

APPOINTMENT CENTRE 2018

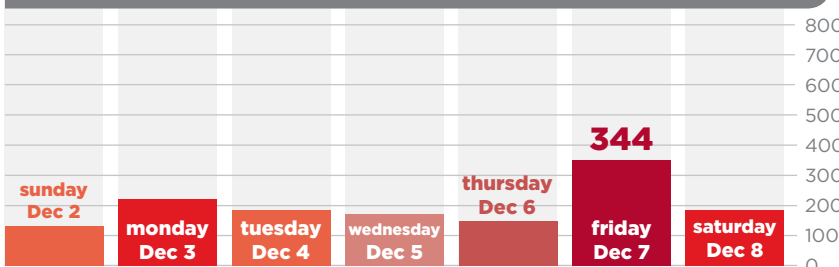
RE/MAX
ESCARPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: Dec. 2 - 8, 2018

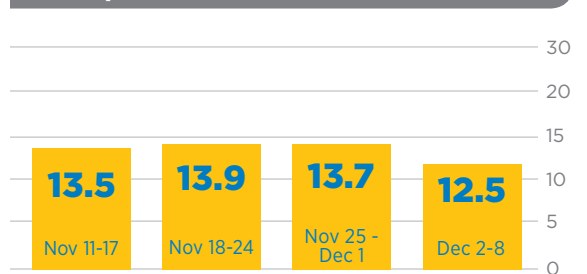
APPOINTMENT BREAKDOWN

1,363	-11.3	109	12.5	<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 <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 LAST WEEK:

Appointments continue to level off as we get closer and closer to the holiday season while Friday saw almost double the amount of appointments seen on the other days - proof that the Weekend Warrior still exists! Last week saw an 11.3% decrease in appointments over the previous week, however Buyer sentiment remains steady, as seen in our Sold/Appointment Index which has hovered between 12-13 appointments on average per property sold for some weeks now. Hamilton dominated our Top 5 Districts, with Dundas sneaking into the 5th spot. Desirable price ranges in Hamilton continue to remain steady, while Burlington shows activity in the highest and lowest ranges, with mid-range activity focused more on the lower scale. Overall, appointments so far in December are 16.3% lower than last year, however, year-to-date, that gap is much closer at an only 8.45% decrease.

TOP 5 DISTRICTS

for appointments booked	
#1	District 23 - Hamilton East
#2	District 17 - Hamilton Mountain
#3	District 20 - Hamilton Centre
#4	District 13 - Hamilton Centre
#5	District 41 - Dundas

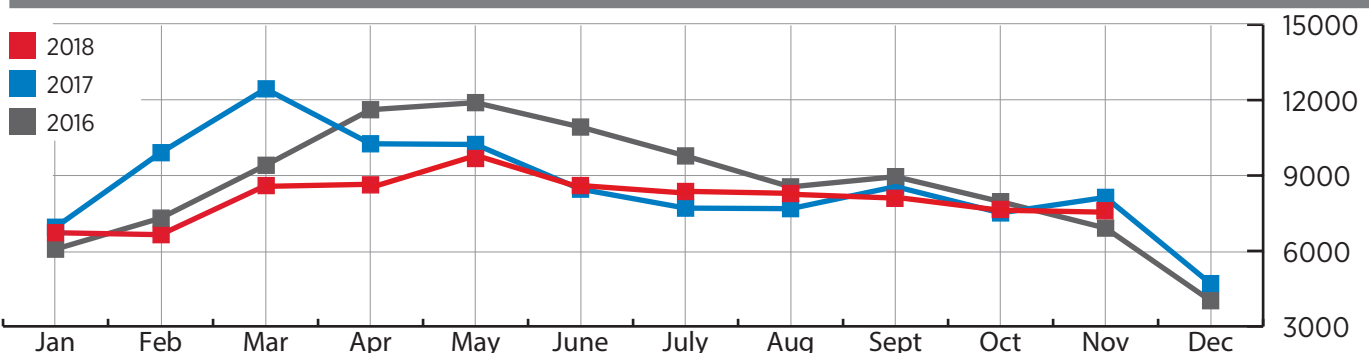
TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	\$400-500k	#1	\$1-2M
#2	\$450-500k	#2	\$200-250k
#3	\$350-400k	#3	\$450-500
#4	\$300-350k	#4	\$550-600k
#5	\$500-550k	#5	TIED \$350-400k \$700-750k

MONTHLY COMPARISON 2017 vs. 2018

4,658	1,846	1,544	-16.3%
total appointments: December 2017	total appointments: December 1-8, 2017	total appointments: December 1-8, 2018	% change 2018 vs. 2017

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.