

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





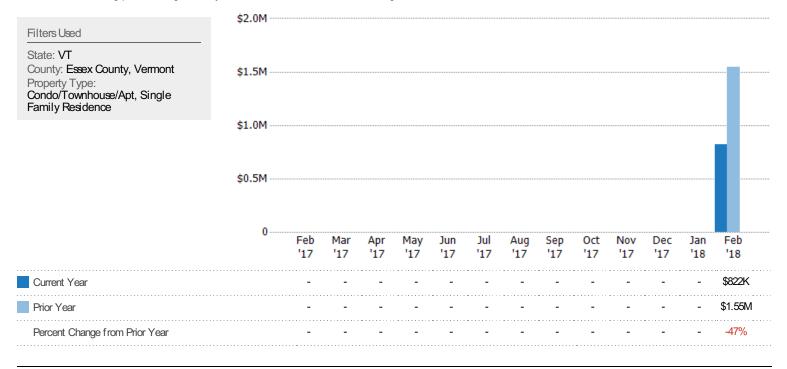
New Listings

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





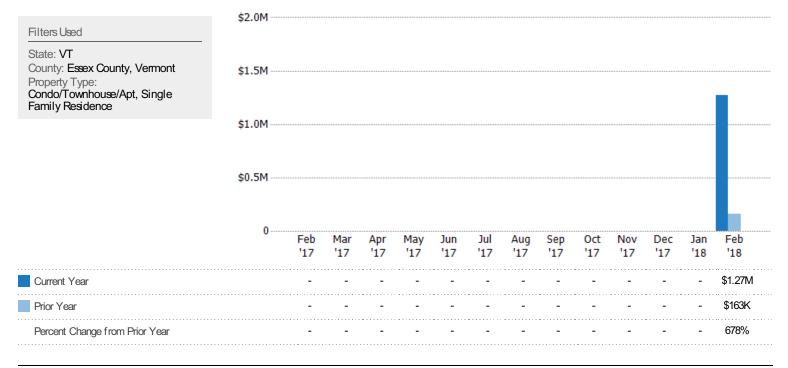
New Pending Sales

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%



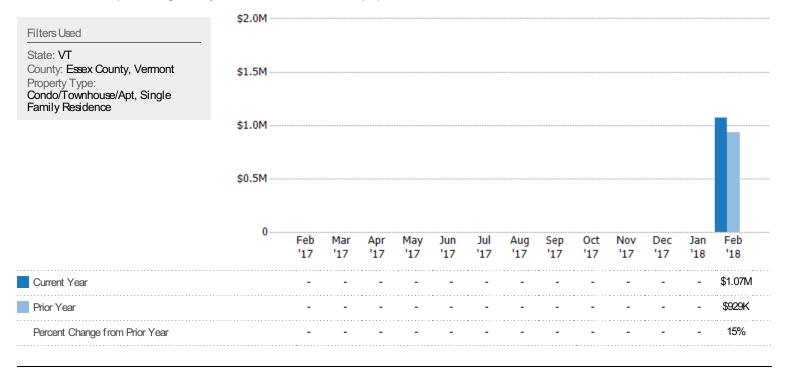
Closed Sales

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%

