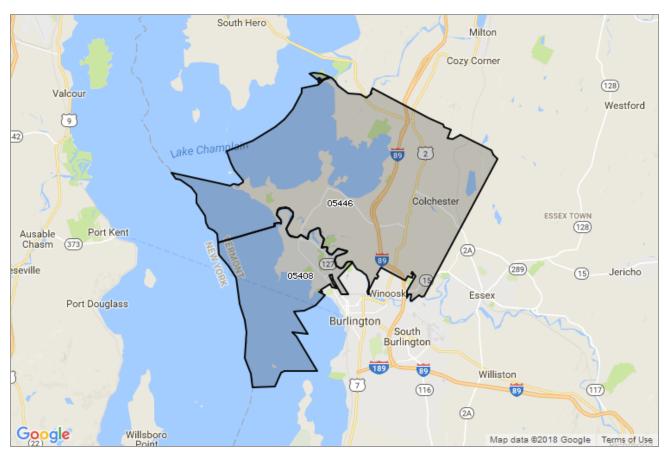


MARKET DATA REPORT

Colchester



Report Characteristics

Report Name:

Colchester

Report Date Range:

1/2018 – 1/2018

Filters Used:

Property Type, Location

Avg/Med: Both

Include Metrics By: County

Run Date: 02/21/2018

Scheduled: No

Presented by

Vermont REALTORS®

REALTOR®

http://www.vermontrealtors.com/

148 State Street Montpelier, VT 05602







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 | Jan 2018 | Jan 2017 | + / - | YTD 2018 | YTD 2017 | + / - |
|---------------------------------|--------------|--------------|--------|--------------|--------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 15 | 24 | -37.5% | 15 | 24 | -37.5% |
| New Listing Volume | \$8,744,400 | \$8,794,200 | -0.6% | \$8,744,400 | \$8,794,200 | -0.6% |
| Active Listing Count | 65 | 87 | -25.3% | 65 | 87 | -25.3% |
| Active Listing Volume | \$36,940,694 | \$35,926,509 | +2.8% | \$36,940,694 | \$35,926,509 | +2.8% |
| Average Listing Price | \$568,318 | \$412,948 | +37.6% | \$568,318 | \$412,948 | +37.6% |
| Median Listing Price | \$399,900 | \$384,900 | +3.9% | \$399,900 | \$384,900 | +3.9% |
| Median Days in RPR | 128 | 175 | -26.9% | 128 | 175 | -26.9% |
| Months of Inventory | _ | | - | 7.2 | 4.6 | +57.7% |
| Absorption Rate | _ | | +_ | 13.85% | 21.84% | -8% |
| Sales Activity Charts Metrics | | | | | | |
| New Pending Sales Count | 15 | 14 | +7.1% | 15 | 14 | +7.1% |
| New Pending Sales Volume | \$4,425,300 | \$4,573,200 | -3.2% | \$4,425,300 | \$4,573,200 | -3.2% |
| Pending Sales Count | 23 | 25 | -8% | 23 | 25 | -8% |
| Pending Sales Volume | \$6,574,700 | \$8,868,000 | -25.9% | \$6,574,700 | \$8,868,000 | -25.9% |
| Closed Sales Count | 16 | 9 | +77.8% | 16 | 9 | +77.8% |
| Closed Sales Volume | \$4,283,975 | \$2,608,400 | +64.2% | \$4,283,975 | \$2,608,400 | +64.2% |
| Average Sales Price | \$267,748 | \$289,822 | -7.6% | \$267,748 | \$289,822 | -7.6% |
| Median Sales Price | \$275,000 | \$291,000 | -5.5% | \$275,000 | \$291,000 | -5.5% |







New Listings

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

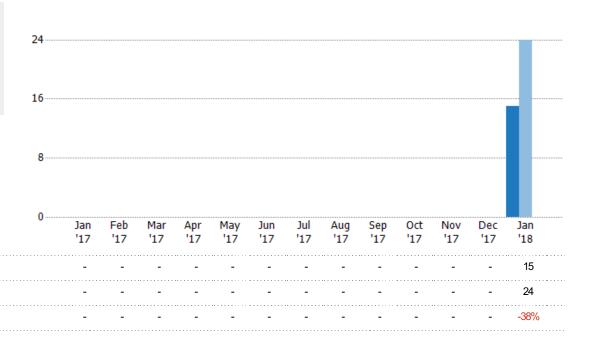


Current Year

Prior Year

Filters Used

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



New Listing Volume

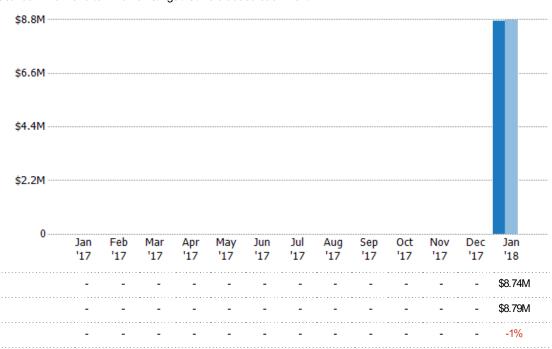
Percent Change from Prior Year

The sum of the listing price of single-family, condominium and townhome 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

Percent Change from Prior Year



Current Year



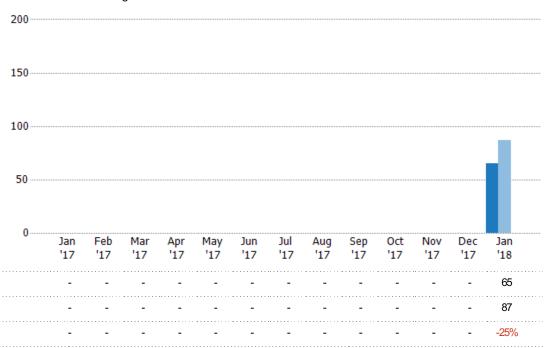


Active Listings

The number of active single-family, condominium and townhome listings 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



Active Listing Volume

Percent Change from Prior Year

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

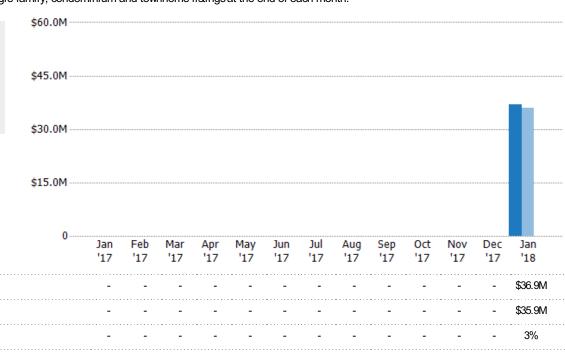
Filters Used

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



\$413K

38%



Market Data Report

Average Listing Price

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

| Current Year | - | - | - | _ | - | - | - | - | - | - | - | - | \$568K |
|---|---------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 |
| | 0 | | | | | | | | | | | | |
| | \$150K | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | \$300K | | | | | | | | | | | | |
| ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 | \$450K | | | | | | | | | | | | |
| Filters Used | \$600K ······ | | | | | | | | | | | | |

Median Listing Price

Percent Change from Prior Year

Prior Year

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

\$400K

Filters Used

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

\$200K

| Property Type: Condo/Townhouse/Apt, Single Family Residence | \$200K | | | | | | | | | | | | |
|---|-----------------|---|------------|--------|--------|--------|-----|------------|---|----------|---|------------|------------|
| | \$100K | | | | | | | | | | | | |
| | 0 Jan '17 | | Mar '17 | | | Jun | Jul | Aug '17 | | | | Dec '17 | Jan '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$400K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$385K |
| Percent Change from Prior Year | - | - | - | - - | - - | - - | - | - | - | - | - | | 4% |







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: Condo/Townhouse/Apt, Single | \$450K | | | | | | | | | | | | |
| Family Residence | \$300K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$150K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 |
| Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$561K |
| Avg Listing Price | - | - | - | - | - | - | - | - | - | - | - | - | \$568K |
| 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.

\$400K

Filters Used

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

| Κ | | | | | | | | | | | |
|-----|--|------------|------------|-----------------|-----------------|-----------------|------------|-----------------|------------|------------|---|
| K | | | | | | | | | | | |
| | | | | | | | | | | | |
| 0 | | | | | | | | | | | |
| Jan | | | May '17 | | | | | | | | • |
| Jan | | Apr '17 | May '17 | Jun '17 - | Jul '17 - | Aug '17 - | Sep '17 | 0ct '17 - | Nov '17 | Dec '17 | |
| Jan | | Apr '17 | May '17 | Jun '17 - | Jul '17 - | Aug '17 - | Sep '17 | 0ct '17 - | Nov '17 | Dec '17 | |



Median Est Value

Median Listing Price

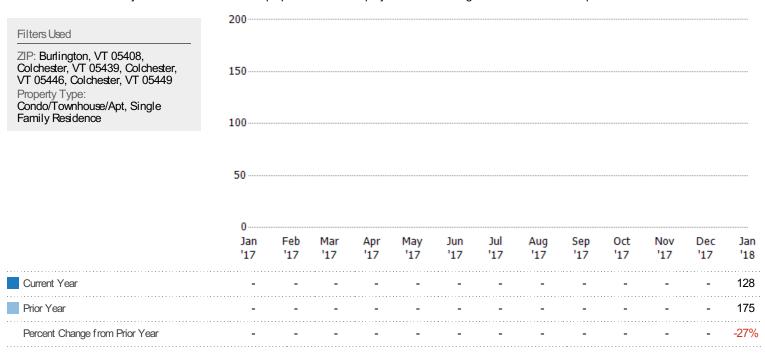
Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value





Median Days in RPR

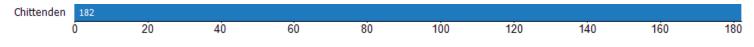
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.



Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

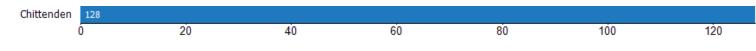
Filters Used: ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449; Property Type: Condo/Townhouse/Apt, Single Family Residence



Median Days in RPR (By County)

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 by county.

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







Months of Inventory

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

Filters Used

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

4.50

2.25

Feb

'17

Mar

'17

Jan

'17

| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - 3.95 |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|--------|
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | 29% |
| | | | | | | | | | | | | |

Apr

'17

May

'17

Jun

'17

Jul

'17

Aug

'17

Sep

'17

0ct

'17

Nov

'17

Dec

'17

Jan

'18

2.83

Absorption Rate

The percentage of inventory sold per month.

Filters Used

Current Year

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence 40% 30%

10%

| | Jan '17 | Feb '17 | Mar '17 | | May '17 | | | | | | | | Jan '18 |
|------------------------|------------|------------|------------|---|------------|---|---|---|---|---|---|---|------------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 35% |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 25% |
| Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -10% |





Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

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

| Chittenden | 24.61 % | | | | | | | | |
|------------|---------|----|----|----|-----|-----|-----|-----|-----|
| | Ó | 3% | 6% | 9% | 12% | 15% | 18% | 21% | 24% |

Active/Pending/Sold Units

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

| | 70 | | | | | | | | | | | | |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Filters Used | | | | | | | | | | | | | |
| ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence | 53 | | | | | | | | | | | | |
| Family Residence | 35 | | | | | | | | | | | | |
| | 10 | | | | | | | | | | | | |
| | 18········ | | | | | | | | | | | | |
| | 0 Jan | Feb | Mar | Apr | May | | | Aug | | Oct | Nov '17 | Dec | |
| | 0 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jar '18 |
| Active | 0 Jan | | | | | | | | | | | | |
| Active Pending | 0 Jan | | | | | | | | | | | | '18 |







New Pending Sales

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

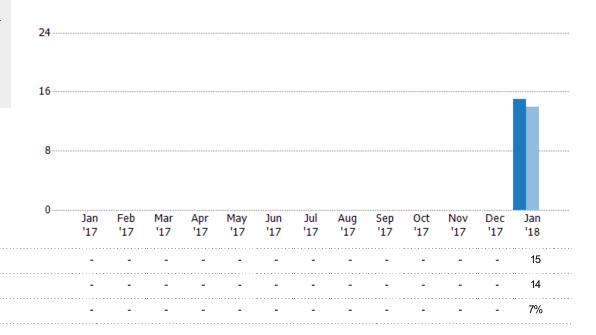


Current Year

Prior Year

Filters Used

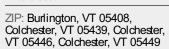
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence



New Pending Sales Volume

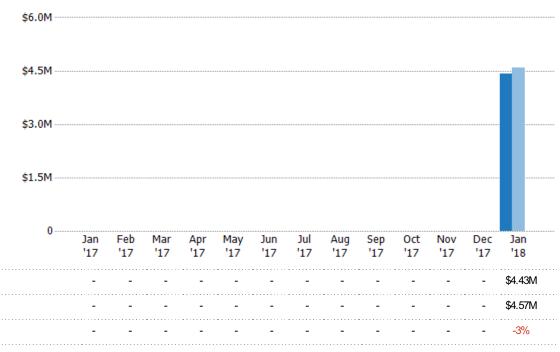
Percent Change from Prior Year

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



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

Percent Change from Prior Year



Current Year





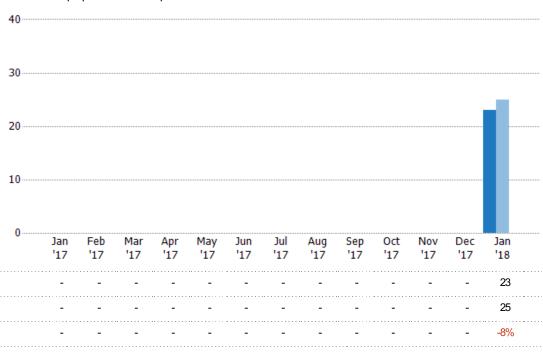
Pending Sales

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



Pending Sales Volume

Percent Change from Prior Year

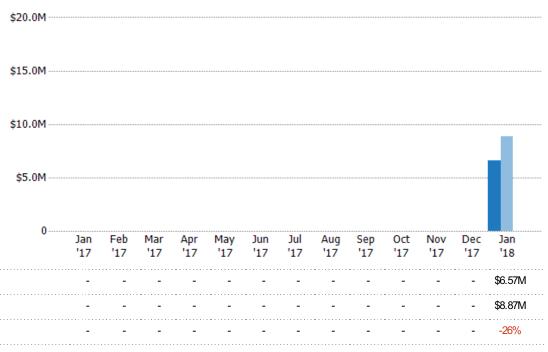
Current Year

Prior Year

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.

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



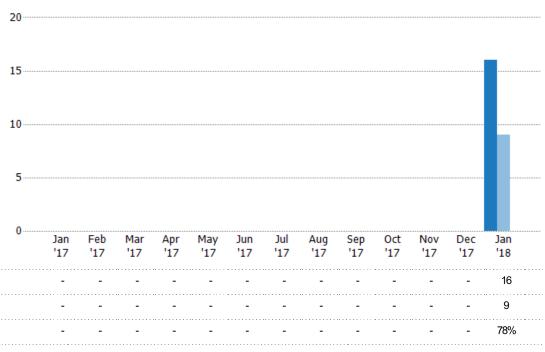


Closed Sales

The total number of single-family, condominium and townhome 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



Closed Sales Volume

Percent Change from Prior Year

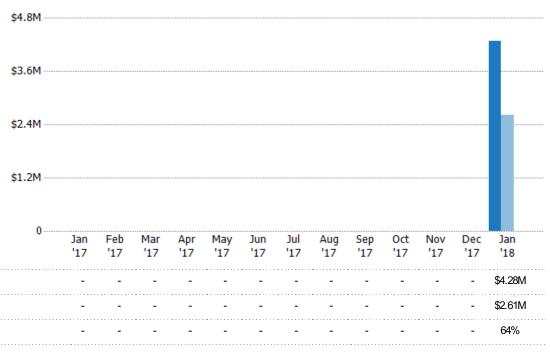
Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome 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





Current Year

Percent Change from Prior Year





Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

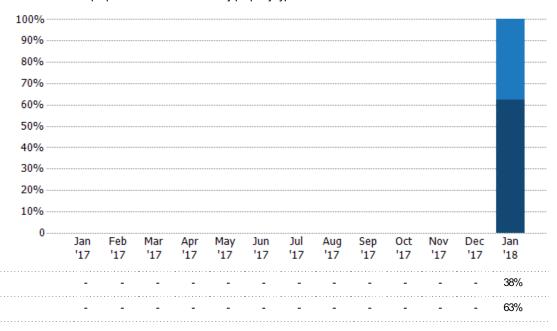


Family Residence

Condo/Townhouse

Single Family Residence

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



Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

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







\$268K

\$290K



Market Data Report

Average Sales Price

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

| Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence | 0 | Feb | | | | | | |
|--|-------|-----|------|------|------|------|------|--|
| Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence | 0 | | | | | | | |
| Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence | \$75K | | | | | | | |
| Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single | | | | | | | | |
| Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: | 150K | | | | | | | |
| ZIP: Burlington, VT 05408, | 225K | | | | | | | |
| Filters Used | 5300K | | | | | | | |

Median Sales Price

Percent Change from Prior Year

Current Year

Prior Year

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

\$75K

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

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

Feb Mar May Jun Jul Aug Sep 0ct Νον Jan Jan Apr '17 '17 \$275K \$291K Percent Change from Prior Year



Current Year



\$272K

\$268K

98%



Market Data Report

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: Burlington, VT 05408, Colchester, VT 05439, Colchester, \$225K VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence \$150K \$75K 0 -Mar May Jul Aug Sep 0ct Nov Jan '17 '17 '17 '17 '17 '18 '17 '17 '17 '17 '17 '17 '17

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

Avg Sales Price as a % of Avg List Price

Avg List Price

Avg Sales Price

| ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: | \$225K | | | | | | | | | | | | |
|---|--------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------|------------|
| Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| | \$75K 0 Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 |
| Median List Price | - | - | - | - | | - | - | - | - | - | - | - | \$277K |
| Median Sales Price | - | - | _ | - | - | - | - | - | - | - | - | - | \$275K |
| Med Sales Price as a % of Med List Price | - | - | - | - | | - | - | - | - | - - | - | - | 99% |
| | | | | | | | | | | | | | |







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.

| Elleration | \$300K | | | | | | | | | | | | |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: | \$225K | | | | | | | | | | | | |
| Condo/Townhouse/Apt, Single Family Residence | \$150K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$75K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 |
| Avg Est Value | - | - | - | - | - - | - | - | - | - | - | - | - | \$273k |
| Avg Sales Price | - | - | - | - | - | - | - | - | _ | - | - | - | \$272k |
| Avg Sales Price as a % of Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 100% |

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.

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

| 75K O Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec '17 '17 '17 '17 '17 '17 '17 '17 | |)K | | | | | | | | | | | |
|--|---|-----|------|------------|------------|------------|-----|-----|-----|-----|------|-----|---|
| 0 | 0 Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec 1/17 '17 '17 '17 '17 '17 '17 '17 '17 '17 ' | | | | | | | | | | | | |
| 0 | 0 Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec 1/17 '17 '17 '17 '17 '17 '17 '17 '17 '17 ' | -12 | | | | | | | | | | | |
| Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 | Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec 1 '17 | oK | | | | | | | | | | | |
| Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 | Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec 1 '17 | | | | | | | | | | | | |
| | \$2 | 0 | | | | | | | | | | | |
| | \$2 | | | Apr | May | Jun | Jul | Aug | Sep | Oct | INOV | | J |
| | \$2 | | | Apr '17 | May '17 | Jun '17 | | | | | '17 | '17 | 1 |
| | | | | Apr '17 | May '17 | Jun '17 | | | | | '17 | '17 | |



Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value





Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

| Report Details | S | | | Listing Activity Charts |
|------------------------|----------------------------|------------------------------------|-------------------------------|--------------------------------------|
| Report Name: Co | olchester | ✓ New Listings | | |
| Run Date: 02/21/2 | 2018 | | | Active Listings |
| Scheduled: No | | | | Avg/Med Listing Price |
| Report Date Ran | ge: From 1/2018 To: 1/2018 | | | Avg/Med Listing Price per Sq Ft |
| | | | | Avg/Med Listing Price vs Est Value |
| Information In | cluded | | | Median Days in RPR |
| Include Cover | Sheet | ✓ Months of Inventory | | |
| Include Key M | etric Summary * | Include Appendix | Medians | Absorption Rate |
| Include Metric | s By: County | | | |
| | | alculated using a weighted average | of the median values for each | Sales Activity Charts |
| month that is included | а. | | | Active/Pending/Sold |
| MLS Filter | | | | ▼ New Pending Sales |
| MLS: | All | | | ▼ Pending Sales |
| IVILS: | All | | | ☑ Closed Sales |
| Listing Filters | | | | ✓ Avg/Med Sales Price |
| Property Types: | Condo/Townhouse/Apt | Single Family Residence | | Avg/Med Sales Price per Sq Ft |
| | CONDO/ FOWI HOUSE/Apt | Single Family Residence | | Avg/Med Sales Price vs Listing Price |
| Sales Types: | All | | | ✓ Avg/Med Sales Price vs Est Value |
| Price Range: | None | | | Distressed Charts |
| | | | | Distressed Listings |
| Location Filte | rs | | | ☐ Distressed Sales |
| State: | All | | | Data Tables Using 1/2018 data |
| County: | All | | | Listing Activity by ZIP |
| | | | | Listing Activity by Metro Area |
| ZIP Code: | Burlington, VT 05408 | Colchester, VT 05439 (| Colchester, VT 05446 | Sales Activity by ZIP |
| | Colchester, VT 05449 | | | Sales Activity by Metro Area |
| | | | | · · |



