

APPOINTMENT CENTRE 2018

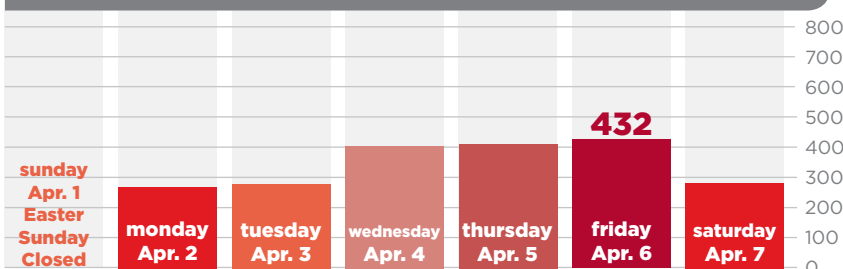
RE/MAX
ESCAPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: April 1 - 7, 2018

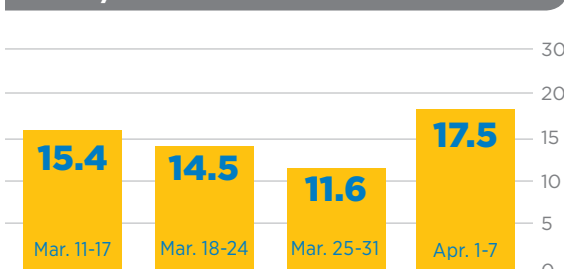
APPOINTMENT BREAKDOWN

2,079	+27.2%	119	17.5	<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:

Seasonally adjusted appointment (to account for the Easter Sunday Holiday) show that appointments last week increased 27.2% over the previous week. However, the number of properties sold during the week was considerably lower, taking our Sold/Appointment Index up to 17.5 appointments on average per property sold. Hamilton dominated our Top 5 Districts, with Burlington making a showing in our 5th position. Price ranges in Hamilton continue to remain steady, while Burlington saw activity in both the high and lower price ranges. Overall, appointments remain much lower than 2017, with a 29.6% decrease in April appointments over April last year.

TOP 5 DISTRICTS

for appointments booked	
#1	District 17 - Hamilton Mountain
#2	District 20 - Hamilton Centre
#3	District 12 - Hamilton West
#4	District 22 - Hamilton Centre
#5	District 35 - Burlington

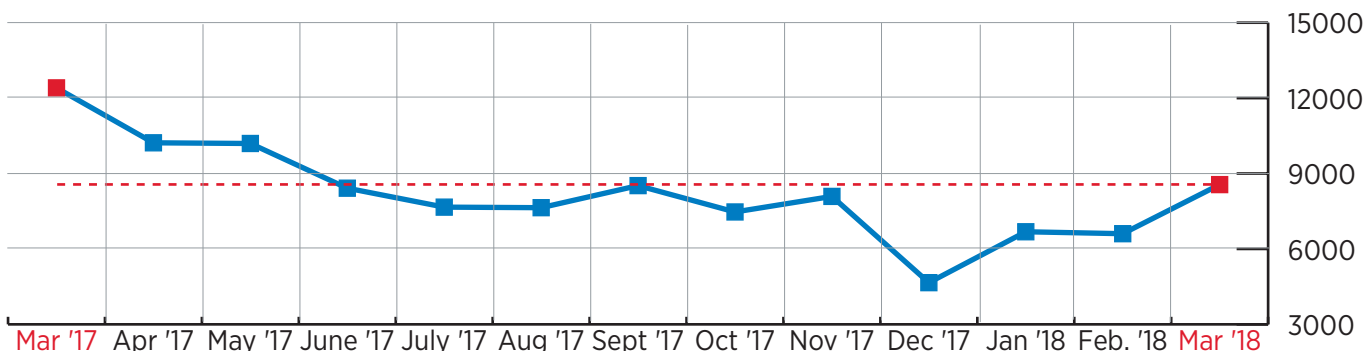
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2017 vs. 2018

12,407	2,956	2,079	-29.6%
total appointments: April 2017	total appointments: April 1-7, 2017	total appointments: April 1-7, 2018	% change 2018 vs. 2017

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.