

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

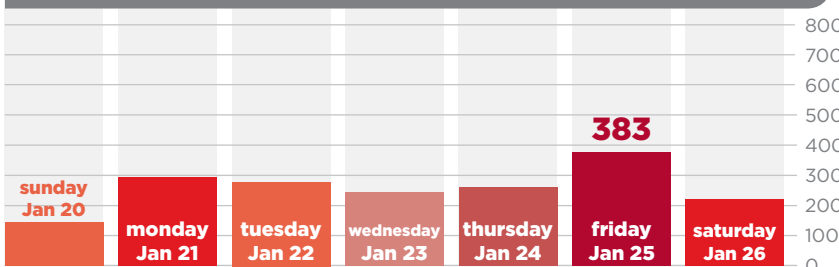
INDEPENDENTLY OWNED & OPERATED

WEEK: January 20-26, 2019

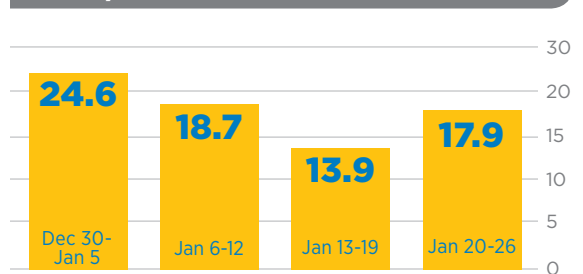
APPOINTMENT BREAKDOWN

1882	+28.8%	105	17.9	<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 (seasonally adjusted)	total properties SOLD this week	Sold/Appointment Index	

APPOINTMENTS WEEK AT A GLANCE



SOLD/APPT. INDEX - Past 4 weeks



THE STORY LAST WEEK:

Last week saw a huge jump of 28.8% in week-over-week appointments, and with 383 appointments on Friday, Jan. 25, things are definitely picking up. Our Sold/Appointment Index rose to 17.9 appointments on average per property sold during this time. Hamilton East, Centre and Mountain dominated our Top 5 Districts, with Greensville also showing high activity. Hamilton price ranges were very closely linked in the \$300-\$550k range, while Burlington saw huge mix in active price ranges. Overall, the total number of appointments in January is up by 4.6% so far.

TOP 5 DISTRICTS

for appointments booked	
#1	District 28 - Hamilton East
#2	District 20 - Hamilton Centre
#3	District 17 - Hamilton Mountain
#4	District 23 - Hamilton East
#5	District 40 - Greensville

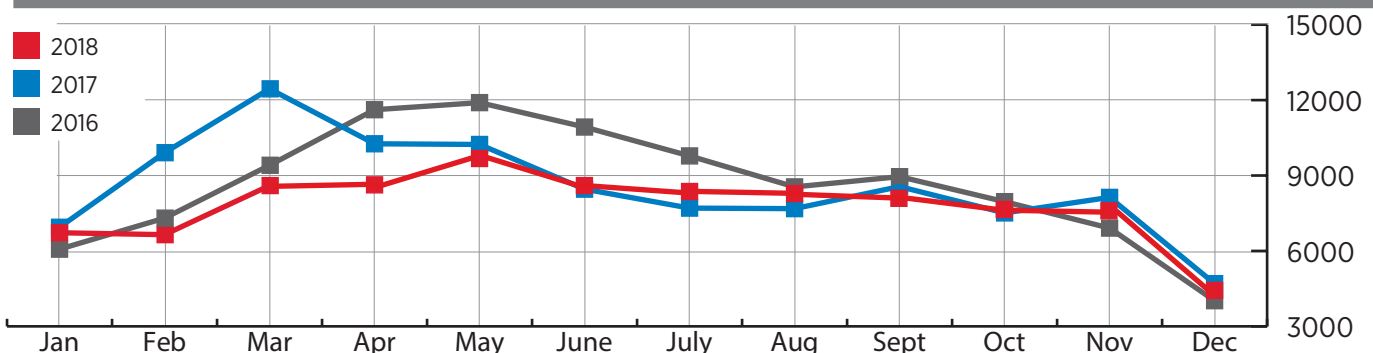
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2018 vs. 2019

6683	5613	5872	+4.6
total appointments: January 2018	total appointments: January 1-26, 2018	total appointments: January 1-26, 2019	% change 2018 vs. 2019

APPOINTMENTS 3 YEARS AT A GLANCE



*source: RE/MAX Escarpment internal data.