



APPOINTMENT CENTRE

June 30 - July 6, 2019

WEEKLY APPOINTMENT BREAKDOWN

2,638

appointments booked

+12.3%

% change over previous week (seasonally adjusted)

138

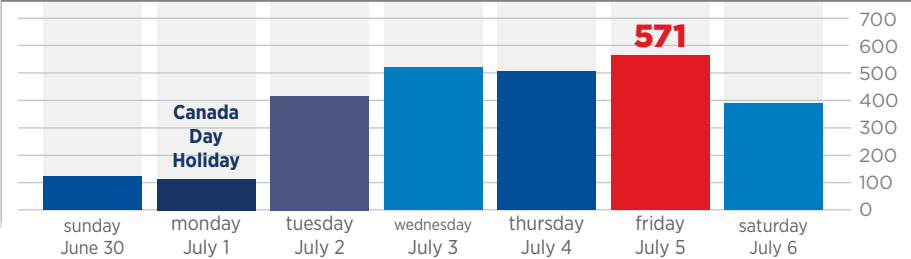
total properties SOLD this week

19.1

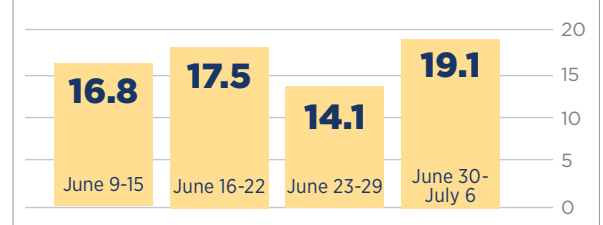
Sold/Appointment Index

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	\$500-550k	#1	\$1-2M	#1	\$250-300k
#2	\$450-500k	#2	\$550-600k	#2	\$350-400k
#3	\$350-400k	#3	\$750-800k	#3	\$300-350k
#4	\$550-600k	#4	\$800-900k	#4	\$450-500k
#5	\$400-450k	#5	\$650-700k	#5	\$400-450k

When seasonally adjusted for the Canada Day holiday, appointments exceeded expectations with an increase of 12.3% over the previous week. The first week of July is typically lower due to the long weekend and beginning of the summer break. Wednesday to Friday saw consistently high numbers with Friday taking the top spot with 571 appointments.

Even more surprising was the incredible +61.2% increase in appointments for the first week of July when compared to the same week in 2018. This is unprecedented and worth watching to see if it is an anomaly or a possible trend for summer 2019.

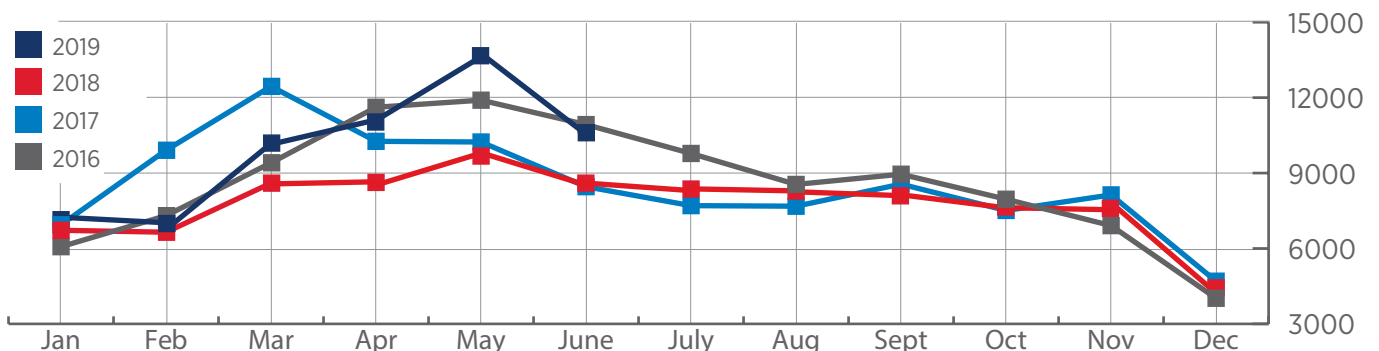
Our Sold/Appointment Index came in at 19.1 appointments on average per property sold during the week, indicating more buyers entering the market in their market exploration stage.

Burlington continues to maintain the trend of properties between \$1-2M being highest in popularity, while Hamilton buyers are leaning toward the mid ranges. Niagara prices have shifted down slightly, with areas of most demand being between \$250-300k.

MONTHLY COMPARISON 2018 vs. 2019

<h1>8,307</h1>	<h1>1,553</h1>	<h1>2,503</h1>	<h1>+61.2%</h1>
total appointments: July 2018	total appointments: July 1-6, 2018	total appointments: July 1-6, 2019	% change 2018 vs. 2019

APPOINTMENTS 4 YEARS AT A GLANCE



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