

APPOINTMENT CENTRE 2017

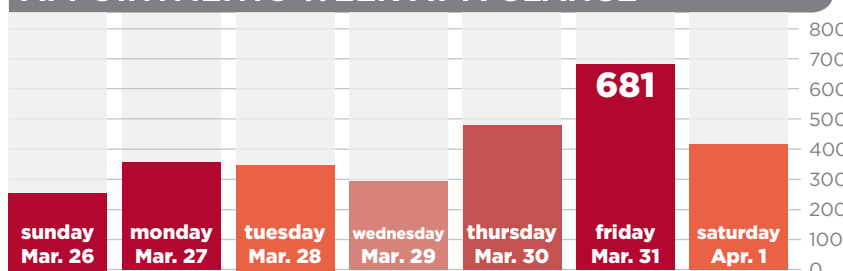


WEEK: March 26 - April 1, 2017

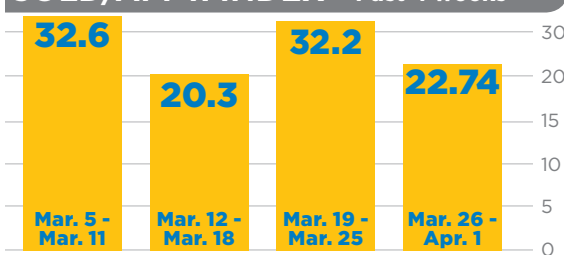
APPOINTMENT BREAKDOWN

2,842	-9.9%	125	22.74	<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	total properties SOLD this week	Sold/Appointment Index	

APPOINTMENTS WEEK AT A GLANCE



SOLD/APPT. INDEX - Past 4 weeks



THE STORY THIS WEEK:

Records continue to be broken in the Appointment Centre. While appointment bookings leveled off slightly this week, March 2017 saw the Appointment Centre experience a **new record high of 12,407 appointments booked** ... an **increase of 32.5%** over March 2016, beating out our previous high of 11,859 in May, 2016. Hamilton Mountain dominated the Top 5 Districts, with 4 districts appearing in the ranking. Higher price points made the Top 5 Price Ranges in Burlington this week, while Hamilton's Top 5 remained relatively similar to the previous week. March came to a close with extremely impressive numbers in the Appointment Centre and we are likely to see those numbers continue to rise in this market!

TOP 5 DISTRICTS

for appointments booked	
#1	District 17 - Hamilton Mountain
#2	District 15 - Hamilton Mountain
#3	District 10- Hamilton West
#4	TIED District 16- Hamilton Mountain District 26- Hamilton Mountain
#5	District 2018 - Brantford

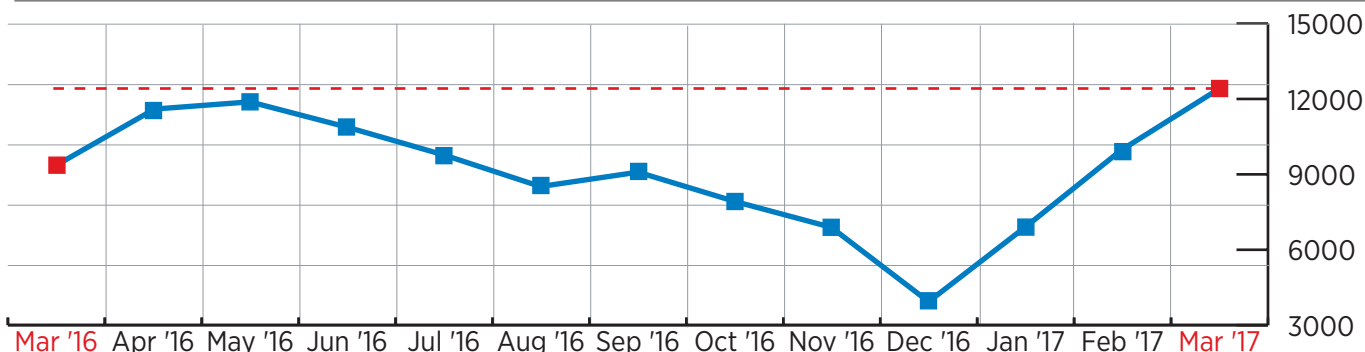
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2016 vs. 2017

9,367	12,407	+32.5%
total appointments: March 2016	total appointments: March 2017	% change 2017 vs. 2016

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.