

## Summary of Key Listing and Sales Metrics

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

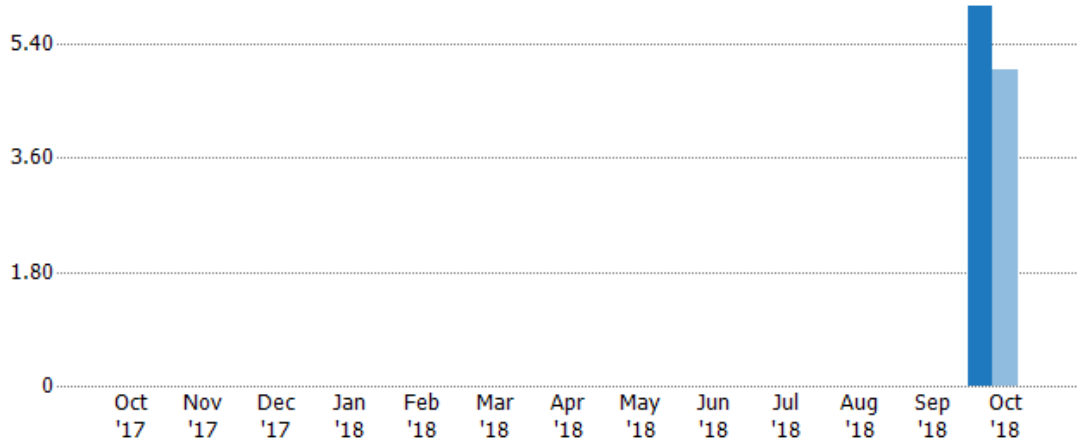
| Key Metrics                            | Oct 2018     | Oct 2017     | + / -  | YTD 2018    | YTD 2017    | + / -  |
|--|--------------|--------------|--------|-------------|-------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |        |             |             |        |
| New Listing Count                      | 6            | 5            | +20%   | 6           | 5           | +20%   |
| New Listing Volume                     | \$811,900    | \$543,900    | +49.3% | \$811,900   | \$543,900   | +49.3% |
| Active Listing Count                   | 48           | 52           | -7.7%  | N/A         | N/A         |        |
| Active Listing Volume                  | \$10,447,199 | \$10,051,500 | +3.9%  | N/A         | N/A         |        |
| Average Listing Price                  | \$217,650    | \$193,298    | +12.6% | \$217,650   | \$193,298   | +12.6% |
| Median Listing Price                   | \$200,000    | \$162,000    | +23.5% | \$200,000   | \$162,000   | +23.5% |
| Median Days in RPR                     | 131          | 147.5        | -11.2% | 131         | 147.5       | -11.2% |
| Months of Inventory                    | -            | -            | -      | 12          | 26          | -53.8% |
| Absorption Rate                        | -            | -            | +      | 8.33%       | 3.85%       | +4.5%  |
| <b>Sales Activity Charts Metrics</b>   |              |              |        |             |             |        |
| New Pending Sales Count                | 6            | 4            | +50%   | 6           | 4           | +50%   |
| New Pending Sales Volume               | \$664,500    | \$444,900    | +49.4% | \$664,500   | \$444,900   | +49.4% |
| Pending Sales Count                    | 14           | 8            | +75%   | N/A         | N/A         |        |
| Pending Sales Volume                   | \$1,860,200  | \$1,626,800  | +14.3% | N/A         | N/A         |        |
| Closed Sales Count                     | 10           | 4            | +150%  | 10          | 4           | +150%  |
| Closed Sales Volume                    | \$1,665,100  | \$1,034,000  | +61%   | \$1,665,100 | \$1,034,000 | +61%   |
| Average Sales Price                    | \$166,510    | \$258,500    | -35.6% | \$166,510   | \$258,500   | -35.6% |
| Median Sales Price                     | \$155,000    | \$241,500    | -35.8% | \$155,000   | \$241,500   | -35.8% |

## New Listings

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

Filters Used

ZIP: Newport, VT 05855  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



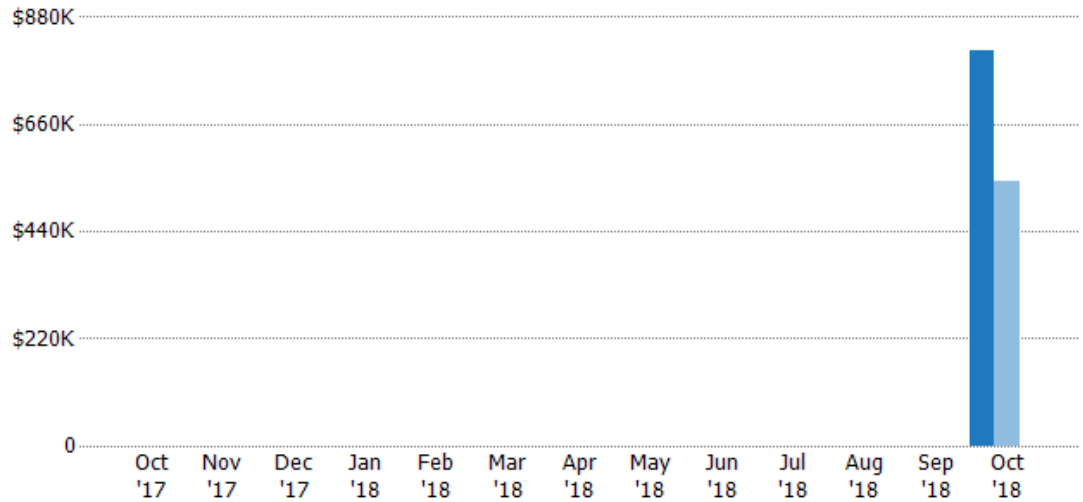
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |     |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 6   |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 5   |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 20% |

## New Listing Volume

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

Filters Used

ZIP: Newport, VT 05855  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



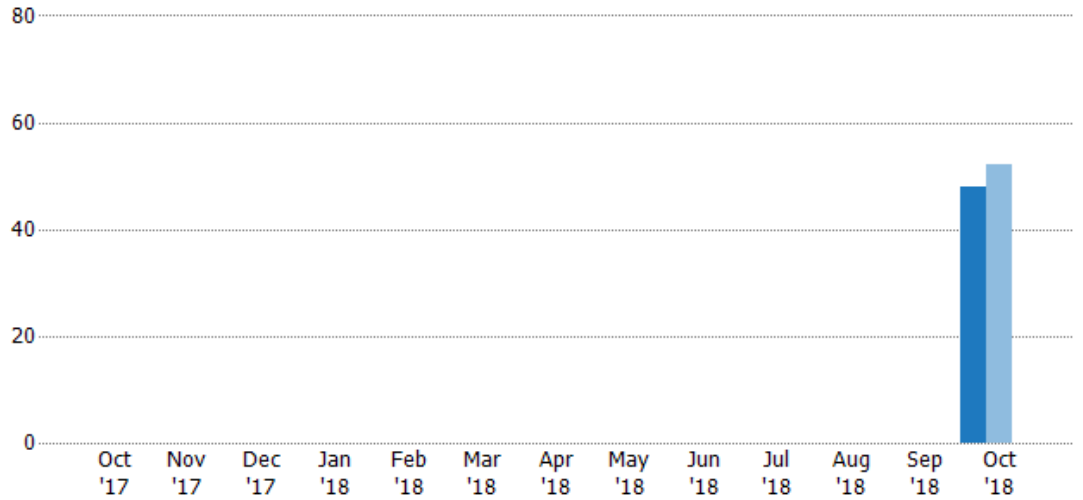
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |        |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$812K |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$544K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 49%    |

## Active Listings

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

Filters Used

ZIP: Newport, VT 05855  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



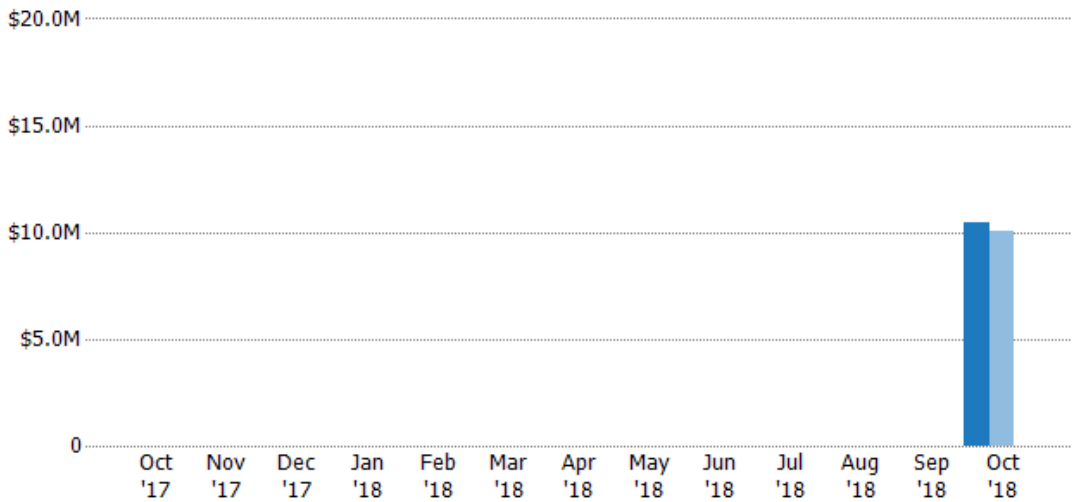
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |     |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 48  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 52  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -8% |

## Active Listing Volume

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

Filters Used

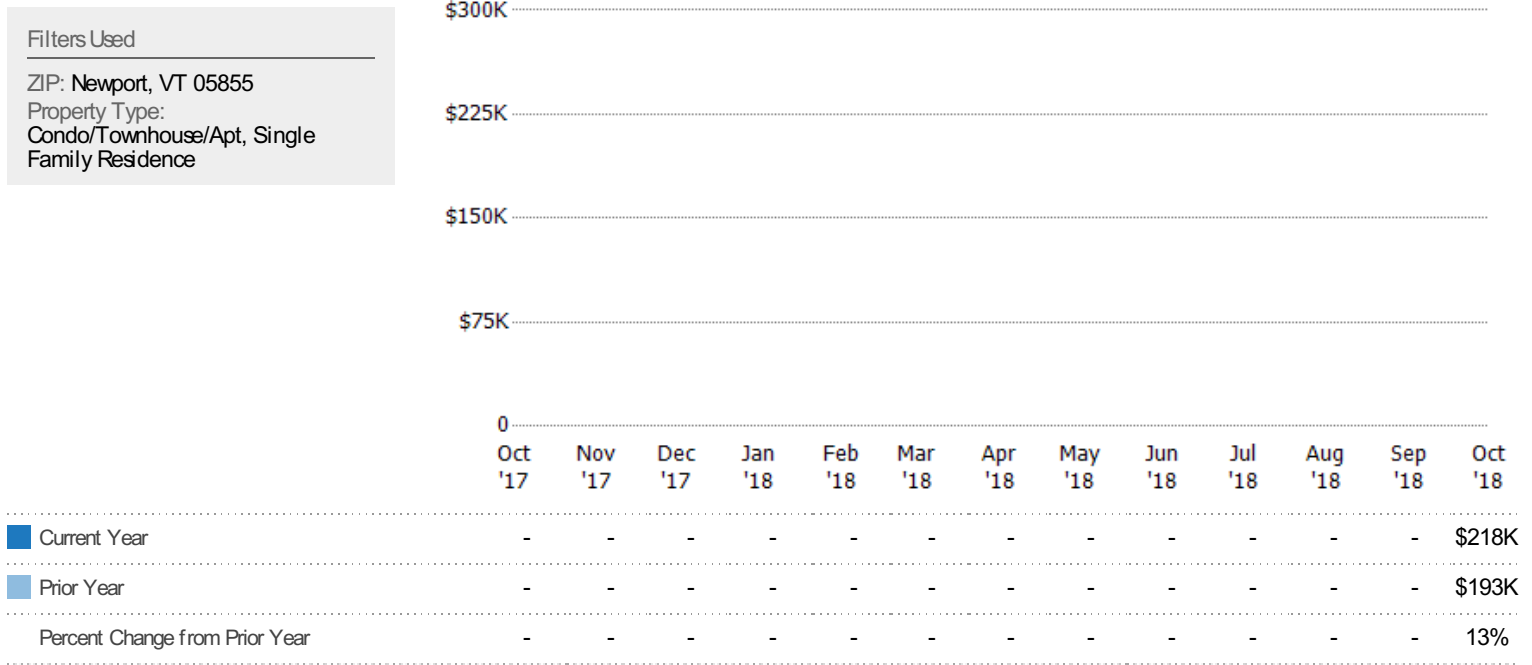
ZIP: Newport, VT 05855  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$10.4M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$10.1M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 4%      |

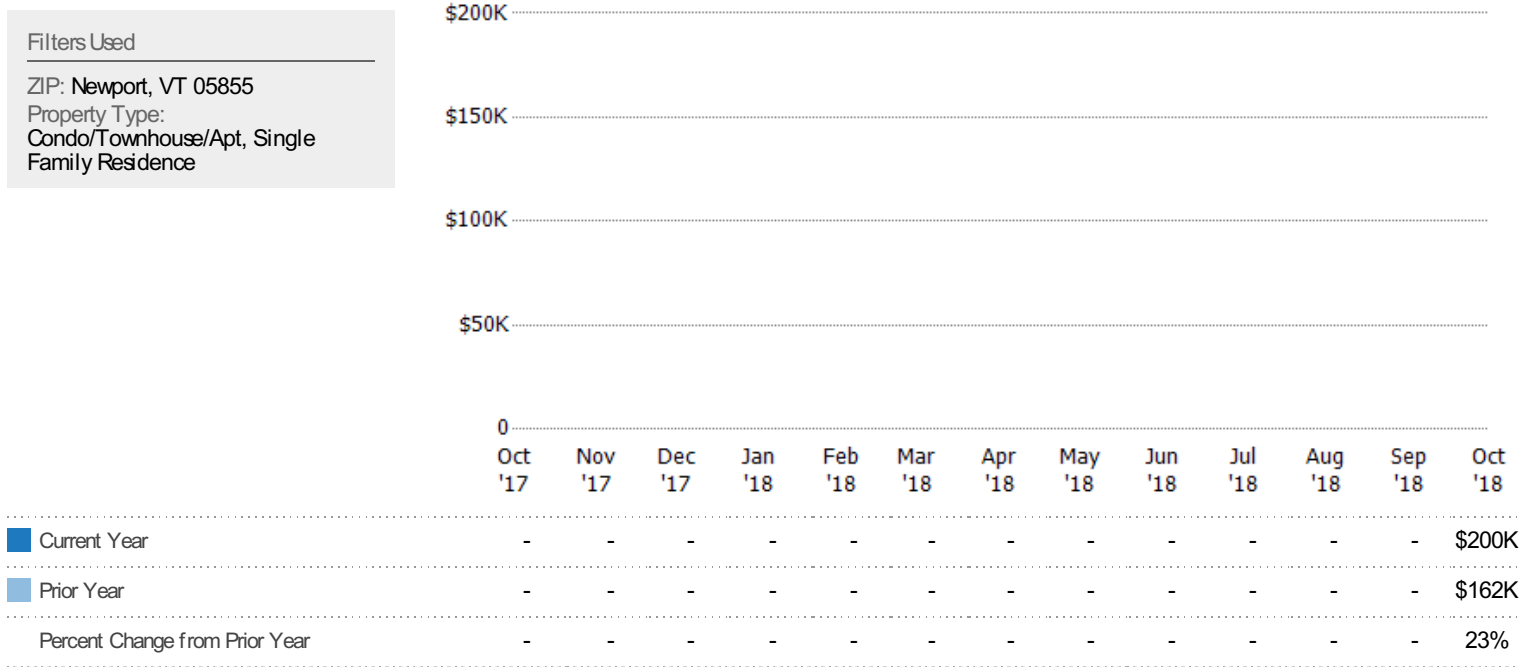
## Average Listing Price

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



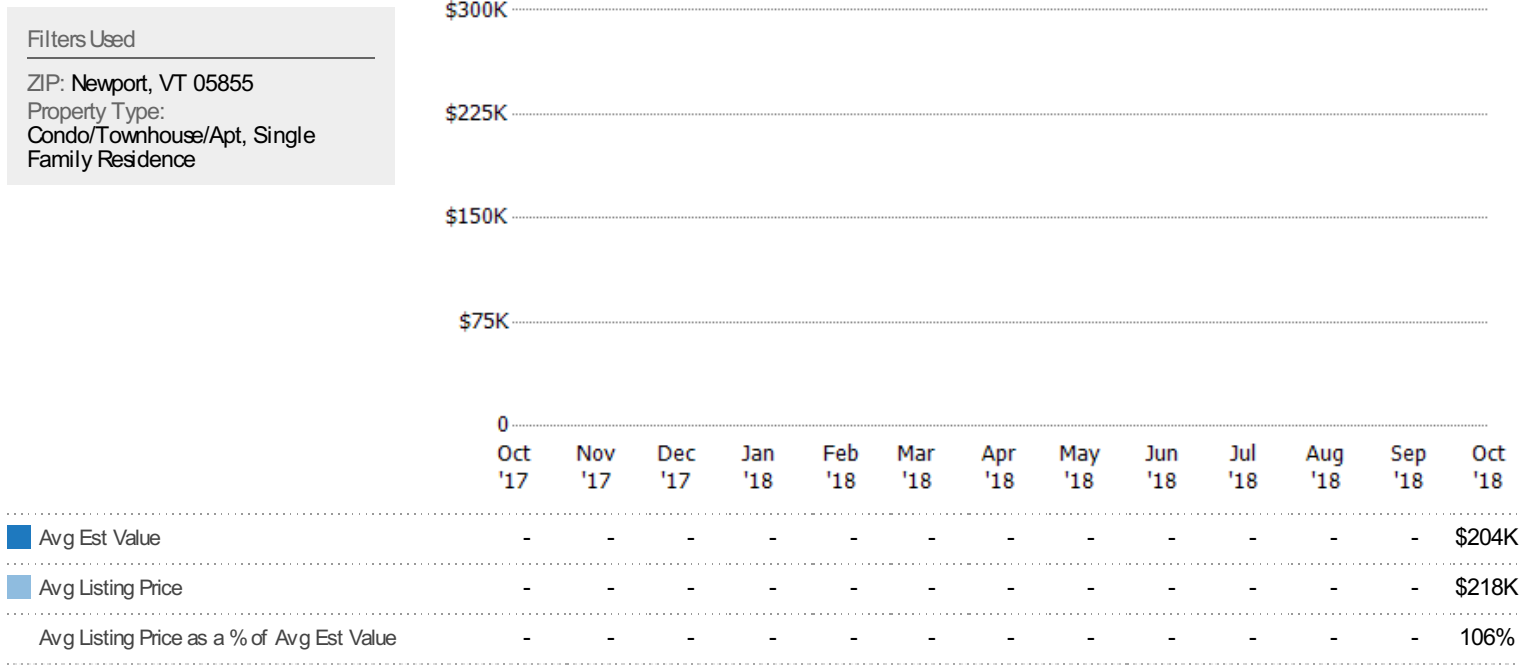
## Median Listing Price

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



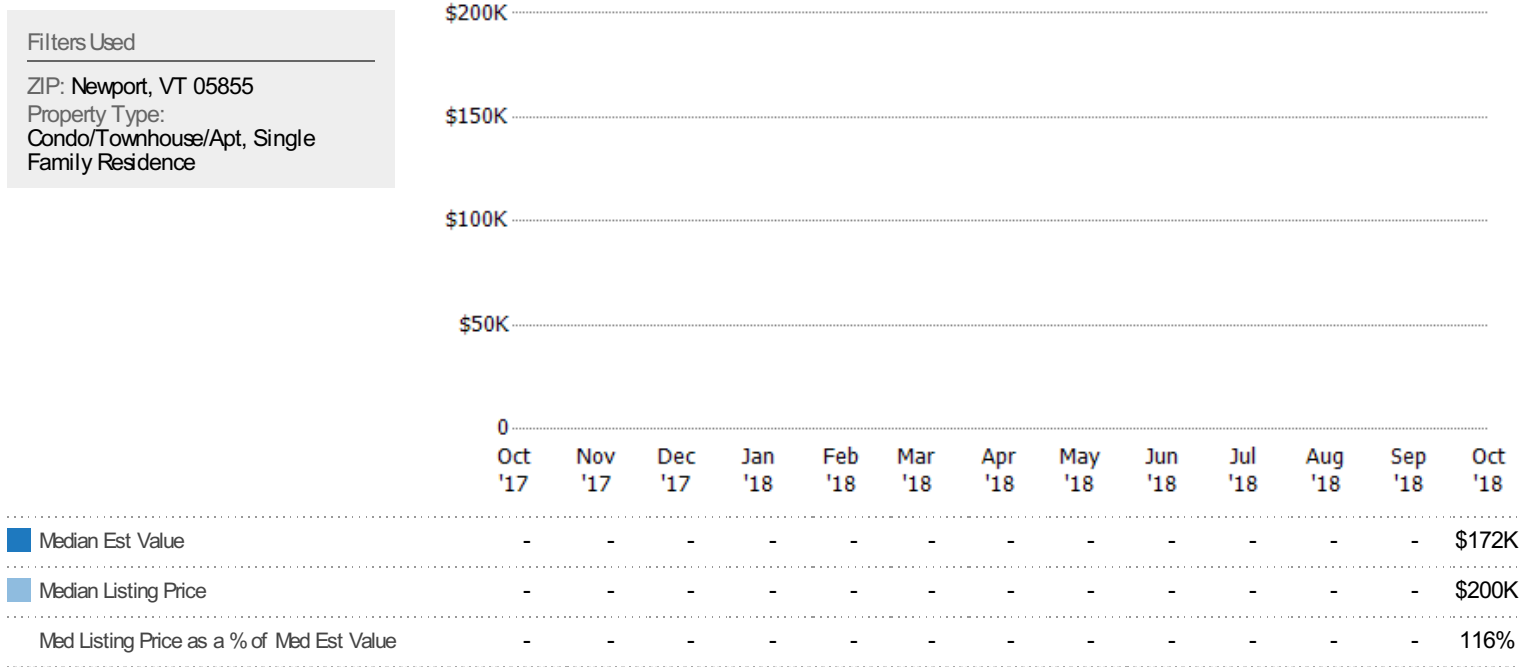
## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



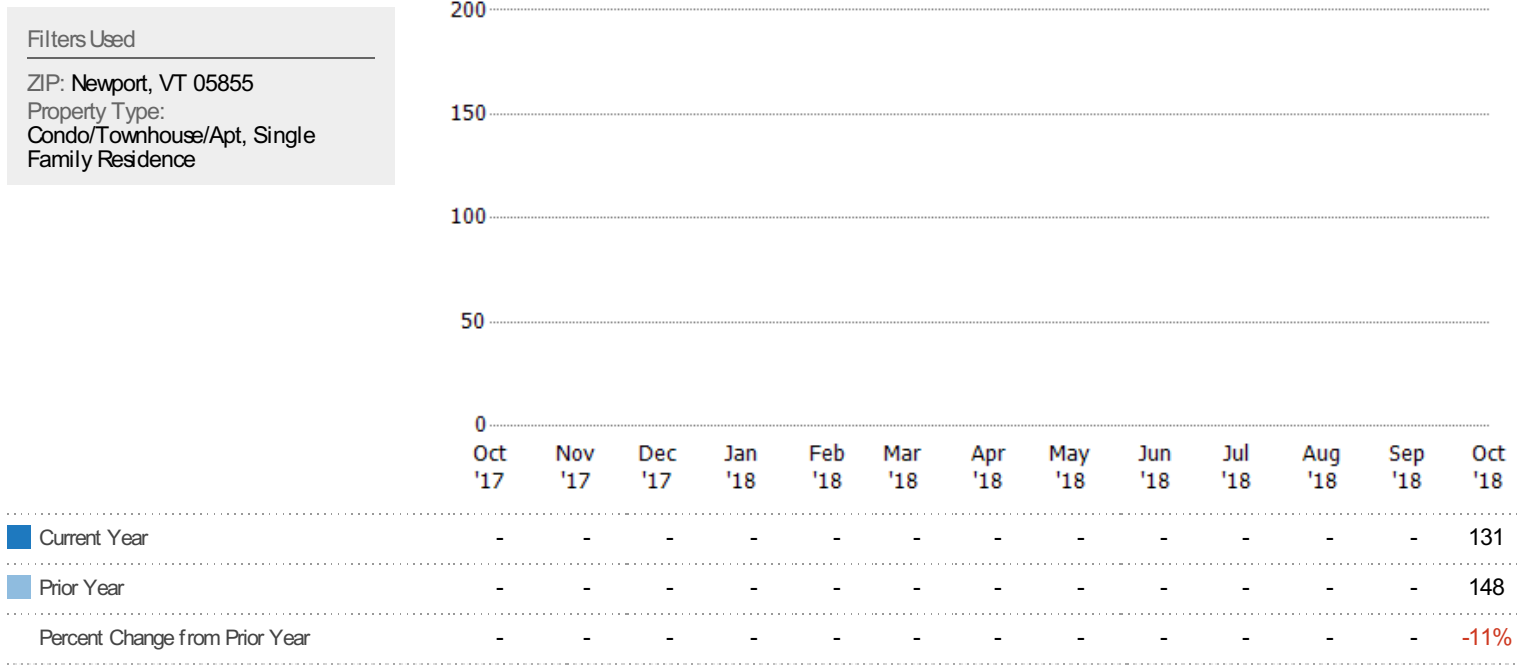
## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.



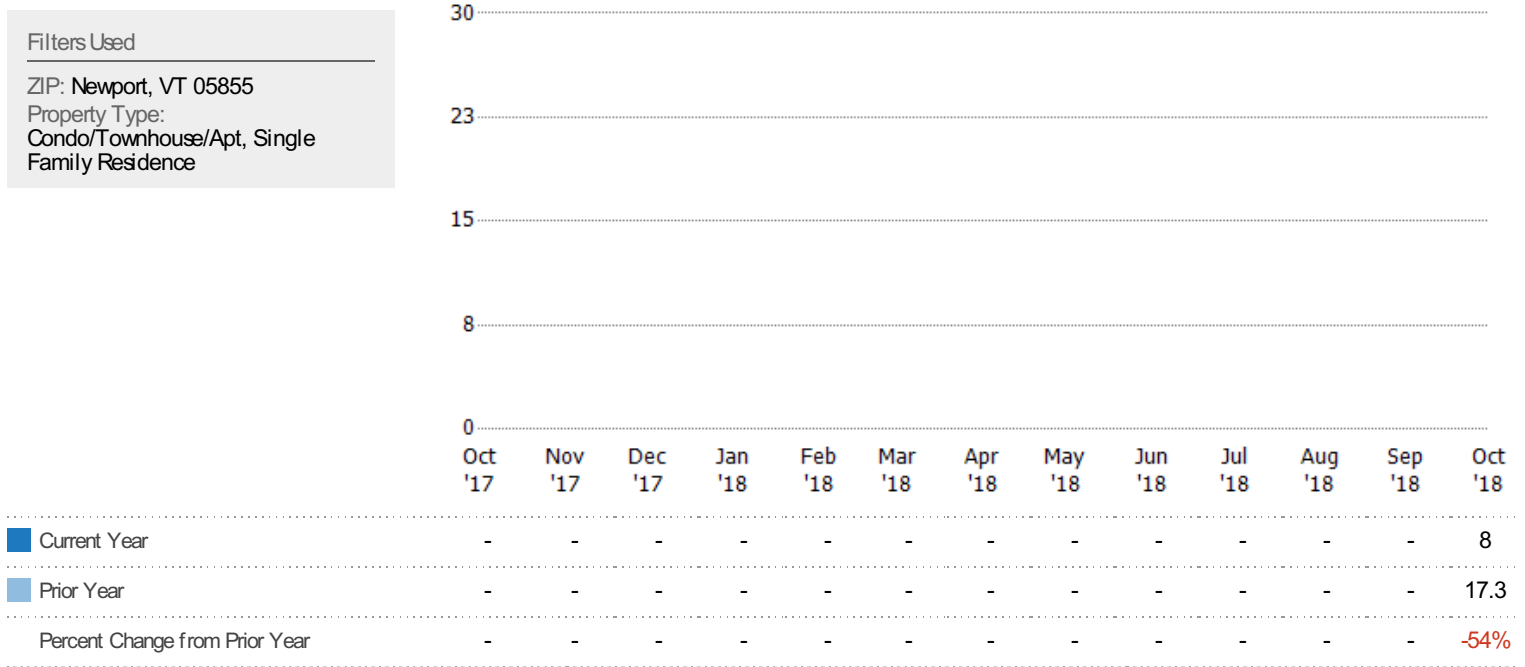
## Median Days in RPR

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.



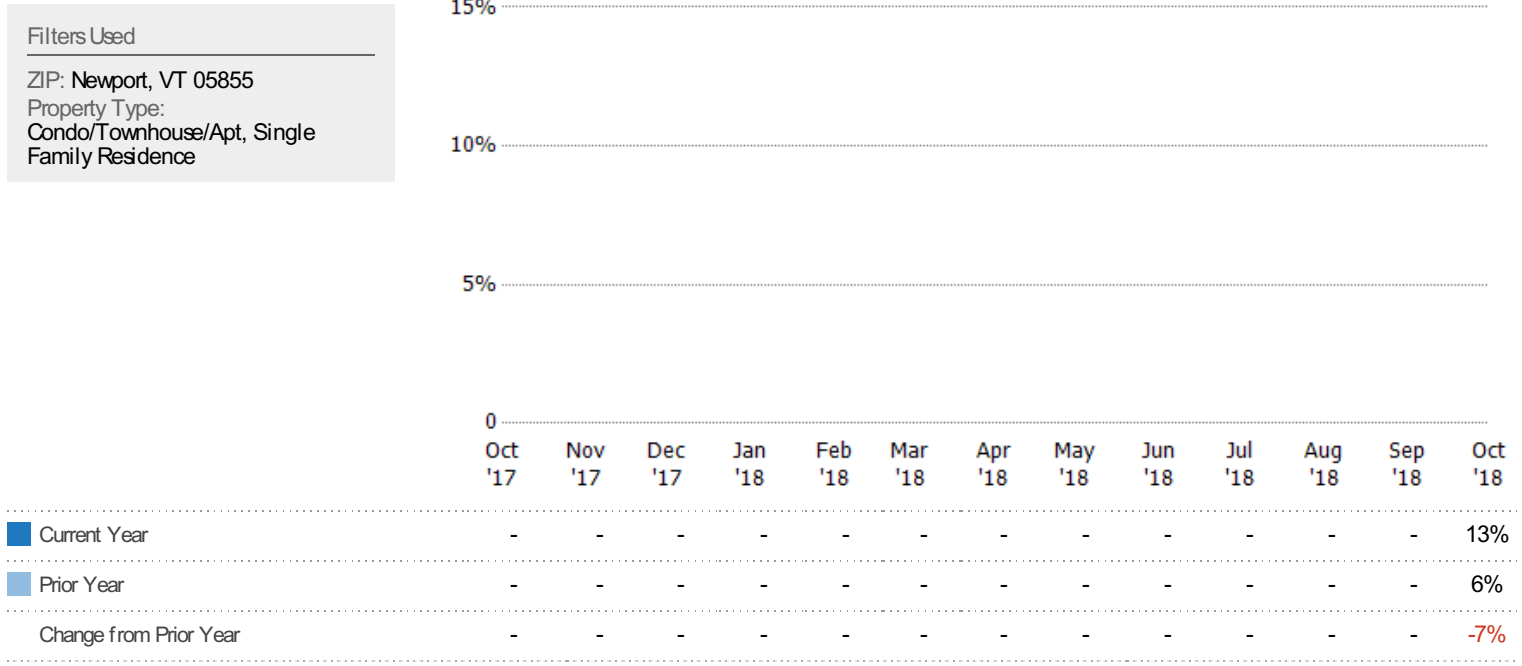
## Months of Inventory

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



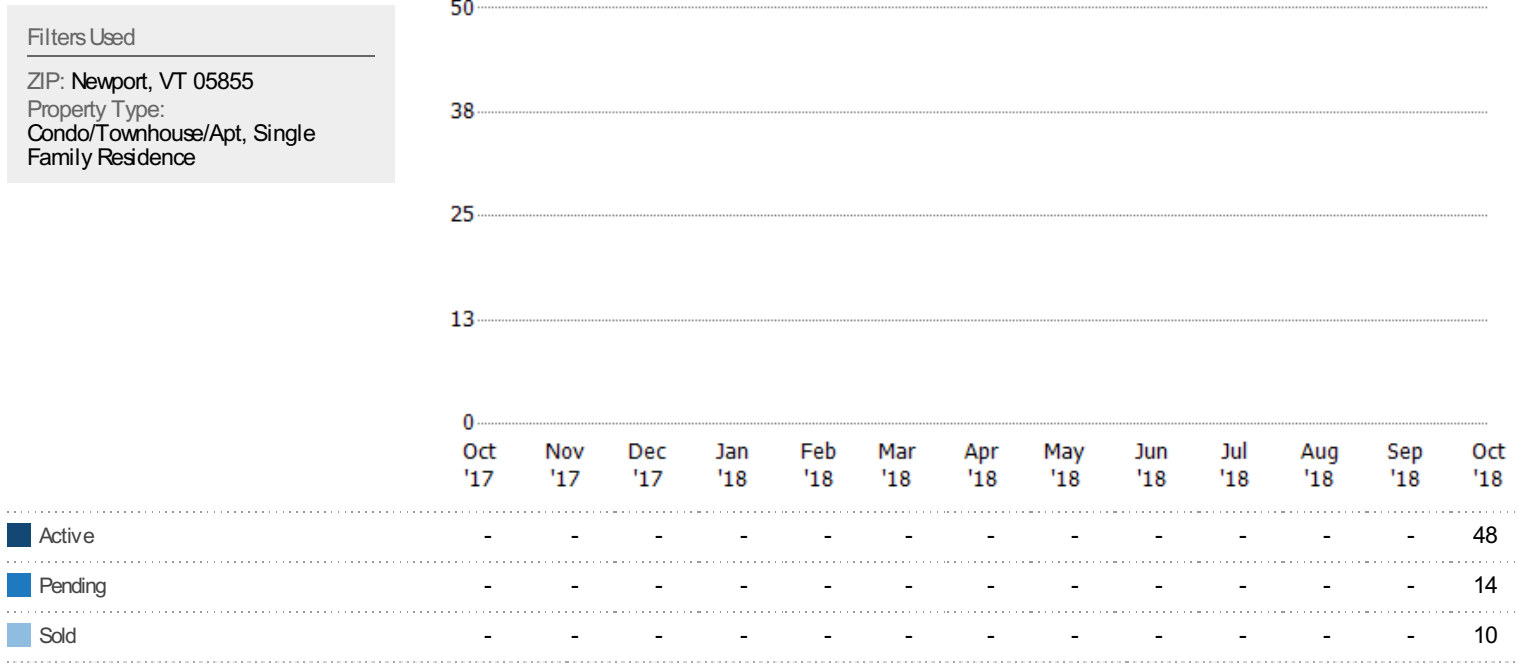
## Absorption Rate

The percentage of inventory sold per month.



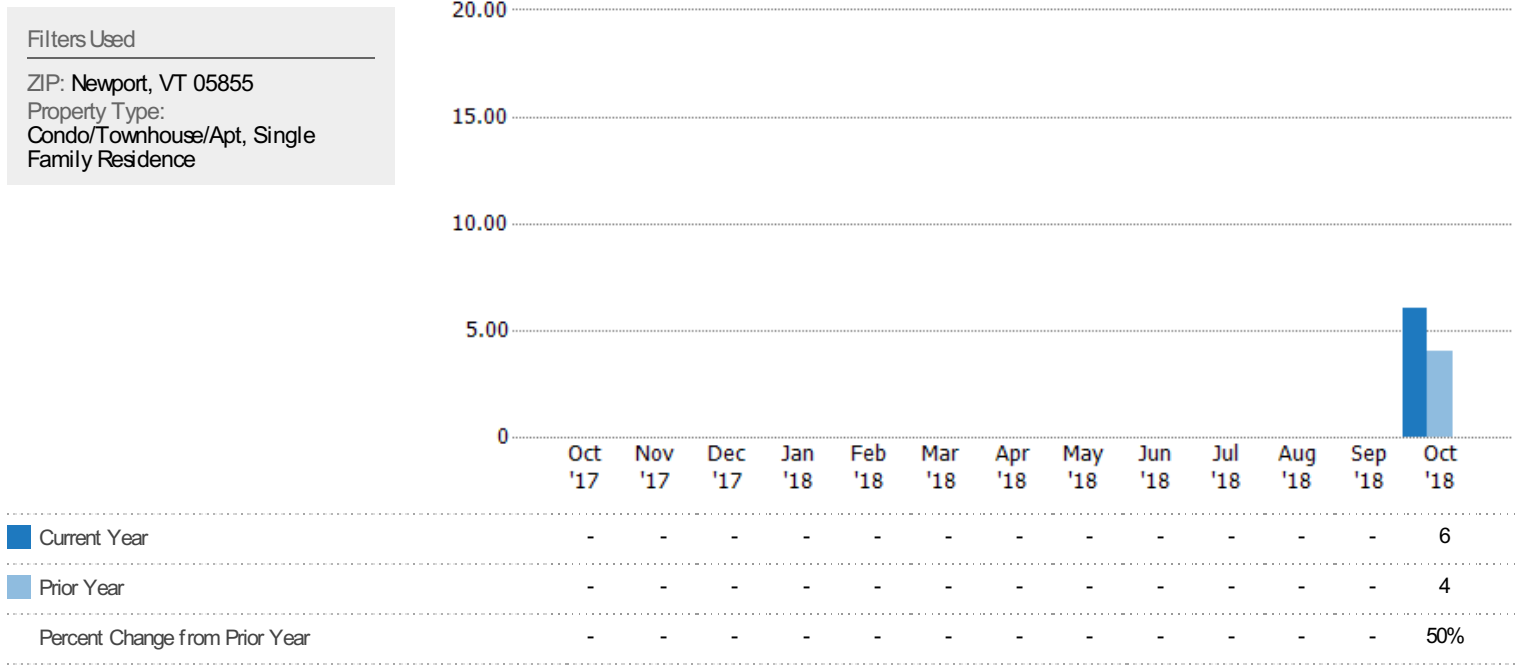
## Active/Pending/Sold Units

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



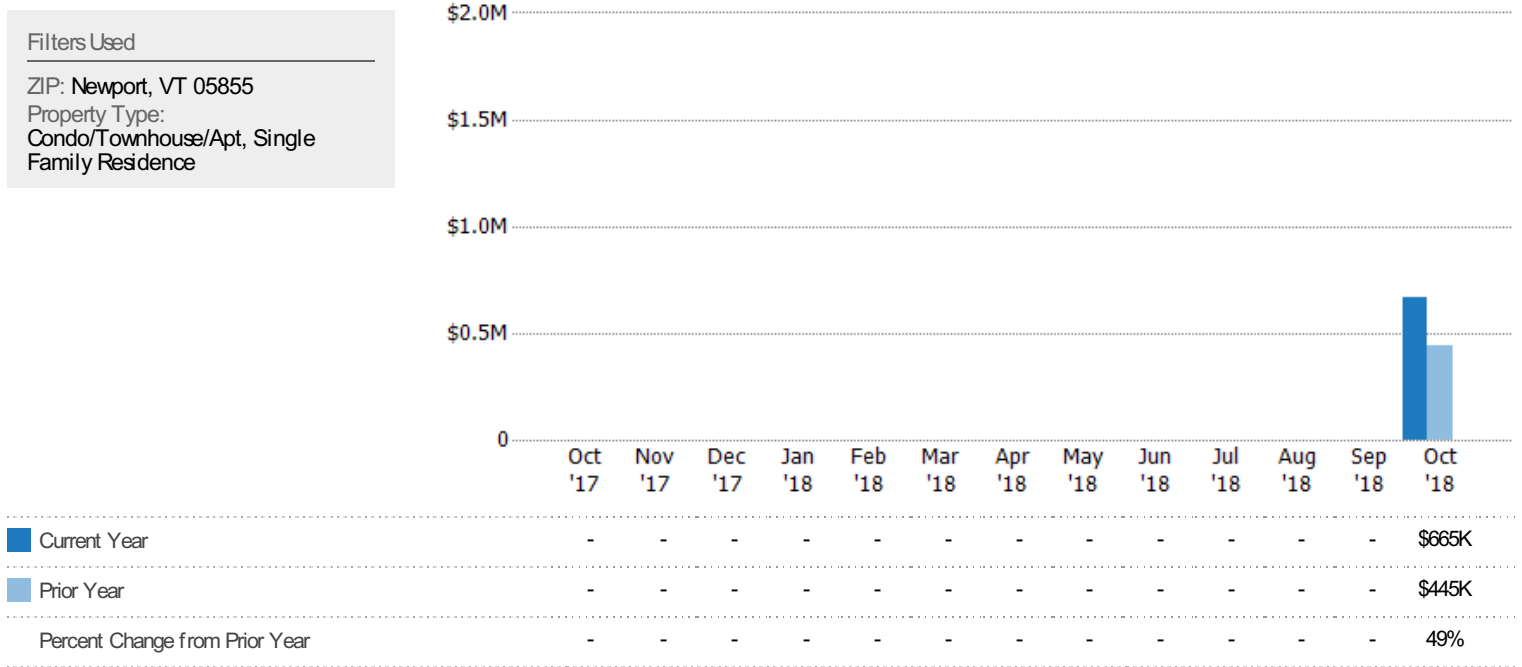
## New Pending Sales

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



## New Pending Sales Volume

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



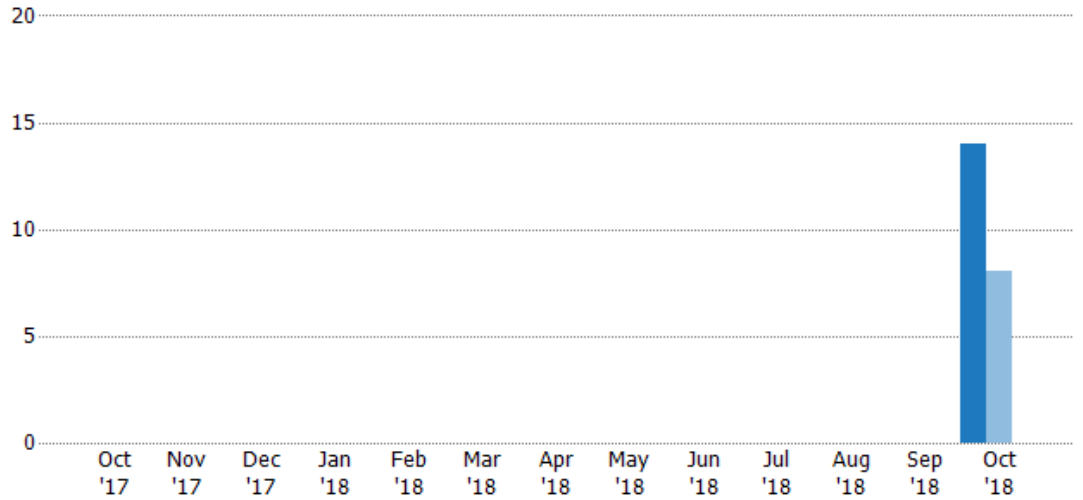


## Pending Sales

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

Filters Used

ZIP: Newport, VT 05855  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



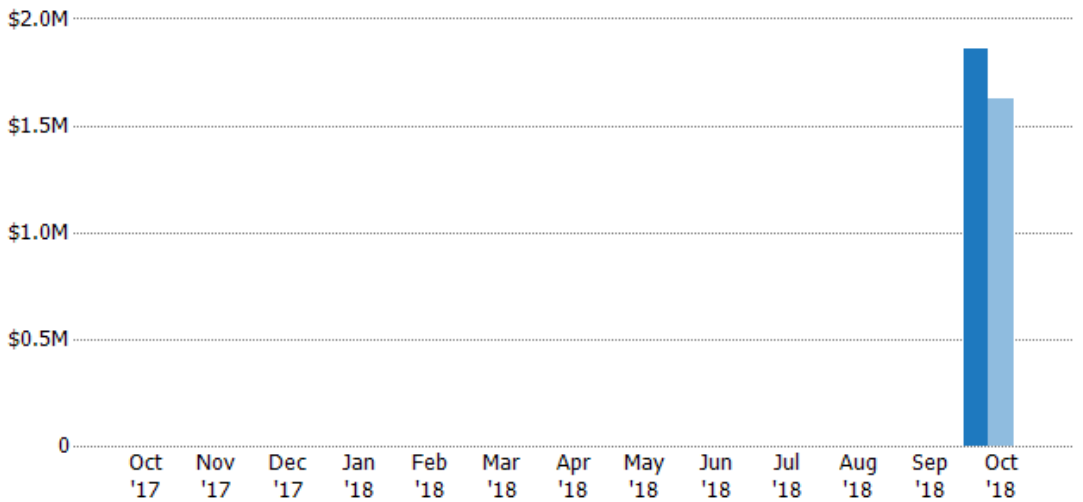
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |     |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 14  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 8   |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 75% |

## 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

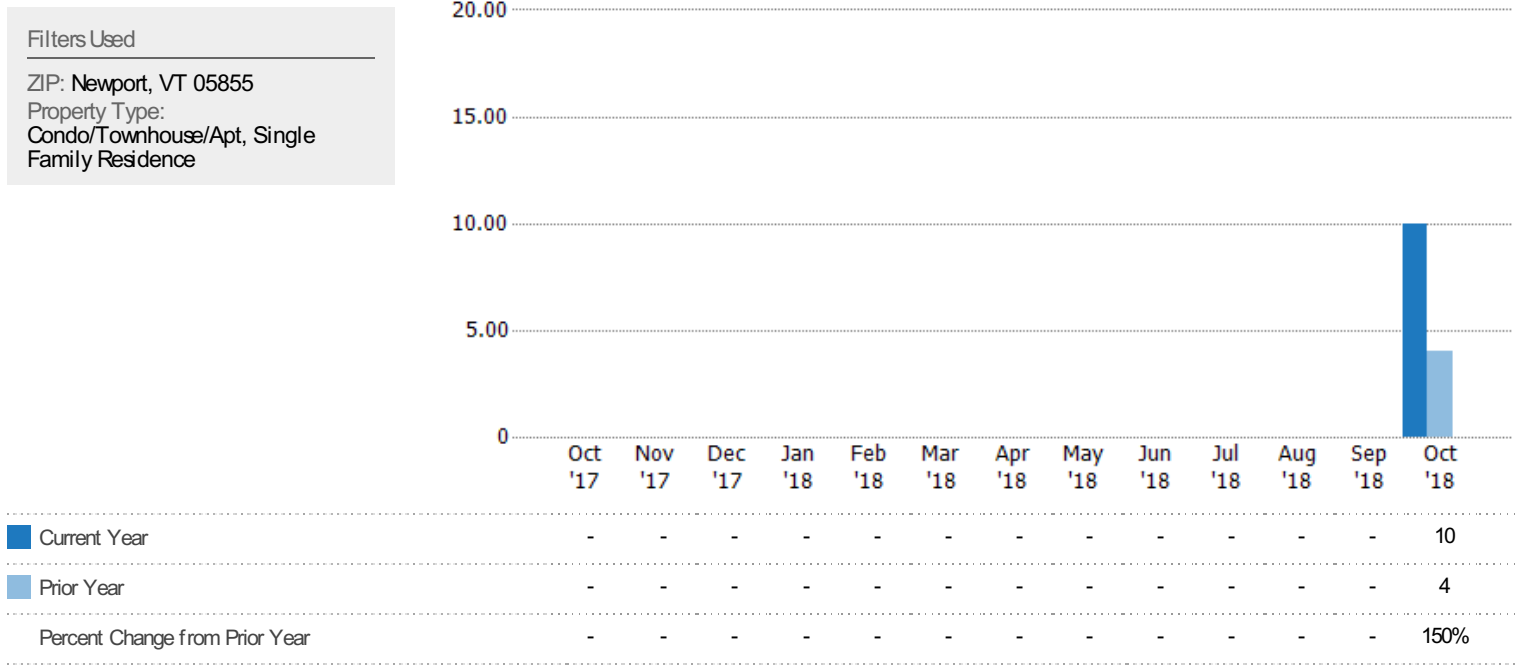
ZIP: Newport, VT 05855  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$1.86M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$1.63M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 14%     |

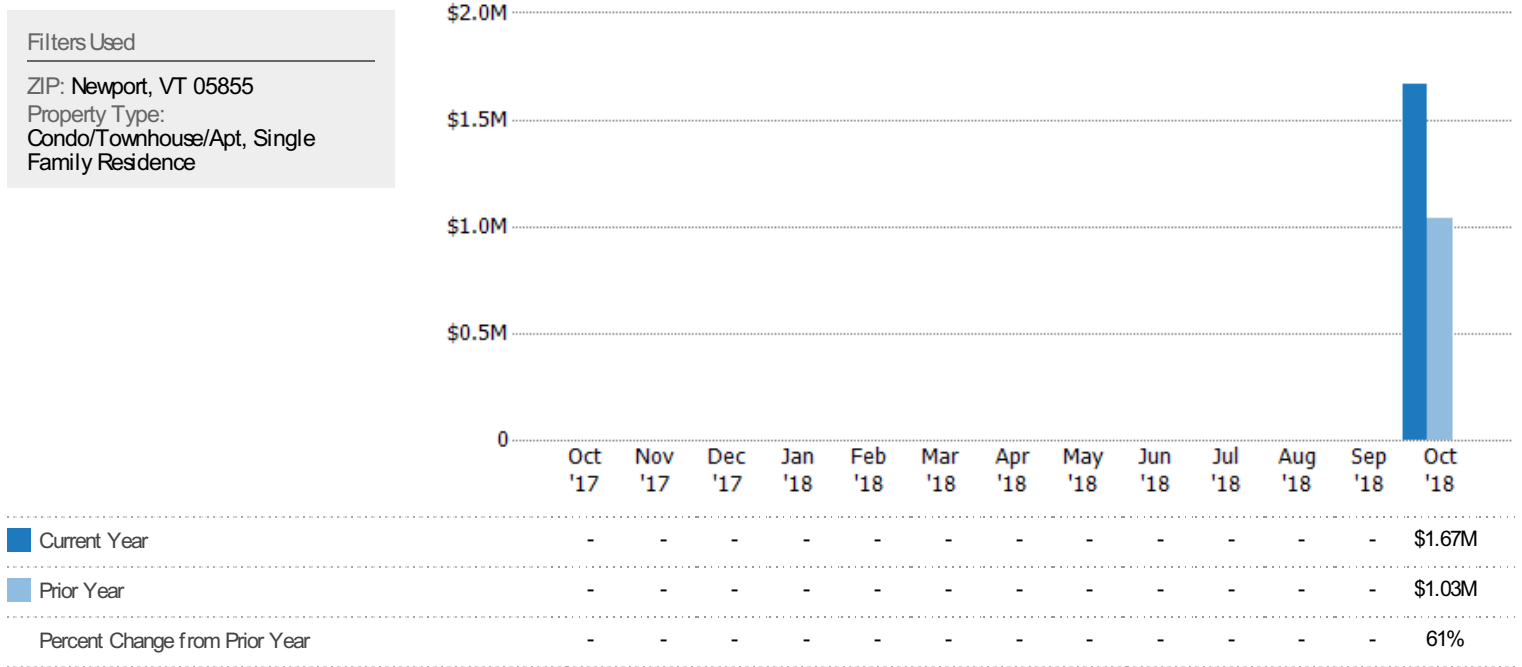
## Closed Sales

The total number of residential properties sold each month.



## Closed Sales Volume

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

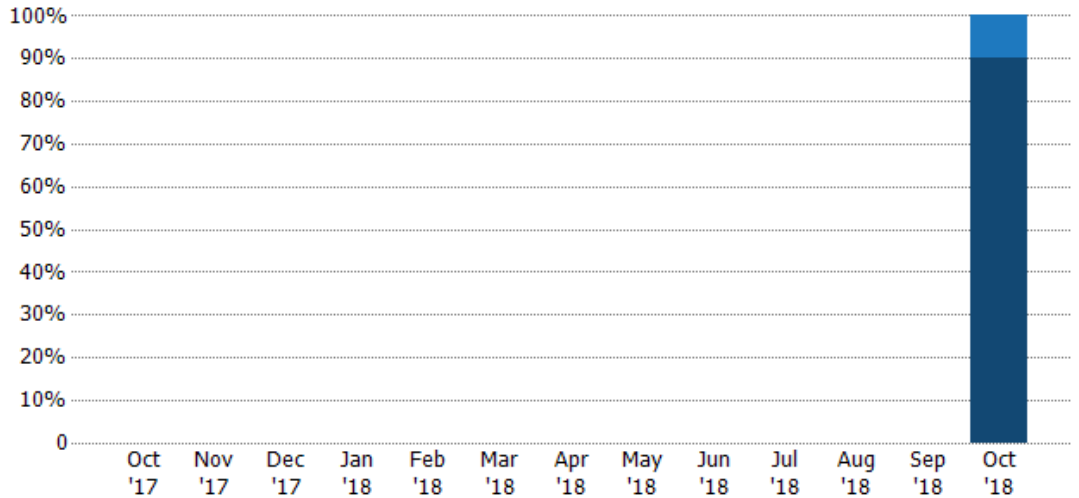


## Closed Sales by Property Type

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

**Filters Used**

ZIP: Newport, VT 05855  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



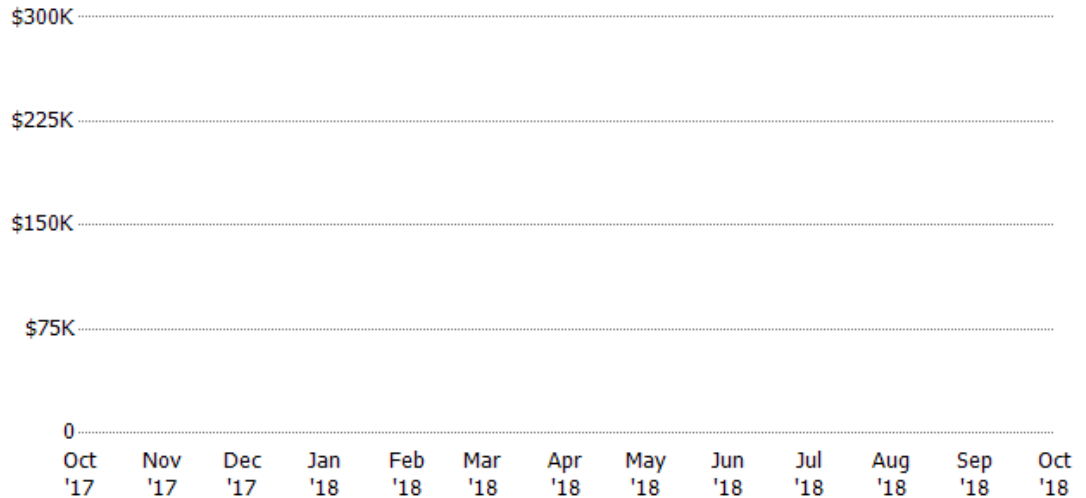
| Property Type           | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Condo/Townhouse         | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 10%     |
| Single Family Residence | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 90%     |

## Average Sales Price

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

**Filters Used**

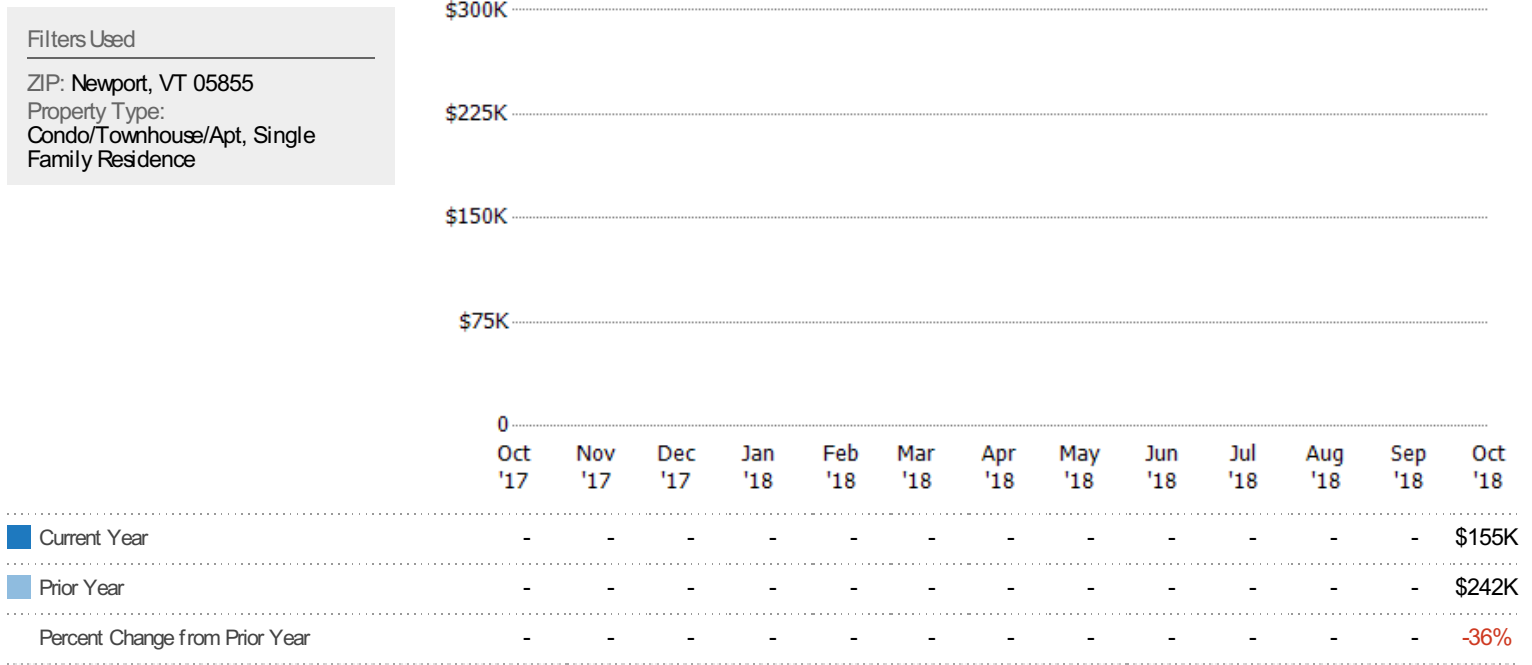
ZIP: Newport, VT 05855  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



| Category                       | 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                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$167K  |
| Prior Year                     | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$259K  |
| Percent Change from Prior Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -36%    |

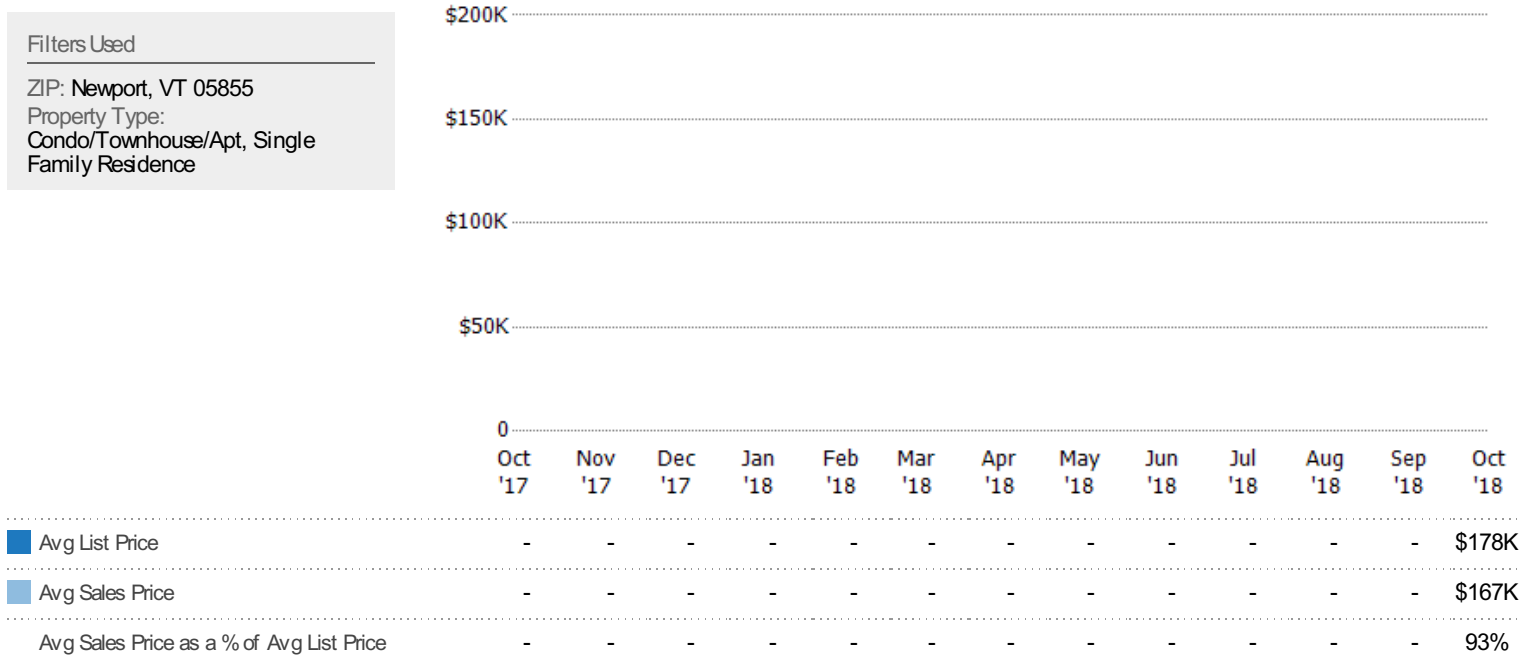
## Median Sales Price

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



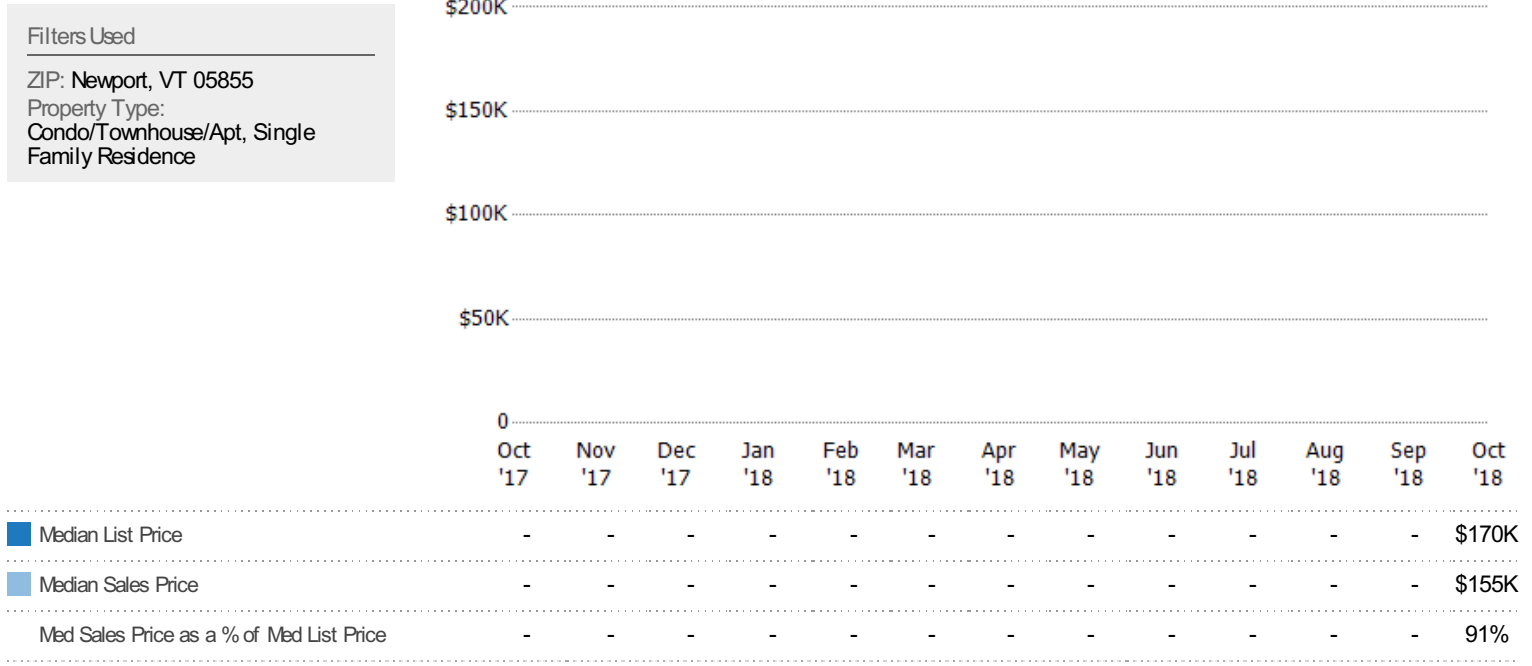
## Average Sales Price vs Average Listing Price

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



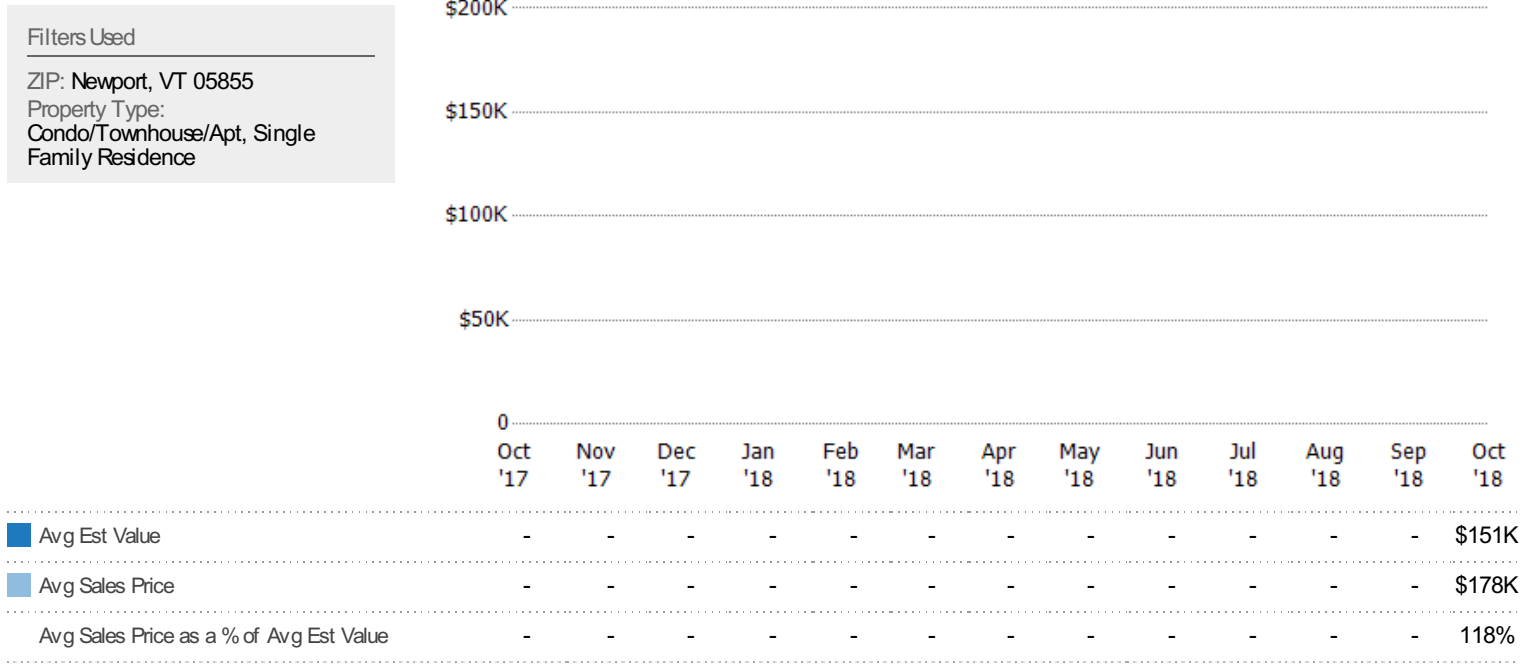
## Median Sales Price vs Median Listing Price

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.

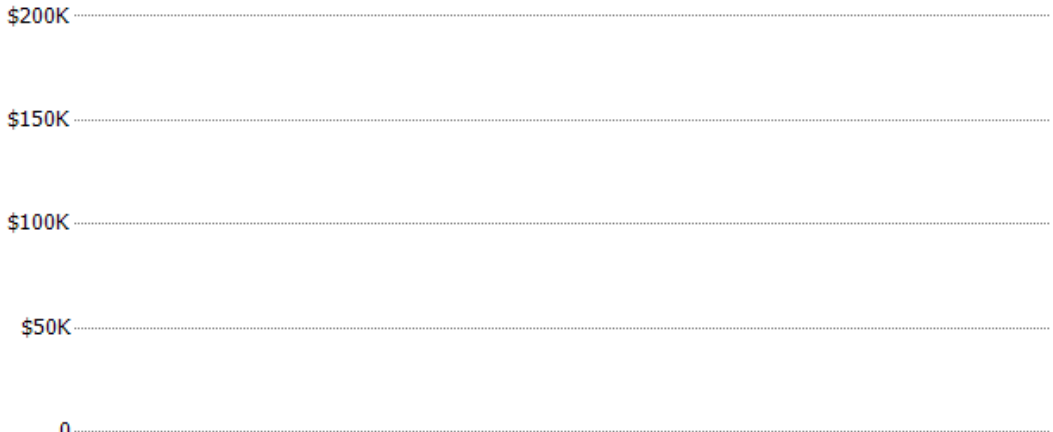


## Median Sales Price vs Median Est Value

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

**Filters Used**

ZIP: Newport, VT 05855  
 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                        | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$150K  |
| Median Sales Price                      | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$170K  |
| Med Sales Price as a % of Med Est Value | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 113%    |