

Summary of Key Listing and Sales Metrics

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

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





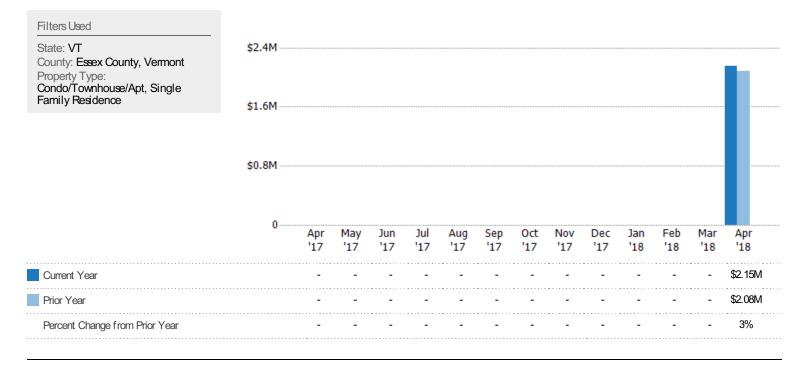
New Listings

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

Filters Used	20													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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.







Active Listings

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

Filters Used	200													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Apr	May	lun	1.1	Διια	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	Aug '17	'17	0ct '17	'17	'17	'18	'18	'18	'18
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	\$24.0M													
Family Residence	\$16.0M													
	\$8.0M													
	0	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
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.

	\$200K												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
i anny i baabhob	\$100K												
	\$50K												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '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.

													8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$125K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$135K
	0 Apr '17	May '17	Jun '17		Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$50K												
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$100K												
Filters Used State: VT County: Essex County, Vermont	\$150K												
Elterna Llas d													





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.

	\$200K ······												
Filters Used													
State: VT County: Essex County, Vermont	\$150K												
Property Type:	\$130K												
Condo/Townhouse/Apt, Single Family Residence													
-	\$100K												
	\$50K												
	400K												
	0		1	71	A =	C	0.4		D	1			
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
													¢4404
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$118K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	140%

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.

	\$200K ······												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ranny headence	\$100K												
	\$50K												
	Apr	May	Jun	Jul '17	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	.17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$85.9K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$135K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	157%





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.

	300												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	,,,												
	0												
	Apr '17	May		Jul		Sep '17	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	17	'17	'17	'17	'17	17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	213
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	229
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%
										a second second second second second			

Months of Inventory

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

Filters Used	20												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10.8
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%





Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	
	5%

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

Active/Pending/Sold Units

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

	80								
Filters Used State: VT County: Essex County, Vermont Property Type:	60		 	 					
Property Type: Condo/Townhouse/Apt, Single Family Residence	40	 							
	20	 	 	 	 				
	20		 	 	 				
	0								
			Aug '17		Dec '17	Jan '18	Feb '18	Mar '18	Арі '18
Active	0 Apr				Dec	Jan	Feb	Mar	Арі
Active Pending	0 Apr				Dec	Jan	Feb	Mar	Арі '18





New Pending Sales

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

	8.00														
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00														
	4.00														
	2.00													Apr	
		Apr '17	May '17	Jun '17	Jul 17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	
		17	17	17	1/	17	17	17	17	17	10	10	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	
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	\$1,000K													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$750K													
	\$500K													
	\$250K													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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.

	20														
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15														
	10														
	5······														
	-	Apr '17	May '17			Aug '17	Sep '17	0ct '17	Nov '17	Dec	Jan	Feb	Mar	Apr '18	
		17	17	'17	'17	17	17	17	17	'17	'18	'18	'18	18	
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	\$2.4M													
	\$0.8M													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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	6.00													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50													
	3.00													
	1.50													
	0	Apr	May	Jun '17	Jul	Aug '17	Sep	0ct '17	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
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	\$1,000K ······													_
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$750K													
	\$500K													
	\$250K													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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.

	100%														
Filters Used	90%														
State: VT County: Essex County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0					-	_	_							
		Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '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.

	\$200K ······												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K 0 Apr	May	Jun	Jul	Aug		0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
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.

	\$200K												
Filters Used													
State: VT County: Essex County, Vermont	\$150K												
Property Type:	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$100K												
	+F01/												
	\$50K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
			17		17				17	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$102K
Percent Change from Prior Year													• • • • • • • • • • • • • •
	-	-	-	-	-	-	-	-	-	-	-	-	86%

Average Sales Price vs Average Listing Price

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

Filters Used	\$200K												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence	\$100K												
	\$50K												
	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$194K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%





Median Sales Price vs Median Listing Price

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

Filters Used	\$200K ······												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$198K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%

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.

Avg Sales Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	130%
Avg Sales Price	_	_	_		_	_		_	_	_			\$194K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
	\$50K 0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Family Residence	\$100K												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used	\$200K ······												



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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.

	\$200K ······												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	±1001/												
	\$100K												
	\$50K												
	0												
	Apr	May	Jun			Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
— • • • • • • • • • • • • • • • • • • •								• • • • • • • • • • • • •					
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$198K
Med Sales Price as a % of Med Est Value	-	-	-		-	-	-	-	-	-	-	-	133%



