

APPOINTMENT CENTRE 2018

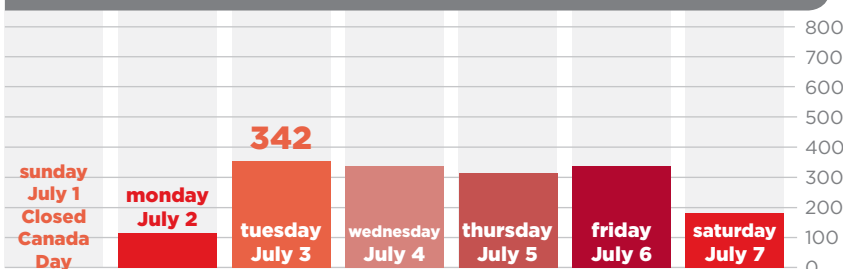
RE/MAX
ESCAPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: July 1-7, 2018

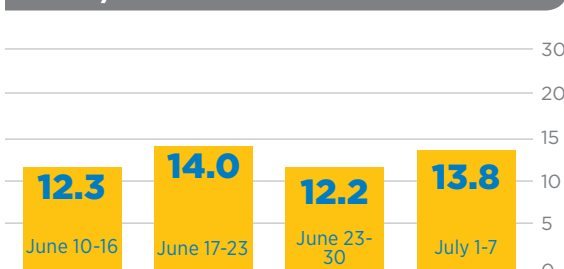
APPOINTMENT BREAKDOWN

1,666	0%	121	13.8	<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:

When seasonally adjusted for the Canada Day holiday, appointments last week were on par with the previous week. With 121 properties sold, the Sold/Appointment Index rose slightly to 13.8 appointments on average per property sold during the week. Lots of activity in our Top 5 Districts, with 3 tied positions, and Oakville, Lincoln and Dundas neck in neck with several Hamilton Mountain and West districts. Hamilton price ranges were tightly in sync, anywhere between \$350 - \$600k. Burlington price ranges also remained heavier on the upper end, with mid-ranges sprinkled in. Overall appointments in July are showing 1.9% higher than last year - let's see whether that trend continues for the rest of July.

TOP 5 DISTRICTS

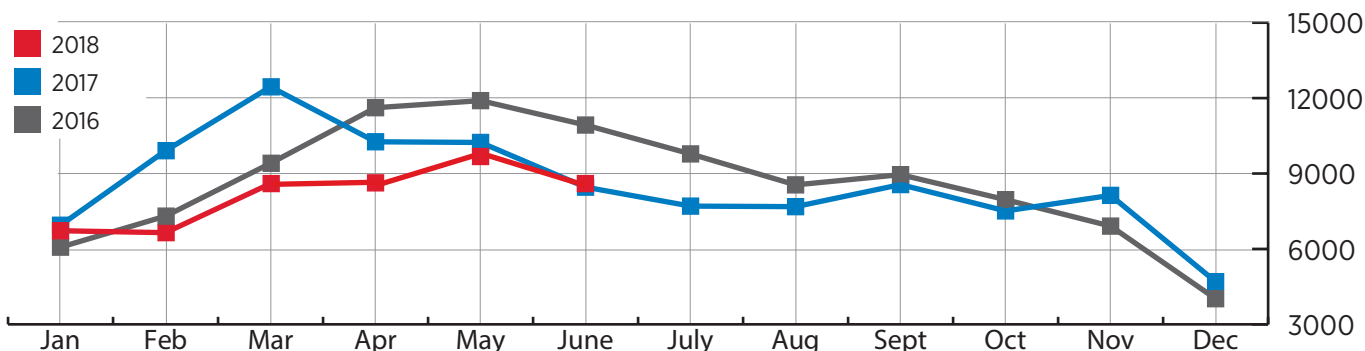
for appointments booked	
#1	District 26 - Hamilton Mountain
#2	TIED District OT - Oakville District 981 - Lincoln
#3	District 17 - Hamilton Mountain
#4	TIED District 16 - Hamilton Mountain District 41 - Dundas
#5	TIED District 10 - Hamilton West District 11 - Hamilton West

TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2017 vs. 2018

8,417	1,635	1,666	+1.9 %
total appointments: July 2017	total appointments: July 1-7, 2017	total appointments: July 1-7, 2018	% change 2018 vs. 2017



*source: RE/MAX Escarpment internal data.