

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

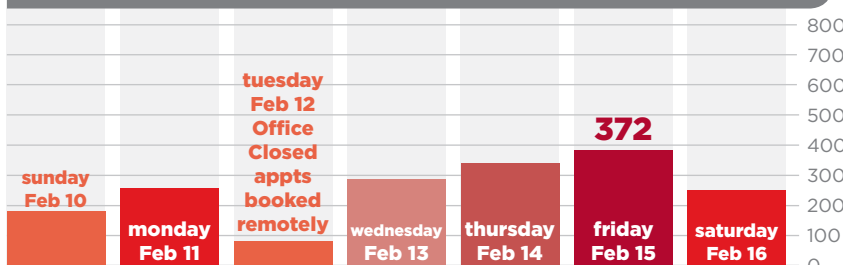
INDEPENDENTLY OWNED & OPERATED

WEEK: February 10-16, 2019

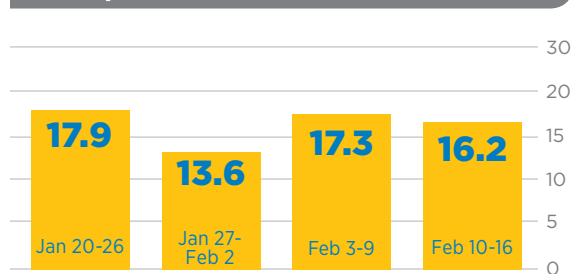
APPOINTMENT BREAKDOWN

| | | | | |
|---------------------|---|---------------------------------|------------------------|---|
| 1754 | -2.6% | 108 | 16.2 | 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. |
| 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:

Once again, mother nature caused the closure of our offices on February 12, causing our appointments to dip slightly by 2.6% over the previous week. Our Sold/Appointment Index dropped very slightly to an average of 16.2 appointments per property sold during this time. Hamilton East, Centre and Mountain dominated our Top 5 Districts, with Burlington and Grimsby rounding out our rankings. Popular price ranges in Hamilton saw little variation, coming in between \$350-\$550k, while Burlington saw activity in low, middle and high ranges last week. Overall, appointments in February are down a slight 6.5% over 2018.

TOP 5 DISTRICTS

for appointments booked

| | |
|----|--|
| #1 | District 23 - Hamilton East |
| #2 | District 20 - Hamilton Centre |
| #3 | District 13 - Hamilton Centre |
| #4 | District 16 - Hamilton Mountain |
| #5 | TIED District 35 - Burlington District 54 - Grimsby |

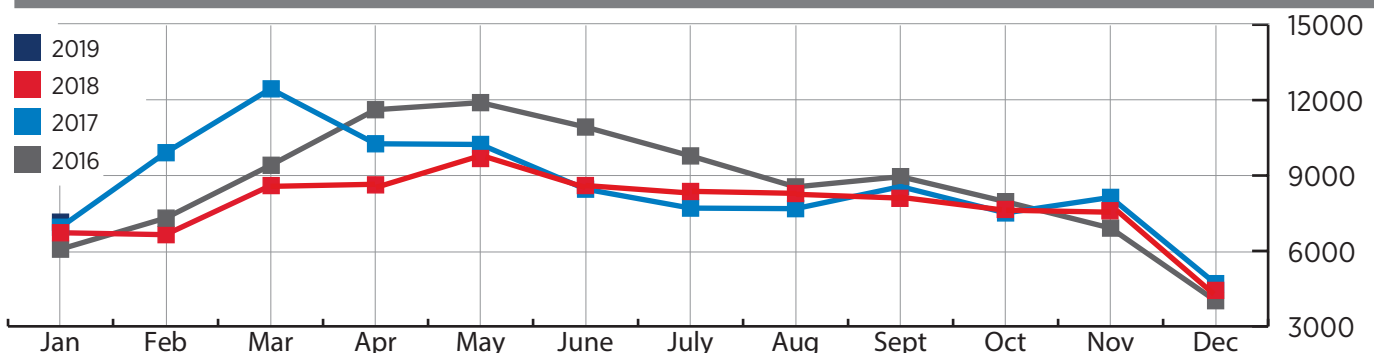
TOP 5 PRICE RANGES

| HAMILTON | | BURLINGTON | |
|----------|------------|------------|------------|
| #1 | \$350-400k | #1 | \$200-250k |
| #2 | \$450-500k | #2 | \$300-350k |
| #3 | \$400-450k | #3 | \$800-900k |
| #4 | \$300-350k | #4 | \$600-650k |
| #5 | \$500-550k | #5 | \$900-1M |

MONTHLY COMPARISON 2018 vs. 2019

| | | | |
|-----------------------------------|---|---|------------------------|
| 6606 | 4430 | 4143 | -6.5% |
| total appointments: February 2018 | total appointments: February 1-16, 2018 | total appointments: February 1-16, 2019 | % change 2018 vs. 2019 |

APPOINTMENTS 4 YEARS AT A GLANCE



*source: RE/MAX Escarpment internal data.