

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 | +/- | Feb 2017 | Feb 2018 | Key Metrics |
|---------|--------------|--------------|---------|--------------|--------------|---------------------------------|
| | | | | | | Listing Activity Charts Metrics |
| -30% | 10 | 7 | -30% | 10 | 7 | New Listing Count |
| -46.9% | \$1,547,300 | \$821,700 | -46.9% | \$1,547,300 | \$821,700 | New Listing Volume |
| -19.6% | 97 | 78 | -19.6% | 97 | 78 | Active Listing Count |
| -3.4% | \$14,762,499 | \$14,259,686 | -3.4% | \$14,762,499 | \$14,259,686 | Active Listing Volume |
| +20.1% | \$152,191 | \$182,816 | +20.1% | \$152,191 | \$182,816 | Average Listing Price |
| +19.2% | \$125,000 | \$149,000 | +19.2% | \$125,000 | \$149,000 | Median Listing Price |
| -2.1% | 211 | 206.5 | -2.1% | 211 | 206.5 | Median Days in RPR |
| +7.2% | 12.1 | 13 | - | _ | _ | Months of Inventory |
| -0.6% | 8.25% | 7.69% | + | _ | _ | Absorption Rate |
| | | | | | | Sales Activity Charts Metrics |
| +100% | 3 | 6 | +100% | 3 | 6 | New Pending Sales Count |
| +678.2% | \$162,800 | \$1,266,900 | +678.2% | \$162,800 | \$1,266,900 | New Pending Sales Volume |
| +_ | 13 | 13 | + | 13 | 13 | Pending Sales Count |
| +63.9% | \$1,514,256 | \$2,482,600 | +63.9% | \$1,514,256 | \$2,482,600 | Pending Sales Volume |
| +16.7% | 6 | 7 | +16.7% | 6 | 7 | Closed Sales Count |
| +15.1% | \$929,000 | \$1,069,000 | +15.1% | \$929,000 | \$1,069,000 | Closed Sales Volume |
| -1.4% | \$154,833 | \$152,714 | -1.4% | \$154,833 | \$152,714 | Average Sales Price |
| +1.4% | \$147,000 | \$149,000 | +1.4% | \$147,000 | \$149,000 | Median Sales Price |





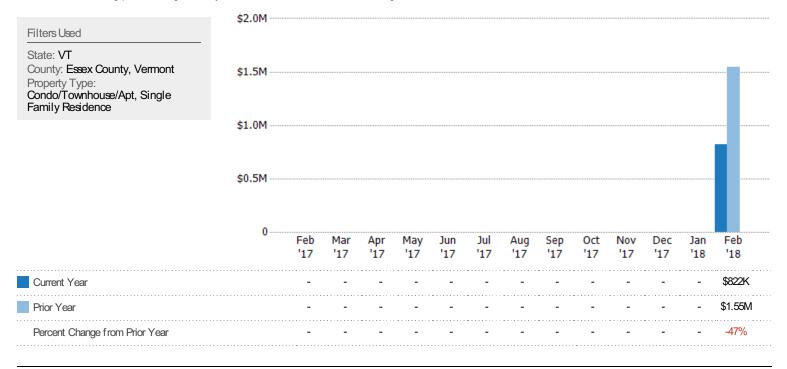
New Listings

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

| | 20.00 | | | | | | | | | | | | | |
|---|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Filters Used State: VT County: Essex County, Vermont | 15.00 | | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | | | | | | | | | | | | | | |
| | 10.00 | | | | | | | | | | | | | |
| | 5.00 | | | | | | | | | | | | | |
| | 0 | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb |
| | | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | 7 |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 10 |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | -30% |
| | | | | | | | | | | | | | | |

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 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | | Dec '17 | Jan '18 | Feb '18 |
| Current Year | | - | | | - | | | | | | | | | 78 |
| | | - | | | - | | | - | | | | - | | |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 97 |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | -20% |

Active Listing Volume

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

| FiltersUsed | | | | | | | | | | | | | | |
|---|---|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---------|
| State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$24.0M | | | | | | | | | | | | | |
| Family Residence | \$16.0M | | | | | | | | | | | | | |
| | \$8.0M | | | | | | | | | | | | | |
| | , i i i i i i i i i i i i i i i i i i i | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb |
| | | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$14.3M |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$14.8M |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | -3% |
| | | | | | | | | | | | | | | |



Average Listing Price

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

| | ¢50M | | | | | | | | | | | | |
|----------------------------|----------|------------|------------|-----------------|-----|-----|-----|-----|-----|-----|-----|-----|------------|
| | \$50K | | | | | | | | | | | | |
| | \$50K | | | | | | | | | | | | |
| | \$50K | | | | | | | | | | | | |
| | 0 Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb |
| | 0 | Mar '17 | Apr '17 | May '17 | | | | | | | | | Feb '18 |
| Current Year | 0 Feb | | Apr '17 | May '17 | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | |
| Current Year Prior Year | 0 Feb | | Apr '17 | May '17 - | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | '18 |

Median Listing Price

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

| Percent Change from Prior Year | | | | | | | | | | | | _ | 19% |
|---|-----------------|------------|------------|-----|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$125K |
| Current Year | - | - | | - | - | - | - | - | - | - | - | - | \$149K |
| | 0 Feb '17 | Mar '17 | Apr '17 | '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
| | \$100K | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | \$100K | | | | | | | | | | | | |
| State: VT County: Essex County, Vermont | \$150K | | | | | | | | | | | | |
| Filters Used | \$200K | | | | | | | | | | | | |





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 Property Type: Condo/Townhouse/Apt, Single | \$150K | | | | | | | | | | | | |
| Family Residence | 61.00K | | | | | | | | | | | | |
| | \$100K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$50K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 | | • | | • | 7] | | C | 0.1 | | D | • | E-L |
| | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
| | | | | | | | | | | | | | |
| Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$140K |
| Avg Listing Price | - | - | - | - | - | - | - | - | - | - | - | - | \$183K |
| Avg Listing Price as a % of Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 131% |
| | | | | | | | | | | | | | |

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 | | | | | | | | | | | | |
| | \$100K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$50K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb |
| | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 |
| Median Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$131K |
| Median Listing Price | - | - | - | - | - | - | - | - | - | - | - | - | \$149K |
| Med Listing Price as a % of Med Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 113% |
| | | | | | | | | | | | | | |





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 | | | | | - | | | | | | | |
| | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
| | | 1/ | | | 17 | | | | | | 17 | 10 | 10 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 207 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 211 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -2% |
| | | | | | | | | | | | | | |

Months of Inventory

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

| FiltersUsed | 50 | | | | | | | | | | | | |
|---|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 38 | | | | | | | | | | | | |
| | 25 | | | | | | | | | | | | |
| | 13 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 9.75 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 48.5 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -80% |
| | | | | | | | | | | | | | |





Absorption Rate

The percentage of inventory sold per month.

| Elfere lie d | 15% | | | | | | | | | | | | |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 10% | | | | | | | | | | | | |
| | 5% | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 10% |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 2% |
| Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -8% |
| | | | | | | | | | | | | | |

Active/Pending/Sold Units

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

| State: VT County: Essex County, Vermont Property Type: | 60 | | | | | | | | | | |
|---|-----------------------|------------|------------|------------|------|------------|------------|------------|------------|------------|------------|
| Property Type: Condo/Townhouse/Apt, Single Family Residence | | | | | | | | | | | |
| | 40 | | | | | | | | | | |
| | | | | | | | | | | | |
| | 20 | | | | | | | | | | |
| | 20 | | | | | | | | | | |
| | 20 | | | | | | | | | | |
| | 20 0 Feb '17 | Mar '17 | Apr '17 | May '17 | | Aug '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
| Active | 0 Feb | Mar | Apr | May | | | 0ct | Nov | Dec | | |
| Active Pending | 0 Feb | Mar | Apr | May | | | 0ct | Nov | Dec | | '18 |





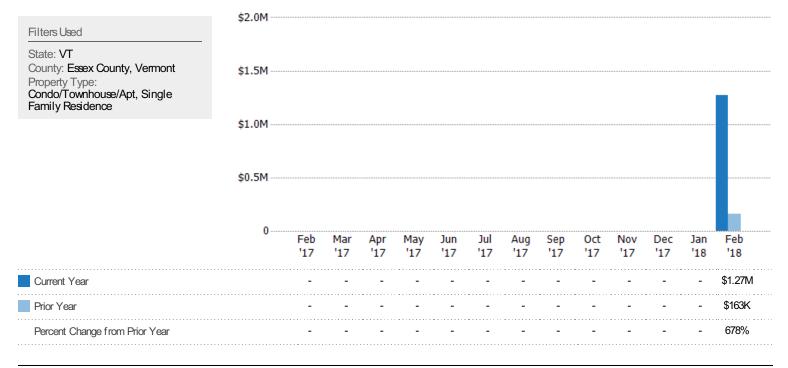
New Pending Sales

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 | 5.40 | | | | | | | | | | | | | |
|---|------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 1.80 | | | | | | | | | | | | | |
| | 0 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
| | | 17 | 17 | 17 | 17 | 17 | 17 | 17 | 17 | 17 | 17 | 17 | 10 | 10 |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | 6 |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 3 |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 100% |
| | | | | | | | | | | | | | | |

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.







Pending Sales

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

| Filters Used | 20 | | | | | | | | | | | | | | |
|---|----|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--|
| State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 15 | | | | | | | | | | | | | | |
| | 10 | | | | | | | | | | | | | | |
| | 5 | | | | | | | | | | | | | | |
| | 0 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | |
| | | | 17 | 17 | | 17 | 17 | | 17 | 17 | 17 | 17 | 10 | 10 | |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | 13 | |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 13 | |
| PriorExtra Year | | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| | | | | | | | | | | | | | | | |

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 | \$2.4M | | | | | | | | | | | | | |
| Family Residence | \$1.6M | | | | | | | | | | | | | |
| | \$0.8M | | | | | | | | | | | | | |
| | 0 | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb |
| | | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$2.48M |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$1.51M |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 64% |
| | | | | | | | | | | | | | | |



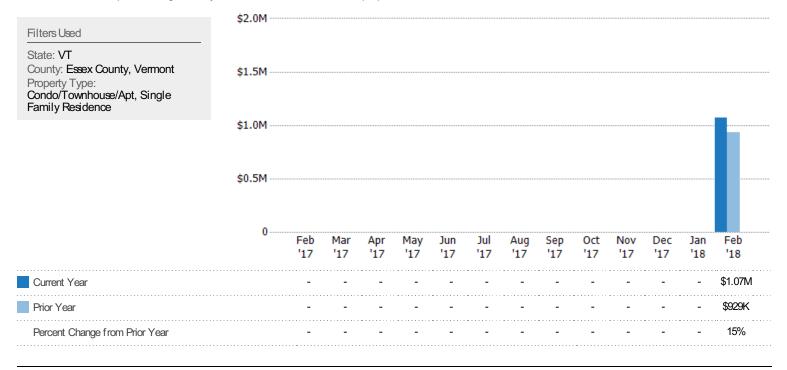
Closed Sales

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

| Filters Used | 8.00 | | | | | | | | | | | | | | |
|---|------|------------|------------|-----|----------|------------|-----|------------|------------|------------|------------|------------|------------|------------|---------|
| State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 6.00 | | | | | | | | | | | | | | |
| | 4.00 | | | | | | | | | | | | | | |
| | 2.00 | | | | | | | | | | | | | | |
| | 0 | E-F | | | M | 1 | 7.1 | A | C | | | Dee | 1 | E-h | |
| | | Feb '17 | Mar '17 | '17 | May '17 | Jun '17 | '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | 7 | |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 6 | • • • • |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 17% | •••• |
| | | | | | | | | | | | | | | | |

Closed Sales Volume

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





Closed Sales by Property Type

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

| State: VT 80% County: Essex County, Vermont 80% Property Type: 70% Condo/Townhouse/Apt, Single 60% 50% 40% 30% 20% 10% 10% 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb 10% 10% 117 '17 '17 '17 '17 '17 '17 '18 '18 | | 100% | | | | | | | | | | | | | | |
|--|---|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|---|
| County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence 70% 60% 60% 50% 40% 30% 20% 10% 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb 10% 10% 117 117 117 117 117 117 117 118 118 | Filters Used | 90% | | | | | | | | | | | | | | |
| Property Type: 70% Condo/Townhouse/Apt, Single 60% Family Residence 50% 40% 30% 20% 10% 10% 50 | State: VT County: Essex County. Vermont | 80% | | | | | | | | | | | | | | |
| Family Residence 00% 50% 40% 30% 30% 20% 10% 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb 117 117 117 117 117 117 117 117 118 118 | | 70% | | | | | | | | | | | | | | |
| 40% 30% 20% 10% | Condo/Townhouse/Apt, Single Family Residence | 60% | | | | | | | | | | | | | | |
| 30% 20% 10% 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 | | 50% | | | | | | | | | | | | | | |
| 20% 10% 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 | | 40% | | | | | | | | | | | | | | |
| 10% 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 | | 30% | | | | | | | | | | | | | | |
| 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 | | 20% | | | | | | | | | | | | | | |
| '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 | | 10% | | | | | | | | | | | | | | |
| '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 | | 0 | - | | | | | | | | | | | | | |
| | | | | Mar | Apr | May | | | Aug | Sep | | | | | | |
| Single Family Residence 100% | | | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | |
| | Single Family Residence | | - | - | - | - | - | - | - | - | - | - | - | - | 100% |) |

Average Sales Price

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

| \$200K | | | | | | | | | | | | |
|--------|--------------------------------|--------------------------------|---|---|---|--------------------------------|---|--------------------------------|--|---|---|--|
| \$150K | | | | | | | | | | | | |
| \$100K | | | | | | | | | | | | |
| \$50K | | | | | | | | | | | | |
| Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb '18 |
| | 17 | 17 | 17 | 17 | 17 | | 17 | 17 | 17 | 17 | 18 | 18 |
| - | - | - | - | - | - | - | - | - | - | - | - | \$153K |
| - | - | - | - | - | - | - | - | - | - | - | - | \$155K |
| - | - | - | - | - | - | - | - | - | - | - | - | -1% |
| | \$150K \$100K \$50K 0 | \$150K \$100K \$50K 0 | \$150K \$100K \$50K 0 Feb Mar Apr | \$150K \$100K \$50K 0 Feb Mar Apr May | \$150K \$100K \$50K 0 Feb Mar Apr May Jun | \$150K \$100K \$50K 0 | \$150K \$100K \$50K 0 Feb Mar Apr May Jun Jul Aug | \$150K \$100K \$50K 0 | \$150К \$100К \$50К \$50К 0 Feb Mar Apr May Jun Jul Aug Sep Oct | \$150K \$100K \$50K \$50K 0 | \$150K \$100K \$50K \$50K 0 | \$150K \$100K \$50K 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan '17 '17 '17 '17 '17 '18 |





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 Property Type: Condo/Townhouse/Apt, Single Family Residence | | | | | | | | | | | | | |
| | \$100K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$50K | | | | | | | | | | | | |
| | + | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 Feb | Mar | Apr | May | Jun | | Aug | Sep | 0ct | Nov | Dec | Jan | Feb |
| | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$149K |
| Prior Year | - | - | - | - | - | _ | - | - | - | - | _ | _ | |
| • | | | | | | | | | | | | | \$147K |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | | - | - | - | \$147K 1% |

Average Sales Price vs Average Listing Price

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

| Avg Sales Price as a % of Avg List Price | - | - | - | - | - | - | - | - | - | - | - | - | 92% |
|--|-----------------|------------|------------|---|---|---|------------|---|------------|------------|------------|------------|------------|
| Avg Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$153K |
| Avg List Price | - | - | - | - | - | - | - | - | - | - | - | - | \$167K |
| | 0 Feb '17 | Mar '17 | Apr '17 | | | | Aug '17 | | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
| | \$100K \$50K | | | | | | | | | | | | |
| County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| Filters Used State: VT | \$200K | | | | | | | | | | | | |





Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for 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 Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
| Median List Price | - | - | - | - | - | - | - | - | - | - | - | - | \$149K |
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$149K |
| Med Sales Price as a % of Med List Price | - | - | - | - | - | - | - | - | - | - | - | - | 100% |
| | | | | | | | | | | | | | |

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 | - | - | - | - | - | - | - | - | - | - | - | - | 375% |
|---|--------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Avg Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$167K |
| Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$44.5K |
| | \$50K 0 Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
| Family Residence | \$100K | | | | | | | | | | | | |
| State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| Filters Used | \$200K ······ | | | | | | | | | | | | |



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 Free County Vorment | 4150V | | | | | | | | | | | | |
| County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| | \$100K | | | | | | | | | | | | |
| | \$50K | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Feb '17 | Mar '17 | Apr '17 | Мау '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
| Median Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$44.5K |
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$149K |
| Med Sales Price as a % of Med Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 335% |
| | | | | | | | | | | | | | |

