

APPOINTMENT CENTRE 2018

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

WEEK: December 31 - January 6, 2017

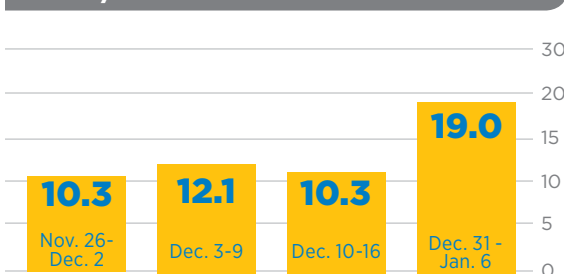
APPOINTMENT BREAKDOWN

1,030	+19%	53	19.4	<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:

January started off with a bang, with 19% more appointments in the first week than we saw in the same week in 2016. Our Sold/Appointments Index rose to 19 appointments on average for every property that sold, which isn't surprising considering the time of year - Buyers are obviously being value conscious and looking at their options. Our Top 5 Districts show a broad range of areas - from Glanbrook, through Hamilton, and east to Brampton. Hamilton Price Ranges showed slight increases over the end of 2017, while Burlington's activity was balanced from mid to higher ranges. Overall, 2018 is off to a great start - stay tuned to see where it takes us!

TOP 5 DISTRICTS

for appointments booked

#1	District 53 - Glanbrook
#2	District 14 - Hamilton Centre
#3	District 23 - Hamilton East
#4	District 25 - Hamilton Mountain
#5	District OT - Brampton

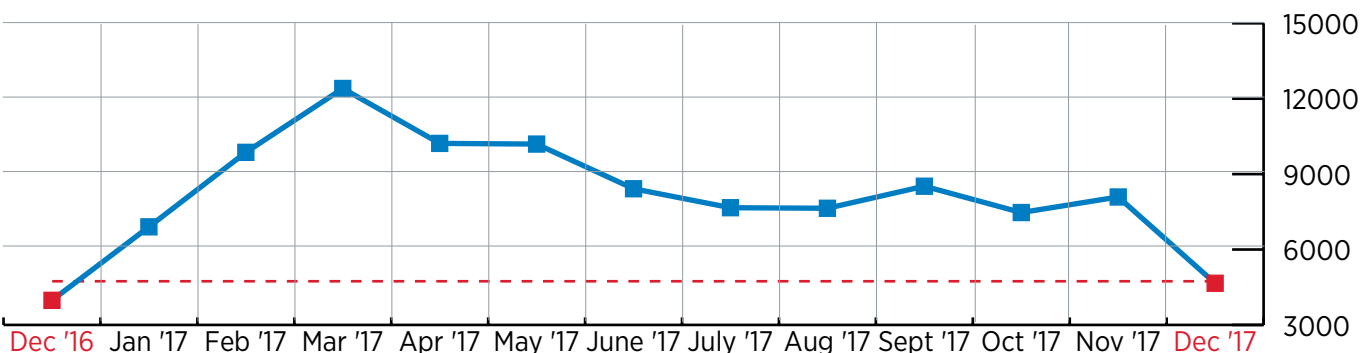
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2016 vs. 2017

3,979	838	998	+19%
total appointments: January 2017	appointments: January 1-6, 2017	appointments: January 1-6, 2018	% change 2017 vs. 2016

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.