

APPOINTMENT CENTRE 2017

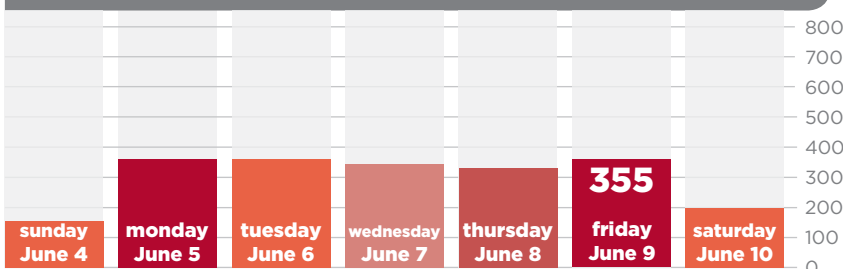


WEEK: June 4 - 10, 2017

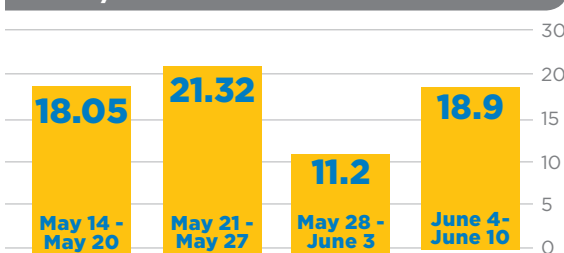
APPOINTMENT BREAKDOWN

2,082	-11.1%	110	18.9	<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	total properties SOLD this week	Sold/Appointment Index	

APPOINTMENTS WEEK AT A GLANCE



SOLD/APPT. INDEX - Past 4 weeks



THE STORY THIS WEEK:

Last week saw appointments dip by 11.1%, and a marked jump in our Sold/Appointment ratio - from 11.2 the previous week to 18.9 appointments on average per property sold during the week. Hamilton was the name of the game in 3 of our Top 5 Districts, with Grimsby and Stoney Creek also highlighted. The \$1-2M price range is still tops in Burlington, with popular Hamilton price ranges remaining steady. Overall appointments so far in June are 18.2% lower than last year.

TOP 5 DISTRICTS

for appointments booked

#1	District 20 - Hamilton Centre
#2	District 18 - Hamilton Mountain
#3	District 23 - Hamilton East
#4	District 54 - Grimsby
#5	District 52 - Stoney Creek

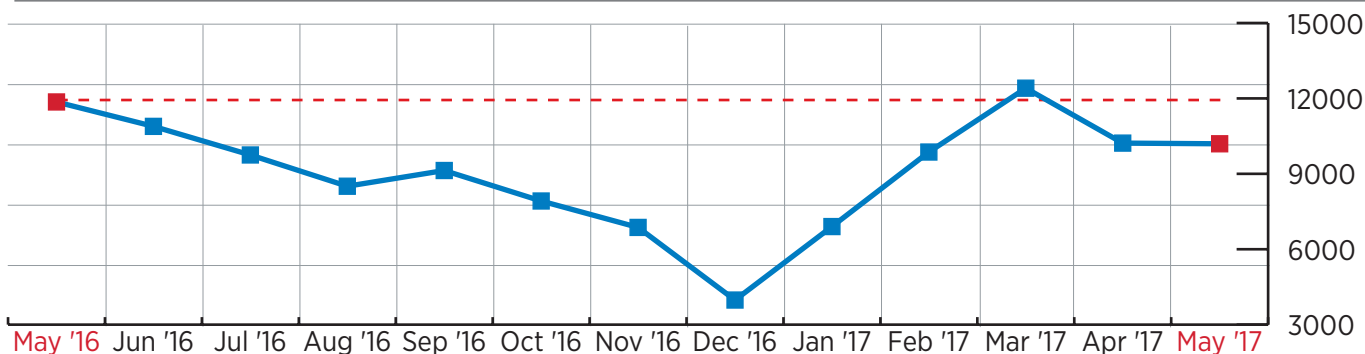
TOP 5 PRICE RANGES

HAMILTON		BURLINGTON	
#1	\$350-400k	#1	\$1-2M
#2	\$400-450k	#2	\$800-900k
#3	\$450-500k	#3	\$650-700k
#4	\$250-300k	#4	\$450-500k
#5	\$200-250k	#5	\$900-1M

MONTHLY COMPARISON 2016 vs. 2017

10,888	3,863	3,160	-18.2%
total appointments: June 2016	appointments: June 1 - 10, 2016	appointments: June 1 - 10, 2017	% change 2017 vs. 2016

APPOINTMENTS YEAR AT A GLANCE



*source: RE/MAX Escarpment internal data.