

# Summary of Key Listing and Sales Metrics

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

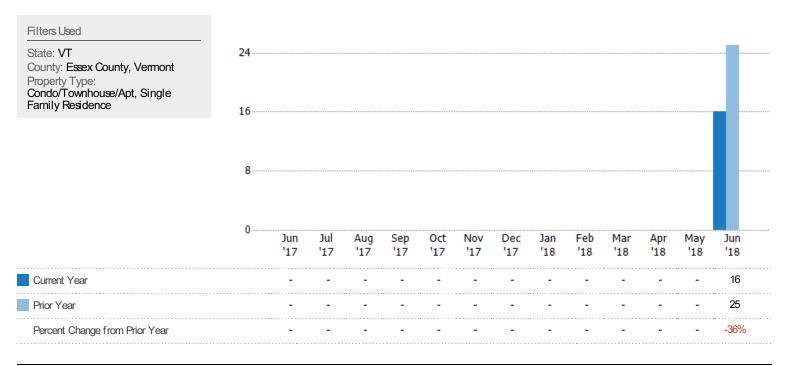
+ / -	YTD 2017	YTD 2018	+ / -	Jun 2017	Jun 2018	Key Metrics
						isting Activity Charts Metrics
-36%	25	16	-36%	25	16	New Listing Count
-39.2%	\$4,554,500	\$2,768,750	-39.2%	\$4,554,500	\$2,768,750	New Listing Volume
-34.2%	120	79	-34.2%	120	79	Active Listing Count
-37.1%	\$20,350,594	\$12,810,600	-37.1%	\$20,350,594	\$12,810,600	Active Listing Volume
-4.4%	\$169,588	\$162,159	-4.4%	\$169,588	\$162,159	Average Listing Price
-3%	\$149,450	\$145,000	-3%	\$149,450	\$145,000	Median Listing Price
-26.9%	145	106	-26.9%	145	106	Median Days in RPR
-17.7%	12	9.9	-	_	_	Months of Inventory
+1.8%	8.33%	10.13%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+_	8	8	+	8	8	New Pending Sales Count
+0.7%	\$1,116,500	\$1,124,200	+0.7%	\$1,116,500	\$1,124,200	New Pending Sales Volume
+18.2%	11	13	+18.2%	11	13	Pending Sales Count
-1.3%	\$1,709,400	\$1,687,200	-1.3%	\$1,709,400	\$1,687,200	Pending Sales Volume
+25%	8	10	+25%	8	10	Cloæd Sales Count
+3.2%	\$1,122,800	\$1,158,500	+3.2%	\$1,122,800	\$1,158,500	Cloæd Sales Volume
-17.5%	\$140,350	\$115,850	-17.5%	\$140,350	\$115,850	Average Sales Price
-9%	\$132,950	\$121,000	-9%	\$132,950	\$121,000	Median Sales Price





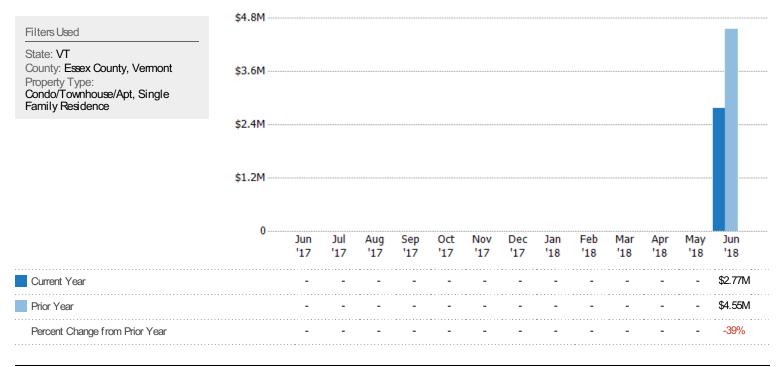
# New Listings

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.





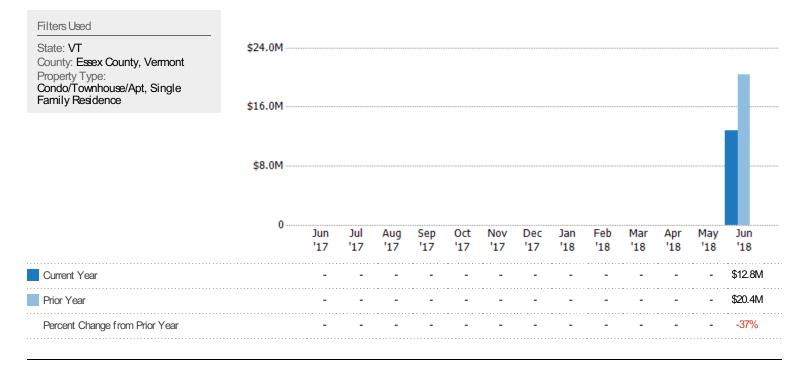
# Active Listings

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

Filters Used	200														
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150														
	100														
	50														
	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		-	-	-	-	-	-	-	-	-	-	-	-	79	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	120	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-34%	

#### Active Listing Volume

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





#### Average Listing Price

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

Filters Used	\$200K												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$162K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%

#### Median Listing Price

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

Filters Used	\$200K ······												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0	11	Au.a	Con	0.4	Nev	Dec	1-10	Eab	Mar	Apr	Mov	lup
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Percent Change from Prior 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.

	\$200K												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$127K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$162K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	128%

#### 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.

Filters Used	\$200K												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	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 Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$114K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
Med Listing Price as a % of Med Est Value	_	-	-	-	-	-	-	-	-	-	-	-	128%





# 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 State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50 0 Jun '17		Aug '17	Sep '17	Oct	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	106
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	145
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-27%

#### Months of Inventory

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

	200												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0 Jun	Jul	Aug				Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11.3
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17.1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-34%





#### Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	
	5%

	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	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

# Active/Pending/Sold Units

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

	80												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	60												
Family Residence	40												
	20												
	20												
	20······												
	20 0 Jun '17	Jul '17	Aug '17			Nov '17		Jan '18	Feb '18		Apr '18	May '18	Jur
Active	0 Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jui '18
Active Pending	0 Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jur '18 79 13





# New Pending Sales

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

	8.80														
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	6.60														
	4.40														
	2.20														
	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		-	-	-	-	-	-	-	-	-	-	-	-	8	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
PriorExtra 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.

Filters Used	\$2.0M ······													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M													
	\$1.0M													
	\$0.5M													
	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
					1/	17				10	10	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.12M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.12M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1%





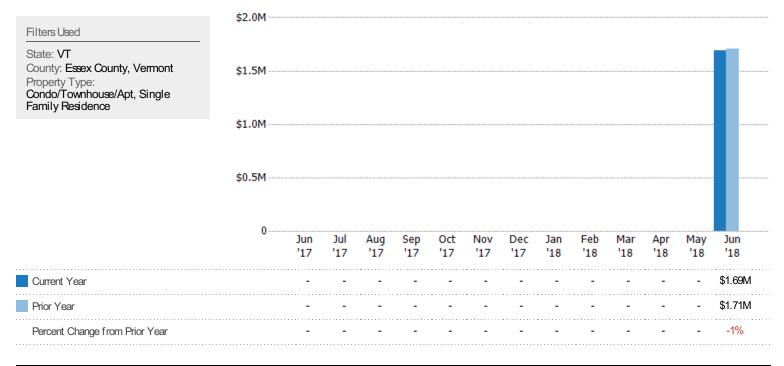
# Pending Sales

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

	20													
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	_													
	5													
	0													
	0	Jun	Jul	Aug	Sep	0ct	Nov		Jan	Feb		Apr	May	Jun
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	13
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	18%

#### 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	20.00													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00													
	10.00													
	5.00													
	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
					1/		17				10			
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	25%

# **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.

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	)
		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	
	0														
	10%														
	20%														
	30%														
	40%														
	50%														
Family Residence	60%														
Property Type: Condo/Townhouse/Apt, Single	70%														
State: VT County: Essex County, Vermont	80%														
Filters Used	90%														
	100%														

#### Average Sales Price

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

Filters Used	\$200K												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$116K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$140K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-17%





# Median Sales Price

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

	\$200K ······												
Filters Used													
State: VT County: Essex County, Vermont	\$150K												
	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$100K												
	\$50K												
	0												
	Jun	Jul	Aug	Sep	Oct		Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$121K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$133K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-9%

#### Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-												92%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$116K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$126K
	0 Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	\$100K \$50K												
County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used State: VT County Form County Vermont	\$200K												
	\$200K ······												





# Median Sales Price vs Median Listing Price

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

	\$200K ······												
Filters Used													
State: VT	A1501/												
County: Essex County, Vermont Property Type:	\$150K												
Property Type: Condo/Townhouœ/Apt, Single Family Residence													
Fairing Residence	\$100K												
	\$50K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Median Sales Price			<u>-</u>							<u>-</u>			\$121K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	82%

#### 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	-	-	-	-	-	-	-	-	-	-	-	-	76%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$126K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$166K
	0 Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	\$50K												
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$100K												
Filters Used State: VT County: Essex County, Vermont	\$150K												
	\$200K ······												





# 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.

	\$200K ······												
Filters Used State: VT County: Essex County, Vermont	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$100K												
	\$50K												
	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	17	17	17	10	10	10	10	10	10
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$166K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	89%

