



APPOINTMENT CENTRE

August 4 - 10, 2019

WEEKLY APPOINTMENT BREAKDOWN

2,853

appointments booked

-1.5%

% change over previous week

127

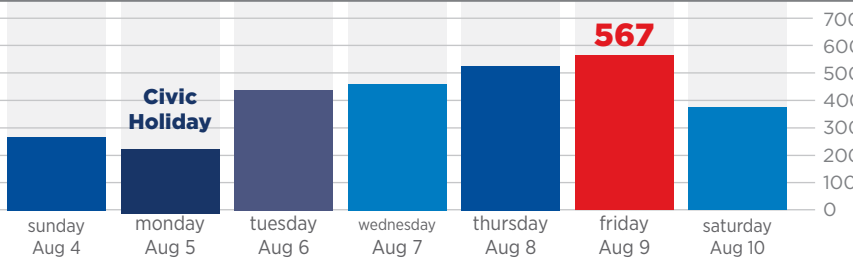
total properties SOLD this week

22.5

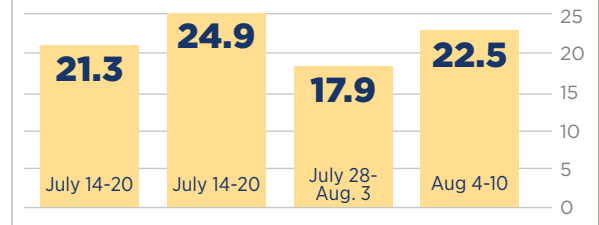
Sold/Appointment Index

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 - A WEEK AT A GLANCE



SOLD/APPOINTMENT INDEX Past 4 weeks



TOP 5 PRICE RANGES

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

Appointments traditionally dip in August with this being peak time for squeezing the last bit of holiday sunshine before school begins in September. Last week saw only a marginal 1.5% dip in appointments, largely due to the Civic Holiday Monday. Overall, appointments in August are already 37.4% ahead of where we were in 2018 - a trend that we have been seeing for several months.

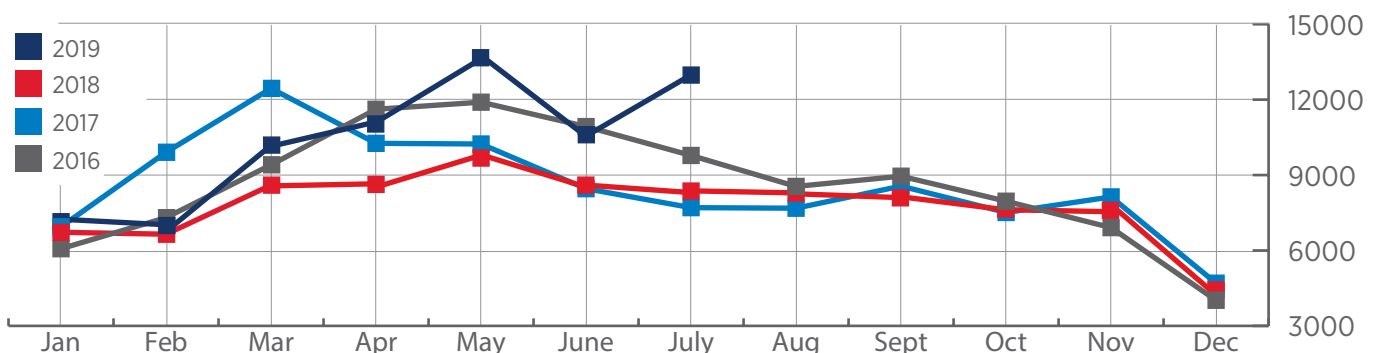
Our Sold/Appointments Index jumped last week to 22.5 appointments on average per property sold - possibly due to a lower number of sales over the week, again with the holiday in the mix.

MONTHLY COMPARISON 2018 vs. 2019

<h1>9,311</h1>	<h1>3,039</h1>	<h1>4,176</h1>	<h1>+37.4%</h1>
total appointments: August 2018	total appointments: August 1-10, 2018	total appointments: August 1-10, 2019	% change 2018 vs. 2019

Overall, price ranges in Hamilton remain steady within the \$350-\$600k range, while popular price points in Burlington show a combination of high and mid-range. Niagara remains solidly within the \$250-\$500k price points.

APPOINTMENTS 4 YEARS AT A GLANCE



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