

## Summary of Key Listing and Sales Metrics

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

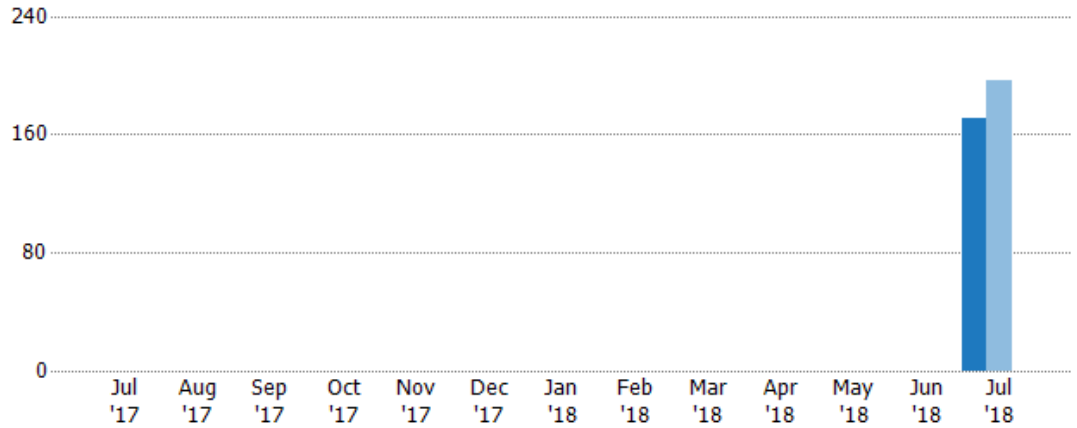
| Key Metrics                            | Jul 2018      | Jul 2017      | + / -  | YTD 2018      | YTD 2017      | + / -  |
|--|---------------|---------------|--------|---------------|---------------|--------|
| <b>Listing Activity Charts Metrics</b> |               |               |        |               |               |        |
| New Listing Count                      | 171           | 197           | -13.2% | 171           | 197           | -13.2% |
| New Listing Volume                     | \$64,354,500  | \$71,614,144  | -10.1% | \$64,354,500  | \$71,614,144  | -10.1% |
| Active Listing Count                   | 437           | 614           | -28.8% | 437           | 614           | -28.8% |
| Active Listing Volume                  | \$217,407,951 | \$278,861,896 | -22%   | \$217,407,951 | \$278,861,896 | -22%   |
| Average Listing Price                  | \$497,501     | \$454,172     | +9.5%  | \$497,501     | \$454,172     | +9.5%  |
| Median Listing Price                   | \$399,000     | \$387,000     | +3.1%  | \$399,000     | \$387,000     | +3.1%  |
| Median Days in RPR                     | 68            | 82.5          | -17.6% | 68            | 82.5          | -17.6% |
| Months of Inventory                    | -             | -             | -      | 2.4           | 3.8           | -37.3% |
| Absorption Rate                        | -             | -             | +/-    | 42.33%        | 26.55%        | +15.8% |
| <b>Sales Activity Charts Metrics</b>   |               |               |        |               |               |        |
| New Pending Sales Count                | 144           | 166           | -13.3% | 144           | 166           | -13.3% |
| New Pending Sales Volume               | \$45,612,643  | \$58,724,785  | -22.3% | \$45,612,643  | \$58,724,785  | -22.3% |
| Pending Sales Count                    | 243           | 263           | -7.6%  | 243           | 263           | -7.6%  |
| Pending Sales Volume                   | \$84,034,642  | \$96,134,197  | -12.6% | \$84,034,642  | \$96,134,197  | -12.6% |
| Closed Sales Count                     | 117           | 185           | -36.8% | 117           | 185           | -36.8% |
| Closed Sales Volume                    | \$39,068,023  | \$59,157,522  | -34%   | \$39,068,023  | \$59,157,522  | -34%   |
| Average Sales Price                    | \$333,915     | \$319,770     | +4.4%  | \$333,915     | \$319,770     | +4.4%  |
| Median Sales Price                     | \$303,000     | \$297,000     | +2%    | \$303,000     | \$297,000     | +2%    |

## New Listings

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

### Filters Used

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



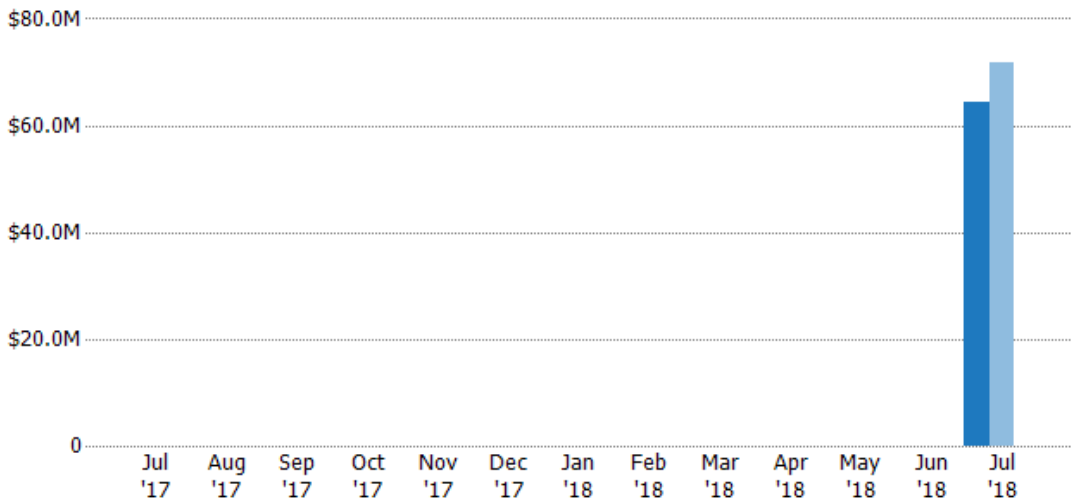
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 171  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 197  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -13% |

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



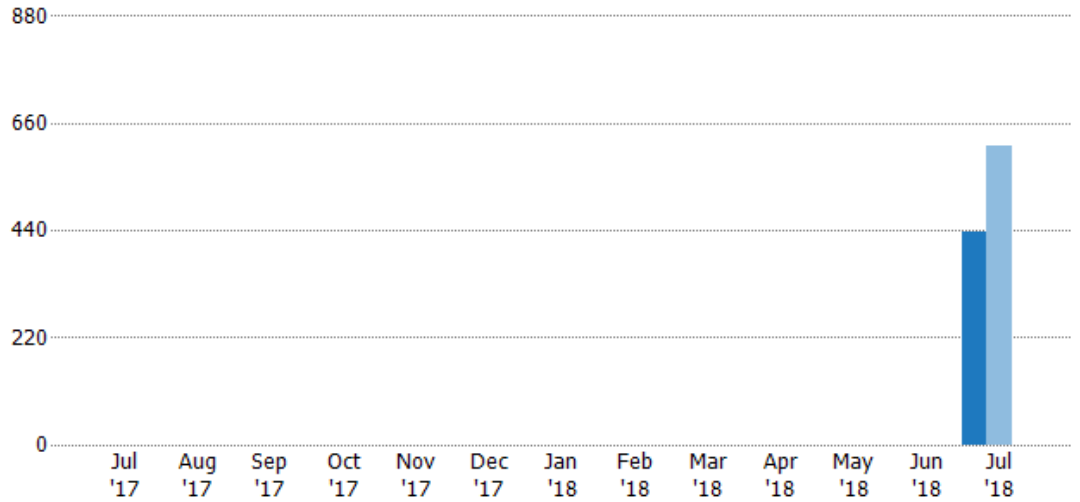
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$64.4M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$71.6M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -10%    |

## Active Listings

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

### Filters Used

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



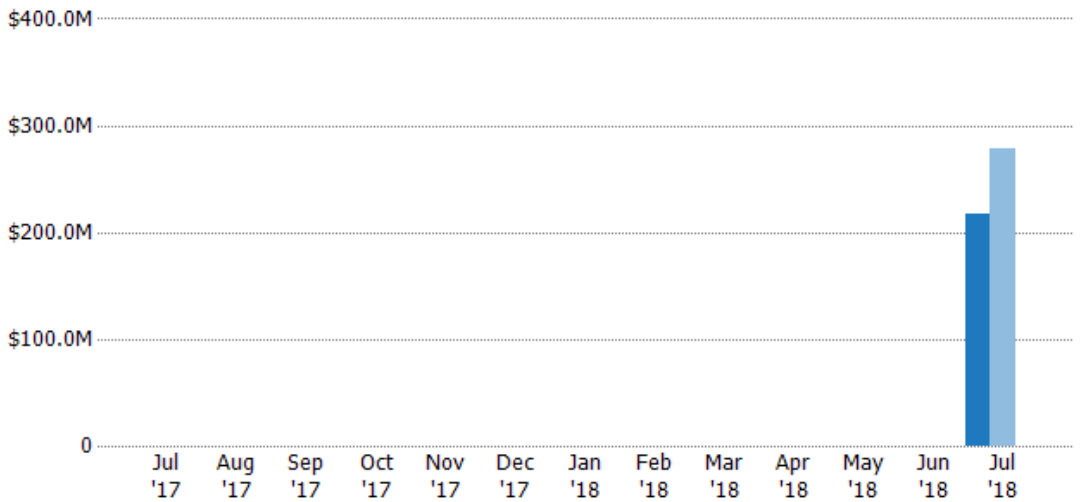
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 437  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 614  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -29% |

## 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

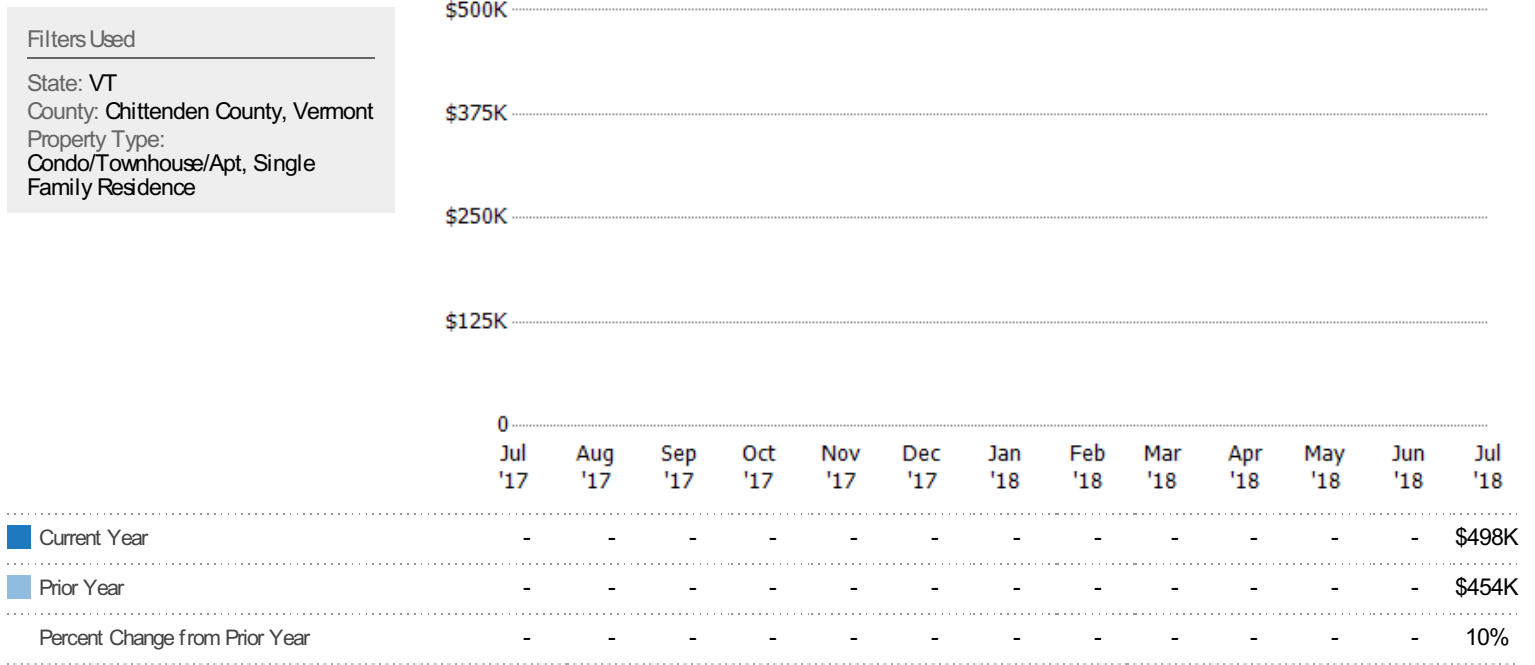
State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |        |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$217M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$279M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -22%   |

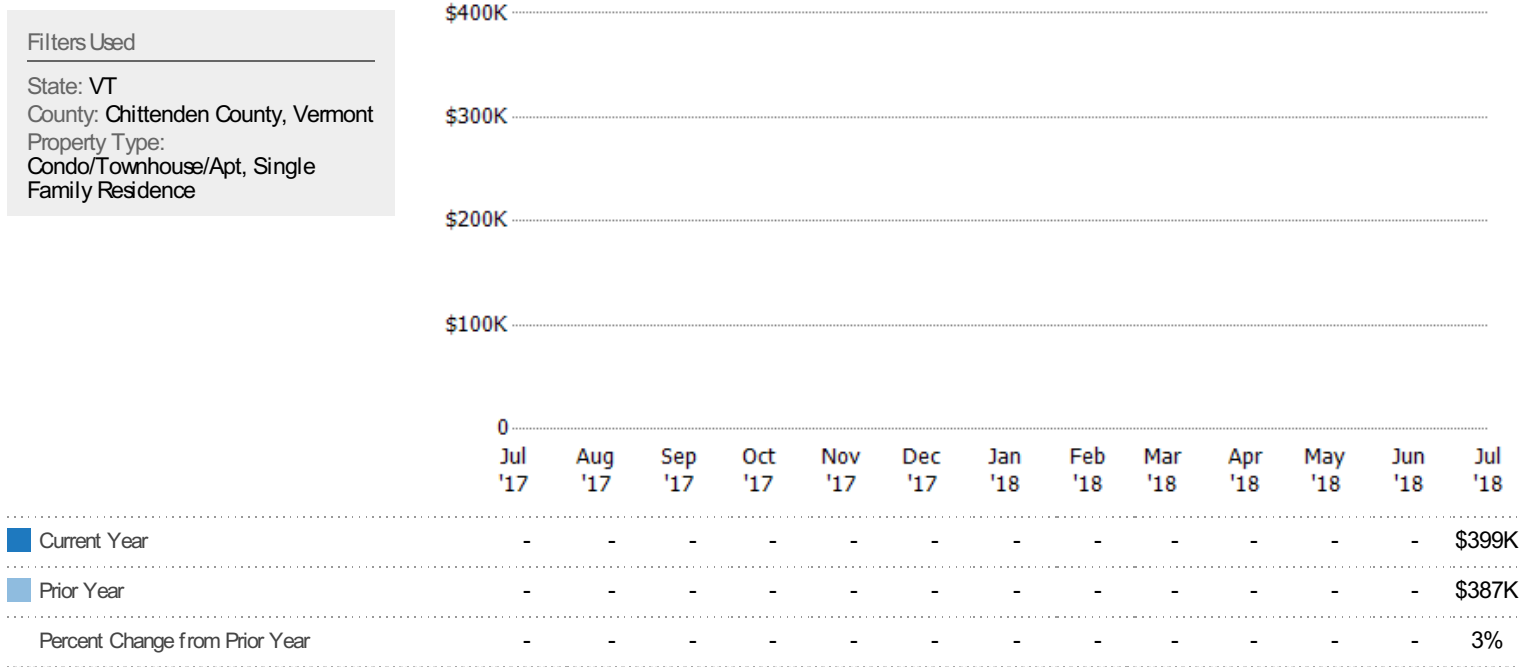
## Average Listing Price

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



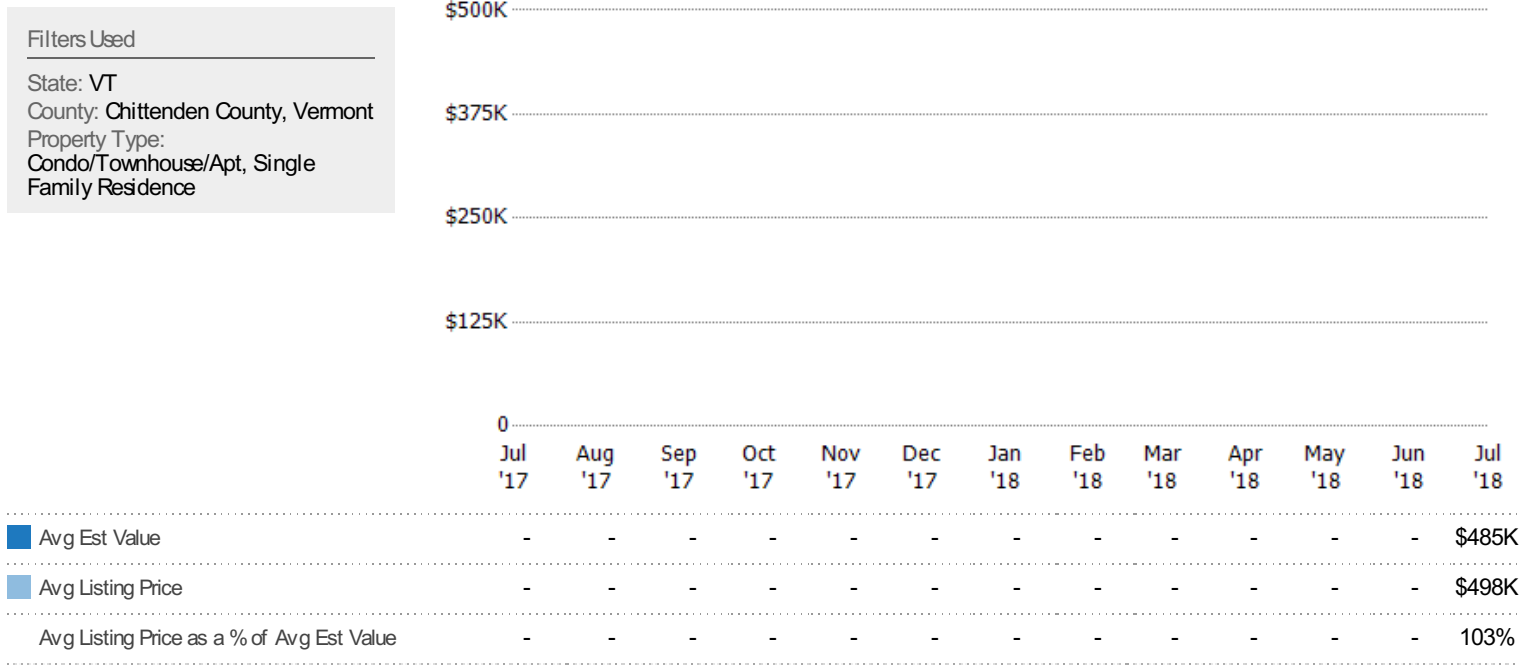
## Median Listing Price

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



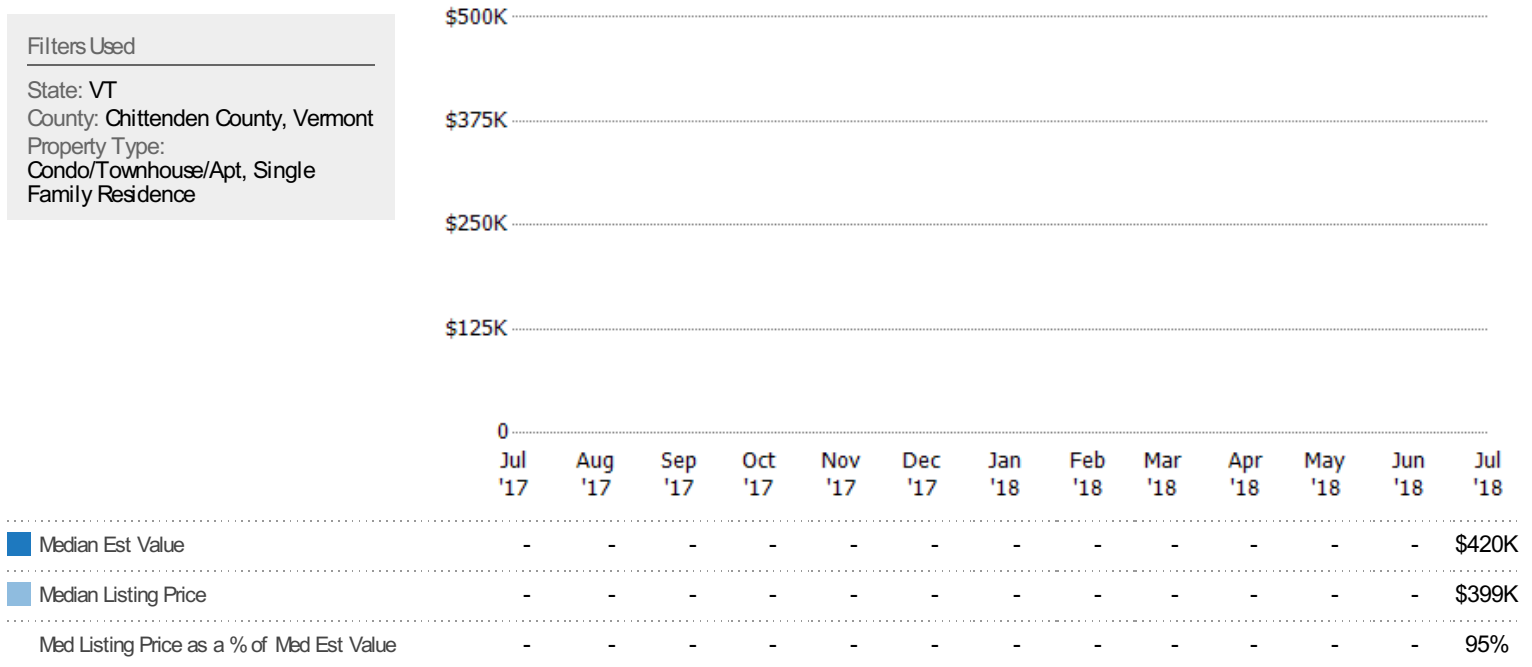
## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



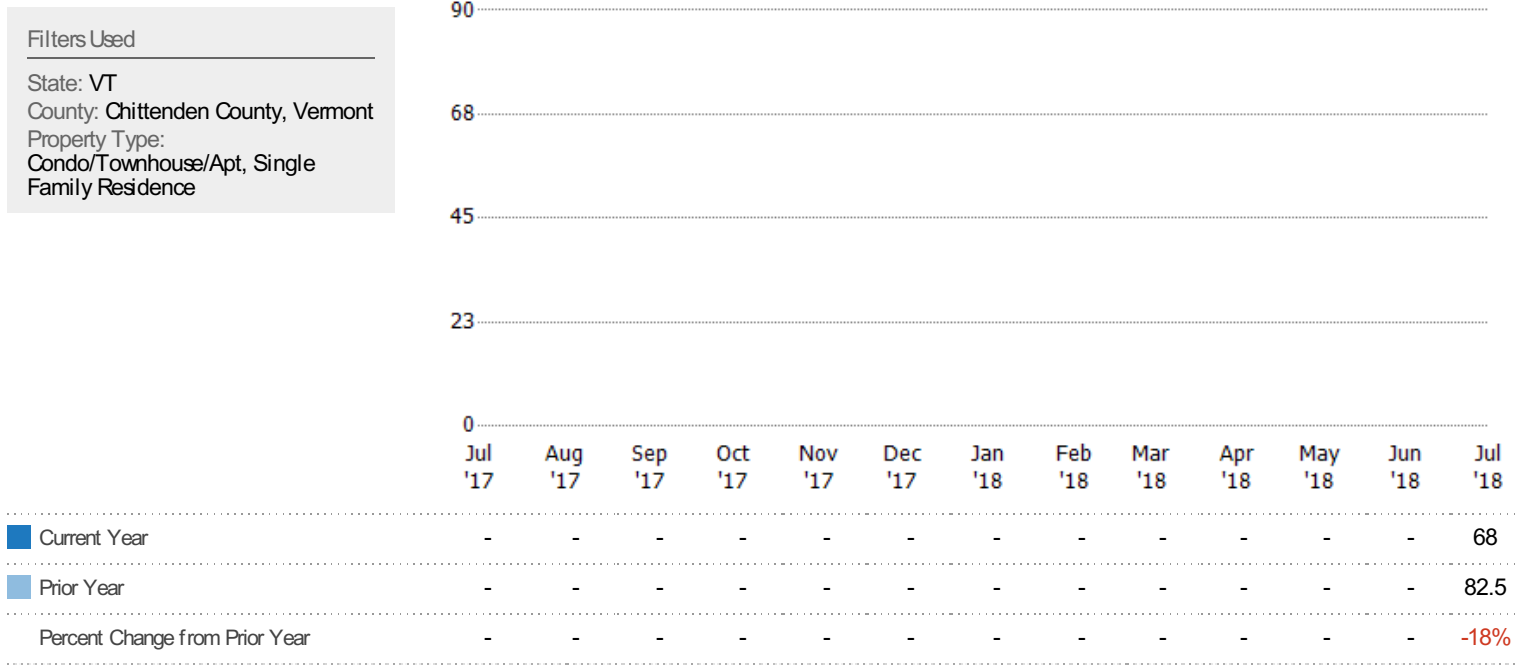
## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.



## 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.



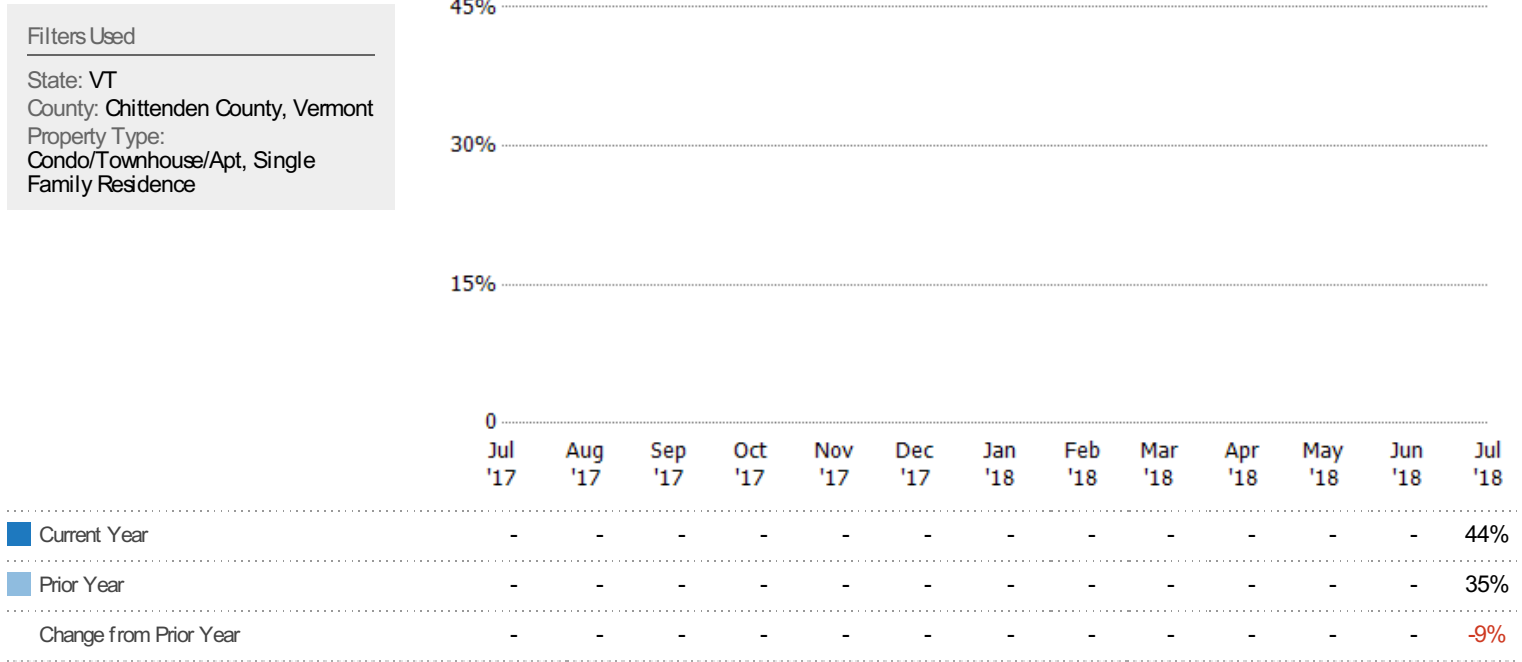
## Months of Inventory

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



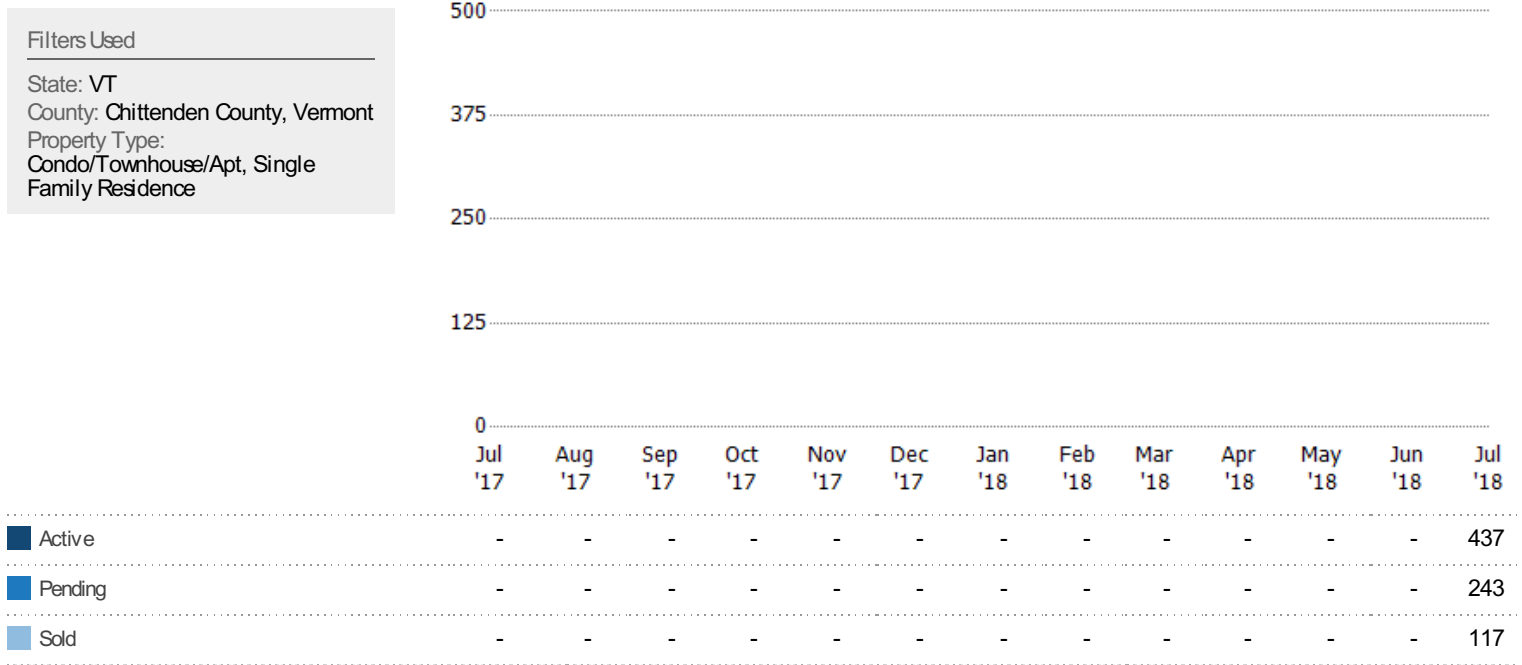
## Absorption Rate

The percentage of inventory sold per month.



## Active/Pending/Sold Units

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

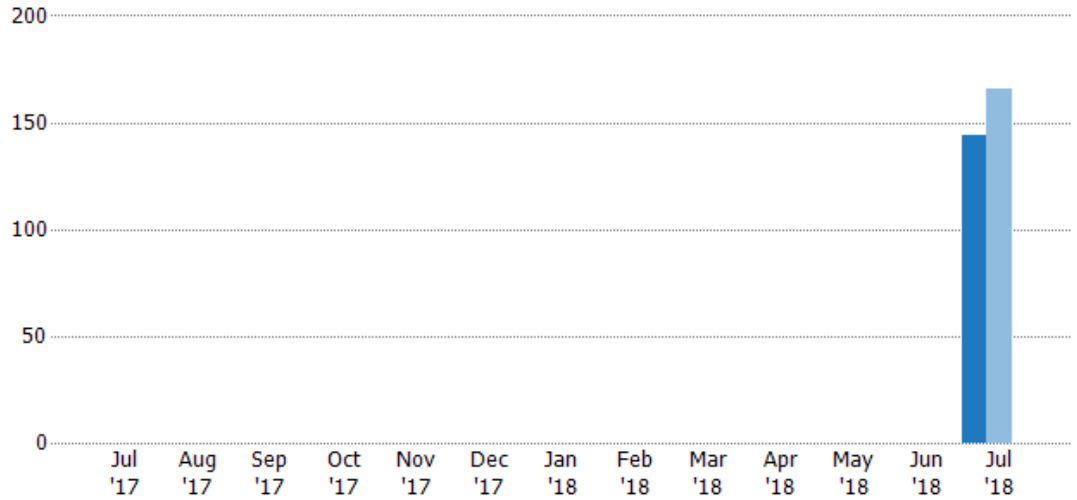


## New Pending Sales

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

### Filters Used

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



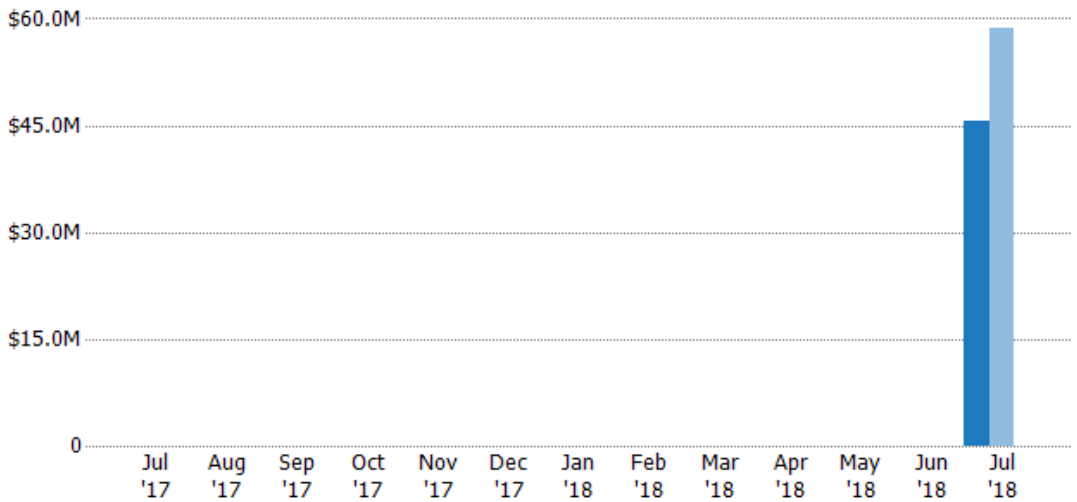
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 144  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 166  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -13% |

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



|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$45.6M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$58.7M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -22%    |

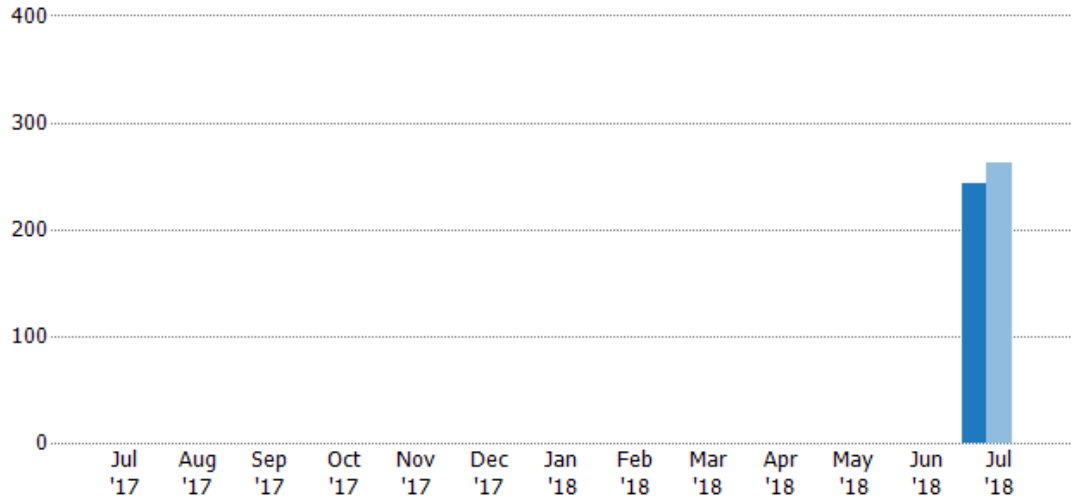


## Pending Sales

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



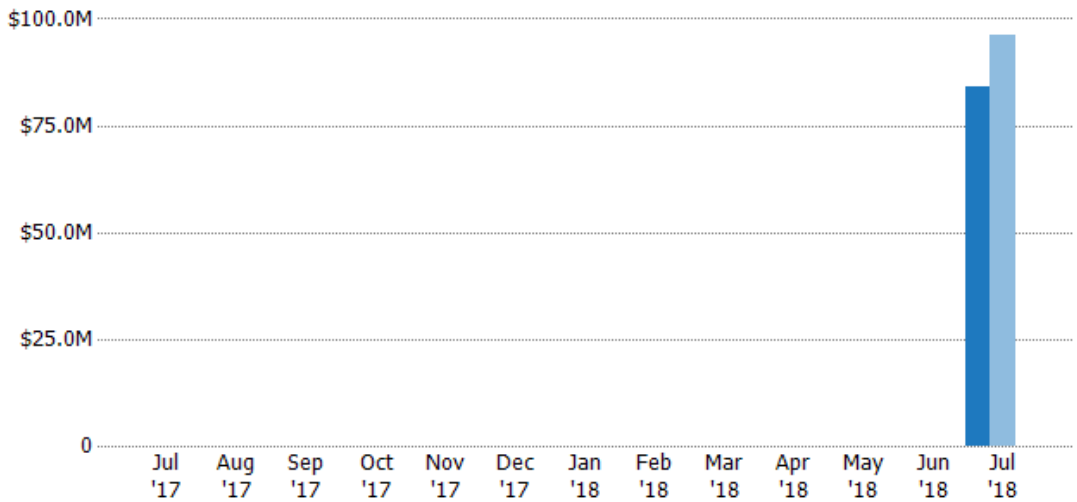
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |     |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 243 |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 263 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -8% |

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



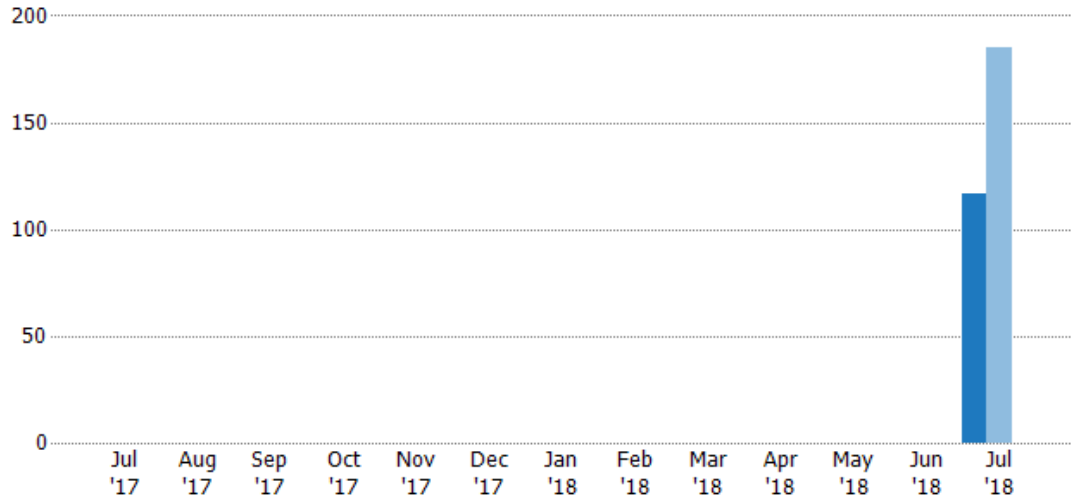
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$84M   |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$96.1M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -13%    |

## Closed Sales

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

### Filters Used

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



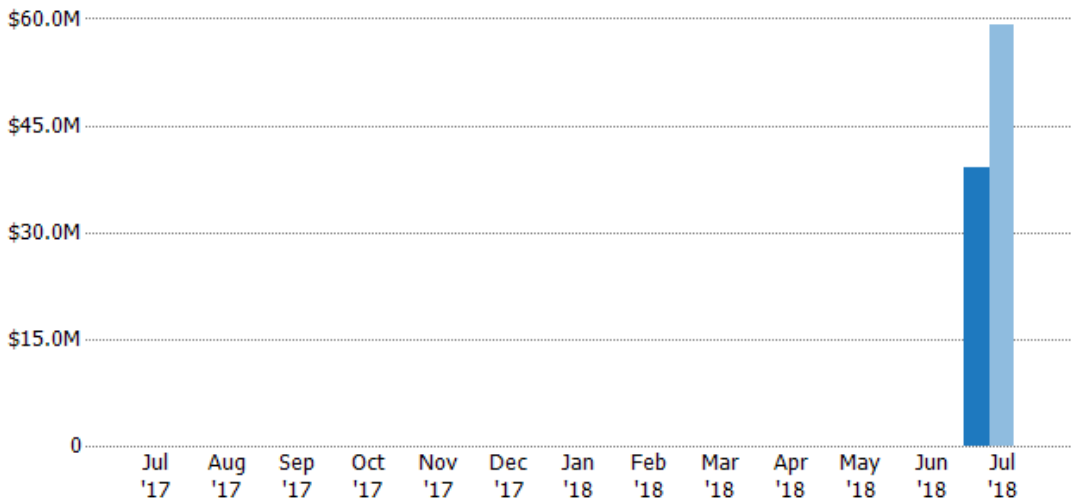
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 117  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 185  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -37% |

## Closed Sales Volume

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

### Filters Used

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



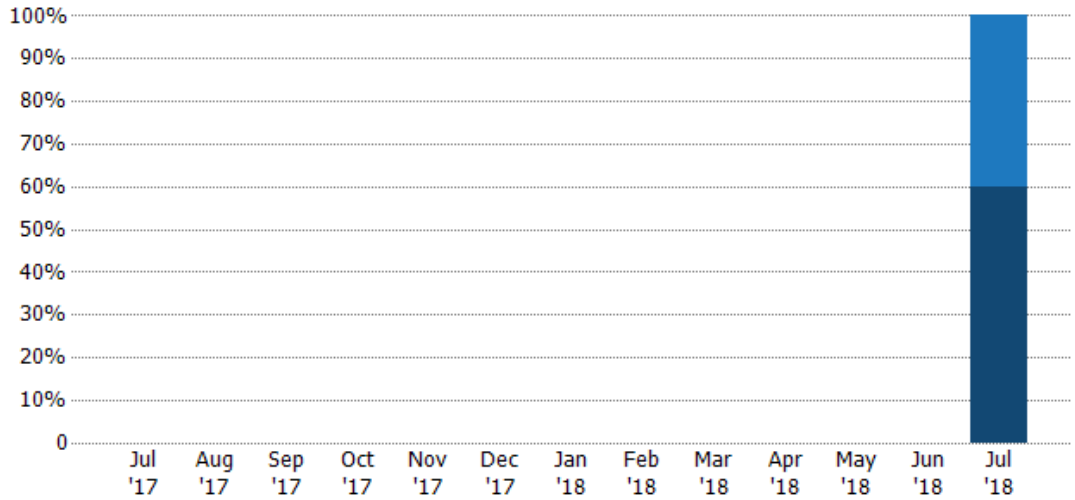
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$39.1M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$59.2M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -34%    |

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



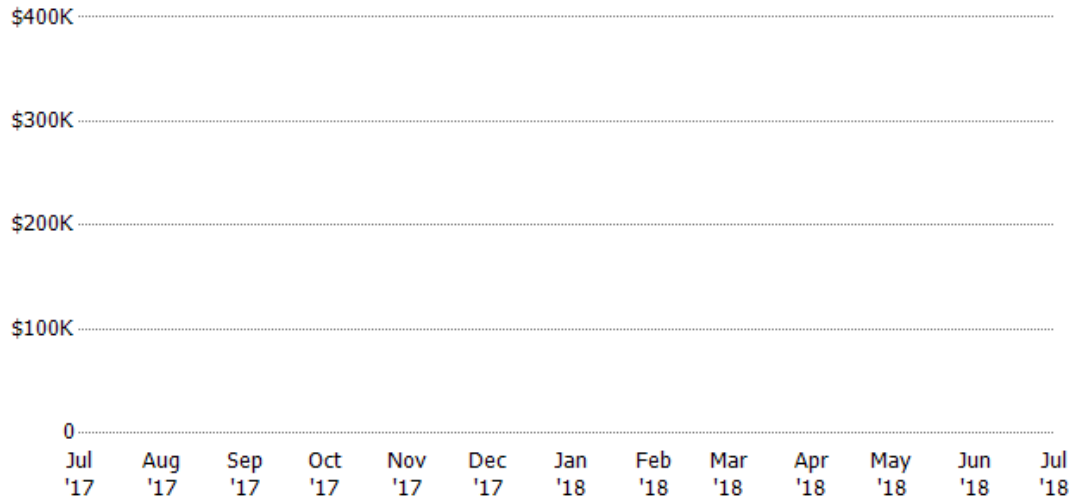
| Property Type           | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Condo/Townhouse         | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 40%     |
| Single Family Residence | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 60%     |

## Average Sales Price

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

**Filters Used**

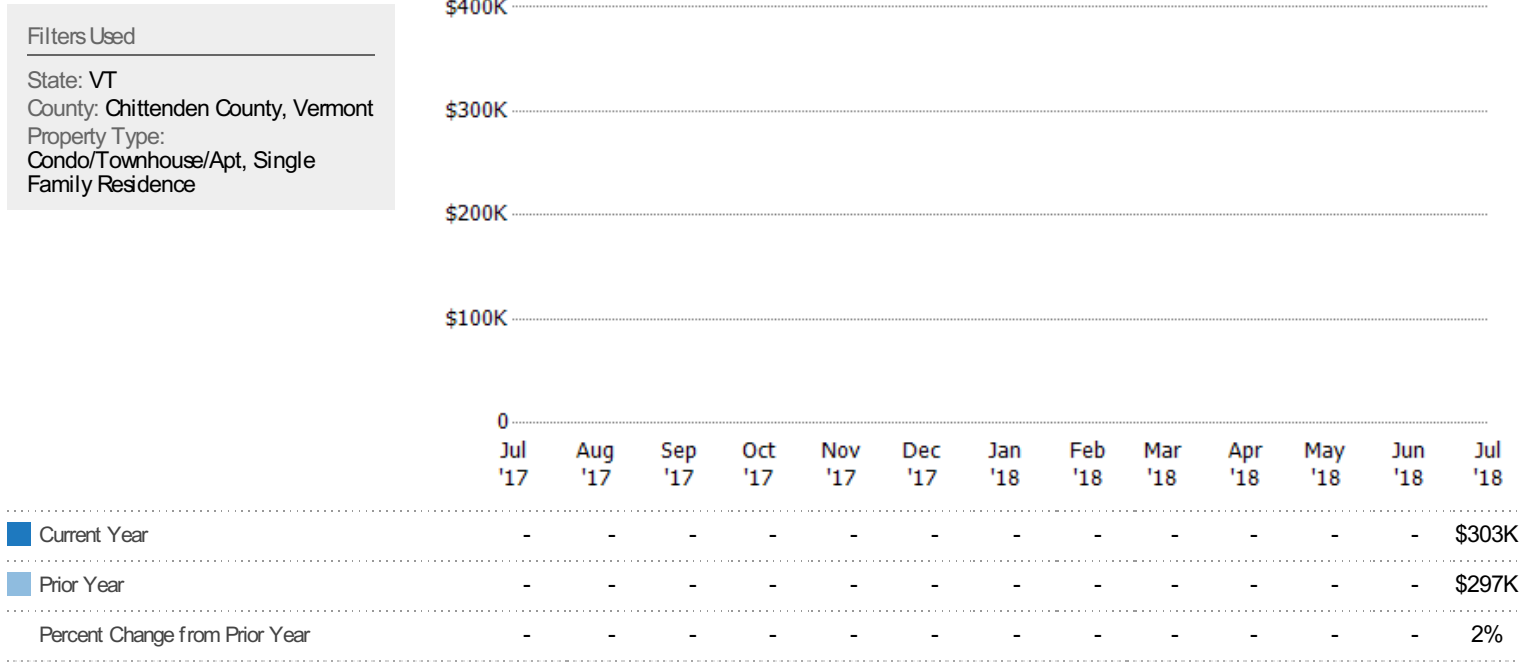
State: VT  
 County: Chittenden County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



| Property Type                  | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$334K  |
| Prior Year                     | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$320K  |
| Percent Change from Prior Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 4%      |

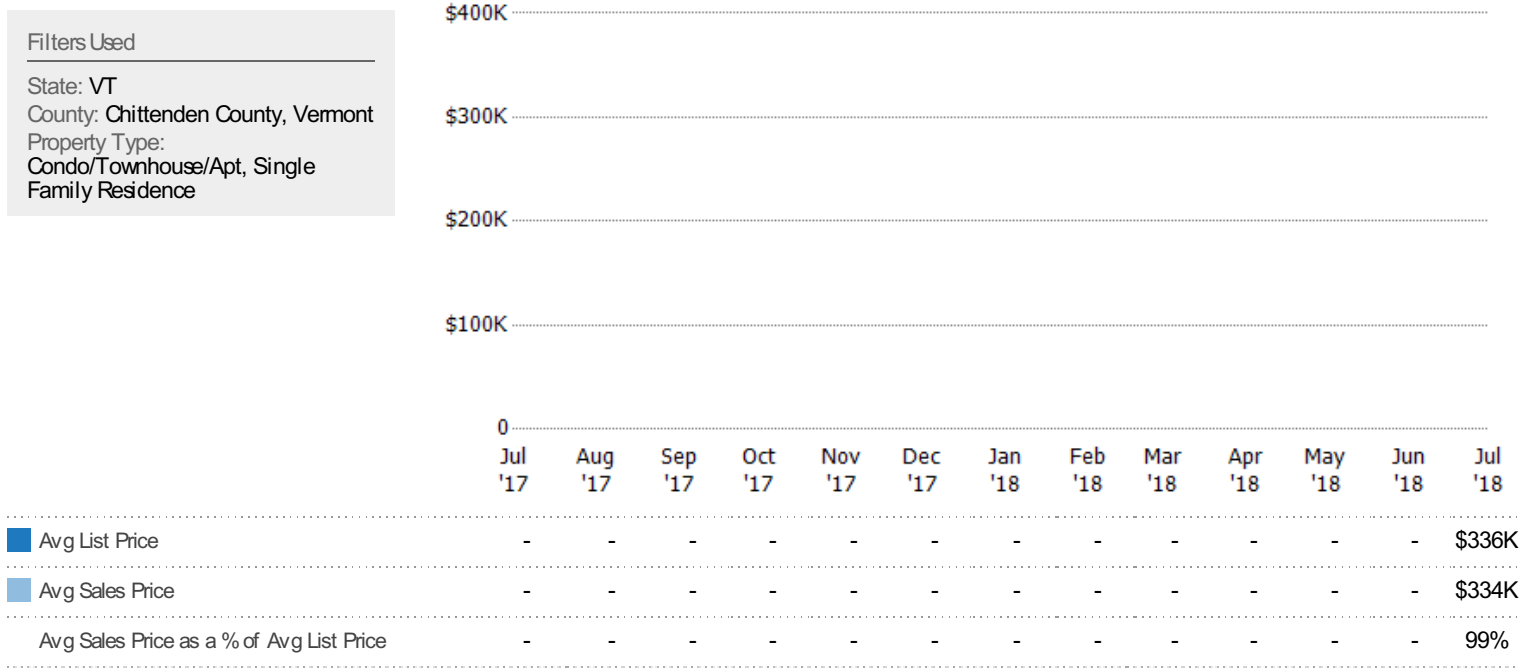
## Median Sales Price

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



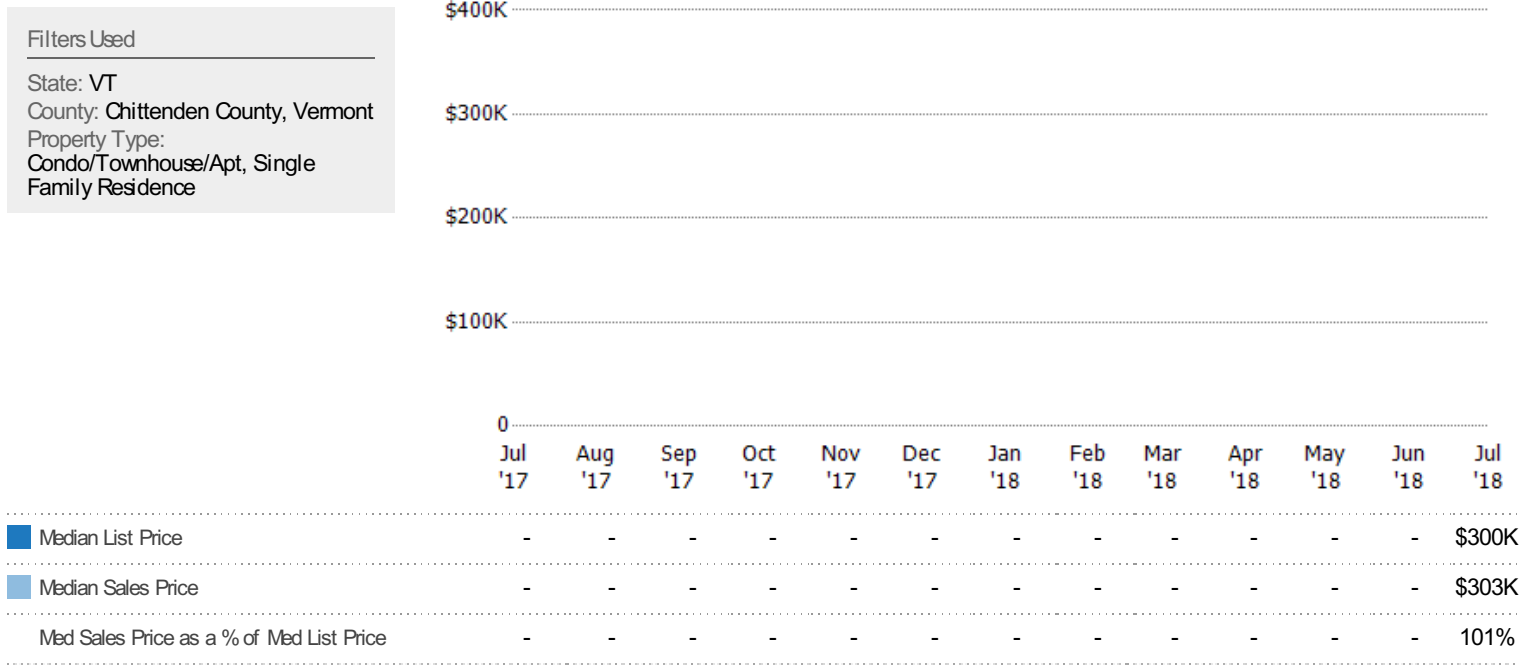
## Average Sales Price vs Average Listing Price

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



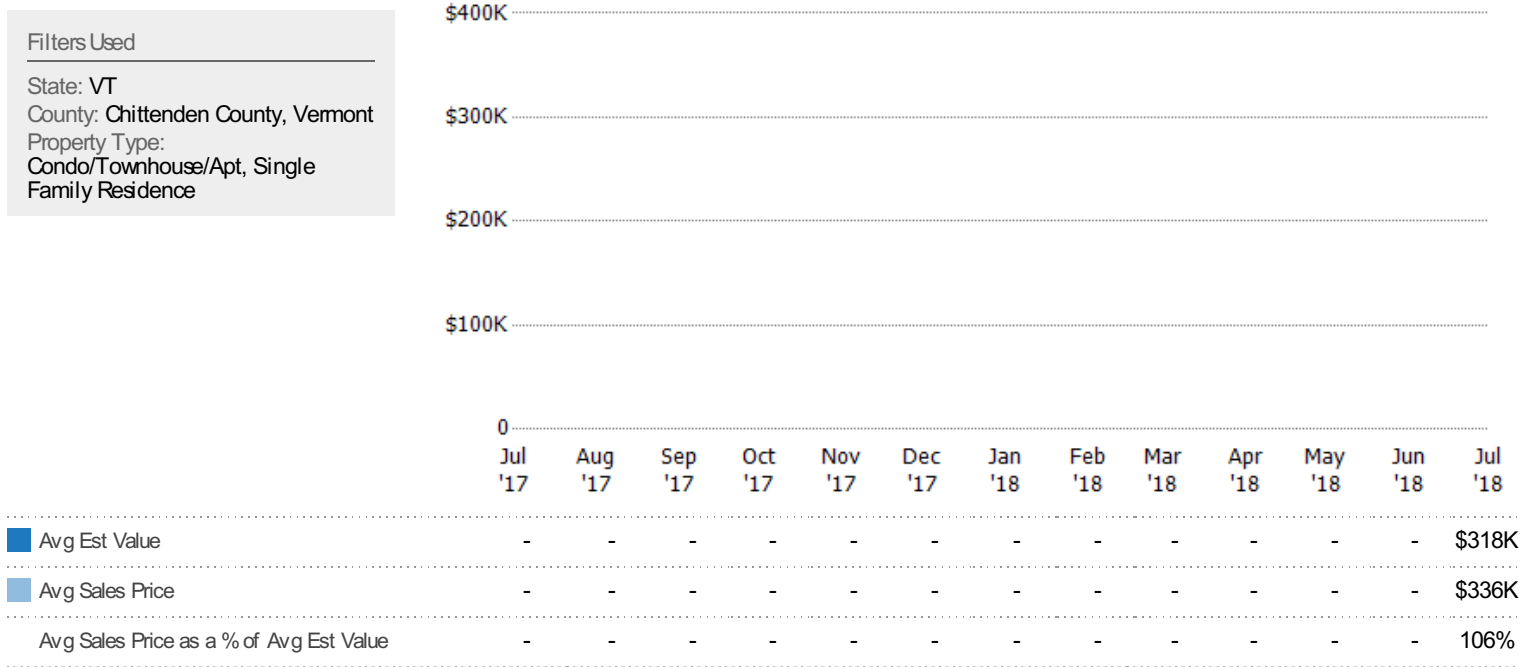
## Median Sales Price vs Median Listing Price

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



## 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.



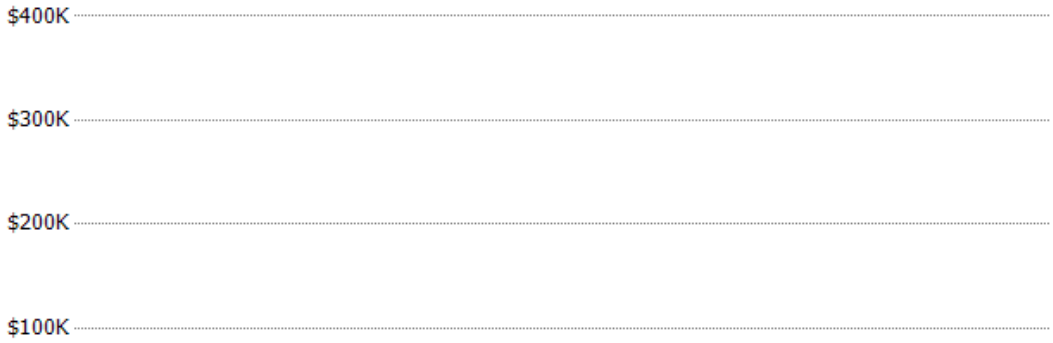
## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

**Filters Used**

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



|   | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$302K  |
| Median Sales Price                      | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$300K  |
| Med Sales Price as a % of Med Est Value | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 99%     |