



APPOINTMENT CENTRE

October 20th - 26th, 2019

WEEKLY APPOINTMENT BREAKDOWN

2,634

appointments booked

+13.1%

% change over previous week

122

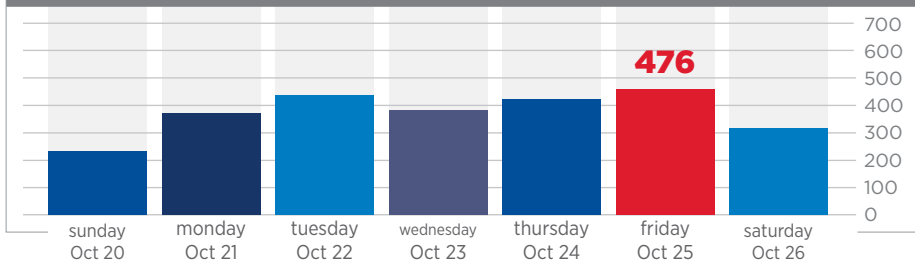
total properties SOLD this week

21.6

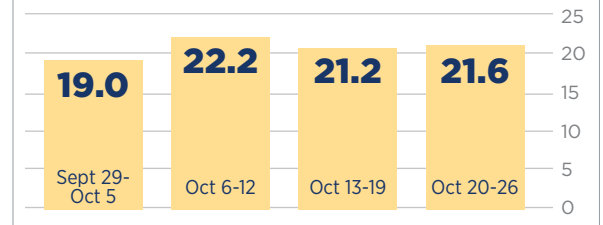
Sold/Appointment Index

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	\$400-450k
#2	\$450-500k	#2	\$450-500k	#2	\$300-350k
#3	\$500-550k	#3	\$600-650k	#3	TIED \$200-250k \$250-300k
#4	\$300-350k	#4	\$400-450k	#4	\$350-400k
#5	\$550-600k	#5	\$800-900k	#5	\$450-500k

October continues to far outperform last year with more appointments booked in 3 weeks than the entire month of October in 2018. There were higher than normal numbers on Tuesday, which may be a result of the Monday Federal Election. Friday still continues to see high traffic in appointments.

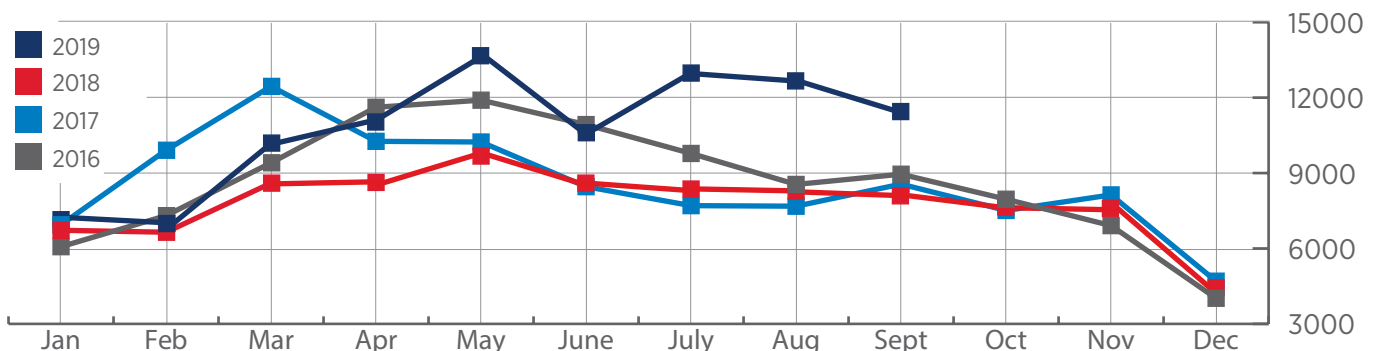
Our Sold/Appointment ratio remains steady at 21.6 appointments on average per property sold during this time frame.

MONTHLY COMPARISON 2018 vs. 2019

<h1>8,501</h1>	<h1>7,487</h1>	<h1>9,582</h1>	<h1>+28%</h1>
total appointments: October 2018	total appointments: October 1-26, 2018	total appointments: October 1-26, 2019	% change 2018 vs. 2019

Overall, there has not been any major changes to the popular price ranges in all three cities. The more affordable 200k-300k price ranges in Niagara have increased slightly in volume to the #3 spot.

APPOINTMENTS 4 YEARS AT A GLANCE



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