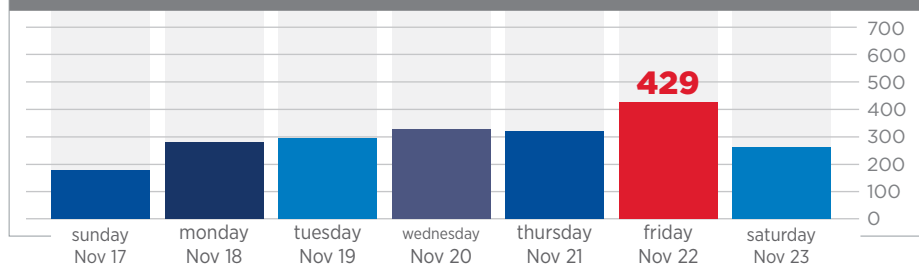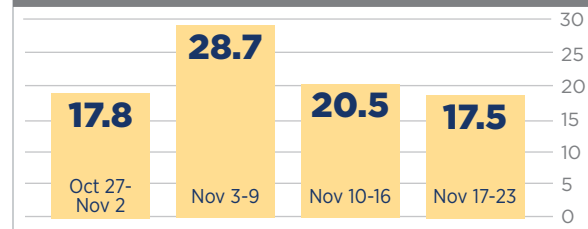# RE/MAX NIAGARA & ESCARPMENT
Realty Ltd., Brokerage & Realty Inc., Brokerage
Independently Owned & Operated

APPOINTMENT CENTRE
November 17-23, 2019

WEEKLY APPOINTMENT BREAKDOWN	2,096 appointments booked	-9.2% % change over previous week	120 total properties SOLD this week	17.5 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

Bar chart (700 max scale) with friday Nov 22 highlighted at **429**:
sunday Nov 17, monday Nov 18, tuesday Nov 19, wednesday Nov 20, thursday Nov 21, friday Nov 22 (429), saturday Nov 23

SOLD/APPOINTMENT INDEX
Past 4 weeks

Oct 27-Nov 2	Nov 3-9	Nov 10-16	Nov 17-23
17.8	28.7	20.5	17.5

TOP 5 PRICE RANGES

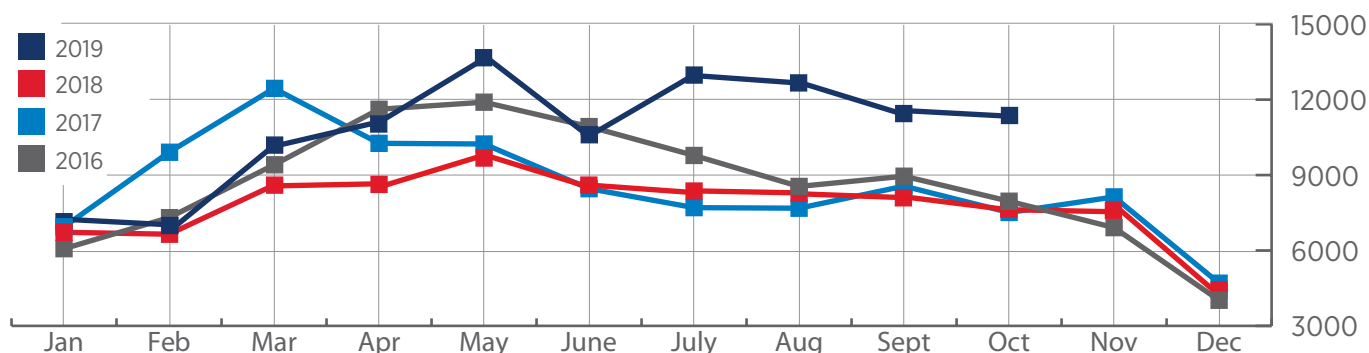|	Hamilton		Burlington		Niagara
#1	$350-400k	#1	$1-2M	#1	$350-400k
#2	$450-500k	#2	$700-750k	#2	$300-350k
#3	$500-550k	#3	$450-500k	#3	$400-450k
#4	$550-600k	#4	$800-900k	#4	$450-500k
#5	$400-450k	#5	$600-650k	#5	TIED $200-250k $250-300k

It's that time of year when we typically see our week-over-week number appointments decline. Last week was no exception, with 9.2% less appointments than the week prior. However, November still continues the trend we have seen consistently since July of outperforming the same time frame in 2018 by leaps and bounds. The first 3 weeks of November have demonstrated a 25.7% increase in the number of total appointments over last November.

Our Sold/Appointment Index has dropped back to just under 18 appointments on average per property sold. In November 2018, this index hovered between 13-14 appointments, with the difference largely being owed to the increased number of Buyers entering the market in comparison.

Overall, popular price ranges continue to remain steadily in the $350-$600k range in Hamilton, and the $200-$500k range in Niagara. Burlington sales seem to be highly variant, with low, mid and high price ranges over our Top 5 ranking.

MONTHLY COMPARISON 2018 vs. 2019

7,820 total appointments: November 2018	6,172 total appointments: November 1-23, 2018	7,756 total appointments: November 1-23, 2019	+25.7% % change 2018 vs. 2019

APPOINTMENTS 4 YEARS AT A GLANCE

Line graph (scale 3000–15000) showing monthly appointments Jan–Dec for years 2019, 2018, 2017, 2016.