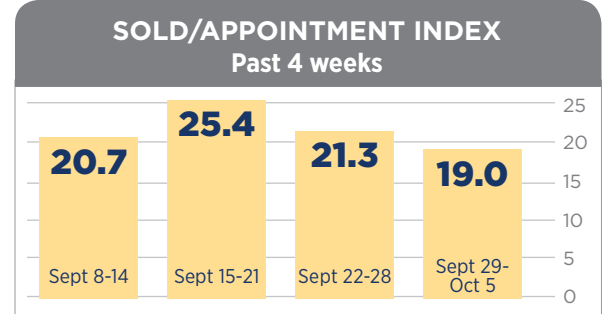
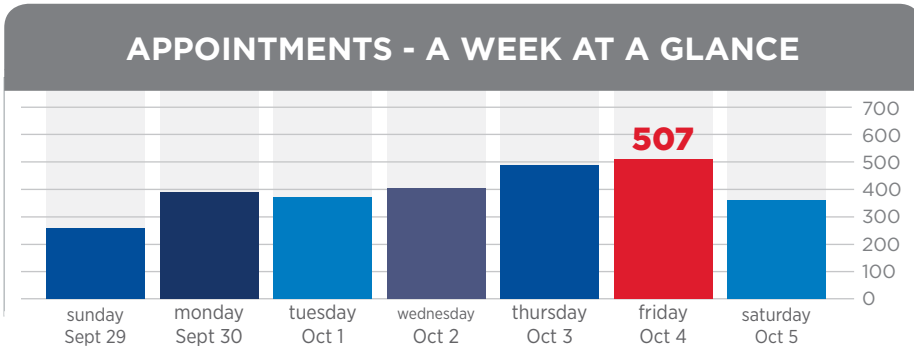




# APPOINTMENT CENTRE

## Sept. 29 - Oct. 5, 2019

<b>WEEKLY APPOINTMENT BREAKDOWN</b>	<b>2,807</b>	<b>-5.6%</b>	<b>148</b>	<b>19.0</b>	<i>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.</i>
	appointments booked	% change over previous week	total properties SOLD this week	Sold/Appointment Index	



### TOP 5 PRICE RANGES

Hamilton		Burlington		Niagara	
#1	\$450-500k	#1	\$1-2M	#1	\$250-300k
#2	\$400-450k	#2	\$550-600k	#2	\$300-350k
#3	\$300-350k	#3	\$500-550k	#3	\$100-200k
#4	\$550-600k	#4	\$800-900k	#4	\$400-450k
#5	TIED \$350-400k \$500-550k	#5	\$600-650k	#5	\$350-400k

The total number of appointments dipped slightly by 5.6% when compared to the previous week. This is not unusual considering the time of year. However, with 148 properties sold during the week, our Sold/Appointment Index dropped to 19.0 appointments on average per property sold, indicating that Buyers are still being selective at the same time as more are entering the market.

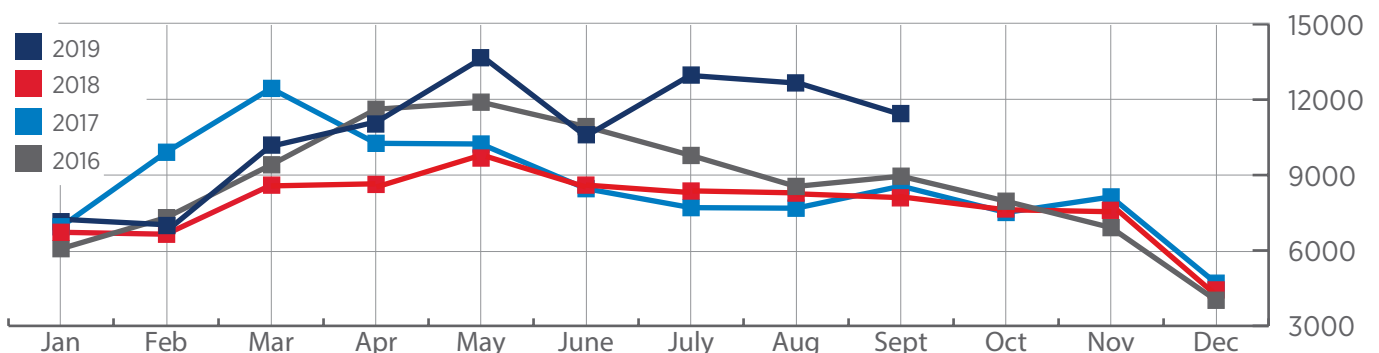
Overall, in the first 5 days of October, we saw a 25.1% increase in the number of appointments over the same time frame in 2018. This is a trend that began in May, dipped in June, and has continued to outstrip all previous years since July. It remains to be seen how the rest of October will measure up.

### MONTHLY COMPARISON 2018 vs. 2019

<b>8,501</b>	<b>1,721</b>	<b>2,153</b>	<b>+25.1%</b>
total appointments: October 2018	total appointments: October 1-5, 2018	total appointments: October 1-5, 2019	% change 2018 vs. 2019

Popular price ranges in Hamilton dipped slightly, with the highest range in our Top 5 being \$550-\$600k. Burlington saw the most activity in the \$1-2M range, with the remainder of the rankings being closer to the mid-range. Niagara's price ranges dipped also, with popularity anywhere from \$100k to \$450k.

### APPOINTMENTS 4 YEARS AT A GLANCE



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