

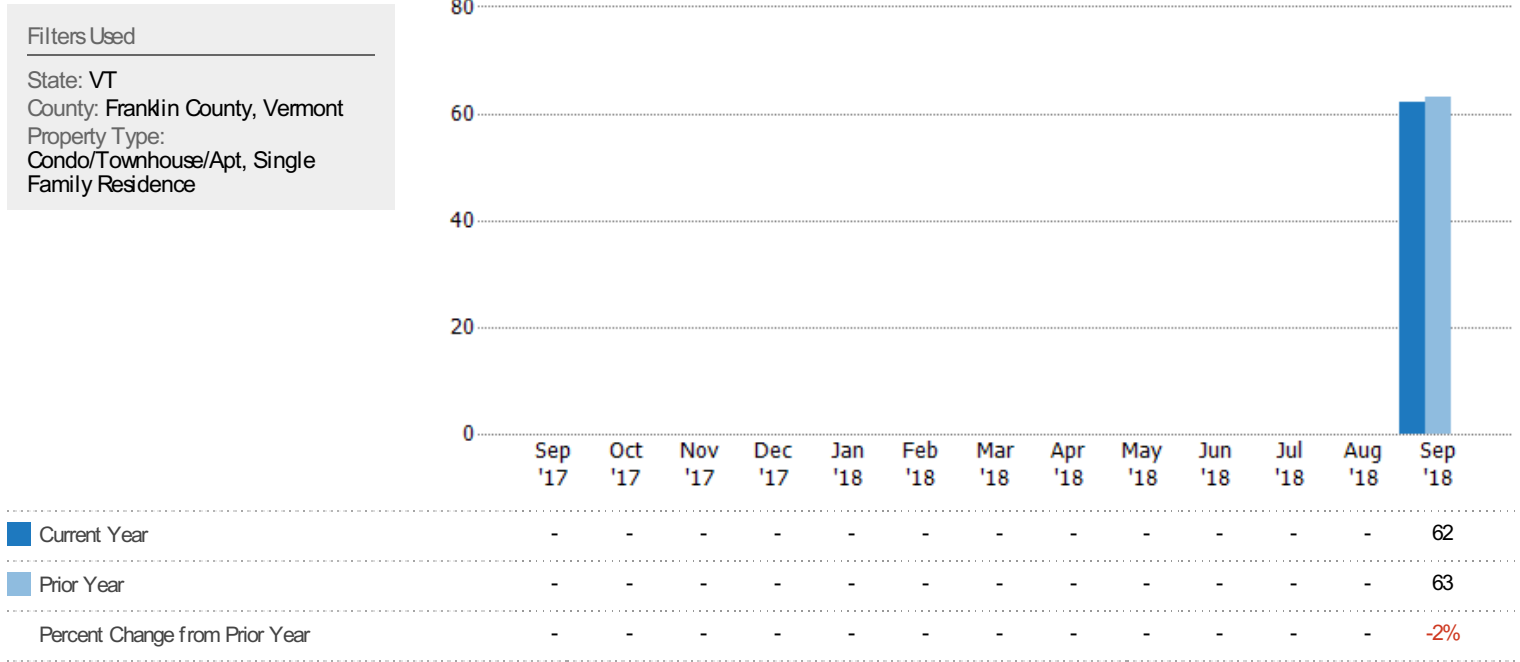
## Summary of Key Listing and Sales Metrics

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

| Key Metrics                            | Sep 2018     | Sep 2017     | + / -  | YTD 2018     | YTD 2017     | + / -  |
|--|--------------|--------------|--------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |        |              |              |        |
| New Listing Count                      | 62           | 63           | -1.6%  | 62           | 63           | -1.6%  |
| New Listing Volume                     | \$15,171,861 | \$15,011,368 | +1.1%  | \$15,171,861 | \$15,011,368 | +1.1%  |
| Active Listing Count                   | 301          | 335          | -10.1% | N/A          | N/A          |        |
| Active Listing Volume                  | \$77,947,523 | \$78,761,552 | -1%    | N/A          | N/A          |        |
| Average Listing Price                  | \$258,962    | \$235,109    | +10.1% | \$258,962    | \$235,109    | +10.1% |
| Median Listing Price                   | \$245,000    | \$224,900    | +8.9%  | \$245,000    | \$224,900    | +8.9%  |
| Median Days in RPR                     | 101          | 114          | -11.4% | 101          | 114          | -11.4% |
| Months of Inventory                    | -            | -            | -      | 6.5          | 6.6          | -0.4%  |
| Absorption Rate                        | -            | -            | +/-    | 15.28%       | 15.22%       | +0.1%  |
| <b>Sales Activity Charts Metrics</b>   |              |              |        |              |              |        |
| New Pending Sales Count                | 52           | 43           | +20.9% | 52           | 43           | +20.9% |
| New Pending Sales Volume               | \$12,111,227 | \$8,973,564  | +35%   | \$12,111,227 | \$8,973,564  | +35%   |
| Pending Sales Count                    | 85           | 67           | +26.9% | N/A          | N/A          |        |
| Pending Sales Volume                   | \$19,203,677 | \$14,776,214 | +30%   | N/A          | N/A          |        |
| Closed Sales Count                     | 49           | 46           | +6.5%  | 49           | 46           | +6.5%  |
| Closed Sales Volume                    | \$9,940,686  | \$9,502,217  | +4.6%  | \$9,940,686  | \$9,502,217  | +4.6%  |
| Average Sales Price                    | \$202,871    | \$206,570    | -1.8%  | \$202,871    | \$206,570    | -1.8%  |
| Median Sales Price                     | \$186,000    | \$192,938    | -3.6%  | \$186,000    | \$192,938    | -3.6%  |

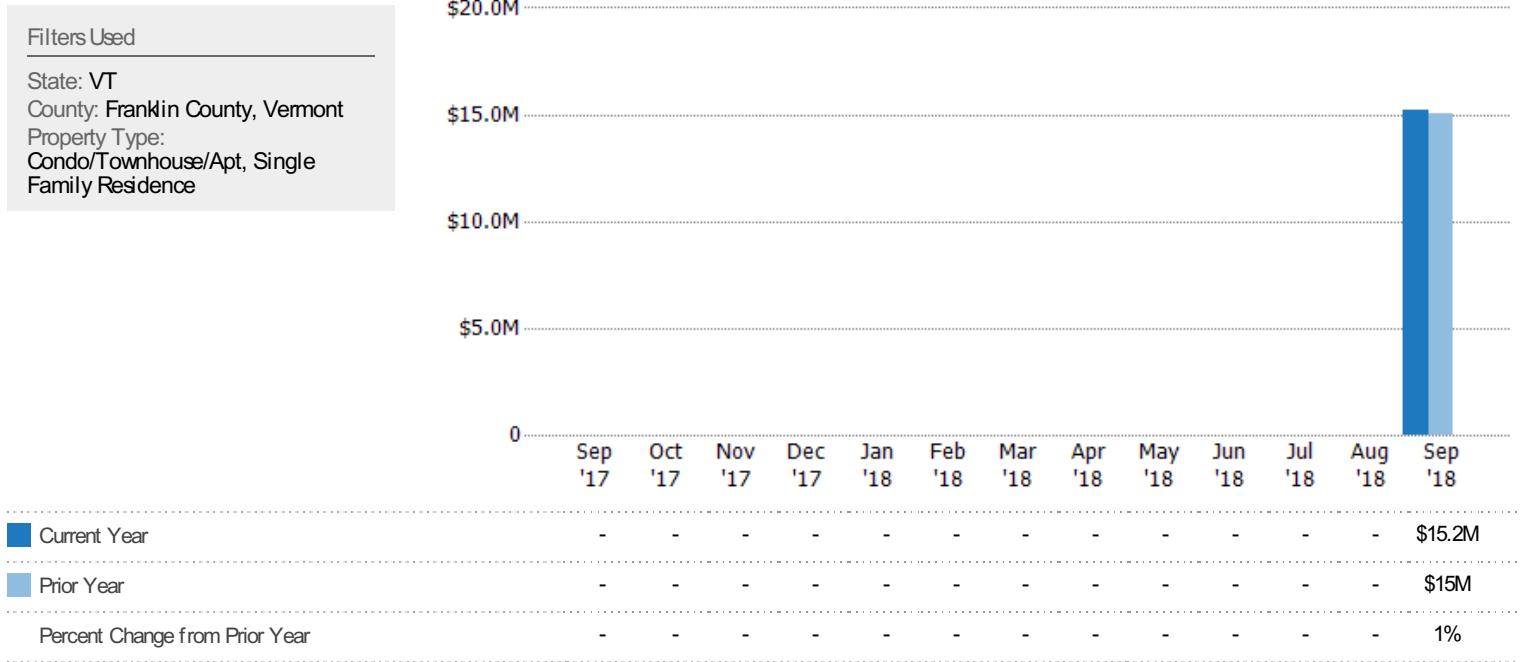
## New Listings

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.

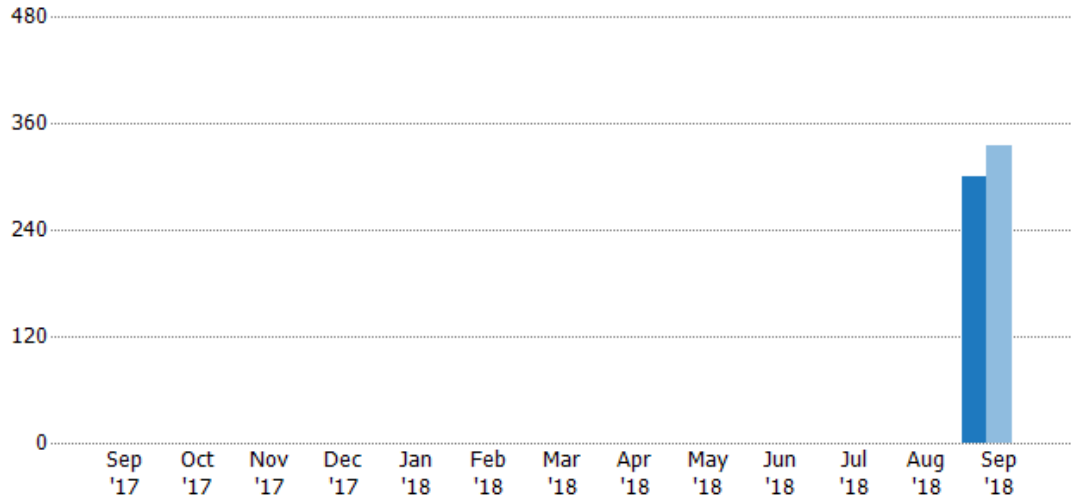


## Active Listings

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

**Filters Used**

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



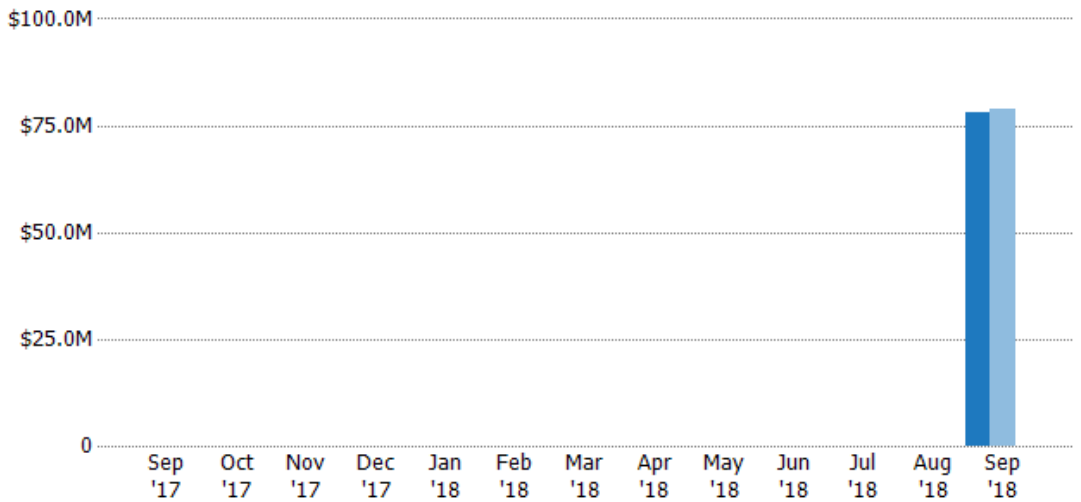
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 301  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 335  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -10% |

## Active Listing Volume

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

**Filters Used**

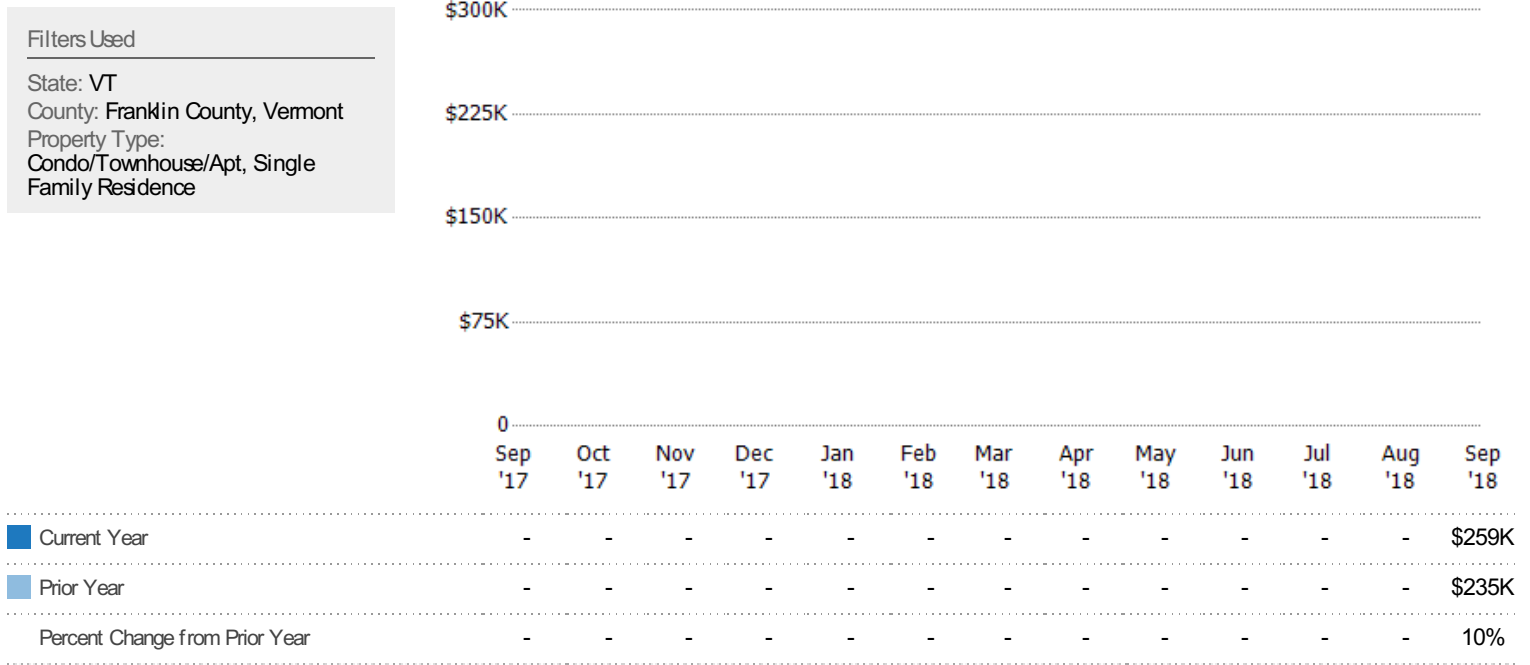
State: VT  
 County: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$77.9M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$78.8M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -1%     |

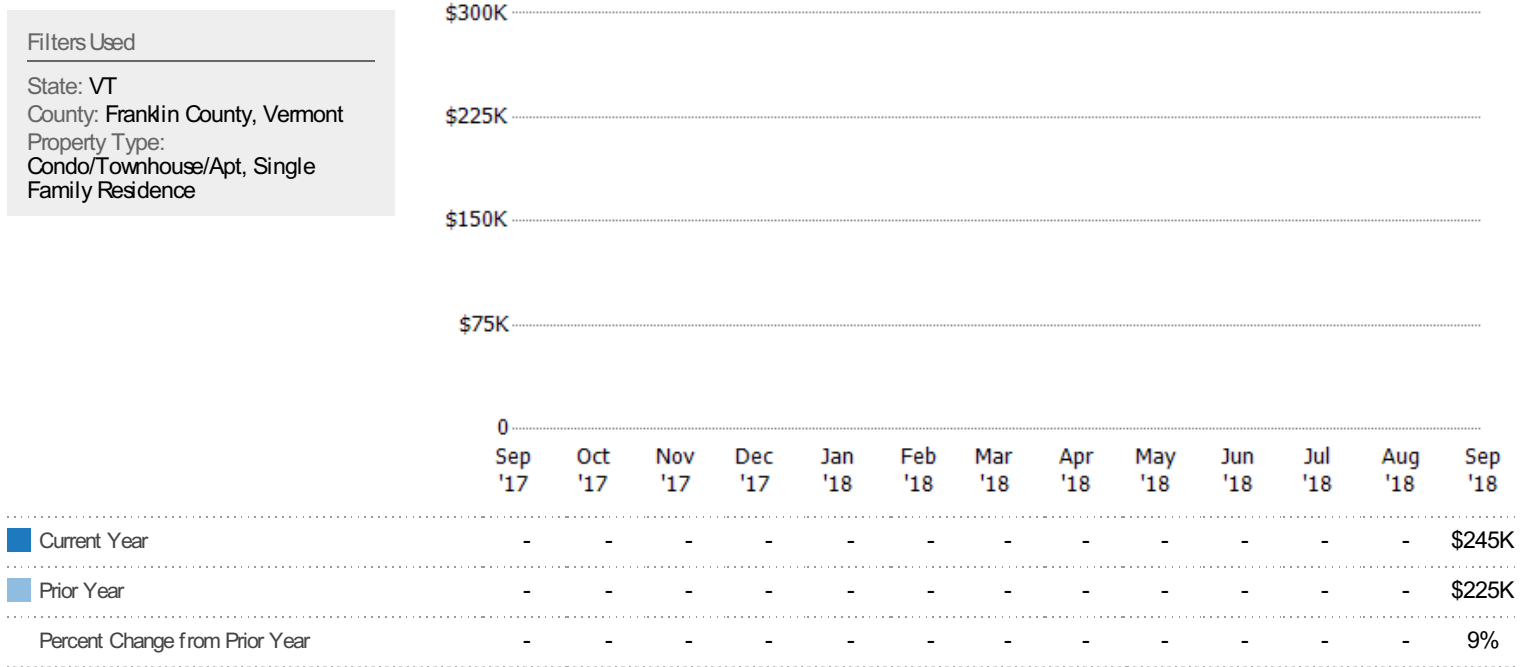
## Average Listing Price

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



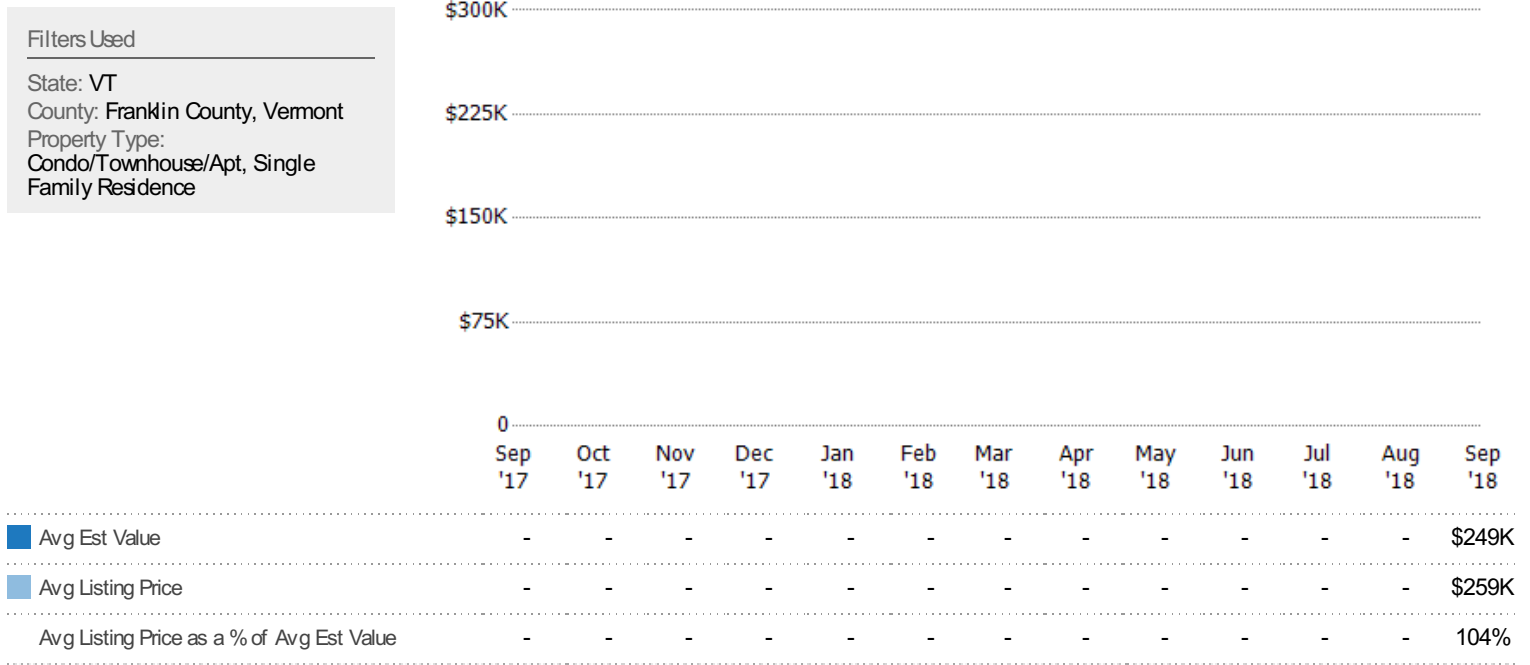
## Median Listing Price

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



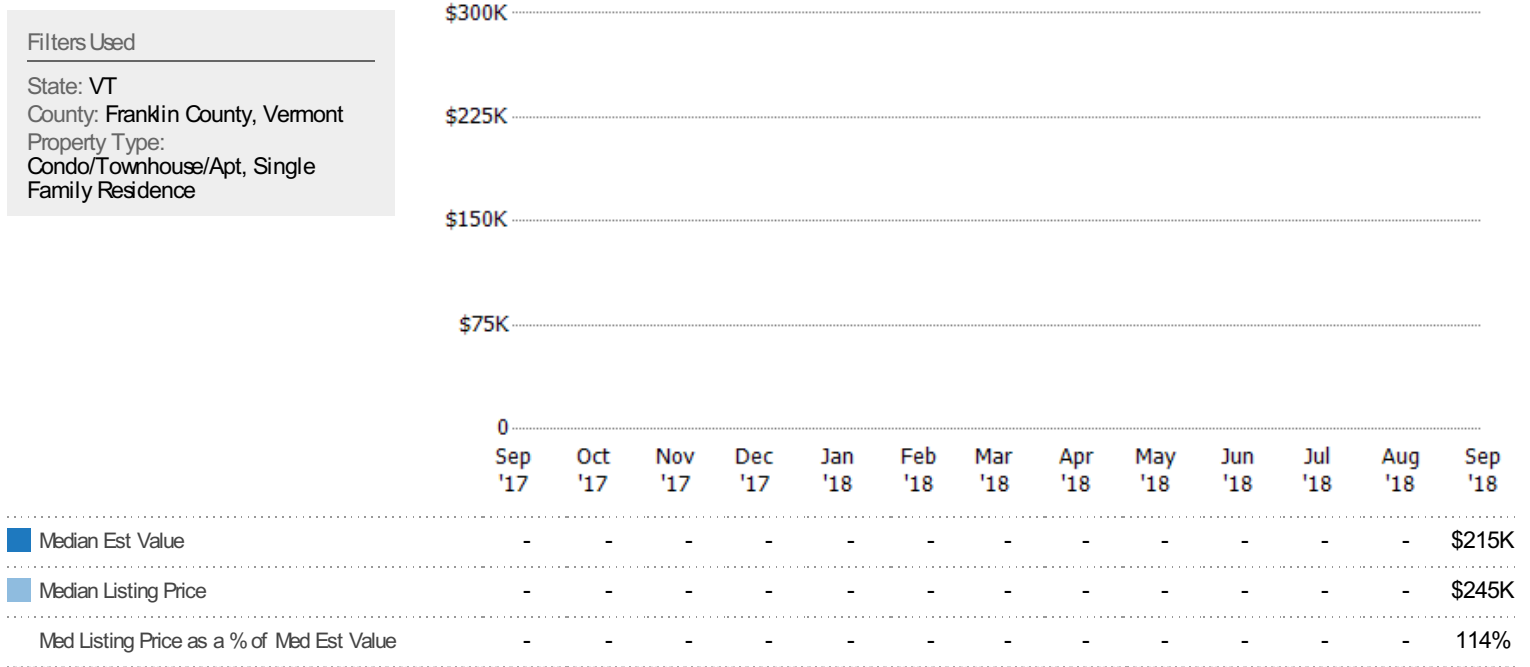
## Average Listing Price vs Average Est Value

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



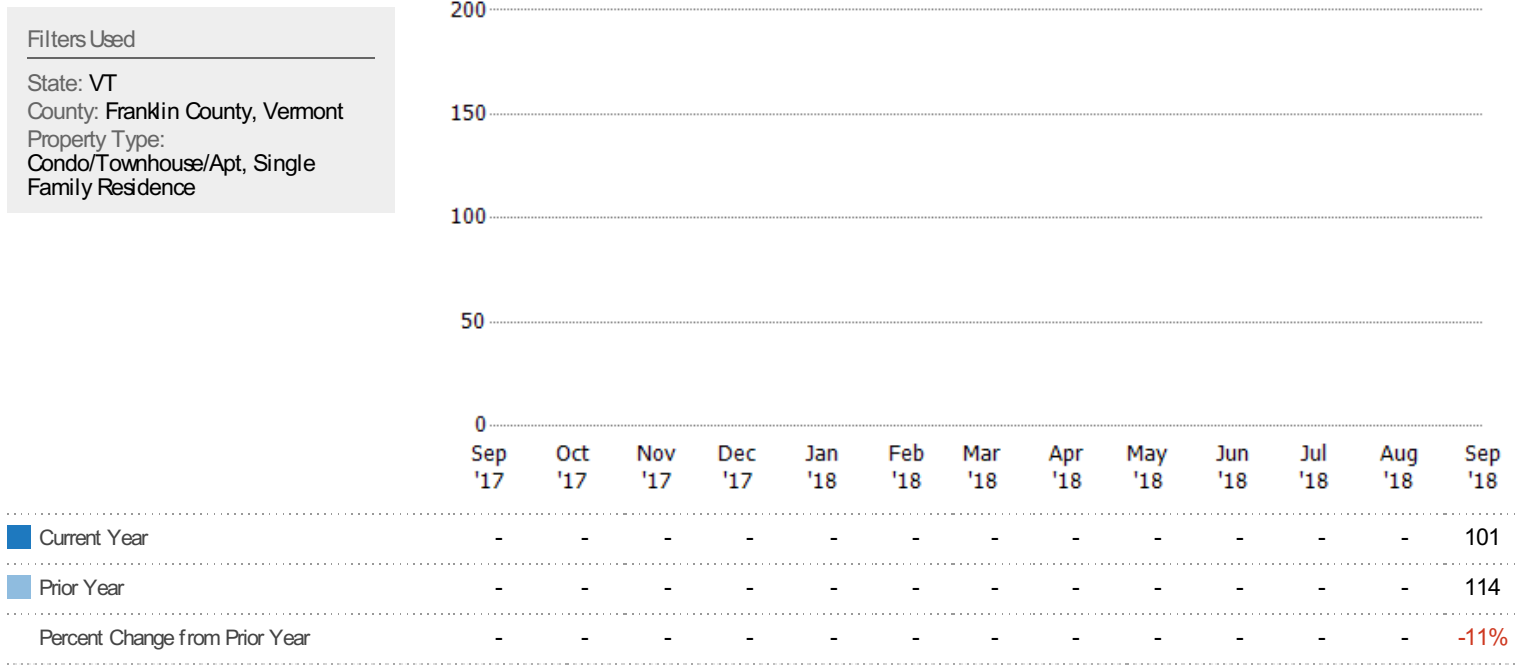
## Median Listing Price vs Median Est Value

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



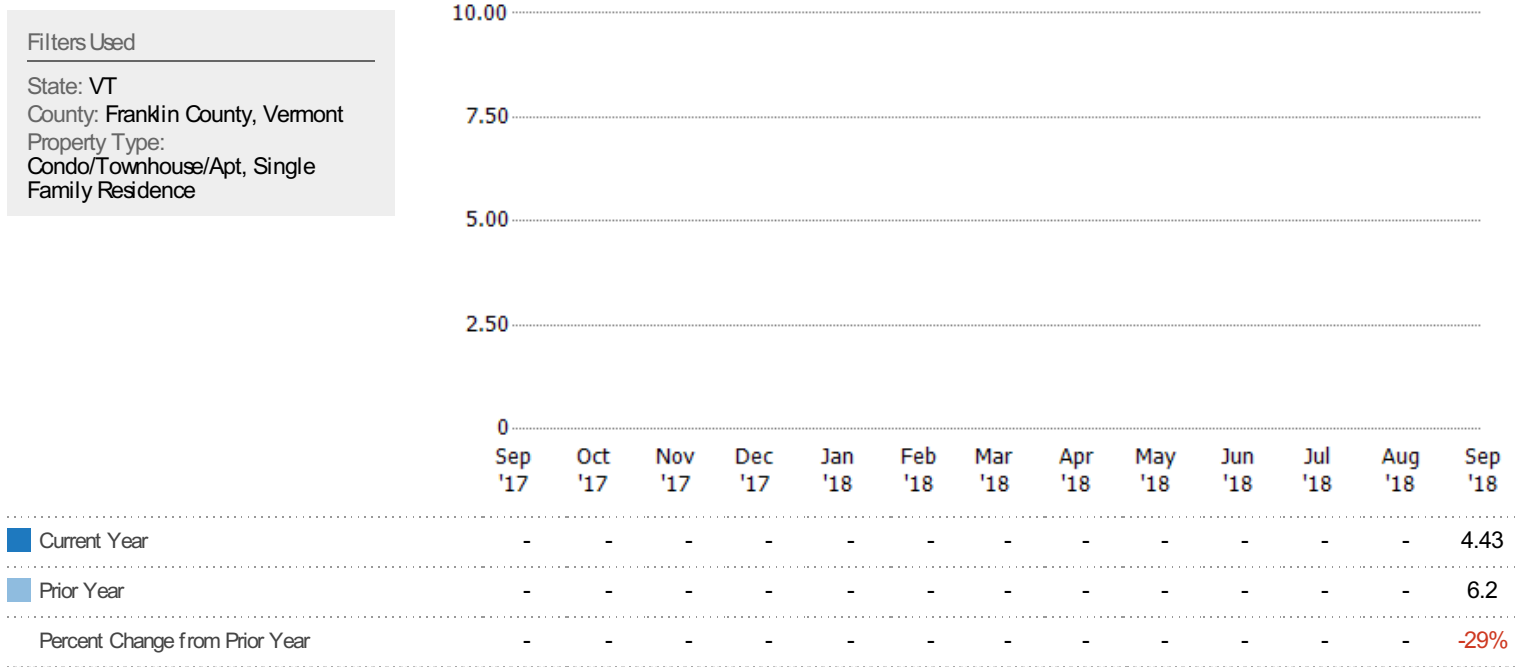
## Median Days in RPR

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.



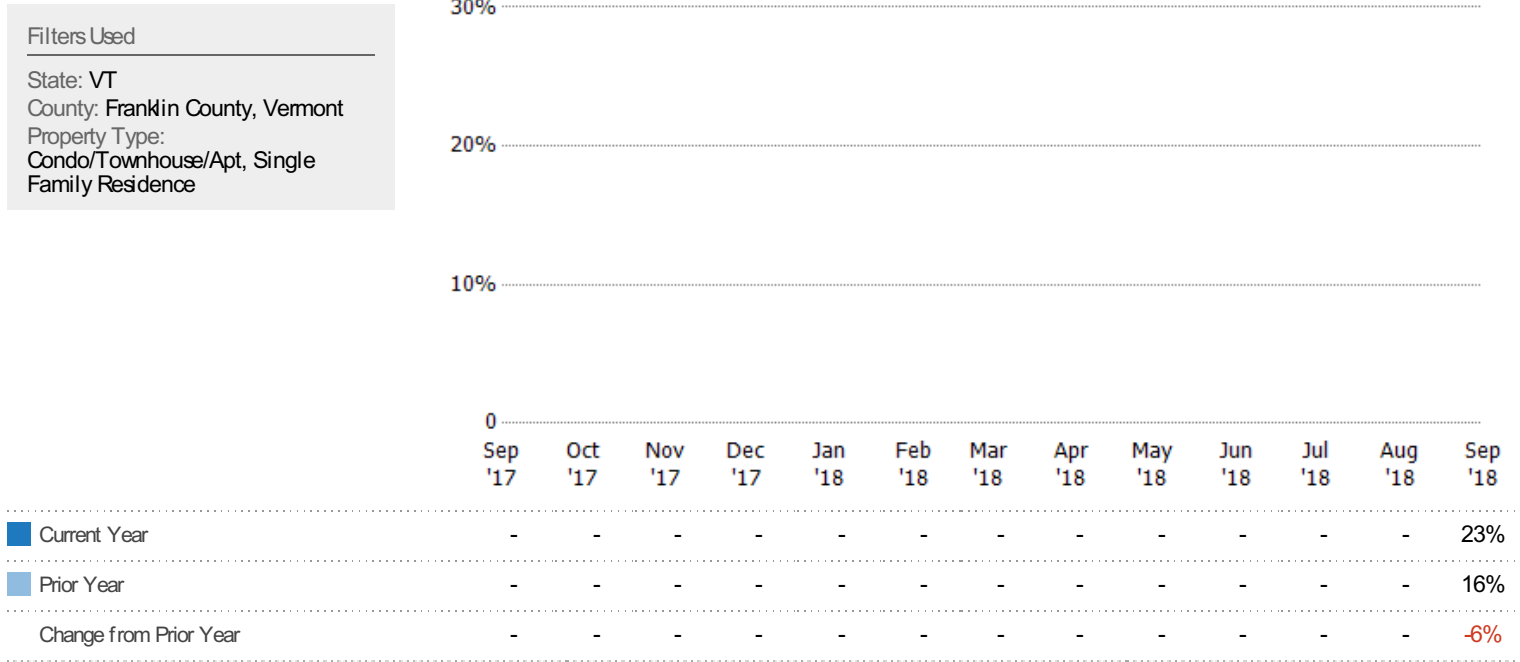
## Months of Inventory

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



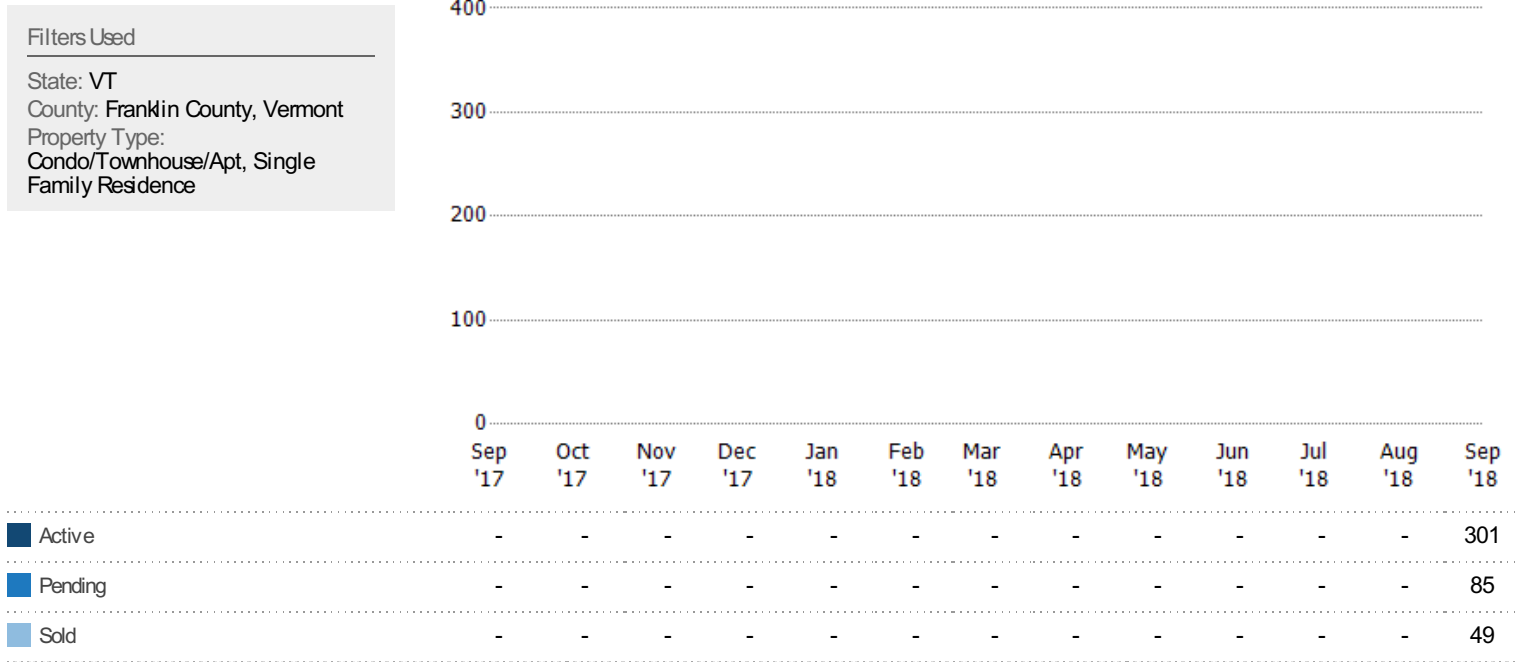
## Absorption Rate

The percentage of inventory sold per month.



## Active/Pending/Sold Units

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

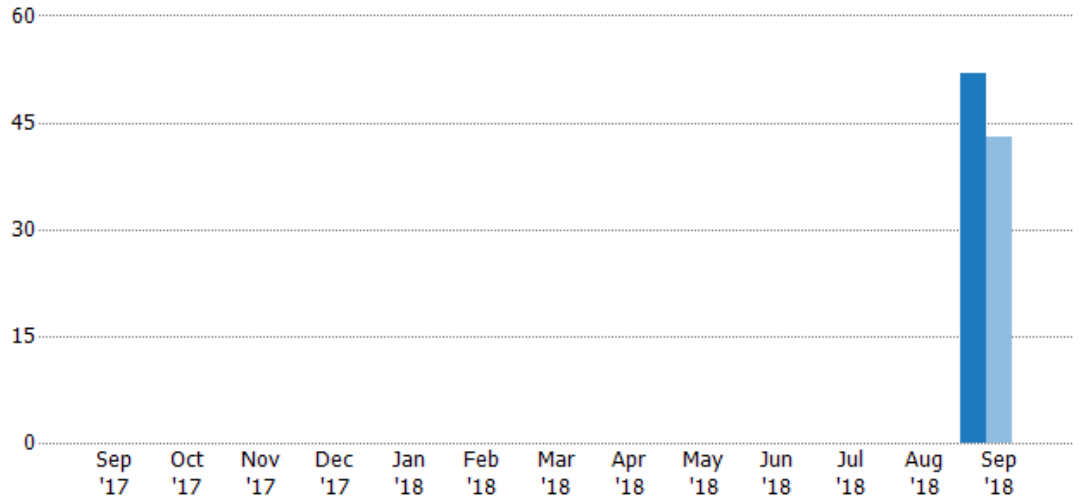


## New Pending Sales

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

### Filters Used

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



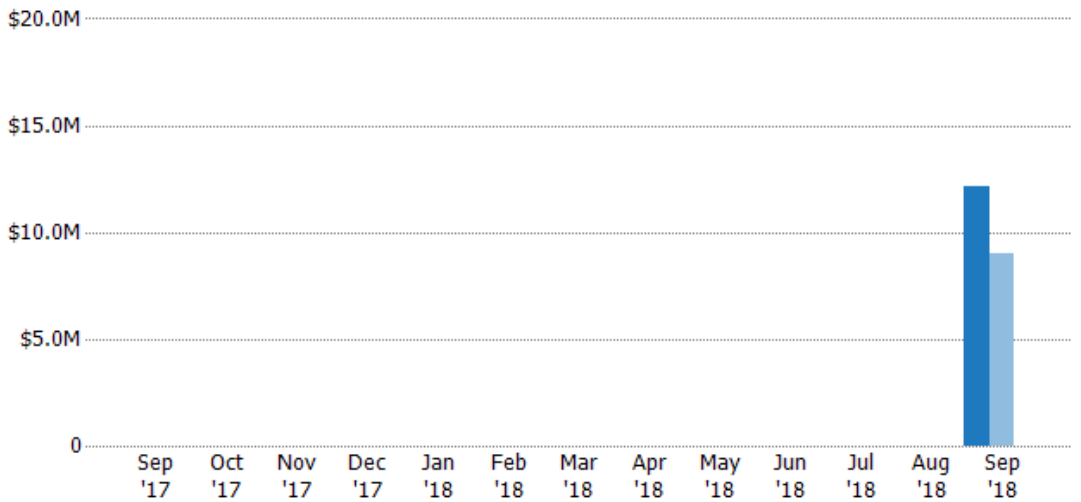
|                                |   |   |   |   |   |   |   |   |   |   |   |   |     |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | 52  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | 43  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 21% |

## 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: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



|                                |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | \$12.1M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | \$8.97M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 35%     |

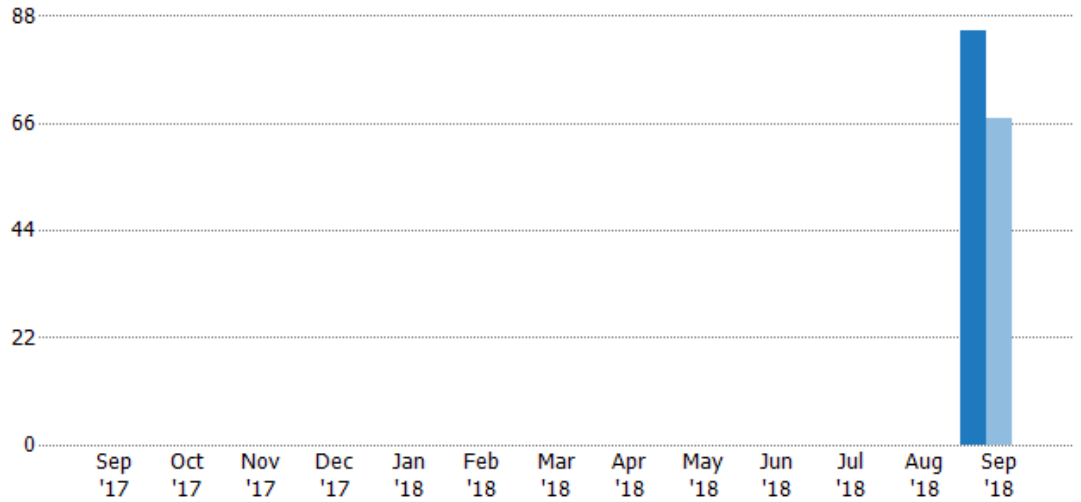


## Pending Sales

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

**Filters Used**

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



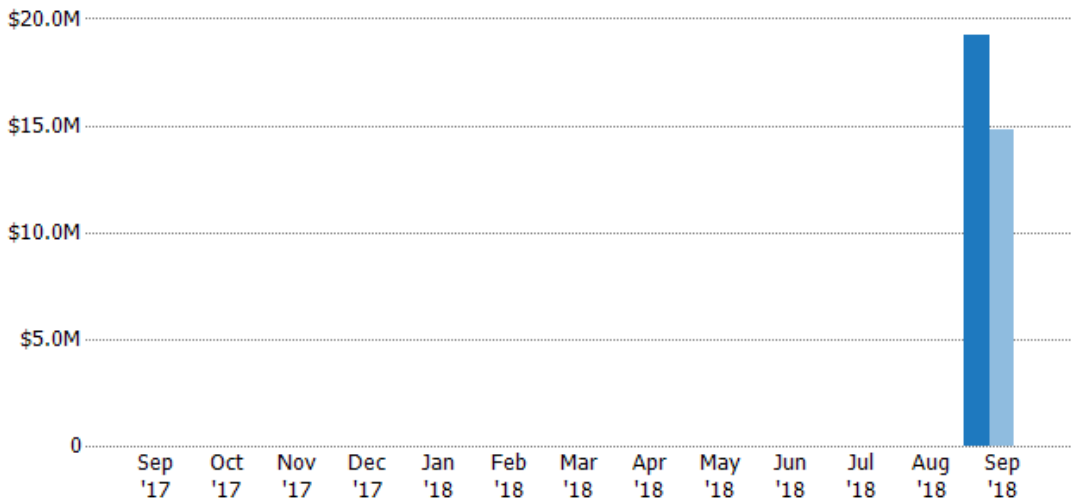
|                                | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 85      |
| Prior Year                     | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 67      |
| Percent Change from Prior Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 27%     |

## 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: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



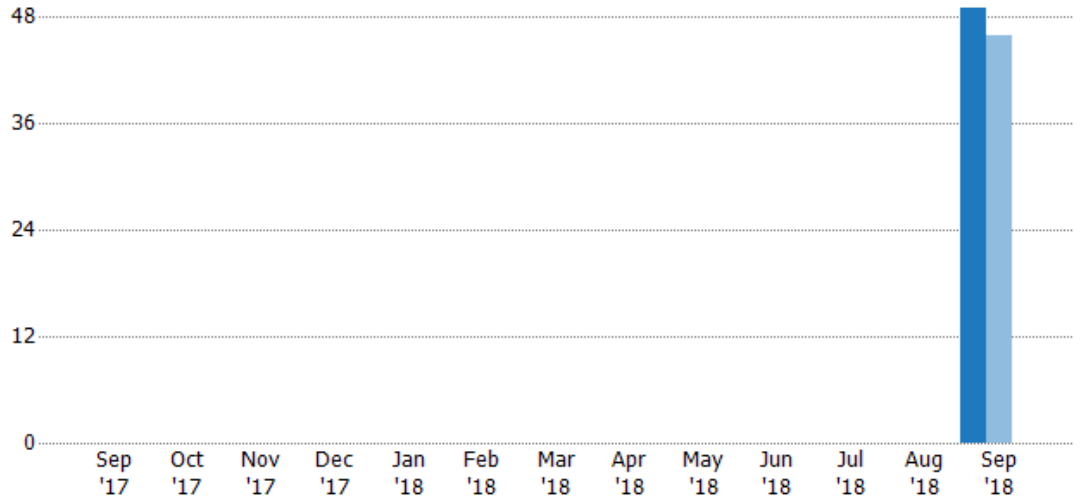
|                                | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$19.2M |
| Prior Year                     | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$14.8M |
| Percent Change from Prior Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 30%     |

## Closed Sales

The total number of residential properties sold each month.

Filters Used

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



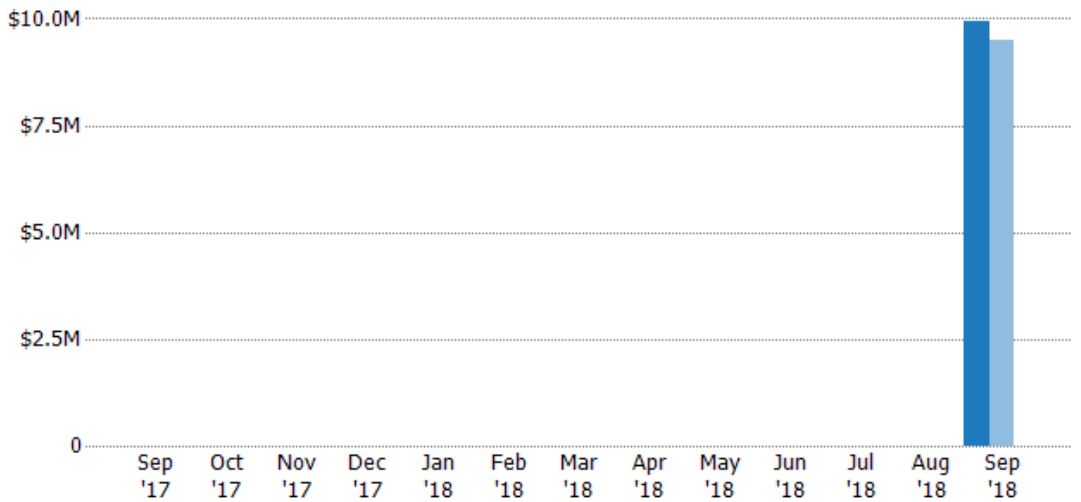
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |    |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|----|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 49 |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 46 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 7% |

## Closed Sales Volume

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

Filters Used

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



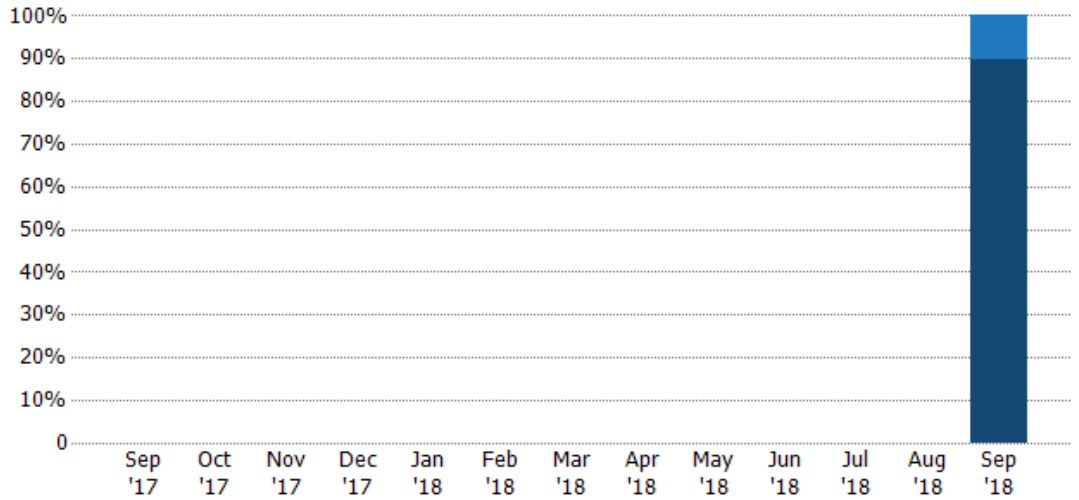
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$9.94M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$9.5M  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 5%      |

## Closed Sales by Property Type

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

**Filters Used**

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



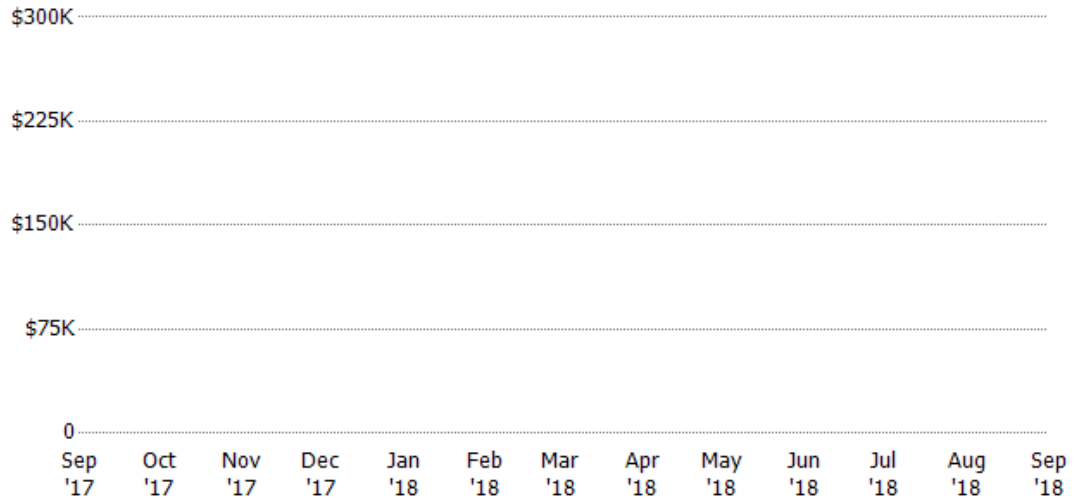
| Property Type           | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|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

## Average Sales Price

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

**Filters Used**

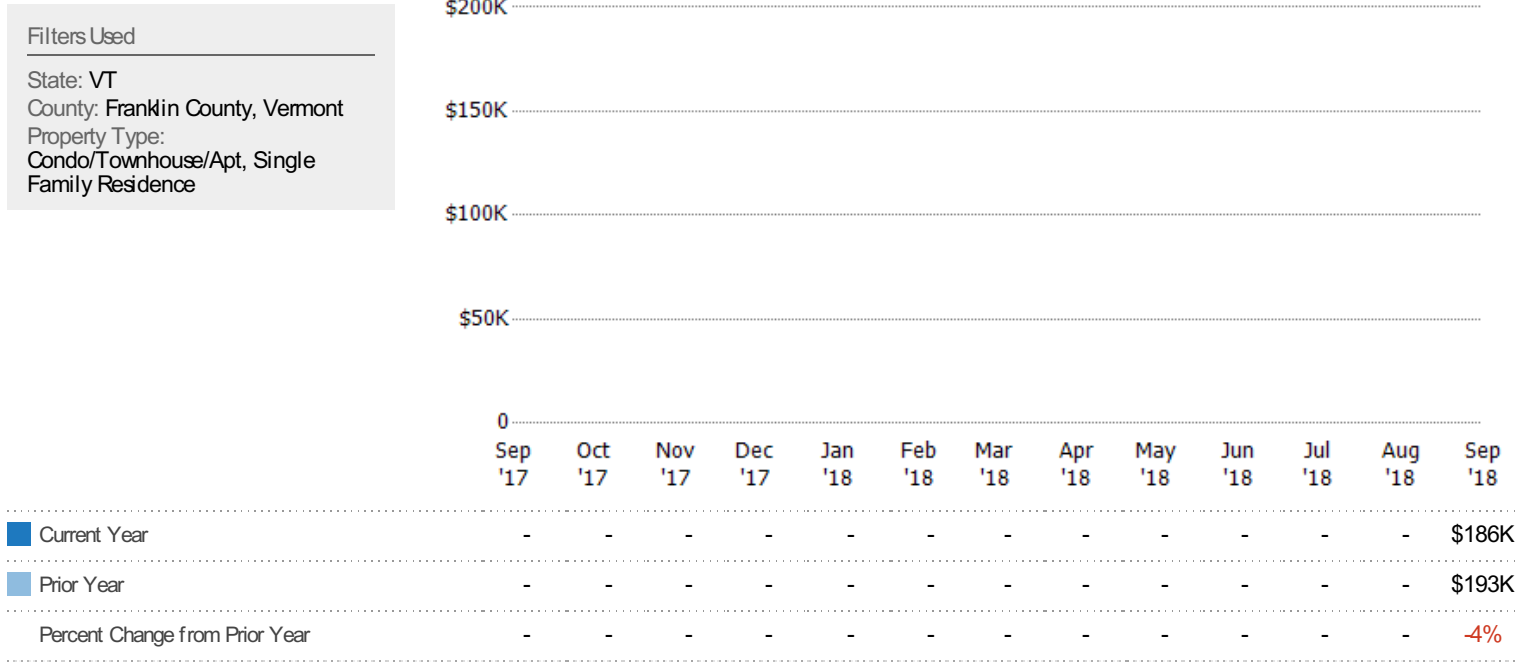
State: VT  
 County: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



| Category                       | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$203K  |
| Prior Year                     | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$207K  |
| Percent Change from Prior Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -2%     |

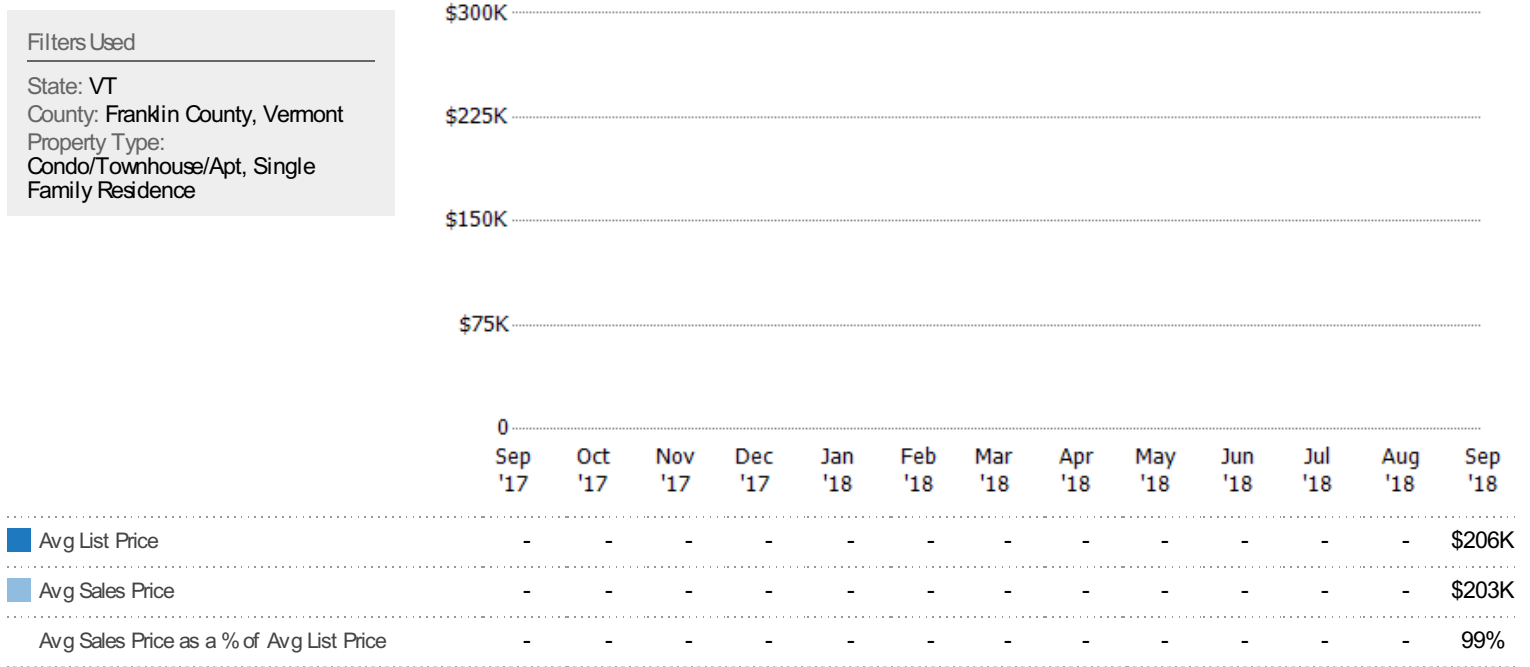
## Median Sales Price

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



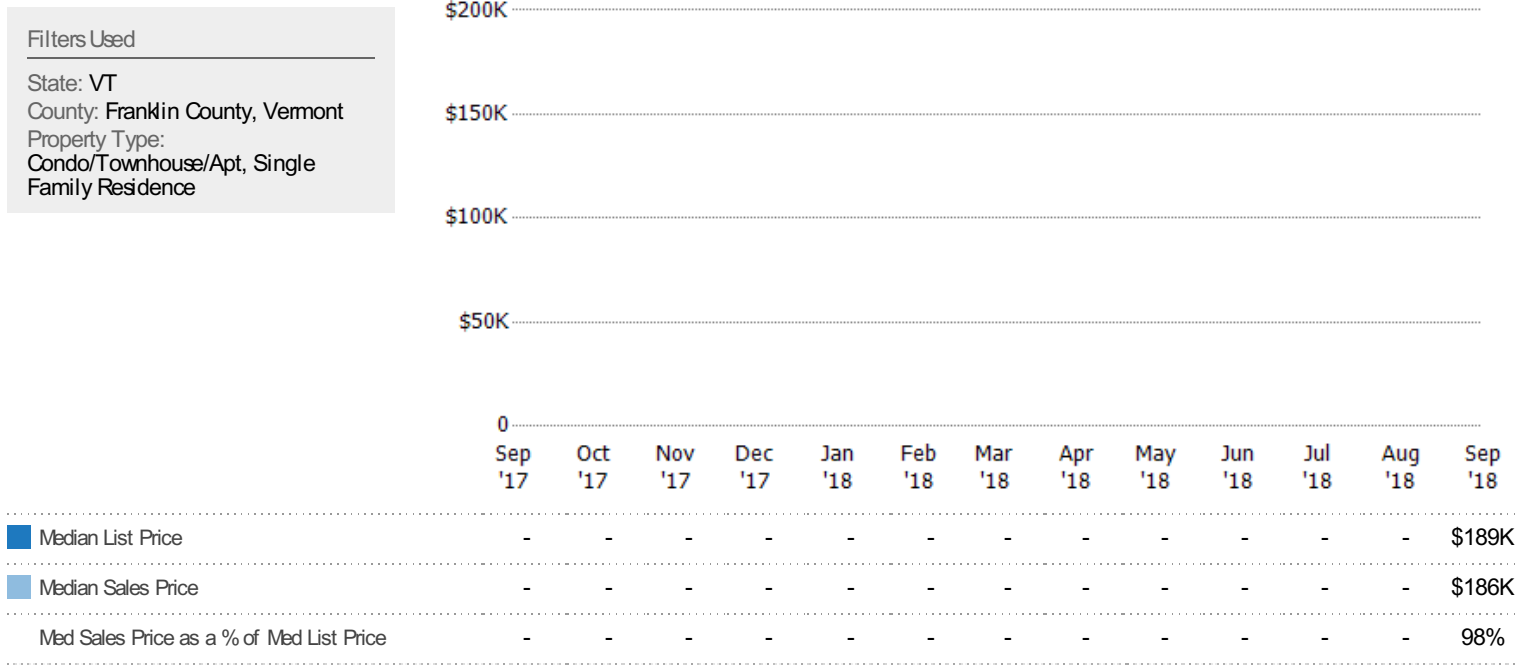
## Average Sales Price vs Average Listing Price

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



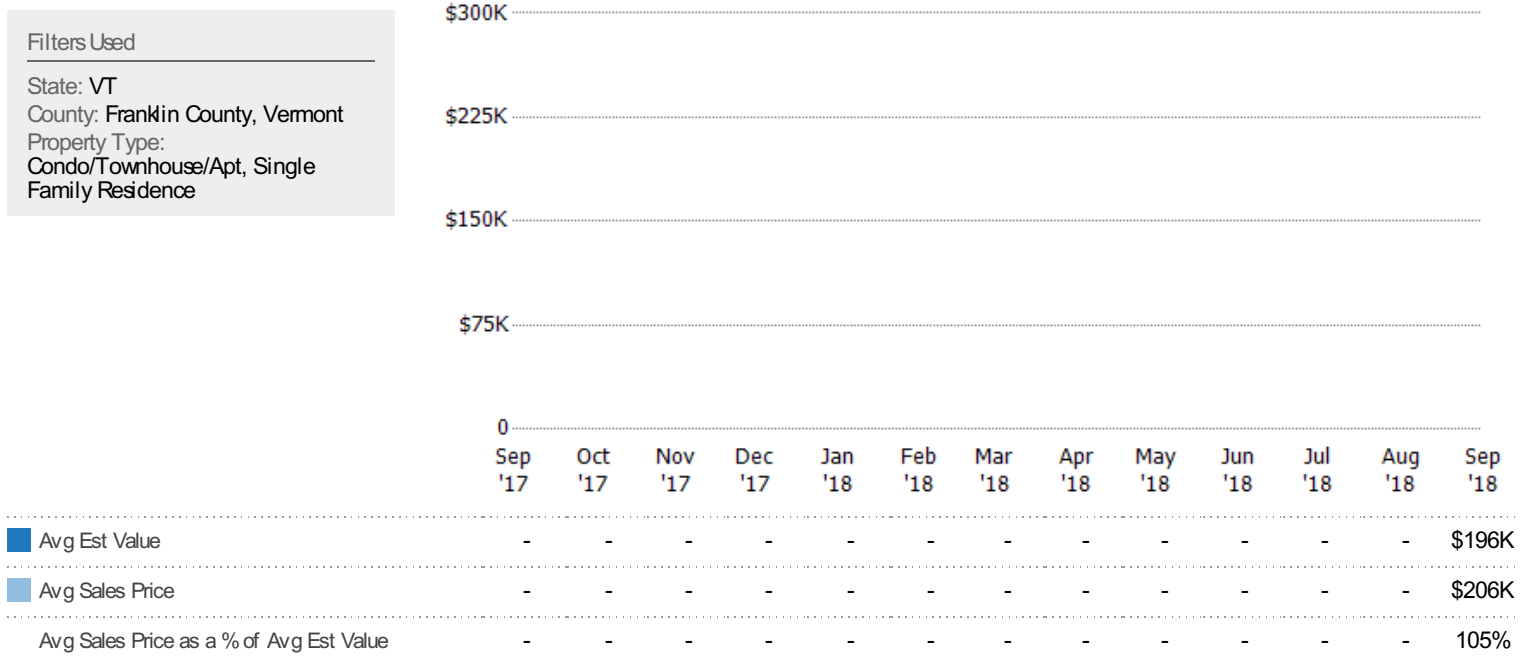
## Median Sales Price vs Median Listing Price

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.



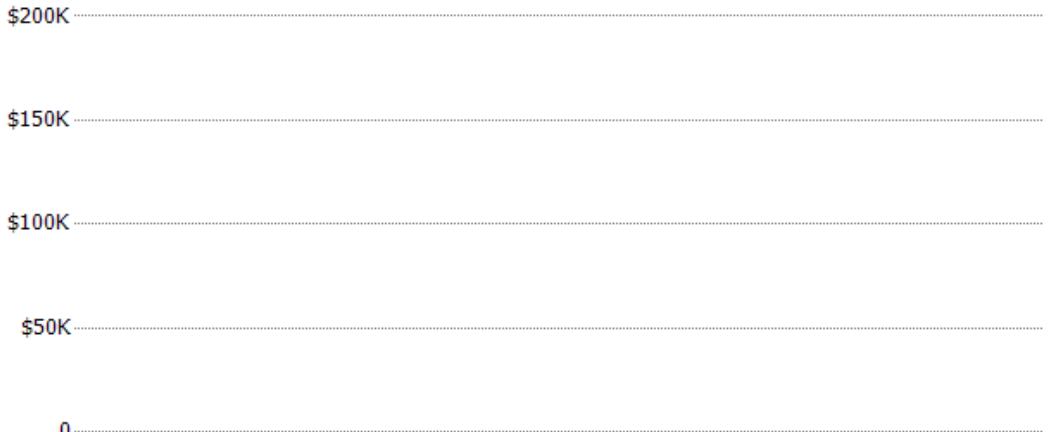
## Median Sales Price vs Median Est Value

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

**Filters Used**

---

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



|   | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$186K  |
| Median Sales Price                      | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$189K  |
| Med Sales Price as a % of Med Est Value | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 102%    |