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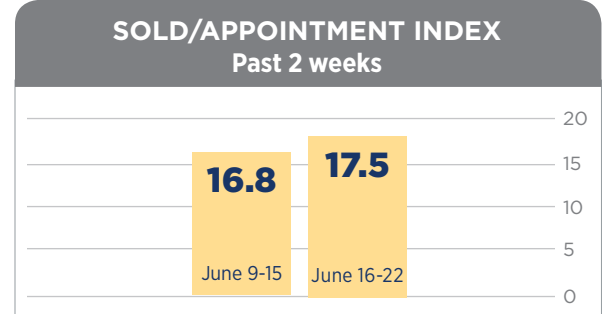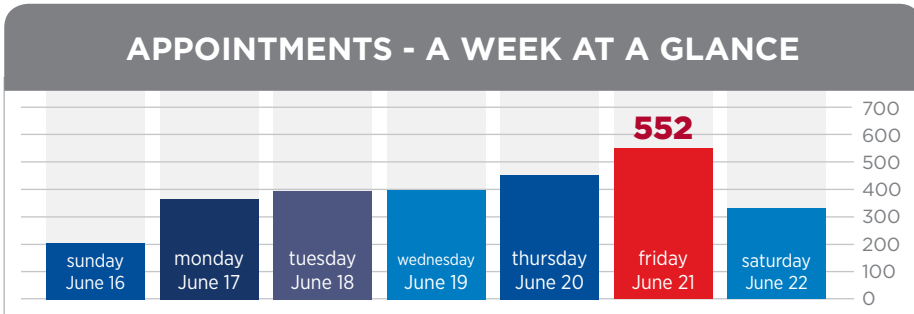Independently Owned & Operated

APPOINTMENT CENTRE
June 16 - 22, 2019

WEEKLY APPOINTMENT BREAKDOWN	2,686	+4.8%	153	17.5	*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 (seasonally adjusted)	total properties SOLD this week	Sold/Appointment Index	

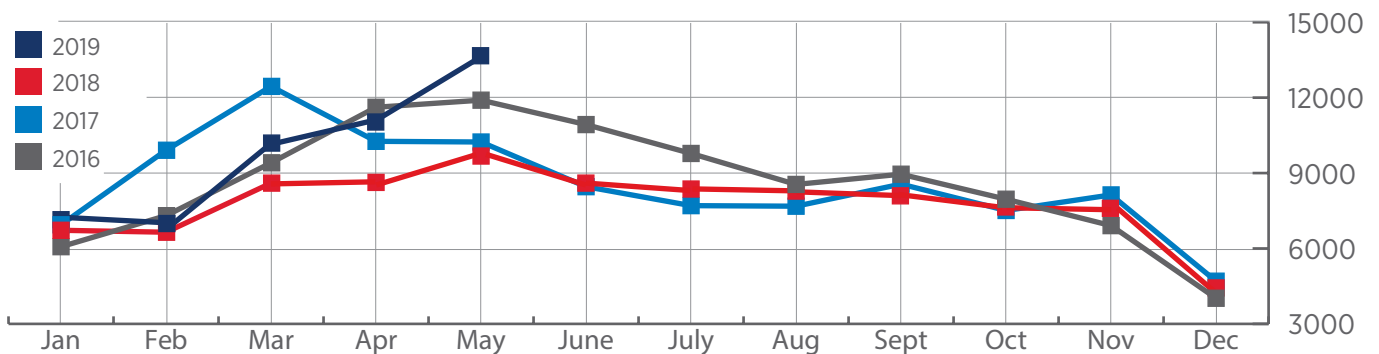## APPOINTMENTS - A WEEK AT A GLANCE

	sunday June 16	monday June 17	tuesday June 18	wednesday June 19	thursday June 20	friday June 21	saturday June 22

(Friday June 21: 552)

SOLD/APPOINTMENT INDEX
Past 2 weeks

16.8	17.5
June 9-15	June 16-22

TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2018 vs. 2019

9,303	6,749	8,460	+25.4%
total appointments: June 2018	total appointments: June 1-22, 2018	total appointments: June 1-22, 2019	% change 2018 vs. 2019

Appointments last week increased slightly by 4.8% over the previous week, with our highest number of appointments on Friday. Our SOLD/APPPOINTMENT Index measures the number of sold properties in relation to the number of appointments made during the week - an indicator that helps us measure buyer motivation. We currently only have 2 weeks of data, showing a higher index this week than last, which could potentially mean that buyers are making more appointments before purchasing a home, however this sample is too small to indicate any patterns. Over the coming weeks, we will expand our weekly findings and watch for motivational indicators. Price ranges in Hamilton and Niagara continue to remain steady, while Burlington as more activity in the high and middle price ranges, and less in the lower end over the course of the week. Overall, appointments in June continue to completely outperform June 2018, with an increase of 25.4% in the total number of appointments so far.

APPOINTMENTS 4 YEARS AT A GLANCE

Legend: 2019, 2018, 2017, 2016

Months: Jan, Feb, Mar, Apr, May, June, July, Aug, Sept, Oct, Nov, Dec

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