

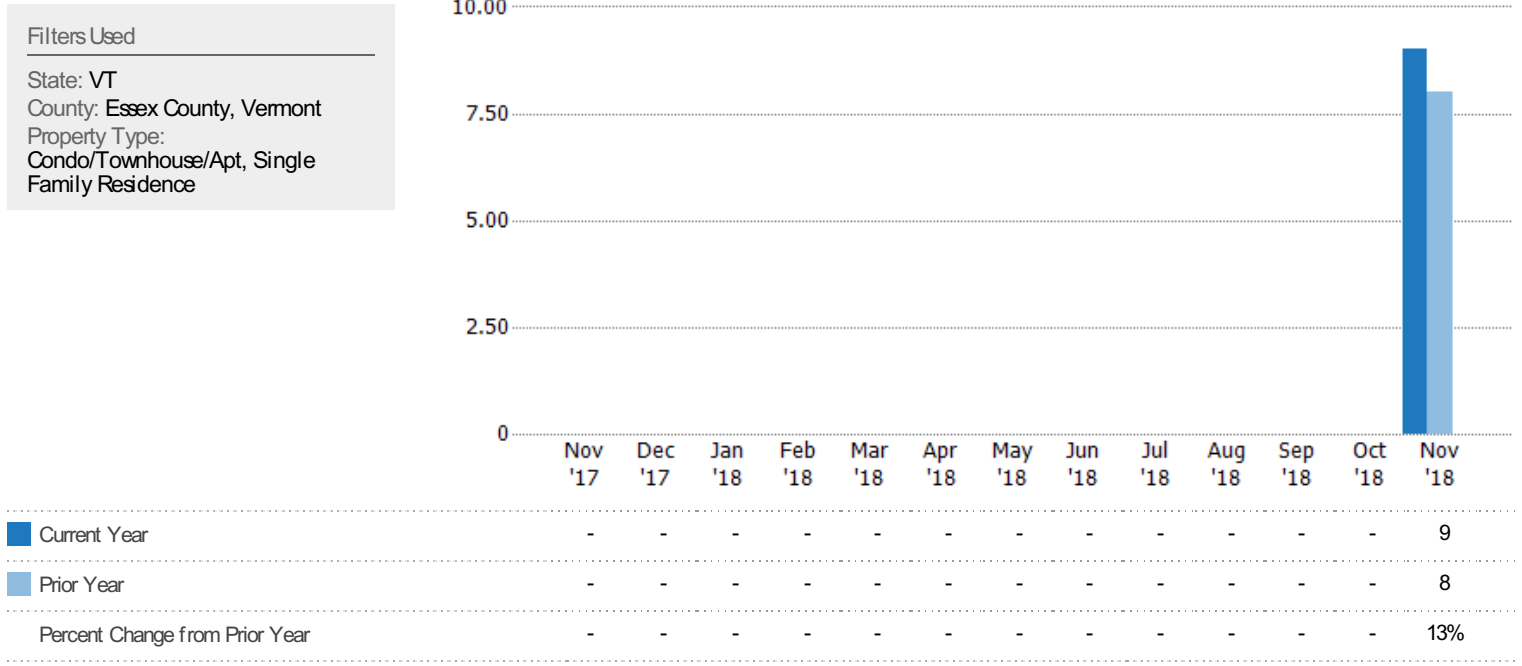
## Summary of Key Listing and Sales Metrics

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

| Key Metrics                            | Nov 2018     | Nov 2017    | + / -  | YTD 2018    | YTD 2017    | + / -  |
|--|--------------|-------------|--------|-------------|-------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |             |        |             |             |        |
| New Listing Count                      | 9            | 8           | +12.5% | 9           | 8           | +12.5% |
| New Listing Volume                     | \$1,340,950  | \$1,058,750 | +26.7% | \$1,340,950 | \$1,058,750 | +26.7% |
| Active Listing Count                   | 87           | –           | –      | N/A         | N/A         |        |
| Active Listing Volume                  | \$15,062,679 | –           | –      | N/A         | N/A         |        |
| Average Listing Price                  | \$173,134    | –           | –      | \$173,134   | –           | –      |
| Median Listing Price                   | \$154,900    | –           | –      | \$154,900   | –           | –      |
| Median Days in RPR                     | 152          | –           | –      | 152         | –           | –      |
| Months of Inventory                    | –            | –           | –      | –           | 10.9        | –      |
| Absorption Rate                        | –            | –           | –      | –           | 9.2%        | –      |
| <b>Sales Activity Charts Metrics</b>   |              |             |        |             |             |        |
| New Pending Sales Count                | 5            | 6           | -16.7% | 5           | 6           | -16.7% |
| New Pending Sales Volume               | \$1,366,800  | \$846,900   | +61.4% | \$1,366,800 | \$846,900   | +61.4% |
| Pending Sales Count                    | 10           | –           | –      | N/A         | N/A         |        |
| Pending Sales Volume                   | \$1,668,000  | –           | –      | N/A         | N/A         |        |
| Closed Sales Count                     | 8            | 12          | -33.3% | 8           | 12          | -33.3% |
| Closed Sales Volume                    | \$1,555,500  | \$1,782,100 | -12.7% | \$1,555,500 | \$1,782,100 | -12.7% |
| Average Sales Price                    | \$194,438    | \$148,508   | +30.9% | \$194,438   | \$148,508   | +30.9% |
| Median Sales Price                     | \$152,500    | \$118,500   | +28.7% | \$152,500   | \$118,500   | +28.7% |

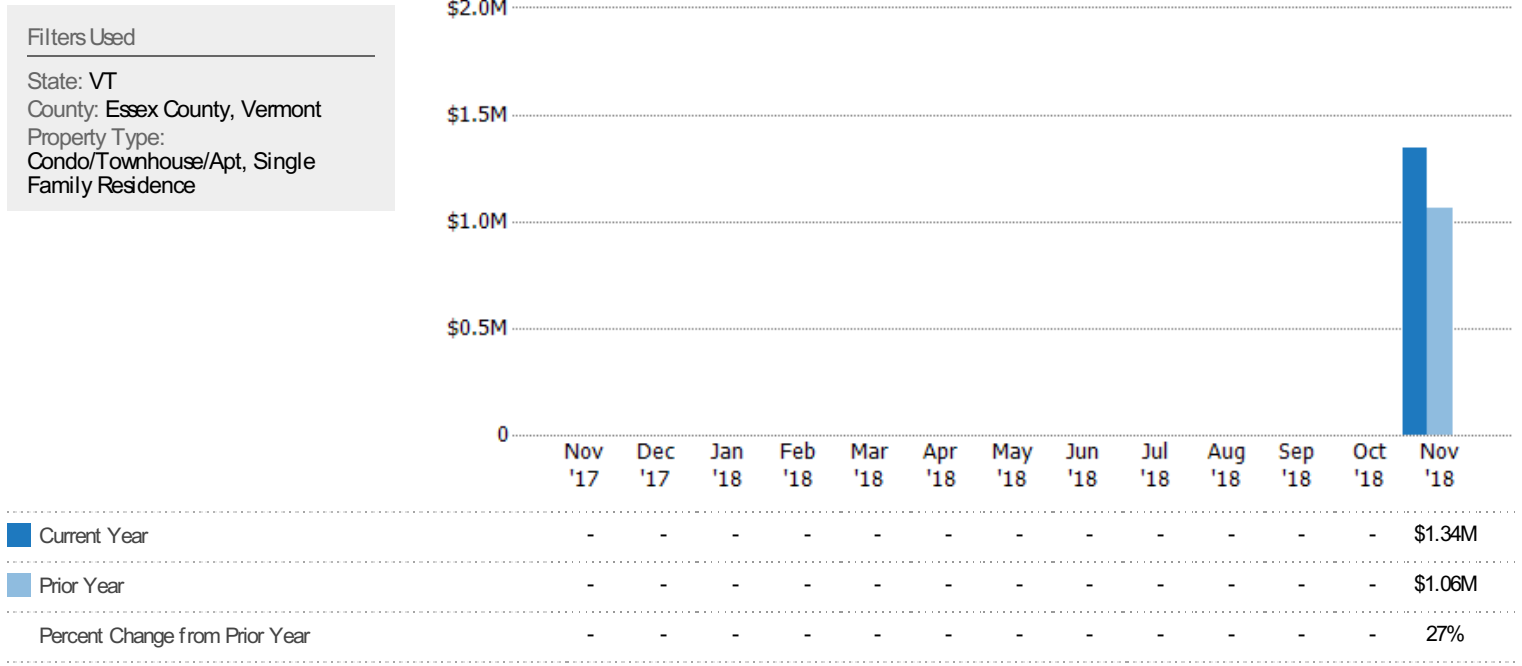
## New Listings

The number of new residential listings that were added each month.



## New Listing Volume

The sum of the listing price of residential listings that were added each month.

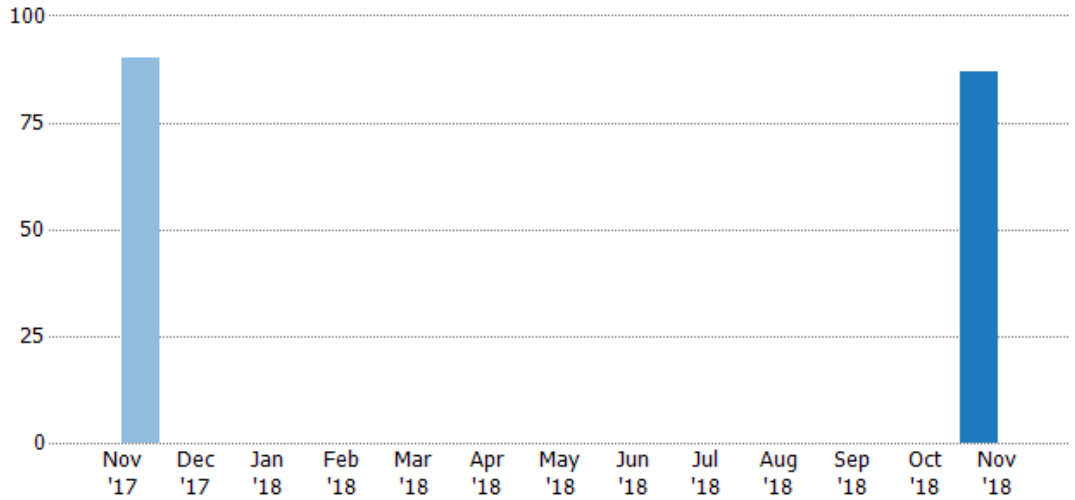


## Active Listings

The number of active residential listings at the end of each month.

**Filters Used**

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



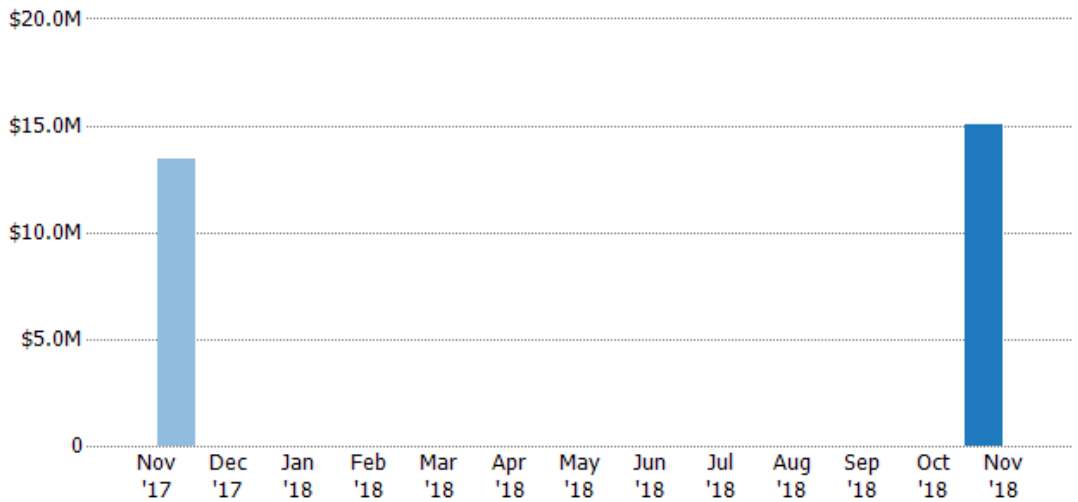
|                                |       |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|-------|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | -     | - | - | - | - | - | - | - | - | - | - | - | 87   |
| Prior Year                     | 90    | - | - | - | - | - | - | - | - | - | - | - | -    |
| Percent Change from Prior Year | -100% | - | - | - | - | - | - | - | - | - | - | - | 100% |

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

**Filters Used**

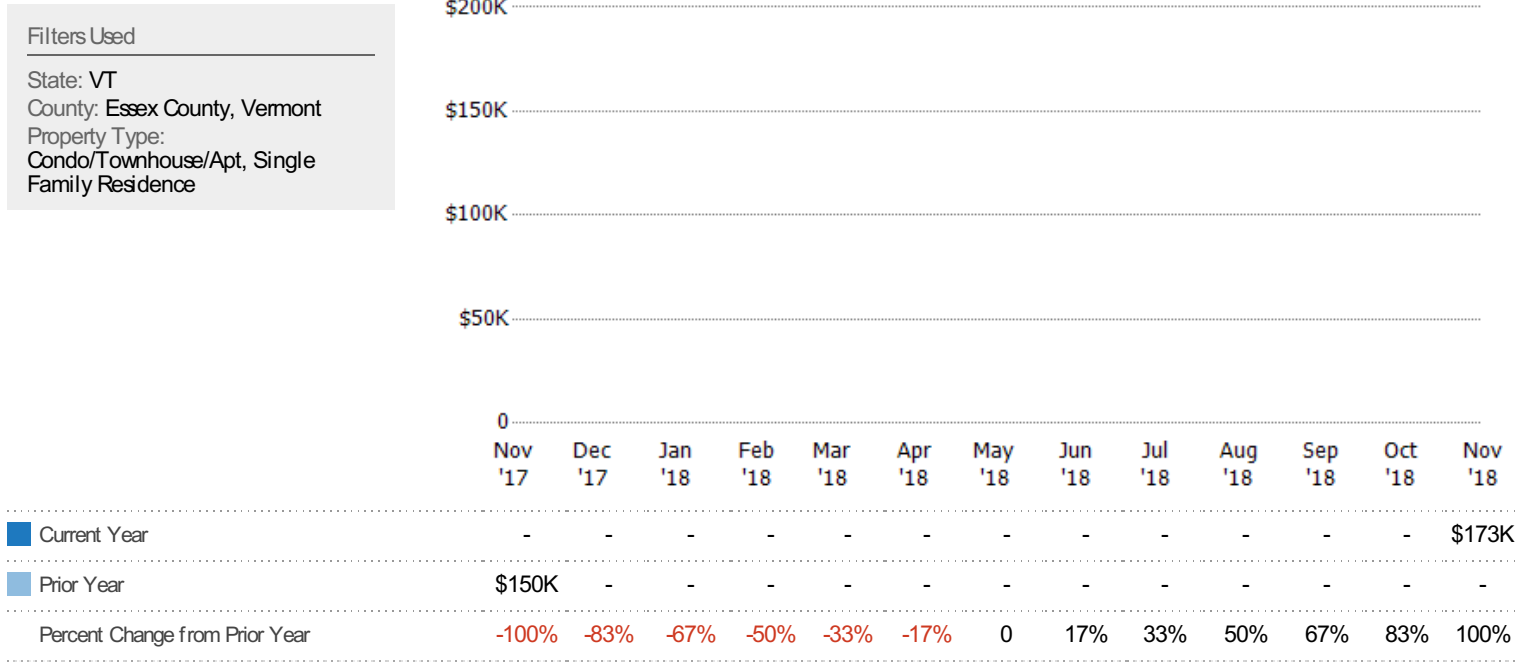
State: VT  
 County: Essex County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



|                                |         |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---------|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | -       | - | - | - | - | - | - | - | - | - | - | - | \$15.1M |
| Prior Year                     | \$13.5M | - | - | - | - | - | - | - | - | - | - | - | -       |
| Percent Change from Prior Year | -100%   | - | - | - | - | - | - | - | - | - | - | - | 100%    |

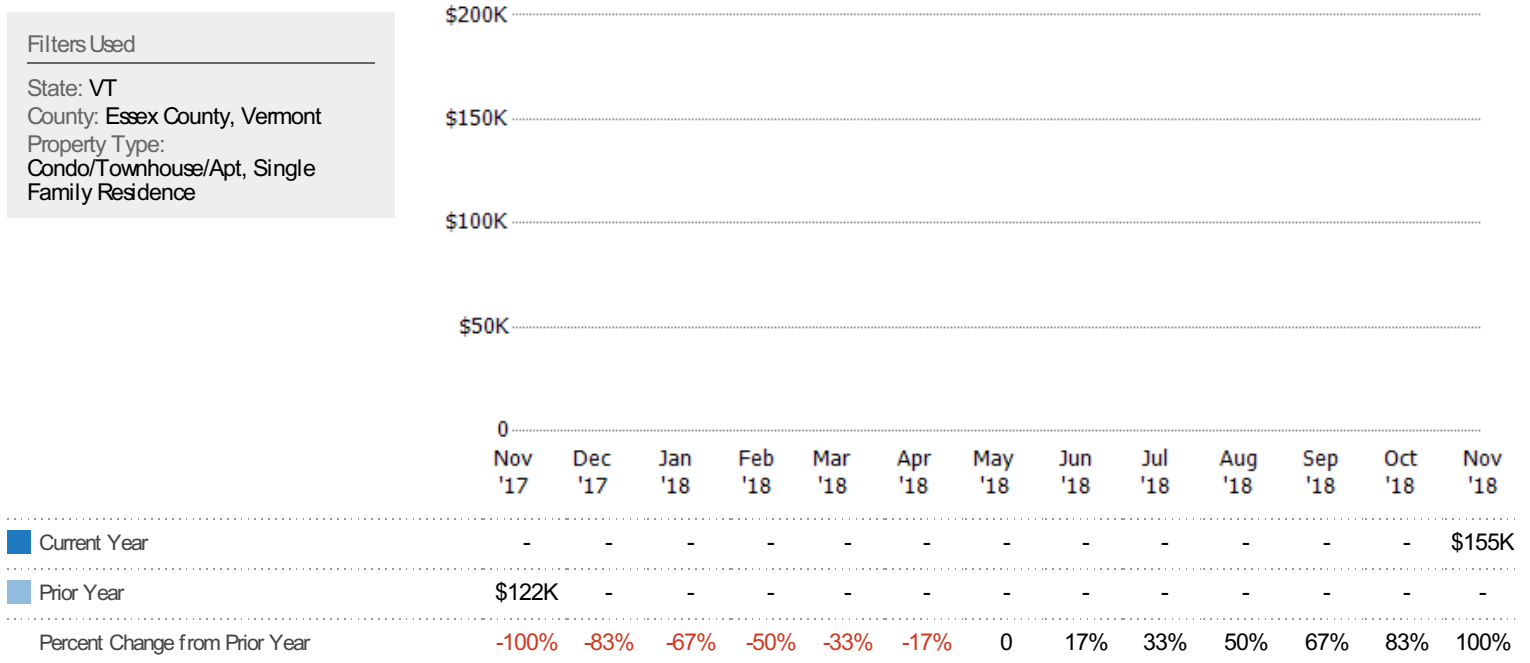
## Average Listing Price

The average listing price of active residential listings at the end of each month.



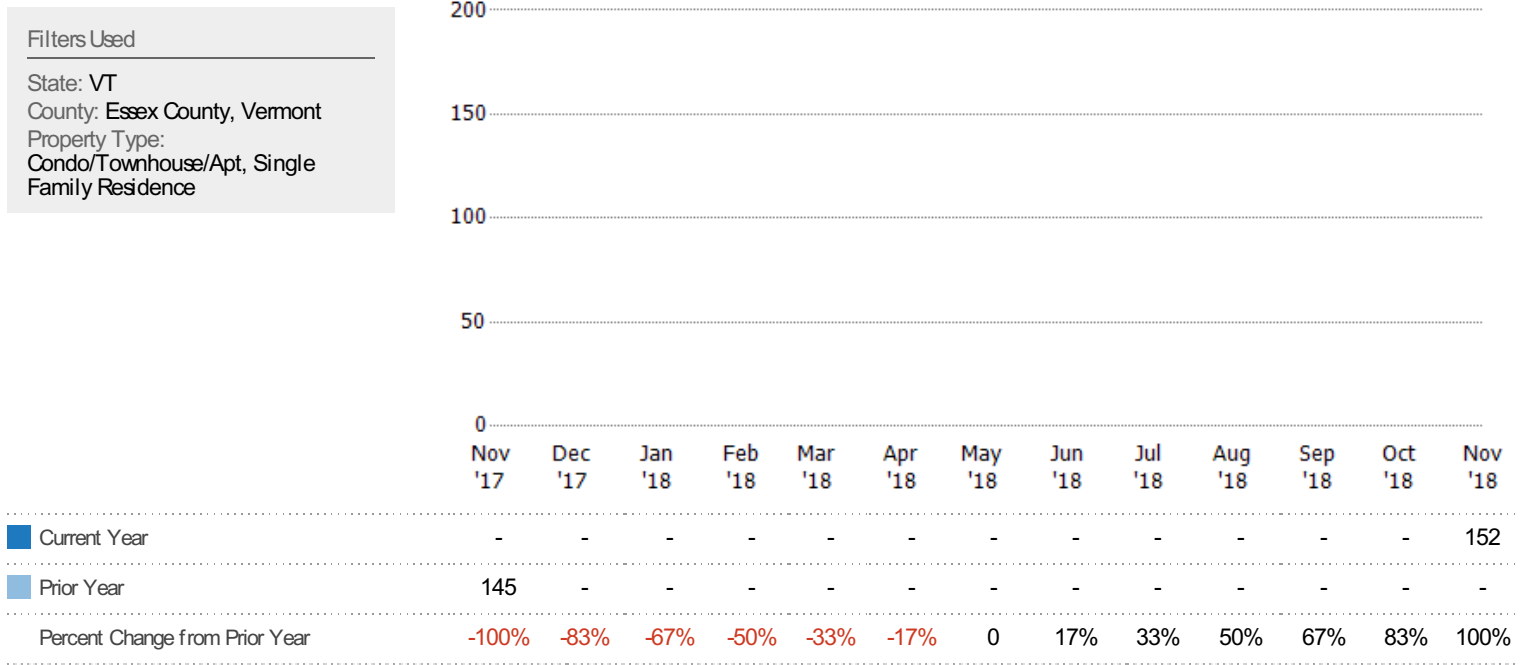
## Median Listing Price

The median listing price of active residential listings at the end of each month.



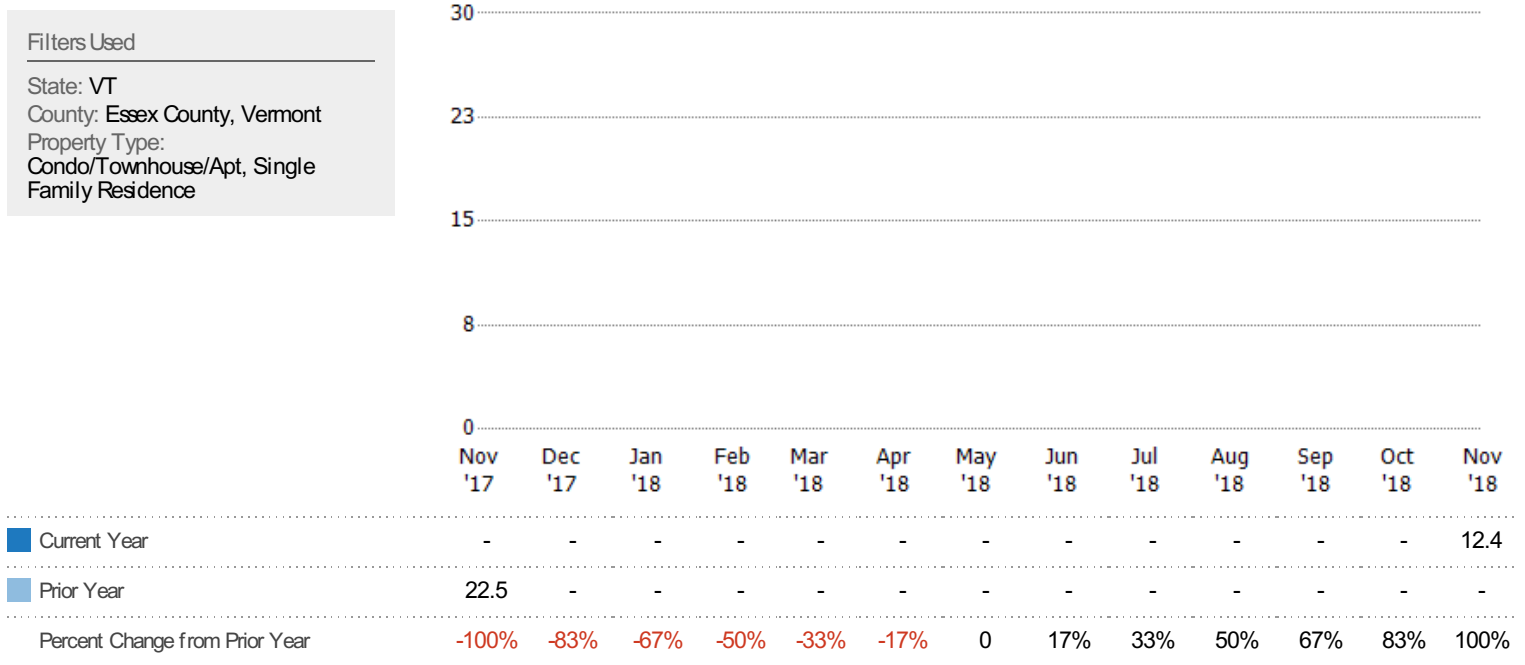
## Median Days in RPR

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.



## Months of Inventory

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



## Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

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

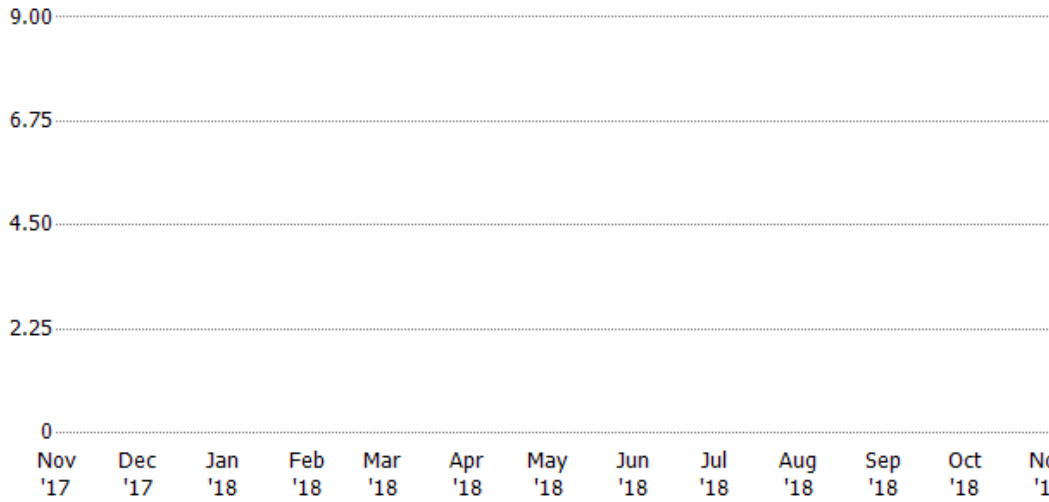


## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

**Filters Used**

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

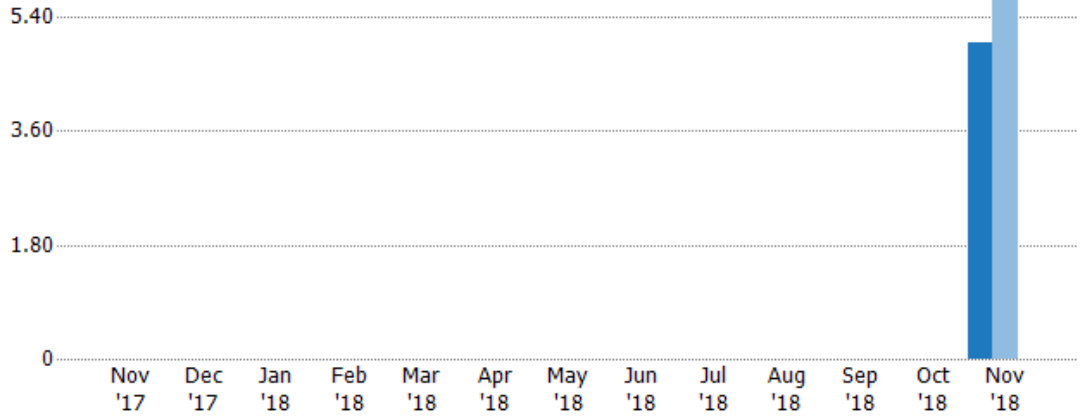


## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

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



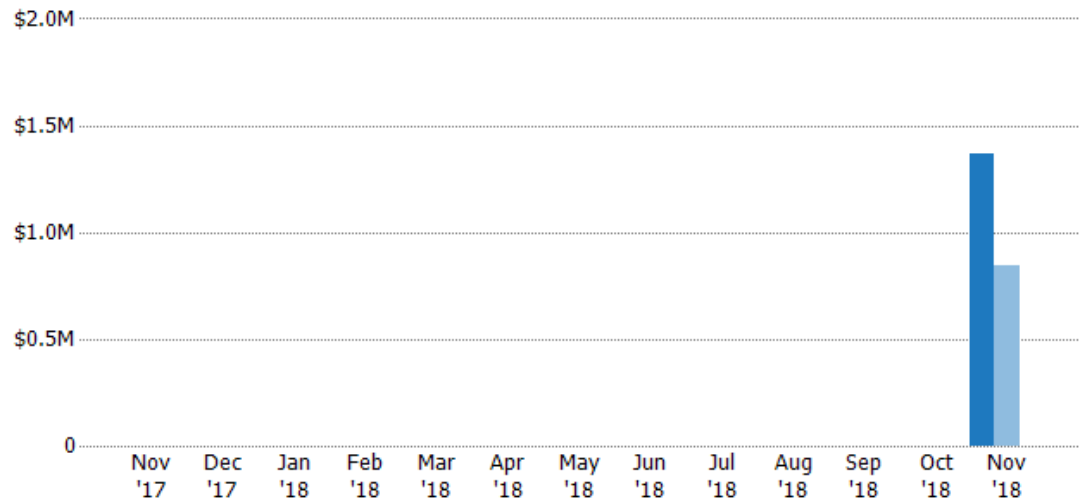
|                                | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 5       |
| Prior Year                     | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 6       |
| Percent Change from Prior Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -17%    |

## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

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



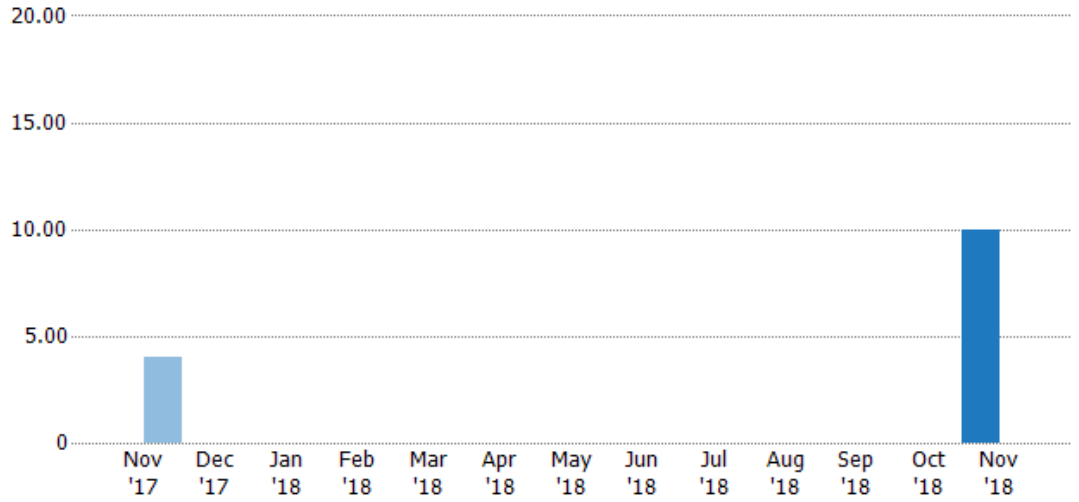
|                                | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$1.37M |
| Prior Year                     | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$847K  |
| Percent Change from Prior Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 61%     |

## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

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



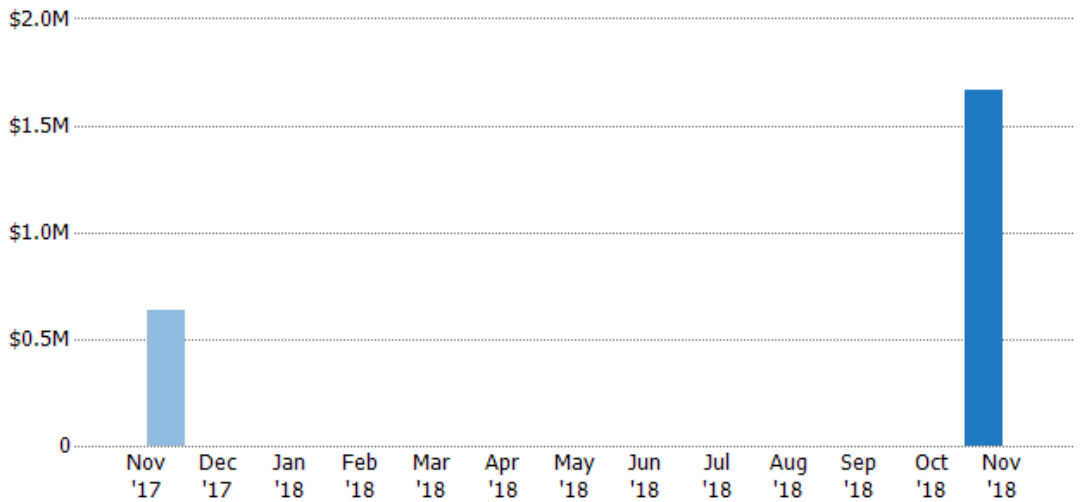
|                                | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 10      |
| Prior Year                     | 4       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       |
| Percent Change from Prior Year | -100%   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 100%    |

## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

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

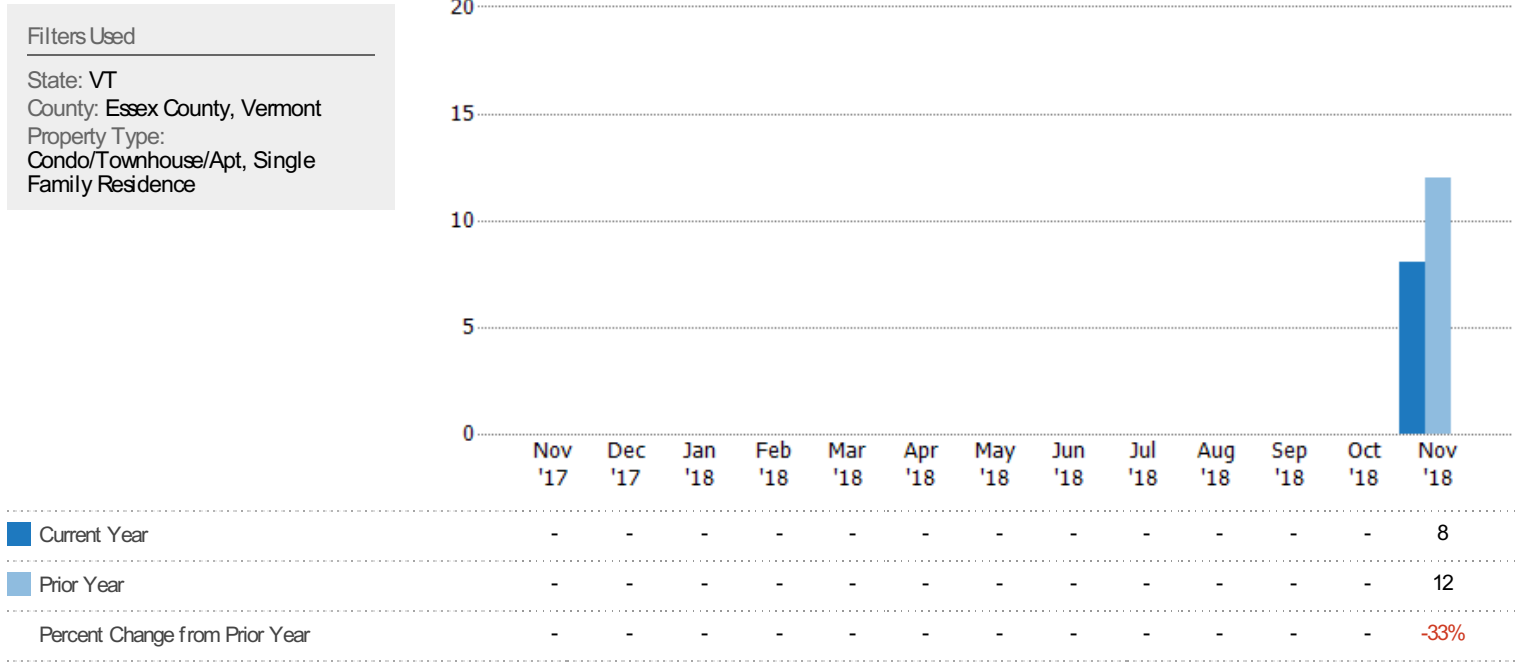


|                                | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$1.67M |
| Prior Year                     | \$638K  | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       |
| Percent Change from Prior Year | -100%   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 100%    |



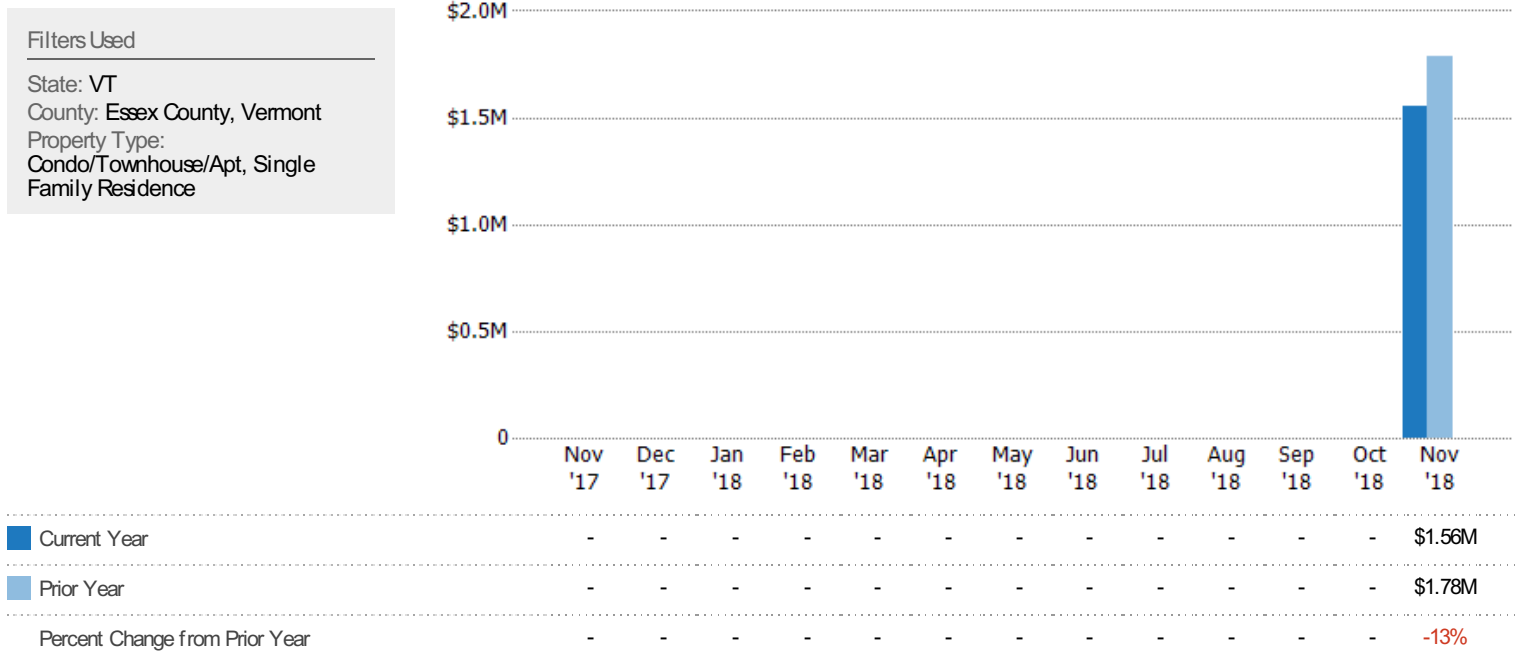
## Closed Sales

The total number of residential properties sold each month.



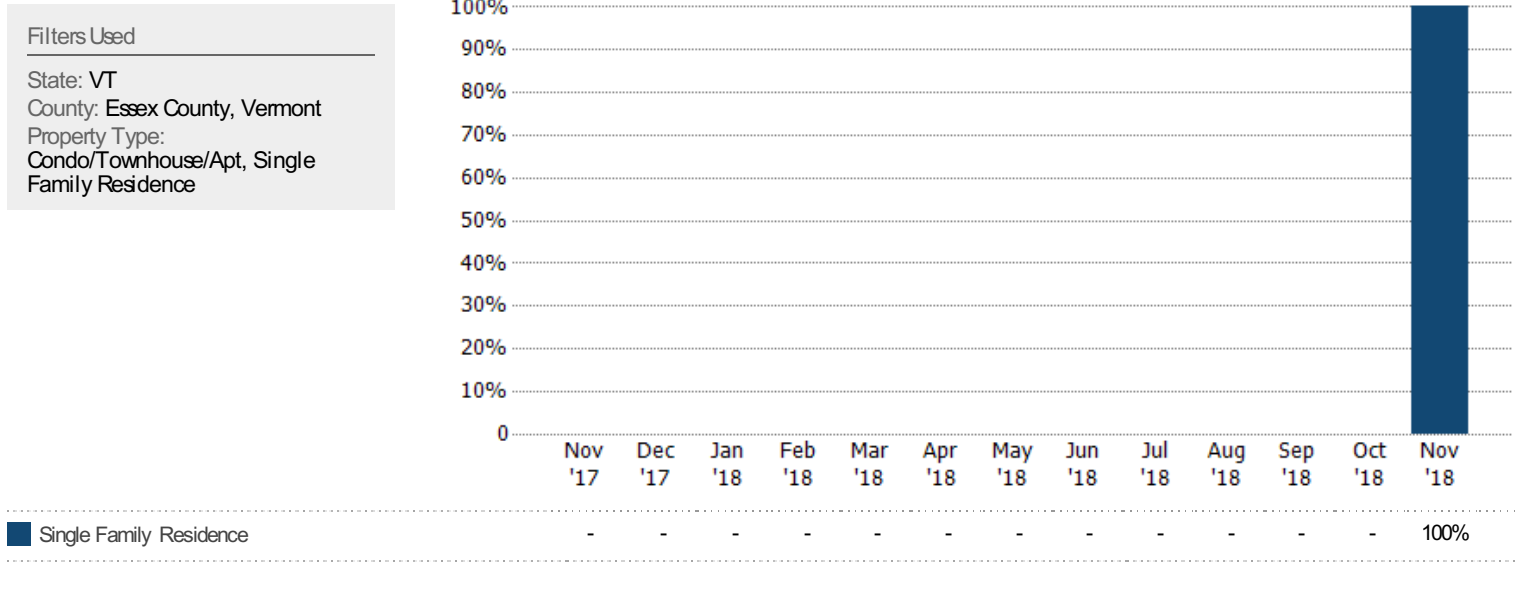
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.



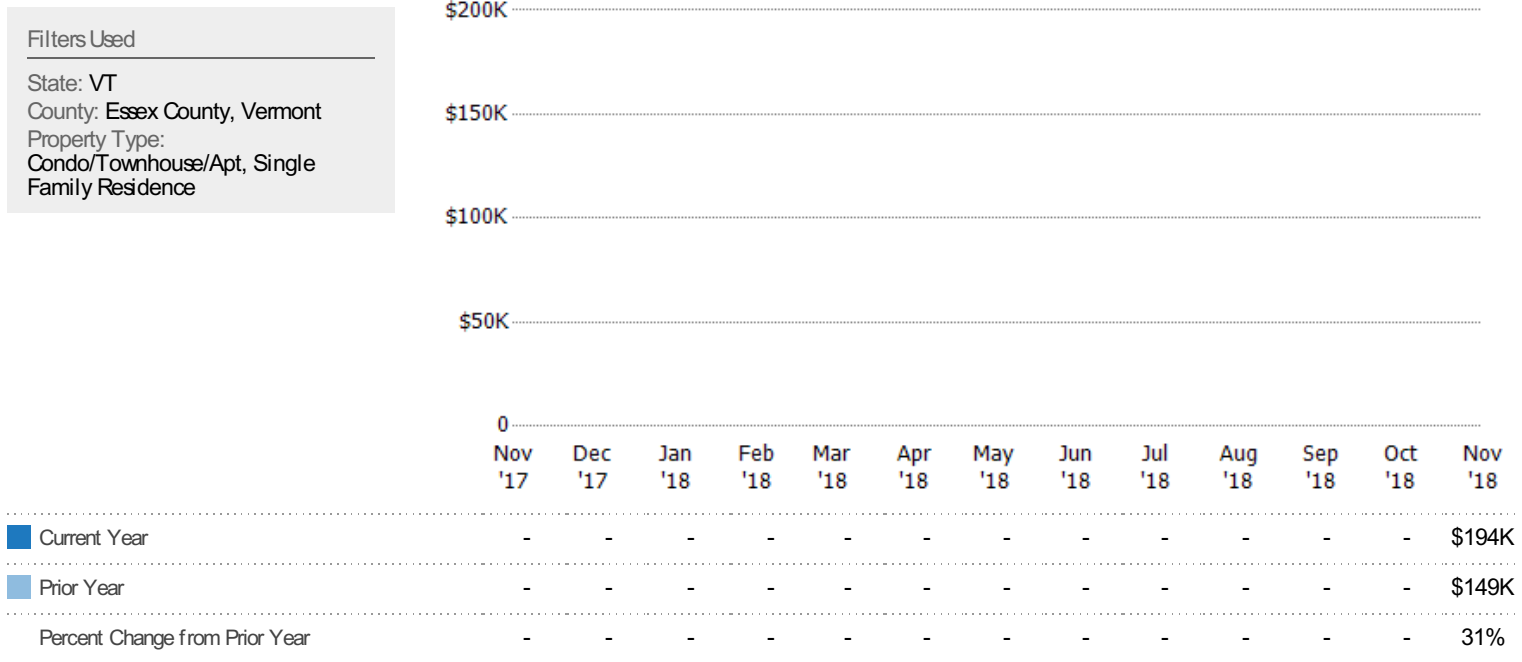
## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.



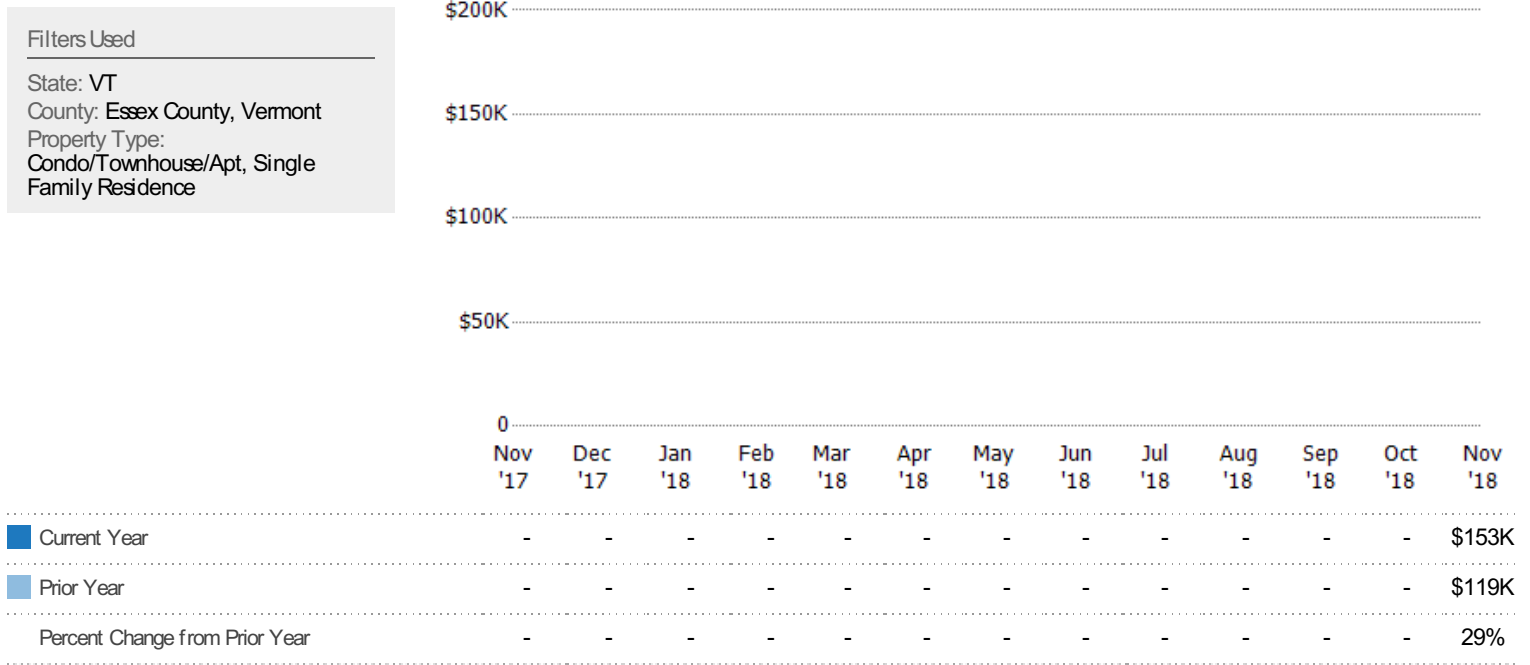
## Average Sales Price

The average sales price of the residential properties sold each month.



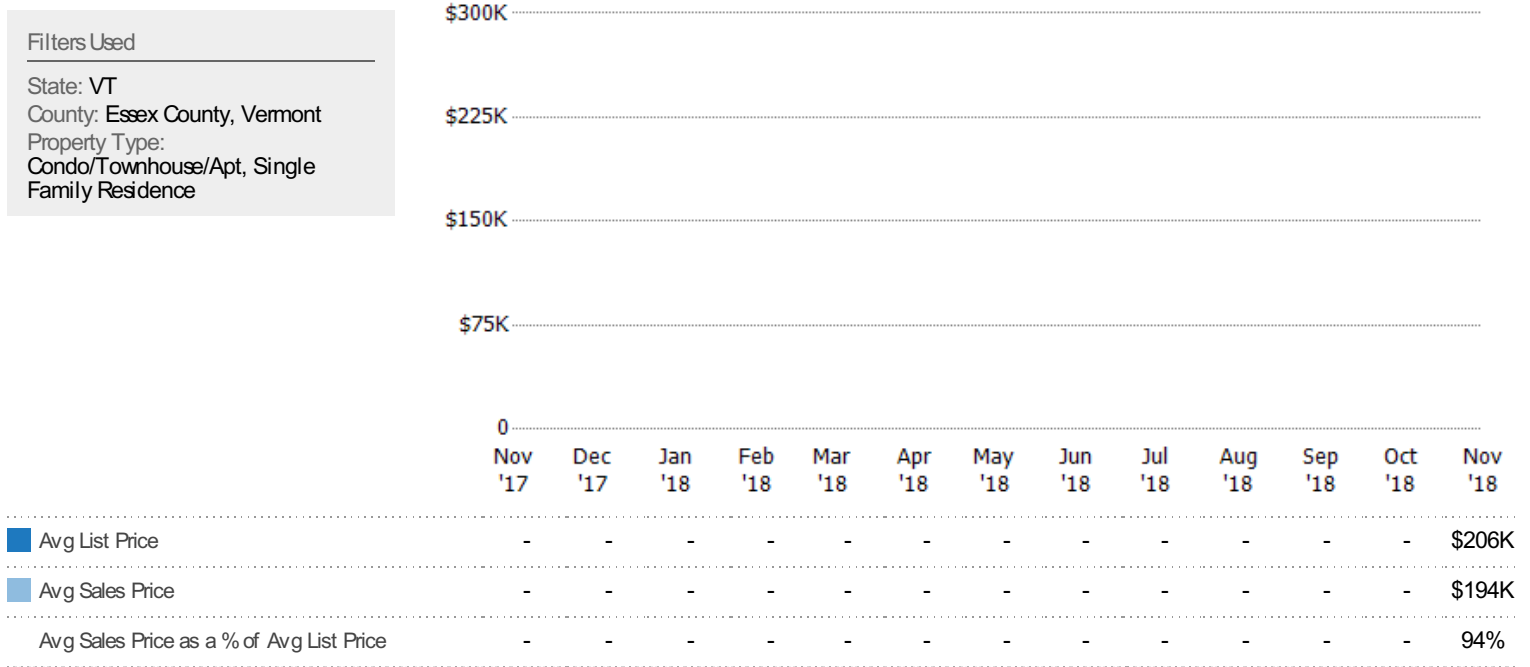
## Median Sales Price

The median sales price of the residential properties sold each month.



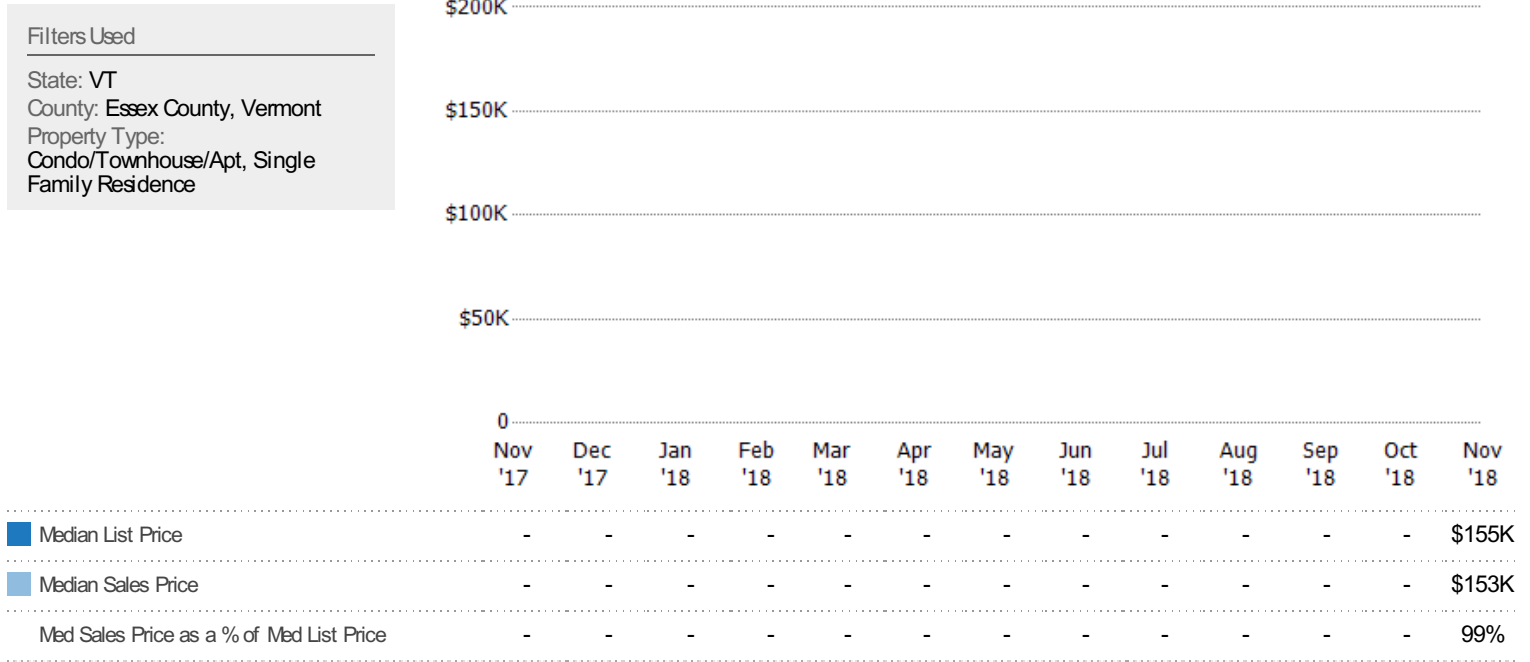
## Average Sales Price vs Average Listing Price

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



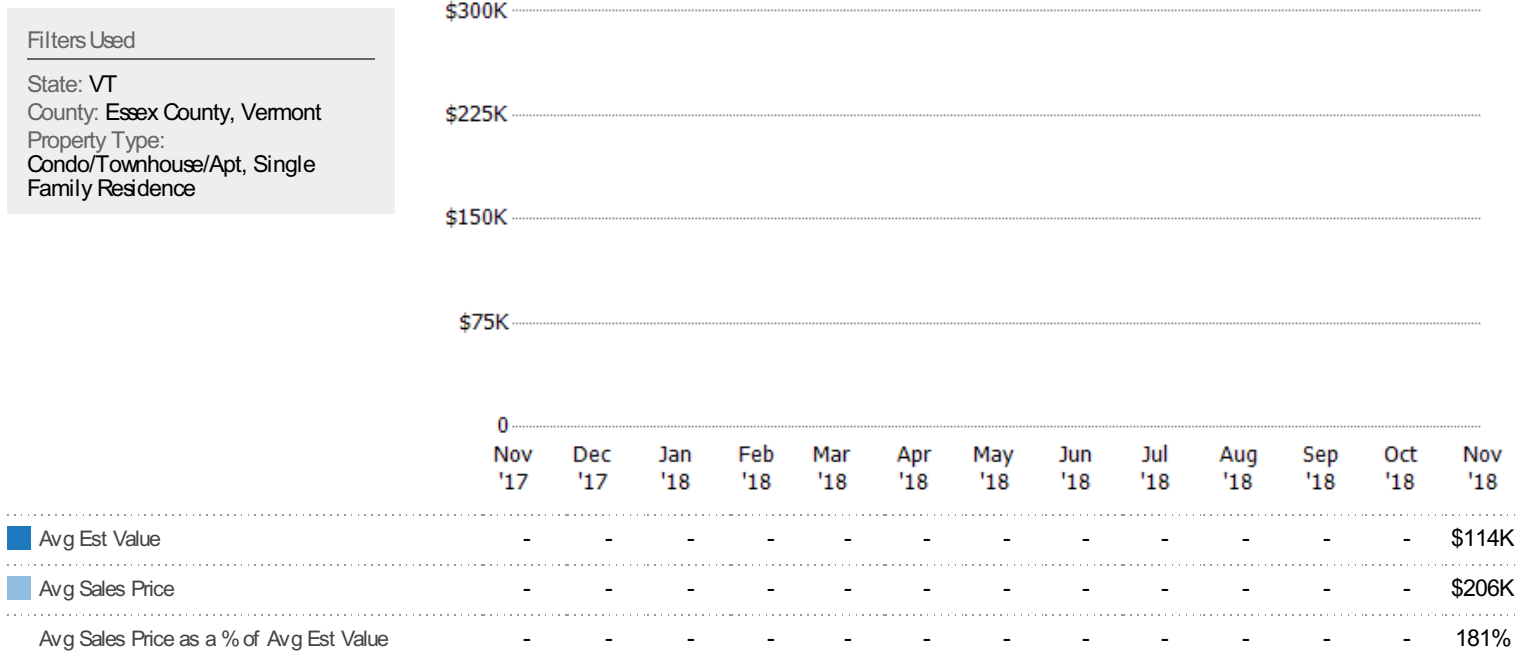
## Median Sales Price vs Median Listing Price

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



## 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.



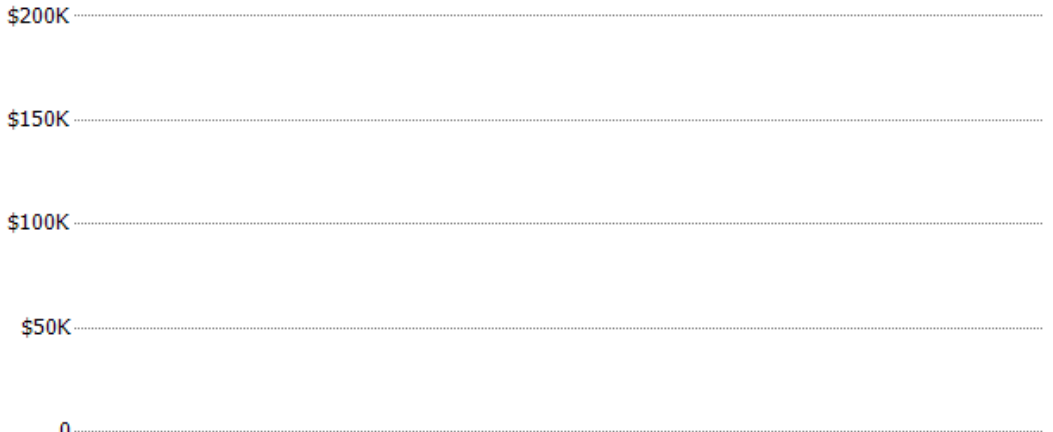
## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

**Filters Used**

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



|   | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$99K   |
| Median Sales Price                      | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$155K  |
| Med Sales Price as a % of Med Est Value | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 156%    |