

Summary of Key Listing and Sales Metrics

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

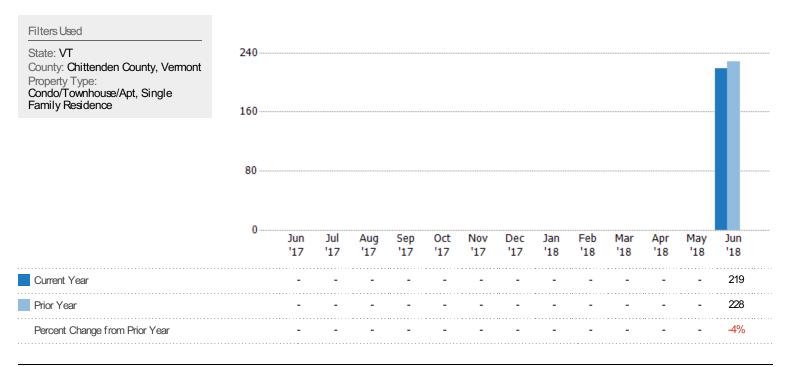
+/-	YTD 2017	YTD 2018	+/-	Jun 2017	Jun 2018	Key Metrics
						isting Activity Charts Metrics
-3.9%	228	219	-3.9%	228	219	New Listing Count
+9.2%	\$77,903,194	\$85,104,882	+9.2%	\$77,903,194	\$85,104,882	New Listing Volume
-30.5%	609	423	-30.5%	609	423	Active Listing Count
-23.1%	\$277,262,777	\$213,218,625	-23.1%	\$277,262,777	\$213,218,625	Active Listing Volume
+10.7%	\$455,275	\$504,063	+10.7%	\$455,275	\$504,063	Average Listing Price
+2.6%	\$389,900	\$399,900	+2.6%	\$389,900	\$399,900	Median Listing Price
-23%	74	57	-23%	74	57	Median Daysin RPR
-33.8%	3	2	-	_	_	Months of Inventory
+16.9%	33.17%	50.12%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-18.9%	185	150	-18.9%	185	150	New Pending Sales Count
-13%	\$61,914,969	\$53,892,649	-13%	\$61,914,969	\$53,892,649	New Pending Sales Volume
-3.4%	294	284	-3.4%	294	284	Pending Sales Count
+2.5%	\$101,450,252	\$103,974,532	+2.5%	\$101,450,252	\$103,974,532	Pending Sales Volume
-29.2%	212	150	-29.2%	212	150	Closed Sales Count
-26%	\$70,945,650	\$52,466,475	-26%	\$70,945,650	\$52,466,475	Closed Sales Volume
+4.5%	\$334,649	\$349,777	+4.5%	\$334,649	\$349,777	Average Sales Price
-2.3%	\$307,000	\$299,950	-2.3%	\$307,000	\$299,950	Median Sales Price





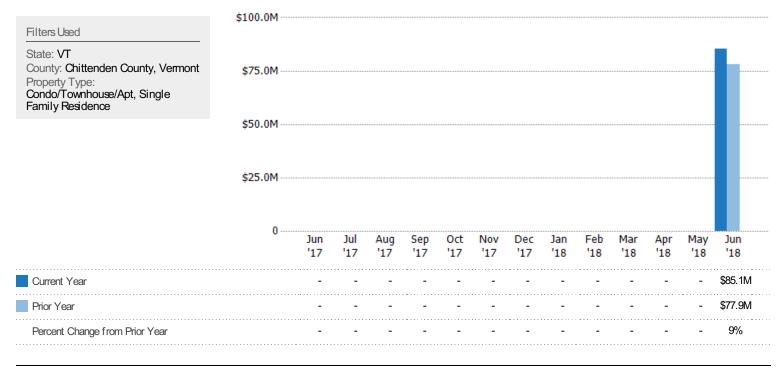
New Listings

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.



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Active Listings

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

Filters Used	880													
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	660													
	440													
	220													
	0	Jun	Jul	Aug	Con	0.4	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
		'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	423
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	609
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-31%

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	\$400.0M ······											,		
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300.0M													
	\$200.0M													
	\$100.0M													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
			17					17	10	10	10		10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$213M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$277M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-23%





Average Listing Price

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

	\$600K ······												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K 0 Jun	Jul	Aug	Sep	Oct	Νον	Dec	Jan	Feb	Mar	Apr	May	 Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$504K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$455K
Percent Change from Prior Year	_		_	_	_	_	-	-	-	_	_	_	11%

Median Listing Price

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

Filters Used	\$400K ······												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$400K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$390K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%
Percenil Ghange from Phor Year	-	-	-	-	-	-		-	-	-	-	-	3%





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.

	\$600K ······												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K ······												
	\$150K												
	0												
	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$479K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$504K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	105%

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.

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Filters Used	\$400K ······												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0		-	_			_	_			_		_
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$379K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$400K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%





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.

	80												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	60												
Family Residence													
	40												
	20												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	.17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	57
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	74
Percent Change from Prior Year	_	_	_										000/
Ŭ						-	-	-	_		-		-23%

Months of Inventory

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

Filters Used	6.00												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50												
	3.00												
	1.50												
	Jun	Jul	Aug			Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	_	-	-	-	-	-	-	-	-	-	-	-	3.71
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.85
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%





Absorption Rate

The percentage of inventory sold per month.

	30%												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
	10%												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
		17	17							10	10		
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	27%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	26%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Active/Pending/Sold Units

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

	500												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	375												
	250												
	105												
	125												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	423
Pending	-	-	-	-	-	-	-	-	-	-	-	-	284
Sold	-	-	-	-	-	-	-	-	-	-	-	-	150





New Pending Sales

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

	200													
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Jun	Jul	Aug			Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	150
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	185
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-19%

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 State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$54.0M \$36.0M													
	\$18.0M													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
		/												
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$53.9M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$61.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-13%



Pending Sales

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

Filters Used	400													
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	300													
	200													
	100													
	0	lup	1 I	Aug	Con	0.4	Neu	Dec	1-0	Fab	Mar	Apr	May	lue
		Jun '17	Jul '17	Aug '17	'17	'17	Nov '17	'17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	284
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	294
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-3%

Pending Sales Volume

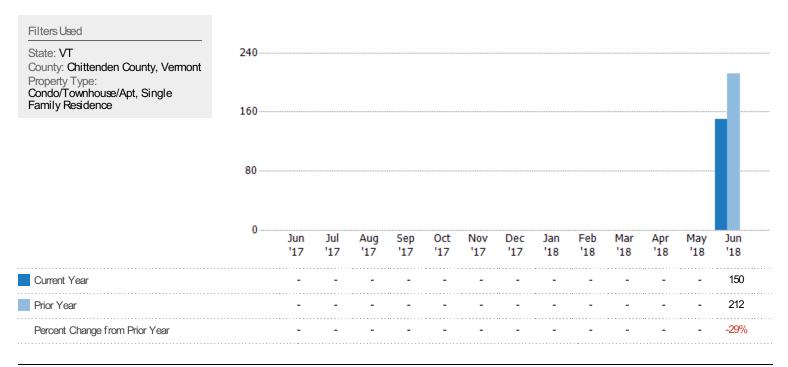
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$200.0M											,		
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150.0M													
	\$100.0M													
	\$50.0M													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$104M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$101M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2%



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.

Filters Used	\$80.0M ······													
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$60.0M													
Family nesdence	\$40.0M													
	\$20.0M													
	0	2	2.1	A	C	0.4		D	1	F- L				
		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$52.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$70.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-26%



Closed Sales by Property Type

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

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Average Sales Price

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

Filters Used	\$400K												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
,	\$200K												
	\$100K												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$350K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$335k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%





Median Sales Price

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

	\$400K ······												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K 0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$307K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

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	\$400K ······												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$355K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$350K
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.

	\$400K ······												
Filters Used													
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	\$100K												
	0 Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$301K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
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	-	-	-	-	-	-	-	-	-	-	-	-	91%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$355K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$389K
	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	\$100K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
Filters Used State: VT County: Chittenden County, Vermont	\$300K												
Elléere Llee el	\$400K ······												





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.

	\$400K ······												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$316K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$301K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	95%

