

Summary of Key Listing and Sales Metrics

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

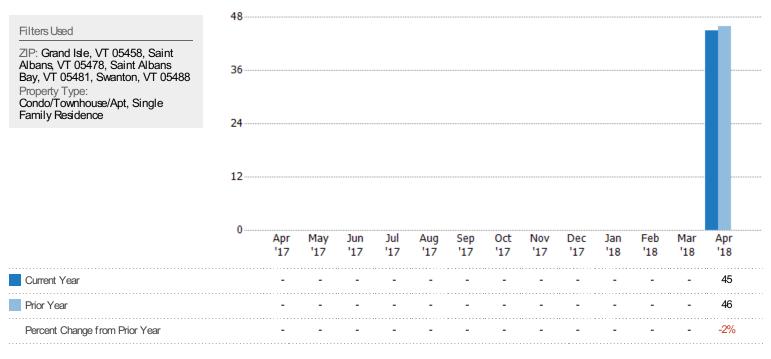
+/-	YTD 2017	YTD 2018	+/-	Apr 2017	Apr 2018	Key Metrics
						Listing Activity Charts Metrics
-2.2%	46	45	-2.2%	46	45	New Listing Count
+12.5%	\$10,354,450	\$11,644,260	+12.5%	\$10,354,450	\$11,644,260	New Listing Volume
-31.9%	204	139	-31.9%	204	139	Active Listing Count
-21.1%	\$52,853,010	\$41,719,590	-21.1%	\$52,853,010	\$41,719,590	Active Listing Volume
+15.8%	\$259,083	\$300,141	+15.8%	\$259,083	\$300,141	Average Listing Price
+20.6%	\$227,250	\$274,000	+20.6%	\$227,250	\$274,000	Median Listing Price
-17%	138.5	115	-17%	138.5	115	Median Daysin RPR
-23.3%	11.3	8.7	-	_	_	Months of Inventory
+2.7%	8.82%	11.51%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+60.9%	23	37	+60.9%	23	37	New Pending Sales Count
+114.7%	\$4,452,819	\$9,561,800	+114.7%	\$4,452,819	\$9,561,800	New Pending Sales Volume
+40%	45	63	+40%	45	63	Pending Sales Count
+69.1%	\$9,193,519	\$15,544,000	+69.1%	\$9,193,519	\$15,544,000	Pending Sales Volume
+50%	16	24	+50%	16	24	Closed Sales Count
+74.7%	\$3,216,300	\$5,619,537	+74.7%	\$3,216,300	\$5,619,537	Closed Sales Volume
+16.5%	\$201,019	\$234,147	+16.5%	\$201,019	\$234,147	Average Sales Price
+34.5%	\$185,500	\$249,500	+34.5%	\$185,500	\$249,500	Median Sales Price





New Listings

The number of new single-family, condominium and townhome listings that were added each month.



New Listing Volume

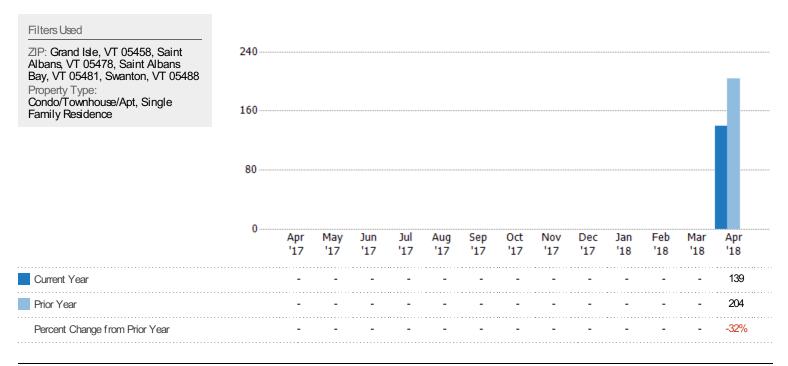
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.6M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.4M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-		12%



Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.



Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-21%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$52.9M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$41.7M
	\$15.0M 0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488	\$45.0M													
Filters Used	\$60.0M ······													



Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

\$400K ······												
\$300K												
\$200K												
\$100K												
0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$300K
-	-	-	-	-	-	-	-	-	-	-	-	\$259K
-	-	-	-	-	-	-	-	-	-	-	-	16%
	\$300K \$200K \$100K 0	\$300K \$200K \$100K 0 Apr May	\$300K \$200K \$100K 0 Apr May Jun	\$300K \$200K \$100K 0 Apr May Jun Jul	\$300K \$200K \$100K 0 Apr May Jun Jul Aug '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Apr May Jun Jul Aug Sep '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Apr May Jun Jul Aug Sep Oct '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Apr May Jun Jul Aug Sep Oct Nov '17 '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Apr May Jun Jul Aug Sep Oct Nov Dec '17 '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan '17 '17 '17 '17 '17 '17 '18	\$300K \$200K \$200K \$100K 0 	\$300K \$200K \$100K \$100K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%
Prior Year	-	-	-	-	-	-	-	-	-	-		-	\$227K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$274K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488	\$225K												
Filters Used	\$300K												





Average Listing Price vs Average Est Value

 $\label{eq:constraint} The average\ listing\ price\ as\ a\ percentage\ of\ the\ average\ AVM\ or\ RVM\ valuation\ estimate\ for\ active\ listings\ each\ month.$

	\$400K ······												
Filters Used													
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	+												
	\$100K												
	0												
	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	
													Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	Apr '18
Avg Est Value	-17	'17 _	'17 _	'17 _	'17 -	'17 _	'17 _	'17 _	'17 -	'18 _	'18 _	'18 _	
Avg Est Value Avg Listing Price	-	'17 - -	'17	'17 - -	'17 -	'17 - -	'17 -	'17 - -	'17 - -	'18 - -	'18 _	'18 _ _	'18
Avg Listing Price	-	'17 - - -	'17 - -	'17	'17 - - -	'17 - - -	'17 - - -	'17 - - -	'17 - -	'18 - -	'18 - - -	'18 - - -	'18 \$259K

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	-	-	-	-	-	-	-	-	-	-	-	-	130%
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$274K
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$211K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488	\$225K												
	\$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												
Filters Used													
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	150												
Condo/Townhouse/Apt, Single Family Residence	100												
	100												
	50												
	50												
	0												
	Apr	May	Jun	Jul		Sep		Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	115
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	139
													159
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-17%

Months of Inventory

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

20 Filters Used ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans 15 Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence 10 5 0 Apr May Jun Jul Aug Sep 0ct Nov Dec Feb Mar Apr Jan '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 Current Year 6.32 _ _ _ 12 Prior Year -----------47% Percent Change from Prior Year _ -------_ --





Absorption Rate

The percentage of inventory sold per month.

	20%												
Filters Used													
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	15%												
Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4.00/
Prior Year													16%
Phot Year	-	-	-	-	-	-	-	-	-	-	-	-	16% 8%
Change from Prior Year	-	-	-	-	-	- -	-	-	-	-	-	-	

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

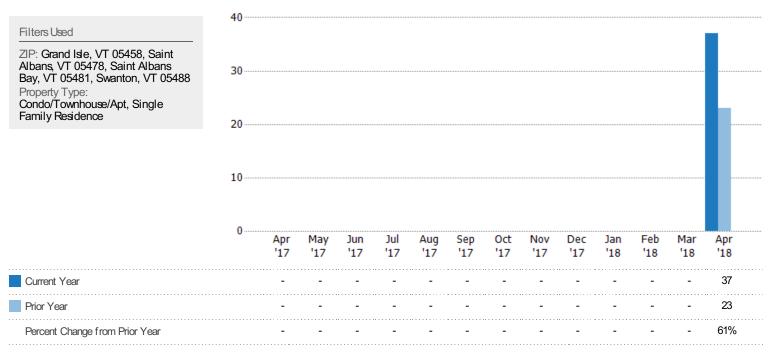
Filters Used	200												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488	150												
Property Type: Condo/Townhouse/Apt, Single Family Residence	100												
	50 ······												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
													120
Active	-	-	-	-	-	-	-	-	-	_	-		139
Pending	-	- -	- -	-	-	-	-		-	-	-	-	63
	- -	- - -	-	-	- -	- - -	- - -	- -		- -	- -	-	





New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



New Pending Sales Volume

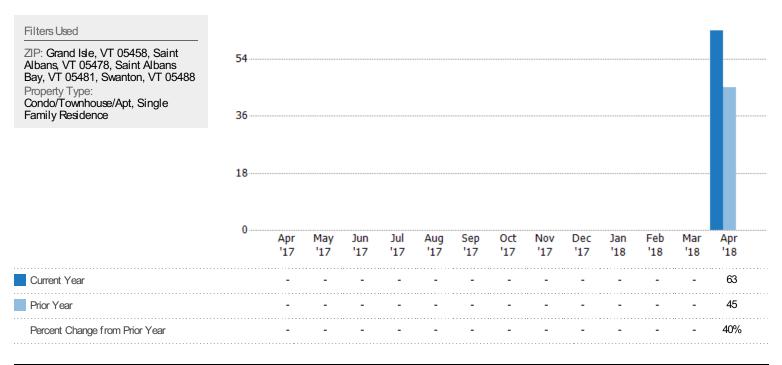
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	\$10.0M													
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single	\$7.5M													
Family Residence	\$5.0M													
	\$2.5M													
	0	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.56M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.45M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	115%



Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

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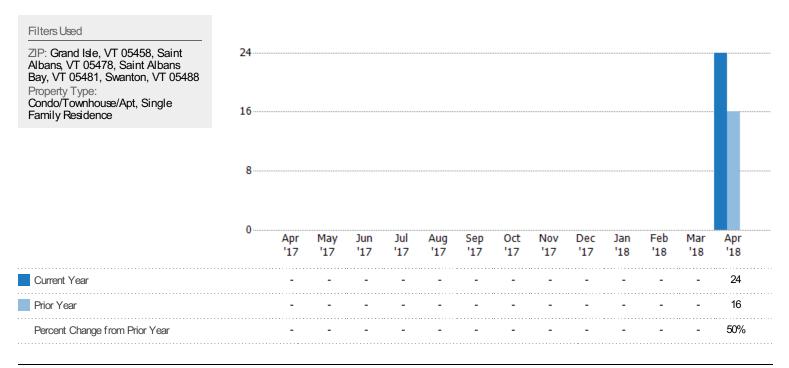
Filters Used	\$20.0M ······													
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$15.0M													
Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
	\$5.0M										,			
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
														· · ·
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$15.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.19M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	69%





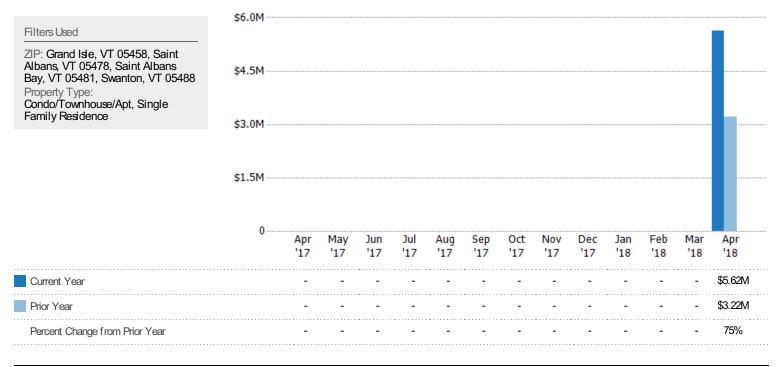
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.



Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.







Closed Sales by Property Type

The percentage of single-family, condominium and townhome 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	60%														
Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0	Ann	May	lus	1	A	Can	0.+	Neu	Dec	1	Fab	Mag	Ann	
		Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	
														400/	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	13%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	88%	

Average Sales Price

The average sales price of the single-family, condominium and townhome 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
Saint bans Γ 05488	\$225K
le	\$150K

\$75K ······

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$201K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%





Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	\$250K
-	-	-	-	-	-	-	-	-	-	-	\$186K
-	-	-	-	-	-	-	-	-	-	-	35%
				May Jun Jul Aug '17 '17 '17 '17 							

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: 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												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$235k
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$234k
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:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	ALCO/												
	\$150K												
	\$75K												
	0												
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	100%

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.

Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	92%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488	\$225K												
Filters Used	\$300K ······												





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:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Med Sales Price as a % of Med Est Value													φ2 101 (
Iveu Sales Flice as a 70 01 Iveu Est value	-	-	-	-	-	-	-	-	-	-	-	-	117%

