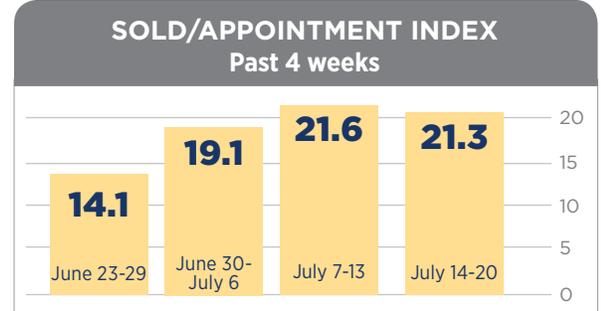
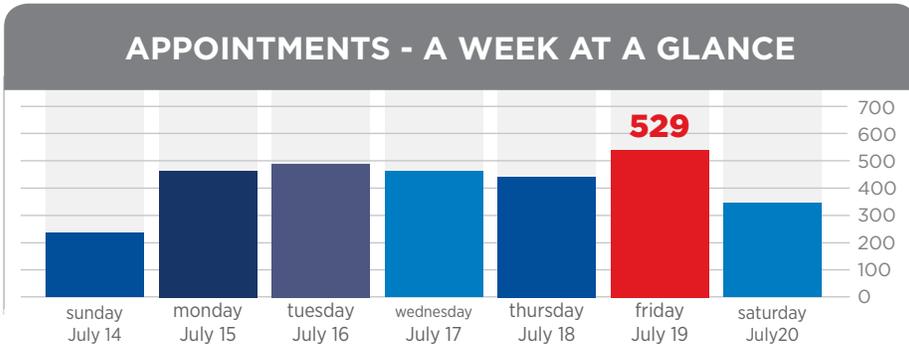




APPOINTMENT CENTRE

July 14 - July 20, 2019

WEEKLY APPOINTMENT BREAKDOWN	3,028	+0.2%	142	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	\$450-500k	#1	\$800-900k	#1	\$350-400k
#2	\$500-550k	#2	\$1M-2M	#2	\$300-350k
#3	\$350-400k	#3	\$900k-1M	#3	\$400-450k
#4	\$550-600k	#4	\$600-650k	#4	\$250-300k
#5	\$400-450k	#5 TIED	\$550-600k \$650-700k	#5	\$500-550k

So far this July, the appointment centre has had consistently higher traffic than what is expected in the Summer market. Appointments are up +48.3% so far in July 2019 compared to July 2018. As we are approaching the end of the month, we can confirm that July has turned out to be much busier than usual - as predicted due to the late winter/spring delay in our local market.

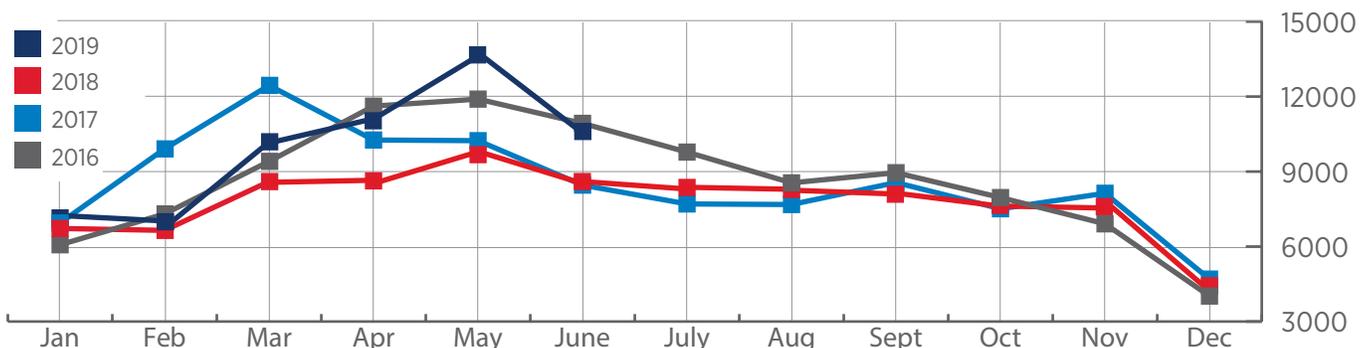
Our sold to appointment index has been trending upwards for the last 3 weeks. This is an indication of new buyers entering our market, which has been translating into competing offers being the norm in affordable price points.

MONTHLY COMPARISON 2018 vs. 2019

8,875	5,768	8,552	+48.3%
total appointments: July 2018	total appointments: July 1-20, 2018	total appointments: July 1-20, 2019	% change 2018 vs. 2019

Burlington has broken its 5 week trend of \$1-2M properties being the highest in popularity, as slightly more affordable 800-900k properties have grown in demand. In addition, \$550k-700k homes have grown in popularity, reaching the #5 spot. Niagara prices have continued to shift upwards, with areas of \$350-400k taking the #1 spot over \$300-350k from last week. Hamilton homes continue to lean towards the mid ranges.

APPOINTMENTS 4 YEARS AT A GLANCE



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