

# APPOINTMENT CENTRE 2018

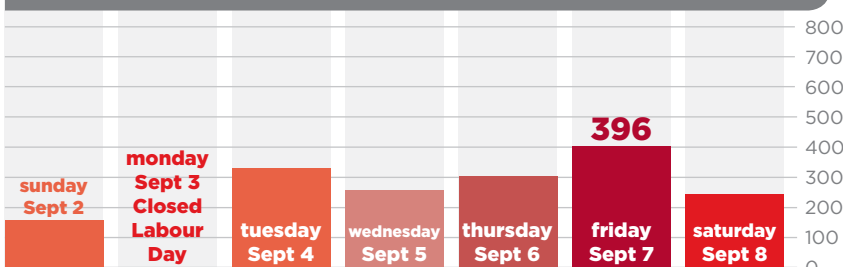
**RE/MAX**  
**ESCAPMENT**  
 REALTY INC., BROKERAGE  
INDEPENDENTLY OWNED & OPERATED

**WEEK: September 2-8, 2018**

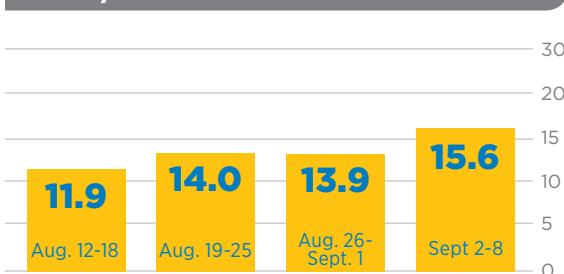
## APPOINTMENT BREAKDOWN

<b>1,978</b>	<b>6.9%</b>	<b>127</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 <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:

Seasonally adjusted appointments were up 6.9% last week as we move into fall. With 127 properties sold during the week, taking our Sold/Appointment Index up to 15.6 appointments on average per property sold showing buyers were being a little more cautious before putting pen to paper. Hamilton East and Centre led the way in our Top 5 Districts, with Waterdown, Stoney Creek and Burlington showing high activity. In demand price ranges in Hamilton remain steady, while Burlington maintained the \$1-2M pricepoint in the #1 position, but more activity than usual in the mid to lower ranges. Overall, appointments are 5.9% higher so far in September than they were in 2017.

## TOP 5 DISTRICTS

### for appointments booked

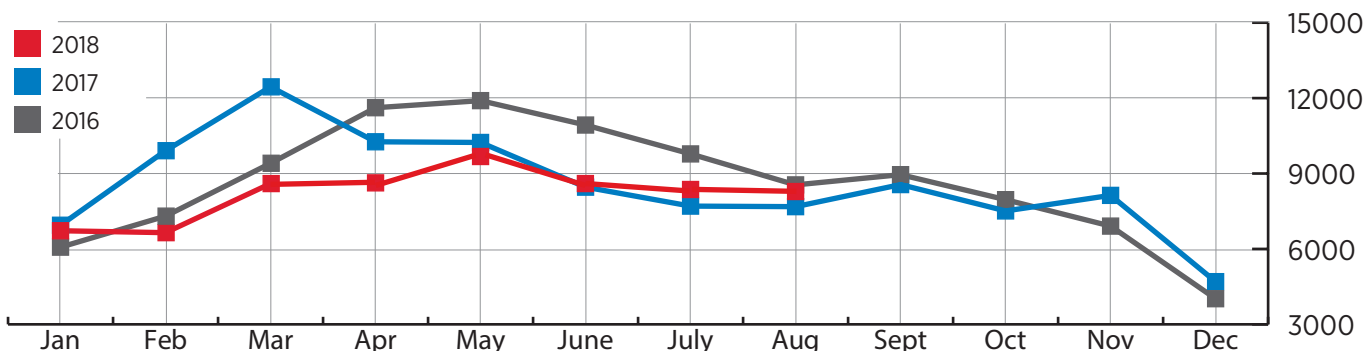
#1	District 23 - Hamilton East
#2	District 20 - Hamilton Centre
#3	District 46 - Waterdown
#4	District 51 - Stoney Creek
#5	District 36 - Burlington

## TOP 5 PRICE RANGES

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

## MONTHLY COMPARISON 2017 vs. 2018

<b>8,519</b>	<b>2,023</b>	<b>2,142</b>	<b>+5.9%</b>
total appointments: September 2017	total appointments: September 1-8, 2017	total appointments: September 1-8, 2018	% change 2018 vs. 2017



\*source: RE/MAX Escarpment internal data.