

Summary of Key Listing and Sales Metrics

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

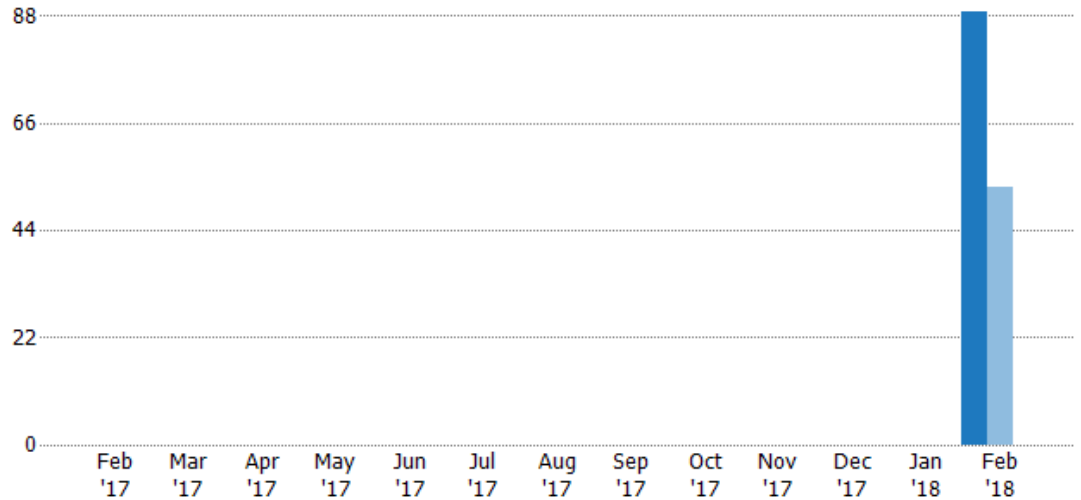
Key Metrics	Feb 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	89	53	+67.9%	89	53	+67.9%
New Listing Volume	\$36,249,749	\$19,297,699	+87.8%	\$36,249,749	\$19,297,699	+87.8%
Active Listing Count	591	782	-24.4%	591	782	-24.4%
Active Listing Volume	\$254,081,586	\$306,606,292	-17.1%	\$254,081,586	\$306,606,292	-17.1%
Average Listing Price	\$429,918	\$392,080	+9.7%	\$429,918	\$392,080	+9.7%
Median Listing Price	\$279,000	\$248,500	+12.3%	\$279,000	\$248,500	+12.3%
Median Days in RPR	188	238	-21%	188	238	-21%
Months of Inventory	—	—	—	16.9	23	-26.6%
Absorption Rate	—	—	+—	5.92%	4.35%	+1.6%
Sales Activity Charts Metrics						
New Pending Sales Count	47	48	-2.1%	47	48	-2.1%
New Pending Sales Volume	\$14,507,700	\$15,756,268	-7.9%	\$14,507,700	\$15,756,268	-7.9%
Pending Sales Count	88	93	-5.4%	88	93	-5.4%
Pending Sales Volume	\$24,918,200	\$27,978,518	-10.9%	\$24,918,200	\$27,978,518	-10.9%
Closed Sales Count	49	35	+40%	49	35	+40%
Closed Sales Volume	\$13,583,588	\$9,043,750	+50.2%	\$13,583,588	\$9,043,750	+50.2%
Average Sales Price	\$277,216	\$258,393	+7.3%	\$277,216	\$258,393	+7.3%
Median Sales Price	\$219,000	\$219,000	+—	\$219,000	\$219,000	+—

New Listings

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

Filters Used

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



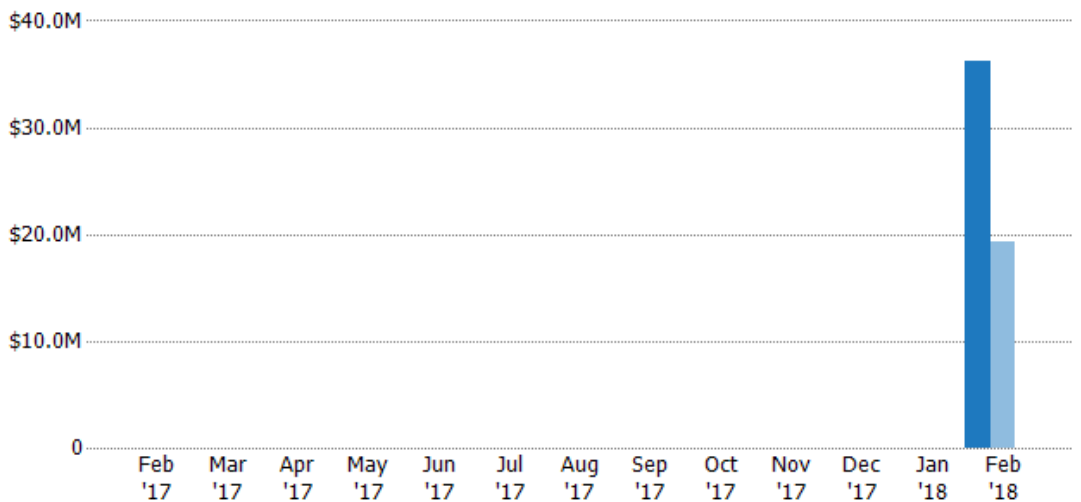
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	89
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	53
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	68%

New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

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



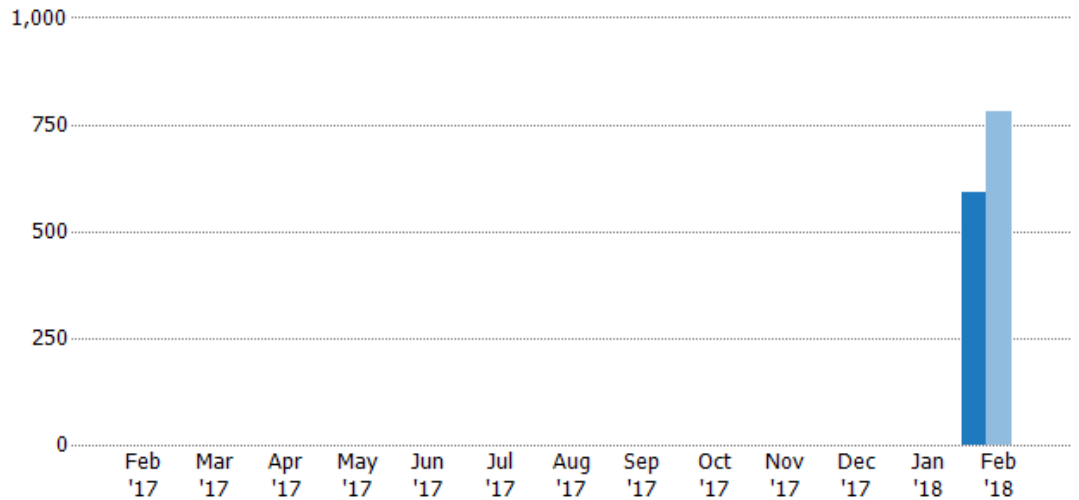
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$36.2M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$19.3M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	88%

Active Listings

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

Filters Used

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



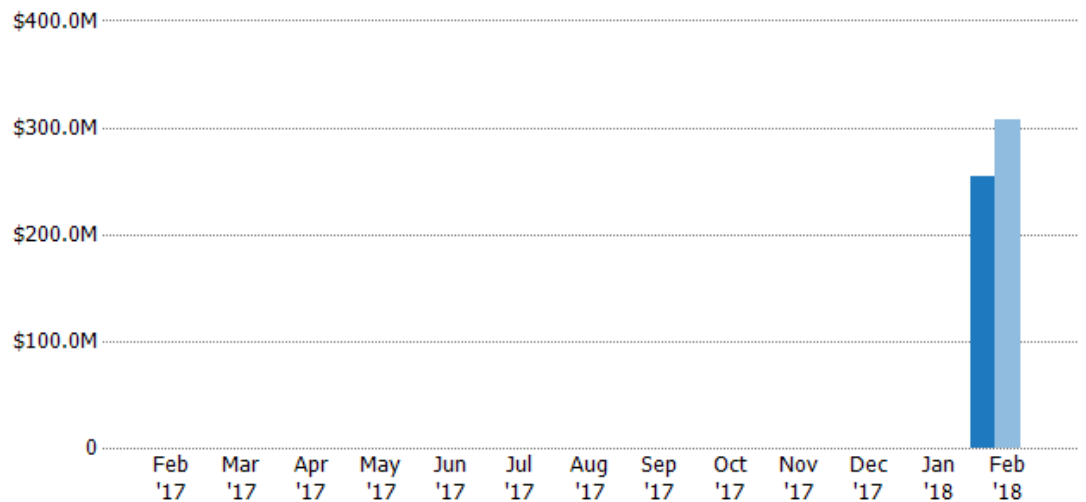
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	591
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	782
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-24%

Active Listing Volume

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

Filters Used

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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$254M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$307M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-17%

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

\$500K

\$375K

\$250K

\$125K

	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
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Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$430K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$392K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

Median Listing Price

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

Filters Used

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

\$300K

\$225K

\$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
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Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$279K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	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

\$500K

\$375K

\$250K

\$125K

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

Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	-	\$322K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	-	\$430K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	-	133%

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

\$300K

\$225K

\$150K

\$75K

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

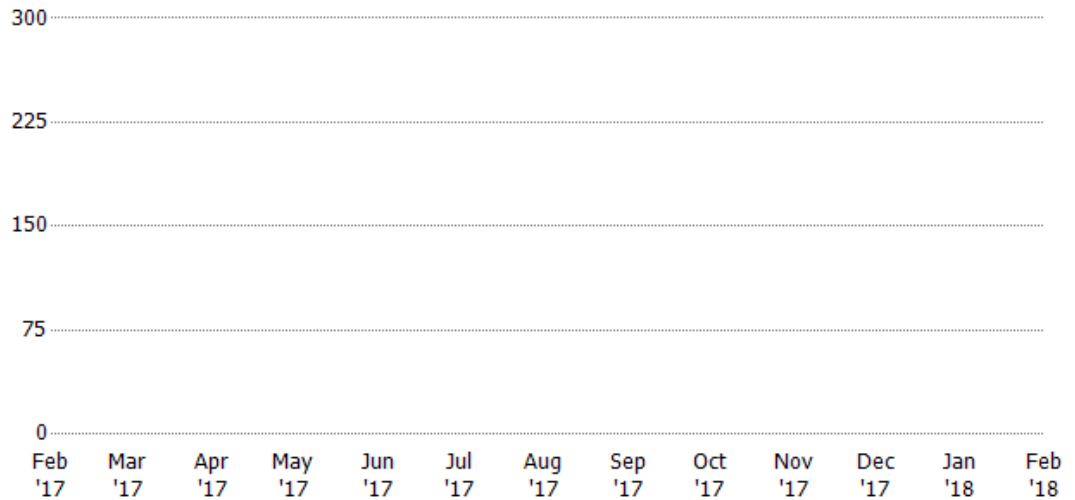
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	-	\$256K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	-	\$279K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	-	109%

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

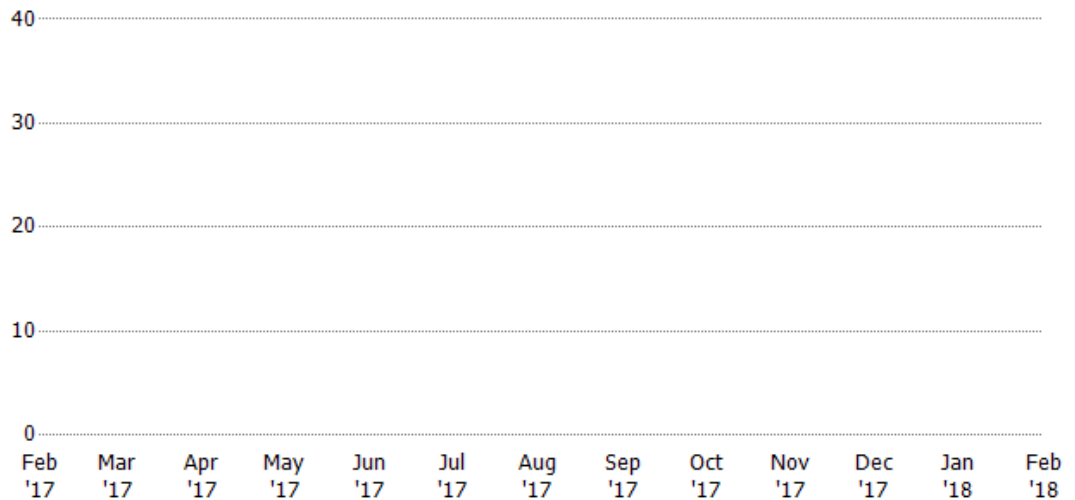


Months of Inventory

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

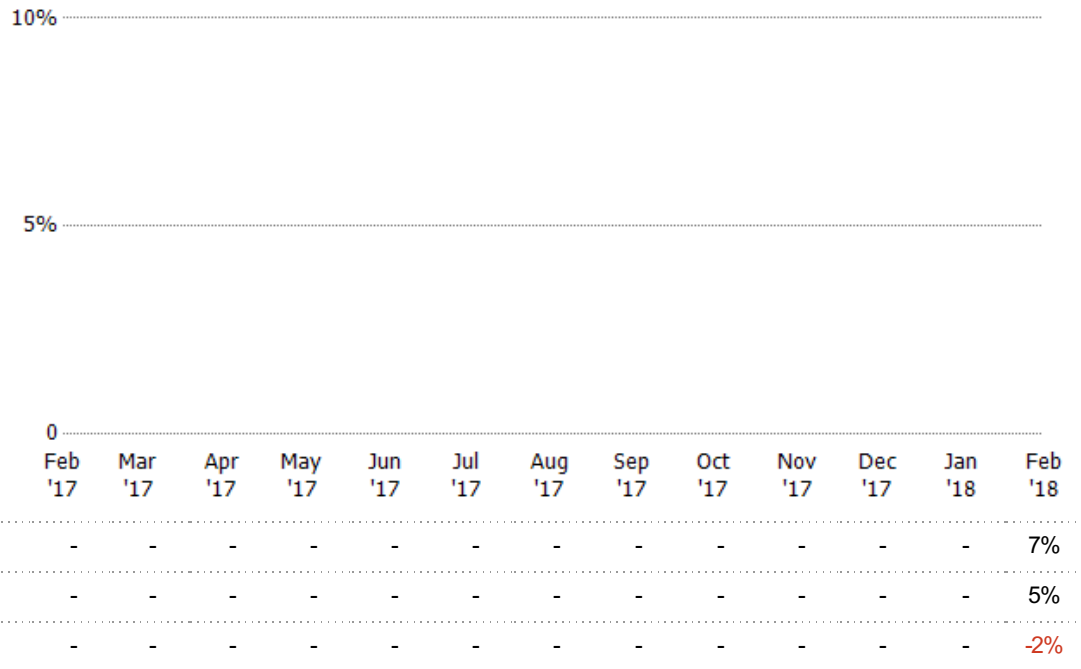


Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

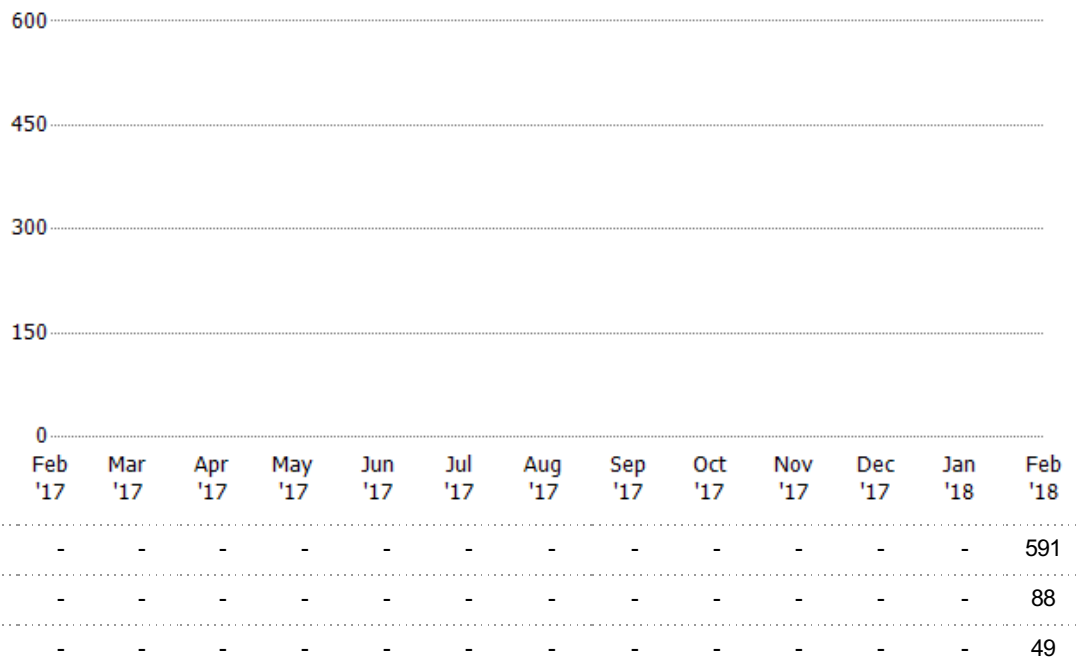


Active/Pending/Sold Units

The number of single-family, condominium and townhome 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

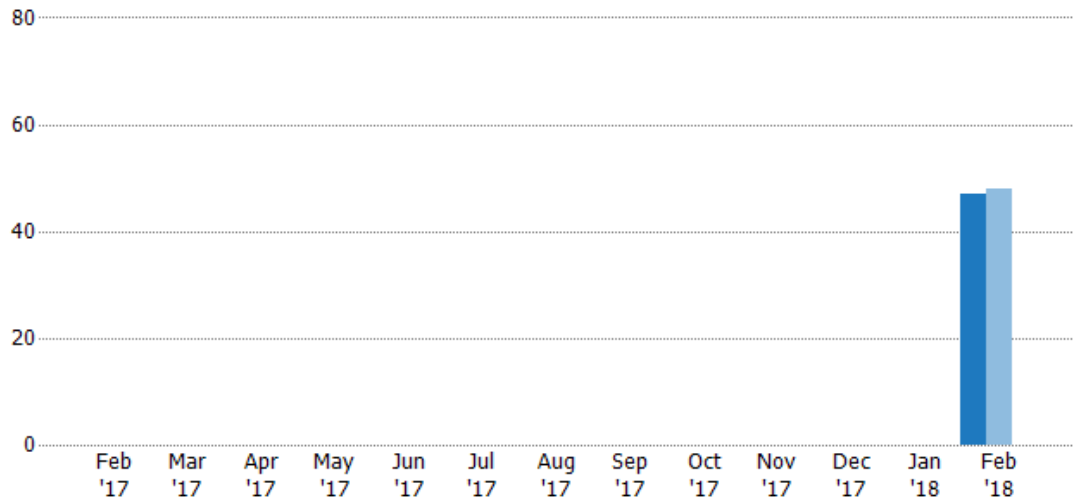


New Pending Sales

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

Filters Used

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



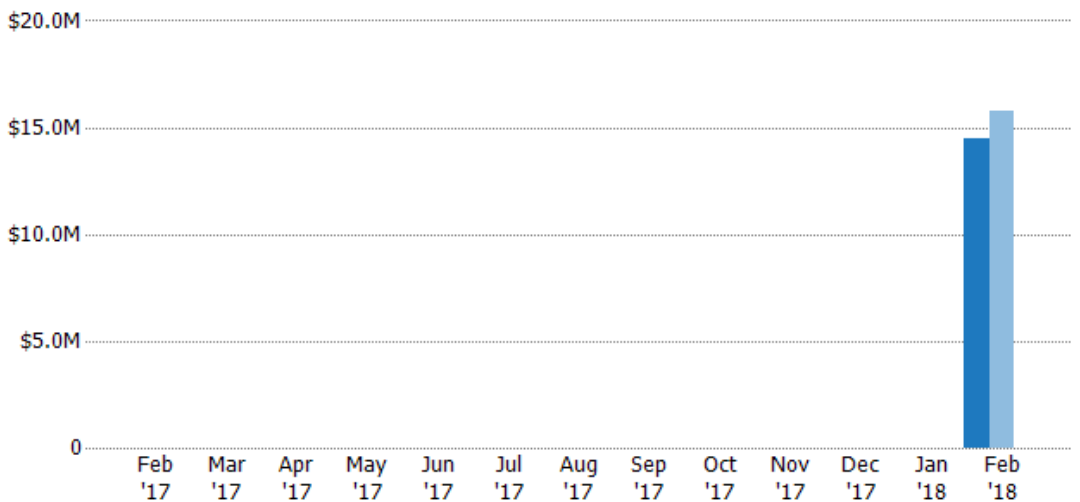
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	47
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	48
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

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.

Filters Used

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



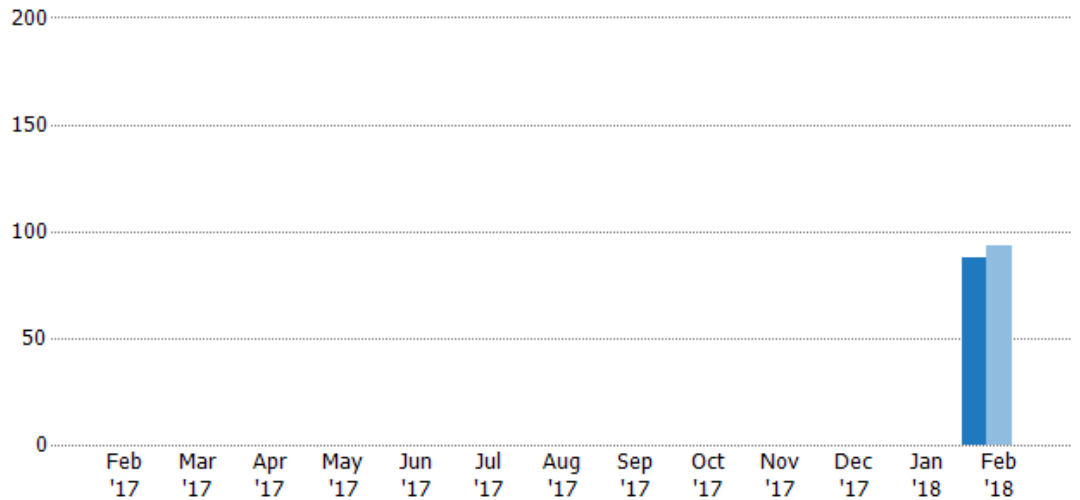
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$14.5M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$15.8M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-8%

Pending Sales

The number of single-family, condominium and townhome 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



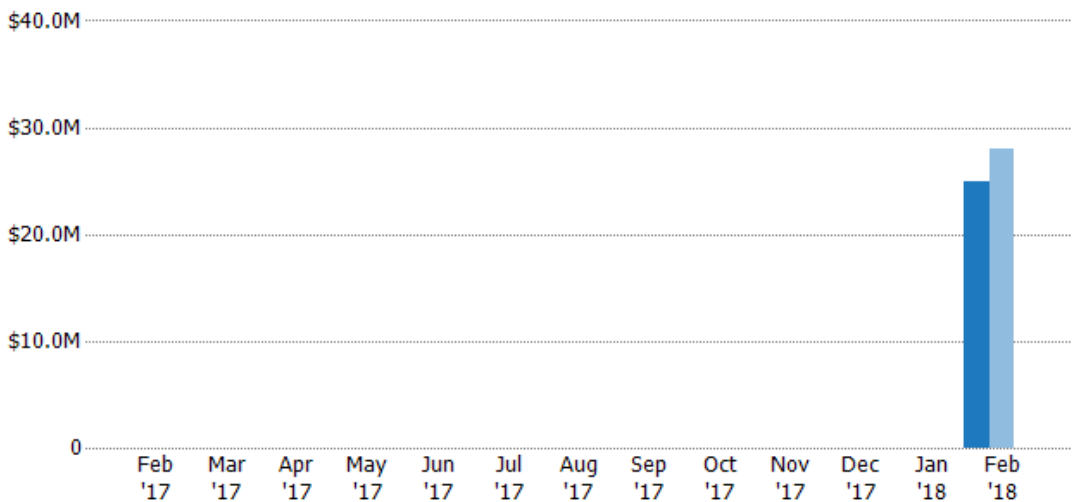
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	88
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	93
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-5%

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



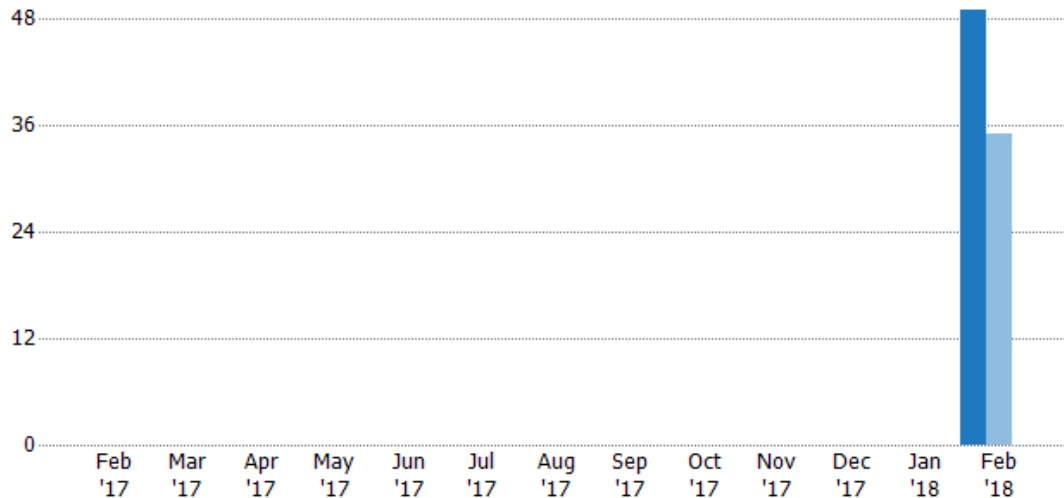
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$24.9M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$28M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-11%

Closed Sales

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

Filters Used

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



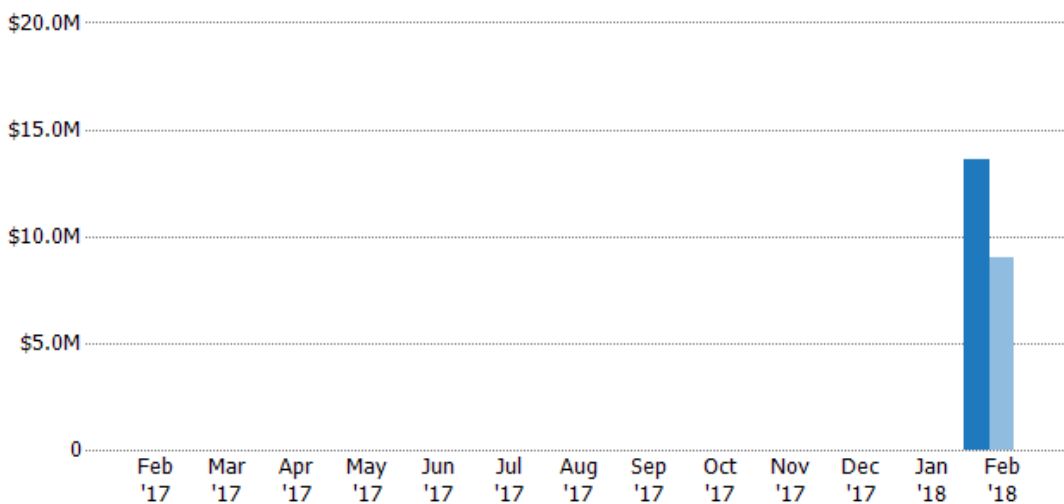
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	49
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	35
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	40%

Closed Sales Volume

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

Filters Used

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



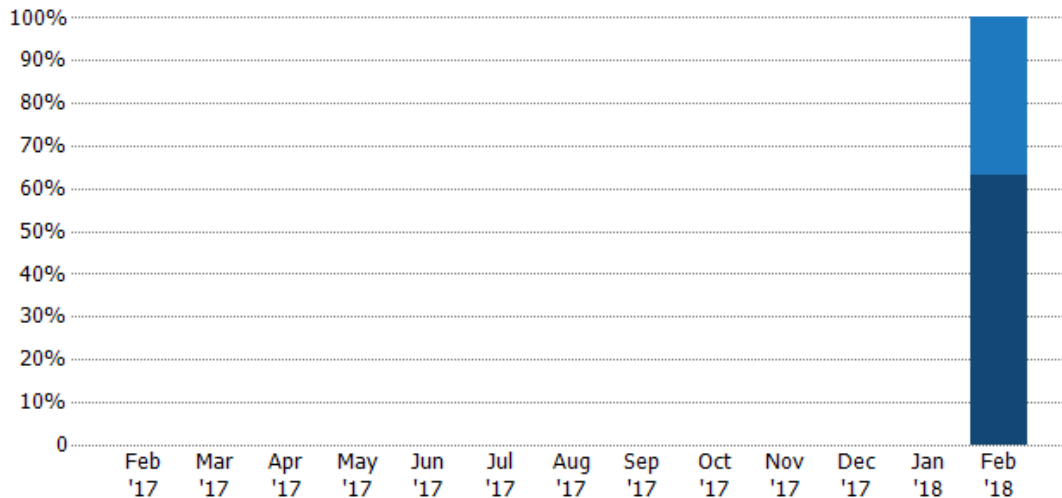
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$13.6M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$9.04M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	50%

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



Condo/Townhouse

- - - - - - - - - - - - - - 37%

Single Family Residence

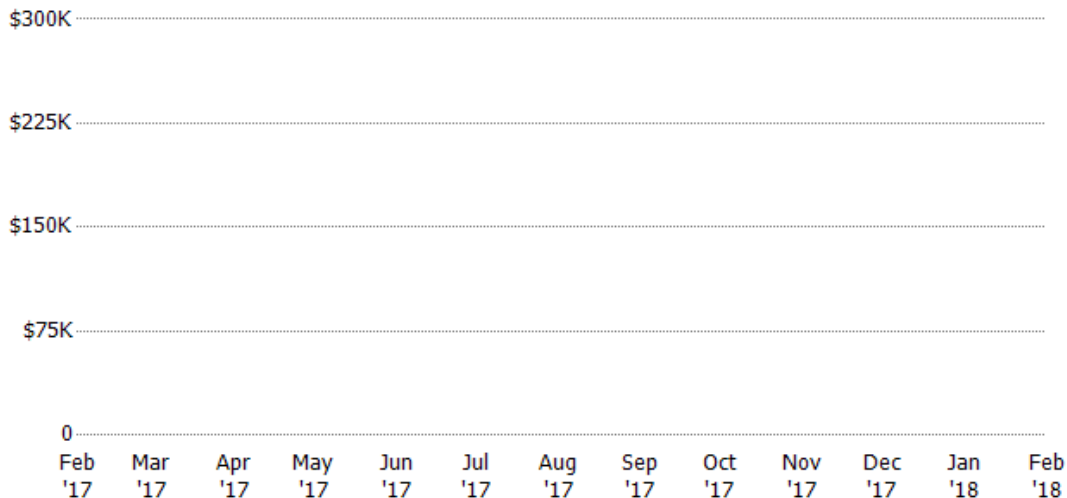
- - - - - - - - - - - - - - 63%

Average Sales Price

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

Filters Used

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



Current Year

- - - - - - - - - - - - - - \$277K

Prior Year

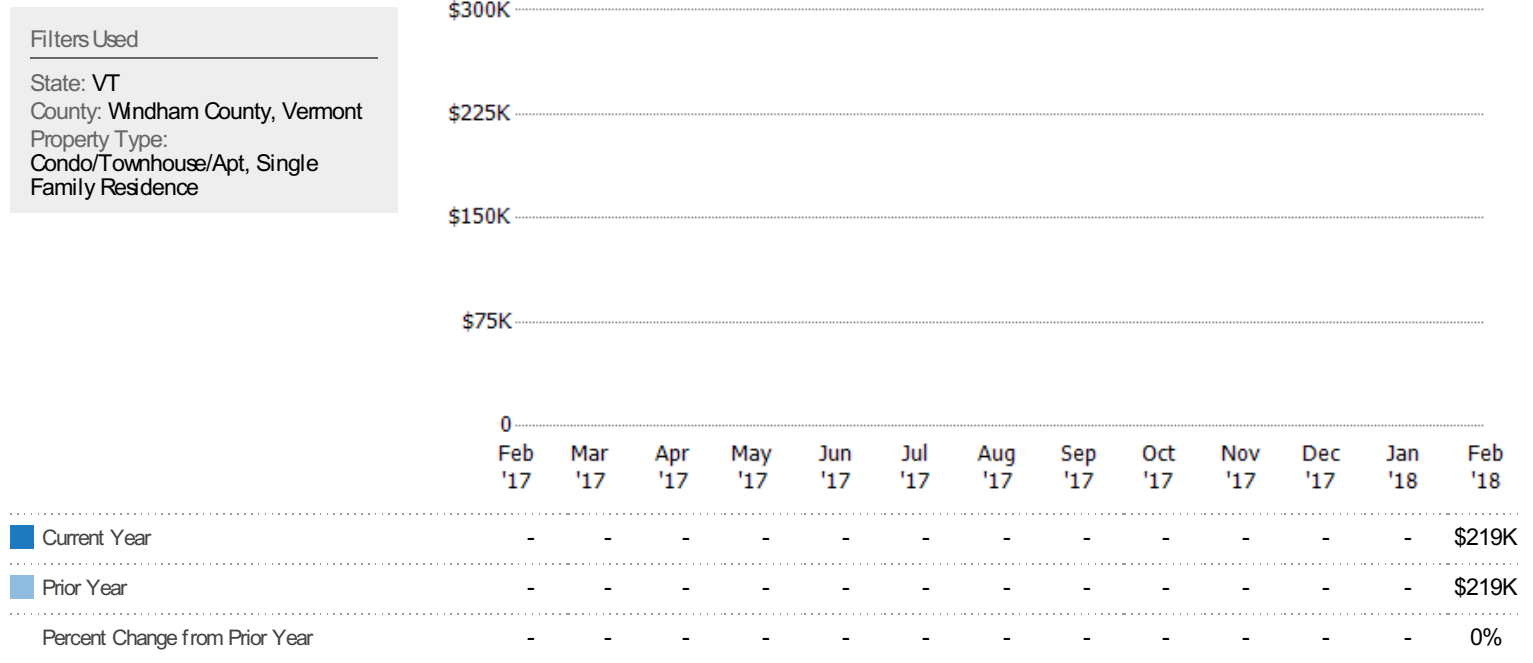
- - - - - - - - - - - - - - \$258K

Percent Change from Prior Year

- - - - - - - - - - - - - - 7%

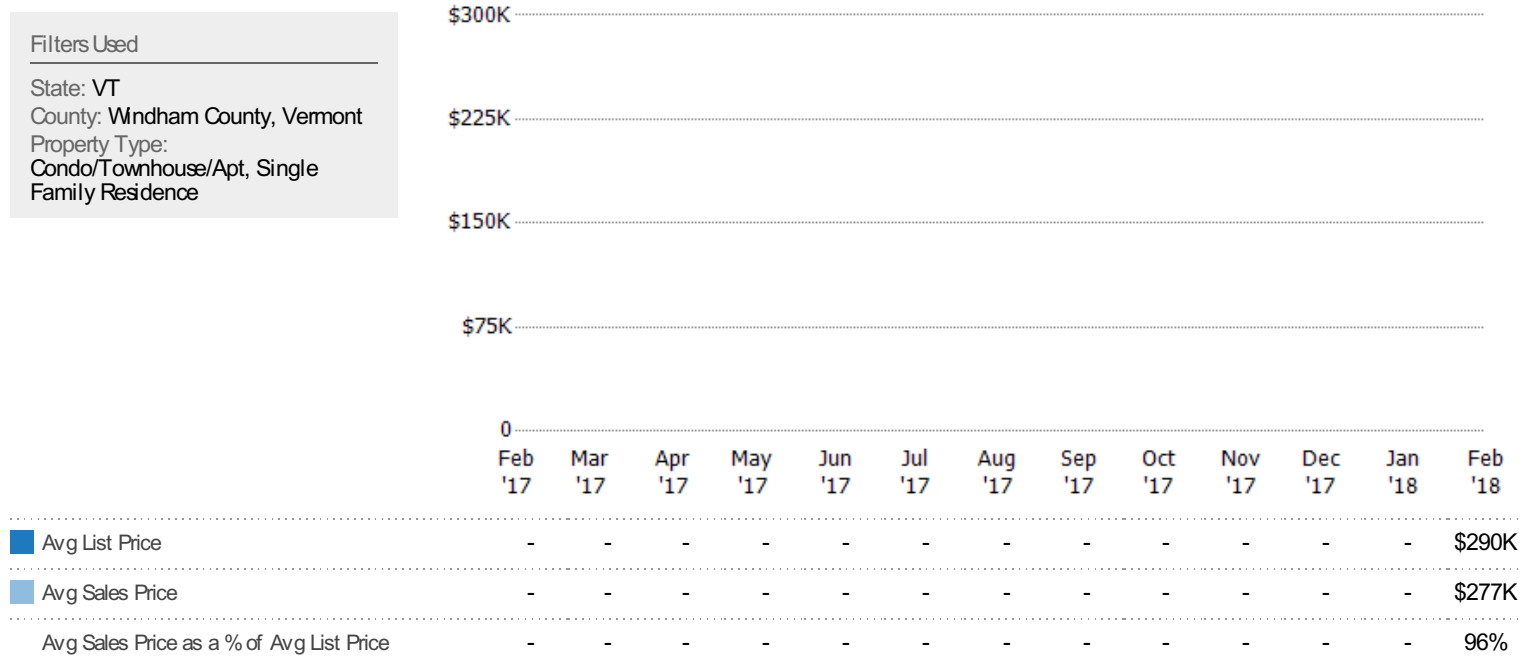
Median Sales Price

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



Average Sales Price vs Average Listing Price

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

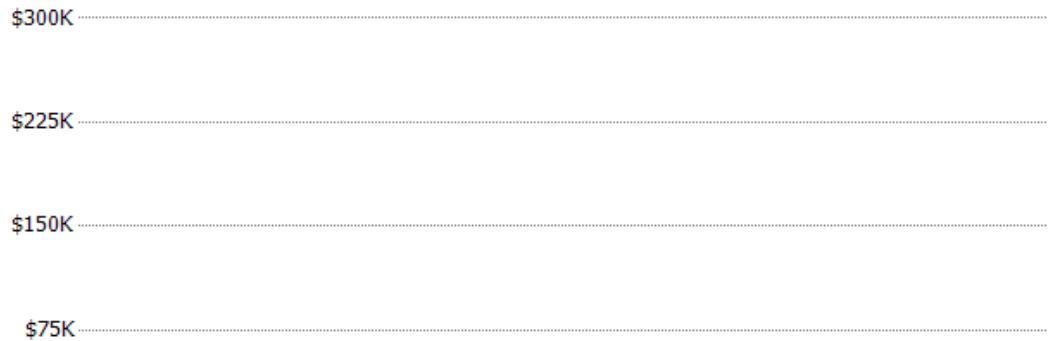


Median Sales Price vs Median Listing Price

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



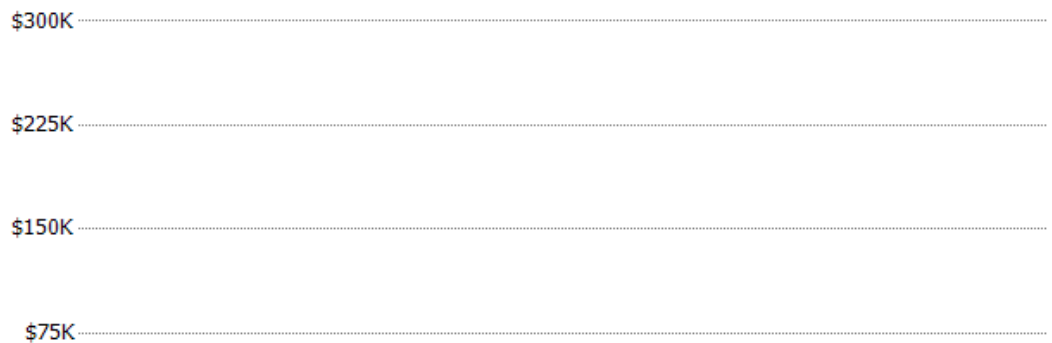
| | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price | - | - | - | - | - | - | - | - | - | - | - | - | \$219K |
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$219K |
| 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.

Filters Used

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



| | 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 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$224K |
| Avg Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$290K |
| Avg Sales Price as a % of Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 129% |

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

\$300K

\$225K

\$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 | - | - | - | - | - | - | - | - | - | - | - | - | \$162K |
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$219K |
| Med Sales Price as a % of Med Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 135% |