

APPOINTMENT CENTRE 2018

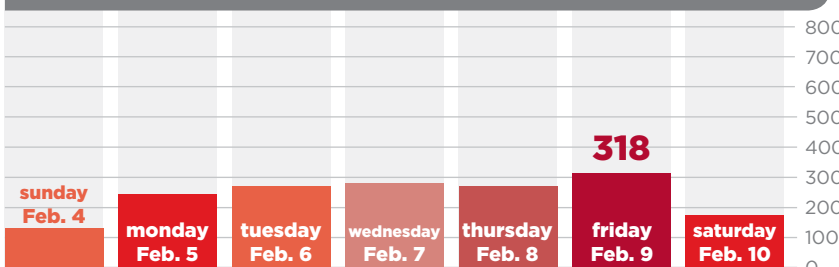
RE/MAX
ESCAPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: February 4 - 10, 2018

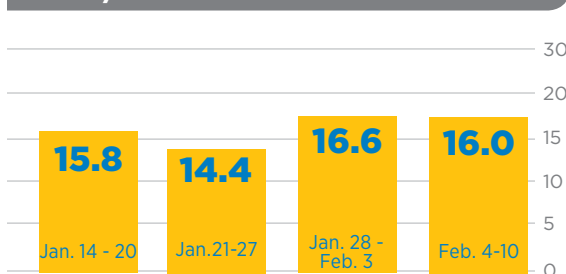
APPOINTMENT BREAKDOWN

1704	0%	106	16.0	<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:

Steady was the name of the game last week, with the number of appointments remaining the same, and the Sold/Appointment ratio dipping by half a point to 16 appointments on average per property sold. Hamilton Centre was the clear leader in our districts, with Hamilton West and Mountain rounding out our ranking. Price ranges in Hamilton saw some reorganization, while Burlington saw much more activity in the higher ranges than we have seen in quite a while. Overall, February is off to a slow start with 35% fewer appointments so far than last year.

TOP 5 DISTRICTS

for appointments booked	
#1	District 10 - Hamilton West
#2	District 14 - Hamilton Centre
#3	District 20 - Hamilton Centre
#4	District 25 - Hamilton Mountain
#5	District 13 - Hamilton Centre

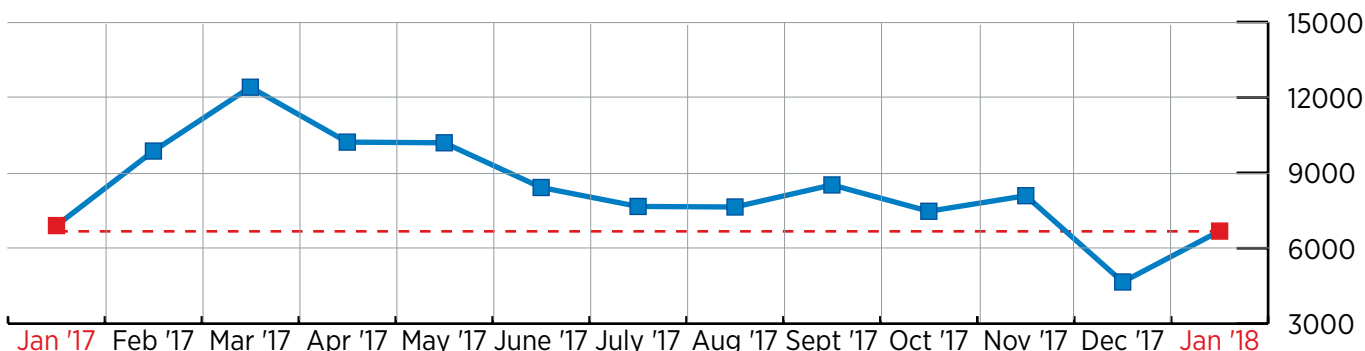
TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	\$300-350k	#1	\$1-2M
#2	\$250-300k	#2	\$800-900k
#3	\$350-400k	#3	\$750-800k
#4	\$400-450k	#4	\$700-750k
#5	\$550-600k	#5	TIED \$350-400k \$650-700k

MONTHLY COMPARISON 2016 vs. 2017

9,867	3,933	2,546	-35%
total appointments: February 2017	appointments: Feb. 1-10, 2017	appointments: Feb. 1-10, 2018	% change 2018 vs. 2017

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.