

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 | +/- | Mar 2017 | Mar 2018 | Key Metrics |
|--------|---------------|---------------|--------|---------------|---------------|---------------------------------|
| | | | | | | Listing Activity Charts Metrics |
| +13.8% | 65 | 74 | +13.8% | 65 | 74 | New Listing Count |
| +47.7% | \$13,702,200 | \$20,238,000 | +47.7% | \$13,702,200 | \$20,238,000 | New Listing Volume |
| -16.9% | 439 | 365 | -16.9% | 439 | 365 | Active Listing Count |
| +5.9% | \$127,333,244 | \$134,826,299 | +5.9% | \$127,333,244 | \$134,826,299 | Active Listing Volume |
| +27.4% | \$290,053 | \$369,387 | +27.4% | \$290,053 | \$369,387 | Average Listing Price |
| +29.8% | \$215,000 | \$279,000 | +29.8% | \$215,000 | \$279,000 | Median Listing Price |
| -6.9% | 204 | 190 | -6.9% | 204 | 190 | Median Days in RPR |
| -56.8% | 16.3 | 7 | - | _ | _ | Months of Inventory |
| +8.1% | 6.15% | 14.25% | + | _ | _ | Absorption Rate |
| | | | | | | Sales Activity Charts Metrics |
| -20.9% | 67 | 53 | -20.9% | 67 | 53 | New Pending Sales Count |
| -20.6% | \$15,920,750 | \$12,642,400 | -20.6% | \$15,920,750 | \$12,642,400 | New Pending Sales Volume |
| -17% | 106 | 88 | -17% | 106 | 88 | Pending Sales Count |
| -12.3% | \$25,684,800 | \$22,520,400 | -12.3% | \$25,684,800 | \$22,520,400 | Pending Sales Volume |
| -32.7% | 52 | 35 | -32.7% | 52 | 35 | Closed Sales Count |
| -21.6% | \$12,287,500 | \$9,627,400 | -21.6% | \$12,287,500 | \$9,627,400 | Cloæd Sales Volume |
| +16.4% | \$236,298 | \$275,069 | +16.4% | \$236,298 | \$275,069 | Average Sales Price |
| +6.2% | \$209,500 | \$222,500 | +6.2% | \$209,500 | \$222,500 | Median Sales Price |





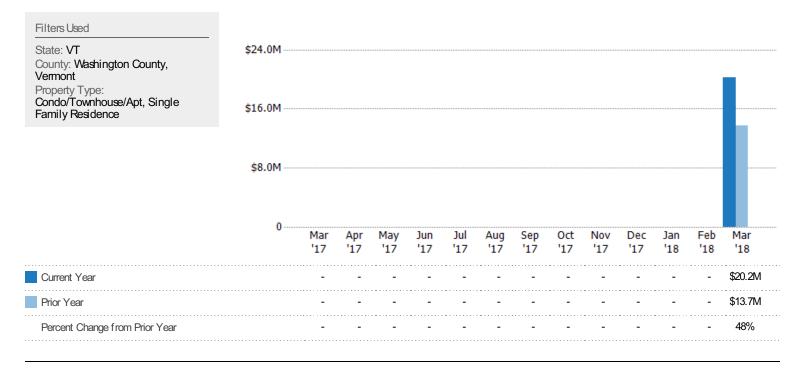
New Listings

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

| | 100 | | | | | | | | | | | | | |
|--|-----|-----|-----|-----|-----|-----|------------|-----|------------|-----|-----|-----|-----|-----|
| Filters Used | | | | | | | | | | | | | | |
| State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt_Single | 75 | | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | 50 | | | | | | | | | | | | | |
| | 25 | | | | | | | | | | | | | |
| | 0 | Mar | Anr | May | lun | Jul | Δυσ | Son | Oct | Nov | Dec | Jan | Feb | Mar |
| | | '17 | '17 | '17 | '17 | '17 | Aug '17 | '17 | 0ct '17 | '17 | '17 | '18 | '18 | '18 |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | 74 |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 65 |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 14% |
| | | | | | | | | | | | | | | |

New Listing Volume

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





Active Listings

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

| Filters Used State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 540 ······ | | | | | | | | | | | | | |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 180 | | | | | | | | | | | | | |
| | 0 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | 365 |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 439 |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | -17% |

Active Listing Volume

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

| Mar '18 |
|------------|
| 5135M |
| 5127M |
| 6% |
| \$ |



Average Listing Price

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

| | \$400K ······ | | | | | | | | | | | | |
|---|---------------|------------|-----|---|---|------------|------------|------------|------------|------------|------------|------------|------------|
| Filters Used State: VT | | | | | | | | | | | | | |
| County: Washington County, Vermont | \$300K | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | \$200K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$100K | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Mar '17 | Apr '17 | '17 | | | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$369K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$290K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 27% |

Median Listing Price

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

| | \$300K ······ | | | | | | | | | | | | |
|---|---------------|------------|-----|-----|-----|------------|------------|-----|-----|-----|-----|-----|--------|
| Filters Used | | | | | | | | | | | | | |
| State: VT | | | | | | | | | | | | | |
| County: Washington County, Vermont | \$225K | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single | | | | | | | | | | | | | |
| Family Residence | \$150K ······ | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$75K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 Mar | | May | Jun | Jul | Δυσ | | 0ct | Nov | Dec | Jan | Feb | Mar |
| | '17 | Apr '17 | '17 | '17 | '17 | Aug '17 | Sep '17 | '17 | '17 | '17 | '18 | '18 | '18 |
| | | | | | | | | | | | | | |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$279K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$215K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 30% |
| | | | | | | | | | | | | | |





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.

| | \$400K ······ | | | | | | | | | | | | |
|---|---------------------------|---|---|---|---|------------|---|---|---|---|------------|------------|------------|
| Filters Used State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single | \$300K | | | | | | | | | | | | |
| Family Residence | \$200K | | | | | | | | | | | | |
| | \$100K 0 Mar '17 | | | | | Aug '17 | | | | | Jan '18 | Feb '18 | Mar '18 |
| Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$344K |
| Avg Listing Price | - | - | - | - | - | - | - | - | - | - | - | - | \$369K |
| 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.

| Filters Used | \$300K ······ | | | | | | | | | | | | |
|--|---------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|
| State: VT County: Washington County, Vermont Property Type: | \$225K | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$75K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 Mar | Apr | May | Jun | | Aug | | 0ct | Nov | Dec | Jan | Feb | Mar |
| | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 |
| Median Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$280K |
| Median Listing Price | - | - | - | - | - | - | - | - | - | - | - | - | \$279K |
| Med Listing Price as a % of Med Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 100% |
| | | | | | | | | | | | | | |





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 | 300 | | | | | | | | | | | | |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| State: VT County: Washington County, Vermont | 225 | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | 150 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 75 | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 190 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 204 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -7% |
| | | | | | | | | | | | | | |

Months of Inventory

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

| Current Year Prior Year | 0 Mar '17 - | Apr '17 - | May '17 - | Jun '17 - | Jul '17 - | Aug '17 - | Sep '17 | 0ct '17 - | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 13.5 11.6 |
|--|----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------|------------|------------|------------|----------------------------|
| Current Year | | '17 _ | '17 - | '17 - | '17 _ | Aug '17 - | Sep '17 - | | | | | | '18 |
| | | | May '17 | | | Aug '17 | Sep '17 | | | | | | |
| | | | | | | | | | | | | | |
| | 5 | | | | | | | | | | | | |
| Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 10 | | | | | | | | | | | | |
| State: VT County: Washington County, | 15 | | | | | | | | | | | | |
| Filters Used | | | | | | | | | | | | | |





Absorption Rate

The percentage of inventory sold per month.

| Filters Used | 10% |
|---|-----|
| State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 5% |
| - | |

| | 0 | | | | | | | | | | | | |
|------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 7% |
| 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.

| Active Pending | '17 - - | '17 | '17 - - | -17 | '17 | - 17 | - | - | - | - | - | '18 _ _ | '18 365 88 |
|---|---------------|-----|---------------|------------|---------|------------|------------|------------|------------|------------|------------|---------------|------------------|
| Active | '17 - | -17 | -17 | -17 - | -17 | - 17 | - | - | - | - 17 | - | -18 - | '18 365 |
| | '17 | '17 | '17 | 17 | .17 | 17 | 17 | 17 | 17 | 17 | 10 | '18 | '18 |
| | Mar | Apr | May | Jun '17 | Jul | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb | Mar |
| | 0 | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | 200 | | | | | | | | | | | | |
| State: VT County: Washington County, Vermont | 300 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |



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: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 54 ······ | | | | | | | | | | | | | |
|---|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 18 | | | | | | | | | | | | | |
| | 0 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | 53 |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 67 |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | -21% |

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.

| Current Year Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$12.6M \$15.9M |
|--|---------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------------|
| | | | | | | | | | | | | | | |
| | 0 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
| | \$5.0M | | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | \$10.0M | | | | | | | | | | | | | |
| Filters Used State: VT County: Washington County, Vermont | \$15.0M | | | | | | | | | | | | | |
| Filtore Llood | | | | | | | | | | | | | | |



Pending Sales

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

| Filters Used | 200 | | | | | | | | | | | | | |
|---|-----|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 150 | | | | | | | | | | | | | |
| Family Residence | 100 | | | | | | | | | | | | | |
| | 50 | | | | | | | | | | | | | |
| | | Mar '17 | Apr '17 | May '17 | Jun '17 | Jui '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
| | | | | | | | | | | | | | | |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | 88 |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | 106 |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | -17% |
| | | | | | | | | | | | | | | |

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: Washington County, Vermont Property Type: | \$24.0M | | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | \$16.0M | | | | | | | | | | | | | |
| | \$8.0M | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | 0 | Mar | Apr | May | Jun | Jul | Aug | Sep | 0ct | Nov | Dec | Jan | Feb | Mar |
| | | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$22.5M |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$25.7M |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | -12% |
| | | | | | | | | | | | | | | |



Closed Sales

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

| 60 | | | | | | | | | | | | | | ••• |
|----|-----------|-----------|----------------|------------|------------|--------------------------------|-----|-----|-----|-----|------------|-----|-----------|--|
| 45 | | | | | | | | | | | | | | |
| 30 | | | | | | | | | | | | | | |
| 15 | | | | | | | | | | | | | | |
| | Mar 17 | Apr 17 | May | Jun '17 | Jul '17 | Aug | Sep | 0ct | Nov | Dec | Jan '19 | Feb | Mar 10 | |
| | | 17 | | | | | | | | | 10 | 10 | 10 | |
| | - | - | - | - | - | - | - | - | - | - | - | - | 35 | |
| | - | - | - | - | - | - | - | - | - | - | - | - | 52 | |
| | - | - | - | - | - | - | - | - | - | - | - | - | -33% | Ì |
| | 50 | 15 | 15 0Mar Apr | 15 0 | 0 | 15 0 Mar Apr May Jun Jul | 0 | 0 | 15 | 15 | 15 | 15 | 15 | 15 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 - - - - - - - 35 - - - - - - 52 |

Closed Sales Volume

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

| Filters Used | \$20.0M | | | | | | | | | | | | | |
|--|---------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| State: VT County: Washington County, Vermont Property Type: | \$15.0M | | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | \$10.0M | | | | | | | | | | | | | |
| | \$5.0M | | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | | |
| | | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
| Current Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$9.63M |
| Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | \$12.3M |
| Percent Change from Prior Year | | - | - | - | - | - | - | - | - | - | - | - | - | -22% |
| | | | | | | | | | | | | | | |



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: Washington County, | 80% | | | | | | | | | | | | | | |
| Vermont | 70% | | | | | | | | | | | | | | |
| Property Type: Condo/Townhouæ/Apt, Single | 60% | | | | | | | | | | | | | | |
| Family Residence | 50% | | | | | | | | | | | | | | |
| | 40% | | | | | | | | | | | | | | |
| | 30% | | | | | | | | | | | | | | |
| | 20% | | | | | | | | | | | | | | |
| | 10% | | | | | | | | | | | | | | |
| | 0 | Mar | Apr | May | | Jul | | | Oct | Nov | Dec | Jan | Feb | Mar | |
| | | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | |
| Condo/Townhouse | | - | - | - | - | - | - | - | - | - | - | - | - | 20% | |
| Single Family Residence | | - | - | - | - | - | - | - | - | - | - | - | - | 80% | |
| | | | | | | | | | | | | | | | |

Average Sales Price

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

| FiltersUsed | \$300K |
|---|--------|
| State: VT County: Washington County, Vermont | \$225K |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | \$150K |

\$75K-----

| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|--------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$275K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$236K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 16% |





Median Sales Price

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

| | \$300K ······ | | | | | | | | | | | | |
|---|------------------|-----|-----|-----|-----|-----|------------|-----|-----|-----|--------|-----|--------------|
| Filters Used State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$225K \$150K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | ¢75V | | | | | | | | | | | | |
| | \$75K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | Mar | Apr | May | Jun | Jul | Aug | | 0ct | Nov | Dec | Jan | Feb | Mar |
| | '17 | '17 | '17 | '17 | '17 | '17 | Sep '17 | '17 | '17 | '17 | '18 | '18 | '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$223K |
| Dian Veen | | _ | | | | | | | | | | | |
| Prior Year | - | | | - | - | - | - | - | - | - | - | - | \$210K |
| Prior Year Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - - | - | \$210K 6% |

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 | | - | - | - | - | - | - | - | - | - | - | - | 94% |
|---|--------------------------|---|---|---|---|------------|---|---|---|---|---|------------|------------|
| Avg Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$275K |
| Avg List Price | - | - | - | - | - | - | - | - | - | - | - | - | \$294K |
| | \$75K 0 Mar '17 | | | | - | Aug '17 | | | | | | Feb '18 | Mar '18 |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| State: VT County: Washington 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.

| | \$300K ······ | | | | | | | | | | | | |
|--|---------------|------------|------------|-----|-----|------------|------------|------------|-----|-----|-----|-----|---------------|
| Filters Used | | | | | | | | | | | | | |
| State: VT County: Washington County, Vermont Property Type: | \$225K | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$75K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 Mar | Apr | May | lus | | Aug | | | Nov | Dec | Jan | Feb | Mar |
| | '17 | Apr '17 | May '17 | '17 | '17 | Aug '17 | Sep '17 | 0ct '17 | '17 | '17 | '18 | '18 | '18 |
| Median List Price | - | - | - | - | - | - | - | - | - | - | - | - | \$230K |
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | |
| • | | | | | | | | | | | | | \$223K |
| Med Sales Price as a % of Med List Price | - | - | - | - | - | - | - | - | - | - | - | - | \$223K 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.

| State: VT County: Washington County, Vermont Property Type: | \$225K | | | | | | | | | | | | |
|--|--------------------------|------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------|------------|------------|------------|
| Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$75K | | | | | | | | | | | | |
| | \$75K | | | | | | | | | | | | |
| | \$75K 0 Mar '17 | Apr '17 | | | | Aug '17 | | | | | Jan '18 | Feb '18 | Mar '18 |
| Avg Est Value | 0 Mar | Apr | Мау | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | |
| Avg Est Value Avg Sales Price | 0 Mar '17 - | Apr '17 | May '17 - | Jun '17 - | Jul '17 - | Aug '17 - | Sep '17 - | Oct '17 - | Nov '17 - | Dec '17 | Jan | Feb | '18 |





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: Washington County, Vermont Property Type: | \$225K | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| | \$75K | | | | | | | | | | | | |
| | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 |
| Median Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$242K |
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$230K |
| Med Sales Price as a % of Med Est Value | _ | - | - | - | - | - | - | - | - | - | - | - | 95% |

