

APPOINTMENT CENTRE 2017

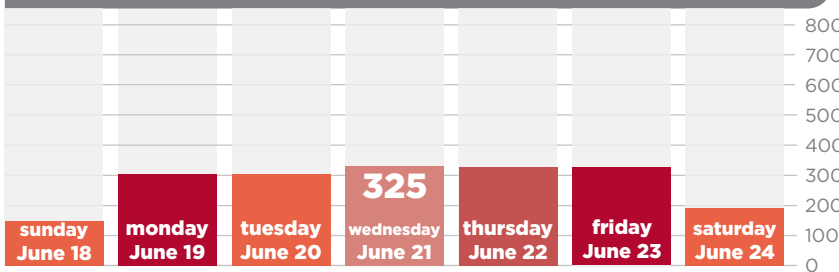


WEEK: June 18 - 24, 2017

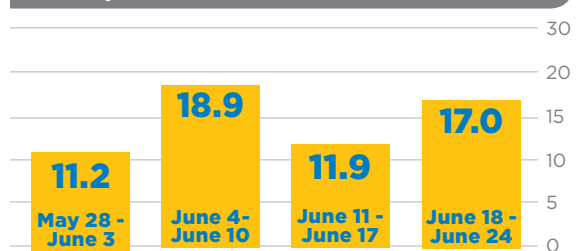
APPOINTMENT BREAKDOWN

| | | | | |
|---------------------|-----------------------------|---------------------------------|------------------------|--|
| 1,885 | +2.9% | 111 | 17.0 | <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 saw a positive percentage change this week - the first increase in a month. The Sold/Appointment Index grew to 17 appointments on average per property sold during the week. Hamilton Mountain, Centre and East had full control over the Top 5 Districts. Overall price ranges in Hamilton remained steady, while Burlington saw some lower price ranges appear on our radar.

TOP 5 DISTRICTS

| for appointments booked | |
|-------------------------|---------------------------------|
| #1 | District 17 - Hamilton Mountain |
| #2 | District 26 - Hamilton Mountain |
| #3 | District 20 - Hamilton Centre |
| #4 | District 23 - Hamilton East |
| #5 | District 24 - Hamilton East |

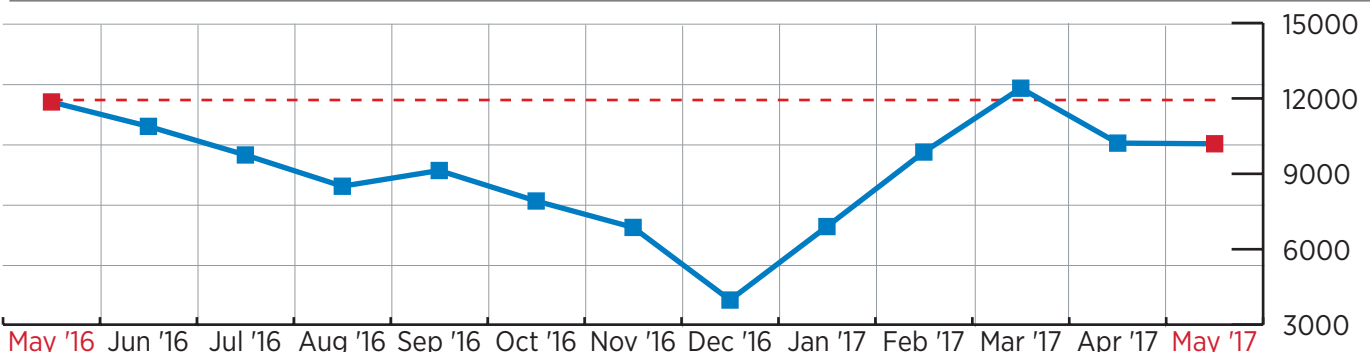
TOP 5 PRICE RANGES

| HAMILTON | | BURLINGTON | |
|----------|------------|------------|-------------------------------|
| #1 | \$350-400k | #1 | \$1-2M |
| #2 | \$450-500k | #2 | \$800-900k |
| #3 | \$250-300k | #3 | \$600-650 |
| #4 | \$200-250k | #4 | \$550-600k |
| #5 | \$400-450k | #5 | TIED \$400-450k \$650-700k |

MONTHLY COMPARISON 2016 vs. 2017

| | | | |
|-------------------------------|---------------------------------|---------------------------------|------------------------|
| 10,888 | 9,052 | 6,876 | -24.0% |
| total appointments: June 2016 | appointments: June 1 - 24, 2016 | appointments: June 1 - 24, 2017 | % change 2017 vs. 2016 |

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.