

Summary of Key Listing and Sales Metrics

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

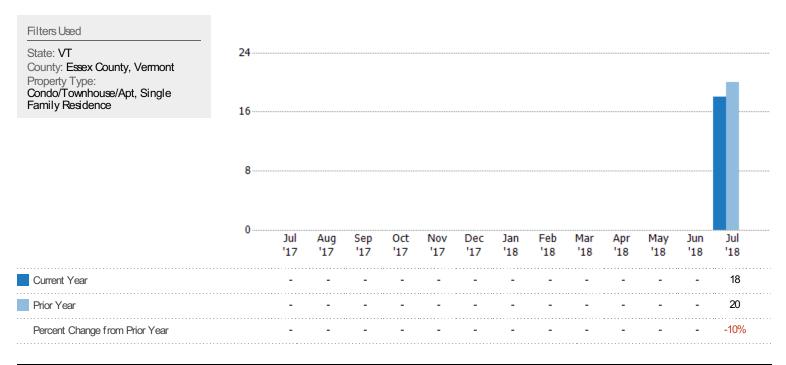
Key Metrics	Jul 2018	Jul 2017	+/-	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	18	20	-10%	18	20	-10%
New Listing Volume	\$4,785,300	\$2,957,500	+61.8%	\$4,785,300	\$2,957,500	+61.8%
Active Listing Count	87	117	-25.6%	87	117	-25.6%
Active Listing Volume	\$16,977,150	\$20,079,845	-15.5%	\$16,977,150	\$20,079,845	-15.5%
Average Listing Price	\$195,140	\$171,623	+13.7%	\$195,140	\$171,623	+13.7%
Median Listing Price	\$159,000	\$149,900	+6.1%	\$159,000	\$149,900	+6.1%
Median Days in RPR	88	109	-19.3%	88	109	-19.3%
Months of Inventory	_	_	-	87	13	+569.2%
Absorption Rate	_	_	+	1.15%	7.69%	-6.5%
Sales Activity Charts Metrics						
New Pending Sales Count	13	15	-13.3%	13	15	-13.3%
New Pending Sales Volume	\$1,655,800	\$1,891,649	-12.5%	\$1,655,800	\$1,891,649	-12.5%
Pending Sales Count	13	25	-48%	13	25	-48%
Pending Sales Volume	\$1,884,200	\$3,562,049	-47.1%	\$1,884,200	\$3,562,049	-47.1%
Closed Sales Count	7	1	+600%	7	1	+600%
Closed Sales Volume	\$623,500	\$35,000	+1,681.4%	\$623,500	\$35,000	+1,681.4%
Average Sales Price	\$89,071	\$35,000	+154.5%	\$89,071	\$35,000	+154.5%
Median Sales Price	\$78,000	\$35,000	+122.9%	\$78,000	\$35,000	+122.9%





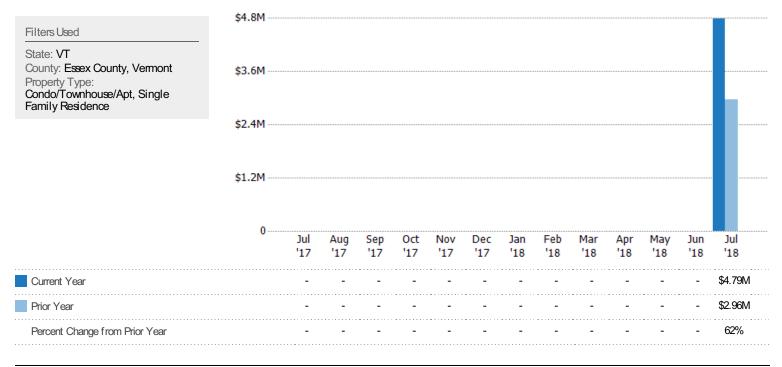
New Listings

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.



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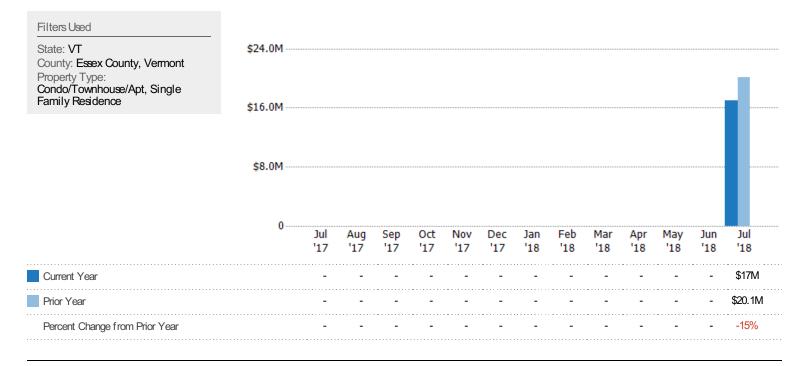
Active Listings

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

Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	87
-	-	-	-	-	-	-	-	-	-	-	-	117
-	-	-	-	-	-	-	-	-	-	-	-	-26%
	Jul	Jul Aug	Jul Aug Sep	Jul Aug Sep Oct	Jul Aug Sep Oct Nov	Jul Aug Sep Oct Nov Dec	Jul Aug Sep Oct Nov Dec Jan	Jul Aug Sep Oct Nov Dec Jan Feb	Jul Aug Sep Oct Nov Dec Jan Feb Mar	Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr	Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May	Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun

Active Listing Volume

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





Average Listing Price

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

	\$200K												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K 0 Jul '17	Aug '17	Sep '17	0ct '17		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year											·····		\$195K
													ψισοιν
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$172K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%

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	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$50K												
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$100K												
State: VT County: Essex County, Vermont	\$150K												,
Filters Used	\$200K												





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.

	\$200K												
Filters Used													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
,	\$100K												
	\$50K												
	\$30K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$133K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$195K
Avg Listing Price as a % of Avg Est Value	_	-	-	-	-	-	-	-	-	-	-	-	147%

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.

	\$200K ······												
Filters Used													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Jul	Aug	Sep	Oct	Nov	Dec		Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$118K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	135%





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	200												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
Family Residence	100												
	50												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	88
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	109
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-19%

Months of Inventory

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

Filters Used	20												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	_												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.25
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14.6
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-50%





Absorption Rate

The percentage of inventory sold per month.

15%												
10%												
5%												
0												
Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-	-	-	14%
-	-	-	-	-	-	-	-	-	-	-	-	7%
-	-	-	-	-	-	-	-	-	-	-	-	-7%
	10% 5% 0 Jul	10% 5% 0 Jul Aug	10% 5% 0 Jul Aug Sep	10% 5% 0 Jul Aug Sep Oct	10% 5% 0 Jul Aug Sep Oct Nov	0 Jul Aug Sep Oct Nov Dec	10% 5% 0 Jul Aug Sep Oct Nov Dec Jan	10% 5% 0 Jul Aug Sep Oct Nov Dec Jan Feb	10% 5% 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar	10% 5% 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr	10% 5% 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May	10% 5% 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun

Active/Pending/Sold Units

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

	90												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	68												
	45												
	23												
	23												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	87
Pending	-	-	-	-	-	-	-	-	-	-	-	-	13
Sold	-	-	-	-	-	-	-	-	-	-	-	-	7





New Pending Sales

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

Filters Used State: VT	20													
County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	0													
		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	13
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	15
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-13%

New Pending Sales Volume

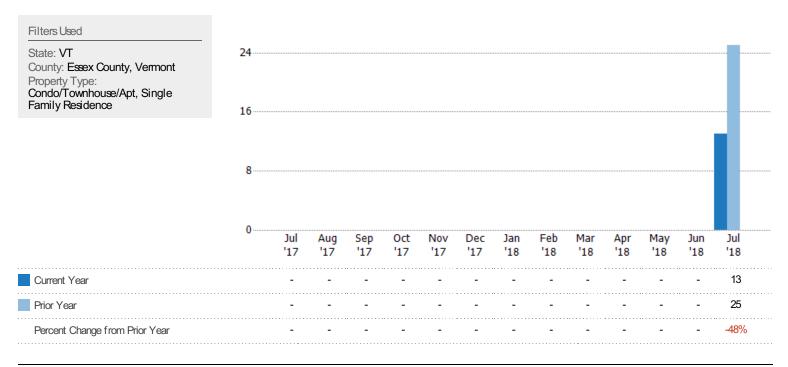
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

\$2.0M ······														
\$1.5M														
\$1.0M														
\$0.5M														
0	Jul '17	Aug '17	Sep '17	0ct '17	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul '18	
				17										
	-	-	-	-	-	-	-	-	-	-			φ1.00IVI	
	-	-	-	-	-	-	-	-	-	-	-	-	\$1.89M	
	-	-	-	-	-	-	-	-	-	-	-	-	-12%	
	\$1.5M \$1.0M	\$1.5M \$1.0M \$0.5M	\$1.5M \$1.0M \$0.5M 0	\$1.5M \$1.0M \$0.5M 0Jul Aug Sep	\$1.5M \$1.0M \$0.5M 0 Jul Aug Sep Oct	\$1.5M \$1.0M \$0.5M 0Jul Aug Sep Oct Nov	\$1.5M \$1.0M \$0.5M 0	\$1.5M \$1.0M \$0.5M 0	\$1.5M \$1.0M \$0.5M 0Jul Aug Sep Oct Nov Dec Jan Feb	\$1.5M \$1.0M \$0.5M 0	\$1.5M \$1.0M \$0.5M 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr	\$1.5M \$1.0M \$0.5M 0Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May	\$1.5M \$1.0M \$0.5M 0	\$1.5M \$1.0M \$0.5M 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18



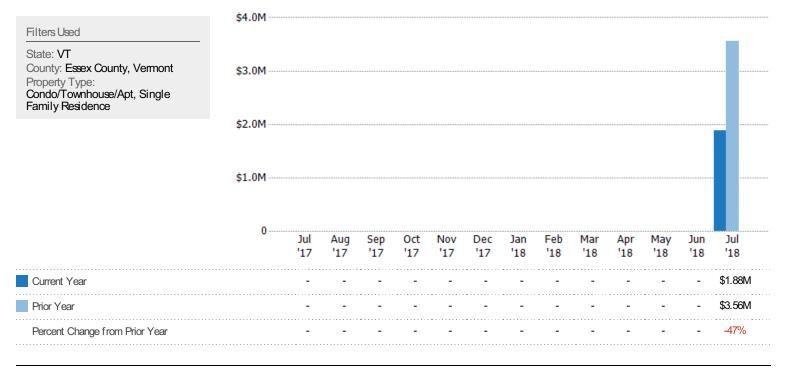
Pending Sales

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.



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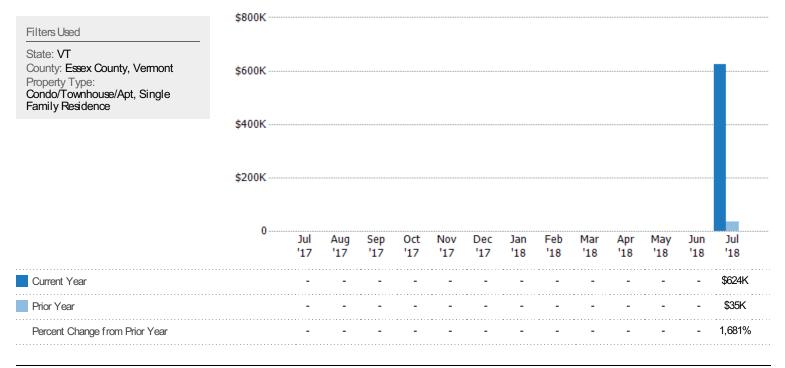
Closed Sales

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

	8.00													
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00													
	4.00													
	2.00													
	0	Jul	Aug	Sep	Oct	Nov		Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	600%

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.

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	
	0														
	10%														
	20%														
	30%														
	40%														
	50%														
Family Residence	60%														
Property Type: Condo/Townhouse/Apt, Single	70%														
State: VT County: Essex County, Vermont	80%														
Filters Used	90%														
	100%														

Average Sales Price

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

	\$200K
Filters Used	
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K
	\$100K

\$50K~~~

	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$89.1K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$35K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	154%





Median Sales Price

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

	\$200K ······												
Filters Used													
State: VT County: Essex County, Vermont	¢1E0K												
Property Type:	\$150K ······												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Family Residence	\$100K												
	+												
	\$50K												
	0	_	_			_				-		_	
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$78K
Prior Year	-		_			_			-	_	_		\$35K
Percent Change from Prior Year													
-	-	-	-	-	-	-	-	-		-	-	-	123%

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	\$100K												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$75K												
	\$50K												
	\$25K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$96K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$89.1K
Avg Sales Price as a % of Avg List Price		-	-	-	-	-	-	-	-	-	-	-	93%



Median Sales Price vs Median Listing Price

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

	\$100K												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$75K												
	\$50K												
	\$25K 0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$95.5K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$78K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	82%

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	\$100K ······											,	,
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$75K												
,	\$50K												
	\$25K												
	0	A.u.a	Con	0.4	Neur	Doc	1-10	Eab	Mar	Apr	May	lus	
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$96K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%



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.

	\$100K ······												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$75K												
r aminy residence	\$50K												
	\$25K												
	· · ·										Max		1I
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$95.5K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

