

APPOINTMENT CENTRE 2017

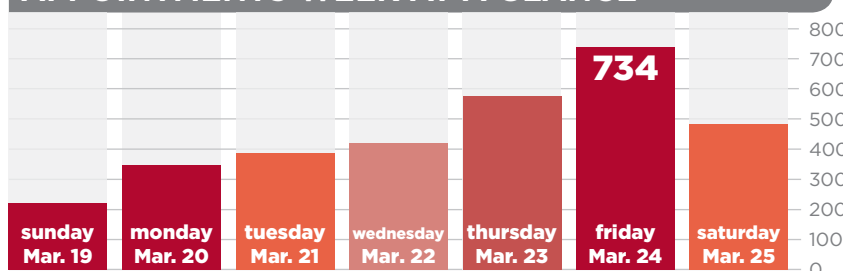


WEEK: March 19 - 25, 2017

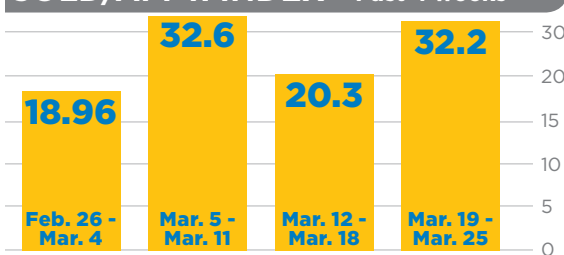
APPOINTMENT BREAKDOWN

3156	+49%	98	32.2	<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:

With March Break behind us and more moderate temperatures upon us, activity in the Appointment Centre has certainly increased with appointment bookings up 49% over the previous week. Thursday and Friday each had an impressive number of bookings with 575 and 734 respectively. Hamilton Mountain held two of the Top 5 Districts this week, with Hamilton West, Hamilton Centre and Stoney Creek rounding out the Top 5. We did not see much variation in the Top 5 Price Ranges for Hamilton or Burlington this week, but it is worth noting the \$1-2M price range hit the number 1 spot in Burlington this week. Our monthly comparison of 2016 vs 2017 is looking good, as we have already exceeded the total number of appointments for March 2016 with 6 days left in the month. Let's see what milder temperatures bring to the Appointment Centre this week!

TOP 5 DISTRICTS

for appointments booked	
#1	District 17 - Hamilton Mountain
#2	District 10 - Hamilton West
#3	District 18 - Hamilton Mountain
#4	District 14 - Hamilton Centre
#5	District 51 - Stoney Creek

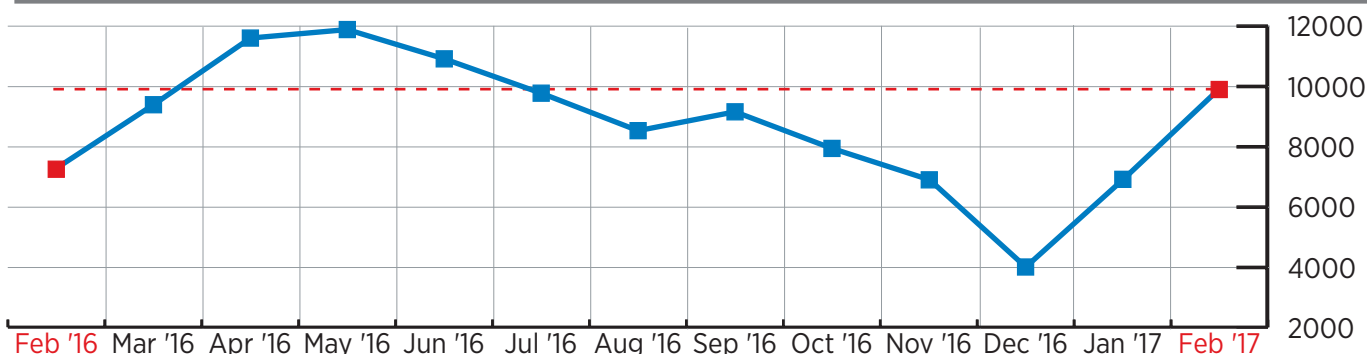
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2016 vs. 2017

9367	7854	9979	+27%
total appointments: March 2016	appointments: Mar. 1-25, 2016	appointments: Mar. 1-25, 2017	% change 2017 vs. 2016

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.