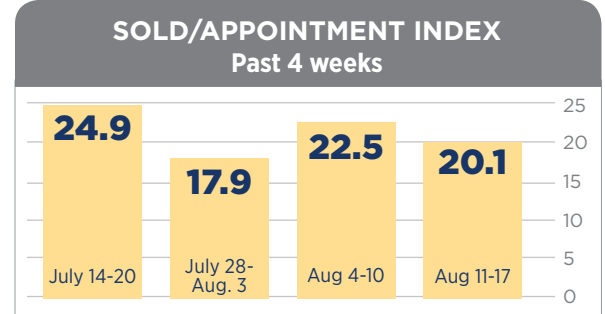
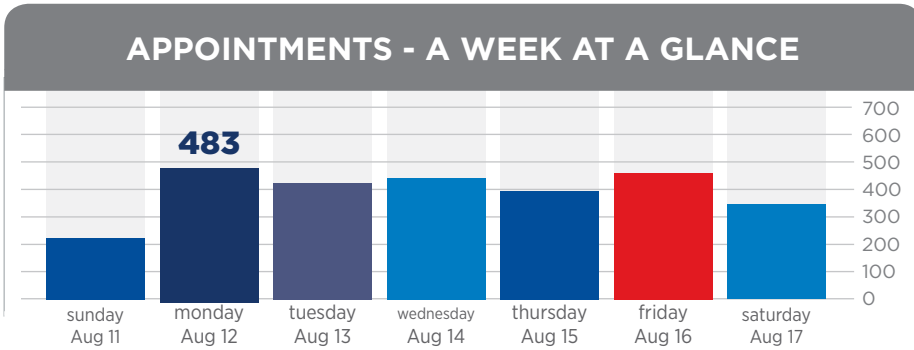




APPOINTMENT CENTRE

August 11-17, 2019

WEEKLY APPOINTMENT BREAKDOWN	2,772	-2.8%	138	20.1	<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	\$350-400k
#2	\$350-400k	#2	\$1-2M	#2	\$400-450k
#3	\$400-450k	#3 TIED	\$550-600k \$650-700k	#3	\$250-300k
#4	\$500-550k	#4	\$600-650k	#4	\$450-500k
#5	\$250-300k	#5	\$900k-1M	#5	\$300-350k

The number of appointments week over week continue to predicably decline, however minimally, as we move through the last weeks of summer. August appointments remain considerably ahead of 2018, with an increase of 33.9% so far as of the 17th.

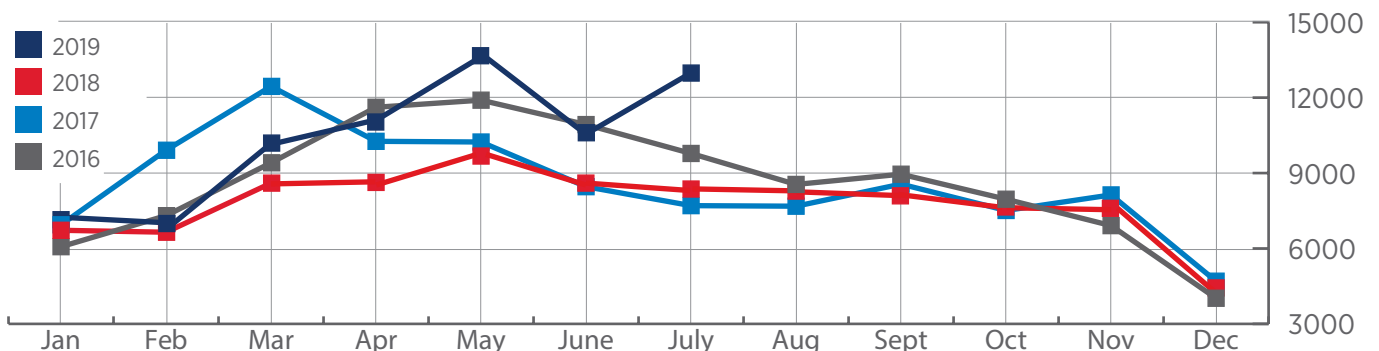
Our Sold/Appointment Index dropped slightly to 20.1 appointments on average per property sold - down over 4 appointments per sale since a month ago - not a big difference, but something to watch as we move close to fall.

MONTHLY COMPARISON 2018 vs. 2019

9,311	5,187	6,948	+33.9%
total appointments: August 2018	total appointments: August 1-17, 2018	total appointments: August 1-17, 2019	% change 2018 vs. 2019

Price ranges in both the Hamilton and Niagara markets continue to remain relatively consistent, while Burlington saw the \$1-2M price point drop out of most requested for the first time in several weeks.

APPOINTMENTS 4 YEARS AT A GLANCE



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