

APPOINTMENT CENTRE 2018

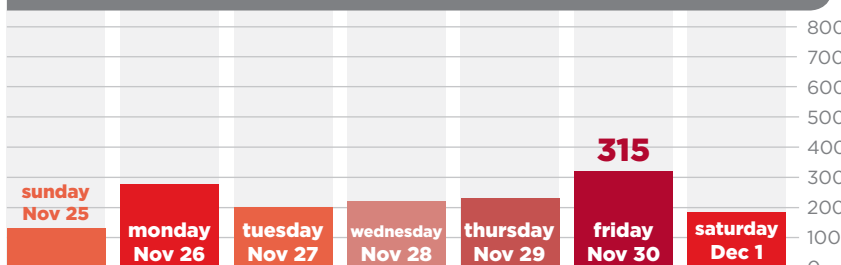
RE/MAX
ESCARPMENT
 REALTY INC., BROKERAGE
INDEPENDENTLY OWNED & OPERATED

WEEK: Nov. 25 - Dec. 1, 2018

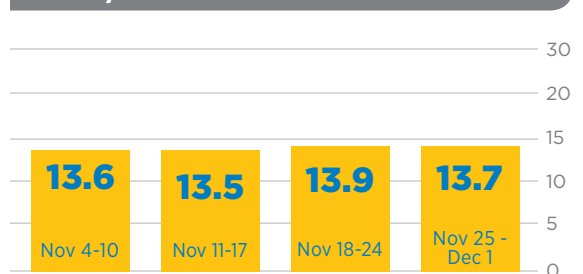
APPOINTMENT BREAKDOWN

1,537	+3.1	112	13.7	<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:

For the first time in several weeks, our week-over-week appointment comparison increased. With a 3.1% increase, and 112 properties sold, our Sold/Appointment Index remained roughly the same at 13.7 appointments on average per property sold during that time period. Our Top 5 Districts saw a good blend of Hamilton, Burlington and Stoney Creek, and while our Hamilton price ranges continue to remain steady. Burlington continues the trend we have been seeing of late of affordable and high end price popularity, while between \$700k-\$1M has had low activity. Overall, appointments in November were 12.7% lower than 2017, but the gap in our year-over-year numbers is only down 8.7%. Considering the crazy year that 2017 was, the narrower gap than expected is a promising way to lead into 2019.

TOP 5 DISTRICTS

for appointments booked

#1	District 20 - Hamilton Centre
#2	District 13 - Hamilton Centre
#3	District 32 - Burlington
#4	District 51 - Stoney Creek
#5	District 17 - Hamilton Mountain

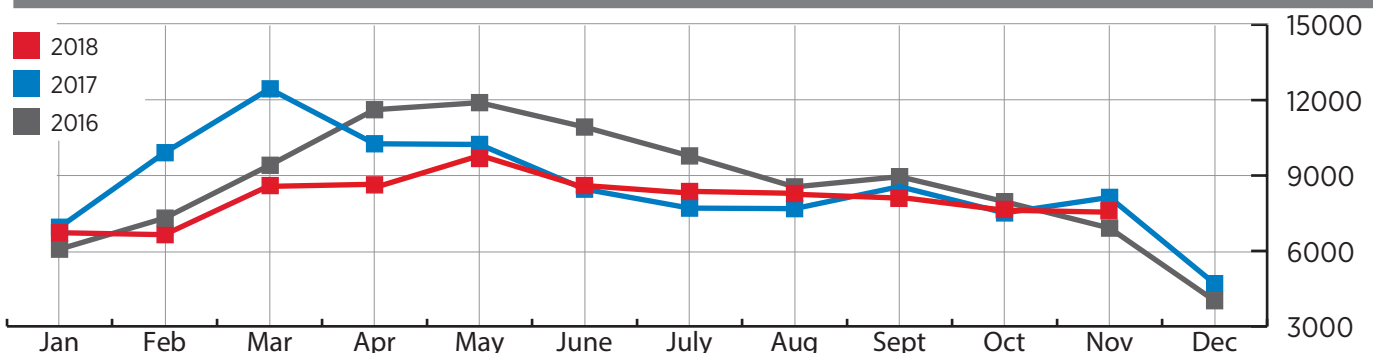
TOP 5 PRICE RANGES

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

MONTHLY COMPARISON 2017 vs. 2018

8,090	8,090	7,060	-12.7%
total appointments: November 2017	total appointments: November 2017	total appointments: November 2018	% change 2018 vs. 2017

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.