



APPOINTMENT CENTRE

November 3-9, 2019

WEEKLY APPOINTMENT BREAKDOWN

2,524

appointments booked

+9.9%

% change over previous week

88

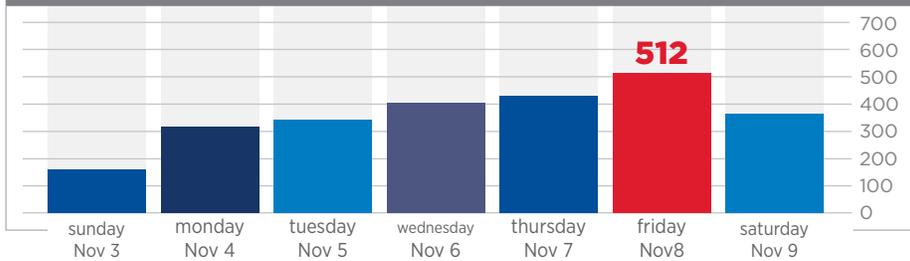
total properties SOLD this week

28.7

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

The first full week of November started out with a bang, with 9.9% more appointments than the week prior. When we compare November to date with the same time frame in 2018, we made 29.3% more appointments in 2019.

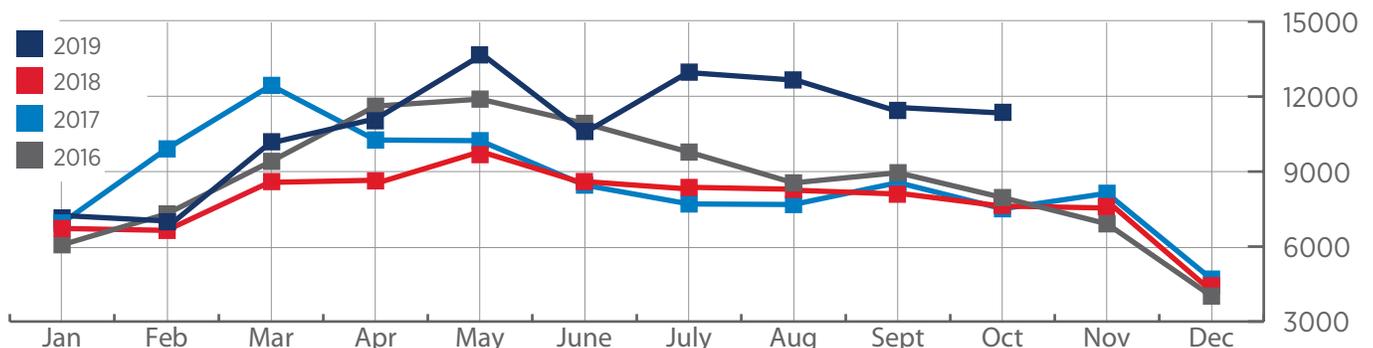
Our Sold/Appointment Index rose dramatically to 28.7 appointments on average per property sold during the week. This may be attributed once again to more Buyers entering the market (as we can see through our monthly sales stats) as well as the fact that more listings on the market mean that Buyers are taking more time before putting pen to paper.

MONTHLY COMPARISON 2018 vs. 2019

<h1>7,820</h1>	<h1>2,592</h1>	<h1>3,351</h1>	<h1>+29.3%</h1>
total appointments: November 2018	total appointments: November 1-9, 2018	total appointments: November 1-9, 2019	% change 2018 vs. 2019

Overall price ranges in Hamilton remain consistent in the \$350-\$600k range, while Burlington continues to show popularity in low, mid and high price ranges. Niagara has settled back into expected ranges after the jump in popularity of luxury prices last week.

APPOINTMENTS 4 YEARS AT A GLANCE



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