

APPOINTMENT CENTRE 2018

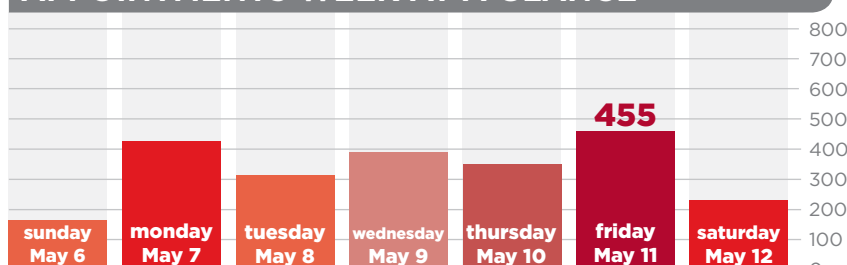
RE/MAX
ESCARPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: May 6 - 12, 2018

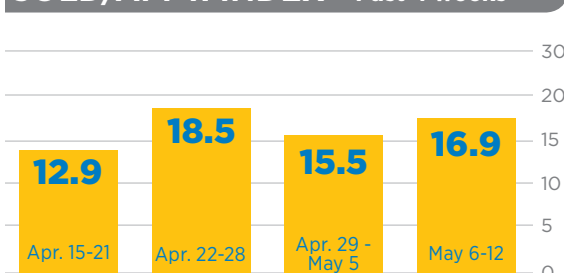
APPOINTMENT BREAKDOWN

2,330	+4.2%	138	16.9	<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 <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 THIS WEEK:

May continues with an increase in appointments over the previous week. Our Sold/Appointment Ratio has increased slightly to 16.9 appointments on average per property sold during the week. Hamilton Mountain dominated our Top 5 Districts, with Hamilton East and Burlington rounding out the weekly ranking. Hamilton price ranges remain steady, while Burlington continues to show activity in a broad range of price points. Overall, May is only down 9.4% in appointments over 2017 - a marked difference to the gap we saw earlier this year that was as wide as -37.7% in early March.

TOP 5 DISTRICTS

for appointments booked

#1	District 23 - Hamilton East
#2	District 26 - Hamilton Mountain
#3	District 17 - Hamilton Mountain
#4	District 25 - Hamilton Mountain
#5	District 30 - Burlington

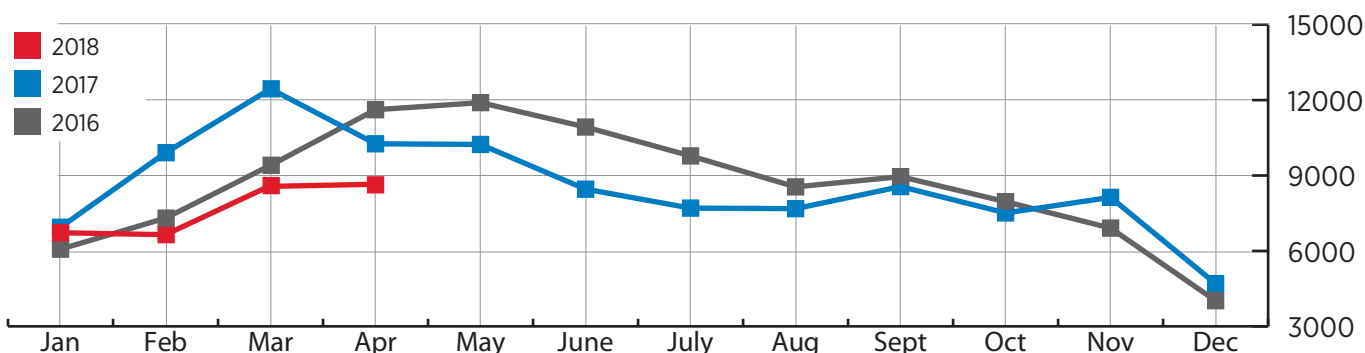
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2017 vs. 2018

10,195	4,453	4,034	-9.4%
total appointments: May 2017	total appointments: May 1-12, 2017	total appointments: May 1-12, 2018	% change 2018 vs. 2017

APPOINTMENTS 3 YEAR COMPARISON



*source: RE/MAX Escarpment internal data.