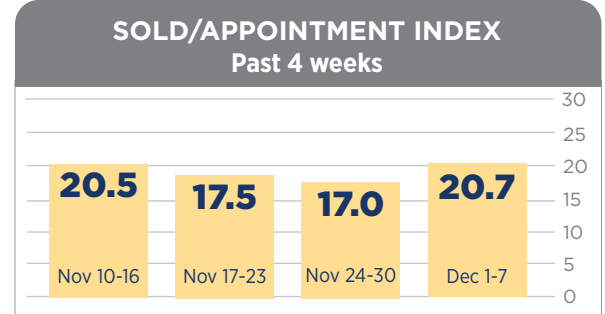
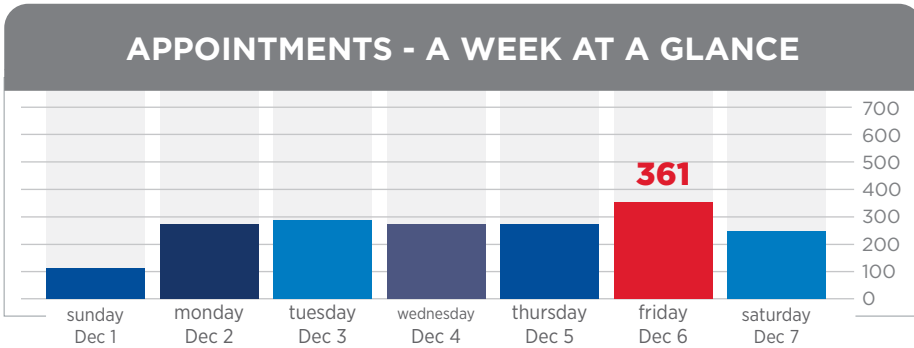




APPOINTMENT CENTRE

December 1-7, 2019

WEEKLY APPOINTMENT BREAKDOWN	1,822	-2.2%	88	20.7	<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	\$350-400k	#1	\$450-500k	#1	\$350-400k
#2	\$550-600k	#2	\$1-2M	#2	\$300-350k
#3	\$250-300k	#3	\$800-900k	#3	\$250-300k
#4	\$400-450k	#4	\$300-350k	#4	\$450-500k
#5	\$500-550k	#5	\$600-650k	#5	\$500-550k

Even though appointments continue to dip slightly week over week, December continues the trend we have seen for much of the 2nd half of 2019, with 23.1% more appointments so far this month than we saw last year.

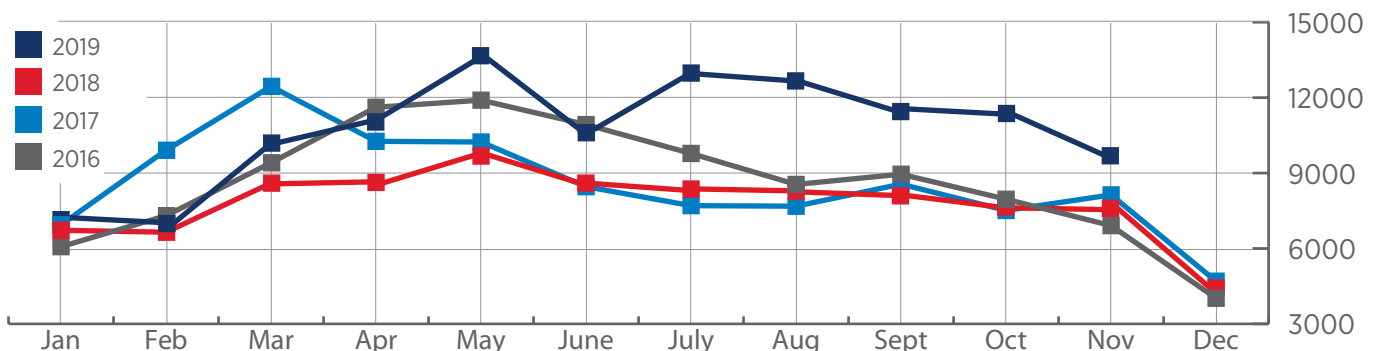
Our Sold/Appointment Index rose to 20.7 appointments on average per property sold during the week, still in line with the past few weeks.

Overall, price points in Hamilton realigned within the same price points as we have seen for several weeks, as has Niagara. Burlington, however, saw the most activity in the \$450-500k range, followed by price points that show great diversity in demand within the Burlington market.

MONTHLY COMPARISON 2018 vs. 2019

4,596	1,480	1,822	+23.1%
total appointments: December 2018	total appointments: December 1-7, 2018	total appointments: December 1-7, 2019	% change 2018 vs. 2019

APPOINTMENTS 4 YEARS AT A GLANCE



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