

# APPOINTMENT CENTRE 2018

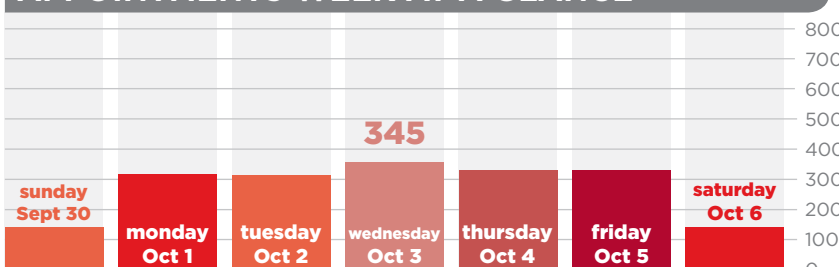
**RE/MAX**  
**ESCARPMENT**  
 REALTY INC., BROKERAGE  
INDEPENDENTLY OWNED & OPERATED

**WEEK: September 30 - October 6, 2018**

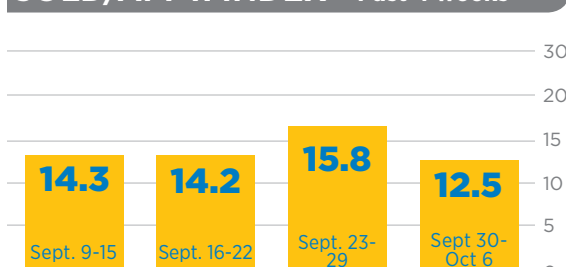
## APPOINTMENT BREAKDOWN

<b>1,872</b>	<b>-11.8%</b>	<b>150</b>	<b>12.5</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 <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 THIS WEEK:

Although last week saw a significant decline in appointments over the previous week, the first week of October is demonstrating significant gains over 2017 - up 14.7%! Certainly a great start to the month. Our Sold/Appointment index dropped to 12.5 appointments on average per property sold, indicating that perhaps buyer motivation is on the rise. Activity remained high within the Mississauga market for the second week in a row, while Burlington was hot on its heels, and then rounded out by the full scope of Hamilton area districts. \$450-500k was the most requested price range last week in Hamilton, while Burlington prices were seeing a bit between high end and mid-range.

## TOP 5 DISTRICTS

### for appointments booked

#1	District OT - Mississauga
#2	District 35 - Burlington
#3	TIED District 22 - Hamilton Centre District 10 - Hamilton West District 15 - Hamilton Mountain
#4	District 23 - Hamilton East
#5	District 20 - Hamilton Centre

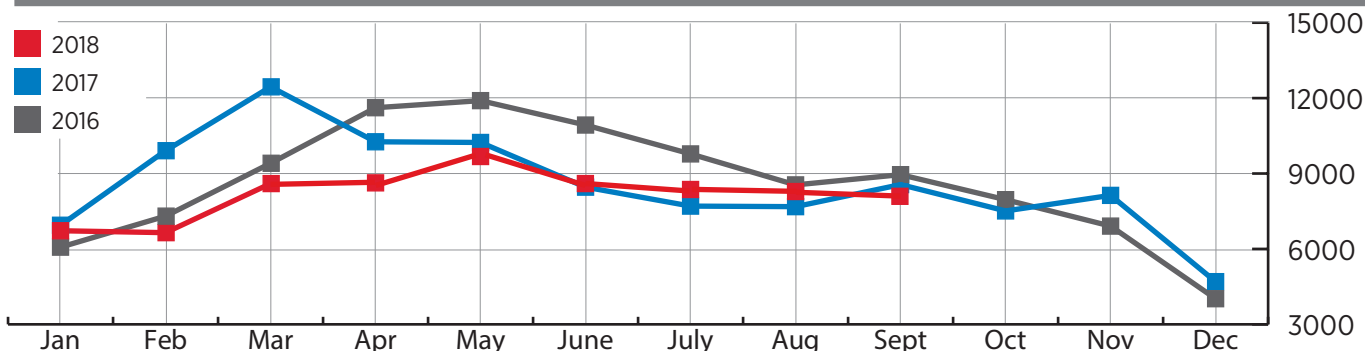
## TOP 5 PRICE RANGES

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

## MONTHLY COMPARISON 2017 vs. 2018

<b>7,471</b>	<b>1,512</b>	<b>1,735</b>	<b>+14.7%</b>
total appointments: October 2017	total appointments: October 1-6, 2017	total appointments: October 1-6, 2018	% change 2018 vs. 2017

## APPOINTMENTS YEAR AT A GLANCE



\*source: RE/MAX Escarpment internal data.