

APPOINTMENT CENTRE 2019 | RE/MAX ESCARPMENT REALTY INC., BROKERAGE

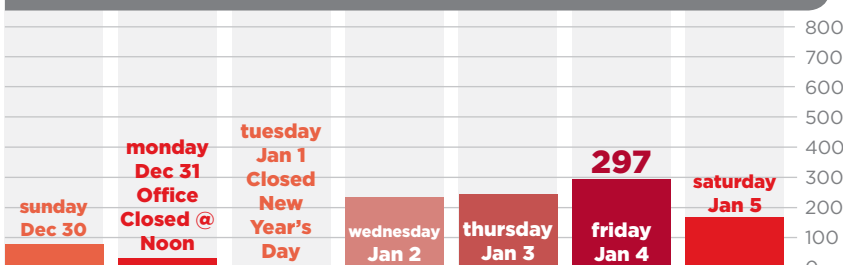
INDEPENDENTLY OWNED & OPERATED

WEEK: December 30, 2018 - January 5, 2019

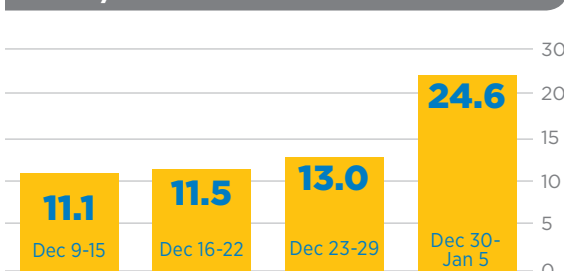
APPOINTMENT BREAKDOWN

1057	+2.6%	43	24.6	<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 same week in 2018 <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:

Even though last week saw an early closure on the 31st, and full closure for New Year's Day, appointments increased by 2.6% over the same week in 2018. Buyer motivation may seem to be low at 24.6 appointments per sale, however this number, combined with an increase in appointments, indicates that new buyers are entering the buying cycle, which is a sign that market demand may be heating up. Hamilton Mountain started with year with a bang, showing 3 times in our Top 5 Districts, with Caledonia, Hamilton East and Burlington rounding out our ranking. Hamilton price ranges remained within predictable ranges, while Burlington saw a continuation of the mid-range price range popularity that we saw in later 2018, with the \$1-2M rounding out our Top 5. Overall in January, we are showing a 12.1% increase in the number of appointments over 2018. Time will tell if this increase trends or not as we move further into 2019.

TOP 5 DISTRICTS

for appointments booked	
#1	District 16 - Hamilton Mountain
#2	District 63 - Caledonia
#3	District 25 - Hamilton Mountain
#4	District 23 - Hamilton East
#5	TIED District 34 - Burlington District 17 - Hamilton Mountain

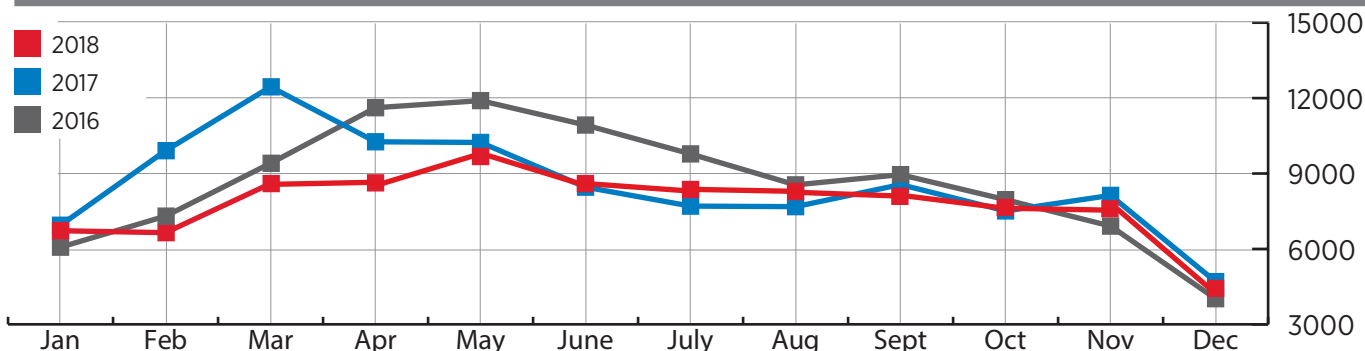
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2018 vs. 2018

6683	836	937	+12.1%
total appointments: January 2018	total appointments: January 1-5, 2018	total appointments: January 1-5, 2019	% change 2018 vs. 2017

APPOINTMENTS 3 YEARS AT A GLANCE



*source: RE/MAX Escarpment internal data.