

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

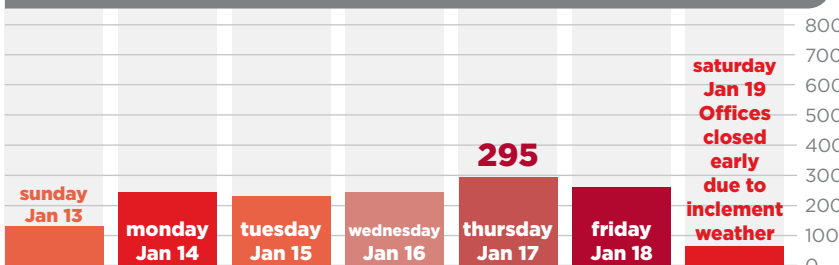
INDEPENDENTLY OWNED & OPERATED

WEEK: January 13-19, 2019

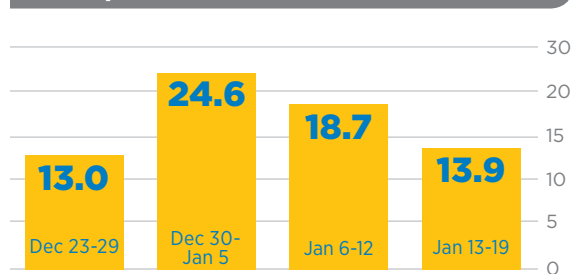
APPOINTMENT BREAKDOWN

1461	-8.2%	105	13.9	<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 (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:

Last week saw the first real snow storm of this winter, likely contributing to the 8.2% decrease in the number of appointments over the previous week. With 105 properties sold during that time, our Sold/Appointment index dropped to an average of 13.9 appointments per property sold during the week. Caledonia was the most popular district, while Brantford made a showing, and Hamilton Centre rounding out the other 3 spots. While price ranges in Hamilton remained steady, the average price ranges did drop slightly from last week. Burlington saw a rise in high-end activity for the first time in quite a while with \$1-2M being the most popular, and \$900-1M bringing up the 5th spot. The price ranges in between were highly variable. Overall in January, appointments are down a negligible 2.1%, again likely due to the winter weather and the closure of the appointment centre on Saturday.

TOP 5 DISTRICTS

for appointments booked

#1	District 63 - Caledonia
#2	District 20 - Hamilton Centre
#3	District 22 - Hamilton Centre
#4	District OT - Brantford
#5	District 21 - Hamilton Centre

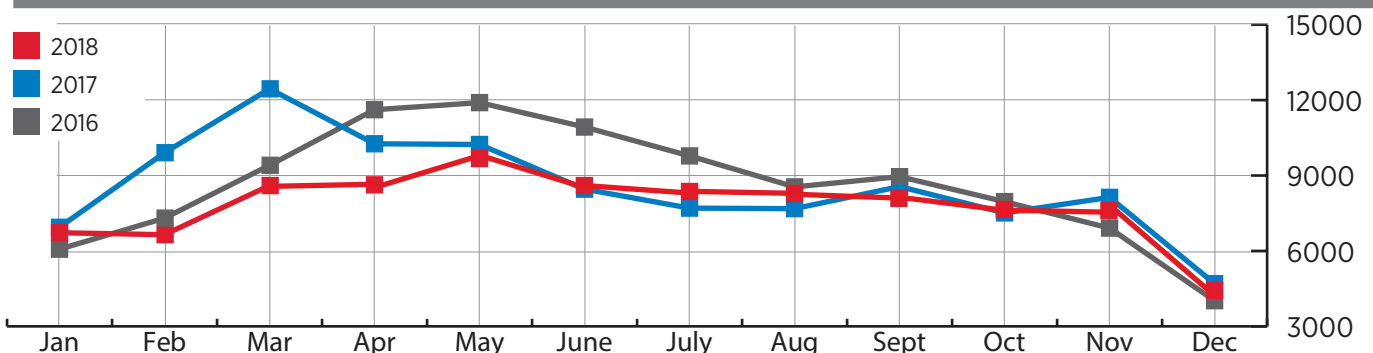
TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	\$250-300k	#1	\$1-2M
#2	\$350-400k	#2	\$250-300K
#3	\$400-450k	#3	\$650-700k
#4	\$450-500k	#4	\$350-400k
#5	\$550-600k	#5	\$900-1M

MONTHLY COMPARISON 2018 vs. 2018

6683	4077	3990	-2.1%
total appointments: January 2018	total appointments: January 1-19, 2018	total appointments: January 1-19, 2019	% change 2018 vs. 2019

APPOINTMENTS 3 YEARS AT A GLANCE



*source: RE/MAX Escarpment internal data.