

Summary of Key Listing and Sales Metrics

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

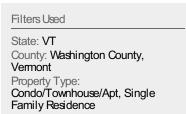
Key Metrics	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
ting Activity Charts Metrics						
New Listing Count	23	25	-8%	23	25	-8%
New Listing Volume	\$5,754,300	\$10,926,400	-47.3%	\$5,754,300	\$10,926,400	-47.3%
Active Listing Count	339	373	-9.1%	NA	N/A	
Active Listing Volume	\$128,246,404	\$136,321,861	-5.9%	NA	N/A	
Average Listing Price	\$378,308	\$365,474	+3.5%	\$378,308	\$365,474	+3.5%
Median Listing Price	\$299,900	\$275,000	+9.1%	\$299,900	\$275,000	+9.1%
Median Daysin RPR	158	166	-4.8%	158	166	-4.8%
Months of Inventory	_	_	-	7.1	10.1	-29.9%
Absorption Rate	_	_	+_	14.16%	9.92%	+4.2%
es Activity Charts Metrics					• • • • • • • • • • • • • • • • • • • •	
New Pending Sales Count	34	39	-12.8%	34	39	-12.8%
New Pending Sales Volume	\$10,251,600	\$10,067,444	+1.8%	\$10,251,600	\$10,067,444	+1.8%
Pending Sales Count	74	56	+32.1%	NA	N/A	
Pending Sales Volume	\$23,815,499	\$14,765,244	+61.3%	NA	N/A	
Closed Sales Count	44	48	-8.3%	44	48	-8.3%
Closed Sales Volume	\$8,572,796	\$11,050,900	-22.4%	\$8,572,796	\$11,050,900	-22.4%
Average Sales Price	\$194,836	\$230,227	-15.4%	\$194,836	\$230,227	-15.4%
Median Sales Price	\$187,500	\$191,000	-1.8%	\$187,500	\$191,000	-1.8%

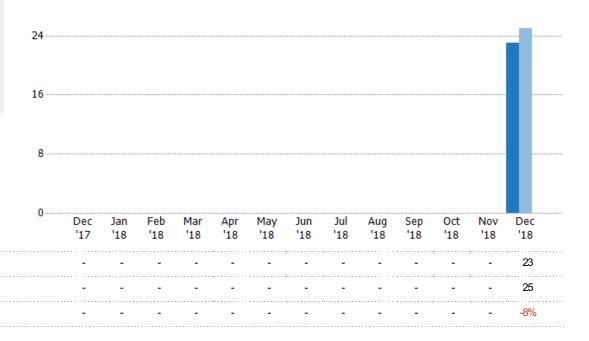




New Listings

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





New Listing Volume

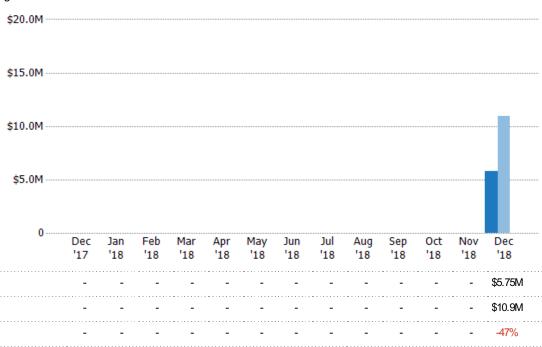
Percent Change from Prior Year

Current Year

Prior Year

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

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





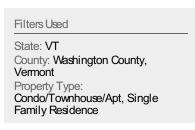
Current Year

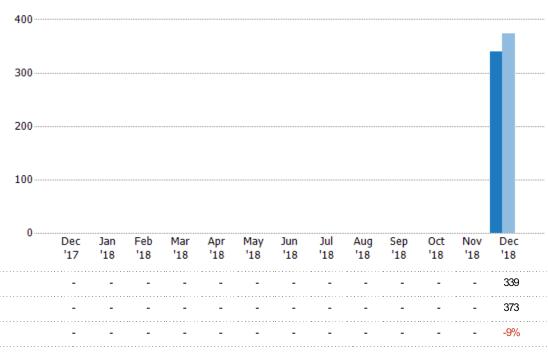
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

Percent Change from Prior Year

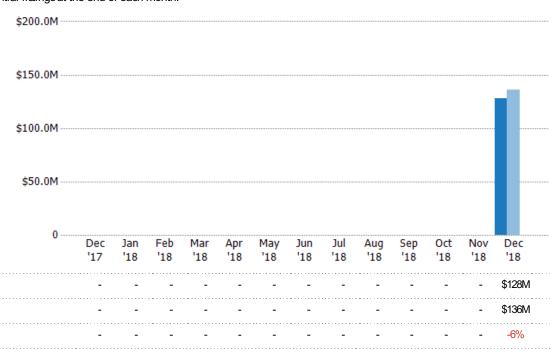
Current Year

Prior Year

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

Filters Used

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



Current Year

Percent Change from Prior Year





Average Listing Price

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

	\$400K
Filters Used	
State: VT County: Washington County, Vermont Property Type:	\$300K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K
	\$100K

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-							-	-	-	\$378K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$365K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%

Median Listing Price

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

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Filters Used	\$300K
State: VT County: Washington County, Vermont	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K

	\$/5K												
	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$275K
Percent Change from Prior Year	-	-	-	-	-	-	-	- -	-	-	-	-	9%







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.

	\$100K	 	 	 	 	 	
	\$100K	 	 	 	 	 	
	\$100K						
Family Residence	\$200K	 	 	 	 	 	
roperty Type: Condo/Townhouse/Apt, Single							
Vermont Property Type:							
ir warity,	\$300K						
State: VT County: Washington County,	\$300K	 	 	 	 	 	

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.

¢300K

Filters Used
State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence
Family Residence

0K												
5K												
_					May							
0 Dec '17	Jan '18	Feb	Mar	Apr	May '18	Jun		Aug	Sep		Nov '18	De
Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	De
Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov '18	De '1



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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.

	200												
Filters Used State: VT													
County: Washington County, Vermont Property Type:	150												
Condo/Townhouse/Apt, Single Family Residence	100												
	50												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	- -	-	- -	-	-	-	-	-	-	158
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	166
Percent Change from Prior Year	-	-	-	-	-	-	-	_	_	-	-	-	-5%

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: Washington County, Vermont Property Type:	15
Condo/Townhouse/Apt, Single Family Residence	10

	5												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	- -	-	5.56
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6.11
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-9%







Absorption Rate

The percentage of inventory sold per month.

ΗI	ters	Used

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

Active/Pending/Sold Units

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

Filters Used	Fil	Iters	Used
--------------	-----	-------	------

State: VT

County: Washington County, Vermont

Change from Prior Year

Property Type: Condo/Townhouse/Apt, Single Family Residence

200							
200	 	 	 	 	 		
100							
100							
•	 	 	 	 	 		
•		 	 	 	 		De
•	 	 	 	 	 	Nov	



Active Pending

Sold



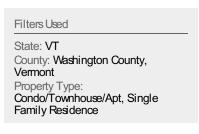
Current Year

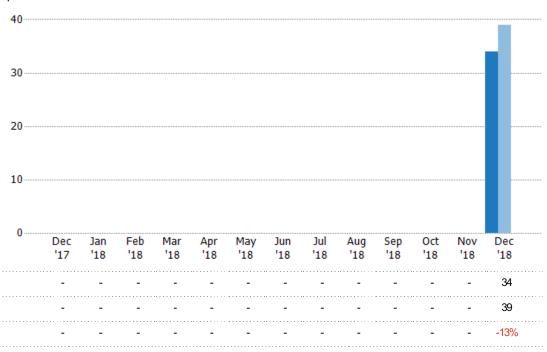
Prior Year

Market Data Report

New Pending Sales

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





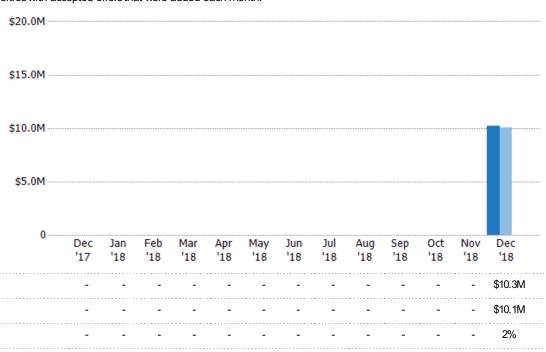
New Pending Sales Volume

Percent Change from Prior Year

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

Filters Used

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

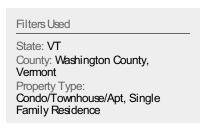


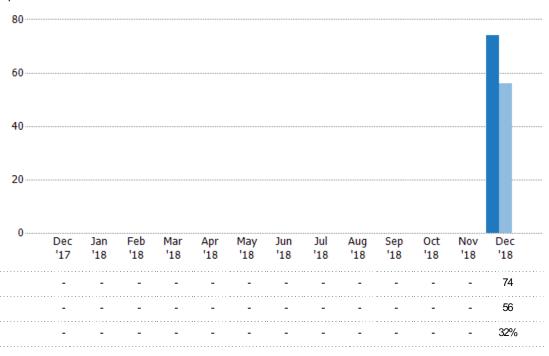
Current Year

Percent Change from Prior Year

Pending Sales

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





Pending Sales Volume

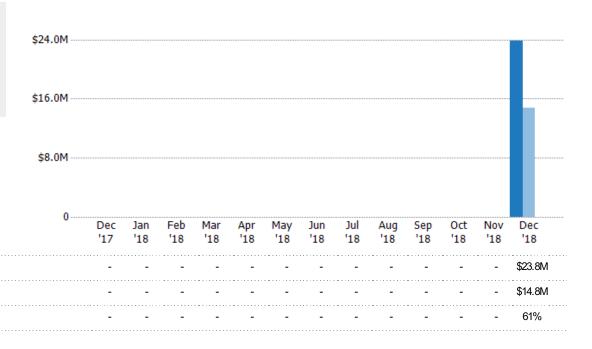
Percent Change from Prior Year

Current Year

Prior Year

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

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



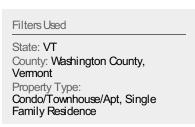
Current Year

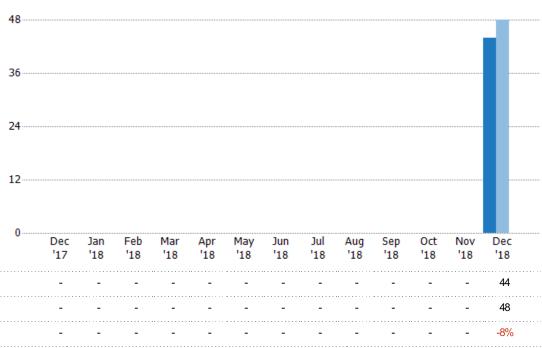
Percent Change from Prior Year



Closed Sales

The total number of residential properties sold each month.





Closed Sales Volume

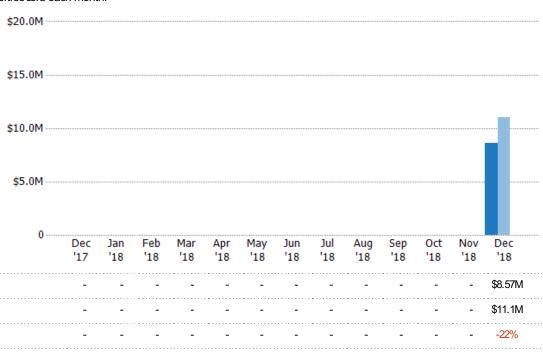
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year





Closed Sales by Property Type

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

Filters Used

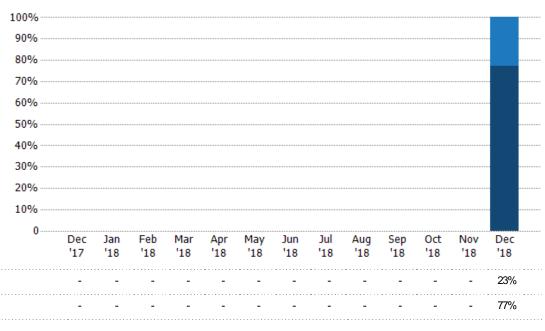
State: VT

County: Washington County,

Vermont Property Type:

Condo/Townhouse/Apt, Single Family Residence

Condo/Townhouse



Average Sales Price

Single Family Residence

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

\$150K

Filters Used State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single

Family Residence

Current Year Prior Year

Percent Change from Prior Year

\$300K \$225K

\$75K

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$195K
 -	-	-	-	-	-	-	-	-	-	-	-	\$230K
 _	_		_	_	_	- -	_	_	_	_	-	-15%







Median Sales Price

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

Filters Used	\$200K												
State: VT County: Washington County, Vermont Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	- -	- -	- -	- -	-	-	\$188K
Prior Year	-	-	_	-	-	-	-	-	-	-	-	-	\$191K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-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.

\$75K-

Filters Used	\$300K
State: VT County: Washington County, Vemont	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K

	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg List Price	-		-	-	-	- -	- -	- -	-		- -	-	\$205K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$195K
Avg Sales Price as a % of Avg List Pric		-	-	-	-	-	-	-	-	-	-	-	95%





\$188K

95%



Median Sales Price

Med Sales Price as a % of Med List Price

Market Data Report

Median Sales Price vs Median Listing Price

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

Eller Heel	\$200K												************
Filters Used													
State: VT													
County: Washington County, Vermont	\$150K												
Property Type:													
Condo/Townhouse/Apt. Single													
Family Residence	\$100K												
	\$50K												
	Dec	Jan	Eah	Mar	Apr	May	lun	Jul	Aug	Con	Oct	Nov	Dec
	'17	'18	'18	'18	'18	May '18	'18		Aug '18	Sep '18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$197K

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.

	\$300K
Filters Used	42333
State: VT County: Washington County, Vermont	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K

	\$75K												
	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	 Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$206k
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$205k
Avg Sales Price as a % of Avg Est Value	-	-	-	-	- -	-	-	-	-	-	-	-	100%







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.

Filtow I load	\$200K ·····												
State: VT County: Washington County, Vermont Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$181K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	109%



