

APPOINTMENT CENTRE 2018

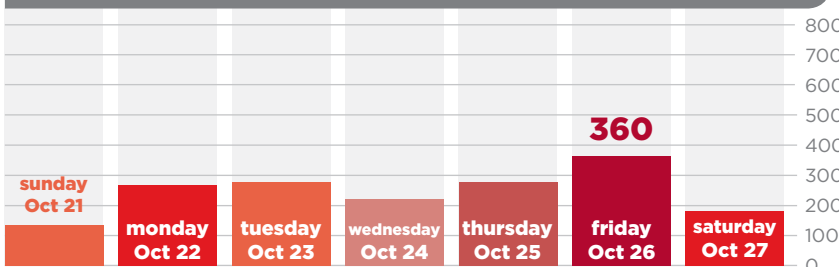
RE/MAX
ESCARPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: October 21 - 27, 2018

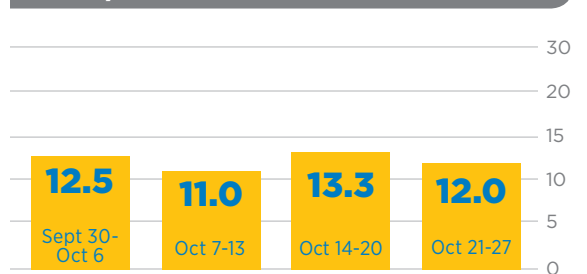
APPOINTMENT BREAKDOWN

1,722	-10.1	144	12.0	<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 <i>(seasonally adjusted)</i>	total properties SOLD this week	Sold/Appointment Index	

APPOINTMENTS WEEK AT A GLANCE



SOLD/APPT. INDEX - Past 4 weeks



THE STORY LAST WEEK:

The biggest change last week in the appointment centre was the disruption in Top Price Ranges for Burlington. The \$1-2M price range has been the most popular since the first week of February (dropping now to #3). This week saw the bulk of activity in the \$350-400k range. One week doesn't make a trend, but this will definitely be one to watch in the coming weeks. Hamilton remains as consistent as it has been for months. Overall, appointments dipped 10.1%, while our October comparison shows appointments up 8.7% over 2017. Our Sold/Appointment Index dropped to 12 appointments on average per property sold during this time frame, showing continued Buyer motivation.

TOP 5 DISTRICTS

for appointments booked	
#1	District 23 - Hamilton East
#2	District 29 - Hamilton East
#3	District 35 - Burlington
#4	District 17 - Hamilton Mountain
#5	TIED District 20 - Hamilton Centre District 50 - Stoney Creek

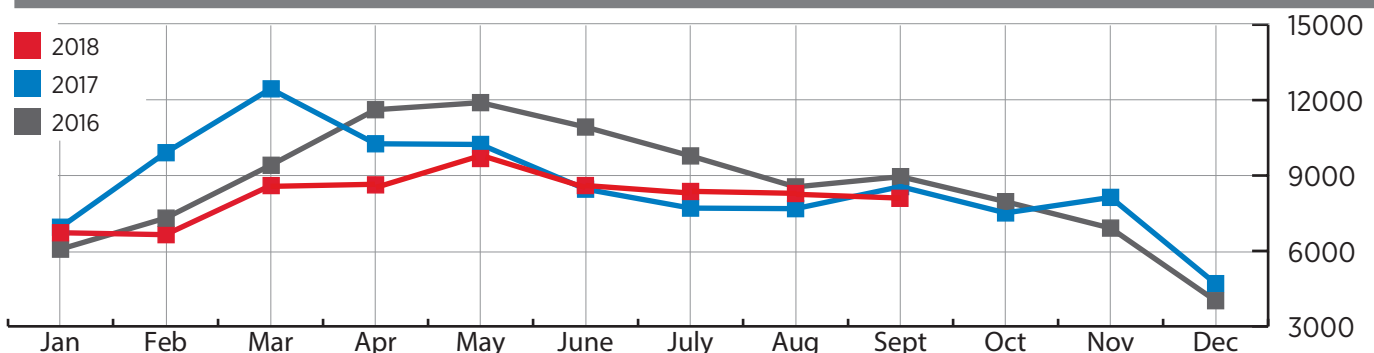
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2017 vs. 2018

7,471	6,556	7,152	+8.7%
total appointments: October 2017	total appointments: October 1-28, 2017	total appointments: October 1-28, 2018	% change 2018 vs. 2017

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.