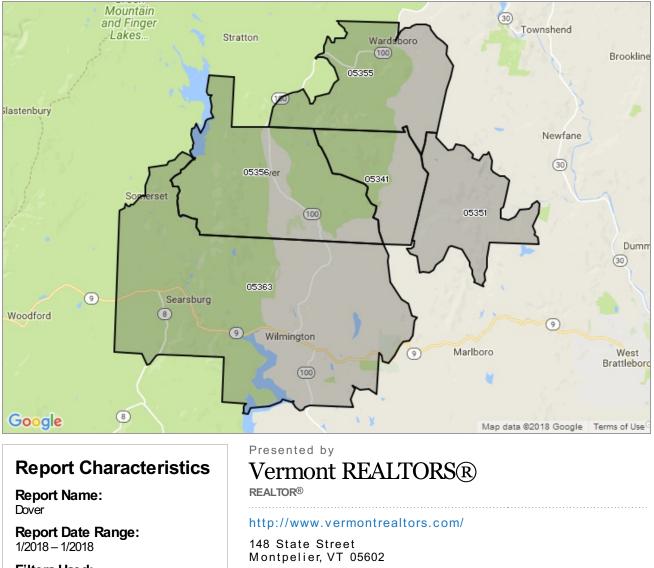


MARKET DATA REPORT

Dover



Filters Used: Property Type, Location

Avg/Med: Both

Include Metrics By: County

Run Date: 02/21/2018

Scheduled: No

RPR

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Summary of Key Listing and Sales Metrics

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

| Jan 2018 | Jan 2017 | +/- | YTD 2018 | YTD 2017 | +/- |
|--------------|--|--|--|---|--|
| | | | | | |
| 35 | 33 | +6.1% | 35 | 33 | +6.1% |
| \$8,347,300 | \$9,555,700 | -12.6% | \$8,347,300 | \$9,555,700 | -12.6% |
| 278 | 370 | -24.9% | 278 | 370 | -24.9% |
| \$96,118,195 | \$125,415,563 | -23.4% | \$96,118,195 | \$125,415,563 | -23.4% |
| \$345,749 | \$338,961 | +2% | \$345,749 | \$338,961 | +2% |
| \$242,450 | \$229,000 | +5.9% | \$242,450 | \$229,000 | +5.9% |
| 188.5 | 217.5 | -13.3% | 188.5 | 217.5 | -13.3% |
| - | - | - | 19.9 | 21.8 | -8.8% |
| - | - | +_ | 5.04% | 4.59% | +0.4% |
| | | | | | |
| 31 | 16 | +93.8% | 31 | 16 | +93.8% |
| \$8,402,200 | \$3,270,800 | +156.9% | \$8,402,200 | \$3,270,800 | +156.9% |
| 35 | 25 | +40% | 35 | 25 | +40% |
| \$9,781,100 | \$6,519,400 | +50% | \$9,781,100 | \$6,519,400 | +50% |
| 14 | 14 | + | 14 | 14 | + |
| \$2,165,100 | \$4,468,800 | -51.6% | \$2,165,100 | \$4,468,800 | -51.6% |
| \$154,650 | \$319,200 | -51.6% | \$154,650 | \$319,200 | -51.6% |
| \$161,950 | \$195,000 | -16.9% | \$161,950 | \$195,000 | -16.9% |
| | 35 \$8,347,300 278 \$96,118,195 \$345,749 \$242,450 188.5 - - - 31 \$8,402,200 35 \$9,781,100 14 \$2,165,100 \$154,650 | 35 33 \$8,347,300 \$9,555,700 278 370 \$96,118,195 \$125,415,563 \$345,749 \$338,961 \$242,450 \$229,000 188.5 217.5 - - - - 31 16 \$8,402,200 \$3,270,800 35 25 \$9,781,100 \$6,519,400 14 14 \$2,165,100 \$4,468,800 \$154,650 \$319,200 | 35 33 $+6.1%$ \$8,347,300\$9,555,700 $-12.6%$ 278 370 $-24.9%$ \$96,118,195\$125,415,563 $-23.4%$ \$345,749\$338,961 $+2%$ \$242,450\$229,000 $+5.9%$ 188.5 217.5 $-13.3%$ $ 31$ 16 $+$ 35 25 $+$ 35 25 $+$ $40%$ $+$ $ $2,165,100$ \$4,468,800 $-$ \$1.6%\$319,200 $-$ \$1.6%\$319,200 $-$ | 3533 $+6.1\%$ 35\$8,347,300\$9,555,700 -12.6% \$8,347,300278370 -24.9% 278\$96,118,195\$125,415,563 -23.4% \$96,118,195\$345,749\$338,961 $+2\%$ \$345,749\$242,450\$229,000 $+5.9\%$ \$242,450188.5217.5 -13.3% 188.5 $ -$ 19.9 $ 31$ 16 $+93.8\%$ 31\$8,402,200\$3,270,800 $+156.9\%$ \$8,402,200 35 25 $+40\%$ 35\$9,781,100\$6,519,400 $+50\%$ \$9,781,100 14 14 $+$ 14\$2,165,100\$4,468,800 -51.6% \$2,165,100\$154,650\$319,200 -51.6% \$154,650 | 3533 $+6.1\%$ 3533 $\$8,347,300$ $\$9,555,700$ -12.6% $\$8,347,300$ $\$9,555,700$ 278370 -24.9% 278370 $\$96,118,195$ $\$125,415,563$ -23.4% $\$96,118,195$ $\$125,415,563$ $\$345,749$ $\$338,961$ $+2\%$ $\$345,749$ $\$338,961$ $\$242,450$ $\$229,000$ $+5.9\%$ $\$242,450$ $\$229,000$ 188.5 217.5 -13.3% 188.5 217.5 $ 19.9$ 21.8 $ 19.9$ 21.8 $ 19.9$ 21.8 $ 19.9$ 21.8 $ 19.9$ 21.8 $ 19.9$ 21.8 $ 5.04\%$ 4.59% 31 16 $+93.8\%$ 31 16 $\$8,402,200$ $\$3,270,800$ $+156.9\%$ $\$8,402,200$ $\$3,270,800$ 35 25 $+40\%$ 35 25 $\$9,781,100$ $\$6,519,400$ $+50\%$ $\$9,781,100$ $\$6,519,400$ 14 14 $+ 14$ 14 $\$2,165,100$ $\$4,468,800$ -51.6% $\$2,165,100$ $\$4,468,800$ $\$154,650$ $\$319,200$ -51.6% $\$154,650$ $\$319,200$ |





New Listings

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

| | 40 | | | | | | | | | | | | | |
|--|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Filters Used | | | | | | | | | | | | | | |
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: | 30 | | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | 20 | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | 10 | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | 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 | | - | - | - | - | - | - | - | - | - | - | - | - | 35 |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 33 |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 6% |
| | | | | | | | | | | | | | | |

New Listing Volume

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

| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | -13% |
|--|----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$9.56M |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$8.35M |
| | \$5.0M 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 |
| Condo/Townhouse/Apt, Single Family Residence | \$10.0M | | | | | | | | | | | | | |
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: | \$15.0M | | | | | | | | | | | | | |
| Filters Used | \$20.0M ······ | | | | | | | | | | | | | |



Active Listings

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

| | 480 | | | | | | | | | | | | | |
|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Filters Used | | | | | | | | | | | | | | |
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: | 360 | | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | 240 | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | 120 | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | 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 | | - | - | - | - | - | - | - | - | - | - | - | - | 278 |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 370 |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | -25% |
| | | | | | | | | | | | | | | |

Active Listing Volume

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

| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | -23% |
|--|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$125M |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$96.1M |
| | 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 |
| | \$50.0M | | | | | | | | | | | | | |
| Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence | \$100.0M | | | | | | | | | | | | | |
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, | \$150.0M | | | | | | | | | | | | | |
| Filters Used | \$200.0M ······ | | | | | | | | | | | | | |



Average Listing Price

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

| Filters Used | \$400K | | | | | | | | | | | | |
|--|-----------------|------------|------------|------------|------------|---|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: | \$300K | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | \$200K | | | | | | | | | | | | |
| | \$100K | | | | | | | | | | | | |
| | 0 Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$346K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$339K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 2% |

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 | - | - | - | - | - | - | - | - | - | - | - | - | 6% |
|--|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$229K |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$242K |
| | 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 |
| | \$75K | | | | | | | | | | | | |
| Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, | \$225K | | | | | | | | | | | | |
| FiltersUsed | \$300K ······ | | | | | | | | | | | | |



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.

| FiltersUsed | \$400K ······ | | | | | | | | | | | | |
|--|---------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: | \$300K | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | \$200K | | | | | | | | | | | | |
| | \$100K | | | | | | | | | | | | |
| | 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 | - | - | - | - | - | - | - | - | - | - | - | - | \$316K |
| Avg Listing Price | - | - | - | - | - | - | - | - | - | - | - | - | \$346K |
| Avg Listing Price as a % of Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 109% |

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.

| | \$300K | | | | | | | | | | | | |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Filters Used | | | | | | | | | | | | | |
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 | \$225K | | | | | | | | | | | | |
| 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 |
| Median Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$250K |
| Median Listing Price | - | - | - | - | - | - | - | - | - | - | - | - | \$242K |
| Med Listing Price as a % of Med Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 97% |
| | | | | | | | | | | | | | |





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 | | | | | | | | | | | | | |
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 | 225 | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | 150 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 75 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | Jan | Feb | Mar | Anr | May | Jun | Jul | Aug | Sep | 0ct | Nov | Dec | Jan |
| | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 189 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 218 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -13% |
| | | | | | | | | | | | | | |

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.

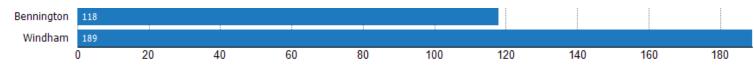
Filters Used: ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363; Property Type: Condo/Townhouse/Apt, Single Family Residence

| Bennington | 118 | | | | | | | | |
|------------|-----|----|----|----|-----|-----|-----|-----|-----|
| Windham | 244 | 1 | | | - | | | | |
| | 0 | 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: ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363; 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 | 20 | | | | | | | | | | | | |
|---|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single | 15 | | | | | | | | | | | | |
| 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 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 9.59 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 14.2 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -33% |

Absorption Rate

Current Year

The percentage of inventory sold per month.

| Filters Used | 15% | | | | | | | | | | |
|---|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence | 10% | | | | | | | | | | |
| | 5% | | | | | | | | | | |
| | 0 Jan '17 | Mar '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 |

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10%

7%

-3%

| Prior Year | - | - | |
|------------------------|---|---|--|
| Change from Prior Year | - | - | |
| | | | |



Absorption Rate (By County)

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

Filters Used: ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363; Property Type: Condo/Townhouse/Apt, Single Family Residence

| Windham 5.05 % | | |
|---------------------------------------|-------------|---|
| initial bio / | | |
| 0 0.60% 1.20% 1.80% 2.40% 3.00% 3.60% | 4.20% 4.80% | _ |

Active/Pending/Sold Units

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

| Filters Used | 300 | | | | | | | | | | | | |
|--|----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------------|
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: | 225 | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | 150 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 75 | | | | | | | | | | | | |
| | 75 | | | | | | | | | | | | |
| | 0 Jan | Feb | Mar | Apr | Мау | Jun | Jul | Aug | Sep | 0ct | Nov | Dec | |
| | 0 | | | | Мау | | | | | | | | Jar '18 |
| Active | 0 Jan | Feb | Mar | Apr | Мау | Jun | Jul | Aug | Sep | 0ct | Nov | Dec | |
| Active Pending | 0 Jan | Feb | Mar | Apr | Мау | Jun | Jul | Aug | Sep | 0ct | Nov | Dec | '18 |





New Pending Sales

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

| | 40 | | | | | | | | | | | | | |
|--|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Filters Used | | | | | | | | | | | | | | |
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 | 30 | | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | 20 | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | 10 | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | 0 | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan |
| | | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | 31 |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 16 |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 94% |
| | | | | | | | | | | | | | | |

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 | \$8.8M ······ | | | | | | | | | | | | | |
|--|---------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: | \$6.6M | | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | \$4.4M | | | | | | | | | | | | | |
| | \$2.2M | | | | | | | | | | | | | |
| | 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 | | - | - | - | - | - | - | - | - | - | - | - | - | \$8.4M |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$3.27M |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 157% |





Pending Sales

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

| Filters Uæd | 48 | | | | | | | | | | | | | |
|--|----|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: | 36 | | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | 24 | | | | | | | | | | | | | |
| | 12 | | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | | |
| | - | Jan '17 | Feb '17 | Mar '17 | Apr '17 | Мау '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | 35 |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 25 |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 40% |

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 | \$20.0M | | | | | | | | | | | | | |
|--|---------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: | \$15.0M | | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | \$10.0M | | | | | | | | | | | | | |
| | \$5.0M | | | | | | | | | | | | | |
| | 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 | | | | | | | | | | | | | | \$9.78M |
| | | | | - | | | | - | | | | | | |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$6.52M |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 50% |
| | | | | | | | | | | | | | | |



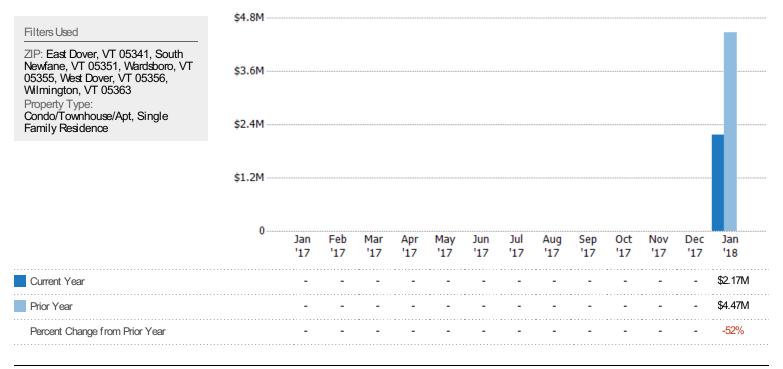
Closed Sales

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

| | 20 | | | | | | | | | | | | | | |
|--|----|------------|------------|------------|-----|------------|------------|------------|------------|------------|------------|------------|------------|------------|--|
| Filters Used | | | | | | | | | | | | | | | |
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 | 15 | | | | | | | | | | | | | | |
| Property Type: Condo/Townhouæ/Apt, Single Family Residence | 10 | | | | | | | | | | | | | | |
| , | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | |
| | 5 | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | |
| | 0 | 1 | Fab | Mar | Ann | Mass | 1 | 11 | A | Con | 0.4 | Neu | Dec | lan | |
| | | Jan '17 | Feb '17 | Mar '17 | '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | 14 | |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 14 | |
| PriorExtra Year | | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| | | | | | | | | | | | | | | | |

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% | | | | | | | | | | | | | | |
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT | 80% | | | | | | | | | | | | | | |
| 05355, West Dover, VT 05356, Wilmington, VT 05363 | 70% | | | | | | | | | | | | | | |
| Property Type: | 60% | | | | | | | | | | | | | | , |
| Condo/Townhouse/Apt, Single Family Residence | 50% | | | | | | | | | | | | | | , |
| | 40% | | | | | | | | | | | | | | |
| | 30% | | | | | | | | | | | | | | |
| | 20% | | | | | | | | | | | | | | |
| | 10% | | | | | | | | | | | | | | |
| | 0 | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Con | Oct | Nov | Dec | Jan | |
| | | '17 | '17 | Mar '17 | Apr '17 | Мау '17 | '17 | '17 | Aug '17 | Sep '17 | '17 | '17 | '17 | '18 | |
| Conde/Taunhauna | | | | | | | | | | | | | | 43% | |
| Condo/Townhouse | | - | - | - | - | - | - | - | - | | - | | | 4370 | |
| Single Family Residence | | - | - | - | - | - | - | - | - | - | - | - | - | 57% | |

Closed Sales (By County)

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

Filters Used: ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363; Property Type: Condo/Townhouse/Apt, Single Family Residence

| Windham | 14 | | | | | | |
|---------|-----|-----|---|---|----|----|----|
| (|) 2 | 2 4 | Ġ | 8 | 10 | 12 | 14 |





Average Sales Price

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

| Filters Used | \$400K | | | | | | | | | | | | |
|--|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 | \$300K | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | \$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 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$155K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$319K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -52% |

Median Sales Price

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

| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -17% |
|--|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$195K |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$162K |
| | 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 |
| | \$50K | | | | | | | | | | | | |
| Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence | \$100K | | | | | | | | | | | | |
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, | \$150K | | | | | | | | | | | | |
| Filters Used | \$200K ······ | | | | | | | | | | | | |



Average Sales Price vs Average Listing Price

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

| Jan '18 |
|------------|
| \$165K |
| \$155K |
| 94% |
| \$1 \$1 |

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 | | | | | | | | | | | | |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 | \$150K | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | \$100K | | | | | | | | | | | | |
| | \$50K | | | | | | | | | | | | |
| | 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 List Price | _ | - | - | - | - | - | - | - | - | - | - | - | \$167K |
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$162K |
| Med Sales Price as a % of Med List Price | - | - | - | - | - | - | - | - | - | - | - | - | 97% |
| | | | | | | | | | | | | | |





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 | | | | | | | | | | | | |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: | \$225K | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| | \$75K | | | | | | | | | | | | |
| | 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 | - | - | - | - | - | - | - | - | - | - | - | - | \$244K |
| Avg Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$165K |
| Avg Sales Price as a % of Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 68% |
| | | | | | | | | | | | | | |

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 | | | | | | | | | | | | | |
| ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 | \$225K | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$75K | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan |
| | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 |
| Median Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$244K |
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$167K |
| Med Sales Price as a % of Med Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 69% |
| | | | | | | | | | | | | | |



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 Details | S | | | Listing Activity Charts |
|------------------------|----------------------------|-------------------------------------|-------------------------------|--|
| Report Name: Da | over | | | 🗹 New Listings |
| Run Date: 02/21/2 | 2018 | 🗹 Active Listings | | |
| Scheduled: No | | | | ☑ Avg/Med Listing Price |
| Report Date Ran | ge: 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 |
| Minclude Cover | Sheet | | 🗹 Averages | Months of Inventory |
| 🗹 Include Key M | etric Summary * | 🗹 Include Appendix | 🗹 Medians | Mosorption Rate |
| Market Metric | s By: County | | | |
| | | calculated using a weighted average | of the median values for each | Sales Activity Charts |
| month that is included | d. | | | Active/Pending/Sold |
| MLS Filter | | | | 🗹 New Pending Sales |
| | | | | ✓ Pending Sales |
| MLS: | All | | | ✓ Closed Sales |
| Liating Eiltora | | | | ✓ Avg/Med Sales Price |
| Listing Filters | | | | Avg/Med Sales Price per Sq Ft |
| Property Types: | Condo/Townhouse/Apt | Single Family Residence | | ☑ 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: | All | | | Listing Activity by ZIP |
| ZIP Code: | East Dover, VT 05341 | South Newfane, VT 05351 | Vardsboro, VT 05355 | Listing Activity by Metro Area |
| | West Dover, VT 05356 | Wilmington, VT 05363 | | Sales Activity by ZIP |
| | | - | | Sales Activity by Metro Area |

