APPOINTMENT CENTRE 2019 | RE/MAX ESCARPMENT

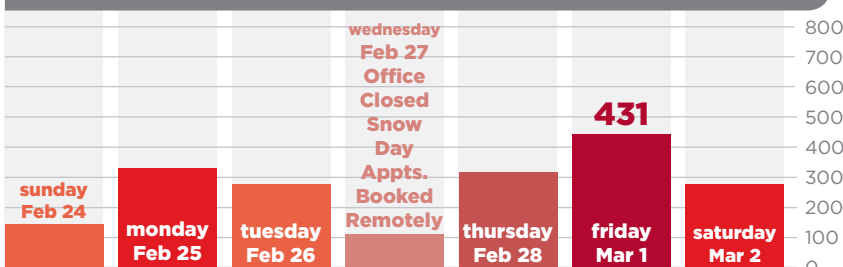**RE/MAX ESCARPMENT REALTY INC., BROKERAGE**
INDEPENDENTLY OWNED & OPERATED
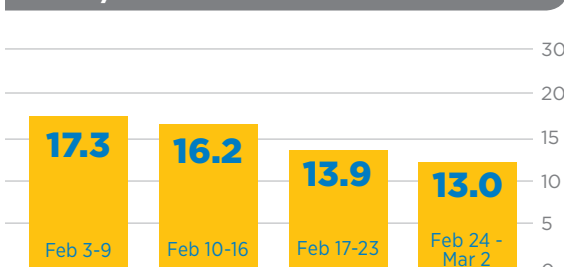
WEEK: February 24 - March 2, 2019

APPOINTMENT BREAKDOWN

1855	+1.6%	143	13.0	*This number measures the relationship between properties that Sold this week to 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 WEEK AT A GLANCE

- sunday Feb 24
- monday Feb 25
- tuesday Feb 26
- **wednesday Feb 27 Office Closed Snow Day Appts. Booked Remotely**
- thursday Feb 28
- **431** friday Mar 1
- saturday Mar 2

SOLD/APPT. INDEX - Past 4 weeks

17.3	16.2	13.9	13.0
Feb 3-9	Feb 10-16	Feb 17-23	Feb 24 - Mar 2

THE STORY LAST WEEK:

Despite Mother Nature throwing yet another snow day in the mix last week, the Appointment Centre saw an increase of 1.6% in appointments booked. With 143 properties sold during this time, our Sold/Appointment index dropped slightly to 13.0 appointments on average per property sold. Hamilton cleaned up once again in our Top 5 Districts, with Burlington District 32 bringing up the rear in our #5 spot. Hamilton saw a slight rise in our Top 5 Price Ranges, with $550-$600k making an appearance, while Bulrington is seeing the bulk of activity in the $800-$2M price range, with some additional activity in the lower and mid ranges. Overall in February, despite 4 snow days during the month that caused office closures, we booked 7.8% more appointments than we did in Feb. 2018 - our second month in a row with increases over the previous year.

TOP 5 DISTRICTS

for appointments booked

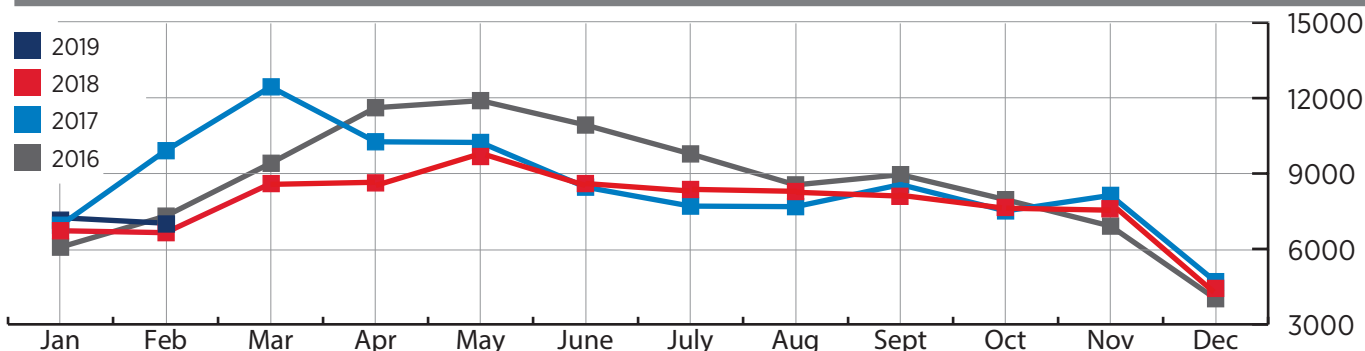|	
#1	District 21 - Hamilton Centre
#2	District 18 - Hamilton Mountain
#3	District 23 - Hamilton East
#4	District 22 - Hamilton Centre
#5	District 32 - Burlington

TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2018 vs. 2019

6606	7120	+7.8%
total appointments: February 2018	total appointments: February 2019	% change 2018 vs. 2019

APPOINTMENTS 4 YEARS AT A GLANCE

- 2019
- 2018
- 2017
- 2016

*source: RE/MAX Escarpment internal data.