

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
						isting Activity Charts Metrics
-9.4%	117	106	-9.4%	117	106	New Listing Count
-6.6%	\$35,596,495	\$33,246,359	-6.6%	\$35,596,495	\$33,246,359	New Listing Volume
-21.3%	799	629	-21.3%	799	629	Active Listing Count
-13%	\$299,693,213	\$260,621,329	-13%	\$299,693,213	\$260,621,329	Active Listing Volume
+10.5%	\$375,085	\$414,342	+10.5%	\$375,085	\$414,342	Average Listing Price
+12%	\$249,000	\$279,000	+12%	\$249,000	\$279,000	Median Listing Price
-15.9%	138	116	-15.9%	138	116	Median Days in RPR
-21.3%	12.1	9.5	-	_	_	Months of Inventory
+2.2%	8.26%	10.49%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+16.9%	59	69	+16.9%	59	69	New Pending Sales Count
+41.6%	\$13,970,200	\$19,779,600	+41.6%	\$13,970,200	\$19,779,600	New Pending Sales Volume
-1.9%	106	104	-1.9%	106	104	Pending Sales Count
+5.5%	\$28,546,500	\$30,107,800	+5.5%	\$28,546,500	\$30,107,800	Pending Sales Volume
-40.9%	66	39	-40.9%	66	39	Closed Sales Count
-44.2%	\$14,877,800	\$8,297,450	-44.2%	\$14,877,800	\$8,297,450	Closed Sales Volume
-5.6%	\$225,421	\$212,755	-5.6%	\$225,421	\$212,755	Average Sales Price
+9.7%	\$168,700	\$185,000	+9.7%	\$168,700	\$185,000	Median Sales Price





New Listings

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

Filters Used	200													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	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
		17	17	17	17	17	17	18	18	18	18	18	18	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	106
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	117
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-9%

New Listing Volume

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

Filters Used	\$60.0M ······													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$45.0M													_
Taniny resuence	\$30.0M													
	\$15.0M													
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$33.2M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$35.6M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-7%



Active Listings

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

Filters Used	2K													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	1.5K													
	1K													
	0.5K													
	0	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	Sep '17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	629
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	799
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-21%

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	\$400.0M ······													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300.0M													
	\$200.0M ······													
	\$100.0M													
	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
								10	10					
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$261M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$300M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-13%



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												
ranny roddonoo	\$250K												
	\$125K												
	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$414K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$375K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

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	-	-	-	-	-	-	-	-	-	-	-	-	12%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$279K
	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: Windham 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.

	\$500K ······												
Filters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun	Jul '18
		17	17	17	17	17	18	10	10	10	10	'18	10
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$364K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$414K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	114%

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: Windham County, Vermont	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$22JK												
	\$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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$279K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	108%





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.

	200												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50	A		0.4	NIeu	Dec							
	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	-	-	-	-	-	-	-	-	-	-	-	-	116
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	138
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-16%

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												
	J												
	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	-	-	-	-	-	-	-	-	-	-	-	-	9.68
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11.1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-13%



Absorption Rate

The percentage of inventory sold per month.

	15%												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	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	-	-	-	-	-	-	-	-	-	-	-	-	10%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Active/Pending/Sold Units

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

	700												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	525												
	350												
	175												
	0												
	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
Active	-	-	-	-	-	-	-	-	-	-	-	-	629
Pending	-	-	-	-	-	-	-	-	-	-	-	-	104
Sold	-	-	-	-	-	-	-	-	-	-	-	-	39





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													
	18													
	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		-	-	-	-	-	-	-	-	-	-	-	-	69
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	59
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	17%

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: Windham 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		-	-	-	-	-	-	-	-	-	-	-	-	\$19.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-		\$14M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	42%



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: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	Ŭ	Jul	Aug	Sep		Nov		Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	104
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	106
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-2%

Pending Sales Volume

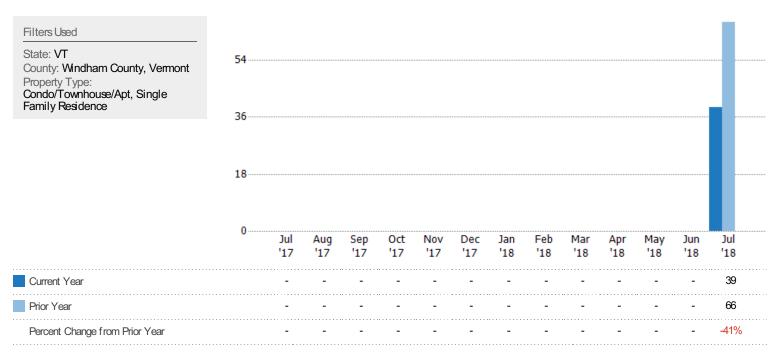
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$28.5M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$30.1M
	\$10.0M	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
Family Residence	\$20.0M													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
Filters Used	\$40.0M ······													



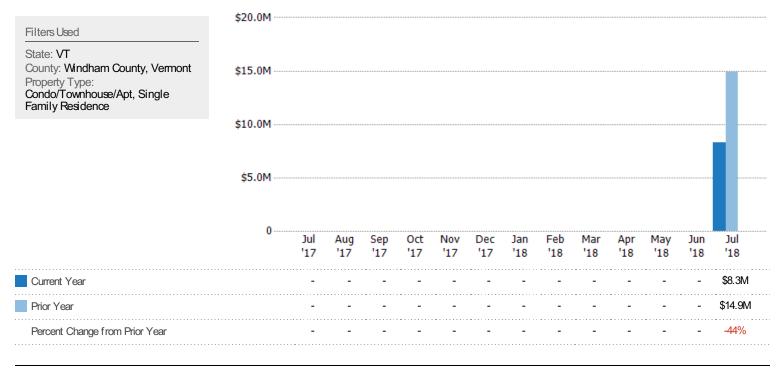
Closed Sales

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.

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	\$225K
County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	
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	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%





Median Sales Price

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

Current Year Prior Year	'17 _	'17 -	'17 -	'17 -	'17 -	'17 _	'18 -	'18 -	'18 -	'18 _	'18 _	'18 _	Jul '18 \$185K \$169K
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18		
	0 Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2.1
	\$100K \$50K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	6100V												
State: VT County: Windham County, Vermont	\$150K												
Filters Used													

Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-		·····										96%
Avg Sales Price	-		_	_	_	_	_	-			_		\$213K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$221K
	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
	\$150K \$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
State: VT County: Windham County, Vermont	\$225K												
Filters Used	\$300K ······												



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: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
· , · · · · ·	\$100K ······												
	\$50K 0			0.4									
	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>													
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$195K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%

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 ······												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$246K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$221K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	_	-	-	-	-	-	-	90%





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													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Failing 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
		17			17		10	10	10	10	10		10
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$240K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$195K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	81%

