

APPOINTMENT CENTRE 2017

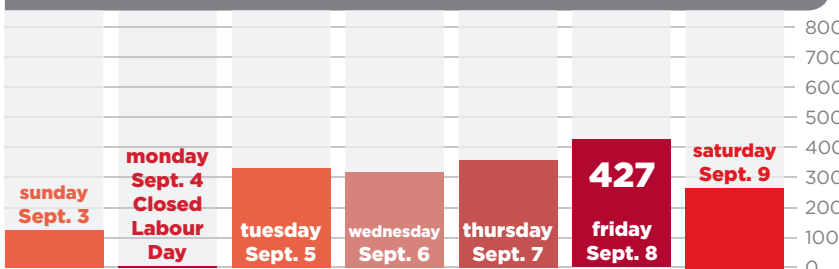
RE/MAX
ESCAPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: September 3rd - September 9th, 2017

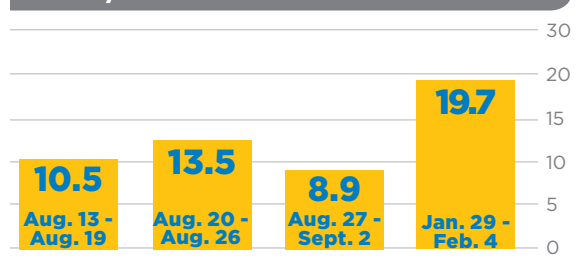
APPOINTMENT BREAKDOWN

1,831	+22.9%	93	19.7	<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 our offices were closed for the Labour Day holiday, appointments increased an incredible 22.9% over last week! However, the number of properties sold decreased dramatically, taking the Sold/Appointment Index soaring to 19.7 appointments on average per property sold. Beamsville and Thorold are showing momentum in the ranking with Hamilton Centre, East, West and Mountain rounding out the category. Price points in Hamilton shifted in order, but remained steady, while Burlington saw the higher price ranges dominate, while the \$350-\$400k price range making the ranking. Overall, appointments are down 14.9% so far in this September vs. 2016.

TOP 5 DISTRICTS

for appointments booked	
#1	District 20 - Hamilton Centre
#2	District 447 - Beamsville
#3	District 556 - Thorold
#4	District 23 - Hamilton East
#5	TIED District 12 - Hamilton West District 17 - Hamilton Mountain

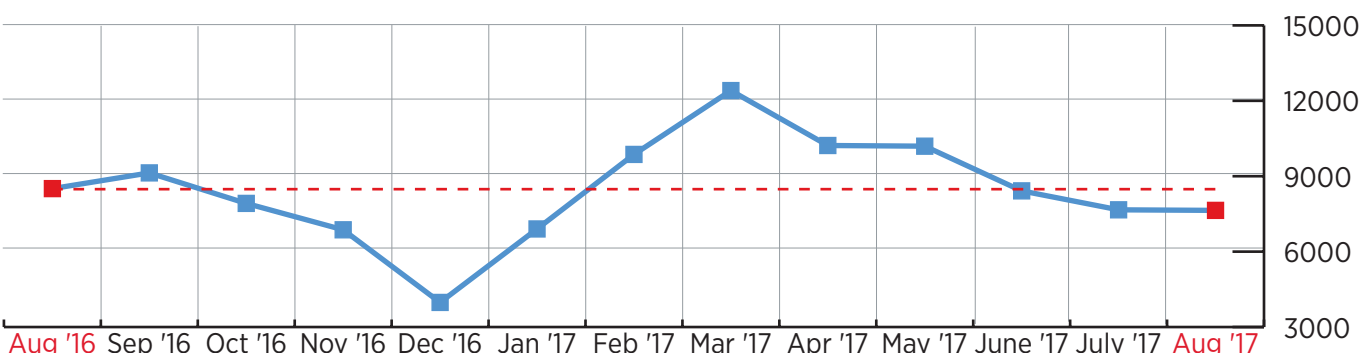
TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	\$350-400k	#1	\$1-2M
#2	\$250-300k	#2	\$800-900k
#3	\$400-450k	#3	\$750-800k
#4	\$300-350k	#4	\$550-600k
#5	\$450-500k	#5	\$350-400k

MONTHLY COMPARISON 2016 vs. 2017

8,914	2,684	2,284	-14.9%
total appointments: September 2016	appointments: September 1st - 9th 2016	appointments: September 1st - 9th 2017	% change 2017 vs. 2016

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.