

APPOINTMENT CENTRE 2018

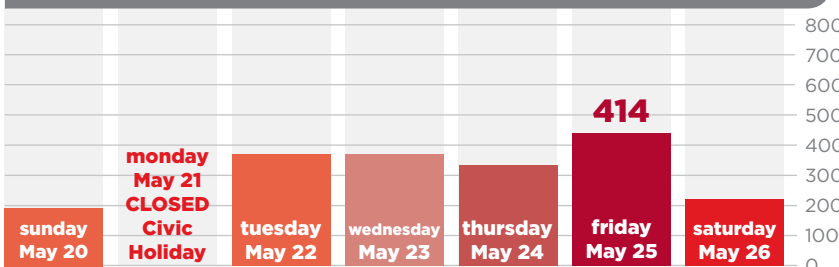
RE/MAX
ESCAPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: May 20 - 26, 2018

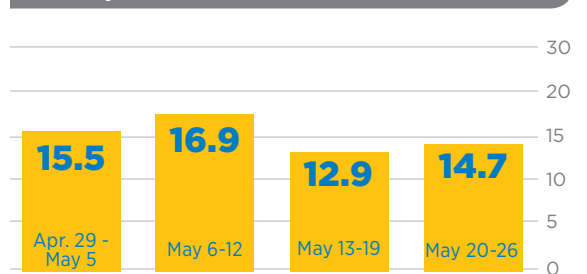
APPOINTMENT BREAKDOWN

1,925	-3.0%	131	14.7	<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 (seasonally adjusted)	total properties SOLD this week	Sold/Appointment Index	

APPOINTMENTS WEEK AT A GLANCE



SOLD/APPT. INDEX - Past 4 weeks



THE STORY THIS WEEK:

Slight dip last week in appointments of 3% when seasonally adjusted for the Civic Holiday closure. Our Sold/Appointment ratio rose slightly to 14.7 appointments per property sold during the week. Hamilton dominated the Top 5 Districts, with Hamilton Mountain taking 3 of the rankings. Overall Hamilton price ranges shifted slightly, however within similar price points, while Burlington continues to see high and medium price range activity. Overall, appointments are only 4.6% lower than they were at this time in 2017.

TOP 5 DISTRICTS

for appointments booked	
#1	District 20 - Hamilton Centre
#2	District 23 - Hamilton East
#3	District 17 - Hamilton Mountain
#4	District 16 - Hamilton Mountain
#5	District 15 - Hamilton Mountain

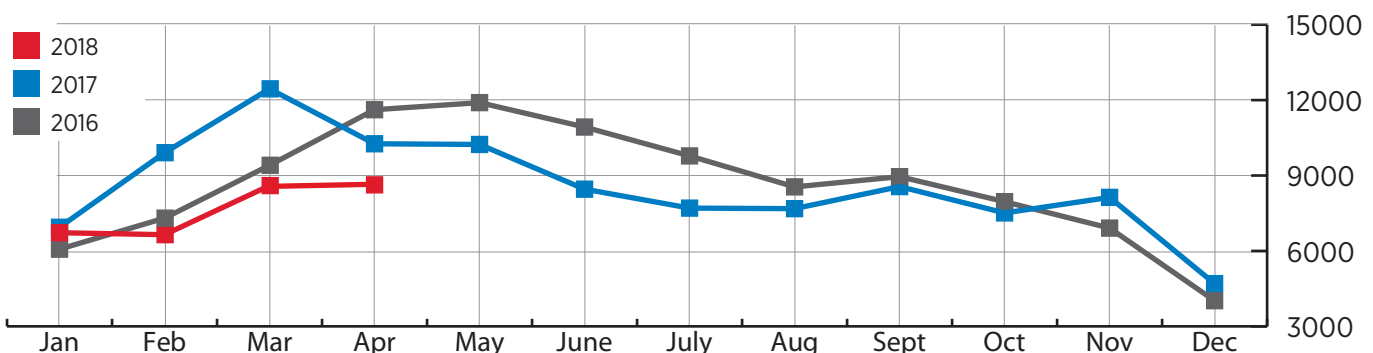
TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	\$400-450k	#1	\$1-2M
#2	\$450-500k	#2	\$650-700k
#3	\$350-400k	#3	\$550-600k
#4	\$250-300k	#4	\$800-900k
#5	\$550-600k	#5	\$700-750k

MONTHLY COMPARISON 2017 vs. 2018

10,195	8,667	8,266	-4.6%
total appointments: May 2017	total appointments: May 1-26, 2017	total appointments: May 1-26, 2018	% change 2018 vs. 2017

APPOINTMENTS 3 YEAR COMPARISON



*source: RE/MAX Escarpment internal data.