

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

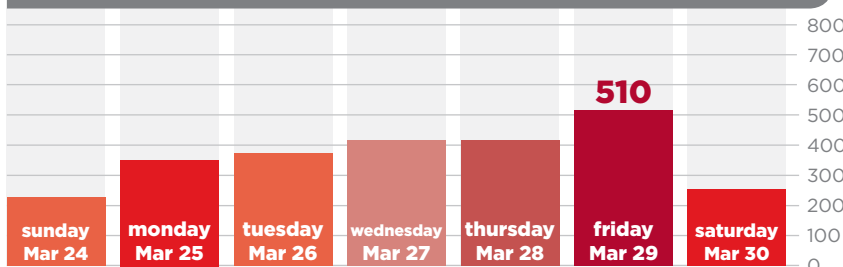
INDEPENDENTLY OWNED & OPERATED

WEEK: March 24 - 30, 2019

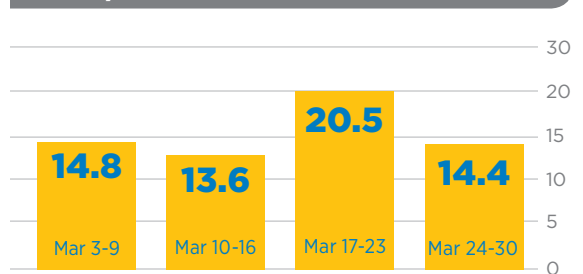
APPOINTMENT BREAKDOWN

2513	-7.3%	175	14.4	<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:

While appointments were down slightly last week, March overall saw a dramatic 26.1% increase in appointments - a one month total that we have not seen since April 2017! Overall, appointments year-to-date are up 13.8%. We also had a significant number of sold properties, taking our Sold/Appointment Index back down to 14.4 appointments on average per property sold. Of note in our Top 5 Districts is the appearance of Out of Town appointments for Campbellville and also for St. Catharines - proof that RE/MAX Escarpment agents do have experience outside our immediate Hamilton-Burlington geographic area. Price ranges in Hamilton dropped slightly, while Burlington saw the most activity in the higher end, with some traction in the low and mid ranges.

TOP 5 DISTRICTS

for appointments booked

#1	District 17 - Hamilton Mountain
#2	District 20 - Hamilton Centre
#3	District OT - Campbellville
#4	District 22 - Hamilton Centre
#5	District 455 - St. Catharines

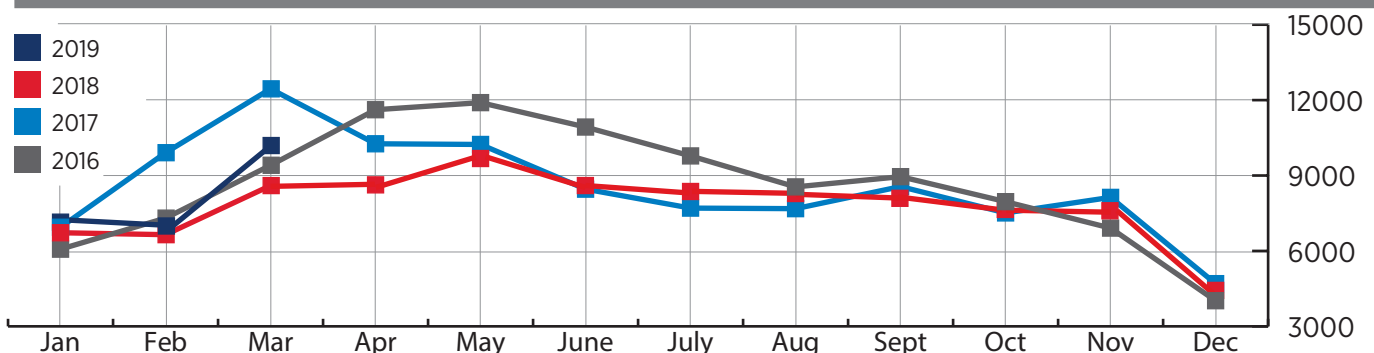
TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	TIED \$400-450k \$500-550k	#1	\$1-2M
#2	\$450-500k	#2	\$450-500k
#3	\$550-600k	#3	\$900-1M
#4	\$350-400k	#4	\$800-900k
#5	\$250-300k	#5	\$600-650k

MONTHLY COMPARISON 2018 vs. 2019

8559	10,790	+26.1%
total appointments: March 2018	total appointments: March 2019	% change 2018 vs. 2019

APPOINTMENTS 4 YEARS AT A GLANCE



*source: RE/MAX Escarpment internal data.