

APPOINTMENT CENTRE 2017

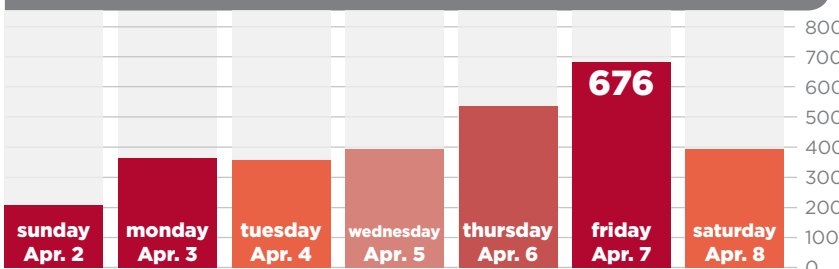


WEEK: April 2 - 8, 2017

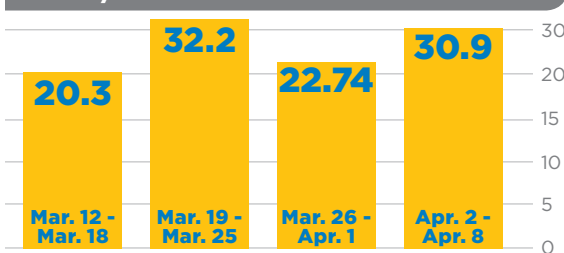
APPOINTMENT BREAKDOWN

2,938	3.3%	95	30.9	<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:

The first week of April saw appointment bookings up by 3.3% over the previous week. With 95 properties sold this week, the Sold/Appointment Index sits at 30.9 average appointment bookings per property sold. Hamilton Centre had a strong showing in the Top 5 Districts this week, taking the number 1 and number 5 spots, with Wainfleet's District 56 showing higher than normal activity, hitting the number 4 position in the Top 5 Districts this week. Top 5 Price Ranges in Hamilton changed only slightly with the \$550-600k range joining the Top 5, while Burlington continues to see numbers on the middle to high range of the spectrum. Overall, we've seen a 9.7% increase in the number of bookings over the same time period in April of 2016.

TOP 5 DISTRICTS

for appointments booked	
#1	District 22 - Hamilton Centre
#2	District 11 - Hamilton West
#3	District 25 - Hamilton Mountain
#4	District 56 - Wainfleet
#5	District 14 - Hamilton Centre

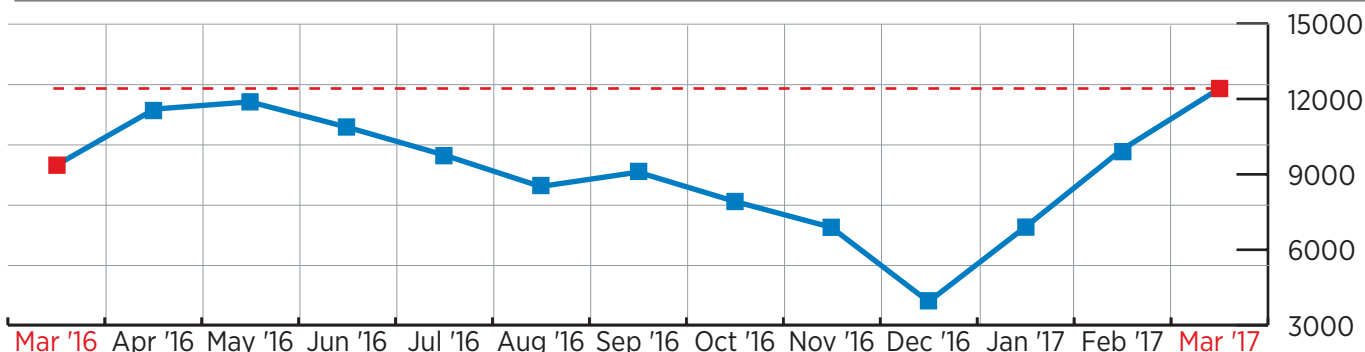
TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	\$350-400k	#1	\$1-2M
#2	\$250-300k	#2	\$350-400k
#3	\$450-500k	#3	\$550-600K
#4	\$400-450k	#4	\$800-900k
#5	\$550-6000k	#5	\$450-500k

MONTHLY COMPARISON 2016 vs. 2017

3,055	3,352	+9.7%
total appointments: April 1 - 8, 2016	total appointments: April 1 - 8, 2017	% change 2017 vs. 2016

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.