

APPOINTMENT CENTRE 2017

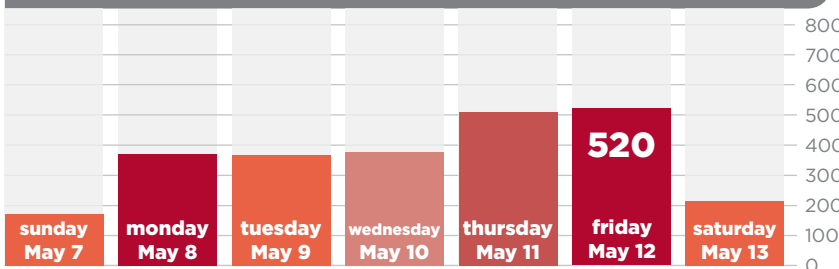


WEEK: May 7th - 13th, 2017

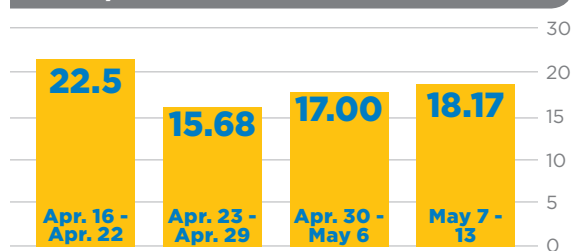
APPOINTMENT BREAKDOWN

2,508	+6.9%	112	18.17	<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:

Appointments are gradually increasing, with our totals up 6.9% over last week. Our SOLD/APPOINTMENT Index has risen slightly, at 18.17 appointments on average per property sold during the week. Brantford makes an entrance to our Top 5 Districts, while top price points in both Hamilton and Burlington remain steady. Overall, appointments are down 19.4% over May 2016, potentially due to the unpredictable weather. May 2016 saw the highest number of appointments booked ever in a month in the appointment centre, so it remains to be seen if 2017 will meet and exceed those numbers.

TOP 5 DISTRICTS

for appointments booked	
#1	District 12 - Hamilton West
#2	District 26 - Hamilton Mountain
#3	District 17 - Hamilton Mountain
#4	District 2018 - Brantford
#5	TIED District 42 - Ancaster District 13 - Hamilton Centre

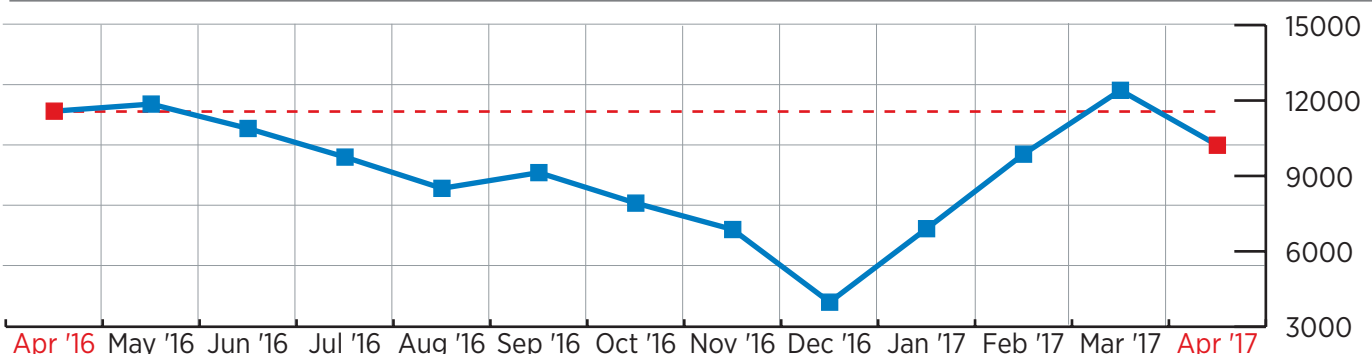
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2016 vs. 2017

11,859	5,682	4,676	-19.4%
total appointments: May 2016	appointments: May 1st - 13th 2016	appointments: May 1st - 13th 2017	% change 2017 vs. 2016

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.