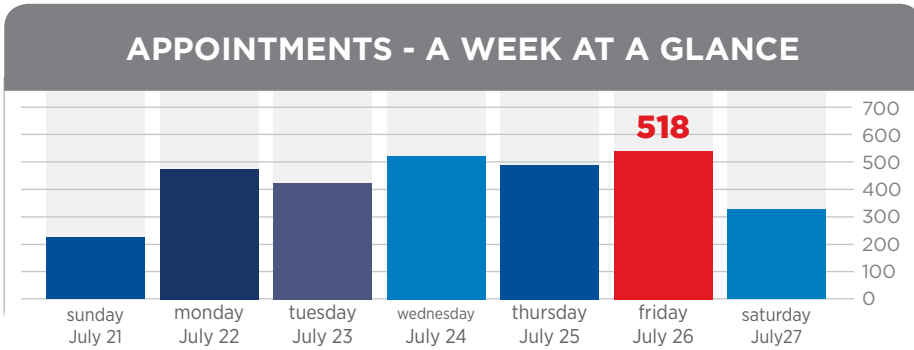




# APPOINTMENT CENTRE

## July 21st - July 27th, 2019

<b>WEEKLY APPOINTMENT BREAKDOWN</b>	<b>2,958</b>	<b>-3.3%</b>	<b>119</b>	<b>24.9</b>	<i>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.</i>
	appointments booked	% change over previous week	total properties SOLD this week	Sold/Appointment Index	



### TOP 5 PRICE RANGES

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

With the last weeks of July typically being the high season for people taking vacation, the Appointment Centre saw a slight decrease of 3.3% in appointments booked this past week. However activity for the month of July remains strong with booked appointments up by 47.7% over the same time period last year.

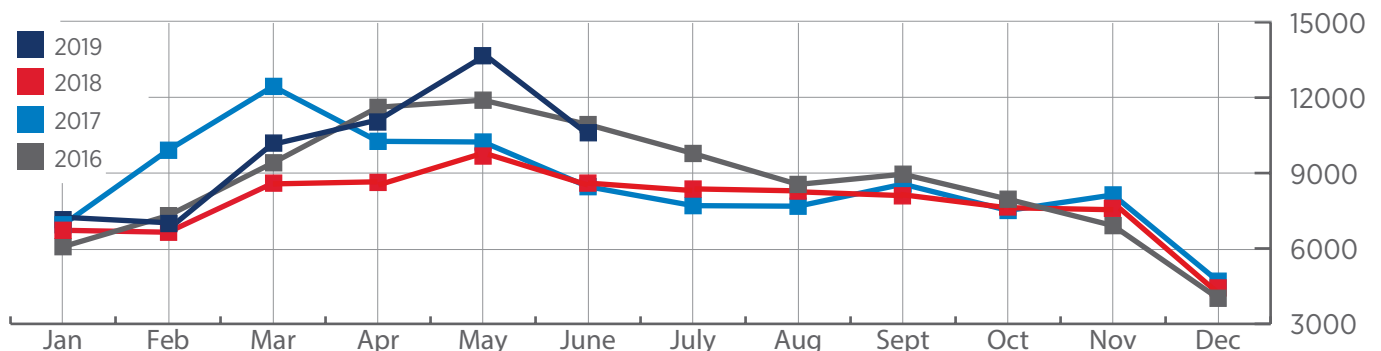
Our sold to appointment index has continued to trend upwards with a jump from 21.3 to 24.9, indicating value seeking consumers booking more appointments coupled with an increase in new GTA buyers entering the market.

### MONTHLY COMPARISON 2018 vs. 2019

<b>8,875</b>	<b>7,793</b>	<b>11,510</b>	<b>+47.7%</b>
total appointments: July 2018	total appointments: July 1-27, 2018	total appointments: July 1-27, 2019	% change 2018 vs. 2019

It looks like buyers are coming off the fence and getting familiar with the market once again. Price ranges in Hamilton remained almost exactly the same as the previous week, showing the most demand in the \$450-500k price range. Burlington continues to be varied with low, mid and high price points in similar demand. In Niagara, top price point dropped to \$350-400k range.

### APPOINTMENTS 4 YEARS AT A GLANCE



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