

# APPOINTMENT CENTRE 2017

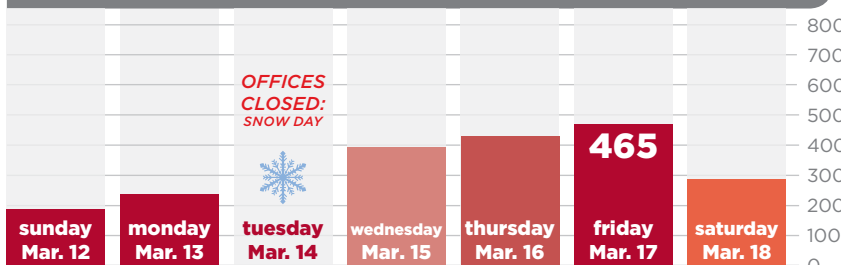
**RE/MAX**  
**ESCARPMENT**  
 REALTY INC., BROKERAGE  
INDEPENDENTLY OWNED & OPERATED

**WEEK: March 12 - 18, 2017**

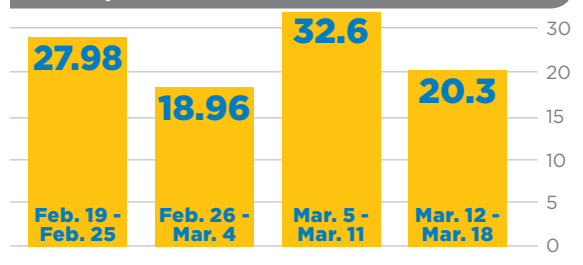
## APPOINTMENT BREAKDOWN

|                     |                             |                                 |                        |                                                                                                                                                                                  |
|---------------------|-----------------------------|---------------------------------|------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>2112</b>         | <b>-20%</b>                 | <b>104</b>                      | <b>20.3</b>            | <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:

A combination of March Break and the office closures due to the snow storm that began on Tuesday saw the Appointment Centre experience a decrease of approximately 20% in the number of appointments booked. The number of properties sold, however, was up this week improving our Sold/Appointment Index to 20.3 average appointments per property sold. Hamilton Centre, Hamilton East and Hamilton Mountain took the top 4 positions in the Top 5 Districts, with Burlington's District 35 taking the number 5 position. Top 5 Price Ranges in Hamilton were consistent with last week, with Burlington's Top 5 Price ranges trending upward. No price range in Burlington's Top 5 was below 500-550k. The total number of appointments for March is still up 22% over the same time period last year as we head into the first official week of spring.

## TOP 5 DISTRICTS

### for appointments booked

|    |                                 |
|----|---------------------------------|
| #1 | District 20 - Hamilton Centre   |
| #2 | District 23 - Hamilton East     |
| #3 | District 25 - Hamilton Mountain |
| #4 | District 24 - Hamilton East     |
| #5 | District 35 - Burlington        |

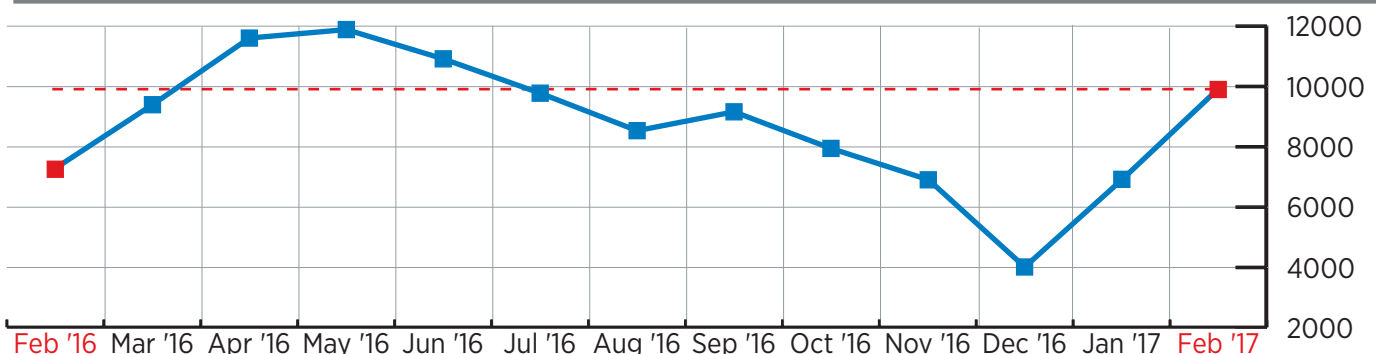
## TOP 5 PRICE RANGES

| HAMILTON |            | BURLINGTON |            |
|----------|------------|------------|------------|
| #1       | \$250-300k | #1         | \$500-550k |
| #2       | \$350-400k | #2         | \$1-2M     |
| #3       | \$450-500k | #3         | \$800-900k |
| #4       | \$200-250k | #4         | \$700-750k |
| #5       | \$300-350k | #5         | \$650-700k |

## MONTHLY COMPARISON 2016 vs. 2017

|                                |                               |                               |                        |
|--------------------------------|-------------------------------|-------------------------------|------------------------|
| <b>9367</b>                    | <b>5591</b>                   | <b>6823</b>                   | <b>+22%</b>            |
| total appointments: March 2016 | appointments: Mar. 1-18, 2016 | appointments: Mar. 1-18, 2017 | % change 2017 vs. 2016 |

## APPOINTMENTS YEAR AT A GLANCE



\*source: RE/MAX Escarpment internal data.