

Summary of Key Listing and Sales Metrics

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

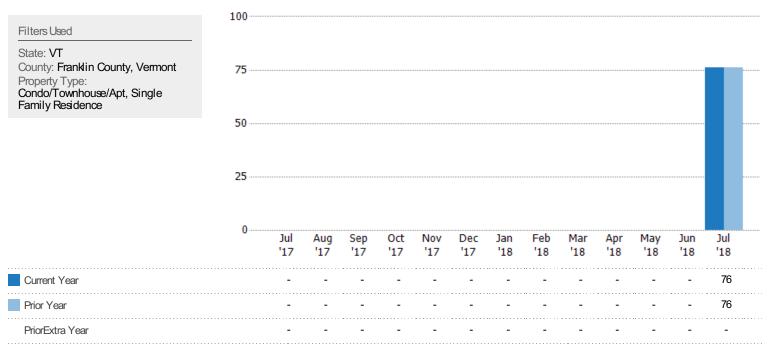
+/-	YTD 2017	YTD 2018	+/-	Jul 2017	Jul 2018	Key Metrics
						Listing Activity Charts Metrics
+	76	76	+	76	76	New Listing Count
+20.2%	\$16,508,175	\$19,847,195	+20.2%	\$16,508,175	\$19,847,195	New Listing Volume
-21.9%	392	306	-21.9%	392	306	Active Listing Count
-12.3%	\$90,846,481	\$79,699,126	-12.3%	\$90,846,481	\$79,699,126	Active Listing Volume
+12.4%	\$231,751	\$260,455	+12.4%	\$231,751	\$260,455	Average Listing Price
+18.6%	\$215,000	\$255,000	+18.6%	\$215,000	\$255,000	Median Listing Price
-13.4%	97	84	-13.4%	97	84	Median Days in RPR
-28.3%	7	5	-	_	_	Months of Inventory
+5.6%	14.29%	19.93%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
+17%	53	62	+17%	53	62	New Pending Sales Count
+11%	\$12,211,766	\$13,559,081	+11%	\$12,211,766	\$13,559,081	New Pending Sales Volume
+2.1%	97	99	+2.1%	97	99	Pending Sales Count
+1.3%	\$22,171,126	\$22,468,454	+1.3%	\$22,171,126	\$22,468,454	Pending Sales Volume
-36.1%	61	39	-36.1%	61	39	Closed Sales Count
-44.4%	\$13,076,001	\$7,276,475	-44.4%	\$13,076,001	\$7,276,475	Cloæd Sales Volume
-13%	\$214,361	\$186,576	-13%	\$214,361	\$186,576	Average Sales Price
-12.5%	\$220,000	\$192,500	-12.5%	\$220,000	\$192,500	Median Sales Price





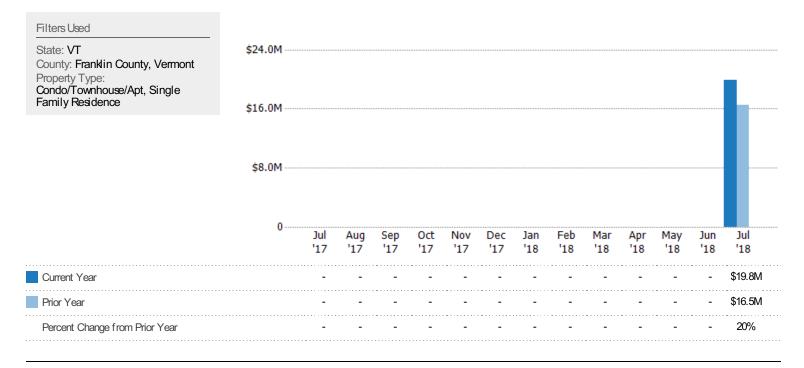
New Listings

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.



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Active Listings

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

Filters Used	600													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	450													
	300													
	150													
	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		-	-	-	-	-	-	-	-	-	-	-	-	306
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	392
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%

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		-	-	-	-	-	-	-	-	-	-	-	-	-12%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$90.8M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$79.7M
	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
	\$50.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100.0M													
Filters Used State: VT County: Franklin County, Vermont	\$150.0M													
	\$200.0M ······													



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: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$150K ······												
	\$75K 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	-	-	-	-	-	-	-	-	-	-	-	-	\$260K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%

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	-	-	-	-	-	-	-	-	-	-	-	-	19%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$255K
	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
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
State: VT County: Franklin County, Vermont	\$225K												
Filters Used	\$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.

	\$300K ······												
Filters Used State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Tamiry readence	\$150K												
	\$75K												
	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
	17			17	17		10	10	10	10	10	10	10
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$243K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$260K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	107%

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													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
r anny readence	\$150K												
	\$75K												
	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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$255K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	118%



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.

	100												
Filters Used State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single	75												
Family Residence	50												
	25												
	0												
	Jul	Aug		Oct		Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	84
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	97
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-13%

Months of Inventory

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

FiltersUsed	30												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4.19
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-40%





Absorption Rate

The percentage of inventory sold per month.

Filters Used	30%												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
	10%												
	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	-	-	-	-	-	-	-	-	-	-	-	-	24%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
Change from Prior Year	-	-	-		-	-	-	-	-	-	-	-	-10%
Prior Year	'17 - -											'18 - - -	'18 24% 14%

Active/Pending/Sold Units

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

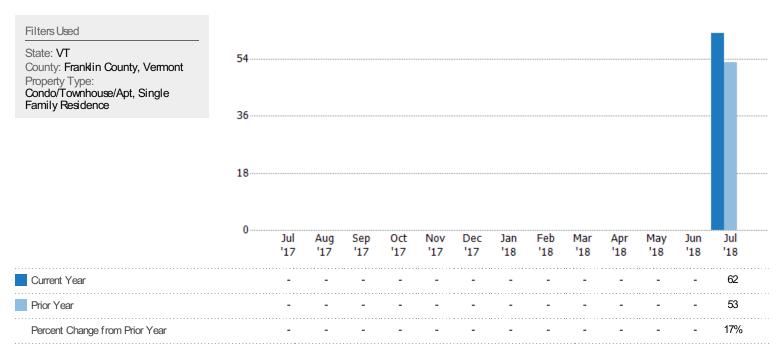
	400												
Filters Used State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	300												
Family Residence	200												
	0												
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	306
Pending	-	-	-	-	-	-	-	-	-	-	-	-	99
Sold	-	-	-	-	-	-	-	-	-	-	-	-	39





New Pending Sales

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



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	\$20.0M ······													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$13.6M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.2M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11%





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: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150														
	100														
	50														
	0	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
		'17	'17	'1Ż	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	99	• • • •
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	97	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2%	• • •

Pending Sales Volume

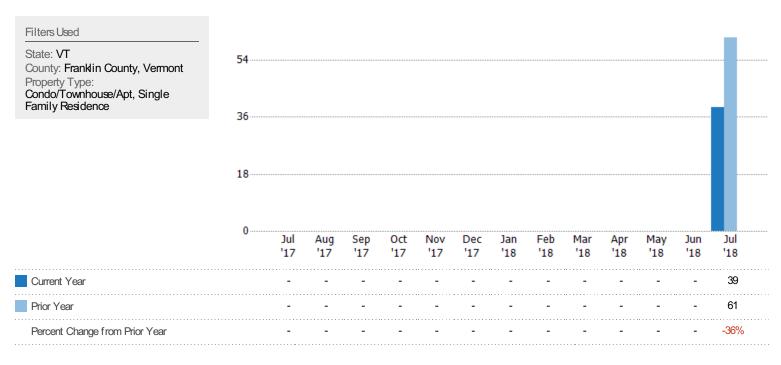
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used														
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M													
Family Residence	\$16.0M													
	\$8.0M													
	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
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$22.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$22.2M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1%



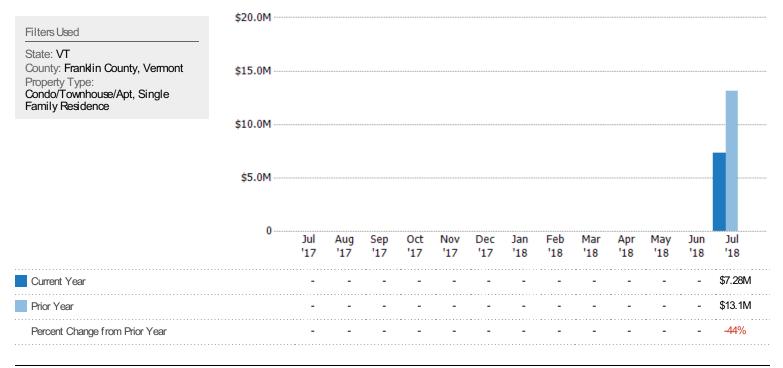
Closed Sales

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.



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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: Franklin County, Vermont	80%														
Property Type:	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jul	Aug	Sep	0ct		Dec		Feb	Mar	Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	5%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	95%	

Average Sales Price

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

Filters Used	\$300K	
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K	
Family Residence	\$150K	
	\$75K	
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-13%





Median Sales Price

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

	\$300K												
Filters Used State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	\$7 JK												
	0		6	<u></u>		D							7 l
	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
. <u></u>													
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Percent Change from Prior Year			_	_									
	-					-	-	-	-	-	-	-	-13%

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	\$200K												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$189K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%





Median Sales Price vs Median Listing Price

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

	\$200K												
Filters Used													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Failing 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
													¢4001/
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	101%

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	\$200K												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
,	\$100K												
	\$50K												
	0	.	C								b 4		2.1
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$161K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$189K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	117%





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.

	\$200K ······												
Filters Used													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K												
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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$167K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	114%

