Summary of Key Listing and Sales Metrics

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

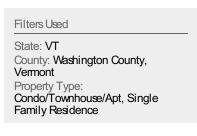
Key Metrics	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
ting Activity Charts Metrics						
New Listing Count	73	61	+19.7%	73	61	+19.7%
New Listing Volume	\$22,733,900	\$18,190,200	+25%	\$22,733,900	\$18,190,200	+25%
Active Listing Count	396	418	-5.3%	NA	N/A	
Active Listing Volume	\$148,440,298	\$142,762,063	+4%	NA	N/A	
Average Listing Price	\$374,849	\$341,536	+9.8%	\$374,849	\$341,536	+9.8%
Median Listing Priœ	\$308,000	\$258,950	+18.9%	\$308,000	\$258,950	+18.9%
Median Daysin RPR	128.5	124	+3.6%	128.5	124	+3.6%
Months of Inventory	_	_	-	7.5	8.5	-12.4%
Absorption Rate	_	_	+-	13.38%	11.72%	+1.7%
les Activity Charts Metrics	•••••					
New Pending Sales Count	54	68	-20.6%	54	68	-20.6%
New Pending Sales Volume	\$12,884,886	\$15,715,800	-18%	\$12,884,886	\$15,715,800	-18%
Pending Sales Count	110	91	+20.9%	N/A	N/A	
Pending Sales Volume	\$29,338,986	\$22,543,900	+30.1%	N/A	N/A	
Closed Sales Count	64	53	+20.8%	64	53	+20.8%
Closed Sales Volume	\$15,249,000	\$11,911,908	+28%	\$15,249,000	\$11,911,908	+28%
Average Sales Price	\$238,266	\$224,753	+6%	\$238,266	\$224,753	+6%
Median Sales Price	\$220,500	\$198,000	+11.4%	\$220,500	\$198,000	+11.4%

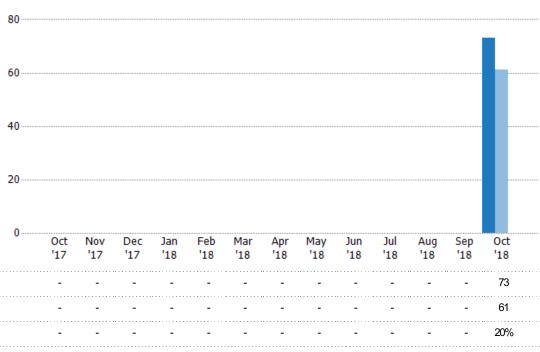




New Listings

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





New Listing Volume

Percent Change from Prior Year

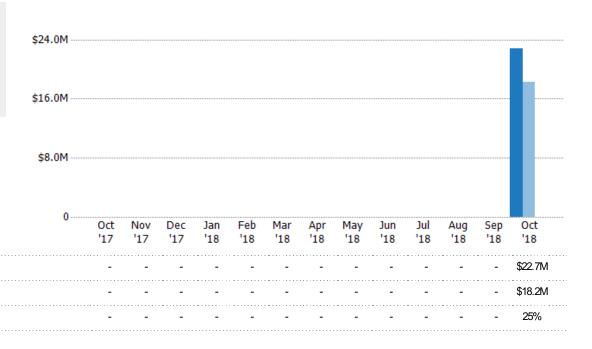
Current Year

Prior Year

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

Filters Used

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



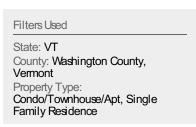
Current Year

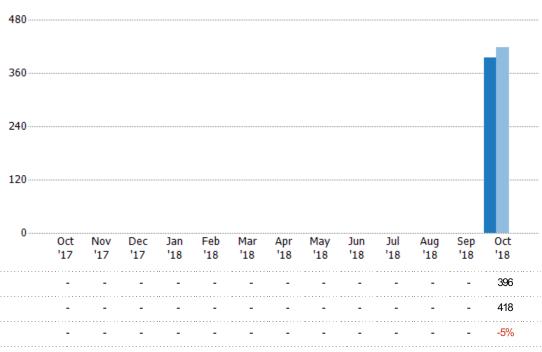
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

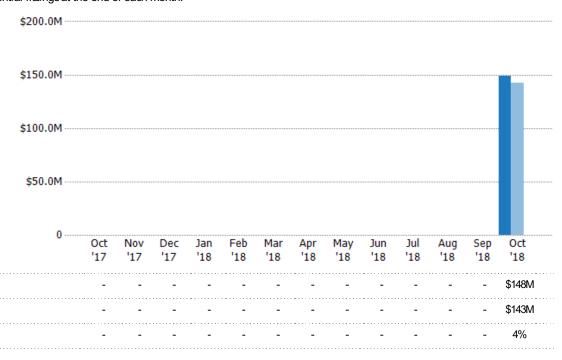
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Washington 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 residential listings at the end of each month.

\$400K Filters Used State: VT County: Washington County, \$300K Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence \$200K \$100K

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$375K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$342K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

Median Listing Price

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

\$100K

Filters Used State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

00K	
00K	
00K	

	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$308
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$259
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	19%





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: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	\$100K												
	\$100K 0 Oct	Nov	Dec			Mar			Jun	Jul	Aug	Sep	
	0				Feb '18		Apr '18			Jul '18	Aug '18	Sep '18	Oc '18
Avg Est Value	0 Oct	Nov '17	Dec	Jan	Feb	Mar	Apr	May	Jun		'18 -	'18	
Avg Est Value Avg Listing Price	0 Oct '17 -	Nov '17	Dec '17 -	Jan '18 -	Feb '18	Mar '18 -	Apr '18	May '18 -	Jun '18 - -	'18	'18 - -	'18	\$350 \$375

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.

\$400K

Filters Used

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

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median Est Value	-	-	-	-	-	_	-	-	-	-	-	-	\$289K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$308K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	107%







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

The median number of days between w	200			. , , .									
Filters Used													
State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single	150												
Family Residence	100												
	50												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	129
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	124
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%

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: Washington County, Vermont Property Type:	15
Condo/Townhouse/Apt, Single Family Residence	10

	5												
	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	_	_	_	-	-	-	_	-	-	-	6.95
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7.33
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%







Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT

County: Washington County,

Vermont

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

%	

10%

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	_	-	-	-	-		-					14%
-	-	-	-	-	-	-				-	-	14%
-	-	-	-		-	-	-	-	-	-	- -	-1%

Active/Pending/Sold Units

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

Filters Used

Current Year Prior Year

Change from Prior Year

State: VT

County: Washington County,

Vermont

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

400
300
200

100

	0												
		Nov '17						May '18		Jul '18	Aug '18	Sep '18	Oct '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	396
Pending	-	-	-	-	-	-	-	-	-	-	-	-	110
Sold	-	-	-	-	-	-	-	-	-	-	-	-	64



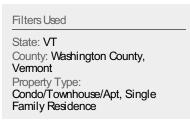


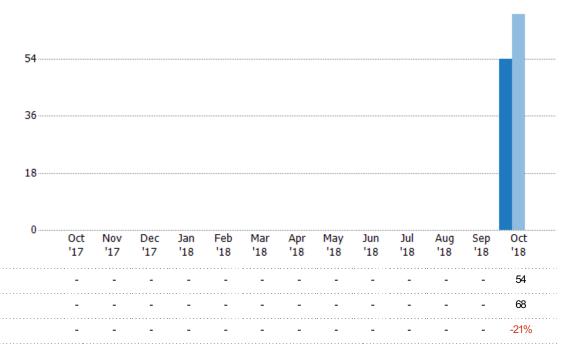
Current Year
Prior Year

Market Data Report

New Pending Sales

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

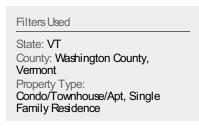


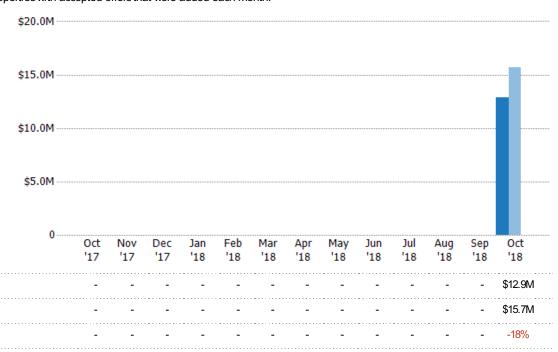


New Pending Sales Volume

Percent Change from Prior Year

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





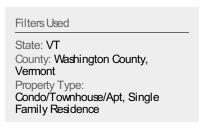
Current Year

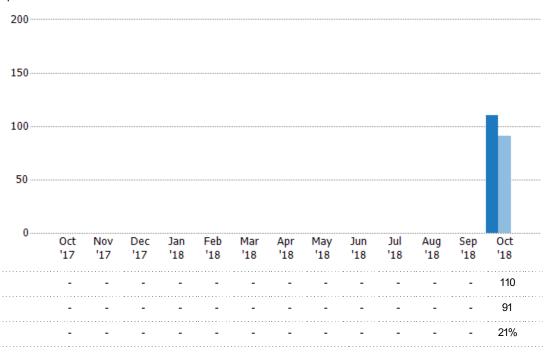
Percent Change from Prior Year



Pending Sales

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





Pending Sales Volume

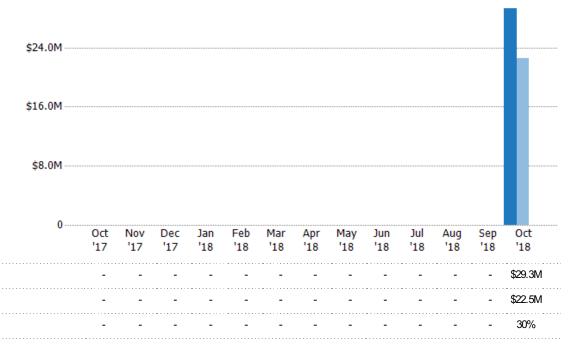
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

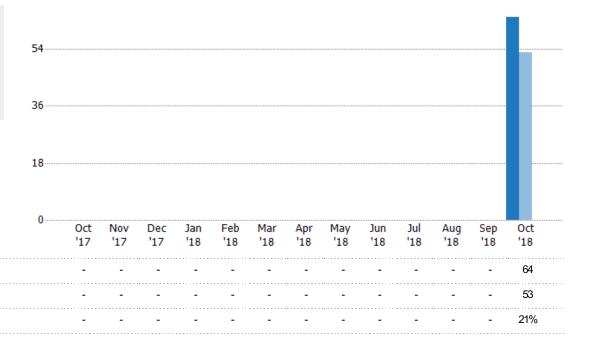
Percent Change from Prior Year



Closed Sales

The total number of residential properties sold each month.

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



Closed Sales Volume

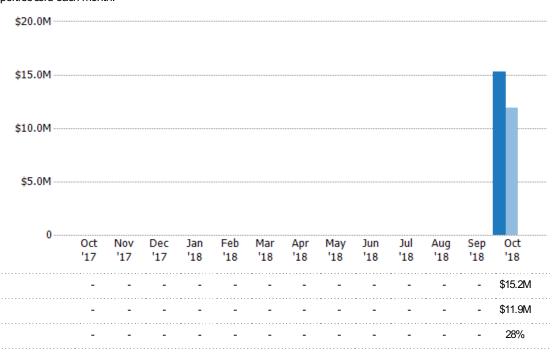
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Washington 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 residential properties sold each month by property type.

Filters Used

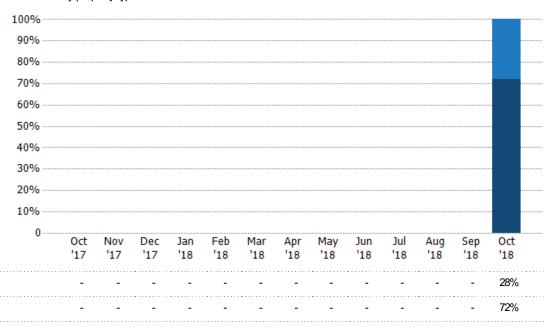
State: VT

County: Washington County,

Vermont

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

Condo/Townhouse



Average Sales Price

Single Family Residence

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

Filters Used State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

\$300K \$225K \$150K

\$75K

	'17	'17	'17	Jan '18	'18	Mar '18	'18	Мау '18	Jun '18	Jul '18	'18	'18	'18
Current Year	-	-	-				-		-			-	\$238K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%





\$198K

11%



Prior Year

Percent Change from Prior Year

Market Data Report

Median Sales Price

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

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$221K
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
	Oct	Nov	Dec			Mar		May		Jul	Aug	Sep	0ct
	0												
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
State: VT County: Washington County, Vermont	\$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	\$300K
State: VT County: Washington County, Vermont	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K

	\$75K												
	φγοιτ												
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep	Oct '18
Avg List Price	-	 -	-	-	-	-	-	- 10	-		-	- 10	\$247k
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$238l
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%





\$221K

99%



Median Sales Price

Med Sales Price as a % of Med List Price

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: Washington County, Vermont Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May		Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	- · · · · · · · · · · · · · · · · · · ·	-	-	-	-	-	-	-	-	-	-	-	\$223K

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.

\$300K

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

\$300K

\$225K

	\$75K												
	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$238K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$247K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%





103%



Market Data Report

Median Sales Price vs Median Est Value

Med Sales Price as a % of Med Est Value

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

	\$300K												
State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$216K
Median Sales Price	_	-	-	-	_	-	_	-	-	-	-	-	\$223K



