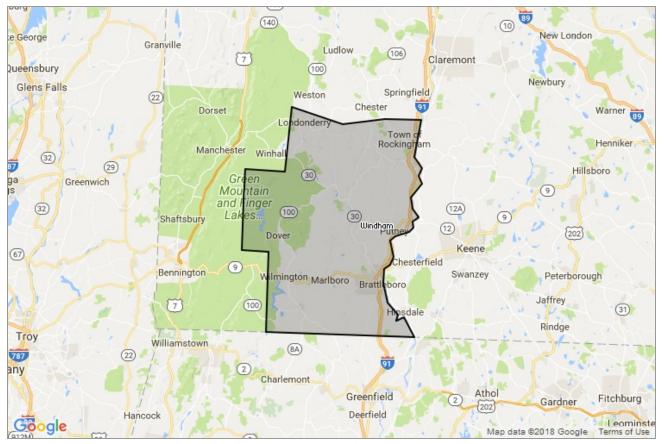


MARKET DATA REPORT

Windham County



Report Characteristics

Report Name: Windham County

Report Date Range: 1/2018 – 1/2018

Filters Used: Property Type, Location

Avg/Med: Both

Include Metrics By: County

Run Date: 02/21/2018

Scheduled: No

Presented by Vermont REALTORS®

REALTOR®

http://www.vermontrealtors.com/

148 State Street Montpelier, VT 05602





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	+/-	Jan 2017	Jan 2018	Key Metrics
						Listing Activity Charts Metrics
-1.4%	72	71	-1.4%	72	71	New Listing Count
-14.4%	\$31,226,550	\$26,743,349	-14.4%	\$31,226,550	\$26,743,349	New Listing Volume
-27.2%	798	581	-27.2%	798	581	Active Listing Count
-22.4%	\$310,195,461	\$240,816,887	-22.4%	\$310,195,461	\$240,816,887	Active Listing Volume
+6.6%	\$388,716	\$414,487	+6.6%	\$388,716	\$414,487	Average Listing Price
+11.6%	\$241,000	\$269,000	+11.6%	\$241,000	\$269,000	Median Listing Price
-12.4%	218	191	-12.4%	218	191	Median Days in RPR
+7.3%	14.3	15.3	-	_	_	Months of Inventory
-0.5%	7.02%	6.54%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
+73%	37	64	+73%	37	64	New Pending Sales Count
+102.4%	\$8,382,150	\$16,966,500	+102.4%	\$8,382,150	\$16,966,500	New Pending Sales Volume
+17.1%	82	96	+17.1%	82	96	Pending Sales Count
+15.4%	\$22,292,955	\$25,736,300	+15.4%	\$22,292,955	\$25,736,300	Pending Sales Volume
+7.9%	38	41	+7.9%	38	41	Closed Sales Count
-7.3%	\$9,726,800	\$9,012,230	-7.3%	\$9,726,800	\$9,012,230	Closed Sales Volume
-14.1%	\$255,968	\$219,810	-14.1%	\$255,968	\$219,810	Average Sales Price
-2.2%	\$179,000	\$175,000	-2.2%	\$179,000	\$175,000	Median Sales Price





New Listings

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

	88													
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	66													
	44													
	22······													
		Jan '17	Feb '17	Mar 17	Apr 17	May '17	Jun	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
			17	17	17	17	17	17	1/	17	17	17	17	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	71
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	72
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-1%

New Listing Volume

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

Filters Used	\$40.0M ······													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M													
	\$10.0M													
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-				\$26.7M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$31.2M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-14%
Prior Year														'18 \$26.7M \$31.2M



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													
	0	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	581
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	798
Percent Change from Prior Year		-	-	-	-	-		-	-	-	-	-	-	-27%

Active Listing Volume

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

County: Windham County, Vermont Property Type:	\$300.0M ·····														
Property Type: Condo/Townhouse/Apt, Single Family Residence															
	\$200.0M ·····														
	\$100.0M ·····														
	0	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	
Current Year	0								-						
Current Year Prior Year	0								-					'18	
	0								-					'18 \$241M	



Average Listing Price

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

	\$500K ······												
Filters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Family Residence	\$250K												
	φ230K												
	\$125K ······												
	0			_				_				_	_
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	_												\$414K
	-	-	-	-			-	-		-	-	-	φ 4 14r\
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$389K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%

Median Listing Price

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

FiltersUsed	\$300K ······												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0	Feb	Mar	Apr	May	lue	11	Aug	Con	0ct	Nev	Dec	120
	Jan '17	'17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	'17	Nov '17	'17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$241K
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.

	\$500K ······												
Filters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence	\$250K												
	\$125K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$311K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$414K
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	\$300K ······												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0						-						
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$254K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%





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.

Current Year Prior Year		-	-	- -	-	-	-	-	-	- -	-	- -	191 218
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	
													10
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
	0												
Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
State: VT County: Wndham County, Vermont	225												

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

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

Windham	263								
	Ó	30	60	90	120	150	180	210	240

Median Days in RPR (By County)

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 by county.

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

Windham 191									
Ó	20	40	60	80	100	120	140	160	180





Months of Inventory

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

	20												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0 Jan '17	Feb '17	Mar	Apr	May '17			Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.35
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11.6
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-36%

Absorption Rate

The percentage of inventory sold per month.

Filters Uæd	15%												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0 Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18

- - - -

-

-

-

-

-

-

- -

-

-

囼

-

-

-

-

-

-

-

-

-

-

-

Current Year

Change from Prior Year

Prior Year

-

-



-

-

-

-

-

-

-

-

-

14%

9%

-5%



Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

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

Windham 7.05 %								
0	0.90%	1.80%	2.70%	3.60%	4.50%	5.40%	6.30%	

Active/Pending/Sold Units

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

Filters Used	600												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	450												
	300												
	150												
	Jan	Feb	Mar	Apr	May	Jun		Aug	Sep	Oct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	581
Pending	-	-	-	-	-	-	-	-	-	-	-	-	96
Sold	-	-	-	-	-	-	-	-	-	-	-	-	41







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	54 36													
	18													
	0	Jan		Mar			Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	64
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	37
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	73%

New Pending Sales Volume

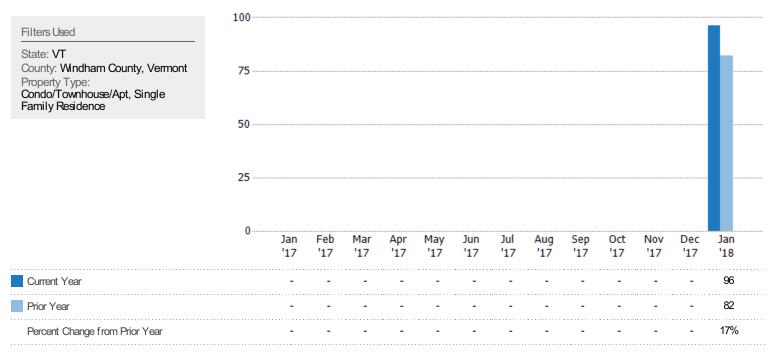
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	102%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.38M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$17M
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
	\$5.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
Filters Used State: VT County: Windham County, Vermont Property Type:	\$15.0M													
	\$20.0M													



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

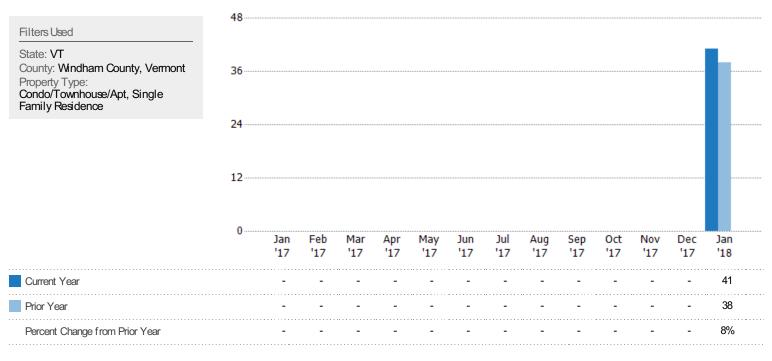
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M													
	\$8.0M													
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$25.7M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$22.3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	15%



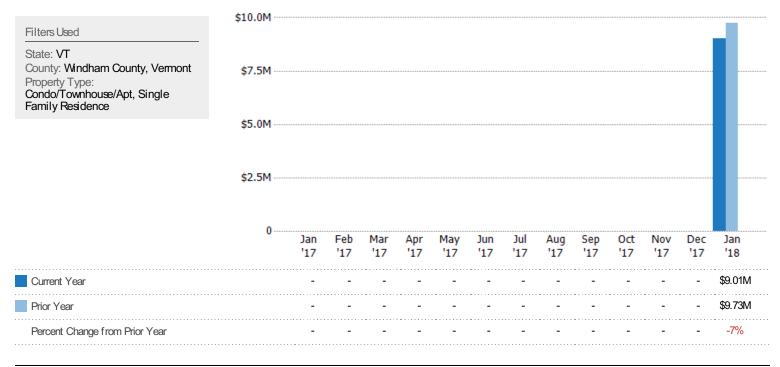
Closed Sales

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



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.

	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	Jan	Feb	Mar	Apr	May		Jul	Aug	Sep	0ct	Nov	Dec	Jan	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	27%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	73%	

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

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

Windham	41							
(0 :	5 1	i0 1	5 2	0 2	25	30 3	35 40





Average Sales Price

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

	\$300K												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$150K ······												
	\$75K												
	0			_		_		_					
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$256K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-14%

Median Sales Price

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

	\$200K ······												
Filters Used													
State: VT													
County: Windham County, Vermont	\$150K												
Property Type: Condo/Townhouæ/Apt, Single													
Family Residence													
	\$100K												
	\$50K												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
				±/									
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Prior Year													\$179K
FIULTEAL													ψ179Γ
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%





Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average 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												
	4												
	_												
	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$239K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Avg Sales Price as a % of Avg 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.

Filters Used	\$200K ······												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	•												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$179K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%





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.

	\$300K ······												
Filters Used													
State: VT	400EV												
County: Windham County, Vermont Property Type:	\$225K												
Property Type: Condo/Townhouse/Apt, Single													
Family Residence	\$150K												
	<i>Q100K</i>												
	\$75K												
	0	- 1						•					
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
			•••										
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$254K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$239K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	94%

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	\$400K ······												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
r annry headence	\$200K												
	\$100K												
	0 Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$312K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$179K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	57%



Appendix

VermontRealtors®

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Detail	S		Listing Activity Charts						
Report Name: W	<i>l</i> indham County		✓ New Listings						
Run Date: 02/21/2	2018		☑ Active Listings						
Scheduled: No			✓ Avg/Med Listing Price						
Report Date Ran	ige: From 1/2018 To: 1/2018		Avg/Med Listing Price per Sq Ft						
			Avg/Med Listing Price vs Est Value						
Information In	cluded		🗹 Median Days in RPR						
🗹 Include Cover	Sheet	🗹 Averages	Months of Inventory						
🗹 Include Key M	letric Summary * 🗹 Include Append	dix 🗹 Medians	Mosorption Rate						
🗹 Include Metric	cs By: County								
	able's YTD median calculations are calculated using a weighted	l average of the median values for each	Sales Activity Charts						
month that is include	d.		Active/Pending/Sold						
MLS Filter			New Pending Sales						
		✓ Pending Sales							
MLS:	All		✓ Closed Sales						
Listing Filters			Avg/Med Sales Price						
•		Avg/Med Sales Price per Sq Ft							
Property Types:	Condo/Townhouæ/Apt Single Family Reside	ence	Avg/Med Sales Price vs Listing Price						
Sales Types:	All		✓ Avg/Med Sales Price vs Est Value						
Price Range:	None		Distressed Charts						
			Distressed Listings						
Location Filte	rs		Distressed Sales						
State:	All								
			Data Tables Using 1/2018 data						
County:	Windham County, Vermont		Listing Activity by ZIP						
7ID Codo:	٨١١		Listing Activity by Metro Area						
ZIP Code:	All		Sales Activity by ZIP						
			Sales Activity by Metro Area						

