

APPOINTMENT CENTRE 2018

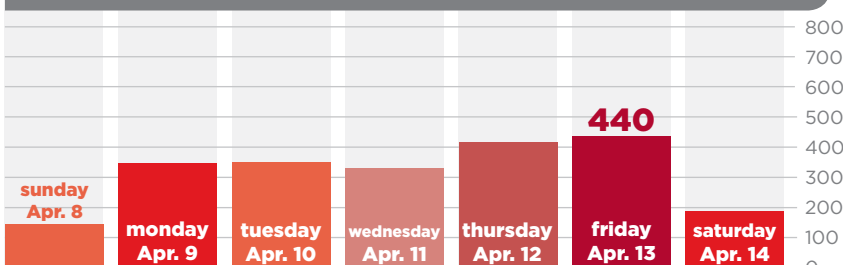
RE/MAX
ESCARPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: April 8 - 14, 2018

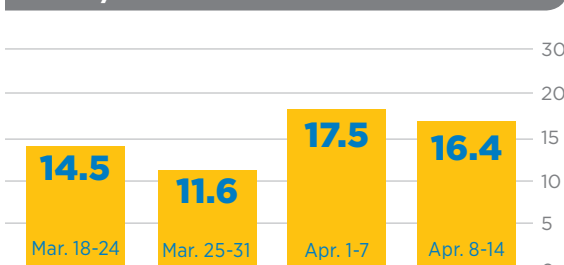
APPOINTMENT BREAKDOWN

2,207	+6.2%	134	16.4	<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:

Appointments continued to rise last week with a 6.2% increase. Our Sold/Appointment Index dropped slightly to 16.4 appointments on average per property sold during that time period. Toronto made an appearance in our top 5 Districts that was otherwise dominated by Hamilton districts. Consistency seems to be the story in Hamilton, with the Top 5 Price Ranges remaining fairly steady over the past several weeks, while Burlington saw the usual activity in the high price ranges, with some additional activity between \$400-\$500k. Overall, the gap between 2017 and 2018 appointments is starting to narrow as we move through the heart of the spring market.

We have now also introduced a 3 year appointment comparison - see below!

TOP 5 DISTRICTS

for appointments booked

#1	District 25 - Hamilton Mountain
#2	District 17 - Hamilton Centre
#3	District OT - Toronto
#4	District 20 - Hamilton Centre
#5	District 12 - Hamilton West

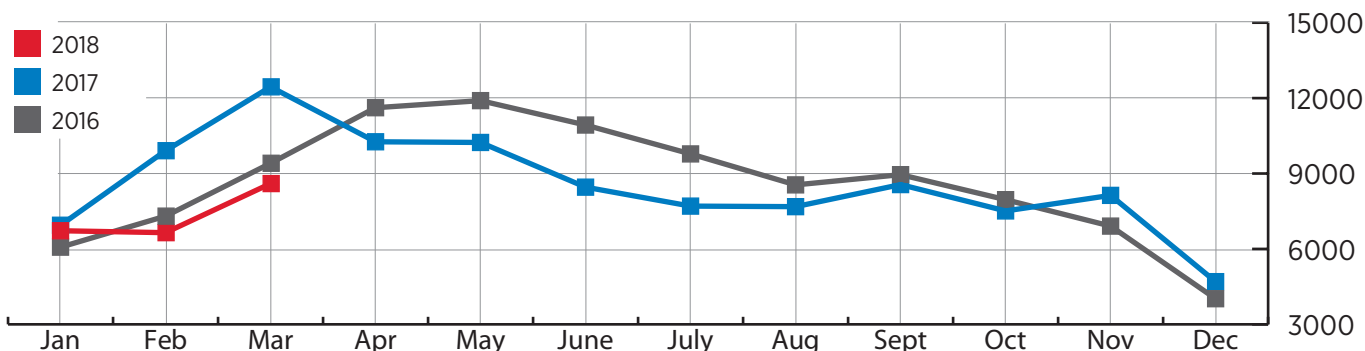
TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	\$350-400k	#1	\$1-2M
#2	\$500-550k	#2	\$900-1M
#3	\$400-450k	#3	\$400-450k
#4	\$450-500k	#4	\$750-800k
#5	\$250-300k	#5	\$450-500k

MONTHLY COMPARISON 2017 vs. 2018

12,407	4,996	4,286	-14.2%
total appointments: April 2017	total appointments: April 1-14, 2017	total appointments: April 1-14, 2018	% change 2018 vs. 2017

APPOINTMENTS 3 YEAR COMPARISON



*source: RE/MAX Escarpment internal data.