

Summary of Key Listing and Sales Metrics

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

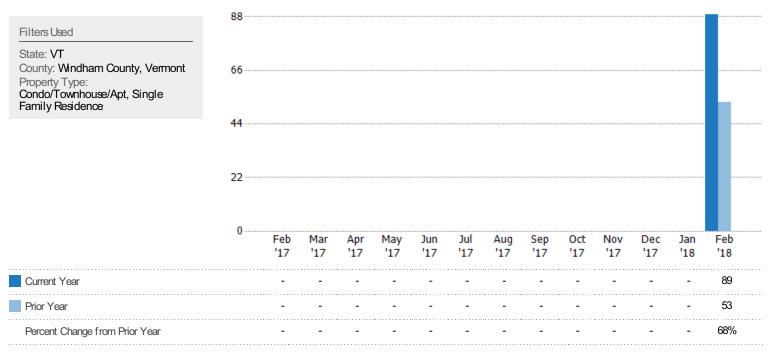
+/-	YTD 2017	YTD 2018	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
+67.9%	53	89	+67.9%	53	89	New Listing Count
+87.8%	\$19,297,699	\$36,249,749	+87.8%	\$19,297,699	\$36,249,749	New Listing Volume
-24.4%	782	591	-24.4%	782	591	Active Listing Count
-17.1%	\$306,606,292	\$254,081,586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





New Listings

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



New Listing Volume

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

	\$40.0M ······													
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M ······													
	\$10.0M													
	-	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	1/	17	17	17		17	10	10
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.

	1,000														
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	750														
	500														
	250	Fab						A		0.4	Next				
		Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jui 17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
		1/	1/	1/	17	1/	1/	17	17	17	17	1/	10	10	
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	\$400.0M ······													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300.0M													
	\$200.0M ······													
	\$100.0M													
	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	10	10
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.

	\$300K												
Filters Used State: VT County: Windham County, Vermont Property Type:	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0												
	Feb	Mar	Apr	May	1		A	Con	Oct	Mass			
	'17	'17	'17	'17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	'17 _	'17 -		'17	'17 -	Jul '17 -	4ug '17	'17 -					
Current Year Prior Year	'17 - -	'17 - -		'17 	- -	Jui '17 -	4ug '17 -	- -					'18

Median Listing Price

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

County: Windham County, Vermont Property Type: Condo/Townhouse/Apt. Single	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	ADEL												
	\$75K												
	\$75K												
	\$75К 0 Feb '17	Mar '17	Apr '17		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	0 Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sep	0ct	Νον	Dec		
Current Year Prior Year	0 Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sep	0ct	Νον	Dec	'18	'18





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.

	\$500K ······												
Filters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
ranny residence	\$250K ······												
	\$125K												
	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
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.

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Filters Used	\$300K ······												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	475V												
	\$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
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.

	300												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	75												
	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	-	-	-	-	-	-	-	-	-	-	-	-	188
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	238
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-21%

Months of Inventory

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

Filtern I had	40												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	20												
	10												
	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	-	-	-	-	-	-	-	-	-	-	-	-	14.4
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20.6
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-30%





Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	
	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	-	-	-	-	-	-	-	-	-	-	-	-	7%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%
-			-		-	-							-270

Active/Pending/Sold Units

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

	600												
Filters Used													
State: VT													
County: Windham County, Vermont	450												
Property Type:													
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Family Residence	300												
	500												
	150												
	150												
	0			••		- 1		_	~ .		-		- 1
	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
Active	-	-	-	-	-	-	-	-	-	-	-	-	591
	•••••												
Pending	-	-	-	-	-	-	-	-	-	-	-	-	88
Sold	_	-	-	-	-	-	-	_	-	-	-	-	49







New Pending Sales

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

Filters Used	80													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	60													
	40													
	20													
	0	Feb	Mar	Apr	May	Jun	Jul '17	Aug '17	Sep	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	.17	.17	'17	'17	'17	'17	'18	'18
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.

	\$5.0M														
	0								C	0 -t		-		E-h	
		Feb '17	Mar '17	Apr '17	May '17	Jun '17		Aug '17	Sep '17	0ct '17	Nov 17	Dec '17	Jan '18	Feb '18	
		Feb '17	Mar '17	Арг '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	'17	117	Dec '17	Jan '18	'18	
Current Year															
Current Year Prior Year														'18	





Pending Sales

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

	200													
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	Ŭ	Feb	Mar	Apr	May '17	Jun	Jul	Aug	Sep '17	Oct		Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
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.

Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$28M -11%
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$24.9M
	\$10.0M	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	\$20.0M													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
Filters Used	\$40.0M ······													



Closed Sales

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

Filters Used	48													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	36													
	24													
	12													
	0	C -L				1	1 l	A	C			D	1	r-h
		Feb '17	Mar '17	Арг '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
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	\$20.0M ······													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov	Dec	Jan	Feb
		17	17	17	17	17	17	17	17	17	'17	'17	'18	'18
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.

	100%														
Filters Used	90%														
State: VT County: Windham County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
-	50%														
	40%														
	30%														
	20%														
	10%														
	0	5 -6											1	Eab	
		Feb '17	Mar '17	Apr '17	May '17	Jun '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Condo/Townhouse		 -	.	.				.	 -	- · · · · · · · · · · · · · · · · · · ·	·····	 -		37%	
														51 70	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	63%	

Average Sales Price

Percent Change from Prior Year

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

Filters Used	\$300K												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$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	-	-	-	-	-	-	-	-	-	-	-	-	\$277K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$258K

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Median Sales Price

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

	\$300K ······												
Filters Used													
State: VT County: Windham County, Vermont	\$225K												
Property Type: Condo/Townhouse/Apt, Single	φεεσια												
Family Residence													
	\$150K												
	\$75K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$219K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$219K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

Average Sales Price vs Average Listing Price

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

Filters Used	\$300K ······												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$290K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$277K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%





Median Sales Price vs Median Listing Price

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

	\$300K ······												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$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
Median List Price													\$219K
				-			-	-			-	-	φz 19r\
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	\$300K ······												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$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
													\$00.41
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$290K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	129%

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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.

	\$300K ······												
Filters Used State: VT													
County: Windham 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	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
									17			10	10
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$162K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$219K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	135%

