

Summary of Key Listing and Sales Metrics

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

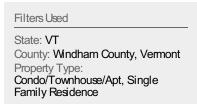
+ / -	YTD 2017	YTD 2018	+ / -	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
+3.4%	88	91	+3.4%	88	91	New Listing Count
+3.2%	\$27,427,499	\$28,316,000	+3.2%	\$27,427,499	\$28,316,000	New Listing Volume
	N/A	N/A	-10.3%	716	642	Active Listing Count
	N/A	N/A	+1.1%	\$260,676,768	\$263,485,732	Active Listing Volume
+12.7%	\$364,074	\$410,414	+12.7%	\$364,074	\$410,414	Average Listing Price
+17.1%	\$243,750	\$285,500	+17.1%	\$243,750	\$285,500	Median Listing Price
-3.9%	129.5	124.5	-3.9%	129.5	124.5	Median Days in RPR
-16.9%	11.4	9.4	-	_	_	Months of Inventory
+1.8%	8.8%	10.59%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
+_	60	60	+-	60	60	New Pending Sales Count
+3.2%	\$14,855,199	\$15,328,320	+3.2%	\$14,855,199	\$15,328,320	New Pending Sales Volume
	N/A	N/A	+29.7%	91	118	Pending Sales Count
	N/A	N/A	+33%	\$23,667,899	\$31,481,520	Pending Sales Volume
-16.2%	68	57	-16.2%	68	57	Closed Sales Count
-19.7%	\$19,973,653	\$16,036,680	-19.7%	\$19,973,653	\$16,036,680	Closed Sales Volume
-4.2%	\$293,730	\$281,345	-4.2%	\$293,730	\$281,345	Average Sales Price
+1.2%	\$212,500	\$215,000	+1.2%	\$212,500	\$215,000	Median Sales Price

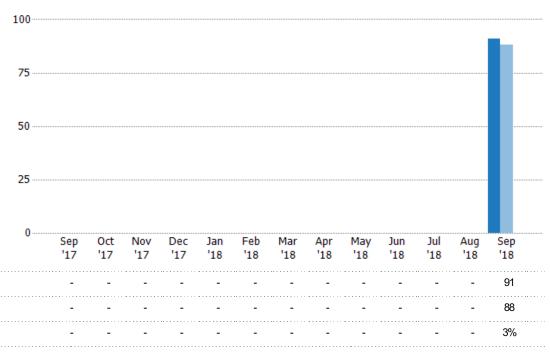




New Listings

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





New Listing Volume

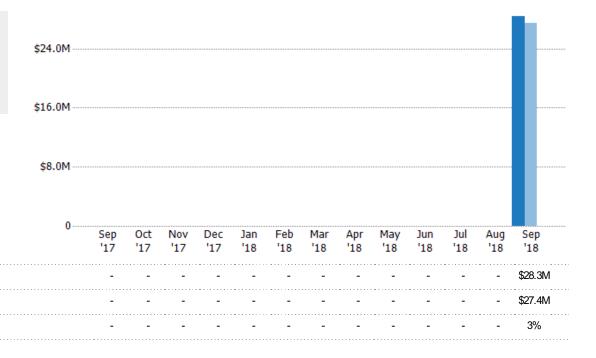
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year

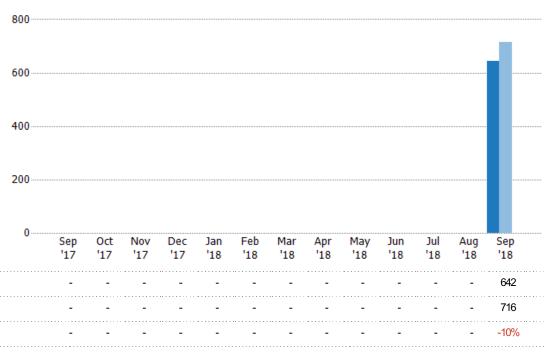




Active Listings

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





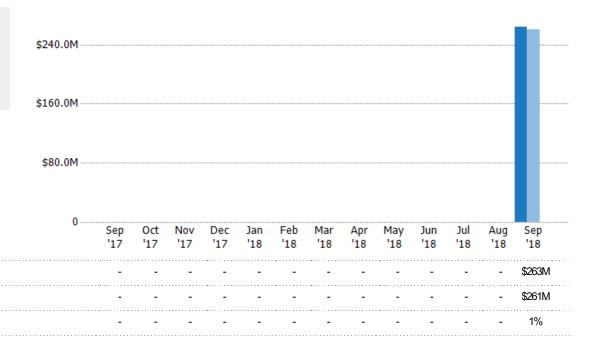
Active Listing Volume

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: Windham 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.

\$250K

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

00K	
75K	

\$125K

0												
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
_	-	-	-	-	-	-	-	-				\$410K
-	-	-	-	-	-	-	-	-	-	-	-	\$364K
-	-	-	-	-	-	- -	-	-	-	-	-	13%

Median Listing Price

Percent Change from Prior Year

Current Year Prior Year

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

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

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

\$75K

	Sep '17	0ct '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	-	-	-	-			-	-	-	-	-	-	\$286K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$244K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17%





119%



Market Data Report

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.

State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence \$375K	
Family Residence \$250K	
\$125K	
	ug Sep
	18 '18
Avg Est Value	- \$345I - \$410I

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

Avg Listing Price as a % of Avg Est Value

50K										
UK										
5K	 		 							
0										
		Dec								
0 Sep '17			Feb	Mar	Apr	May '18	Jun	Jul		Sep
Sep			Feb	Mar	Apr	May	Jun	Jul	Aug	Ser '18



Median Est Value

Median Listing Price

Med Listing Price as a $\%\,\mathrm{of}\,$ 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.

Filters Used	200												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
,	100												
	50												
	0												
	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	_	-	-	-	-	-	-	-	-	-	-	-	125
Prior Year	-	-	-	-	-	_	-	-	-	-	-	_	130
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.

Filters Used	20			 	 		 		
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single	15			 	 	 	 		
Family Residence	10				 	 	 		
	5			 	 	 	 		
	0 Sep '17	0ct '17	Nov '17			May '18	Jul '18	Aug '18	Sep

Current Year	-	-		-		-	- -	-	-	-	-	- -	10.4
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11.9
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-13%





Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT

County: Windham County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

10%	

5%

	0												
	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	-	-	-	-	-	-	-	-	-	-	-	-	10%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	-1%

Active/Pending/Sold Units

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

Filters Us

State: VT

County: V

Property

Condo/To

Family R

æd													
T Windham County, Vermont Type: ownhouse/Apt, Single Residence	525												
saderice	350												
	175												
	175												
	2,0												
	0 Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	0				Jan		Mar						
	0 Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	0 Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep '18



Active Pending

Sold





Current Year

PriorExtra Year

Prior Year

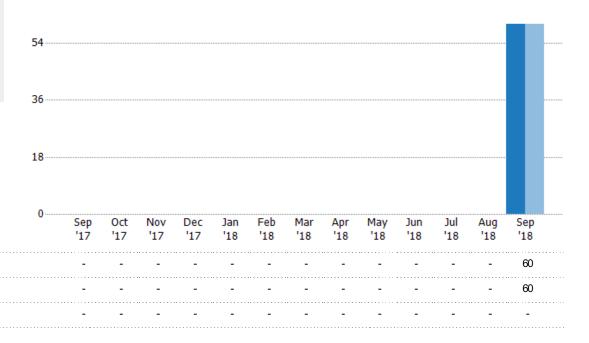
Market Data Report

New Pending Sales

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

Filters Used

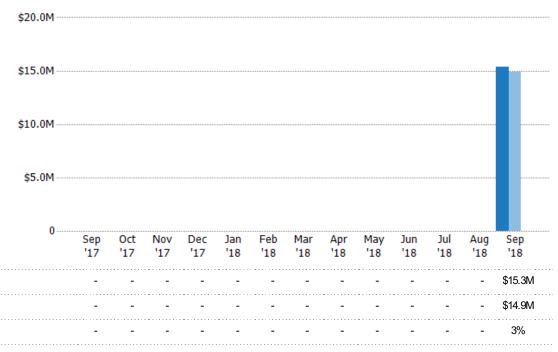
State: VT
County: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



New Pending Sales Volume

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

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



Current Year

Percent Change from Prior Year

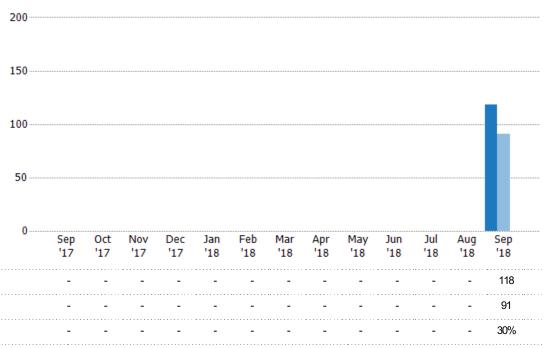




Pending Sales

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





Pending Sales Volume

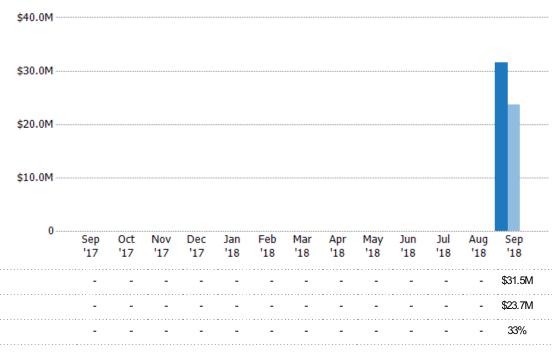
Percent Change from Prior Year

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



Current Year

Percent Change from Prior Year



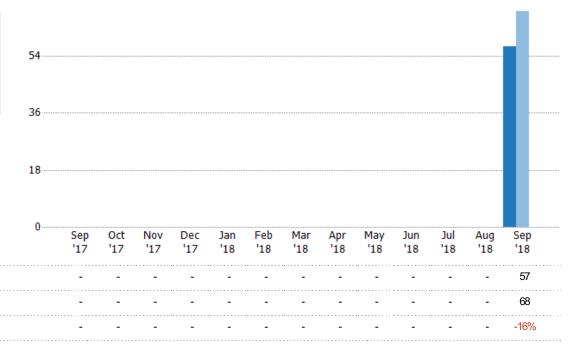


Closed Sales

The total number of residential properties sold each month.

Filters Used

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



Closed Sales Volume

Percent Change from Prior Year

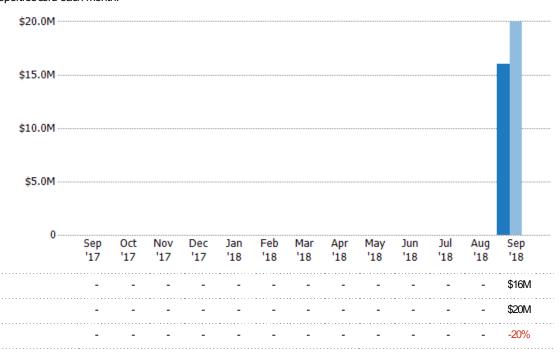
Current Year

Prior Year

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

Filters Used

State: VT
County: Windham 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

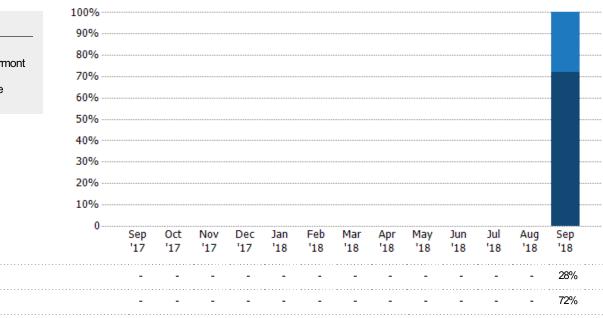
State: VT

County: Windham 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.

\$75K

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

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

Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Sep '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$281K \$294K



Current Year

Percent Change from Prior Year





Current Year
Prior Year

Market Data Report

Median Sales Price

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

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

\$300K	
\$225K	

\$75K------

Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$215k
-	-	-	-	-	-	-	-	-	-	-	-	\$2131

Average Sales Price vs Average Listing Price

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

\$150K

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

225K												
\$150K												
\$75K												
0												
Sep '17	0ct '17	Nov '17					Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	_	\$299K
-	-	-	-	-	-	-	-	-	-	-	-	\$281K
												94%



Avg List Price

Avg Sales Price





Median List Price

Median Sales 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
State: VT County: Windham County, Vermont Property Type:
Condo/Townhouse/Apt, Single

5K	 								 	
0K	 								 	
′5K										
0	 								 	
0 Sep '17									Aug '18	
Sep		Dec '17		Feb '18	Mar '18		May '18			
Sep		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Aug '18	

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.

State: VT
County: Windham County, Vermont
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 ·····												
\$225K												
\$150K ·····												
\$75K												
0 Sep '17	0ct '17		Dec '17							Jul '18	Aug '18	Sep '18
-	-	- -	-	-	-	-	-	-	-	-	-	\$233K
-	-	-	-	-	-	-	-	-	-	-	-	\$299K
_												128%



Avg Est Value

Avg Sales Price





Elfore Llocal

Median Est Value

Median Sales Price

Market Data Report

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.

Fliters Used
State: VT
County: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Regidence

Med Sales Price as a % of Med Est Value

JIC	 	 	 	 	 		
0K	 	 	 	 	 		
'5K	 	 	 		 		
′5K		 	 				
•	 	 					
•	 				Jul	Aug	Sep



