



APPOINTMENT CENTRE

December 15th - 21st, 2019

WEEKLY APPOINTMENT BREAKDOWN

1,210

appointments booked

-31.1%

% change over previous week

79

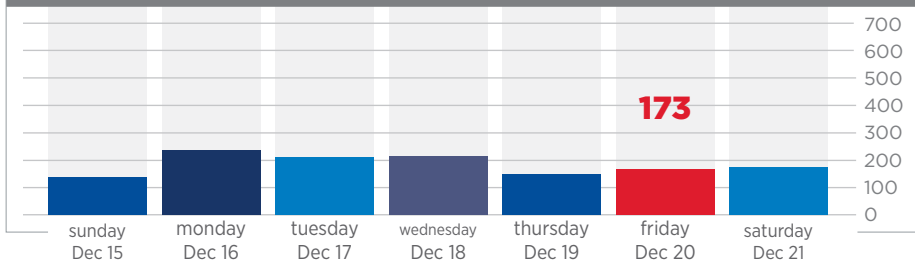
total properties SOLD this week

24.9

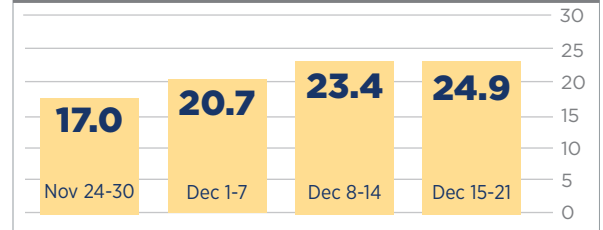
Sold/Appointment Index

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	\$400-450k	#1	\$1-2M	#1	\$300-350k
#2	\$350-400k	#2	\$450-500k	#2	\$250-300k
#3	\$500-550k	#3	\$800-900k	#3	\$350-400k
#4	\$550-600k	#4	\$900k-1M	#4	\$450-500k
#5	\$450-500k	#5	TIED \$550-600k \$650-700k	#5	\$400-450k

With Christmas Day approaching and the malls bustling with shoppers, the Appointment Centre certainly saw a drop in activity as the week progressed. However, the December month to date appointments continue to be strong with an increase of 24.9% over the same time period last year.

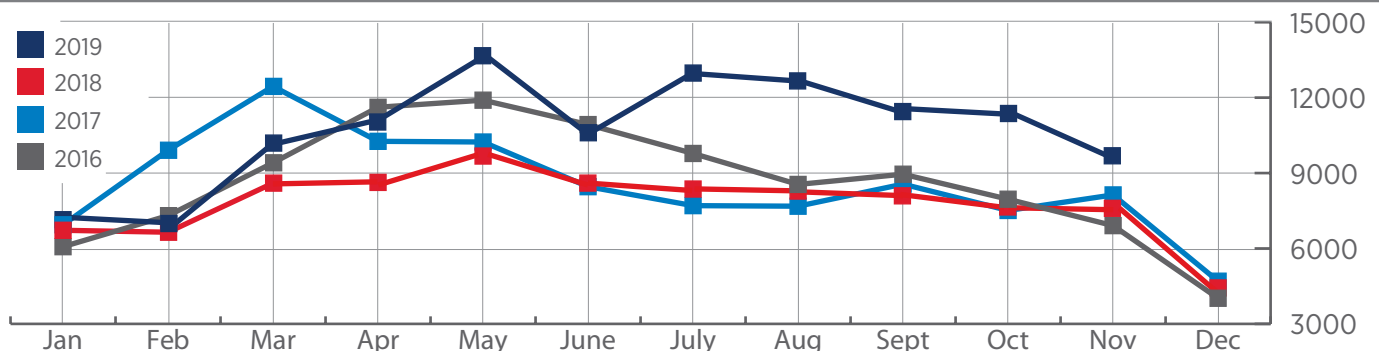
Mid-range homes priced 450-500k grew in popularity this week, reaching the number 2 spot in Burlington. Hamilton and Niagara continue to show demand for the Mid to Low price ranges.

December saw a dip in activity, but based on December's sharp increase over last year, this should bode well for purchasing activity early in 2020.

MONTHLY COMPARISON 2018 vs. 2019

<h1>4,596</h1>	<h1>3,833</h1>	<h1>4,788</h1>	<h1>+24.9%</h1>
total appointments: December 2018	total appointments: December 1-14, 2018	total appointments: December 1-14, 2018	% change 2018 vs. 2019

APPOINTMENTS 4 YEARS AT A GLANCE



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