

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

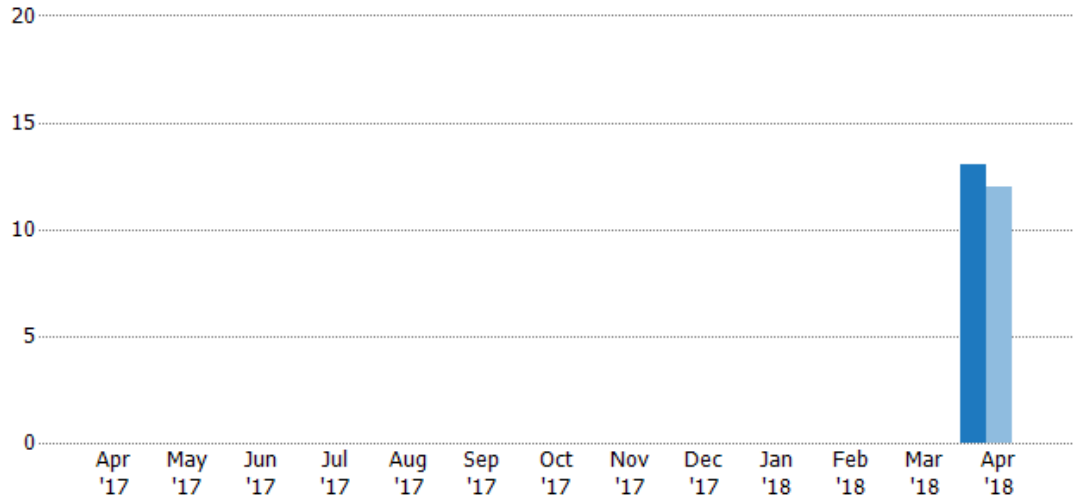
Key Metrics	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	12	+8.3%	13	12	+8.3%
New Listing Volume	\$2,147,900	\$2,075,900	+3.5%	\$2,147,900	\$2,075,900	+3.5%
Active Listing Count	75	97	-22.7%	75	97	-22.7%
Active Listing Volume	\$12,351,645	\$14,462,094	-14.6%	\$12,351,645	\$14,462,094	-14.6%
Average Listing Price	\$164,689	\$149,094	+10.5%	\$164,689	\$149,094	+10.5%
Median Listing Price	\$134,900	\$125,000	+7.9%	\$134,900	\$125,000	+7.9%
Median Days in RPR	213	229	-7%	213	229	-7%
Months of Inventory	-	-	-	18.8	13.9	+35.3%
Absorption Rate	-	-	+/-	5.33%	7.22%	-1.9%
Sales Activity Charts Metrics						
New Pending Sales Count	7	7	+/-	7	7	+/-
New Pending Sales Volume	\$980,629	\$799,100	+22.7%	\$980,629	\$799,100	+22.7%
Pending Sales Count	16	17	-5.9%	16	17	-5.9%
Pending Sales Volume	\$2,782,729	\$2,655,700	+4.8%	\$2,782,729	\$2,655,700	+4.8%
Closed Sales Count	5	4	+25%	5	4	+25%
Closed Sales Volume	\$918,000	\$595,900	+54.1%	\$918,000	\$595,900	+54.1%
Average Sales Price	\$183,600	\$148,975	+23.2%	\$183,600	\$148,975	+23.2%
Median Sales Price	\$190,000	\$101,950	+86.4%	\$190,000	\$101,950	+86.4%

New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



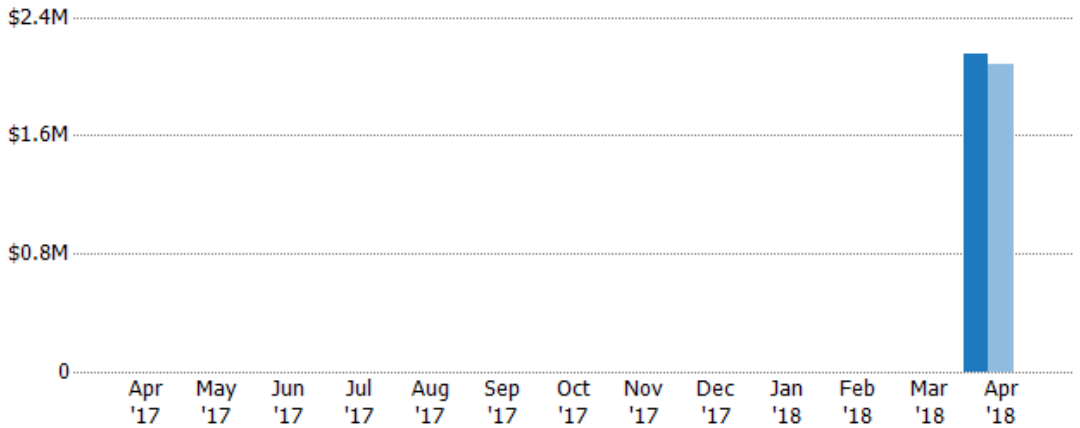
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	13
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	12
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	8%

New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



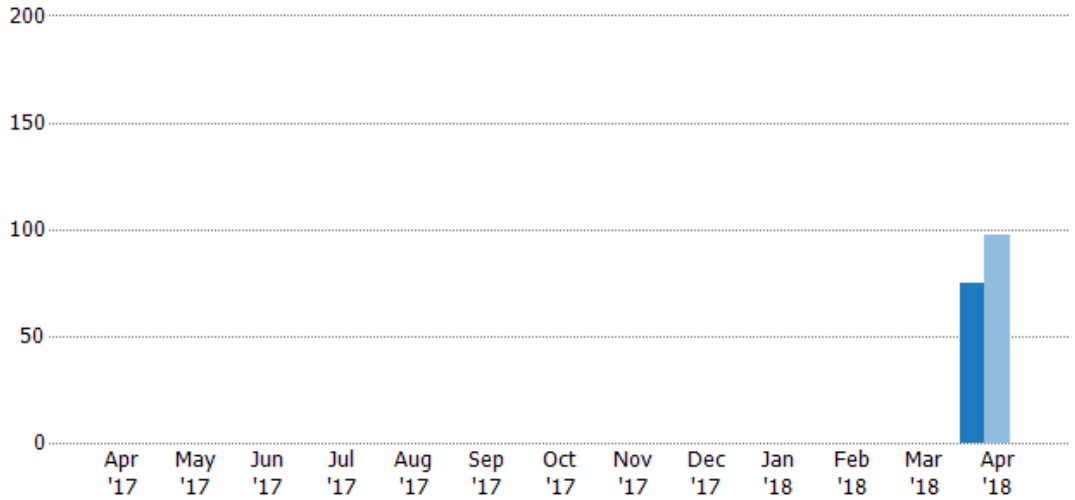
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$2.15M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$2.08M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	3%

Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



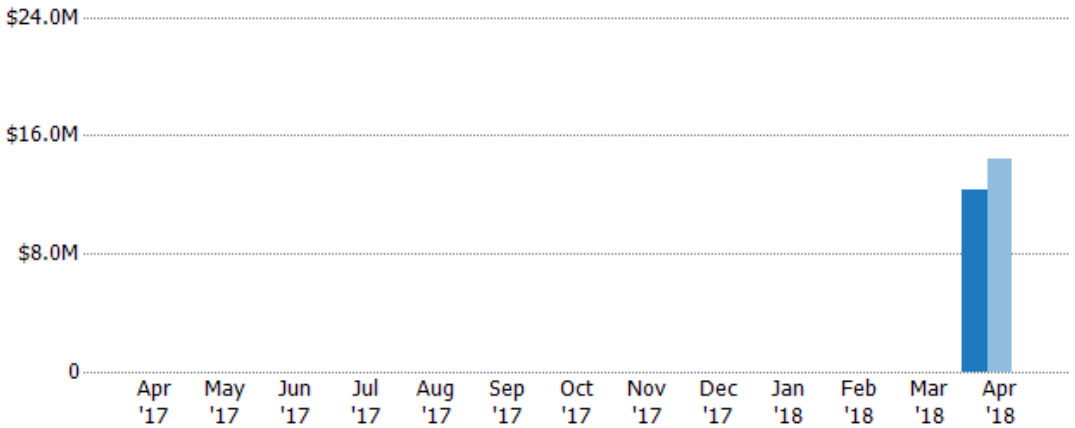
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	75
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	97
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-23%

Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



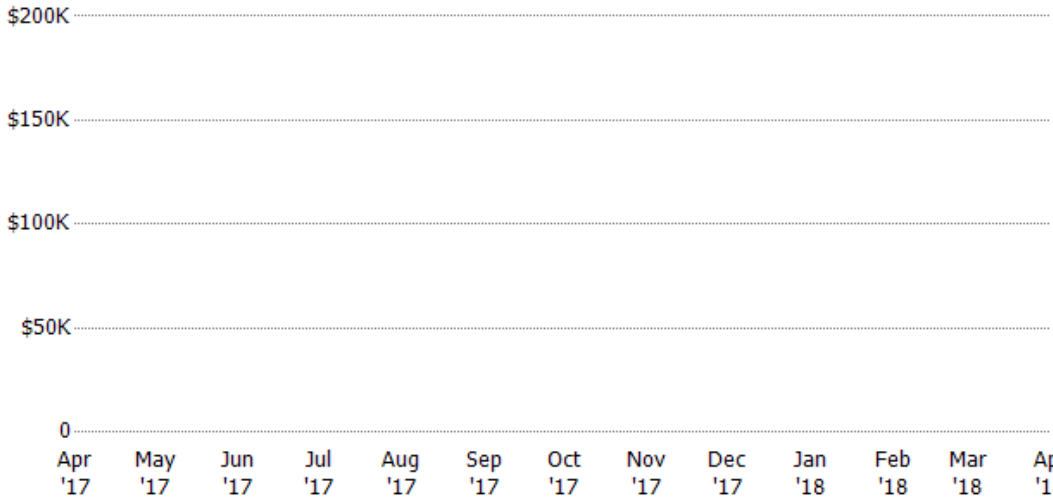
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$12.4M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$14.5M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-15%

Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



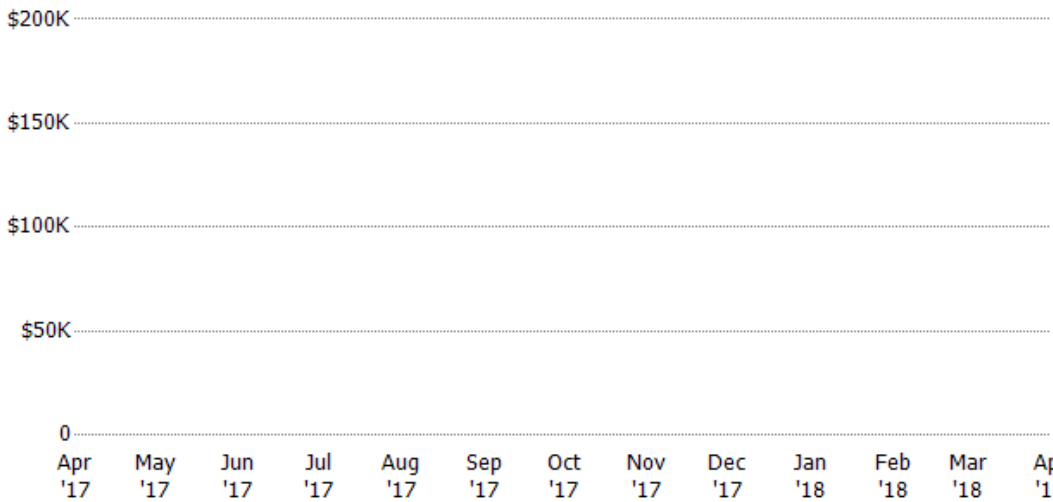
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

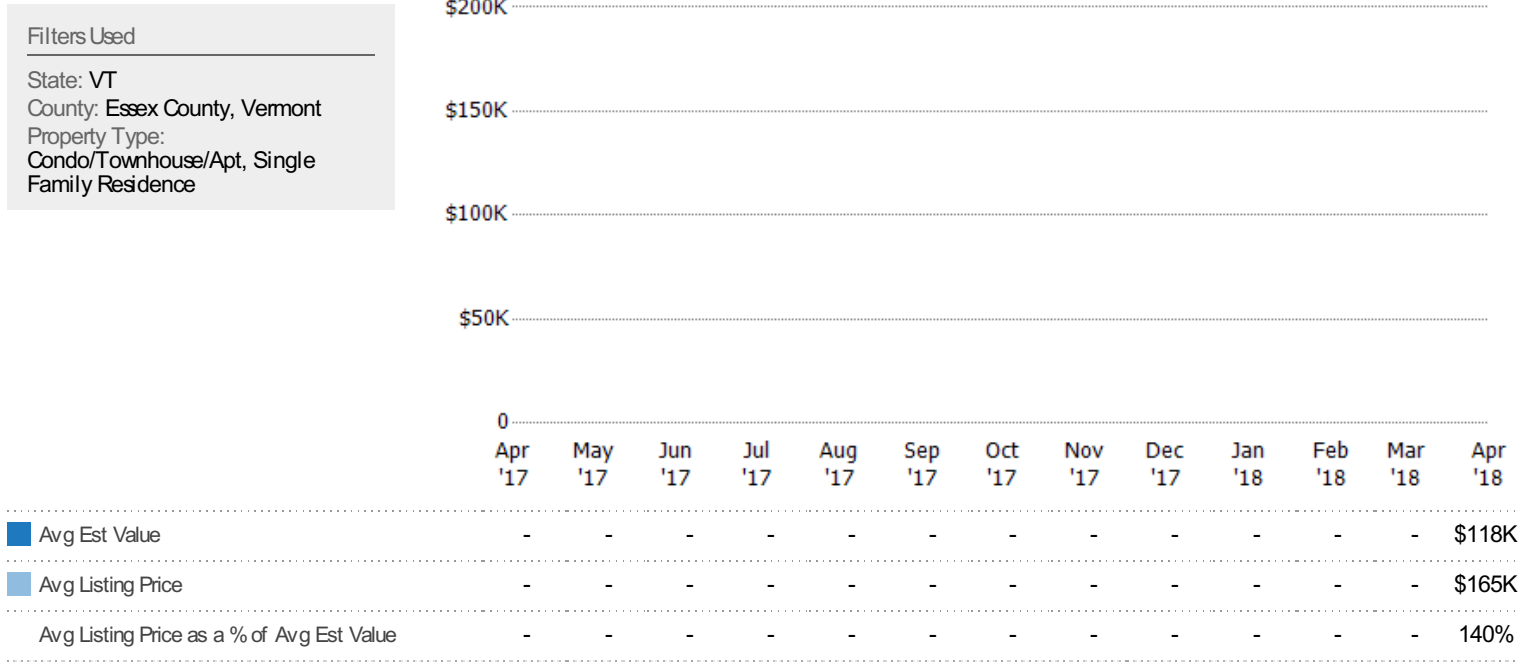
State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$135K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$125K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%

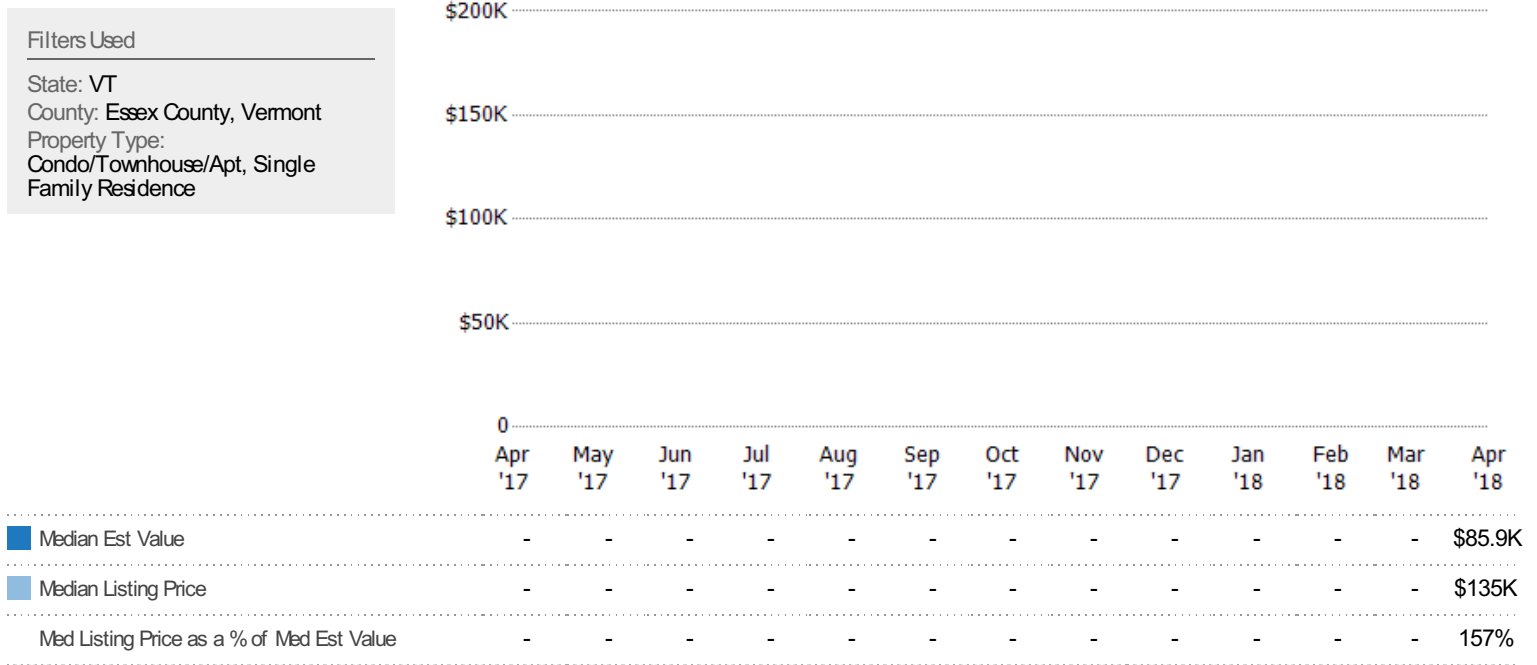
Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



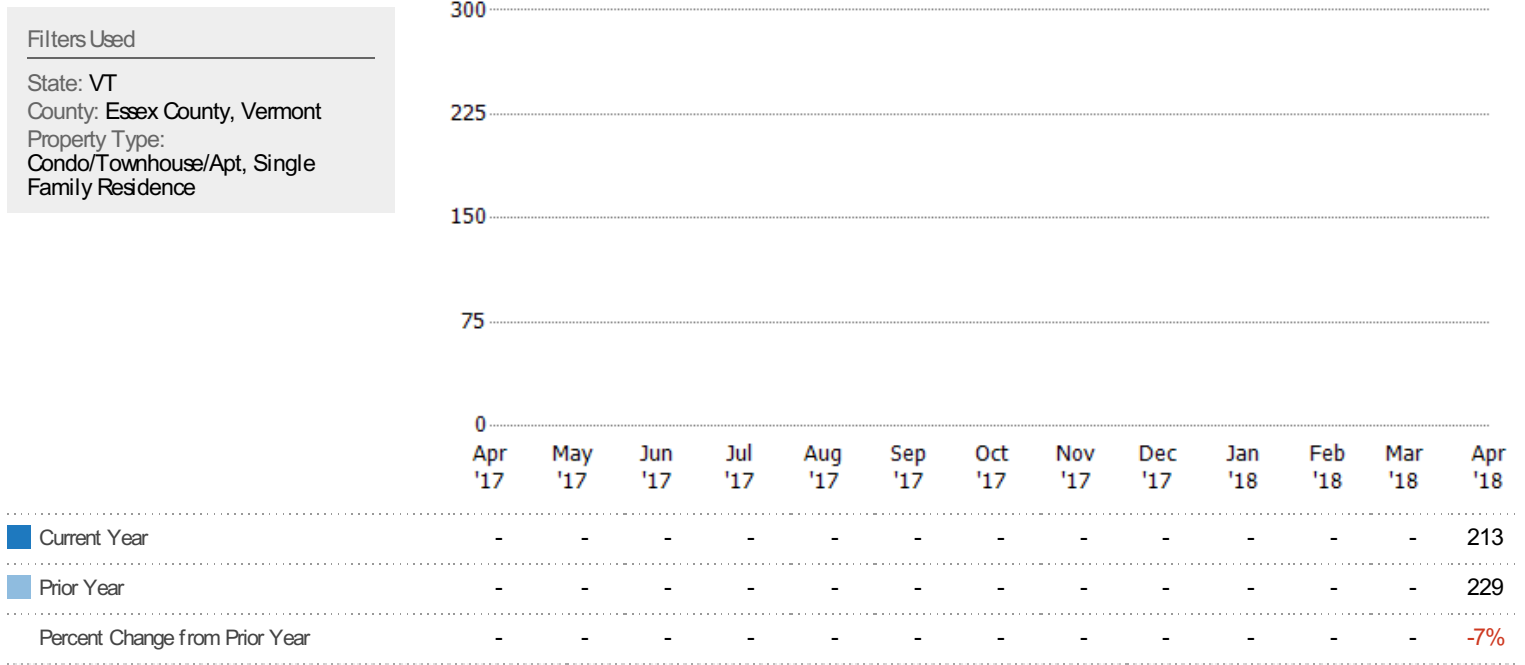
Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.



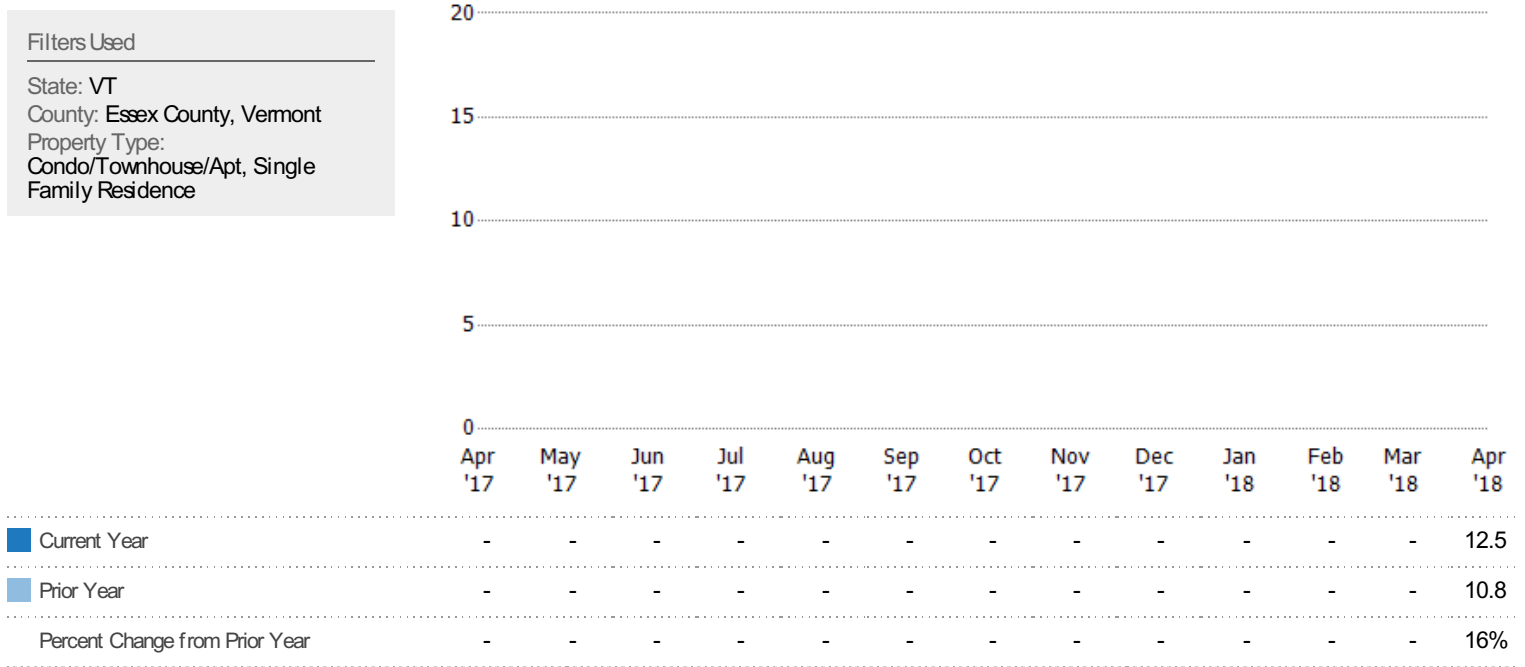
Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.



Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

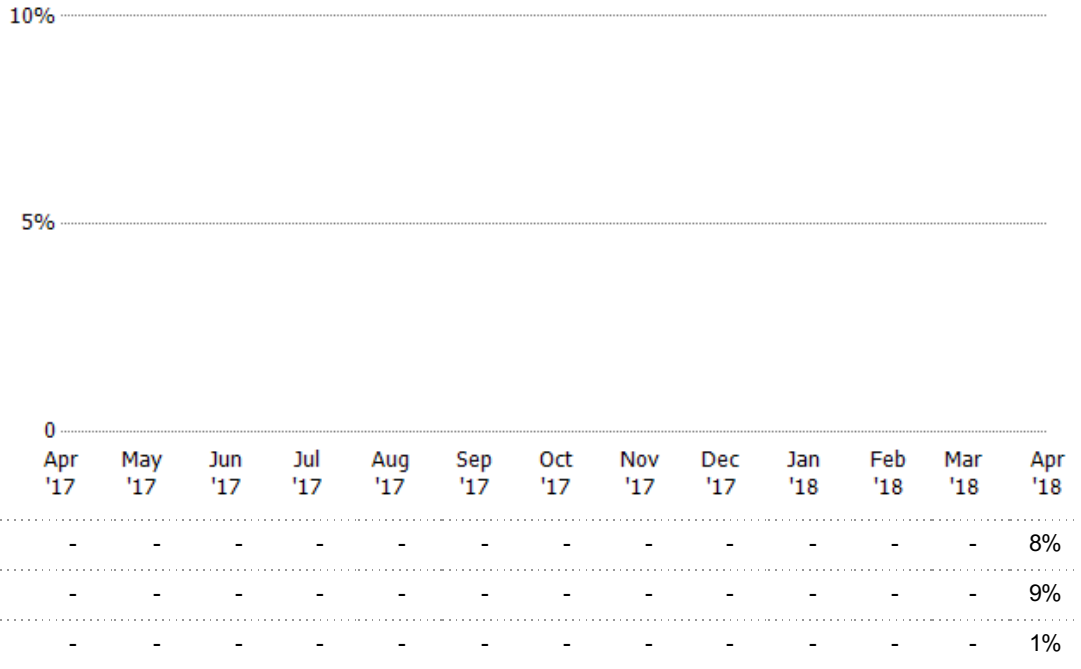


Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

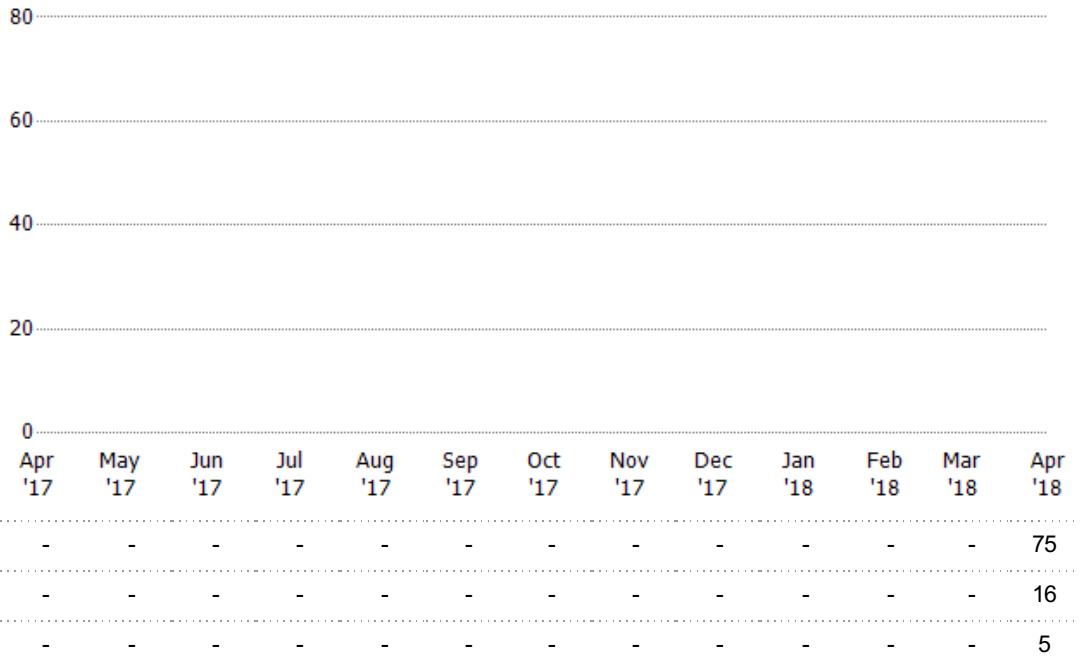


Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

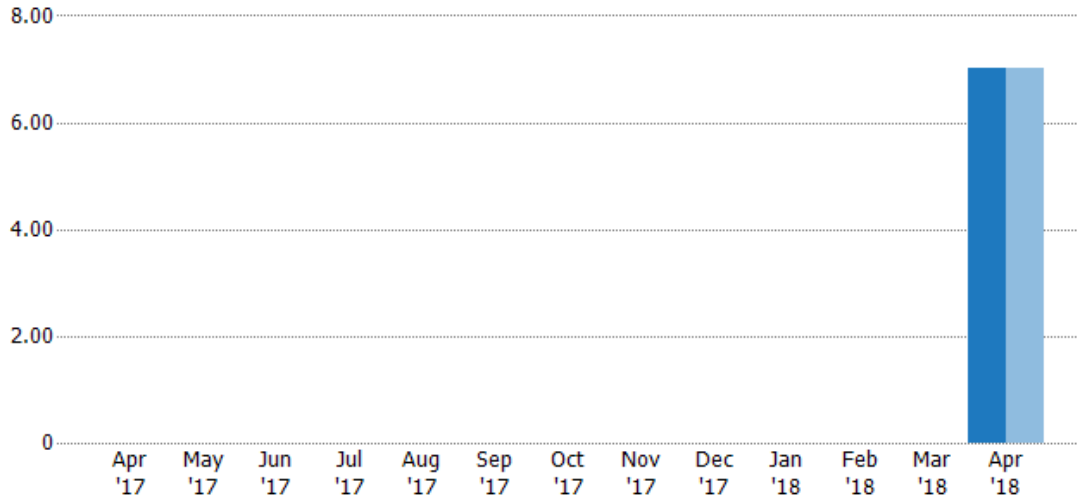


New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



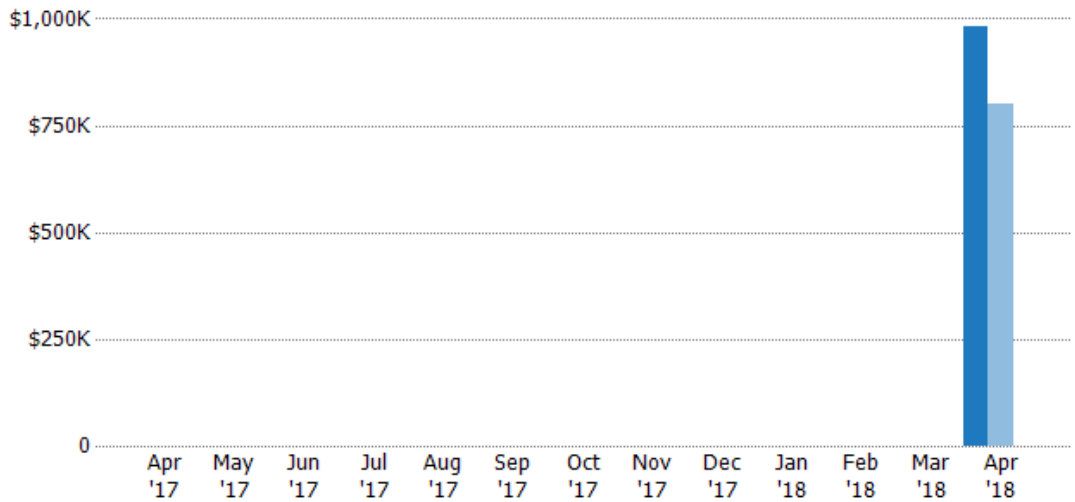
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7
PriorExtra Year	-	-	-	-	-	-	-	-	-	-	-	-	-

New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



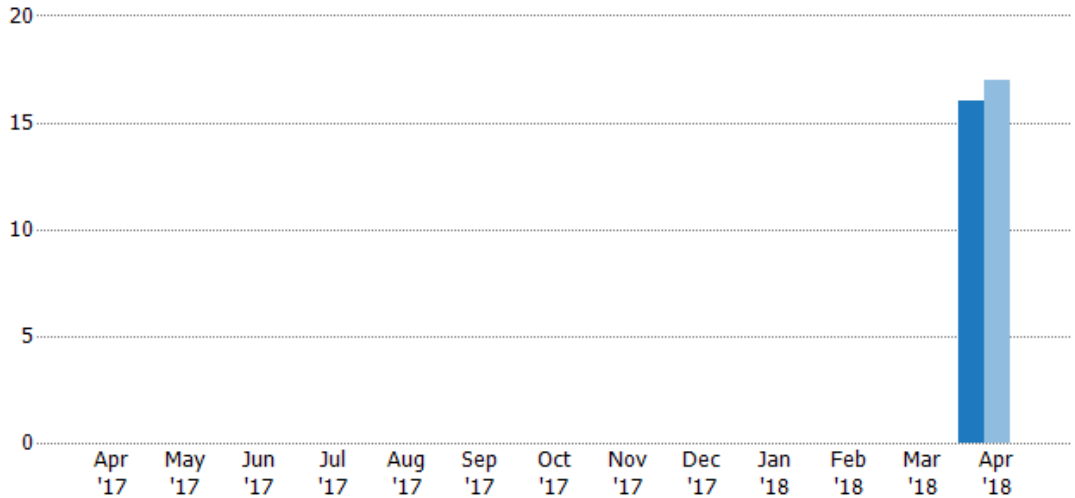
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$981K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$799K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23%

Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



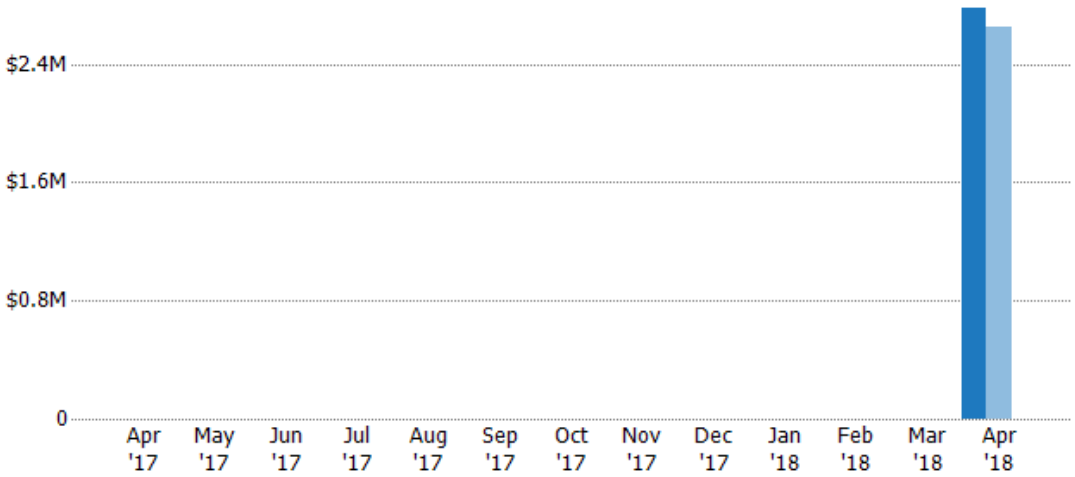
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	16
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	17
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-6%

Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



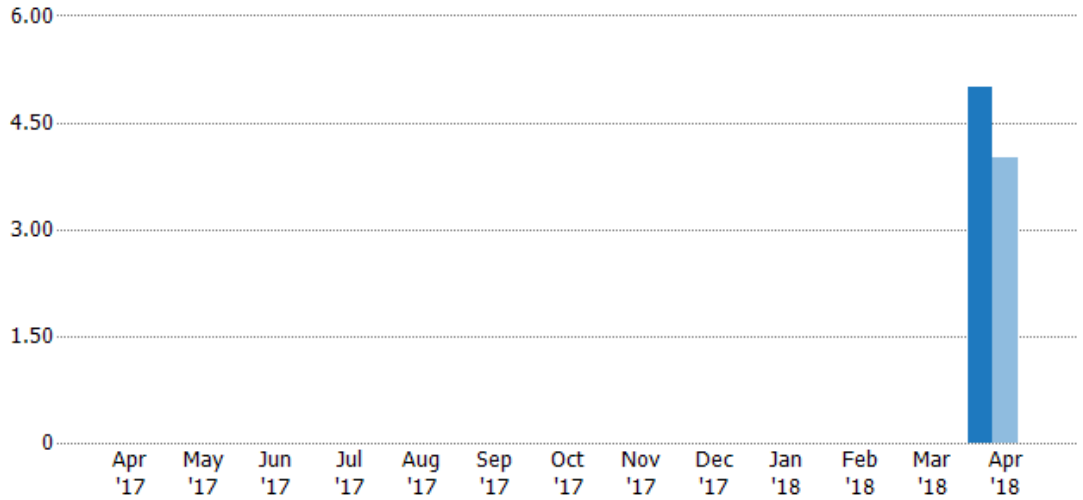
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$2.78M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$2.66M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	5%

Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



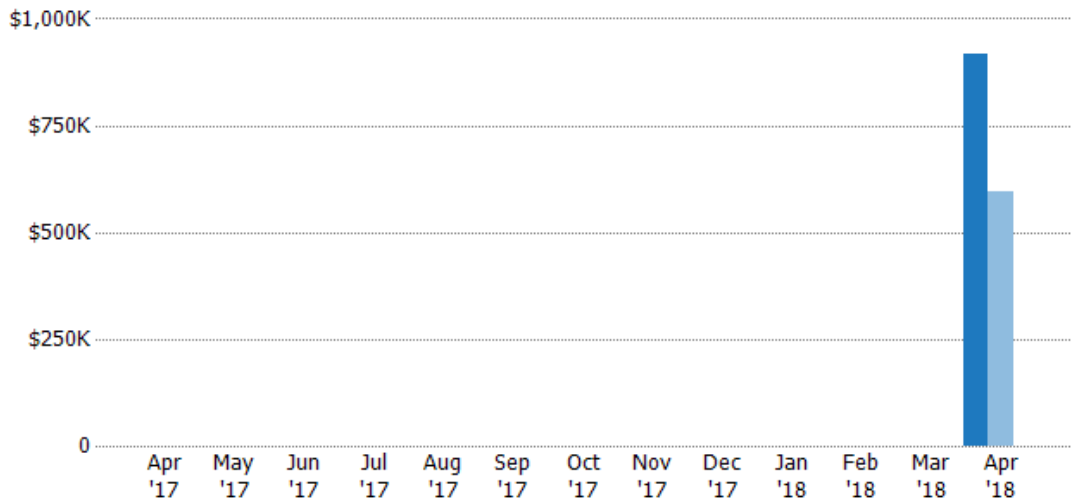
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	25%

Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



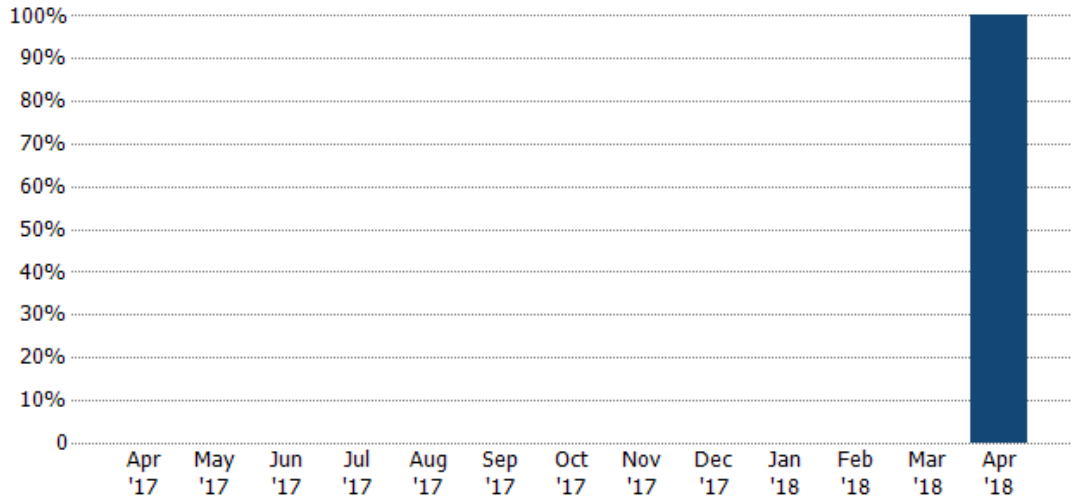
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$918K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$596K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	54%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



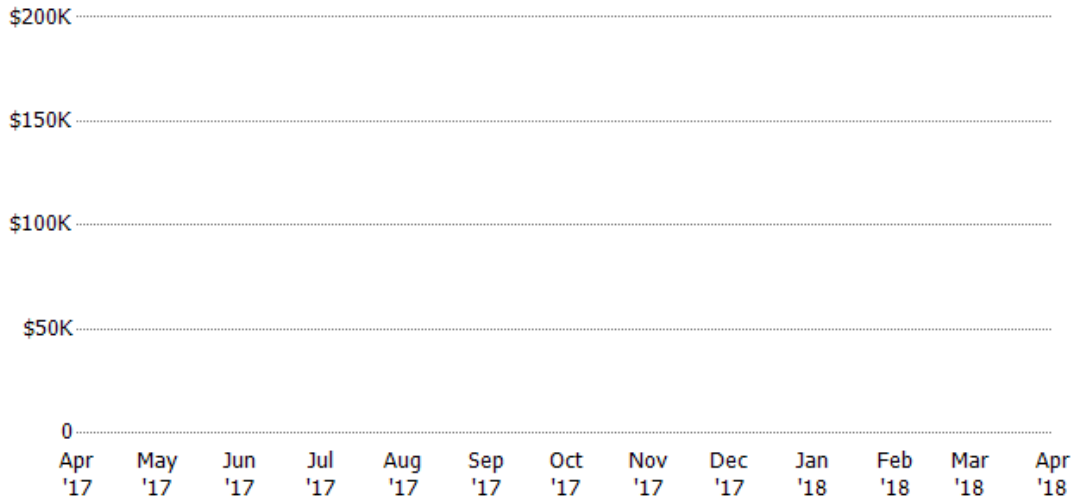
Property Type	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	100%

Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

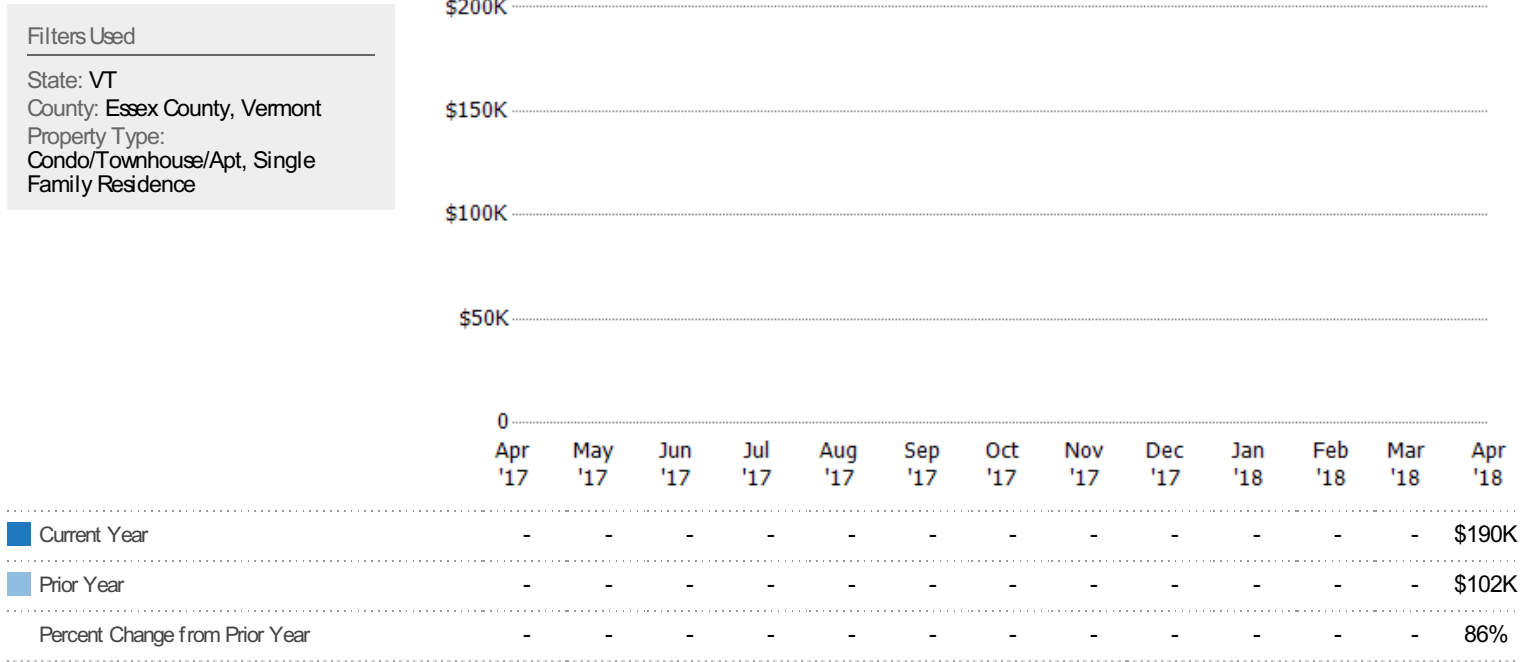
State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23%

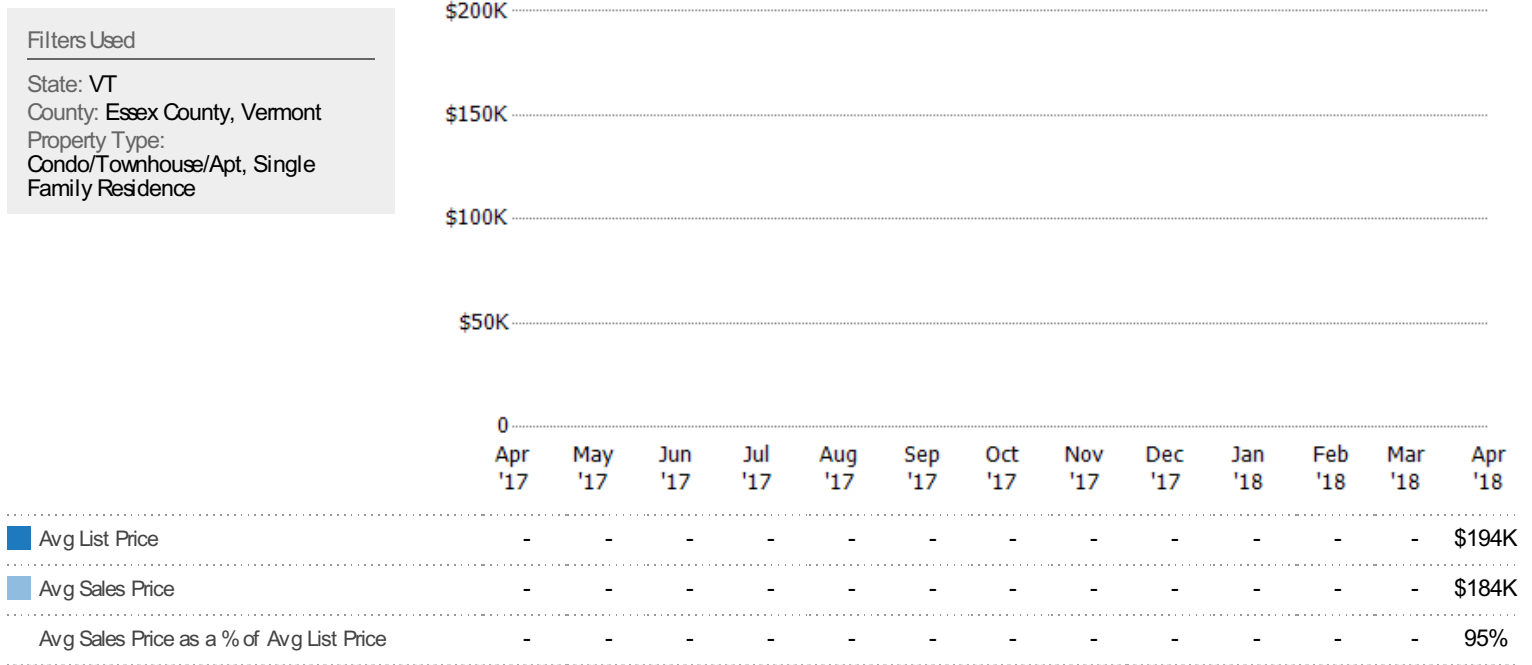
Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.



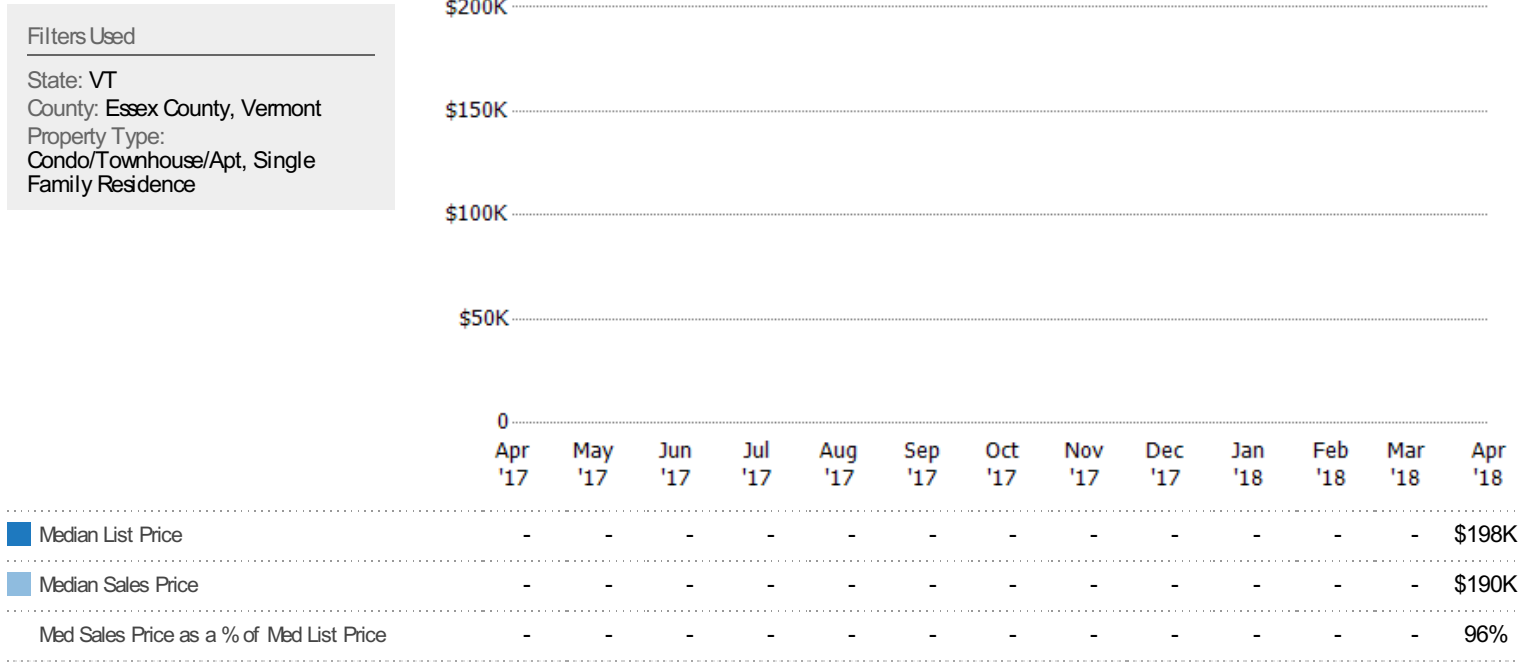
Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.



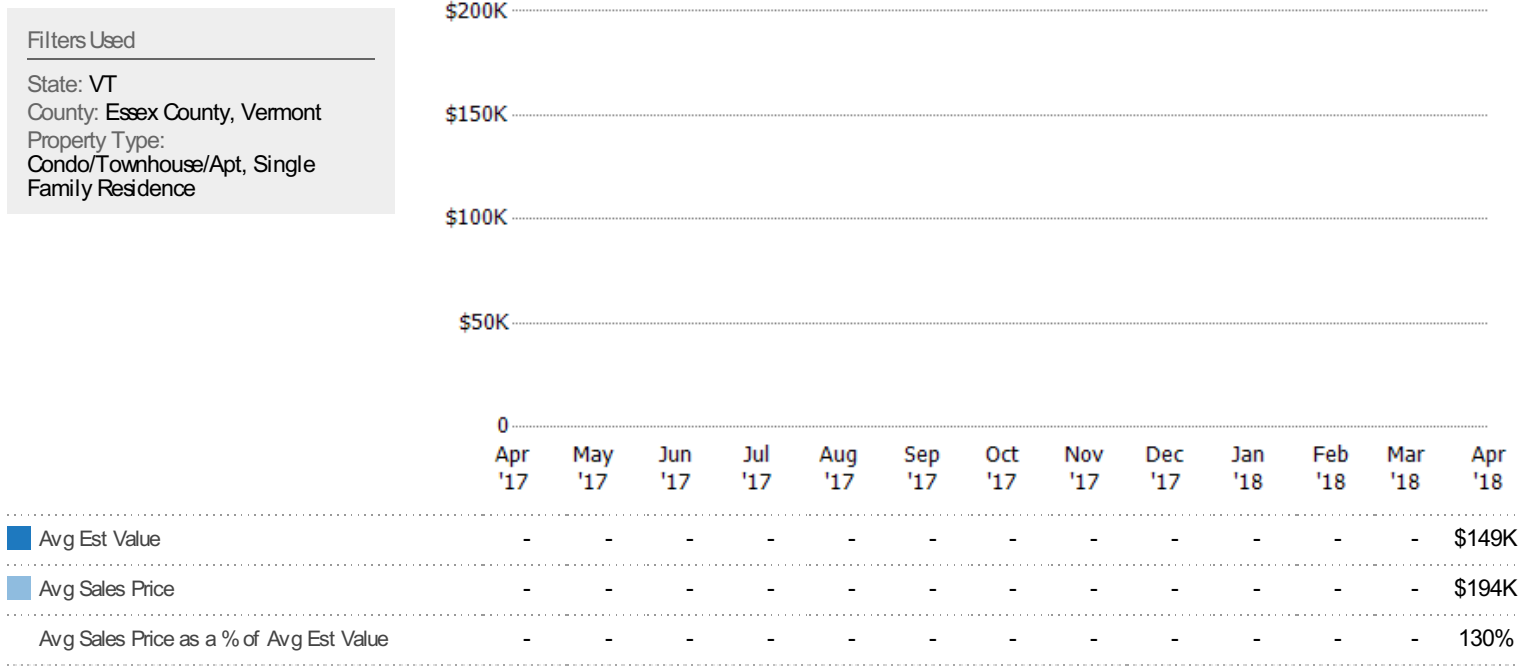
Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.



Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

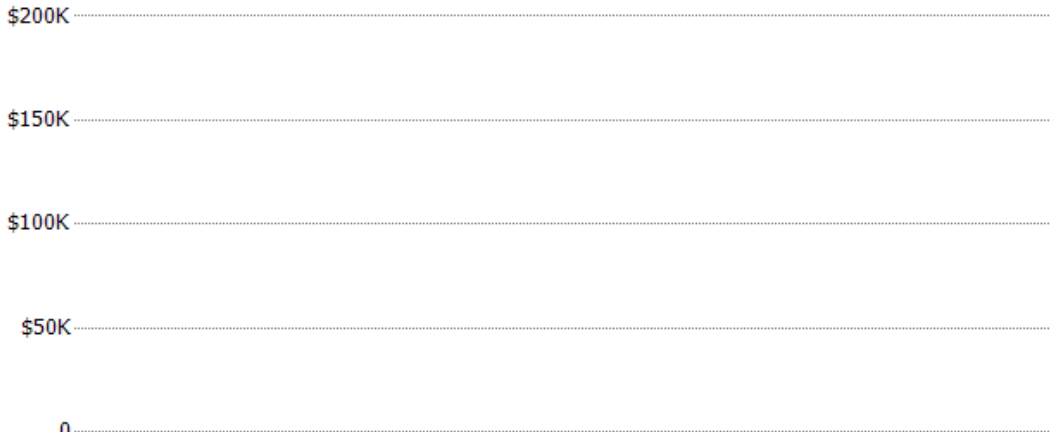


Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$198K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	133%