

# 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     | +/-    |
|---------------------------------|---------------|--------------|--------|--------------|--------------|--------|
| Listing Activity Charts Metrics |               |              |        |              |              |        |
| New Listing Count               | 49            | 40           | +22.5% | 49           | 40           | +22.5% |
| New Listing Volume              | \$14,913,600  | \$12,657,300 | +17.8% | \$14,913,600 | \$12,657,300 | +17.8% |
| Active Listing Count            | 273           | 321          | -15%   | NA           | NA           |        |
| Active Listing Volume           | \$104,848,651 | \$96,357,589 | +8.8%  | NA           | NA           |        |
| Average Listing Price           | \$384,061     | \$300,179    | +27.9% | \$384,061    | \$300,179    | +27.9% |
| Median Listing Price            | \$269,000     | \$222,500    | +20.9% | \$269,000    | \$222,500    | +20.9% |
| Median Days in RPR              | 134           | 135          | -0.7%  | 134          | 135          | -0.7%  |
| Months of Inventory             | _             | _            | -      | 12.4         | 12.8         | -3.4%  |
| Absorption Rate                 | _             | _            | +      | 8.06%        | 7.79%        | +0.3%  |
| Sales Activity Charts Metrics   |               |              |        |              |              |        |
| New Pending Sales Count         | 30            | 18           | +66.7% | 30           | 18           | +66.7% |
| New Pending Sales Volume        | \$5,934,600   | \$3,833,100  | +54.8% | \$5,934,600  | \$3,833,100  | +54.8% |
| Pending Sales Count             | 38            | 28           | +35.7% | N/A          | N/A          |        |
| Pending Sales Volume            | \$9,675,000   | \$7,311,600  | +32.3% | N/A          | N/A          |        |
| Closed Sales Count              | 16            | 22           | -27.3% | 16           | 22           | -27.3% |
| Cloæd Sales Volume              | \$3,423,000   | \$7,920,150  | -56.8% | \$3,423,000  | \$7,920,150  | -56.8% |
| Average Sales Price             | \$213,938     | \$360,007    | -40.6% | \$213,938    | \$360,007    | -40.6% |
| Median Sales Price              | \$180,000     | \$212,500    | -15.3% | \$180,000    | \$212,500    | -15.3% |
|                                 |               |              |        |              |              |        |





### New Listings

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

| Filters Used  | 48 |     |     |     |     |     |     |     |     |     |     |     |     |     |  |
|---|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363<br>Property Type:<br>Condo/Townhouse/Apt, Single | 36 |     |     |     |     |     |     |     |     |     |     |     |     |     |  |
| Family Residence  | 24 |     |     |     |     |     |     |     |     |     |     |     |     |     |  |
|   | 12 |     |     |     |     |     |     |     |     |     |     |     |     |     |  |
|   | 0  | Sep | Oct |     | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |  |
|   |    | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 |  |
| Current Year  |    | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 49  |  |
| Prior Year  |    | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 40  |  |
| Percent Change from Prior Year  |    | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 23% |  |
|   |    |     |     |     |     |     |     |     |     |     |     |     |     |     |  |

#### New Listing Volume

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

| Filters Used   | \$20.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
|--|---------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363<br>Property Type: | \$15.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Condo/Townhouse/Apt, Single<br>Family Residence  | \$10.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$5.0M  |            |            |            |            |            |            |            |            |            |            |            |            | -          |
|  | 0       | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Current Year   |         | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$14.9M    |
| Prior Year   |         | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$12.7M    |
| Percent Change from Prior Year   |         | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 18%        |
|  |         |            |            |            |            |            |            |            |            |            |            |            |            |            |





#### Active Listings

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

| Filters Used  | 400 |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
|---|-----|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>WImington, VT 05363<br>Property Type: | 300 |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
| Condo/Townhouse/Apt, Single<br>Family Residence   | 200 |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
|   |     |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
|   | 100 |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
|   | 0   |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
|   | Ŭ   | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |  |
| Current Year  |     | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 273        |  |
| Prior Year  |     | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 321        |  |
| Percent Change from Prior Year  |     | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -15%       |  |

#### Active Listing Volume

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

| Filters Used   | \$200.0M ······ |            |            |            |            |            |            |            |            |            |            |            |            |            |
|--|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363 | \$150.0M        |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence  | \$100.0M        |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$50.0M         |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0               | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Current Year   |                 | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$105M     |
| Prior Year   |                 | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$96.4M    |
| Percent Change from Prior Year   |                 | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 9%         |
|  |                 |            |            |            |            |            |            |            |            |            |            |            |            |            |





#### **Average Listing Price**

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

| Filters Used   | \$400K          |            |            |            |            |            |            |            |            |            |            |            |            |
|--|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363 | \$300K          |            |            |            |            |            |            |            |            |            |            |            |            |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence  | \$200K          |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$100K          |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0<br>Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Current Year   | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$384K     |
| Prior Year   | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$300K     |
| Percent Change from Prior Year   | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 28%        |

#### Median Listing Price

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

|   | \$300K ······    |            |            |            |            |            |            |            |            |            |            |            |            |
|---|------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Filters Used  |                  |            |            |            |            |            |            |            |            |            |            |            |            |
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363<br>Property Type:<br>Condo/Townhouse/Apt, Single | \$225K<br>\$150K |            |            |            |            |            |            |            |            |            |            |            |            |
| Family Residence  |                  |            |            |            |            |            |            |            |            |            |            |            |            |
|   | \$75K            |            |            |            |            |            |            |            |            |            |            |            |            |
|   | 0                |            |            |            |            |            |            |            |            |            |            |            |            |
|   | Sep<br>'17       | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Current Year  |                  | -          | -          | -          | -          | -          | -          | -          |            | -          | -          |            | \$269K     |
| Prior Year  | -                | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$223K     |
| Percent Change from Prior Year  | -                | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 21%        |
|   |                  |            |            |            |            |            |            |            |            |            |            |            |            |





### 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   | \$400K     |            |            |            |            |            |            |            |            |            |            |            |            |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363<br>Property Type: | \$300K     |            |            |            |            |            |            |            |            |            |            |            |            |
| Condo/Townhouse/Apt, Single<br>Family Residence  | \$200K     |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$100K     |            |            |            |            |            |            |            |            |            |            |            |            |
|  | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Avg Est Value  | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$381K     |
| Avg Listing Price  | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$384K     |
| Avg Listing Price as a % of Avg Est Value  | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 101%       |

#### 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.

| Med Listing Price as a % of Med Est Value  | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 104%       |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Median Listing Price   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$269K     |
| Median Est Value   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$258K     |
|  | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
|  | \$75K      |            |            |            |            |            |            |            |            |            |            |            |            |
| Wilmington, VT 05363<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence            | \$150K     |            |            |            |            |            |            |            |            |            |            |            |            |
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356, | \$225K     |            |            |            |            |            |            |            |            |            |            |            |            |
| Filters Used   | \$300K     |            |            |            |            |            |            |            |            |            |            |            |            |





#### 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.

|  | 200 |     |     |     |     |     |             |     |        |        |        |             |            |
|--|-----|-----|-----|-----|-----|-----|-------------|-----|--------|--------|--------|-------------|------------|
| FiltersUsed  |     |     |     |     |     |     |             |     |        |        |        |             |            |
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363 | 150 |     |     |     |     |     |             |     |        |        |        |             |            |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence  | 100 |     |     |     |     |     |             |     |        |        |        |             |            |
|  |     |     |     |     |     |     |             |     |        |        |        |             |            |
|  | 50  |     |     |     |     |     |             |     |        |        |        |             |            |
|  |     |     |     |     |     |     |             |     |        |        |        |             |            |
|  | 0   |     |     |     |     |     |             |     |        |        |        |             |            |
|  | Sep | 0ct | Nov |     | Jan |     |             | Apr | May    | Jun    | Jul    | Aug         | Sep        |
|  | '17 | '17 | '17 | '17 | '18 | '18 | '18         | '18 | '18    | '18    | '18    | '18         | '18        |
| Current Year   | -   | -   | _   | _   |     |     |             | _   | _      | -      |        |             |            |
|  |     |     |     |     |     | -   |             |     |        |        |        |             | 134        |
| Prior Year   | -   | -   | -   | -   | -   | -   | -           | -   | -      | -      | -      | -           | 134<br>135 |
| Prior Year Percent Change from Prior Year  | -   | -   | -   | -   | -   | -   | -<br>-<br>- | -   | -<br>- | -<br>- | -<br>- | -<br>-<br>- |            |

#### Months of Inventory

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

| Filters Used   | 30         |            |            |            |            |            |            |            |            |            |            |            |            |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>WImington, VT 05363<br>Property Type:<br>Condo/Townhouse/Apt, Single | 23         |            |            |            |            |            |            |            |            |            |            |            |            |
| Family Residence   |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 8          |            |            |            |            |            |            |            |            |            |            |            |            |
|  |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0          |            |            |            |            |            |            |            |            |            |            |            |            |
|  | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Current Year   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 17.1       |
| Prior Year   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 21.4       |
| Percent Change from Prior Year   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -20%       |
|  |            |            |            |            |            |            |            |            |            |            |            |            |            |





#### Absorption Rate

The percentage of inventory sold per month.

| Filters Used<br>ZIP: East Dover, VT 05341, South  | 10% |
|---|-----|
| Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 5%  |
| raniny nesuence   |     |

|                        | 0<br>Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
|------------------------|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Current Year           | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 6%         |
| Prior Year             | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 5%         |
| Change from Prior Year | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -1%        |

#### Active/Pending/Sold Units

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

| Filters Used  | 300        |            |            |            |            |            |            |            |            |            |            |            |            |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05366,<br>Wilmington, VT 05363<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 225······  |            |            |            |            |            |            |            |            |            |            |            |            |
|   |            |            |            |            |            |            |            |            |            |            |            |            |            |
|   | 75         |            |            |            |            |            |            |            |            |            |            |            |            |
|   | 0          |            |            |            |            |            |            |            |            |            |            |            |            |
|   | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Active  | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 273        |
| Pending   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 38         |
| Sold  | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 16         |
|   |            |            |            |            |            |            |            |            |            |            |            |            |            |





#### New Pending Sales

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

| Filters Used   | 40 |            |            |            |            |            |            |            |            |            |            |            |            |            |
|--|----|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363<br>Property Type: | 30 |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Condo/Townhouse/Apt, Single<br>Family Residence  | 20 |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 10 |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0  | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Current Year   |    | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 30         |
| Prior Year   |    | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 18         |
| Percent Change from Prior Year   |    | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 67%        |

#### New Pending Sales Volume

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

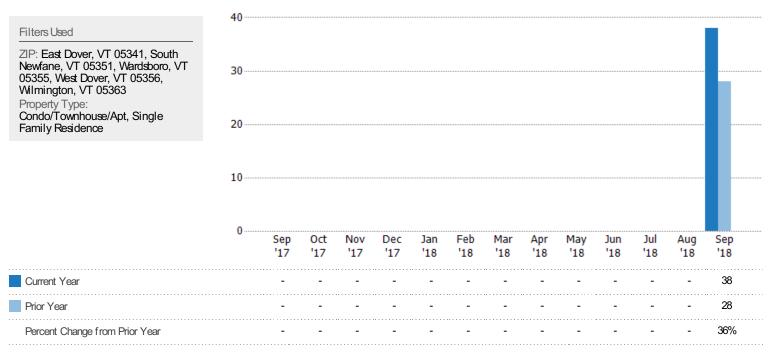
| Filters Used   | \$6.0M ······ |     |     |     |     |     |     |     |     |     |     |     |     |         |
|--|---------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---------|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363<br>Property Type: | \$4.5M        |     |     |     |     |     |     |     |     |     |     |     |     |         |
| Condo/Townhouse/Apt, Single<br>Family Residence  | \$3.0M        |     |     |     |     |     |     |     |     |     |     |     |     |         |
|  | \$1.5M        |     |     |     |     |     |     |     |     |     |     |     |     |         |
|  | 0             | 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     |
| Current Year   |               | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$5.93M |
| Prior Year   |               | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$3.83M |
| Percent Change from Prior Year   |               | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 55%     |





# Pending Sales

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



#### Pending Sales Volume

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

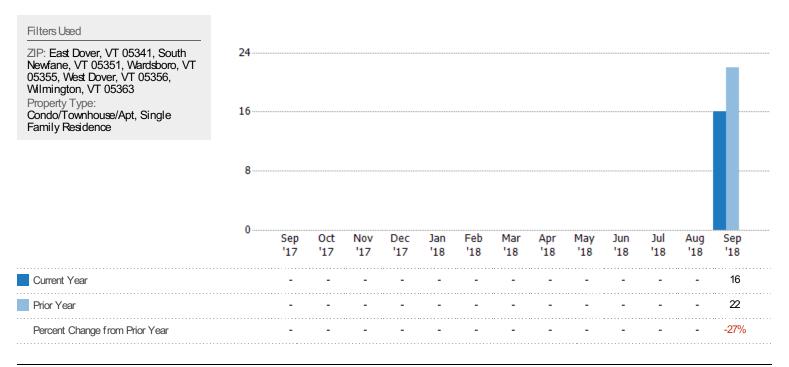
| Filters Used   | \$10.0M ······ |     |     |     |     |     |     |     |     |     |     |     |     |         |
|--|----------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---------|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363<br>Property Type: | \$7.5M         |     |     |     |     |     |     |     |     |     |     |     |     |         |
| Condo/Townhouse/Apt, Single<br>Family Residence  | \$5.0M ·····   |     |     |     |     |     |     |     |     |     |     |     |     |         |
|  | \$2.5M         |     |     |     |     |     |     |     |     |     |     |     |     |         |
|  | 0              | Sep | 0ct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep     |
|  |                | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18     |
| Current Year   |                | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$9.68M |
| Prior Year   |                | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$7.31M |
| Percent Change from Prior Year   |                | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 32%     |
|  |                |     |     |     |     |     |     |     |     |     |     |     |     |         |





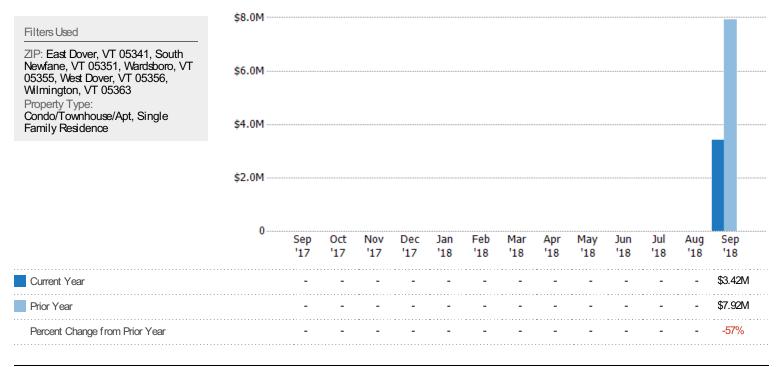
### Closed Sales

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.

|  | 100% |     |     |     |     |   |     |   |            |     |     |     |     |     |  |
|--|------|-----|-----|-----|-----|---|-----|---|------------|-----|-----|-----|-----|-----|--|
| Filters Used   | 90%  |     |     |     |     |   |     |   |            |     |     |     |     |     |  |
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT | 80%  |     |     |     |     |   |     |   |            |     |     |     |     |     |  |
| 05355, West Dover, VT 05356,<br>Wilmington, VT 05363                 | 70%  |     |     |     |     |   |     |   |            |     |     |     |     |     |  |
| Property Type:   | 60%  |     |     |     |     |   |     |   |            |     |     |     |     |     |  |
| Condo/Townhouse/Apt, Single<br>Family Residence                      | 50%  |     |     |     |     |   |     |   |            |     |     |     |     |     |  |
|  | 40%  |     |     |     |     |   |     |   |            |     |     |     |     |     |  |
|  | 30%  |     |     |     |     |   |     |   |            |     |     |     |     |     |  |
|  | 20%  |     |     |     |     |   |     |   |            |     |     |     |     |     |  |
|  | 10%  |     |     |     |     |   |     |   |            |     |     |     |     |     |  |
|  | 0    | Sep |     |     | Dec |   | Feb |   |            | May | Jun | Jul | Aug | Sep |  |
|  |      | '17 | '17 | '17 | '17 |   | '18 |   | Apr<br>'18 | '18 | '18 | '18 | '18 | '18 |  |
| Condo/Townhouse  |      | -   | -   | -   | -   | - | -   | - | -          | -   | -   | -   | -   | 56% |  |
| Single Family Residence  |      | -   | -   | -   | -   | - | -   | - | -          | -   | -   | -   | -   | 44% |  |
|  |      |     |     |     |     |   |     |   |            |     |     |     |     |     |  |

#### Average Sales Price

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

#### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

| oro | perfies sold each month. |
|-----|--------------------------|
|     | \$400K                   |
|     | \$300K                   |
|     | \$200K                   |

\$100K .....

|                                | 0          |            |            |            |            |            |            |            |            |            |            |            |            |
|--------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                                | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Current Year                   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$214K     |
| Prior Year                     | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$360K     |
| Percent Change from Prior Year | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -41%       |
|                                |            |            |            |            |            |            |            |            |            |            |            |            |            |





#### Median Sales Price

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

| Filters Used   | \$300K          |            |            |            |            |            |            |            |            |            |            |            |            |
|--|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363<br>Property Type: | \$225K          |            |            |            |            |            |            |            |            |            |            |            |            |
| Condo/Townhouse/Apt, Single<br>Family Residence  | \$150K          |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$75K           |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0<br>Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Current Year   | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$180K     |
| Prior Year   | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$213K     |
| Percent Change from Prior Year   | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -15%       |

#### 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     |            |            |            |            |            |            |            |            |            |            |            |            |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363 | \$225K     |            |            |            |            |            |            |            |            |            |            |            |            |
| Property Type:<br>Condo/Townhouæ/Apt, Single<br>Family Residence   | \$150K     |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$75K      |            |            |            |            |            |            |            |            |            |            |            |            |
|  | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Avg List Price   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$227K     |
| Avg Sales Price  | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$214K     |
| Avg Sales Price as a % of Avg List Price   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 94%        |
|  |            |            |            |            |            |            |            |            |            |            |            |            |            |





# Median Sales Price vs Median Listing Price

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

|  | \$200K ······ |            |            |            |            |            |            |            |            |            |            |            |               |
|--|---------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|---------------|
| Filters Used   |               |            |            |            |            |            |            |            |            |            |            |            |               |
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363<br>Property Type: | \$150K        |            |            |            |            |            |            |            |            |            |            |            |               |
| Condo/Townhouse/Apt, Single<br>Family Residence  | \$100K        |            |            |            |            |            |            |            |            |            |            |            |               |
|  |               |            |            |            |            |            |            |            |            |            |            |            |               |
|  | \$50K         |            |            |            |            |            |            |            |            |            |            |            |               |
|  | 4             |            |            |            |            |            |            |            |            |            |            |            |               |
|  |               |            |            |            |            |            |            |            |            |            |            |            |               |
|  | 0             | 0-+        |            | -          | •          |            |            |            | • •        |            |            |            |               |
|  | Sep<br>'17    | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18    |
|  |               |            |            |            |            |            |            |            |            |            |            |            |               |
| Median List Price  | -             | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$194K        |
| Median Sales Price   |               |            |            |            |            |            |            |            |            |            |            |            |               |
|  | -             | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$180K        |
| Med Sales Price as a % of Med List Price   | -             | -<br>-     | -          | -          | -<br>-     | -          | -<br>-     | -          | -          | -<br>-     | -<br>-     | -          | \$180K<br>93% |

#### 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 ······ |     |     |     |     |     |     |     |     |     |     |     |        |
|--|---------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|
| Filters Used   |               |     |     |     |     |     |     |     |     |     |     |     |        |
| ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363 | \$225K        |     |     |     |     |     |     |     |     |     |     |     |        |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence  | \$150K        |     |     |     |     |     |     |     |     |     |     |     |        |
|  |               |     |     |     |     |     |     |     |     |     |     |     |        |
|  | \$75K         |     |     |     |     |     |     |     |     |     |     |     |        |
|  |               |     |     |     |     |     |     |     |     |     |     |     |        |
|  | Sep           | 0ct | Nov | Dec | lan | Feh | Mar | Apr | May | Jun | Jul | Aug | Sep    |
|  | '17           | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18    |
| Avg Est Value  | -             | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$169K |
| Avg Sales Price  | -             | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$227K |
| Avg Sales Price as a % of Avg Est Value  | -             | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 134%   |
|  |               |     |     |     |     |     |     |     |     |     |     |     |        |





# 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.

|   | \$200K ······    |            |            |            |            |            |            |            |            |            |            |            |            |
|---|------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Filters Used<br>ZIP: East Dover, VT 05341, South<br>Newfane, VT 05351, Wardsboro, VT<br>05355, West Dover, VT 05356,<br>Wilmington, VT 05363<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$150K<br>\$100K |            |            |            |            |            |            |            |            |            |            |            |            |
|   |                  |            |            |            |            |            |            |            |            |            |            |            |            |
|   | \$50K            |            |            |            |            |            |            |            |            |            |            |            |            |
|   |                  |            |            |            |            |            |            |            |            |            |            |            |            |
|   | 0                |            |            |            |            |            |            |            |            |            |            |            |            |
|   | Sep<br>'17       | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 | Aug<br>'18 | Sep<br>'18 |
| Median Est Value  | -                | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$163K     |
| Median Sales Price  | -                | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$194K     |
| Med Sales Price as a % of Med Est Value   | -                | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 119%       |
|   |                  |            |            |            |            |            |            |            |            |            |            |            |            |

