

APPOINTMENT CENTRE 2018

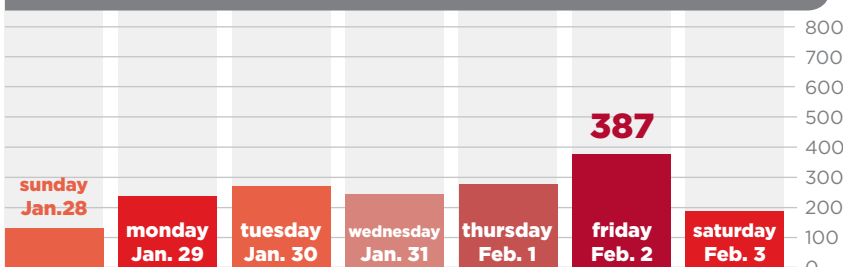
RE/MAX
ESCAPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: January 28 - February 3, 2018

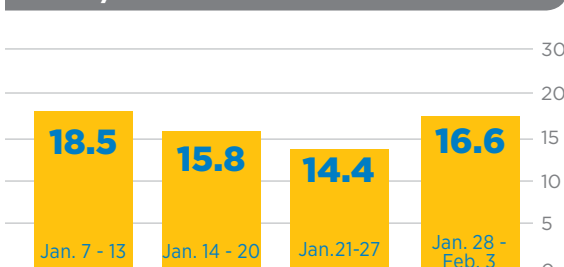
APPOINTMENT BREAKDOWN

1707	-1.9%	103	16.6	<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 saw a slight decrease over the previous week, while overall appointments were 3.2% lower than January 2017. Our Sold/Appointment Ratio increased to 16.6 appointments on average per property sold - a slight rise over the past couple of weeks. Hamilton East, Centre & Mountain dominated our Top 5 Districts, with Burlington also making a showing. Overall price ranges in Hamilton ranged from \$250-\$600k, while Burlington saw the \$1-2M price range the most popular.

TOP 5 DISTRICTS

for appointments booked

#1	District 23 - Hamilton East
#2	District 20 - Hamilton Centre
#3	District 15 - Hamilton Mountain
#4	District 17 - Hamilton Mountain
#5	TIED District35 - Burlington District14 - Hamilton Centre

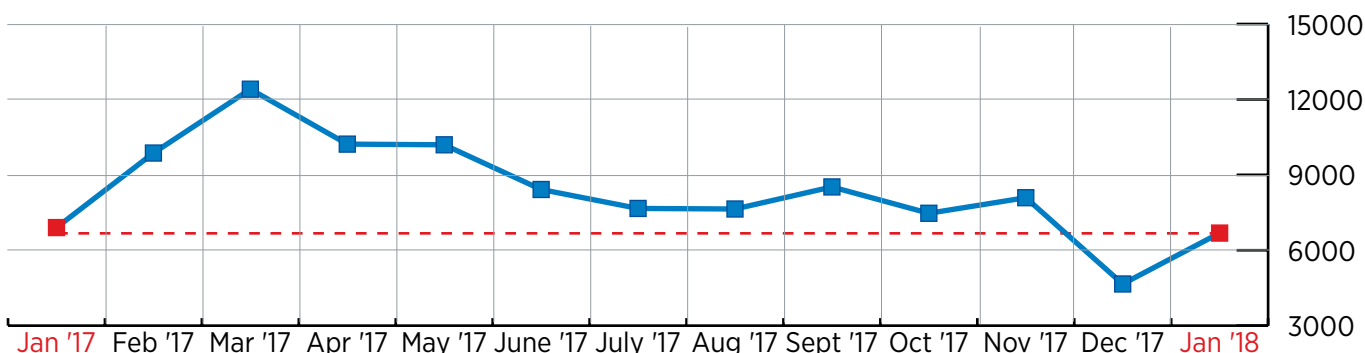
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2016 vs. 2017

6,902	6,683	-3.2%
total appointments: January 2017	appointments: January, 2018	% change 2018 vs. 2017

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.