

# APPOINTMENT CENTRE 2018

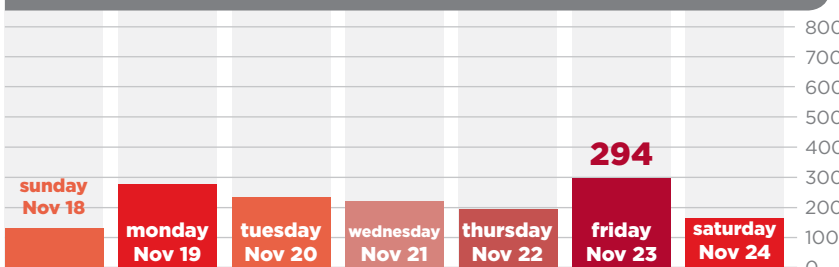
**RE/MAX**  
**ESCAPMENT**  
 REALTY INC., BROKERAGE  
INDEPENDENTLY OWNED & OPERATED

**WEEK: Nov. 18-24, 2018**

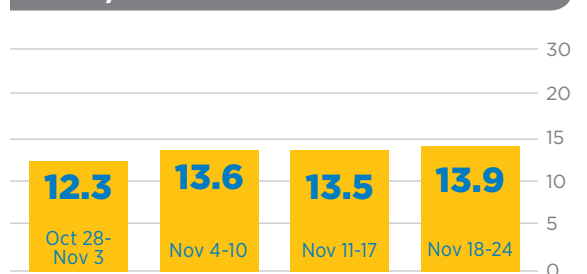
## APPOINTMENT BREAKDOWN

|                     |   |                                 |                        |  |
|---------------------|---|---------------------------------|------------------------|--|
| <b>1,491</b>        | <b>-10.5</b>  | <b>107</b>                      | <b>13.9</b>            | <i>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.</i> |
| appointments booked | % change over previous week<br><i>(seasonally adjusted)</i> | total properties SOLD this week | Sold/Appointment Index |  |

## APPOINTMENTS WEEK AT A GLANCE



## SOLD/APPT. INDEX - Past 4 weeks



## THE STORY LAST WEEK:

Appointments were down considerably last week over the previous week. With 107 properties sold during that time, our Sold/Appointments index rose only slightly to 13.9 appointments on average per property sold - in line with the numbers we have seen for the past few weeks. We had many very popular neighbourhoods during the week, including Caledonia, Oakville and Brantford, areas that aren't usually as visible in our Top 5. Price ranges in Hamilton continue to be steady, while Burlington continues to see more affordable price points combined with high end within our price rankings. Overall, the gap between 2017 and 2018 numbers for November continues to show a differential around -16%, however in a year-to-date comparison, we are only showing a 8.5% decrease in total appointments over 2017.

## TOP 5 DISTRICTS

| for appointments booked |  |
|-------------------------|--|
| #1                      | District 17 - Hamilton Mountain  |
| #2                      | TIED District 23 - Hamilton East<br>District 63 - Caledonia  |
| #3                      | District OA - Oakville   |
| #4                      | District OT - Brantford  |
| #5                      | TIED District 30 - Hamilton Centre<br>District 25 - Hamilton Mountain<br>District 26 - Hamilton Mountain |

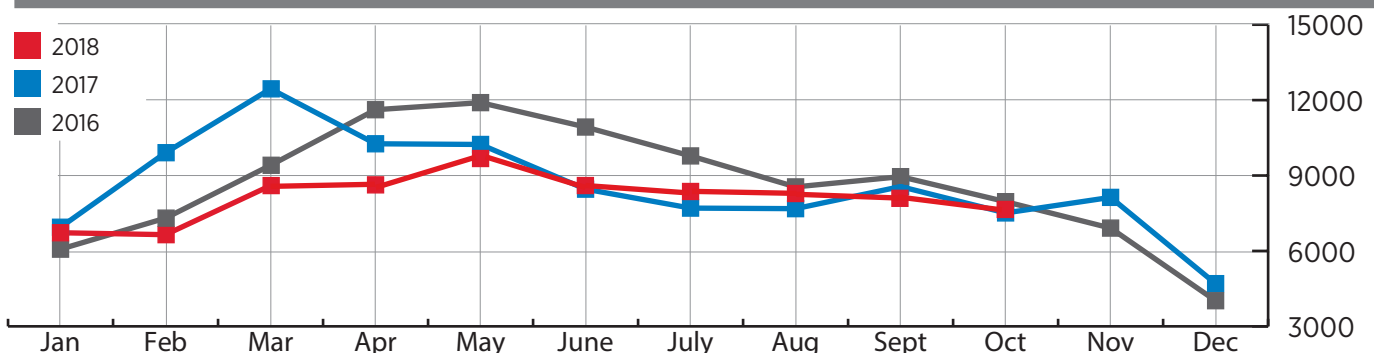
## TOP 5 PRICE RANGES

| HAMILTON |            | BURLINGTON |            |
|----------|------------|------------|------------|
| #1       | \$400-500k | #1         | \$300-350k |
| #2       | \$450-500k | #2         | \$1-2M     |
| #3       | \$350-400k | #3         | \$650-700k |
| #4       | \$300-350k | #4         | \$450-500k |
| #5       | \$500-550k | #5         | \$350-400k |

## MONTHLY COMPARISON 2017 vs. 2018

|                                      |   |   |                           |
|--------------------------------------|---|---|---------------------------|
| <b>8,090</b>                         | <b>6,787</b>                              | <b>5,704</b>                                  | <b>-15.9%</b>             |
| total appointments:<br>November 2017 | total appointments:<br>November 1-24 2017 | total appointments:<br>November 1-24,<br>2018 | % change<br>2018 vs. 2017 |

## APPOINTMENTS YEAR AT A GLANCE



\*source: RE/MAX Escarpment internal data.