

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
						isting Activity Charts Metrics
+19.2%	26	31	+19.2%	26	31	New Listing Count
+55%	\$7,468,490	\$11,576,495	+55%	\$7,468,490	\$11,576,495	New Listing Volume
-26.5%	83	61	-26.5%	83	61	Active Listing Count
+12%	\$31,933,621	\$35,774,384	+12%	\$31,933,621	\$35,774,384	Active Listing Volume
+52.4%	\$384,742	\$586,465	+52.4%	\$384,742	\$586,465	Average Listing Price
+15.6%	\$359,000	\$414,900	+15.6%	\$359,000	\$414,900	Median Listing Price
-0.8%	123	122	-0.8%	123	122	Median Daysin RPR
-11%	3.6	3.2	-	_	_	Months of Inventory
+3.4%	27.71%	31.15%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
+52.4%	21	32	+52.4%	21	32	New Pending Sales Count
+34.4%	\$6,992,500	\$9,397,495	+34.4%	\$6,992,500	\$9,397,495	New Pending Sales Volume
-13.6%	44	38	-13.6%	44	38	Pending Sales Count
-20.1%	\$14,923,100	\$11,930,995	-20.1%	\$14,923,100	\$11,930,995	Pending Sales Volume
+-	19	19	+_	19	19	Closed Sales Count
+1.9%	\$6,067,439	\$6,182,400	+1.9%	\$6,067,439	\$6,182,400	Closed Sales Volume
+1.9%	\$319,339	\$325,389	+1.9%	\$319,339	\$325,389	Average Sales Price
-1.4%	\$294,000	\$290,000	-1.4%	\$294,000	\$290,000	Median Sales Price





New Listings

Family Residence

Current Year

Prior Year

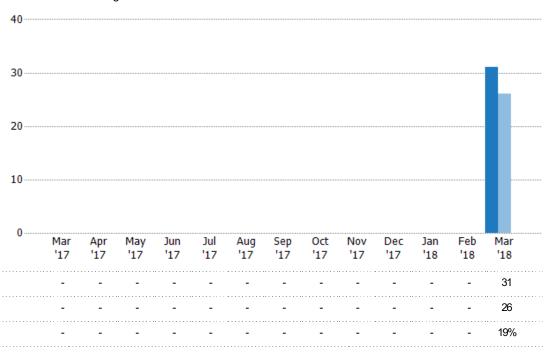
Filters Used

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449

Property Type:
Condo/Townhouse/Apt, Single



New Listing Volume

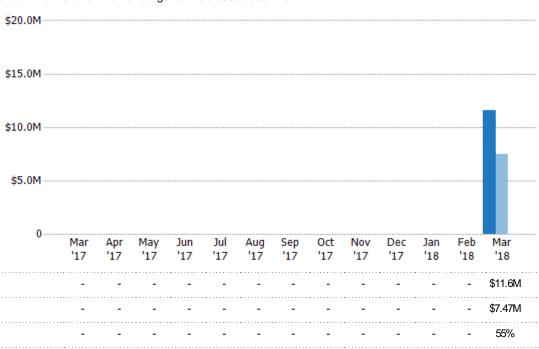
Percent Change from Prior Year

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

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449

Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year





Current Year





Active Listings

Family Residence

Current Year

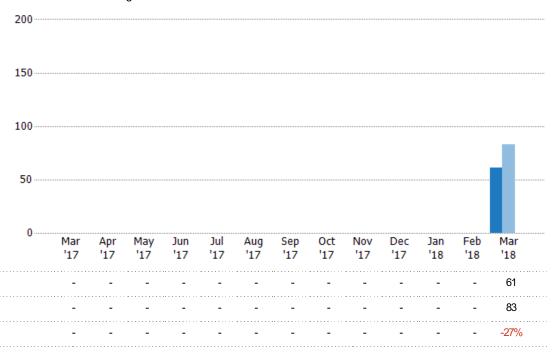
Prior Year

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449

Property Type:
Condo/Townhouse/Apt, Single



Active Listing Volume

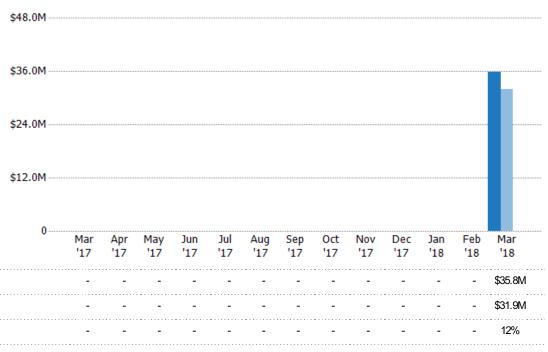
Percent Change from Prior Year

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

Eilters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449

Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year



\$385K



Market Data Report

Average Listing Price

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

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$586K
	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
	0												
	\$150K												**********
Condo/Townhouse/Apt, Single Family Residence	\$300K												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type:	\$450K												
Filters Used	\$600K												

Median Listing Price

Percent Change from Prior Year

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

\$500K

Filters Used
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb M	· OIC	 	 		 		
0							
	25K	 			 		



Current Year
Prior Year

Percent Change from Prior Year





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.

\$600K Filters Used ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, \$450K VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence \$300K \$150K 0... May Sep Mar '17 '17 '17 '17 '18 '17 '17 '17 '17 '17 '17 Avg Est Value \$578K Avg Listing Price \$586K Avg Listing Price as a % of Avg Est Value 101%

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

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

0K	 							
5K	 	 		 			 	
0K	 	 		 			 	
5K	 	 		 			 	
0	 	 		 				Ma
0	 	 Jul '17		 0ct '17		Dec '17	 Feb	
0	 	 Jul '17	Aug '17	 0ct '17	Nov '17	Dec '17	 Feb '18	Ma: '18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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 ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, 150 VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence 100 50 0 Mar Apr May Jul Sep Mar '17 '17 '17 '17 '17 '17 '18 '17 '17 '17 '17 '18 Current Year 122 Prior Year 123

Months of Inventory

Percent Change from Prior Year

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

Fil	ters	Used
1 11	LCIO	OSCU

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

20	
15	
10	

	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	-	-	_	-	-	-	-	-	-	-	-	-	6.1
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10.4
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-41%





Absorption Rate

The percentage of inventory sold per month.

ltom.	Used

Filters Used	20%												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single	15%												
Family Residence	10%												•••••
	5%												
	0 Mar	Apr	May					Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	16%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

Active/Pending/Sold Units

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

70

Filters Used

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

35 18 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '18 '18													
0													•••••
Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '18 '18													•••••
'17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 													
				-									
	lar		May '17	Jun '17	Jul '17	'17	'17	'17	17	17	Jan '18	Feb '18	M:
	lar	Apr '17	-	-	-	-	-	-	'17 	'17 	-	'18	M



Active Pending

Sold





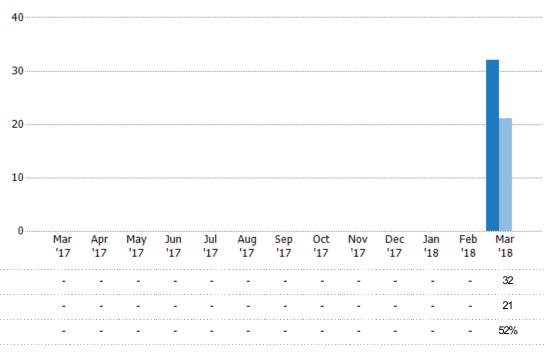
New Pending Sales

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

Eilters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



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.

Eilters Used

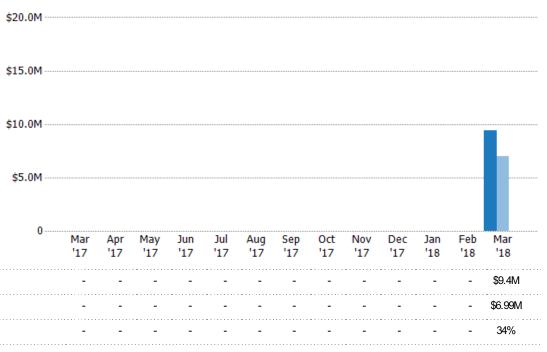
ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

Percent Change from Prior Year







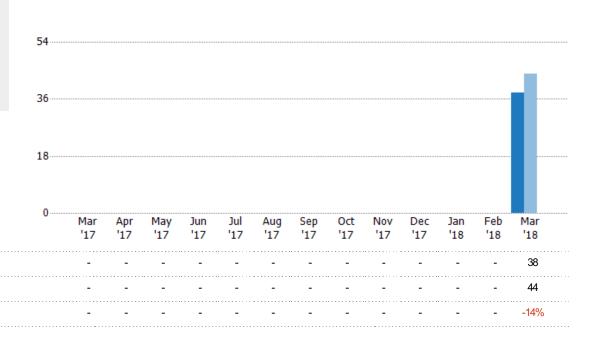


Pending Sales

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



ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence



Pending Sales Volume

Percent Change from 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.

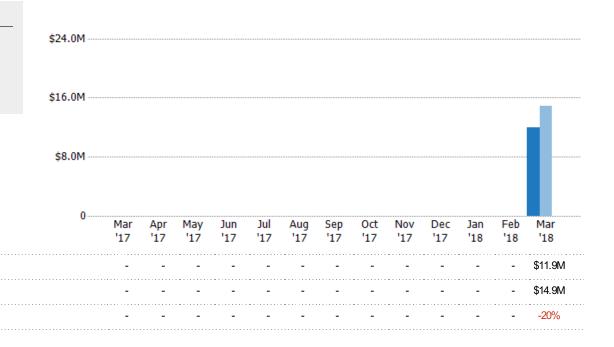
Filters Used

Current Year

Prior Year

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year



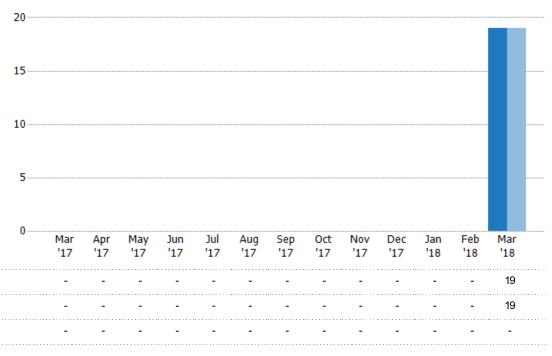


Closed Sales

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Closed Sales Volume

Current Year

PriorExtra Year

Prior Year

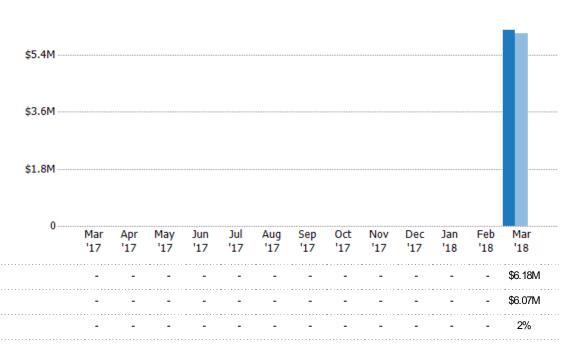
Filters Used

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

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449

Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year



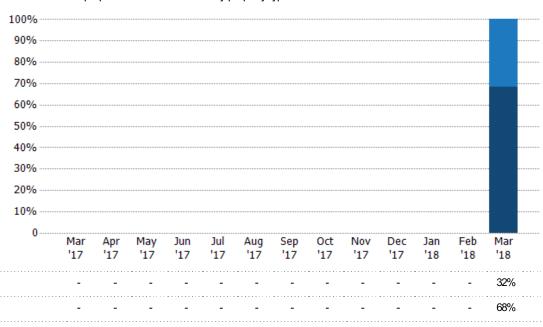


Closed Sales by Property Type

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



ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

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

\$100K

F	ilters Used
	IP: Burlington, VT 05408,

Condo/Townhouse

Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K	
\$300K	
\$200K	

	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	-	-	-	-	-	-	-	-	-	-	-	-	\$325k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$319k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%



\$294K



Market Data Report

Median Sales Price

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

Current Year	-	-	-	-	- -	-	-	-	-	-	-	-	\$290k
	'17	Apr '17	May '17	'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18
	0 Mar	Apr	May	Jun	Jul	Λιια	San	0ct	Nov	Dec	Jan	Feb	Mar
	\$75K												
VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester,	\$225K												
Filters Used	\$300K												

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

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

Prior Year

K	 	 	 			 		
K	 	 	 			 		
0	 	 	 			 		
-	May '17						Feb '18	
-				0ct '17	Nov '17		Feb	
-				0ct '17			Feb '18	



Avg List Price

Avg Sales Price



\$290K



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.

#300K states | \$300K states | \$300K

0 Mar '17	Apr '17	Jun			Dec '17	Feb '18	Ma '18
•	_						
75K		 	 	 	 	 	
50K		 	 	 	 	 	
25K							
25K							

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

Median List Price

Median Sales Price

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 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

300K												
200K												
100K												
0												
0 Mar	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
0 Mar	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
0 Mar	Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug '17	Sep '17 -	Oct '17 -	Nov '17 -	Dec '17 -	Jan '18 -	Feb '18 -	Mar '18 \$275



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.

\$300K ·

Filters Used
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449
Property Type:

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 Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$295K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	109%



