

APPOINTMENT CENTRE 2017

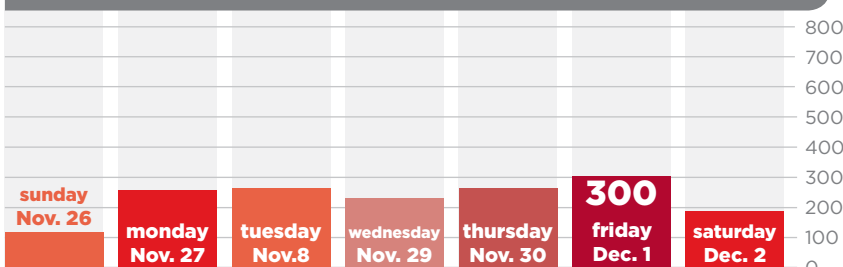
RE/MAX
ESCAPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: November 26 - December 2, 2017

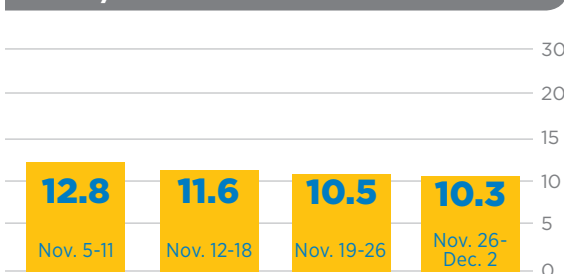
APPOINTMENT BREAKDOWN

1,611	-6.0%	156	10.3	<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:

Appointments continue to slow down week by week as we approach the holiday season, however, when we compare November 2017 to the same month last year, appointments overall were up 17.8%. When we compare appointments year to date, the highs and lows seen throughout 2017 have balanced out to a mere 1.55% increase this year. Our Sold/Appointment ratio continues to hold steady at 10.3 appointments on average per property sold, which is in line with 8.49 during the same week last year, which lead into a strong December. Hamilton Mountain was high in popularity last week, with Districts 15, 22 and 18 all ranking in our Top 5. Price points in Hamilton remain steady, while Burlington saw a spike in the higher end last week.

TOP 5 DISTRICTS

for appointments booked

#1	District 15 - Hamilton Mountain
#2	District 20 - Hamilton Centre
#3	TIED District 22 - Hamilton Mountain District OT - Milton
#4	District 18 - Hamilton Mountain
#5	District OT - St. Catharines

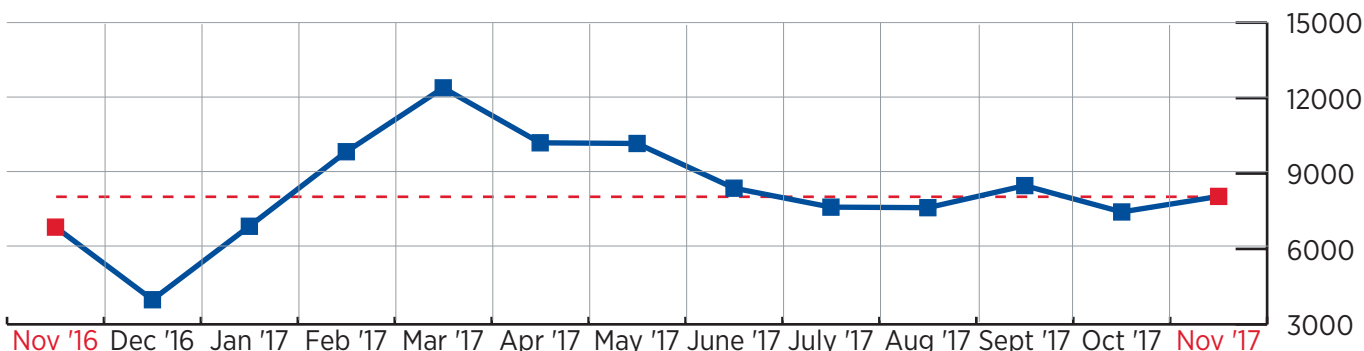
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2016 vs. 2017

6,868	8,090	+17.8%
total appointments: November 2016	appointments: November, 2017	% change 2017 vs. 2016

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.