

Summary of Key Listing and Sales Metrics

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

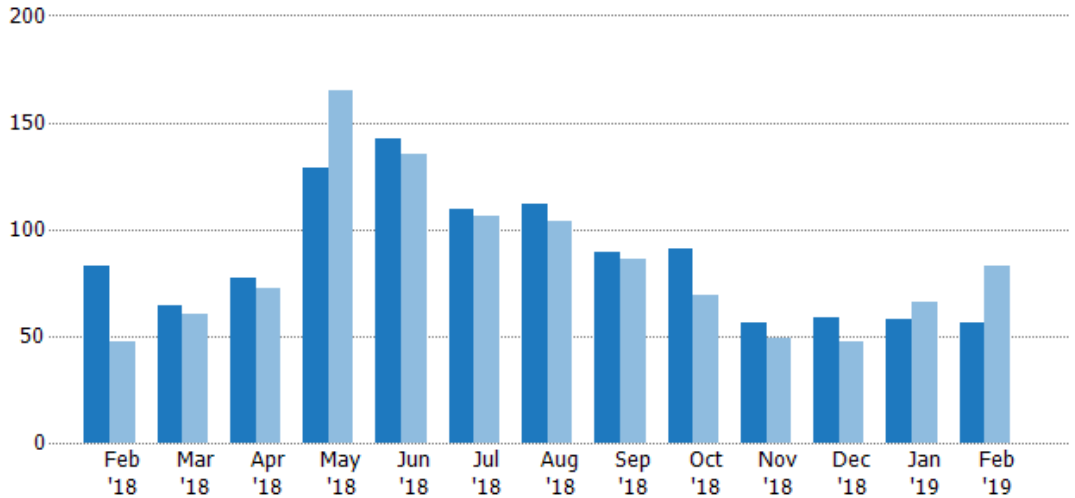
Key Metrics	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	56	83	-32.5%	114	149	-23.5%
New Listing Volume	\$16,420,800	\$29,341,449	-44%	\$38,671,400	\$52,361,848	-26.1%
Active Listing Count	543	591	-8.1%	N/A	N/A	
Active Listing Volume	\$231,009,954	\$231,354,872	-0.1%	N/A	N/A	
Average Listing Price	\$425,433	\$391,463	+8.7%	\$424,784	\$387,822	+9.5%
Median Listing Price	\$289,900	\$259,900	+11.5%	\$293,466	\$255,027	+15.1%
Median Days in RPR	183	188	-2.7%	179.5	188.89	-5%
Months of Inventory	13.9	15.2	-8.1%	12.4	16.6	-25.4%
Absorption Rate	7.18%	6.6%	+0.6%	8.07%	6.01%	+2.1%
Sales Activity Charts Metrics						
New Pending Sales Count	41	43	-4.7%	97	98	-1%
New Pending Sales Volume	\$10,578,499	\$13,297,600	-20.4%	\$25,879,598	\$27,630,300	-6.3%
Pending Sales Count	90	71	+26.8%	N/A	N/A	
Pending Sales Volume	\$22,341,198	\$20,330,600	+9.9%	N/A	N/A	
Closed Sales Count	39	49	-20.4%	78	88	-11.4%
Closed Sales Volume	\$10,560,088	\$13,583,588	-22.3%	\$18,693,742	\$22,441,618	-16.7%
Average Sales Price	\$270,771	\$277,216	-2.3%	\$239,663	\$255,018	-6%
Median Sales Price	\$215,000	\$219,000	-1.8%	\$202,500	\$199,943	+1.3%

New Listings

The number of new residential listings that were added each month.

Filters Used

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



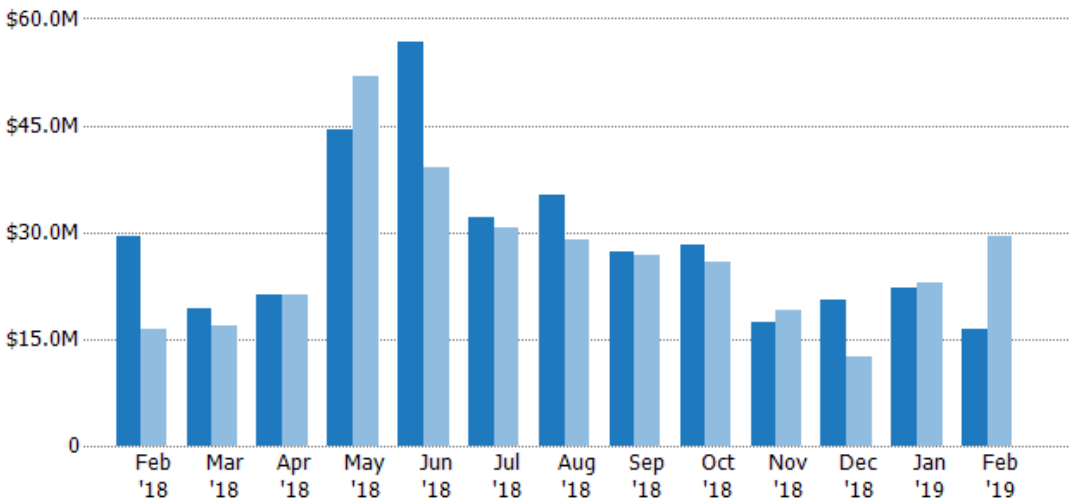
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	83	64	77	129	142	109	112	89	91	56	59	58	56
Prior Year	47	60	72	165	135	106	104	86	69	49	47	66	83
Percent Change from Prior Year	77%	7%	7%	-22%	5%	3%	8%	3%	32%	14%	26%	-12%	-33%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$29.3M	\$19.2M	\$21.2M	\$44.4M	\$56.6M	\$32.2M	\$35.3M	\$27.3M	\$28.2M	\$17.4M	\$20.5M	\$22.3M	\$16.4M
Prior Year	\$16.4M	\$16.9M	\$21.1M	\$51.9M	\$39.1M	\$30.6M	\$28.9M	\$26.8M	\$25.7M	\$19.1M	\$12.5M	\$23M	\$29.3M
Percent Change from Prior Year	79%	13%	0%	-14%	45%	5%	22%	2%	10%	-9%	63%	-3%	-44%

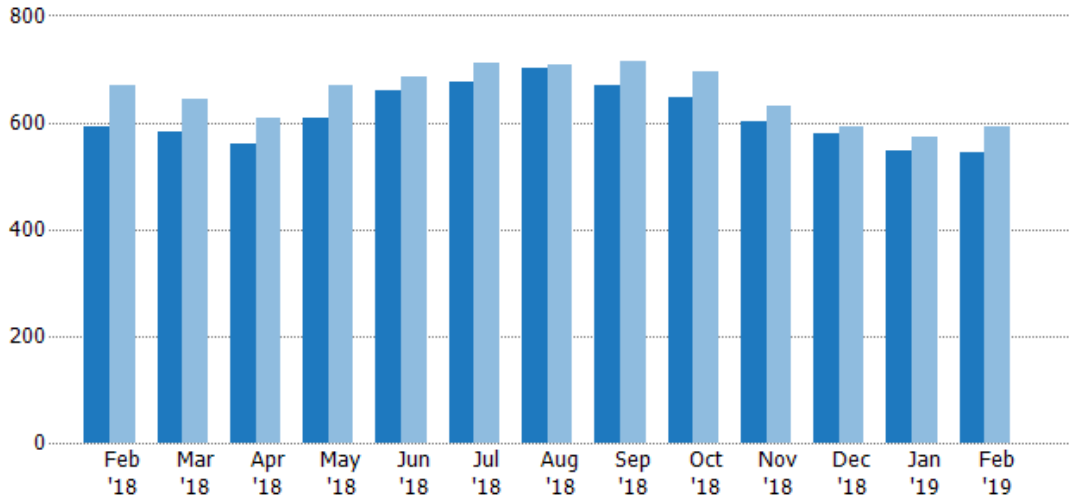
Active Listings

The number of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	543	-8.1%
Feb '18	591	-11.5%
Feb '17	668	9.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	591	581	561	608	659	677	701	668	648	603	580	548	543
Prior Year	668	642	607	670	686	710	707	714	694	631	592	573	591
Percent Change from Prior Year	-12%	-10%	-8%	-9%	-4%	-5%	-1%	-6%	-7%	-4%	-2%	-4%	-8%

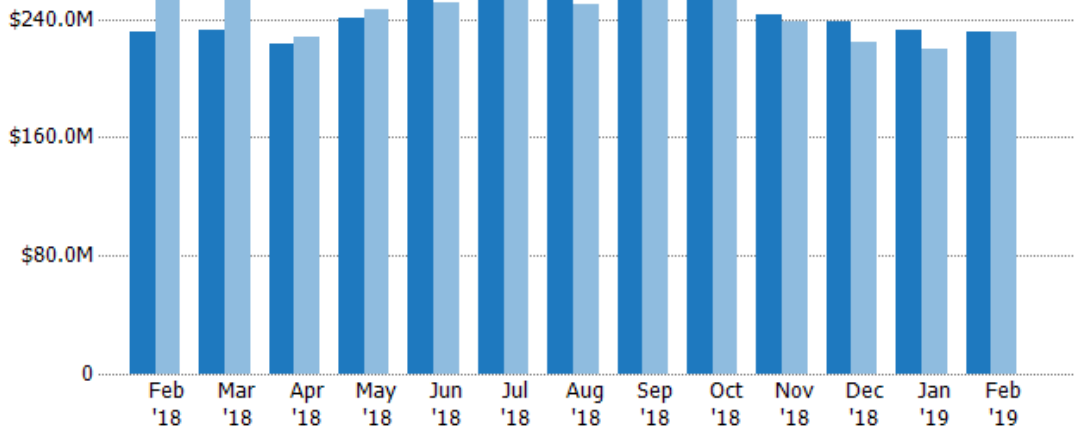
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$231M	-0.1%
Feb '18	\$231M	-13.1%
Feb '17	\$266M	-1%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$231M	\$232M	\$224M	\$241M	\$261M	\$265M	\$274M	\$263M	\$253M	\$243M	\$239M	\$232M	\$231M
Prior Year	\$266M	\$254M	\$228M	\$246M	\$251M	\$260M	\$250M	\$257M	\$254M	\$238M	\$224M	\$220M	\$231M
Percent Change from Prior Year	-13%	-8%	-2%	-2%	4%	2%	9%	2%	-1%	2%	7%	6%	0%

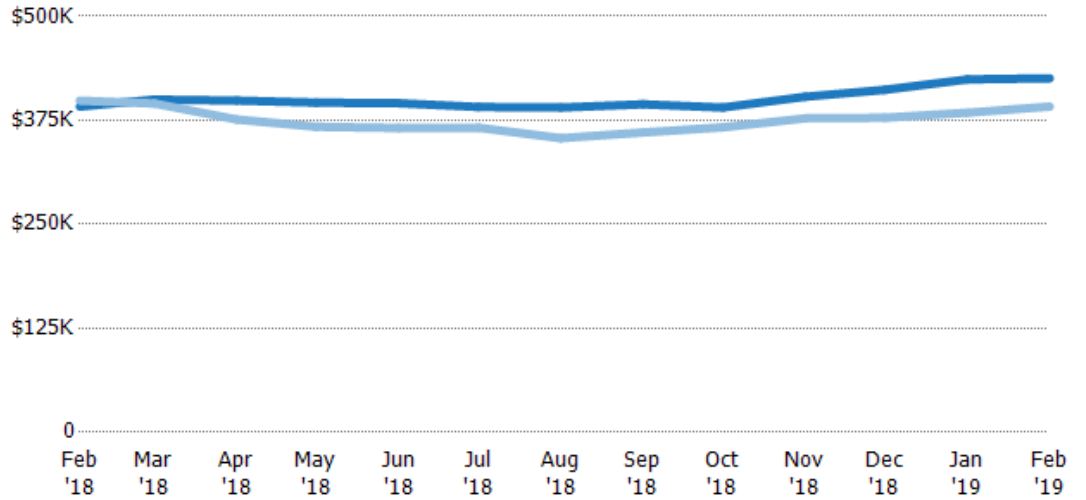
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$425K	8.7%
Feb '18	\$391K	-1.8%
Feb '17	\$399K	-9.4%



Current Year	\$391K	\$400K	\$399K	\$396K	\$395K	\$391K	\$390K	\$394K	\$390K	\$403K	\$412K	\$424K	\$425K
Prior Year	\$399K	\$395K	\$376K	\$367K	\$366K	\$366K	\$353K	\$360K	\$367K	\$377K	\$378K	\$384K	\$391K
Percent Change from Prior Year	-2%	1%	6%	8%	8%	7%	10%	9%	6%	7%	9%	10%	9%

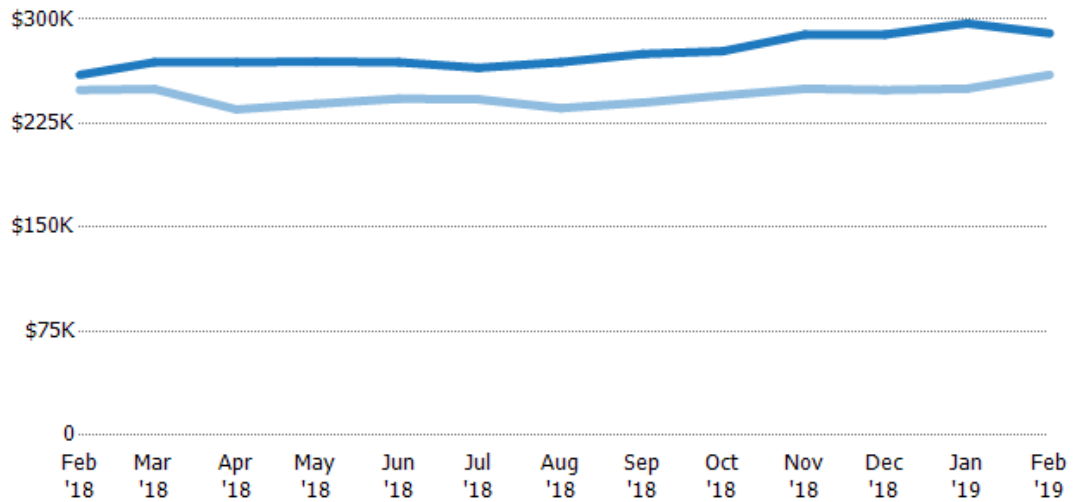
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$290K	11.5%
Feb '18	\$260K	4.4%
Feb '17	\$249K	-8%



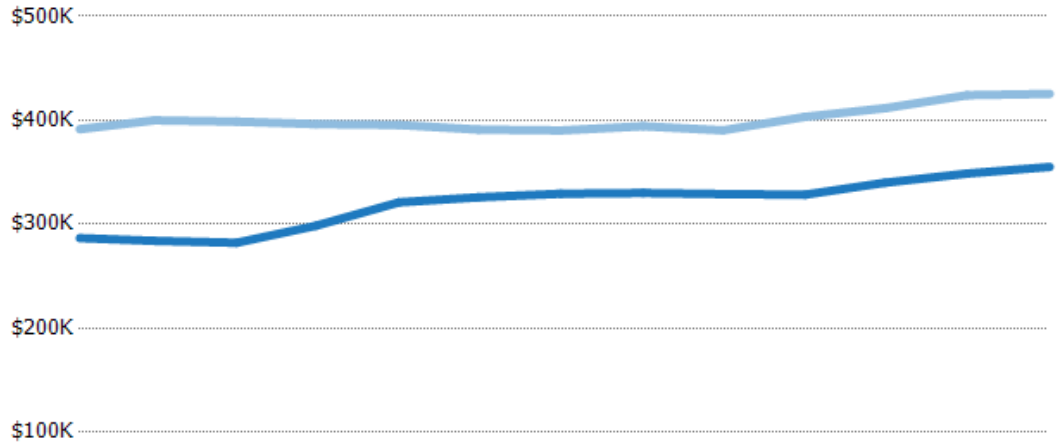
Current Year	\$260K	\$269K	\$269K	\$269K	\$269K	\$265K	\$269K	\$275K	\$277K	\$289K	\$289K	\$297K	\$290K
Prior Year	\$249K	\$250K	\$235K	\$239K	\$243K	\$242K	\$236K	\$240K	\$245K	\$250K	\$249K	\$250K	\$260K
Percent Change from Prior Year	4%	8%	14%	13%	11%	9%	14%	15%	13%	16%	16%	19%	12%

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.

Filters Used

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



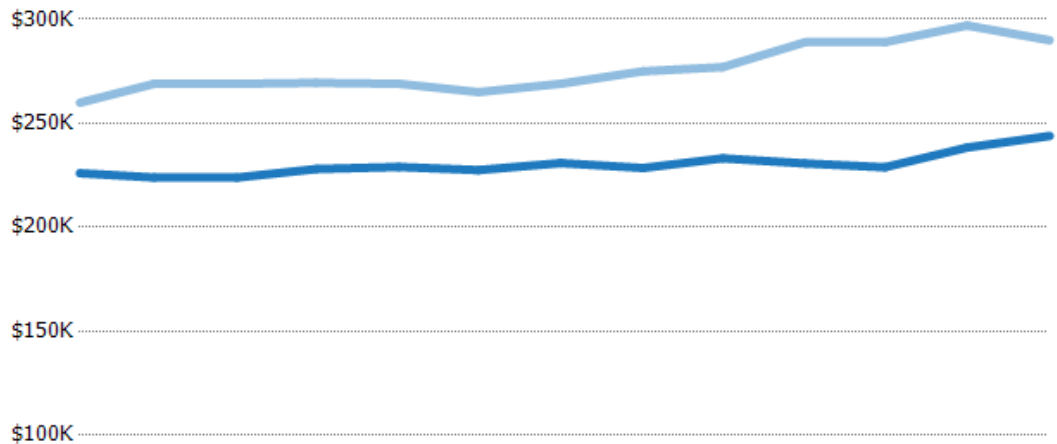
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$287K	\$284K	\$282K	\$299K	\$321K	\$326K	\$329K	\$330K	\$329K	\$328K	\$340K	\$349K	\$355K
Avg Listing Price	\$391K	\$400K	\$399K	\$396K	\$395K	\$391K	\$390K	\$394K	\$390K	\$403K	\$412K	\$424K	\$425K
Avg Listing Price as a % of Avg Est Value	137%	141%	141%	133%	123%	120%	119%	119%	119%	123%	121%	122%	120%

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.

Filters Used

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



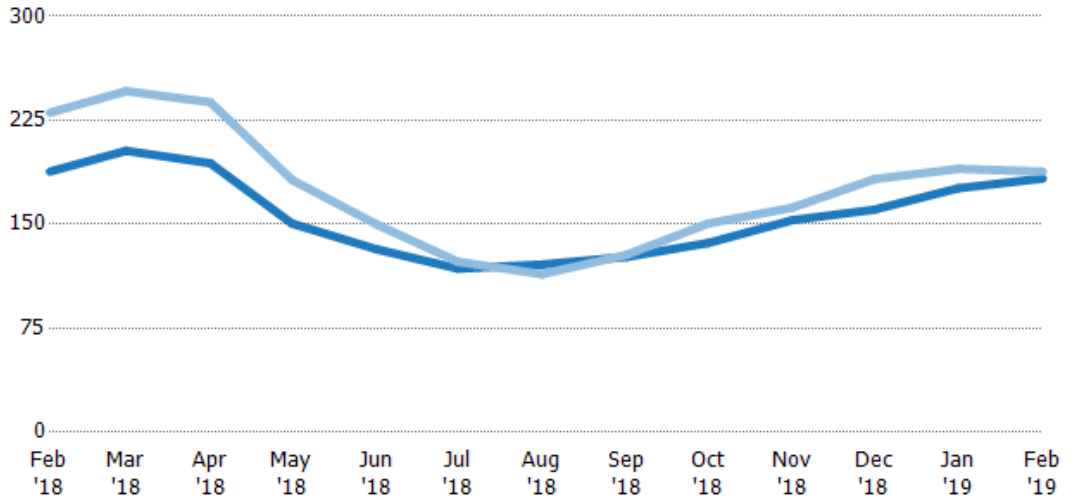
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$226K	\$224K	\$224K	\$228K	\$229K	\$228K	\$231K	\$229K	\$233K	\$231K	\$229K	\$238K	\$244K
Median Listing Price	\$260K	\$269K	\$269K	\$269K	\$269K	\$265K	\$269K	\$275K	\$277K	\$289K	\$289K	\$297K	\$290K
Med Listing Price as a % of Med Est Value	115%	120%	120%	118%	117%	116%	117%	120%	119%	125%	126%	125%	119%

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.

Filters Used

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



Month/Year	Days	% Chg.
Feb '19	183	-2.7%
Feb '18	188	-18.4%
Feb '17	231	-22.3%

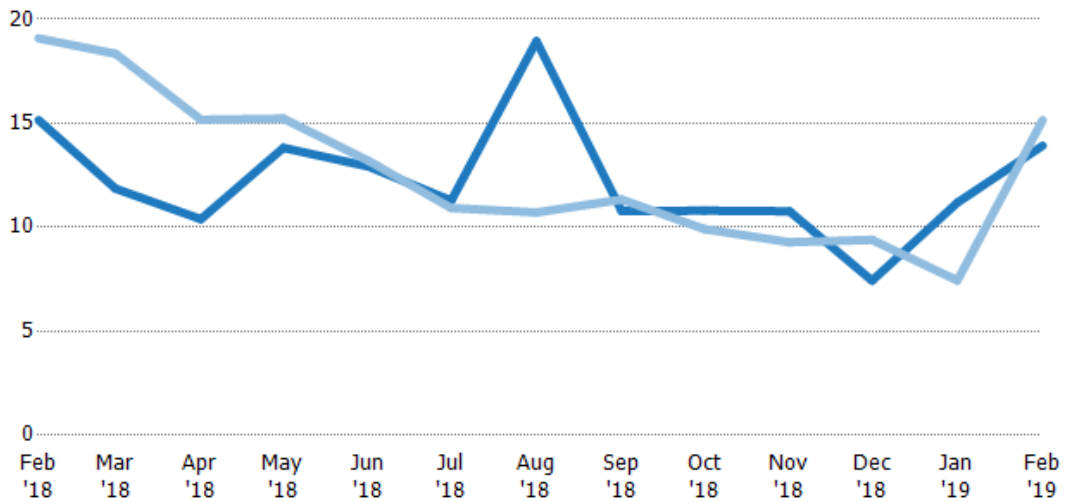
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	188	203	194	151	132	118	121	127	137	153	161	176	183
Prior Year	231	246	238	182	150	123	114	128	151	162	183	190	188
Percent Change from Prior Year	-18%	-17%	-18%	-17%	-12%	-4%	6%	-1%	-9%	-6%	-12%	-7%	-3%

Months of Inventory

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

Filters Used

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



Month/Year	Months	% Chg.
Feb '19	13.9	-8.1%
Feb '18	15.2	-20.6%
Feb '17	19.1	-15%

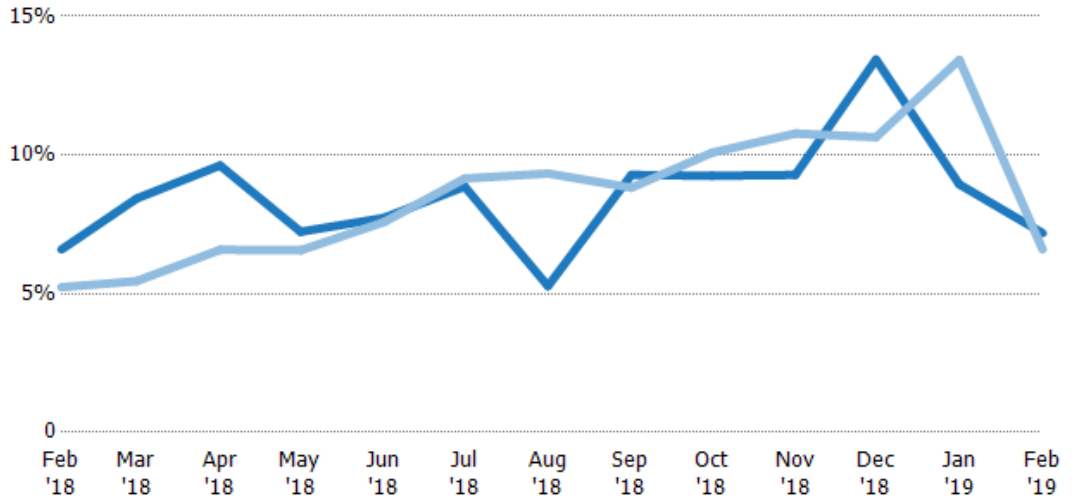
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	15.2	11.9	10.4	13.8	12.9	11.3	18.9	10.8	10.8	10.8	7.44	11.2	13.9
Prior Year	19.1	18.3	15.2	15.2	13.2	10.9	10.7	11.3	9.91	9.28	9.4	7.44	15.2
Percent Change from Prior Year	-21%	-35%	-32%	-9%	-2%	3%	77%	-5%	9%	16%	-21%	50%	-8%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



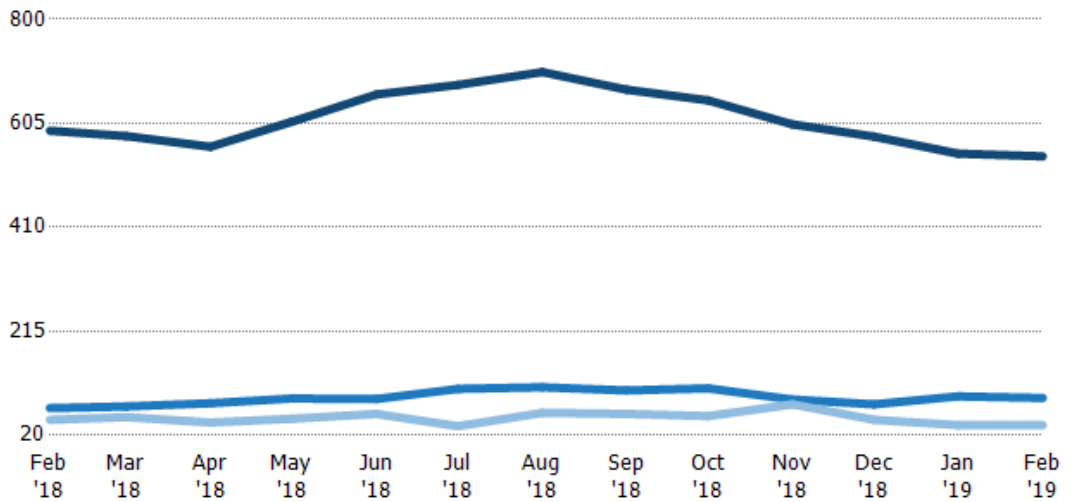
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	7%	8%	10%	7%	8%	9%	5%	9%	9%	9%	13%	9%	7%
Prior Year	5%	5%	7%	7%	8%	9%	9%	9%	10%	11%	11%	13%	7%
Change from Prior Year	-1%	-3%	-3%	-1%	0%	0%	4%	0%	1%	1%	-3%	4%	-1%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	591	581	561	608	659	677	701	668	648	603	580	548	543
Pending	71	74	80	89	88	107	110	104	108	87	78	93	90
Sold	49	54	44	51	60	37	62	60	56	78	49	39	39

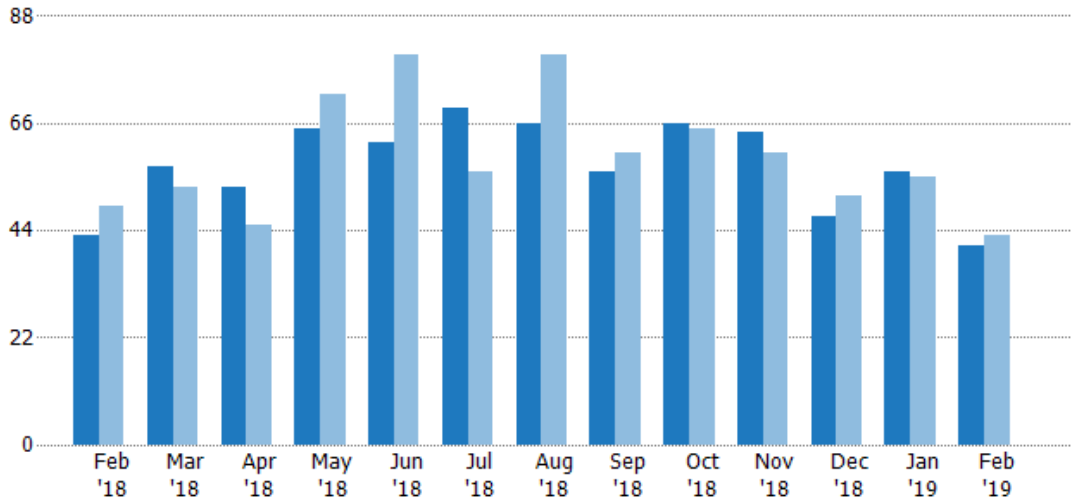
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	41	-4.7%
Feb '18	43	-12.2%
Feb '17	49	-12.2%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	43	57	53	65	62	69	66	56	66	64	47	56	41
Prior Year	49	53	45	72	80	56	80	60	65	60	51	55	43
Percent Change from Prior Year	-12%	8%	18%	-10%	-23%	23%	-18%	-7%	2%	7%	-8%	2%	-5%

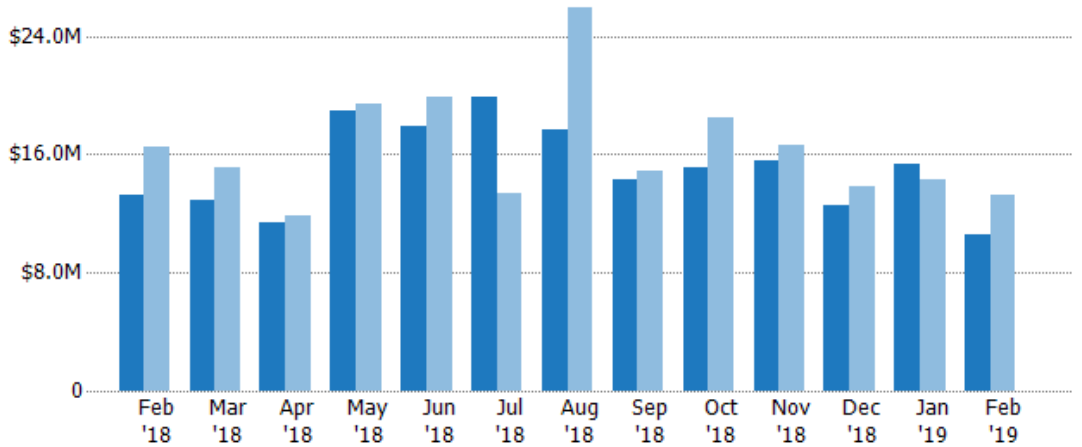
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$10.6M	-20.4%
Feb '18	\$13.3M	-19.6%
Feb '17	\$16.5M	-45.7%



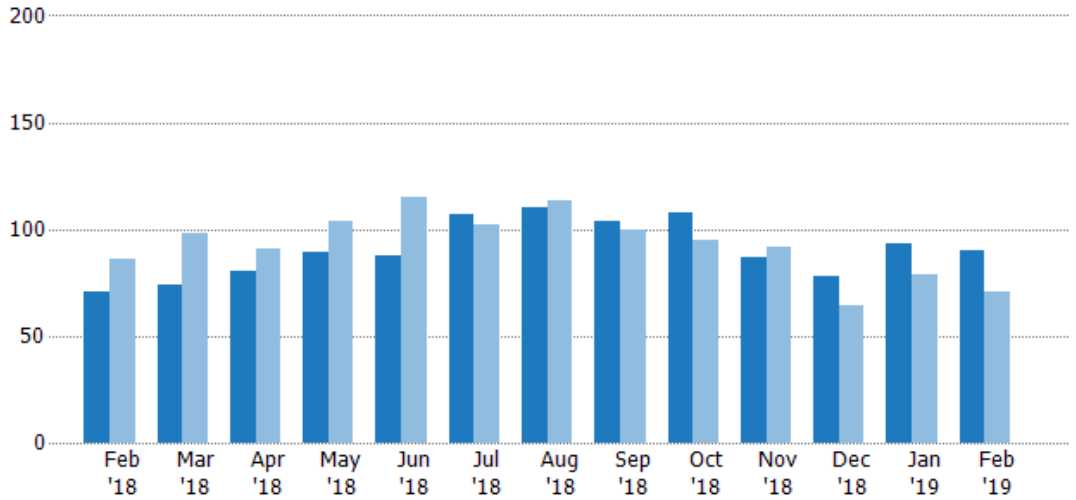
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$13.3M	\$12.9M	\$11.4M	\$18.9M	\$17.9M	\$19.8M	\$17.7M	\$14.3M	\$15.1M	\$15.5M	\$12.5M	\$15.3M	\$10.6M
Prior Year	\$16.5M	\$15.1M	\$11.9M	\$19.4M	\$19.9M	\$13.3M	\$25.9M	\$14.9M	\$18.4M	\$16.6M	\$13.8M	\$14.3M	\$13.3M
Percent Change from Prior Year	-20%	-15%	-4%	-2%	-10%	49%	-32%	-4%	-18%	-7%	-9%	7%	-20%

Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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



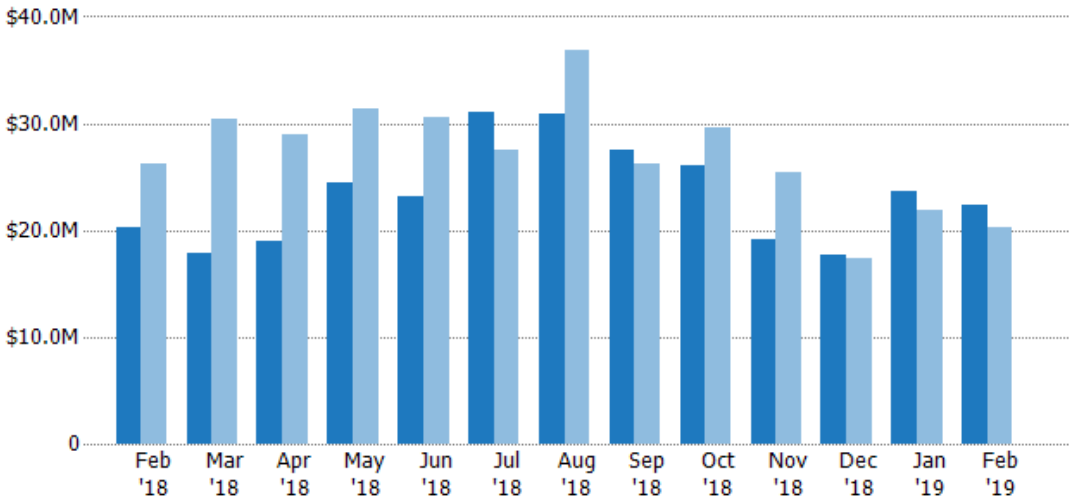
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	71	74	80	89	88	107	110	104	108	87	78	93	90
Prior Year	86	98	91	104	115	102	113	100	95	92	64	79	71
Percent Change from Prior Year	-17%	-24%	-12%	-14%	-23%	5%	-3%	4%	14%	-5%	22%	18%	27%

Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$20.3M	\$17.9M	\$18.9M	\$24.4M	\$23.2M	\$31M	\$30.9M	\$27.4M	\$26M	\$19.1M	\$17.6M	\$23.7M	\$22.3M
Prior Year	\$26.2M	\$30.4M	\$29M	\$31.3M	\$30.5M	\$27.6M	\$36.9M	\$26.2M	\$29.6M	\$25.3M	\$17.4M	\$21.9M	\$20.3M
Percent Change from Prior Year	-22%	-41%	-35%	-22%	-24%	12%	-16%	5%	-12%	-25%	2%	8%	10%

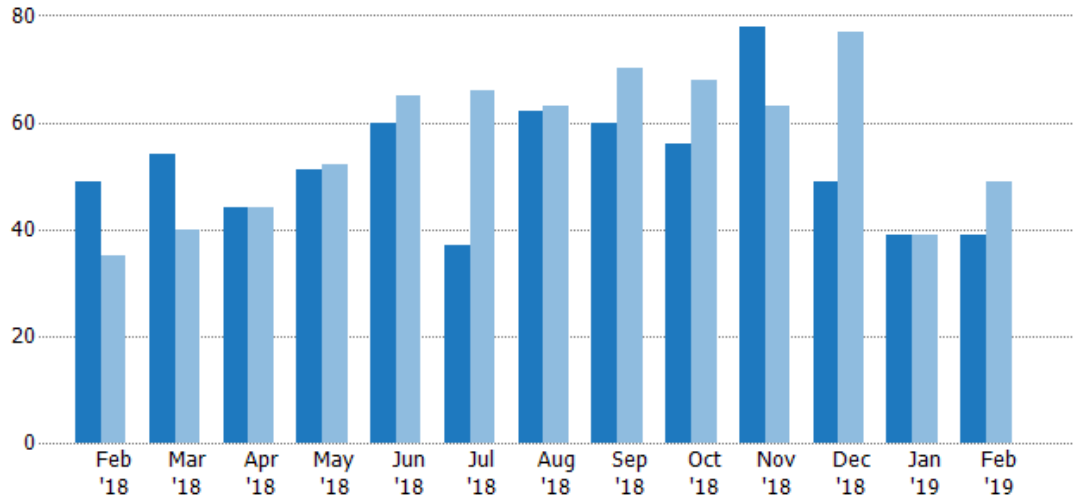
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	39	-20.4%
Feb '18	49	40%
Feb '17	35	-11.4%



Current Year	49	54	44	51	60	37	62	60	56	78	49	39	39
Prior Year	35	40	44	52	65	66	63	70	68	63	77	39	49
Percent Change from Prior Year	40%	35%	0%	-2%	-8%	-44%	-2%	-14%	-18%	24%	-36%	0%	-20%

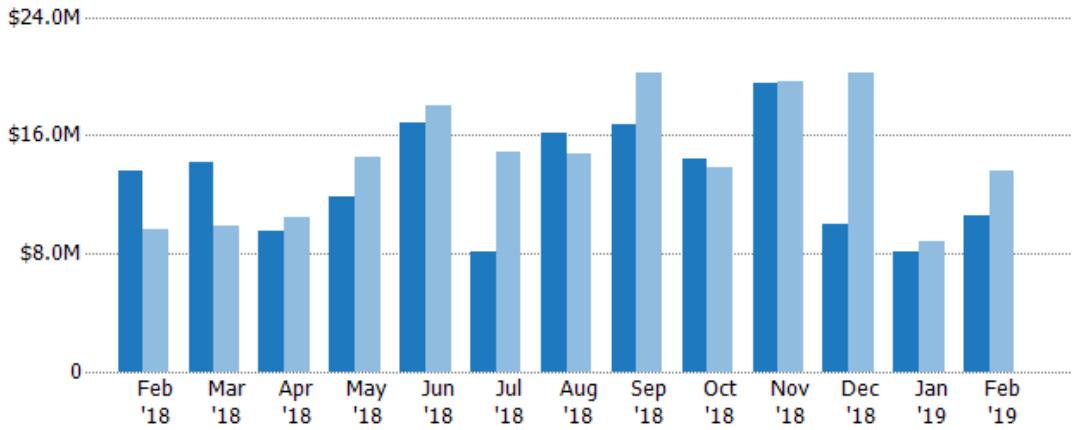
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$10.6M	-22.3%
Feb '18	\$13.6M	41.3%
Feb '17	\$9.62M	-26.9%



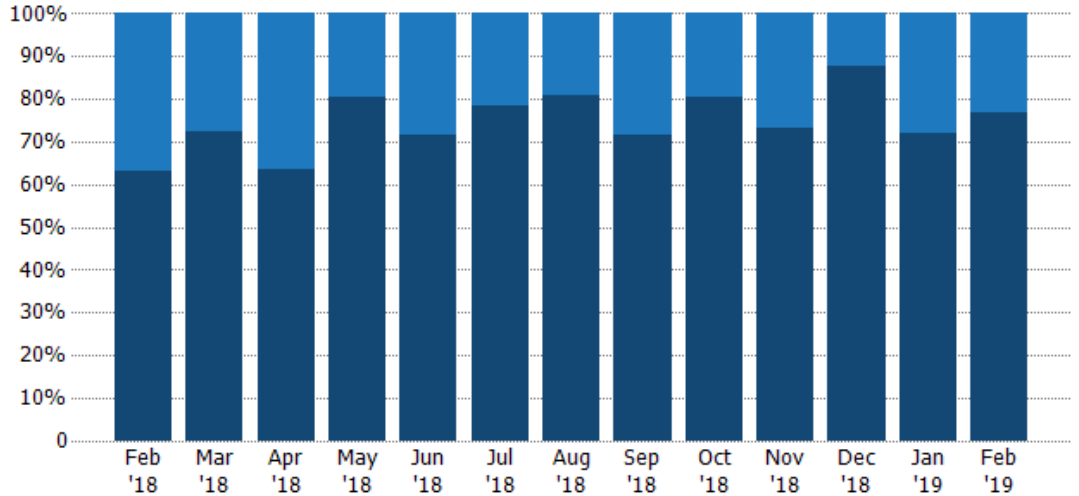
Current Year	\$13.6M	\$14.2M	\$9.56M	\$11.8M	\$16.9M	\$8.1M	\$16.1M	\$16.7M	\$14.4M	\$19.5M	\$10M	\$8.13M	\$10.6M
Prior Year	\$9.62M	\$9.83M	\$10.5M	\$14.6M	\$18.1M	\$14.9M	\$14.8M	\$20.2M	\$13.8M	\$19.6M	\$20.2M	\$8.86M	\$13.6M
Percent Change from Prior Year	41%	45%	-9%	-19%	-7%	-46%	9%	-17%	4%	0%	-50%	-8%	-22%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



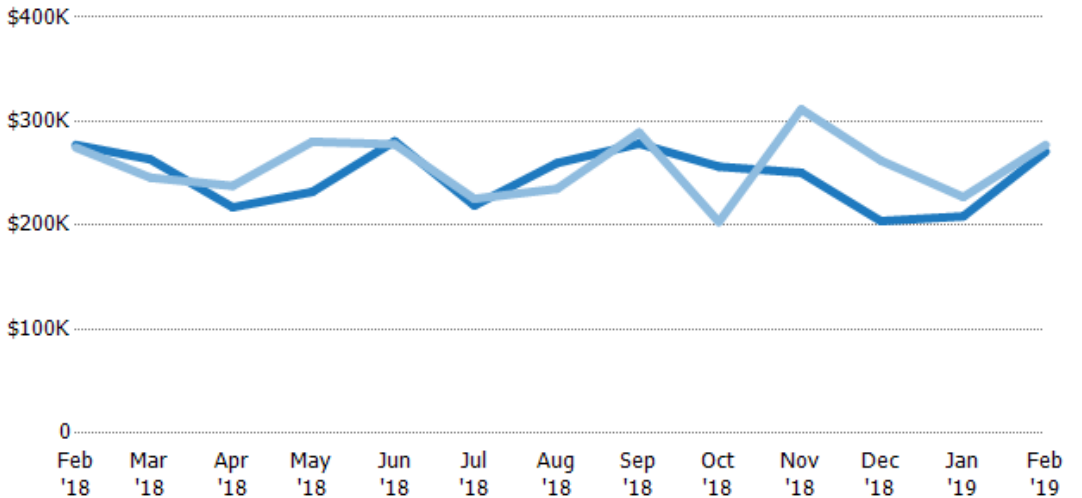
Condo/Townhouse	37%	28%	36%	20%	28%	22%	19%	28%	20%	27%	12%	28%	23%
Single Family Residence	63%	72%	64%	80%	72%	78%	81%	72%	80%	73%	88%	72%	77%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

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



Current Year	\$277K	\$263K	\$217K	\$232K	\$281K	\$219K	\$260K	\$278K	\$256K	\$251K	\$204K	\$209K	\$271K
Prior Year	\$275K	\$246K	\$238K	\$280K	\$278K	\$225K	\$235K	\$289K	\$203K	\$312K	\$262K	\$227K	\$277K
Percent Change from Prior Year	1%	7%	-9%	-17%	1%	-3%	11%	-4%	26%	-20%	-22%	-8%	-2%

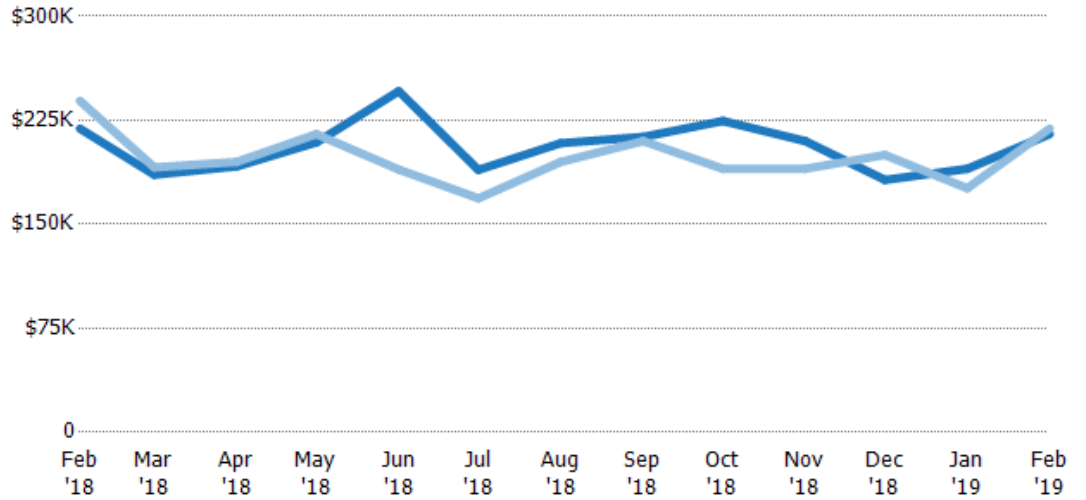
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$215K	-1.8%
Feb '18	\$219K	-8.4%
Feb '17	\$239K	-13.2%



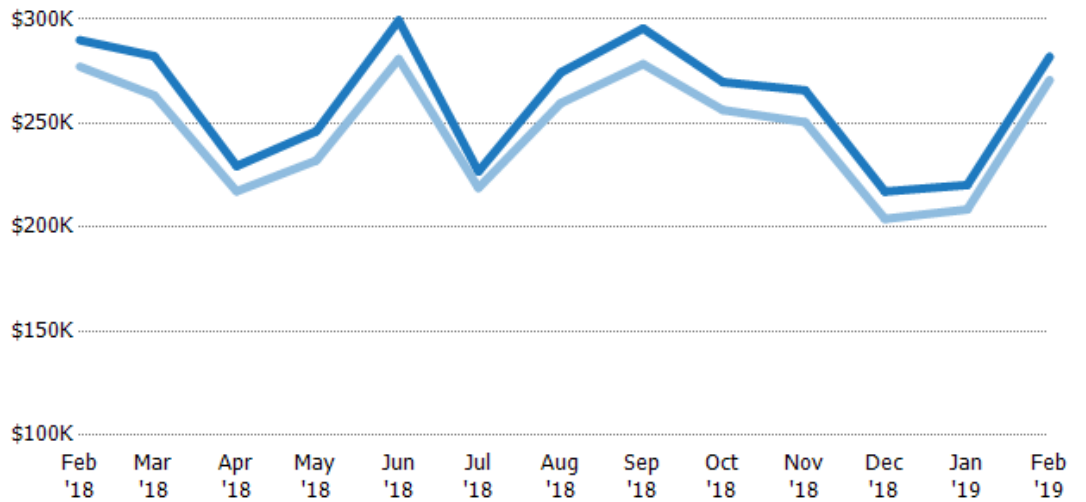
Current Year	\$219K	\$186K	\$192K	\$209K	\$246K	\$189K	\$209K	\$213K	\$225K	\$210K	\$182K	\$190K	\$215K
Prior Year	\$239K	\$191K	\$195K	\$215K	\$190K	\$169K	\$195K	\$210K	\$190K	\$190K	\$200K	\$176K	\$219K
Percent Change from Prior Year	-8%	-3%	-2%	-3%	30%	12%	7%	1%	18%	11%	-9%	8%	-2%

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

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



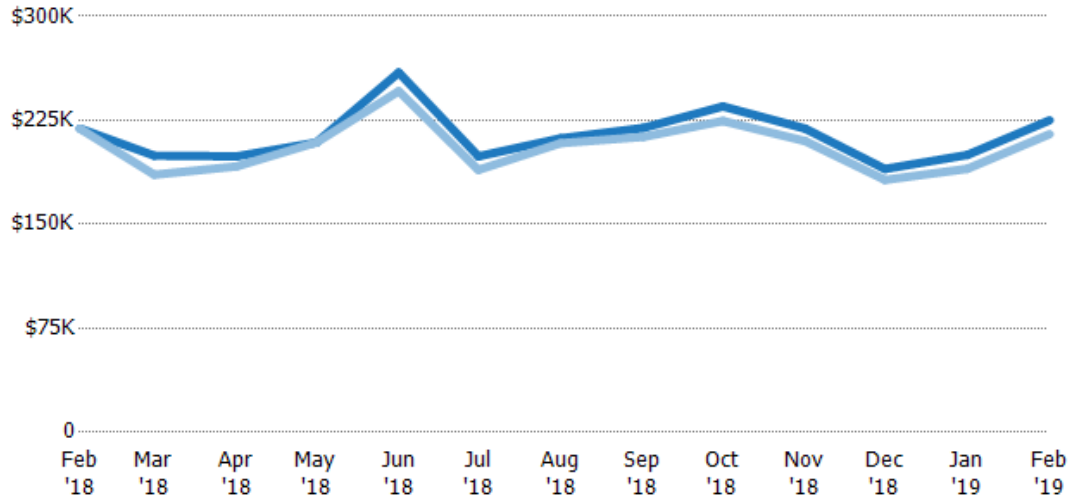
Avg List Price	\$290K	\$282K	\$229K	\$246K	\$299K	\$227K	\$274K	\$296K	\$270K	\$266K	\$217K	\$220K	\$282K
Avg Sales Price	\$277K	\$263K	\$217K	\$232K	\$281K	\$219K	\$260K	\$278K	\$256K	\$251K	\$204K	\$209K	\$271K
Avg Sales Price as a % of Avg List Price	96%	93%	95%	94%	94%	97%	95%	94%	95%	94%	94%	95%	96%

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

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



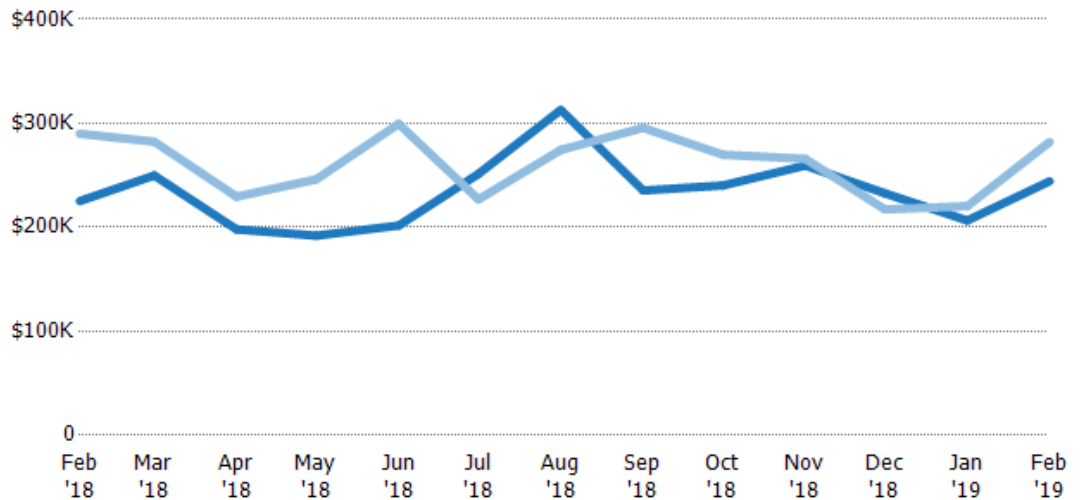
Median List Price	\$219K	\$200K	\$199K	\$209K	\$259K	\$199K	\$212K	\$219K	\$235K	\$219K	\$190K	\$200K	\$225K
Median Sales Price	\$219K	\$186K	\$192K	\$209K	\$246K	\$189K	\$209K	\$213K	\$225K	\$210K	\$182K	\$190K	\$215K
Med Sales Price as a % of Med List Price	100%	93%	96%	100%	95%	95%	98%	97%	96%	96%	96%	95%	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.

Filters Used

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



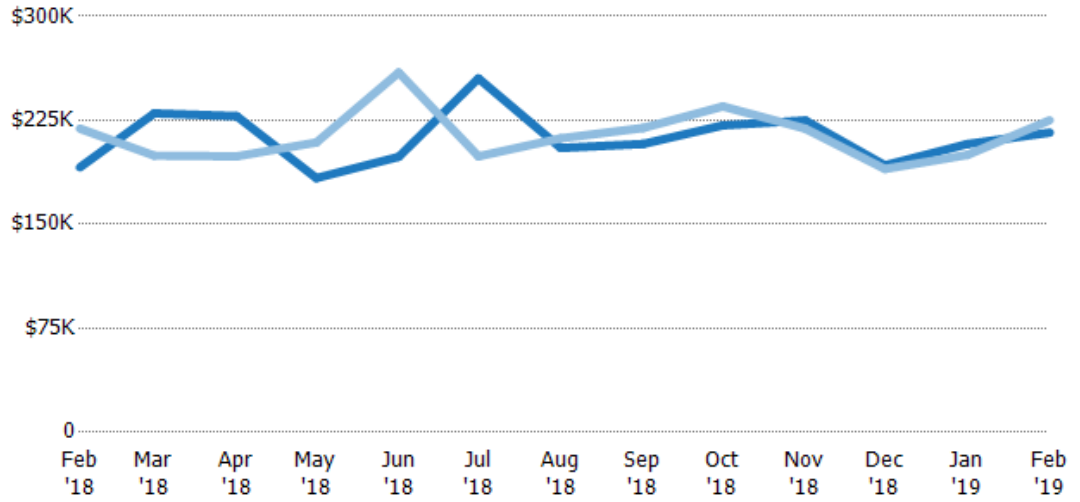
Avg Est Value	\$225K	\$250K	\$198K	\$192K	\$202K	\$251K	\$313K	\$235K	\$240K	\$259K	\$233K	\$206K	\$244K
Avg Sales Price	\$290K	\$282K	\$229K	\$246K	\$299K	\$227K	\$274K	\$296K	\$270K	\$266K	\$217K	\$220K	\$282K
Avg Sales Price as a % of Avg Est Value	129%	113%	116%	128%	148%	90%	88%	126%	112%	103%	93%	107%	115%

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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$191K	\$230K	\$228K	\$183K	\$199K	\$255K	\$205K	\$208K	\$221K	\$225K	\$193K	\$208K	\$216K
Median Sales Price	\$219K	\$200K	\$199K	\$209K	\$259K	\$199K	\$212K	\$219K	\$235K	\$219K	\$190K	\$200K	\$225K
Med Sales Price as a % of Med Est Value	115%	87%	87%	114%	131%	78%	103%	106%	106%	97%	99%	96%	104%