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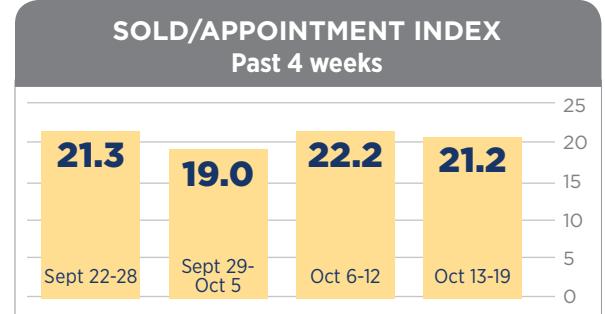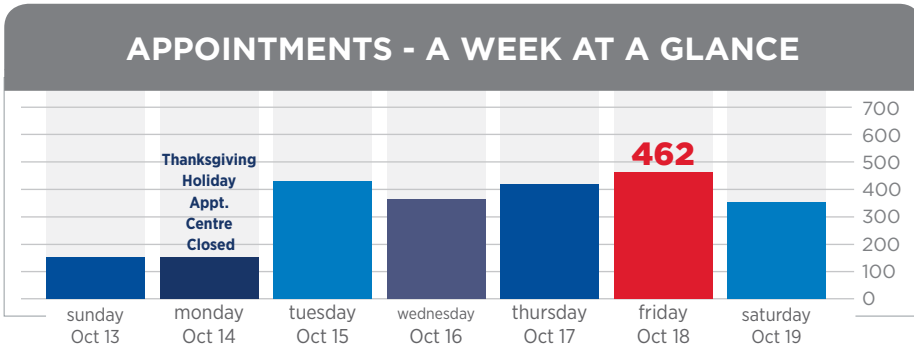Independently Owned & Operated

APPOINTMENT CENTRE
Oct. 13-19, 2019

WEEKLY APPOINTMENT BREAKDOWN	2,328	-5.6%	110	21.2	*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 booked	% change over previous week	total properties SOLD this week	Sold/Appointment Index	

APPOINTMENTS - A WEEK AT A GLANCE

Thanksgiving Holiday Appt. Centre Closed

462

| sunday Oct 13 | monday Oct 14 | tuesday Oct 15 | wednesday Oct 16 | thursday Oct 17 | friday Oct 18 | saturday Oct 19 |

SOLD/APPOINTMENT INDEX
Past 4 weeks

21.3	19.0	22.2	21.2
Sept 22-28	Sept 29-Oct 5	Oct 6-12	Oct 13-19

TOP 5 PRICE RANGES

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

Appointments dipped slightly last week due to the Thanksgiving Holiday closure on Monday. Even so, appointments overall in October continue to far outperform October 2018, with 24.1% more appointments month to date.

Our Sold/Appointment Index remains steady at 21.2 appointments on average per property sold during this time frame.
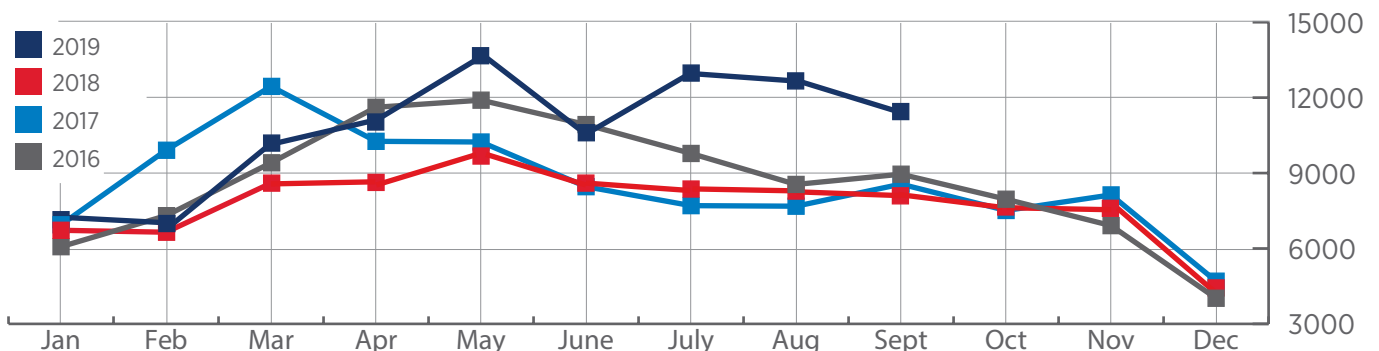
When we look at our weekly breakdown of appointments, Friday saw the highest number of appointments, which is typical, however Tuesday after the Holiday closure saw only 28 fewer appointments than Friday - a post holiday peak that we haven't seen all year.

Price ranges in Hamilton saw the same price ranges as last week simply reorganized in popularity. Burlington seems to be back to a high volume of activity in both the high and middle price ranges. Niagara price ranges remained exactly the same as previously seen, with the exception of #5, which shifted from $250-300k to $200-250k.

MONTHLY COMPARISON 2018 vs. 2019

8,501	5,598	6,948	+24.1%
total appointments: October 2018	total appointments: October 1-19, 2018	total appointments: October 1-19, 2019	% change 2018 vs. 2019

APPOINTMENTS 4 YEARS AT A GLANCE

Legend: 2019, 2018, 2017, 2016

source: RE/MAX Escarpment & Niagara internal data.