

APPOINTMENT CENTRE 2018

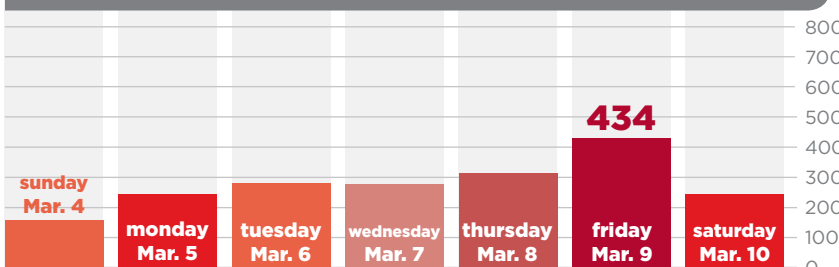
RE/MAX
ESCAPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: March 4 - 10, 2018

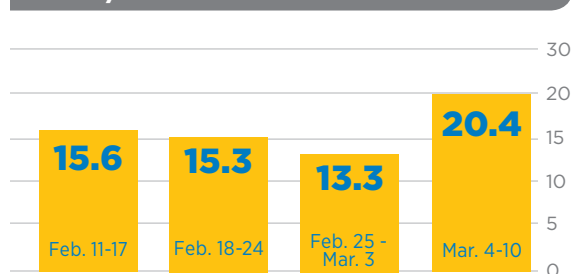
APPOINTMENT BREAKDOWN

1,995	+28.8%	98	20.4	<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:

A dramatic increase was seen in appointments last week of 28.8% over the previous week, however the number of properties sold dropped, taking out Sold/Appointment Ratio to 20.4 appointments on average per property sold. This is the highest ratio we have seen so far in 2018 - not a large enough time frame to indicate a trend in buyer motivation, but a shift that we will be watching closely. Hamilton Mountain, East and Centre topped our Top 5 Districts rankings. Popular Hamilton price ranges remained firmly within the \$300-\$550k span, while Burlington also continues to see \$1-2M as the most requested price point. Even with the jump in appointments this week, we are seeing a 37.7% decrease in total appointments so far in March when compared to 2017 - not surprising when we remember the state of the market last year.

TOP 5 DISTRICTS

for appointments booked

#1	District 17 - Hamilton Mountain
#2	District 18 - Hamilton Mountain
#3	District 24 - Hamilton East
#4	District 15 - Hamilton Mountain
#5	District 20 - Hamilton Centre

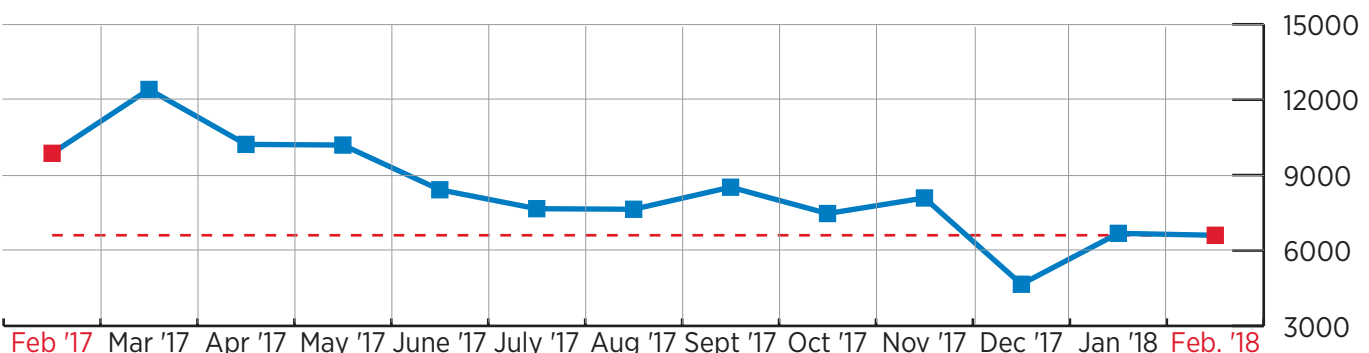
TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	\$350-400k	#1	\$1-2M
#2	\$400-450k	#2	\$600-650k
#3	\$300-350k	#3	\$800-900k
#4	\$500-550k	#4	\$900-1M
#5	\$450-500k	#5	\$650-700k

MONTHLY COMPARISON 2016 vs. 2017

12,407	4,381	2,726	-37.7%
total appointments: March 2017	total appointments: March 1-10, 2017	total appointments: March 1-10, 2018	% change 2018 vs. 2017

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.