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	+ / -	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
-54.2%	24	11	-54.2%	24	11	New Listing Count
-65%	\$7,274,290	\$2,547,600	-65%	\$7,274,290	\$2,547,600	New Listing Volume
	N/A	N/A	-7.9%	76	70	Active Listing Count
	N/A	N/A	+16.2%	\$31,662,931	\$36,804,915	Active Listing Volume
+26.2%	\$416,618	\$525,785	+26.2%	\$416,618	\$525,785	Average Listing Price
+2.3%	\$390,500	\$399,450	+2.3%	\$390,500	\$399,450	Median Listing Price
-1%	143.5	142	-1%	143.5	142	Median Daysin RPR
+95.7%	4.5	8.8	-	_	_	Months of Inventory
-10.9%	22.37%	11.43%	+-	_	_	Absorption Rate
						Sales Activity Charts Metrics
-40%	25	15	-40%	25	15	New Pending Sales Count
-38.4%	\$8,193,500	\$5,049,100	-38.4%	\$8,193,500	\$5,049,100	New Pending Sales Volume
	NA	N/A	-47.5%	40	21	Pending Sales Count
	NA	N/A	-45.1%	\$13,244,900	\$7,270,600	Pending Sales Volume
+12.5%	8	9	+12.5%	8	9	Closed Sales Count
-23.4%	\$3,138,831	\$2,405,195	-23.4%	\$3,138,831	\$2,405,195	Cloæd Sales Volume
-31.9%	\$392,354	\$267,244	-31.9%	\$392,354	\$267,244	Average Sales Price
-16.8%	\$311,500	\$259,100	-16.8%	\$311,500	\$259,100	Median Sales Price



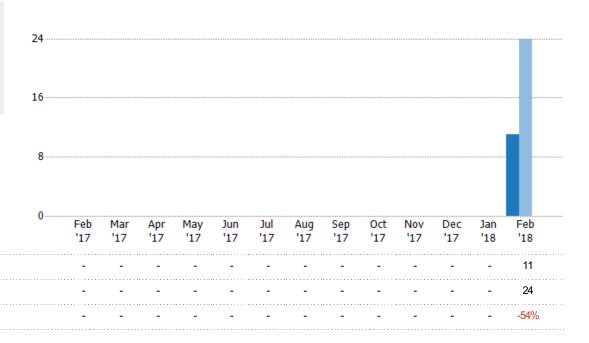


New Listings

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



ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence



New Listing Volume

Percent Change from Prior Year

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

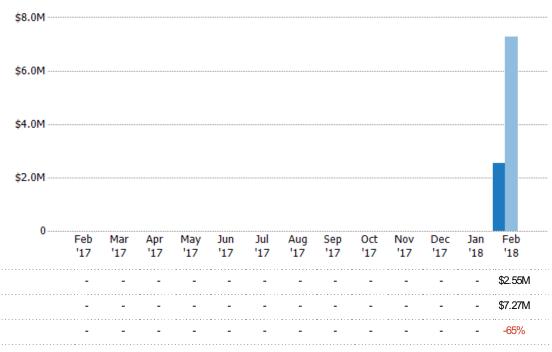
Filters Used

Current Year

Prior Year

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



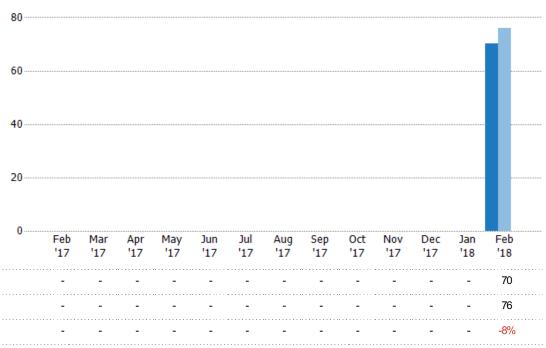
Current Year



Active Listings

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





Active Listing Volume

Percent Change from Prior Year

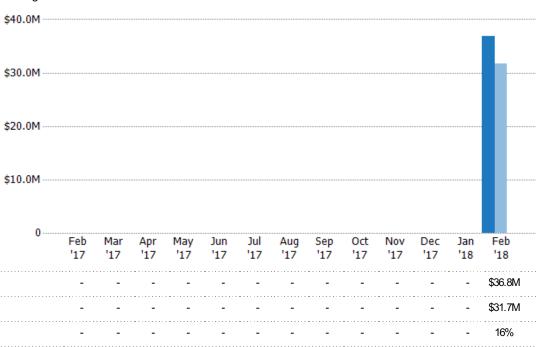
Current Year

Prior Year

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
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.

\$300K

Filters Used

Family Residence

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single

DUUK	
450K	

\$150K

0												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
_	-	-	-	-	-	-	-	-	-	-		\$526K
-	-	-	-	-	-	-	-	-	-	-	-	\$417K
-	-	-	-	-	- -	-	-	-	-	-	-	26%

Median Listing Price

Percent Change from Prior Year

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

\$100K

Filters Used

Current Year
Prior Year

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K
420014
\$300K
\$200K

0												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
 -	-	-	-	-	-	-		-	-	-	-	\$399K
 -	-	-	-	-	-	-		-	-	-	-	\$391K
 -	-	-	-	-		-	-	-	-		-	2%



Current Year
Prior Year

Percent Change from Prior Year



103%



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.

Filters Used	\$600K ······												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type:	\$450K												
Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$150K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$511K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$526K

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.

\$400K

Avg Listing Price as a $\%\,\text{of Avg}$ Est Value

Filters Used													
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
·, ·	\$200K												

	\$100K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	- 	- 	- 	- 	- 	-	-	-	-	-	\$285K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$399K
Med Listing Price as a % of Med Est Value	_	-	-	-	-	-	-	-	-	-	-	-	140%



144



Market Data Report

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.

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	142
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	0												
Family Residence	75												
VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single	225												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester,	225												
	300												

Months of Inventory

Percent Change from Prior Year

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

Filters Used	
	n, VT 05408, 05439, Colchester, chester, VT 05449
Property Type: Condo/Townho Family Reside	ouse/Apt, Single

15	 		 					 	
10	 		 					 	
5	 		 						
•		May							
•		May '17							
•				Aug '17 -	Sep '17	0ct '17 -	Nov '17		
•				Aug '17 -		0ct '17 -	Nov '17		Feb '18



Current Year
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

	Used

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

30%	

20%

10%

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	23%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-11%

Active/Pending/Sold Units

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

20

Filters Used

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

80	
60	
00	
40	

Feb Mar Apr May Jun Jul Aug Sep 0ct Νον Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '18 '18

Active	-	-	-	-	-	-	-	-	-	-	-	-	70
Pending	-	-	-	-	-	-	-	-	-	-	-	-	21
Sold	-	-	-	-	-	-	-	-	-	-	-	-	9



New Pending Sales

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

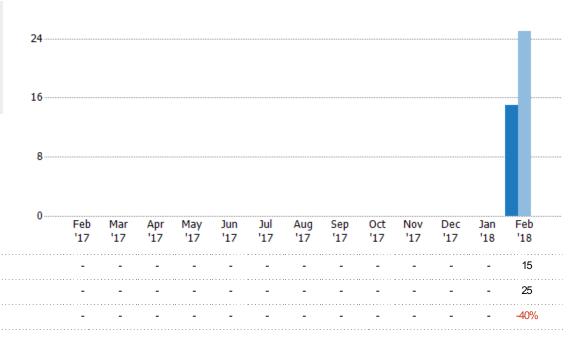


Current Year

Prior Year

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt. Single

Condo/Townhouse/Apt, Single Family Residence



New Pending Sales Volume

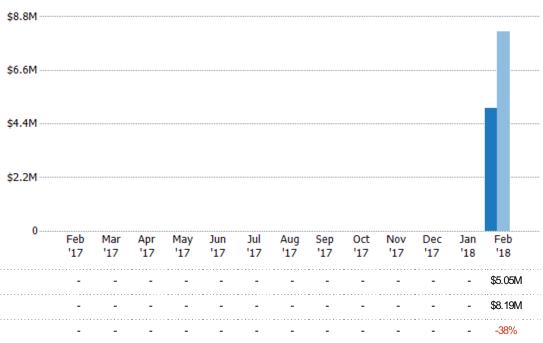
Percent Change from Prior Year

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

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449

Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



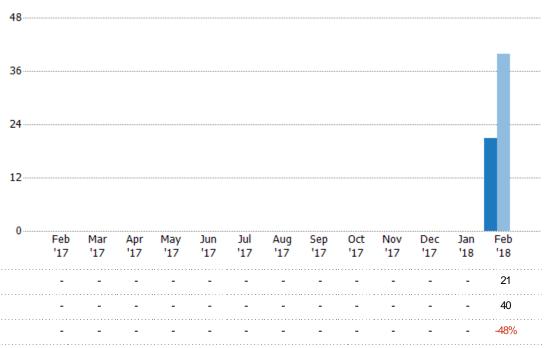
Current Year



Pending Sales

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





Pending Sales Volume

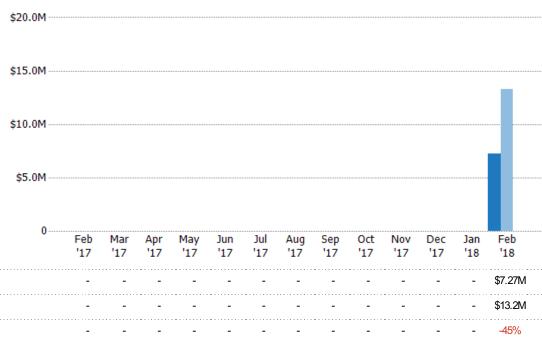
Percent Change from Prior Year

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.

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year

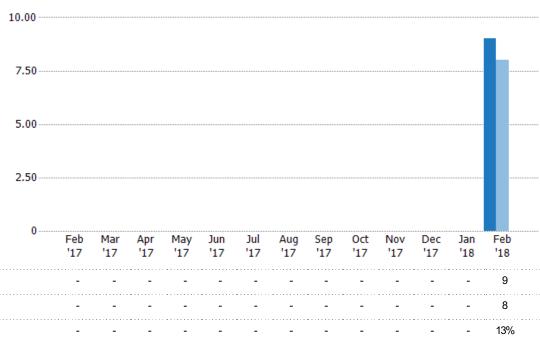




Closed Sales

The total number of residential properties sold each month.





Closed Sales Volume

Percent Change from Prior Year

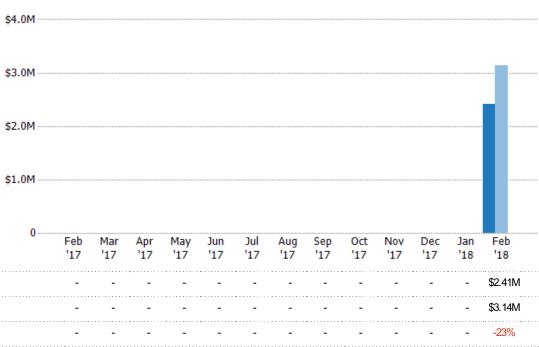
Current Year

Prior Year

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

Eilters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

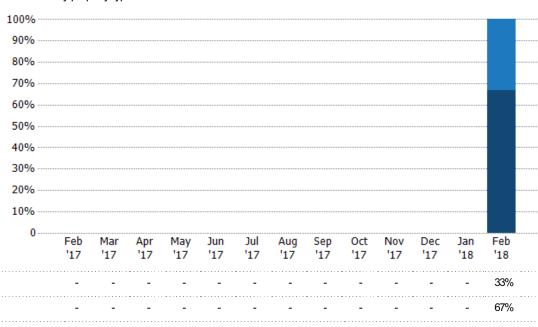


Closed Sales by Property Type

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

Filters Used

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

Condo/Townhouse

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

\$100K

Filters Used

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence \$400K \$300K \$200K

0 Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 Current Year \$267K Prior Year \$392K -32% Percent Change from Prior Year







\$400K

\$100K

Median Sales Price

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

Filters Used
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$300K	
\$200K	

0 Feb May Feb '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 \$259K \$312K

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

Current Year

Prior Year

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

5Κ	 		 	 	 	 	
)K	 		 	 	 	 	
5K	 		 	 	 	 	
0		May '17					
0							
0						Jan '18	



Avg List Price

Avg Sales Price





Median Sales Price vs Median Listing Price

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

\$400K

\$100K

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

0. Feb May Jun Aug 0ct Dec Feb '17 '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '17 '17 \$320K \$259K 81%

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

Median List Price

Median Sales Price

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

\$300K
\$225K
\$150K
\$75K

	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$280K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

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.

Filters Used
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type:
Condo/Townhouse/Apt, Single Family Residence

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0									Jan	F
0 Feb	 Apr '17	 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Fi 'j



