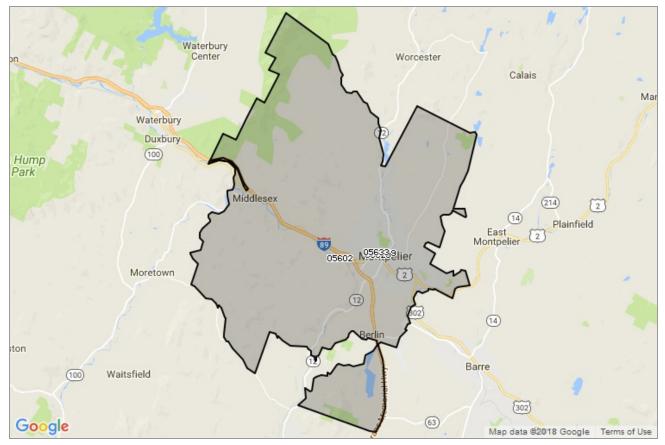


MARKET DATA REPORT

Montpelier



Report Characteristics

Report Name: Montpelier

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.

+/-	YTD 2017	YTD 2018	+/-	Jan 2017	Jan 2018	Key Metrics
						Listing Activity Charts Metrics
-88.9%	9	1	-88.9%	9	1	New Listing Count
-91.8%	\$3,397,600	\$279,000	-91.8%	\$3,397,600	\$279,000	New Listing Volume
-22.2%	36	28	-22.2%	36	28	Active Listing Count
-3.9%	\$11,671,400	\$11,212,300	-3.9%	\$11,671,400	\$11,212,300	Active Listing Volume
+23.5%	\$324,206	\$400,439	+23.5%	\$324,206	\$400,439	Average Listing Price
+5.2%	\$293,750	\$309,000	+5.2%	\$293,750	\$309,000	Median Listing Price
+35.9%	138	187.5	+35.9%	138	187.5	Median Days in RPR
-33.3%	6	4	-	_	_	Months of Inventory
+8.3%	16.67%	25%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
-16.7%	6	5	-16.7%	6	5	New Pending Sales Count
+45.7%	\$1,708,400	\$2,488,400	+45.7%	\$1,708,400	\$2,488,400	New Pending Sales Volume
+7.1%	14	15	+7.1%	14	15	Pending Sales Count
+50.5%	\$3,611,700	\$5,435,300	+50.5%	\$3,611,700	\$5,435,300	Pending Sales Volume
-42.9%	7	4	-42.9%	7	4	Closed Sales Count
-1.1%	\$1,359,400	\$1,345,000	-1.1%	\$1,359,400	\$1,345,000	Closed Sales Volume
+73.1%	\$194,200	\$336,250	+73.1%	\$194,200	\$336,250	Average Sales Price
+68.9%	\$185,000	\$312,500	+68.9%	\$185,000	\$312,500	Median Sales Price





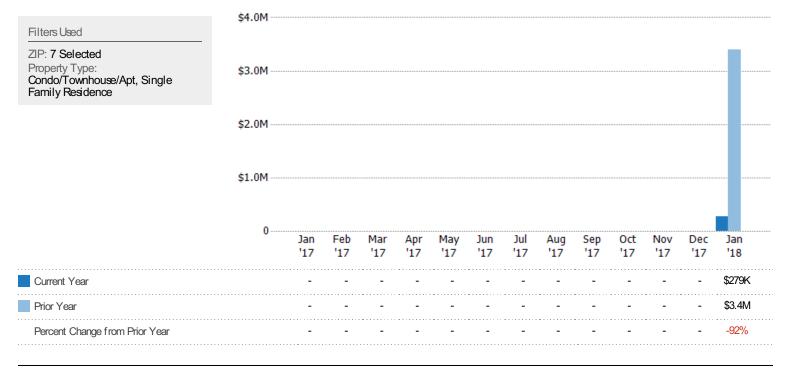
New Listings

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

Filters Used	10.00													
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50													
	5.00													
	2.50													
	0	Jan '17	Feb '17			May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-89%

New Listing Volume

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





Active Listings

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

Filters Used	60													
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	15													
	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
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	28
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	36
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%

Active Listing Volume

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

Filters Used	\$20.0M ······													
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	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
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.2M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-4%



Average Listing Price

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

	\$500K											,	
Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$400k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$324k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	24%

Median Listing Price

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

Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	<i>q</i> roon												
	0				Mary	1		Aug		0.4	Nev	Dec	
	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
Current Year	0 Jan	Feb	Mar	Apr	May '17		Jul	Aug '17	Sep '17				
Current Year Prior Year	0 Jan '17 -	Feb '17	Mar '17 -	Apr '17 -	May '17 -	'17 - -	Jul '17 -	'17 - -	'17 - -	'17 - -	'17 - -	'17	'18





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.

	\$500K ······												
Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0 Jan '17	Feb '17	Mar '17	Apr '17				Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$400K
Avg Listing Price as a % of Avg Est Value	e -	-	-	-	-	-	-	-	-	-	-	-	123%

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: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	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 Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$297K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$309K
Med Listing Price as a % of Med Est Value	e -	-	-	-	-	-	-	-	-	-	-	-	104%





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.

Filters Used	200												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	188
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	138
Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	36%

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: 7 Selected; Property Type: Condo/Townhouse/Apt, Single Family Residence

Washington	198									
	Ó	20	40	60	80	100	120	140	160	180

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: 7 Selected; Property Type: Condo/Townhouse/Apt, Single Family Residence

Washington	188									
	Ó	20	40	60	80	100	120	140	160	180





Months of Inventory

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

	20												
Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	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
Current Year	_	-	-	-	-	-	-	-	-	-	-	-	4
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5.14
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-22%

Absorption Rate

The percentage of inventory sold per month.

Filters Used	30%
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	20%

10% ------

	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	25%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	19%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%





Absorption Rate (By County)

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

Filters Used: ZIP: 7 Selected; Property Type: Condo/Townhouse/Apt, Single Family Residence

Washington	14.28 %							
	Ó	2%	4%	6%	8%	10%	12%	14%

Active/Pending/Sold Units

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

Filters Used	30												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	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
Active		·····											28
<u> </u>													
Pending	-	-	-	-	-	-	-	-	-	-	-	-	15
Sold	-	-	-	-	-	-	-	-	-	-	-	-	4





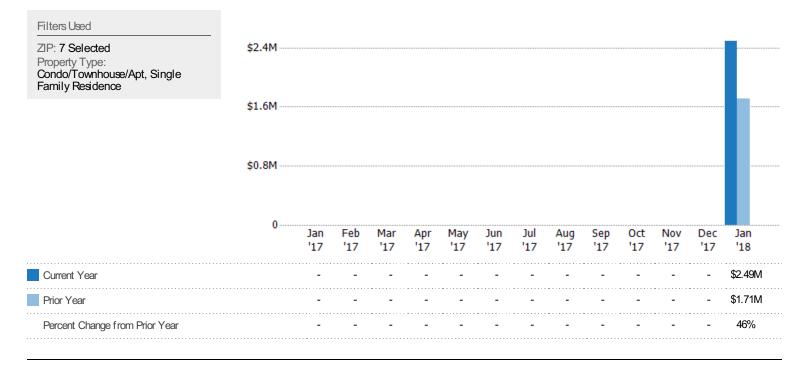
New Pending Sales

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

Filters Used	8.00													
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00													
	4.00													
	2.00													
	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
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%
Prior Year		-	-	- -	-	-	-		-	-	-	-	-	

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.





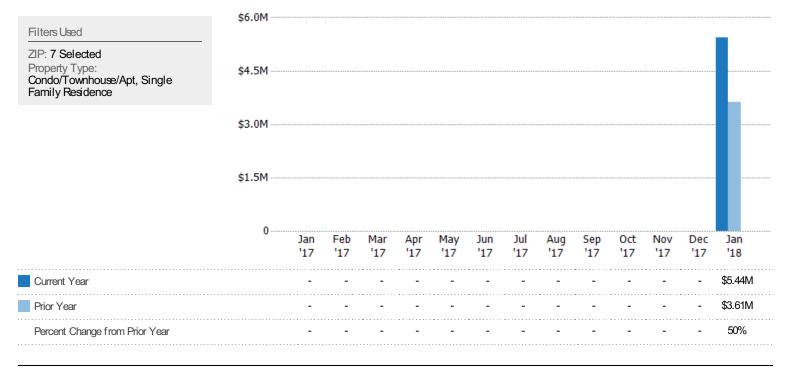
Pending Sales

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

Filters Used	20													
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
	0	Jan	Feb	Mar	Apr	Mav	Jun	Jul	Aua	Sep	Oct	Nov	Dec	Jan
		'17	'17	'17	'17	May '17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	15
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	14
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7%

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.





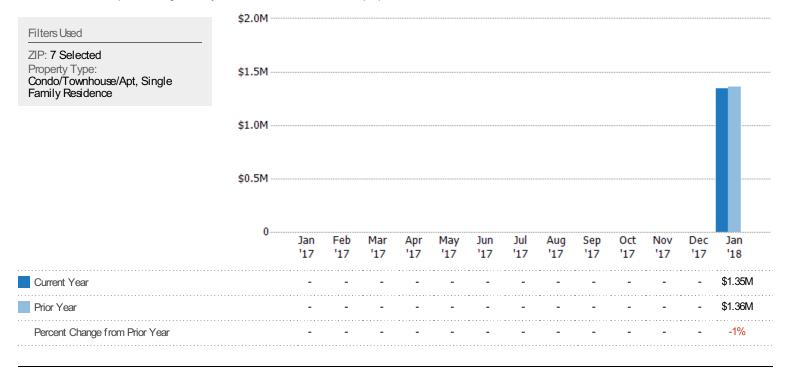
Closed Sales

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

Filters Used	8.00														
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00														
	4.00														
	2.00														
	2.00														
	0	Jan	Feb	Mar '17	Apr	May	Jun	Jul '17	Aug '17	Sep	Oct	Nov	Dec	Jan	
		'17	'17	.17	'17	'17	'17	.17	.17	'17	'17	'17	'17	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-43%	

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: 7 Selected Property Type:	80%														
Condo/Townhouse/Apt, Single Family Residence	70%														
	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jan			Apr		Jun		Aug	Sep	Oct	Nov	Dec	Jan	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	25%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	75%	

Closed Sales (By County)

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

Filters Used: ZIP: 7 Selected; Property Type: Condo/Townhouse/Apt, Single Family Residence

Washington	4								
	Ó	0.50	1.00	1.50	2.00	2.50	3.00	3.50	4.00





Average Sales Price

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

	\$400K												
Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	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
Current Year							-						
													\$336k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$336k \$194k

Median Sales Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	_	-	-	-	69%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$313K
	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
	\$100K												
	\$200K												
ZIP: 7 Selected Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$300K												
Filters Used	\$400K												





Average Sales Price vs Average Listing Price

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

	\$400K ······												
Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Jan '17	Feb '17	Mar '17	Apr '17	May '17		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$351k
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$336k
Avg Sales Price as a % of Avg List Price		-	-	-	-	-	-	-	-	-	-	-	96%

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												
Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Family Residence													
	\$200K												
	\$100K												
	0												
	Jan '17	Feb	Mar	Apr	May '17	Jun	Jul '17	Aug '17	Sep	0ct '17	Nov '17	Dec '17	Jan '18
	17	17	17	17	17	17	17	17	17	17	17	17	18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$337K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$313K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$500K ······												
Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0 Jan '17	Feb '17	Mar '17	Apr '17			Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$421k
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$351k
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	83%

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	\$500K												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	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 Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$421K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$337K
Med Sales Price as a % of Med Est Valu	ie -	-	-	-	-	-	-	-	-	-	-	-	80%



Appendix

VermontRealtors®

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: M	ontpelier			🗹 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		🗹 Averages	Months of Inventory						
🗹 Include Key M	etric Summary *	🗹 Include Appendix	🗹 Medians	Absorption Rate						
Minclude Metric	s By: County									
		calculated using a weighted average	of the median values for each	Sales Activity Charts						
month that is included	<i>d.</i>			Active/Pending/Sold						
MLS Filter				Vew Pending Sales						
	A.U.			Pending Sales						
MLS:	All			✓ Closed Sales						
Listing Filters				🗹 Avg/Med Sales Price						
•	Counde /Tourshause /Arst	Cinala Family Desidence		Avg/Med Sales Price per Sq Ft						
Property Types:	Condo/Townhouse/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 Filter	rs			Distressed Sales						
State:	All			Data Tables Using 1/2018 data						
County:	All			Listing Activity by ZIP						
				Listing Activity by Atro Area						
ZIP Code:	Montpelier, VT 05601	- · ·	Montpelier, VT 05603							
	Montpelier, VT 05604	Montpelier, VT 05609	Montpelier, VT 05620	Sales Activity by ZIP						
	Montpelier, VT 05633			Sales Activity by Metro Area						

