

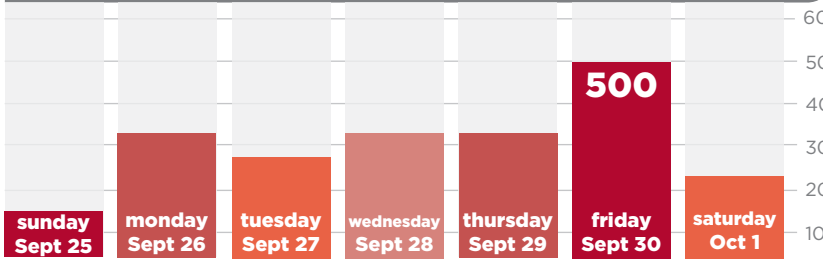
# APPOINTMENT CENTRE 2016



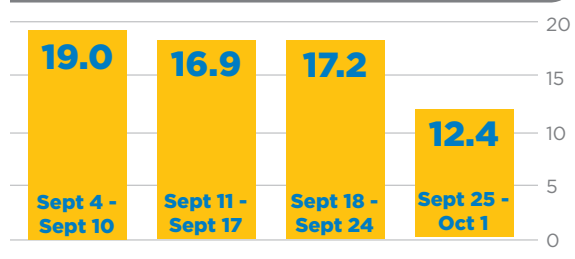
## WEEK: September 25 - October 1, 2016

APPOINTMENT BREAKDOWN				
<b>2165</b>	<b>6.3%</b>	<b>174</b>	<b>12.4</b>	<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 increased last week by a steady 6.3%, and with 174 properties sold in this time frame, our Sold/Appointment index took a sharp drop to 12.4 appointments on average for every property sold. Hamilton Mountain continues to dominate consumer interest, while Burlington and Milton were also areas of high activity last week. Price ranges in Hamilton dropped slightly overall, while Burlington saw more activity over \$700k than below. Overall appointments increased 20.81% over September last year, reinforcing the steady growth we have seen all month.

### TOP 5 DISTRICTS

for appointments booked	
#1	Dist. 18 - Hamilton Mountain
#2	Dist. 30 - Burlington
#3	Dist. 12 - Hamilton West
#4	Dist. 17 - Hamilton Mountain
#5	Dist. OT - Milton

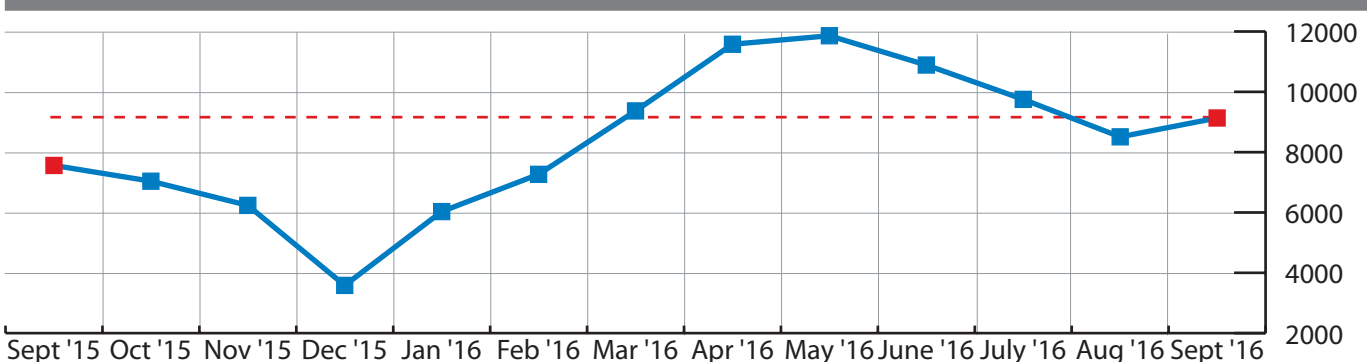
### TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	\$300-350k	#1	\$550-600k
#2	\$350-400k	#2	\$750-800k
#3	\$250-300k	#3	\$1M-2M
#4	\$200-250	#4	TIED \$300-350k \$650-700k
#5	\$100-200k	#5	\$900-1M

### MONTHLY COMPARISON 2015 vs. 2016

<b>7559</b>	<b>9132</b>	<b>+20.81%</b>
total appointments: September 2015	total appointments: September 2016	% change 2016 vs. 2015

### APPOINTMENTS YEAR AT A GLANCE



\*source: RE/MAX Escarpment internal data.