

APPOINTMENT CENTRE 2017

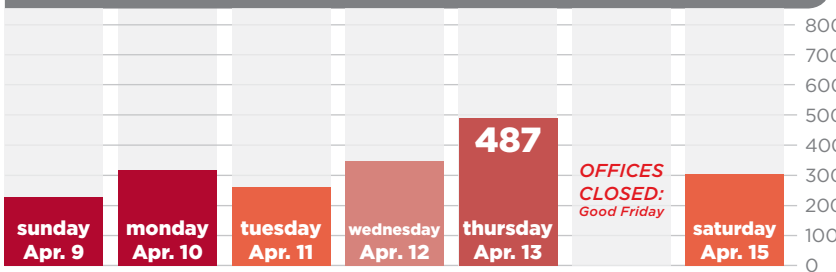


WEEK: April 9 - 15, 2017

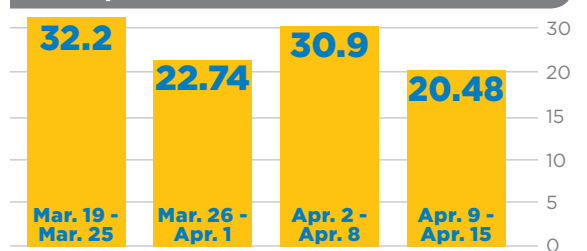
APPOINTMENT BREAKDOWN

1,946	-22.6%	95	20.48	<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 Appointment Centre saw a decrease of 22.6% appointments booked over last week, due to the Good Friday office closure. With 95 properties sold this week, the Sold/Appointment Index sits at 20.48 average appointment bookings per property sold. Burlington and West Lincoln had high activity this week moving them into the #1 and #2 spots in the Top 5 Districts, respectively. Hamilton's popular price ranges were the same as last week, just appearing in a different order, and Burlington's Top 5 Price Ranges were spread out between the \$250-300k price range, to the \$1-2M price range. Due to the Easter/Good Friday Holiday, we see a 10% drop in the overall bookings for the same time period as last year.

TOP 5 DISTRICTS

for appointments booked	
#1	District 35 - Burlington
#2	District 982 - West Lincoln
#3	TIED District 23 - Hamilton East District 15 - Hamilton Mountain
#4	District 11 - Hamilton West
#5	District 22 - Hamilton Centre

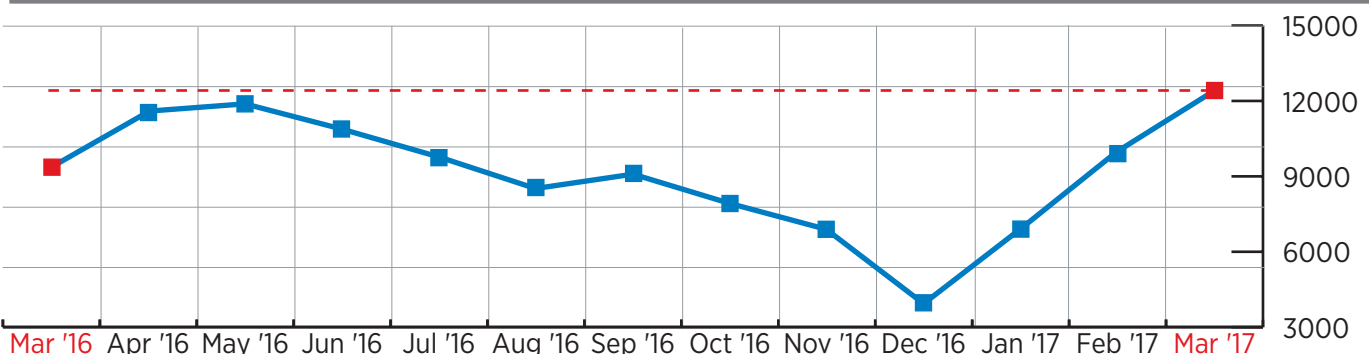
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2016 vs. 2017

5,828	5,298	-10%
total appointments: April 1 - 15, 2016	total appointments: April 1 - 15, 2017	Due to the Easter Holiday
		% change 2017 vs. 2016

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.