

APPOINTMENT CENTRE 2017

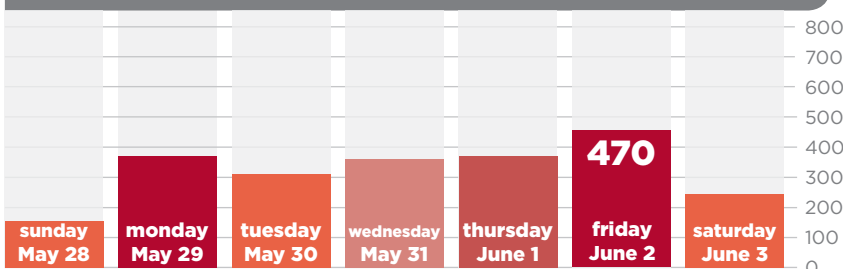


WEEK: May 28 - June 3, 2017

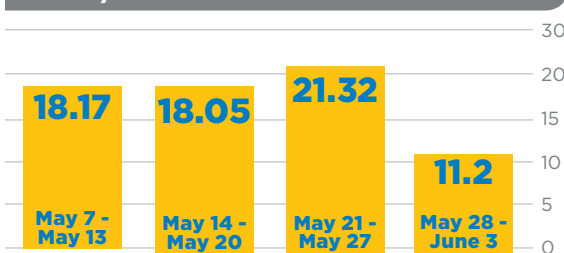
APPOINTMENT BREAKDOWN

2342	-3.74%	209	11.2	<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:

When compared on a daily average, last week in the appointment centre saw a negligible 3.74% decrease in the number of appointments over the previous week. The story this week really is the Sold/Appointment Index, which has dropped to 11.2 appointments on average per property sold during the week - Buyers last week were definitely motivated! Our Top 5 Districts saw much tied activity with Flamborough and Toronto coming out as the Top 2. Price ranges in Hamilton have simply changed order, while Burlington remains strong in the \$1-2M range. Overall, appointments in May were down 16.6% over May 2016.

TOP 5 DISTRICTS

for appointments booked	
#1	District 43 - Flamborough
#2	District OT - Toronto
#3	TIED District 17 - Hamilton Mountain District 14 - Hamilton Centre District 32 - Burlington District 15 - Hamilton Mountain
#4	District 35 - Burlington
#5	TIED District 41 - Dundas District 20 - Hamilton Centre District 22 - Hamilton Centre

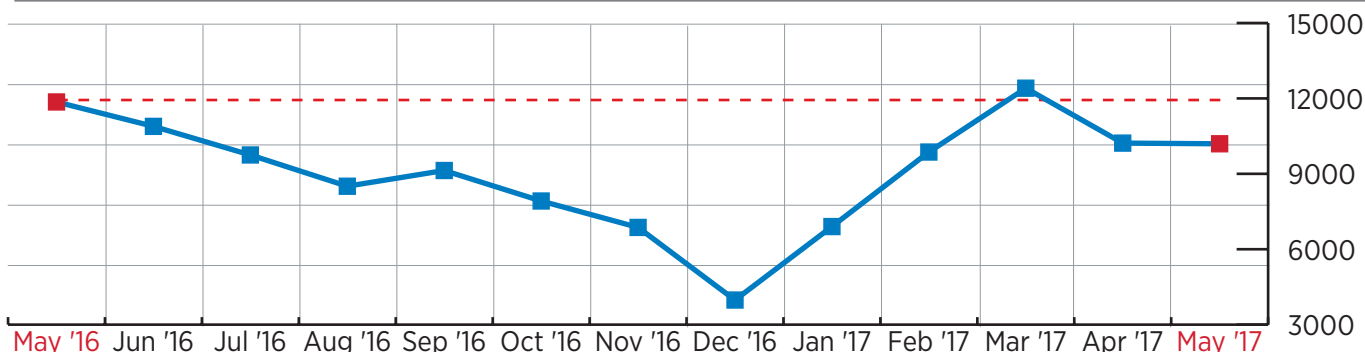
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2016 vs. 2017

11,859	10,195	-16.6%
total appointments: May 2016	appointments: May 2017	% change 2017 vs. 2016

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.