

APPOINTMENT CENTRE 2017

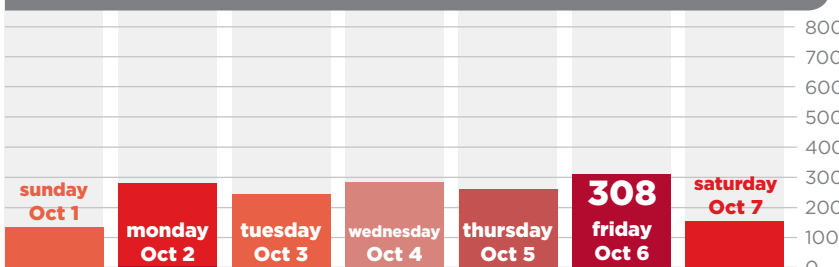
RE/MAX
ESCAPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: October 1 - 7, 2017

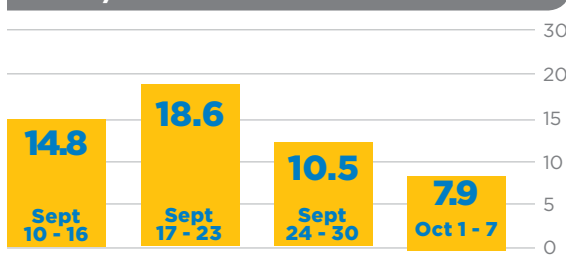
APPOINTMENT BREAKDOWN

1,664	20.4%	210	7.9	<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	total properties SOLD this week	Sold/Appointment Index	

APPOINTMENTS WEEK AT A GLANCE



SOLD/APPT. INDEX - Past 4 weeks



THE STORY THIS WEEK:

Even though appointments were down 20.4% week over week, our Sold/Appointment Index continued to drop, with 7.9 appointments on average for the 210 properties that sold. High buyer sentiment is evident, considering that 2 weeks ago we averaged 18.6 appointments per sale. Overall in Hamilton, price ranges were closely aligned, while Burlington saw high and mid-range price activity. Mississauga and Lincoln appeared in our Top 5 districts, while Hamilton Mountain, East and Centre rounded out the rankings. Overall, appointments in October are only 6.9% lower than the same time frame in 2016.

TOP 5 DISTRICTS

for appointments booked	
#1	District 17 - Hamilton Mountain
#2	District 80 - Mississauga
#3	District 23 - Hamilton East
#4	District 20 - Hamilton Centre
#5	District 981 - Lincoln

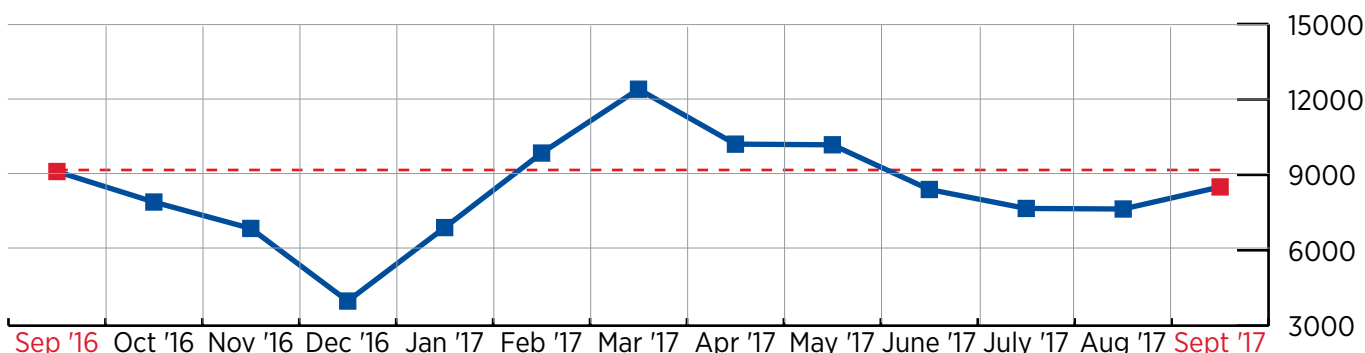
TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	\$350-400k	#1	\$1-2M
#2	\$250-300k	#2	\$800-900k
#3	\$450-500k	#3	\$450-500k
#4	\$300-350k	#4	\$500-550k
#5	\$400-450k	#5	\$350-400k

MONTHLY COMPARISON 2016 vs. 2017

7,919	1,786	1,664	-6.9%
total appointments: October 2016	appointments: Oct 1-7, 2016	appointments: Oct 1-7, 2017	% change 2017 vs. 2016

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.