



# APPOINTMENT CENTRE

## December 8-14, 2019

### WEEKLY APPOINTMENT BREAKDOWN

# 1,756

appointments booked

# -3.6%

% change over previous week

# 75

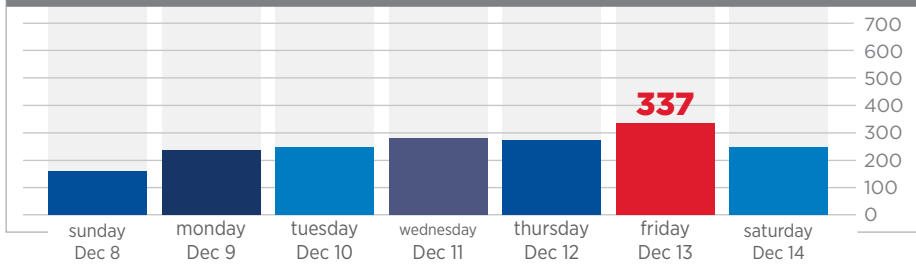
total properties SOLD this week

# 23.4

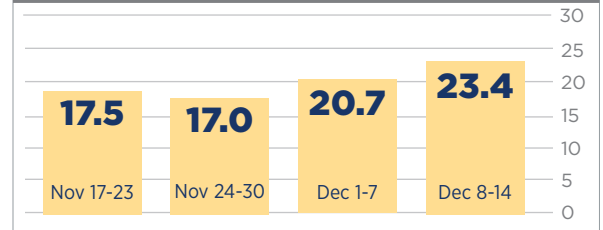
Sold/Appointment Index

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

Appointments are predictably slowing down as we draw closer to the holiday season, however December appointments continue to break records, with 28.2% more appointments this December than last year to date. Also of note is the fact that Saturdays in December are seeing more appointments than usual, indicating that consumers are continuing to view properties on weekends even this close to the holidays.

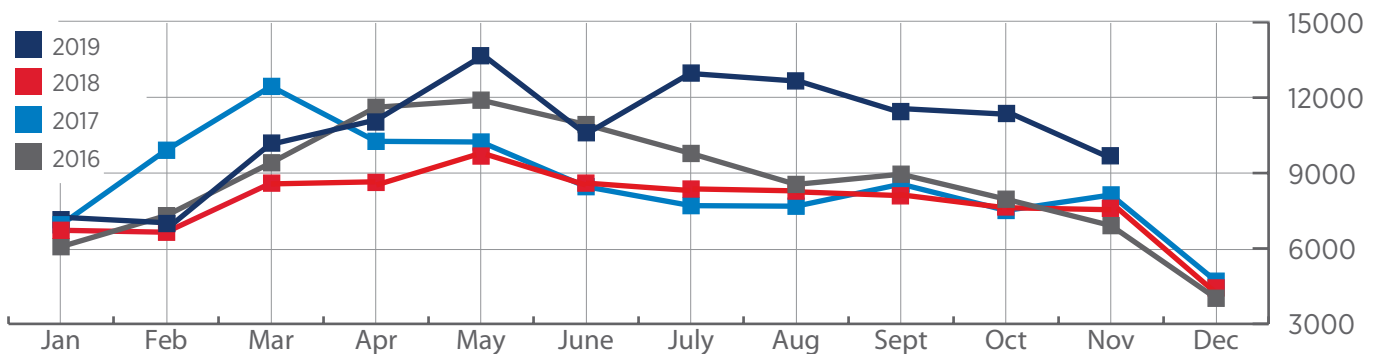
Our Sold/Appointment Index has risen to 23.4 appointments on average per property sold during the week, due to the fact that fewer appointments are being made in general, and fewer properties are selling over the course of the week.

### MONTHLY COMPARISON 2018 vs. 2019

<h1>4,596</h1>	<h1>2,790</h1>	<h1>3,578</h1>	<h1>+28.2%</h1>
total appointments: December 2018	total appointments: December 1-14, 2018	total appointments: December 1-14, 2018	% change 2018 vs. 2019

Overall, popular price points in Hamilton and Niagara remain on par with the past few weeks. Burlington is seeing a rise again in the luxury price point, with the injection of low and mid price points also showing popularity.

### APPOINTMENTS 4 YEARS AT A GLANCE



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