

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

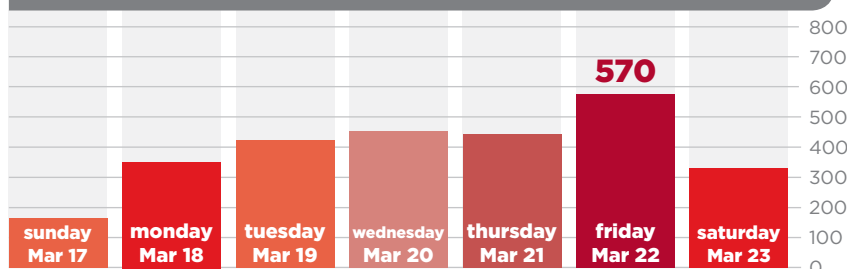
INDEPENDENTLY OWNED & OPERATED

WEEK: March 17 - 23, 2019

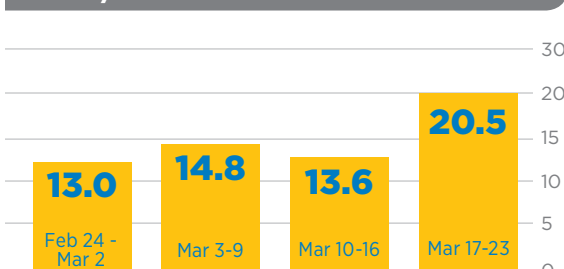
APPOINTMENT BREAKDOWN

2712	+19.3%	132	20.5	<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:

Spring has SPRUNG as evidenced by a 19.3% increase in appointments booked last week! Overall, March has consistently shown a 21%+ increase over March 2018, indicating that the push into the spring market seems to be ramping up quickly. Friday saw the most appointments booked in a single day since APRIL 2017! Buyers are being more discerning, as our Sold/Appointment Index rose to an average of 20.5 appointments per property sold during the week. Our Top 5 Districts included 2 Burlington neighbourhoods, with Hamilton Mountain, East and Centre rounding out our ranking. Price ranges in Hamilton continue to be steady, while Burlington saw popularity in the low, mid and high ranges throughout the week.

TOP 5 DISTRICTS

for appointments booked	
#1	District 17 - Hamilton Mountain
#2	District 35 - Burlington
#3	District 26 - Hamilton Mountain
#4	District 30 - Burlington
#5	TIED District 23 - Hamilton East District 20 - Hamilton Centre District 13 - Hamilton Centre

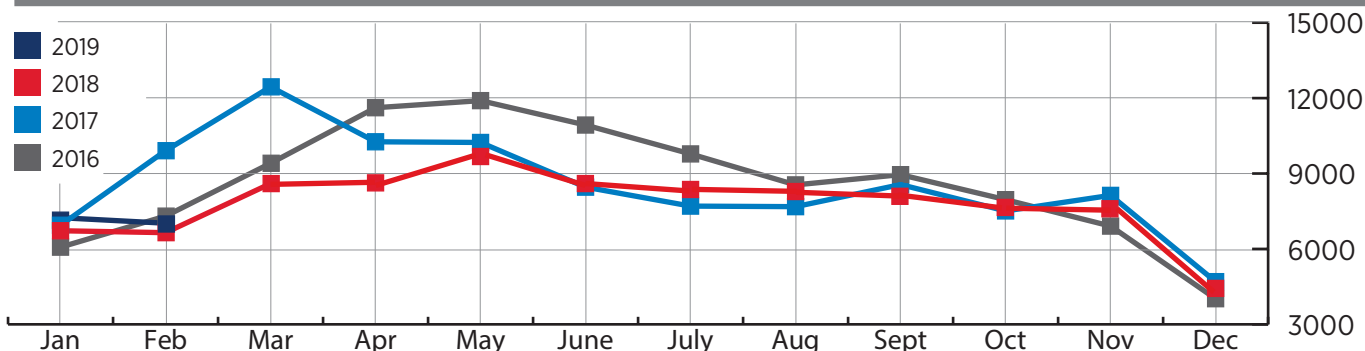
TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	\$400-450k	#1	\$800-900k
#2	\$300-350k	#2	TIED \$600-650k \$1-2M
#3	\$450-500k	#3	\$500-550k
#4	\$350-400k	#4	\$450-500k
#5	\$550-600k	#5	\$550-600k

MONTHLY COMPARISON 2018 vs. 2019

8559	6670	8087	+21.2%
total appointments: March 2018	total appointments: Mar 1-23, 2018	total appointments: Mar 1-23, 2019	% change 2018 vs. 2019

APPOINTMENTS 4 YEARS AT A GLANCE



*source: RE/MAX Escarpment internal data.