

Summary of Key Listing and Sales Metrics

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

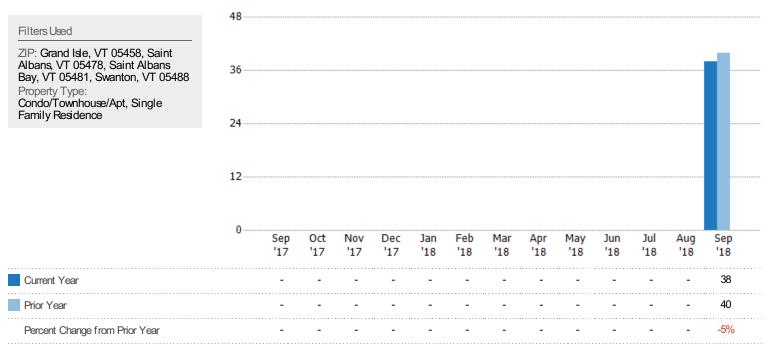
+/-	YTD 2017	YTD 2018	+/-	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
-5%	40	38	-5%	40	38	New Listing Count
-6.3%	\$12,234,243	\$11,469,411	-6.3%	\$12,234,243	\$11,469,411	New Listing Volume
	N⁄A	N⁄A	-22%	209	163	Active Listing Count
	N⁄A	N⁄A	-6.2%	\$59,420,146	\$55,741,288	Active Listing Volume
+20.3%	\$284,307	\$341,971	+20.3%	\$284,307	\$341,971	Average Listing Price
+11%	\$249,900	\$277,500	+11%	\$249,900	\$277,500	Median Listing Price
-24.5%	110	83	-24.5%	110	83	Median Days in RPR
-12.7%	7.5	6.5	-	_	_	Months of Inventory
+1.9%	13.4%	15.34%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
+26.1%	23	29	+26.1%	23	29	New Pending Sales Count
+86.9%	\$4,734,243	\$8,848,727	+86.9%	\$4,734,243	\$8,848,727	New Pending Sales Volume
	N⁄A	N⁄A	+34.2%	38	51	Pending Sales Count
	N⁄A	N⁄A	+65.8%	\$8,476,293	\$14,051,877	Pending Sales Volume
+8%	25	27	+8%	25	27	Closed Sales Count
+2.7%	\$5,617,775	\$5,770,686	+2.7%	\$5,617,775	\$5,770,686	Closed Sales Volume
-4.9%	\$224,711	\$213,729	-4.9%	\$224,711	\$213,729	Average Sales Price
-1.5%	\$195,875	\$193,000	-1.5%	\$195,875	\$193,000	Median Sales Price





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.

Filters Used	\$20.0M ······	,												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$15.0M													
Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$11.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.2M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-6%





Active Listings

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

Filters Used ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence	240													
	80													
	0	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		-	-	-	-	-	-	-	-	-	-	-	-	163
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	209
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%

Active Listing Volume

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

\$60.0M ······													
\$45.0M													
\$30.0M ······													
\$15.0M													
0	Sep				Jan			Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
	-	-	-	-	-	-	-	-	-	-	-	-	\$55.7M
	-	-	-	-	-	-	-	-	-	-	-	-	\$59.4M
	-	-	-	-	-	-	-	-	-	-	-	-	-6%
	\$45.0M \$30.0M	\$45.0M \$30.0M \$15.0M	\$45.0M \$30.0M \$15.0M 0 Sep Oct	\$45.0M \$30.0M \$15.0M 0 Sep Oct Nov	\$45.0M \$30.0M \$15.0M 0 Sep Oct Nov Dec	\$45.0M \$30.0M \$15.0M 0 Sep Oct Nov Dec Jan	\$45.0M \$30.0M \$15.0M 0 Sep Oct Nov Dec Jan Feb	\$45.0M \$30.0M \$15.0M 0 Sep Oct Nov Dec Jan Feb Mar	\$45.0M \$30.0M \$15.0M 0 Sep Oct Nov Dec Jan Feb Mar Apr	\$45.0M \$30.0M \$15.0M 0 Sep Oct Nov Dec Jan Feb Mar Apr May	\$45.0M \$30.0M \$15.0M 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun	\$45.0M \$30.0M \$15.0M 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul	\$45.0M \$30.0M \$15.0M 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug





Average Listing Price

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

Filters Used	\$400K												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$342K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$284K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20%

Median Listing Price

Percent Change from Prior Year

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

	\$300K												
Filters Used													
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$130K												
	\$75K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$278K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$250K



11%



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.

	\$400K ······												
Filters Used													
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$323K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$342K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%

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.

	\$300K												
Filters Used													
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	61E0K												
	\$150K												
	\$75K												
	\$75K												
	\$75K												
	0				_								
	0 Sep	0ct '17	Nov '17	Dec '17		Feb '18		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	0 Sep							Apr '18					
Median Est Value Median Listing Price	0 Sep							Apr '18 -					'18
	0 Sep '17 -							Apr '18 - -					'18 \$243K





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												
Filters Used ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans	150												
Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single	120												
Family Residence	100												
	50 ······												
	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
	17	17	17	17	18	18	18	18	18	18	18	18	18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	83
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	110
Percent Change from Prior Year	-	-	-	-	-	_	_	-	_	_	_	_	-25%

Months of Inventory

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

Filters Used	10.00												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single	7.50												
Family Residence	5.00												
	2.50												
	0	~ .		_		- 1					- 1	_	
	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	-	-	-	-	-	-	-	-	-	-	-	-	4.08
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5.81
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-30%





Absorption Rate

The percentage of inventory sold per month.

Filters Used ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence	30% ······												
	10%												
	0 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	-	-	-	-	-	-	-	-	-	-	-	-	25%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%

Active/Pending/Sold Units

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

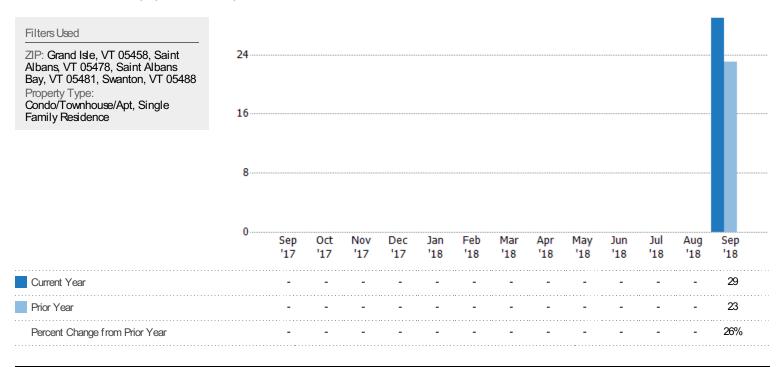
Active Pending	0 Sep '17 -	0ct '17 -	Nov '17 -		Jan '18 -	Feb '18 -	Mar '18 -	Apr '18 -	May '18 -	Jun '18 -	Jul '18	Aug '18 -	Sep '18 163 51
Active				Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	'18
				Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
	0												
	50												
Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
ZIP: Grand Isle, VT 05458, Saint													
Filters Used													





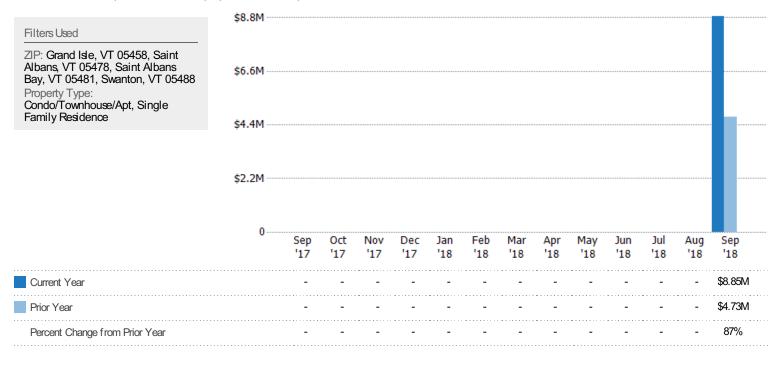
New Pending Sales

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.

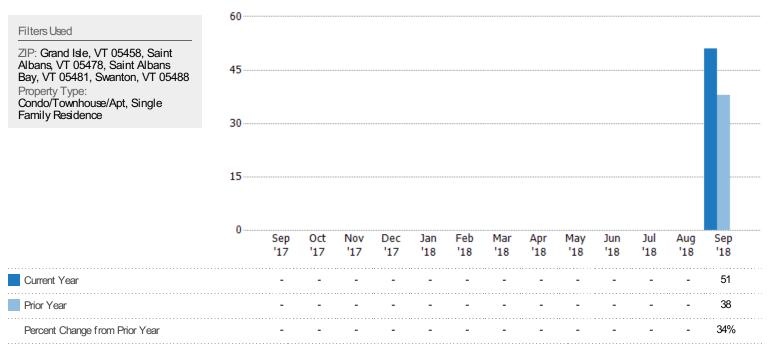






Pending Sales

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



Pending Sales Volume

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

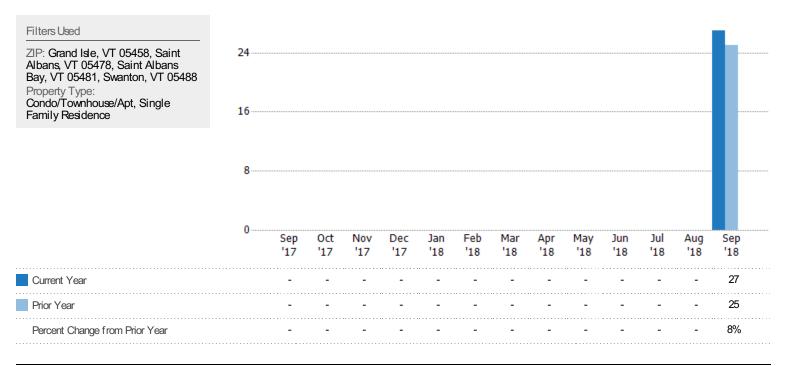
Filters Used	\$20.0M ······													
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single	\$15.0M													
Family Residence	\$10.0M ······													
	\$5.0M													
	0	Sep '17	0ct '17	Nov '17	Dec	Jan		Mar	Apr '18	May '18	Jun	Jul '18	Aug	Sep
		17	17	17	'17	'18	'18	'18	18	18	'18	18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.48M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	66%





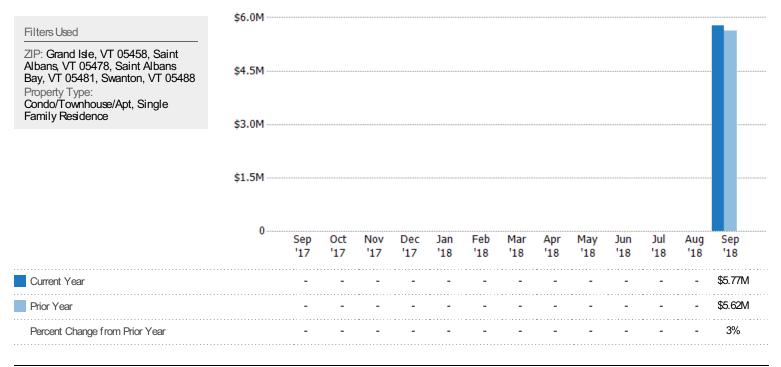
Closed Sales

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: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans	80%														
Bay, VT 05481, Swanton, VT 05488 Property Type:	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
Failing Residence	50%														
	40%														
	30%														
	20%														
	10%														
	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	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	22%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	78%	

Average Sales Price

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

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence

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

\$75K

	0												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%





Median Sales Price

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

Filters Used	\$200K												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K												
	0	0.4	Nev	Dec	1-10	Eab	Mar	Apr	May	lun	Jul	Au.a	Con
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$196K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Average Sales Price vs Average Listing Price

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

	\$300K												
Filters Used													
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%





Median Sales Price vs Median Listing Price

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

	\$300K												
Filters Used ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$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
Median List Price			-										\$210K
Median Sales Price		-	-	-	-	-	-	-	-	-	-	-	\$193K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	92%

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.

Filters Used	\$300K											,	
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	109%





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.

	\$300K												
Filters Used ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Tarning Readerice	\$150K												
	\$75K 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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%

