

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 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics			1			
New Listing Count	55	57	-3.5%	55	57	-3.5%
New Listing Volume	\$12,929,400	\$14,281,930	-9.5%	\$12,929,400	\$14,281,930	-9.5%
Active Listing Count	350	466	-24.9%	350	466	-24.9%
Active Listing Volume	\$130,046,300	\$136,531,279	-4.7%	\$130,046,300	\$136,531,279	-4.7%
Average Listing Price	\$371,561	\$292,986	+26.8%	\$371,561	\$292,986	+26.8%
Median Listing Price	\$278,700	\$219,000	+27.3%	\$278,700	\$219,000	+27.3%
Median Daysin RPR	188	209	-10%	188	209	-10%
Months of Inventory	_	_	-	9.2	15.5	-40.7%
Absorption Rate	_	_	+-	10.86%	6.44%	+4.4%
Sales Activity Charts Metrics						
New Pending Sales Count	44	56	-21.4%	44	56	-21.4%
New Pending Sales Volume	\$10,207,300	\$13,027,050	-21.6%	\$10,207,300	\$13,027,050	-21.6%
Pending Sales Count	80	94	-14.9%	80	94	-14.9%
Pending Sales Volume	\$22,153,700	\$22,945,975	-3.5%	\$22,153,700	\$22,945,975	-3.5%
Cloæd Sales Count	27	38	-28.9%	27	38	-28.9%
Closed Sales Volume	\$4,942,195	\$8,536,639	-42.1%	\$4,942,195	\$8,536,639	-42.1%
Average Sales Price	\$183,044	\$224,648	-18.5%	\$183,044	\$224,648	-18.5%
Median Sales Price	\$178,195	\$206,500	-13.7%	\$178,195	\$206,500	-13.7%

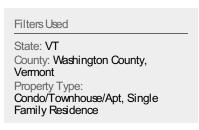


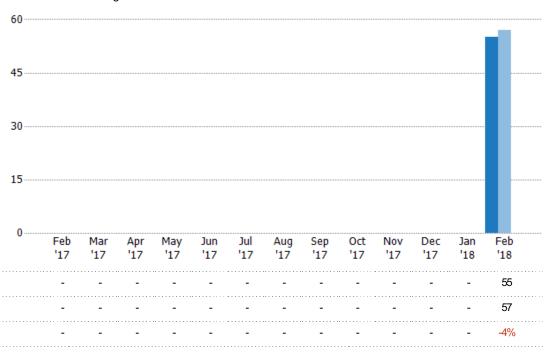




New Listings

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





New Listing Volume

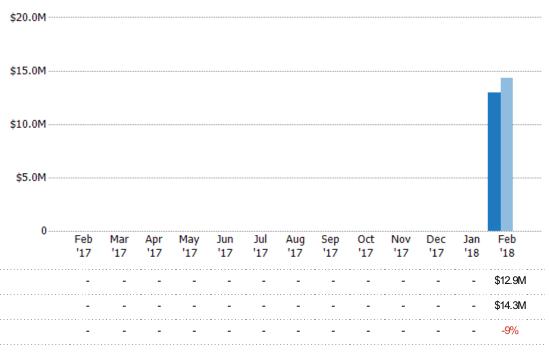
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome 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

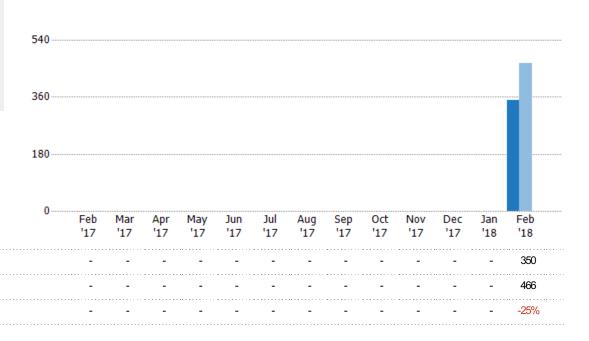




Active Listings

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

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



Active Listing Volume

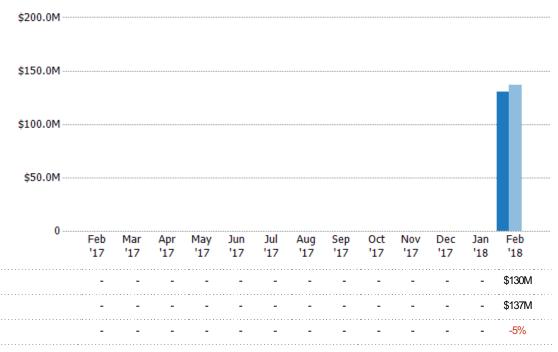
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings 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





Average Listing Price

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

Filters Used													
State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	\$100K												
	,												
	,		Apr		Jun	Jul	Aug	Sep		Nov	Dec	Jan	Fe
	0												
Current Year	0 Feb	Mar '17	Apr	May '17	Jun	Jul '17	Aug '17	Sep	0ct '17	Nov	Dec	Jan	Fe
Current Year Prior Year	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	Fe '1 \$37

Median Listing Price

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

Filters Used	\$300K
State: VT County: Washington County, Vermont	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K
	\$75K
	O

	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$279K	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$219K	
Percent Change from Prior Year	_	_	-	-	-	-	_	-	-	-	-	-	27%	







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: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	\$100K												
	, , , , ,												
	0												
	, , , , ,									Nov '17	Dec '17	Jan '18	Fe
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Fe '1
Avg Est Value	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 -	Fe '1
Avg Est Value Avg Listing Price	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 -	54 11 \$36

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	\$300K
State: VT County: Washington County, Vermont Property Type:	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K
	\$75K

	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	
Median Est Value	-	-	-	-	-	-	-	_	-	-	-	-	\$281K	
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$279K	
Med Listing Price as a % of Med Est Value	_	_	_	- -	_	_	_	_	_	_	_	_	99%	







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: Washington County, Vermont Property Type:	225												
Condo/Townhouse/Apt, Single Family Residence	150												
	75												
	75												
	,,,												
	,,,		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Fe
	0						Aug '17						
	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 -	F6 '1
Current Year Prior Year	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 -	F6 '1

Months of Inventory

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

Current Year Prior Year	'17 -	-	-	-	- -	-	-	'17 -	-	'17 -	'17 -	'18 -	'18 11.3
	'1/	17	1/	17	1/	'1/	17	'1/	1/	'1/	1/	'18	'18
	0 Feb	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep	0ct '17	Nov	Dec	Jan	Feb
Family Residence	8												
State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single	23												





Absorption Rate

The percentage of inventory sold per month.

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

10%	

	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
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.

100

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

100	
300	
200	

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
-	-	-	-	-	-	-	-	-	-	-	-	350
-	-	-	-	-	-	-	-	-	-	-	-	80
-	-	-	-	-	-	-	-	-	-	-	-	27

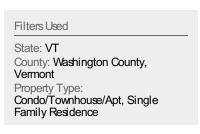
Active
Pending
Sold

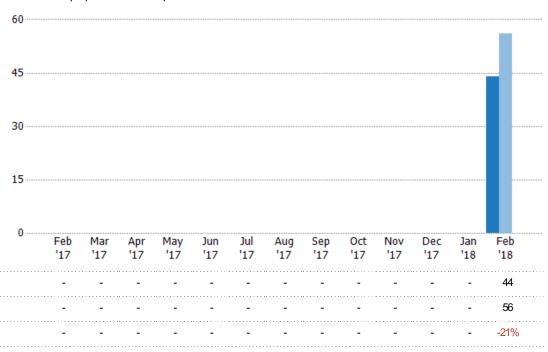




New Pending Sales

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





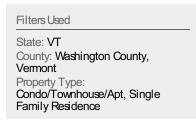
New Pending Sales Volume

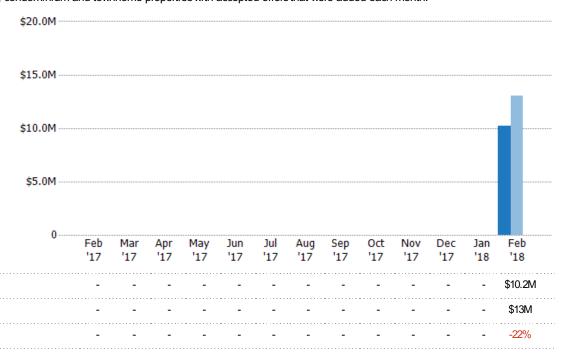
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.





Current Year

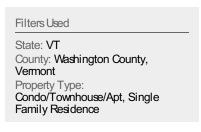
Percent Change from Prior Year

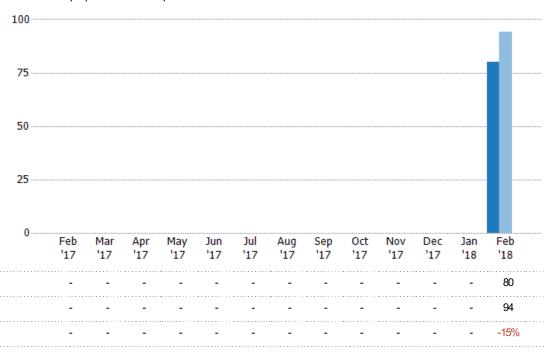




Pending Sales

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





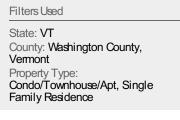
Pending Sales Volume

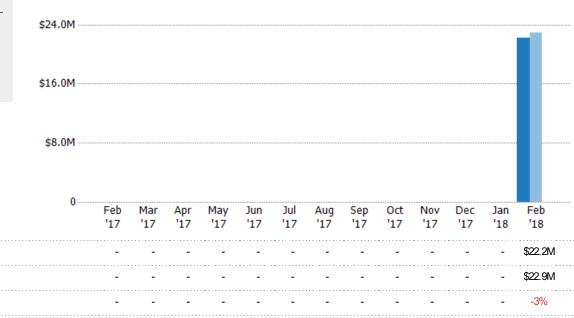
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

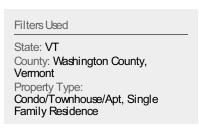
Percent Change from Prior Year

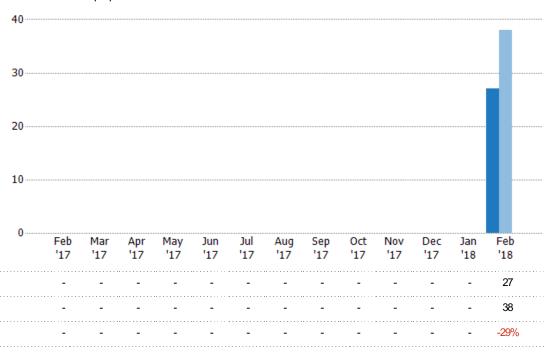




Closed Sales

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





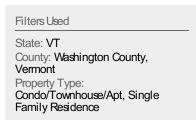
Closed Sales Volume

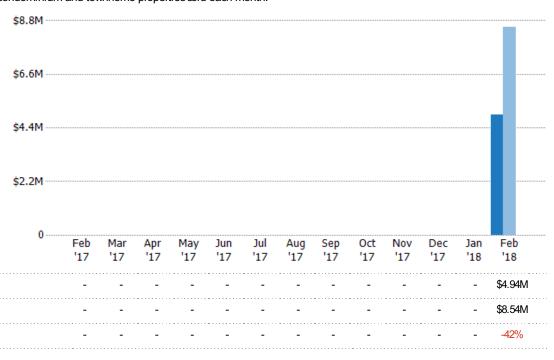
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year





Closed Sales by Property Type

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

Filters Used

State: VT

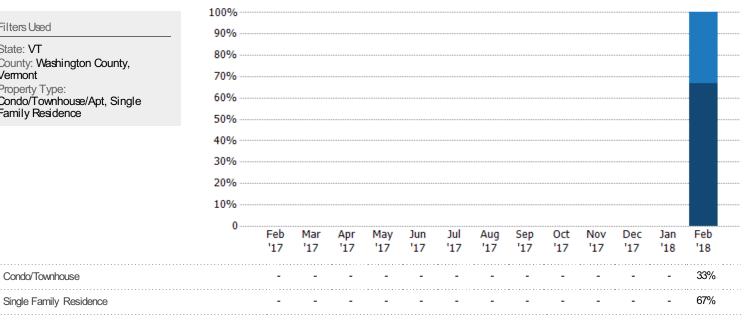
County: Washington County,

Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



Average Sales Price

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

Filters Used	\$300K												
State: VT County: Washington County, Vermont Property Type:	\$225K ·······												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												***************************************
	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	_	-	-	-	-	-	-	-	-	-	-	-	\$183K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-19%







Median Sales Price

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

Filters Used	\$300K												•••••
State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Family Residence	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	
													\$207K

Average Sales Price vs Average Listing Price

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

\$50K

\$200K

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

\$200K

\$150K

	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov	Dec '17	Jan	Feb '18
Avg List Price	-	-	- -	- -	- -	- -	-	-	-	- -	-	-	\$199K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$183K
Ava Sales Price as a % of Ava List Price	_	_			_		_	_		_		_	92%







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												
State: VT County: Washington County, Vermont Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$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	-	-	-		-	-	-	-	-	-	-	-	\$190K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	_	-	-	-	-	94%

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.

Elfam I las d	\$200K												
Filters Used													
State: VT County: Washington County, Vermont	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$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



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



\$151K

\$199K

132%



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	\$200K												
State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$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 Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$138K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Med Sales Price as a % of Med Est Value	_	_		-	-		-	-	-	-	-	-	138%



