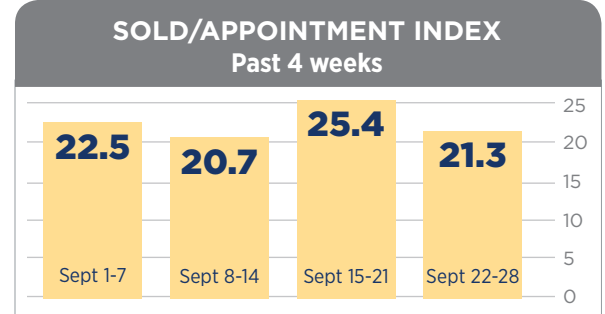
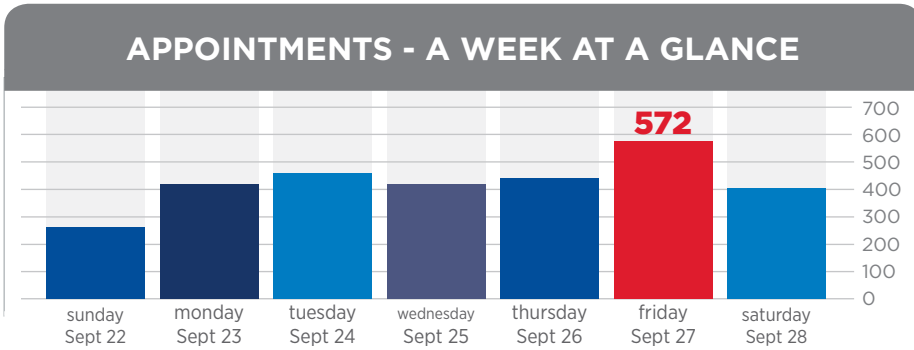




APPOINTMENT CENTRE

September 22 - 28, 2019

WEEKLY APPOINTMENT BREAKDOWN	2,975	+1.1%	140	21.3	<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	\$500-550k	#1	\$1-2M	#1	\$300-350k
#2	\$450-500k	#2	\$550-600k	#2	\$250-300k
#3	\$400-450k	#3	\$800-900k	#3	\$400-450k
#4	\$350-400k	#4	\$700-750k	#4	\$450-500k
#5	\$300-350k	#5	\$900k-1M	#5	\$650-700k

Appointments remained almost on par last week, with a 1.1% increase over the previous week. September continues to be leaps and bounds ahead of September 2018, with 32% more appointments than last year, with 2 days still to go in the month. Friday saw 572 appointments booked - that's the highest number of appointments booked in a single day since May 10!

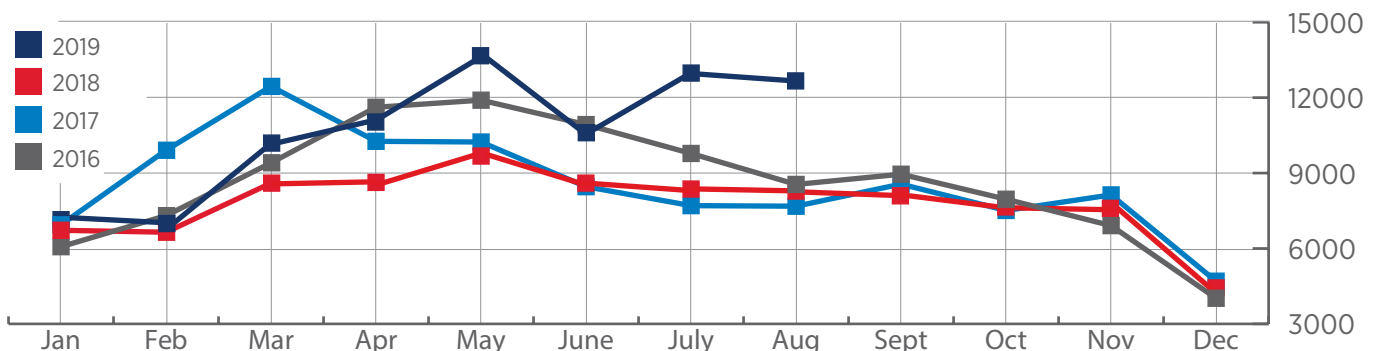
Our Sold/Appointment Index dropped marginally to 21.3 appointments on average per property booked - still showing that we are seeing an influx of Buyers entering into the market. This time last year, the 4 week average for this index was around 15 appointments.

MONTHLY COMPARISON 2018 vs. 2019

8,887	8,519	11,246	+32.0%
total appointments: September 2018	total appointments: September 1-28, 2018	total appointments: September 1-28, 2019	% change 2018 vs. 2019

Price ranges in Hamilton remained steady, however the \$500-550k price range became the most popular, where it was in the middle of the pack in previous weeks. Burlington saw a resurgence of popularity in the \$1-2M price range. The Top 4 price ranges in Niagara remained consistent with past weeks, however the #5 spot showed a jump in popularity of the \$650-700k range, which is leaning more toward the luxury price point for this region.

APPOINTMENTS 4 YEARS AT A GLANCE



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