

Summary of Key Listing and Sales Metrics

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

17 + / -	YTD 2017	YTD 2018	+ / -	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
68 -1.5%	68	67	-1.5%	68	67	New Listing Count
00 +5.4%	\$19,803,300	\$20,873,500	+5.4%	\$19,803,300	\$20,873,500	New Listing Volume
52 -23.8%	752	573	-23.8%	752	573	Active Listing Count
92 -14%	\$291,481,892	\$250,753,786	-14%	\$291,481,892	\$250,753,786	Active Listing Volume
09 +12.9%	\$387,609	\$437,616	+12.9%	\$387,609	\$437,616	Average Listing Price
00 +12.2%	\$249,000	\$279,500	+12.2%	\$249,000	\$279,500	Median Listing Price
52 -19%	252	204	-19%	252	204	Median Days in RPR
6.7 -23.8%	16.7	12.7	-	_	_	Months of Inventory
3% +1.9%	5.98%	7.85%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
55 +14.5%	55	63	+14.5%	55	63	New Pending Sales Count
00 -6.8%	\$15,302,400	\$14,255,100	-6.8%	\$15,302,400	\$14,255,100	New Pending Sales Volume
02 -12.7%	102	89	-12.7%	102	89	Pending Sales Count
00 -32.3%	\$31,161,000	\$21,091,100	-32.3%	\$31,161,000	\$21,091,100	Pending Sales Volume
45 +22.2%	45	55	+22.2%	45	55	Closed Sales Count
92 +32.9%	\$10,927,592	\$14,528,200	+32.9%	\$10,927,592	\$14,528,200	Closed Sales Volume
35 +8.8%	\$242,835	\$264,149	+8.8%	\$242,835	\$264,149	Average Sales Price
00 -1.8%	\$190,000	\$186,500	-1.8%	\$190,000	\$186,500	Median Sales Price



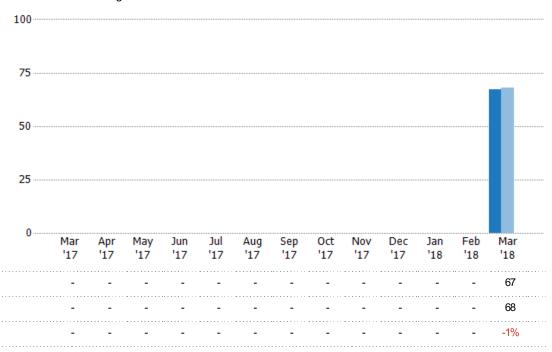




New Listings

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





New Listing Volume

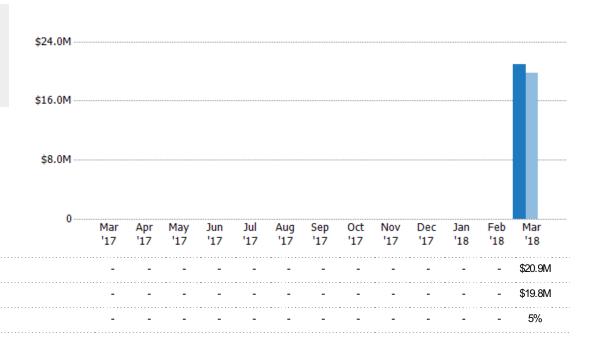
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year

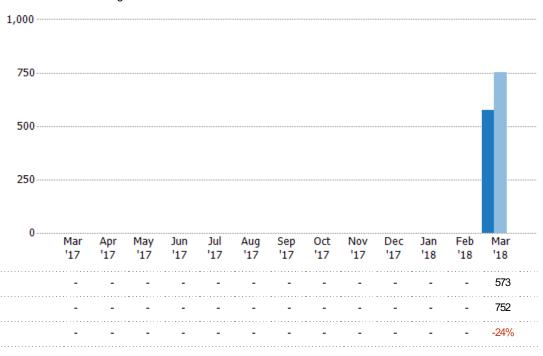




Active Listings

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





Active Listing Volume

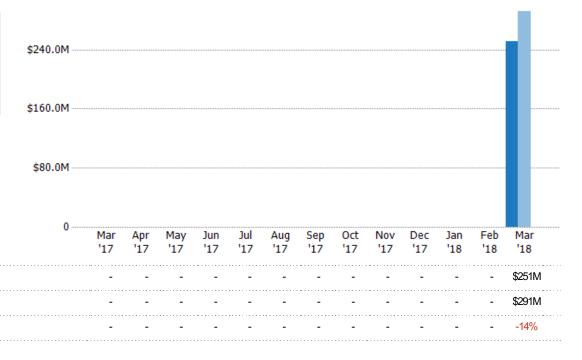
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year





Average Listing Price

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

Filters Used	\$500K												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$438K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$388K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

Median Listing Price

	\$300K												
Filters Used													
State: VT													
County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												•••••
Taniny reduction	\$150K												
	\$75K												
	0												
	Mar	Apr	May	Jun		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$280K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Percent Change from Prior Year	-	- -	-	-	-	-	-	- -	-	- -		-	12%





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.

Filters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	÷45514												
	\$125K												
	\$125K												
	\$125K 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
Avg Est Value	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17					
Avg Est Value Avg Listing Price	0	Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -	0ct '17 -				'18	'18

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 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												,,,,,,,,,,,,
ranny reduction	\$150K												
	\$75K												
	0												
	Mar	Apr	Mav	Jun	Jul	Aua	Sep	Oct	Nov	Dec	Jan	Feb	Mar

Median Est Value	-	-	-	-	-	-	-	-	-	-	-	_	\$244K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$280K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	115%

'17





'18



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.

ilters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single camily Residence	225												
	150												•••••
	75												
	75												•••••
	0												
													М
Current Year	0 Mar	Apr	May	Jun	 Jul	Aug '17	Sep '17	0ct '17	Nov '17	Dec	Jan '18	Feb '18	M '1
Current Year Prior Year	0 Mar '17	Apr '17	May	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	M ': 2

Months of Inventory

	30												
Filters Used													
State: VT													
County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
,	15												
	0												
	0												
	0	A	Mari			A						Feb	
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	'18	Mar '18
Current Year	-	-	_	-	-	-	-	-	-	-	-	-	11.7
									_	_		_	20.9
Prior Year	-	-	_								=	_	20.9







Absorption Rate

The percentage of inventory sold per month.

State: VT

County: Windham County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence



	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%

Active/Pending/Sold Units

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

600

Filters Used	
State: VT County: Windham County, Vermon Property Type: Condo/Townhouse/Apt, Single Family Residence	nt

450												
300												
150												
•												
Mar '17	Apr '17	May '17	Jun '17	Jui '17	'17	'17	'17	'17	'17	Jan '18	'18	Mar '18
-	-	-	-	-	-	-	-	-	-	-	-	573
-	-	-	-	-	-	-	-	-	-	-	-	89
-	-	-	-	-	-	-	-	-	-	-	-	55



Active Pending

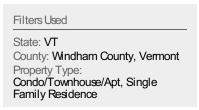
Sold

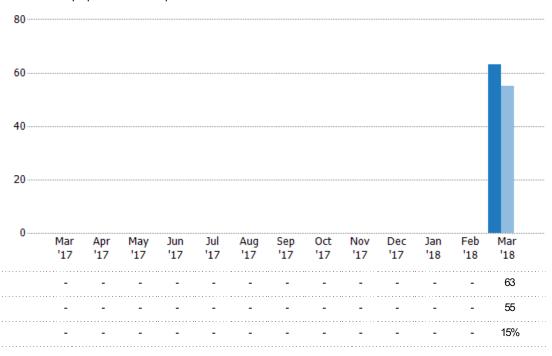




New Pending Sales

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





New Pending Sales Volume

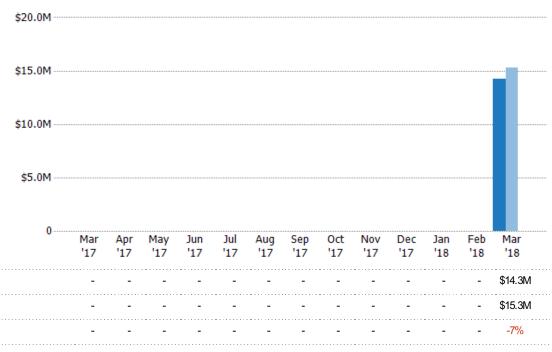
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year

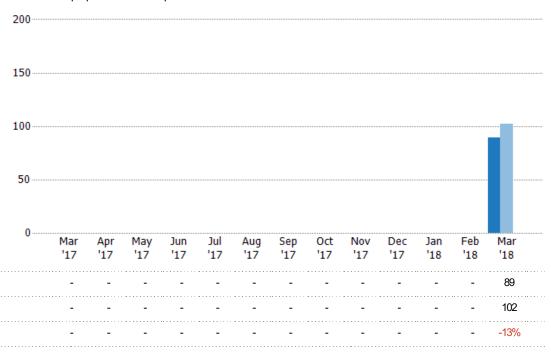




Pending Sales

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





Pending Sales Volume

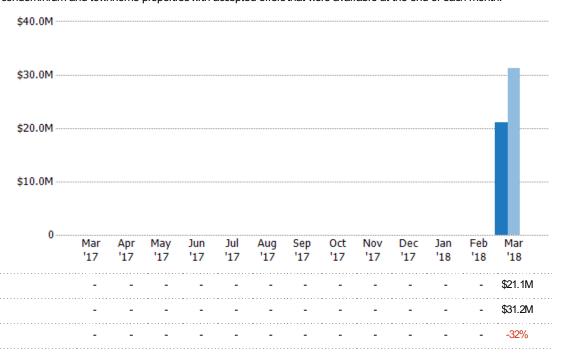
Percent Change from Prior Year

Current Year

Prior Year

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.

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



Current Year

Percent Change from Prior Year

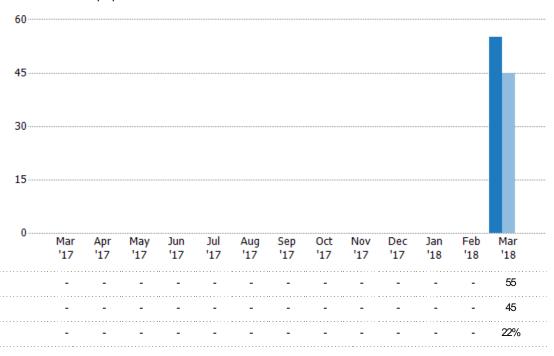




Closed Sales

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





Closed Sales Volume

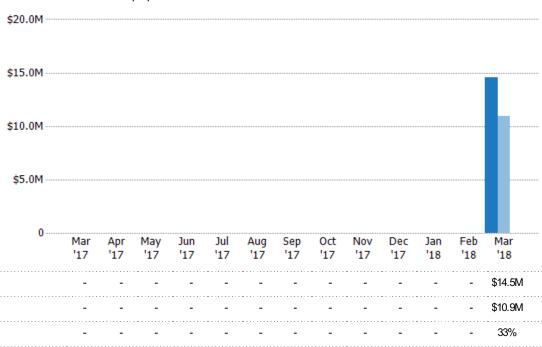
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year





Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



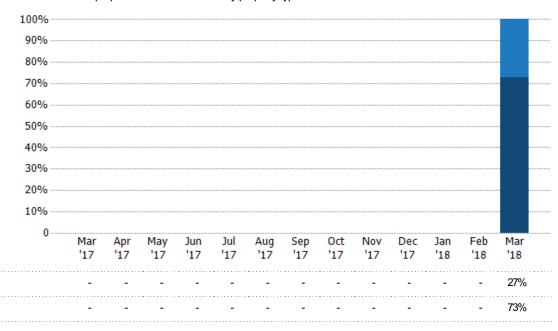
State: VT

County: Windham County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse

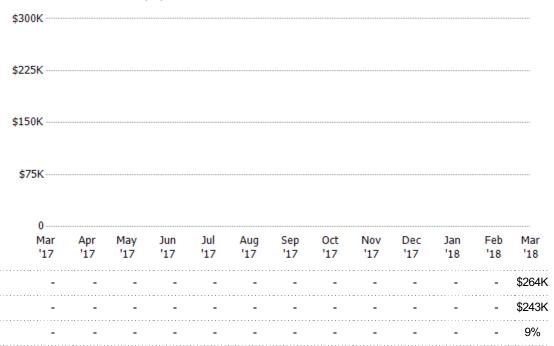


Average Sales Price

Single Family Residence

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

Filters Used	
State: VT County: Windham Cor Property Type: Condo/Townhouse/Ap Family Residence	•
railing Residence	





Current Year

Percent Change from Prior Year





Median Sales Price

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

Filters Used	\$200K												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
,	\$100K												
	\$50K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

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	\$300K ······												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$283K
Avg Sales Price	-	-		-	-	-	-	-	-	- -	-	-	\$264K



Avg Sales Price as a % of Avg List Price



\$187K

93%



Market Data Report

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price 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												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median List Price	-	-	- -	-	-	-	-	-	-	-	-	-	\$200K

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

Median Sales Price

\$300K												
\$225K												
\$150K												
\$75K												
0 Mar		May									Feb	Mar
'17	'17	May '17	'17									'18
-	-	-	-	-	-	-	-	-	-	-	-	\$228K
-	-	-	-	-	-	-	-	-	-	-	-	\$283K
-	-	-	-	-	-	- -	-	-	-	-	-	124%



Avg Est Value

Avg Sales Price





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

Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

25K	 		 	 					
50K	 		 	 					
75K	 		 	 					
75K			 	 					•••••
0 Mar				 				Feb	 Ma
0				 					
0 Mar				 				Feb	 Ma
0 Mar		Jun '17 -	Aug '17	 0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Ma '18



