

APPOINTMENT CENTRE 2017

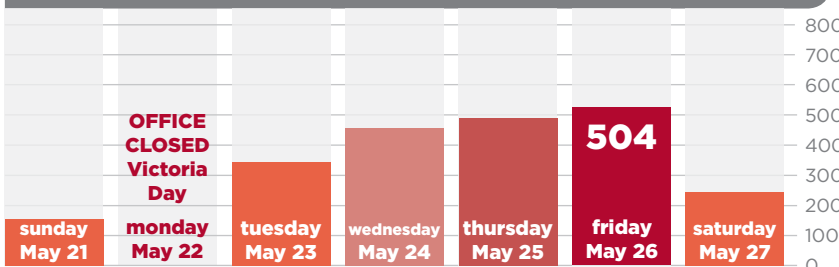


WEEK: May 21 - 27, 2017

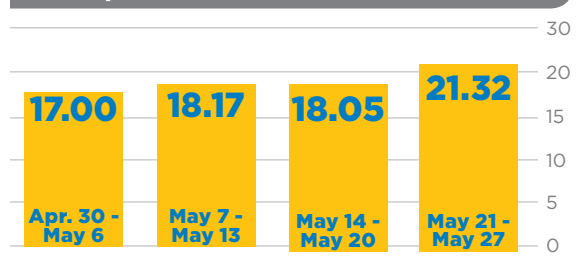
APPOINTMENT BREAKDOWN

2,089	12%	98	21.32	<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:

When we seasonally adjust the weekly appointments for the Victoria Day Holiday closure, appointments saw an increase of 12% over last week. Popular districts ranged from Toronto, to Glanbrook, to Waterdown, with sprinkles of Hamilton East, Centre and Mountain - the reach of RE/MAX Escarpment agents is growing within the outlying areas. Price ranges in Hamilton remain steady, while Burlington continues to see the \$1M-2M price range most popular, with a bit of a dip with the \$450-500k appearing in our Top 5. With fewer properties sold in relation to appointments made, our Sold/Appointment index rose to an average of 22 appointment made per property sold during the week.

TOP 5 DISTRICTS

for appointments booked	
#1	District 23 - Hamilton East
#2	TIED District OT - Toronto District 53 - Glanbrook
#3	District 20 - Hamilton Centre
#4	District 16 - Hamilton Mountain
#5	TIED District 46 - Waterdown District 18 - Hamilton Mtn. District 17 - Hamilton Mtn.

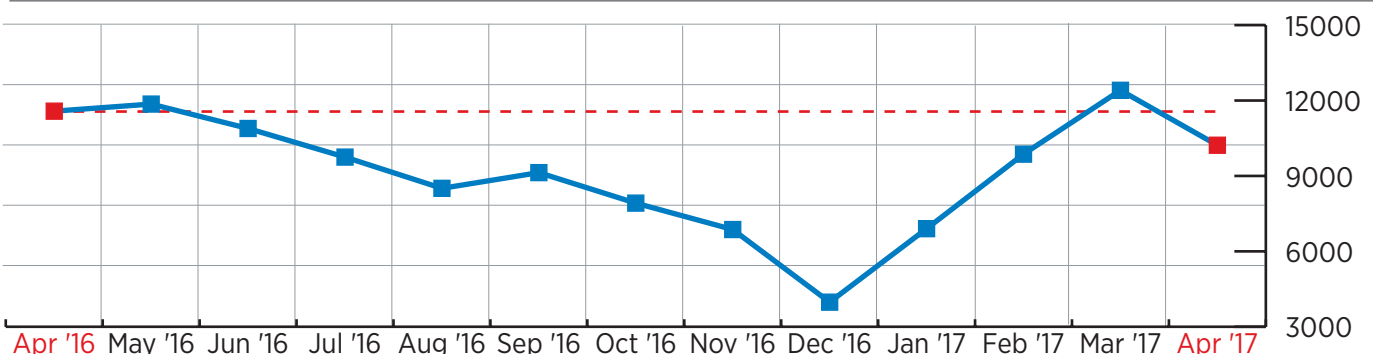
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2016 vs. 2017

11,859	10,598	8,932	-15.7%
total appointments: May 2016	appointments: May 1st - 27th 2016	appointments: May 1st - 27th 2017	% change 2017 vs. 2016

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.