

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	Jun 2018	Jun 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	145	150	-3.3%	145	150	-3.3%
New Listing Volume	\$60,783,000	\$46,741,383	+30%	\$60,783,000	\$46,741,383	+30%
Active Listing Count	595	778	-23.5%	595	778	-23.5%
Active Listing Volume	\$251,006,743	\$288,354,417	-13%	\$251,006,743	\$288,354,417	-13%
Average Listing Price	\$421,860	\$370,635	+13.8%	\$421,860	\$370,635	+13.8%
Median Listing Price	\$279,000	\$248,250	+12.4%	\$279,000	\$248,250	+12.4%
Median Daysin RPR	133	158	-15.8%	133	158	-15.8%
Months of Inventory	_	_	-	8.3	11.1	-25.6%
Absorption Rate	_	_	+-	12.1%	9%	+3.1%
Sales Activity Charts Metrics			1			
New Pending Sales Count	74	82	-9.8%	74	82	-9.8%
New Pending Sales Volume	\$20,826,895	\$19,649,599	+6%	\$20,826,895	\$19,649,599	+6%
Pending Sales Count	107	118	-9.3%	107	118	-9.3%
Pending Sales Volume	\$27,350,599	\$31,490,800	-13.1%	\$27,350,599	\$31,490,800	-13.1%
Closed Sales Count	50	72	-30.6%	50	72	-30.6%
Closed Sales Volume	\$14,638,100	\$18,999,743	-23%	\$14,638,100	\$18,999,743	-23%
Average Sales Price	\$292,762	\$263,885	+10.9%	\$292,762	\$263,885	+10.9%
Median Sales Price	\$277,500	\$180,000	+54.2%	\$277,500	\$180,000	+54.2%



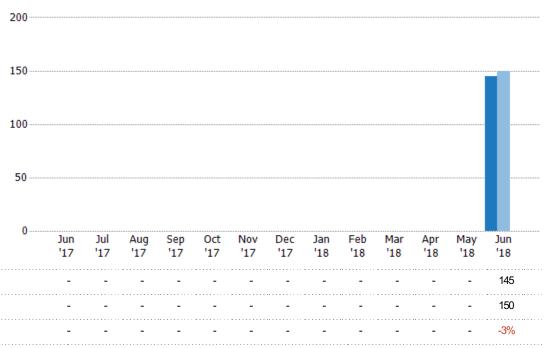




New Listings

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





New Listing Volume

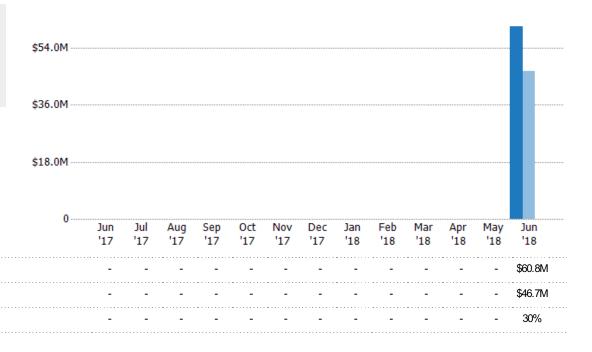
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year



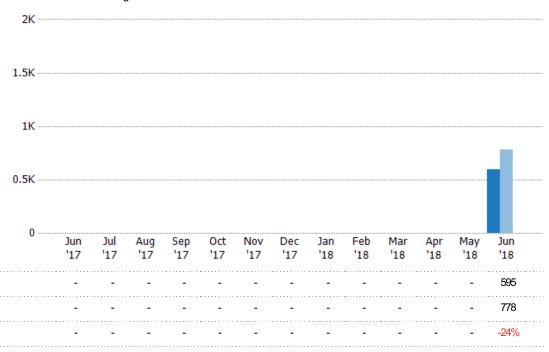


Active Listings

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

Filters Used

State: VT
County: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Active Listing Volume

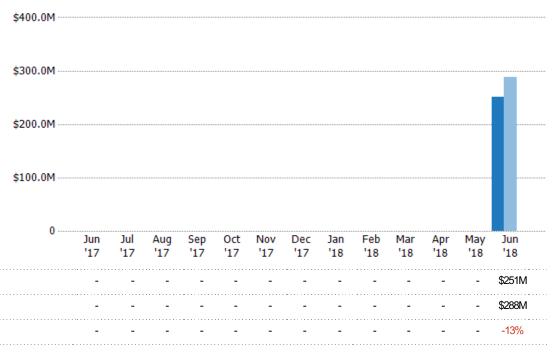
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year

\$422K

\$371K



Market Data Report

Average Listing Price

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

Filters Used	\$500K								 			
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K								 			
Family Residence	\$250K								 			
	\$125K								 			
	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Mar '18	Apr '18	May '18	Jun '18

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

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

Filters Used
State: VT
County: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$225K	 	 		 	 	 	
\$150K							
\$75K	 	 		 	 	 	
0	 	 		 	 		
		 		 	 		 Jun
0 Jun	 	 	Nov '17	 	 	 May	 Jun
0 Jun	 	 		 	 	 May '18	Jun '18



Current Year
Prior Year

Percent Change from Prior Year



122%



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.

Eller Head	\$500K												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
ramily Residence	\$250K												
	\$125K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$345k
Ava Listina Price	-		_	_		_	_	_	_	_		-	\$422k

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.

State: VT
County: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Listing Price as a % of Avg Est Value

0K	 		***************************************								
5K	 										
									Apr	May	Ju
_	Aua	Sep	Oct	Nov	Dec						
Jun '17	Aug '17	Sep '17	0ct '17	'17	'17	'18	'18	'18	'18	'18	'1
Jun	Aug '17	Sep '17	0ct '17	'17	'17 -	'18	'18	'18			



Median Est Value

Median Listing Price

Med Listing Price as a % 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

	200												
Filters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	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	-	-	-	-	-	-	=.	-	-	-	-	-	133
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	158
Percent Change from Prior Year	_	_										_	-16%

Months of Inventory

Percent Change from Prior Year

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

	20												
Filters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	5												
	5 0 Jun '17	Jul '17	Aug '17	Sep '17		Nov '17		Jan '18	Feb '18		Apr '18	May '18	Ju
Current Year		Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	'1 11



-19%



5%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT

County: Windham County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence



	0												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

Active/Pending/Sold Units

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

Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

Διια Sen Oct Nov Dec lan Feh Mar Δnr Mav
Aug Sep Oct Nov Dec Jan Feb Mar Apr Mav I
'17 '17 '17 '17 '17 '18 '18 '18 '18 '18
17 17 17 17 10 10 10 10 10
'17 '17 '17 '17 '17 '18 '18 '18 '18



Active Pending

Sold



Current Year

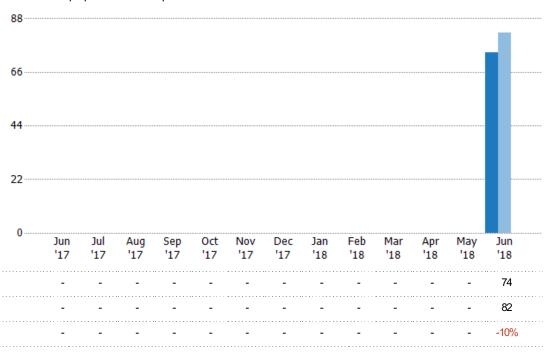
Prior Year

Market Data Report

New Pending Sales

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



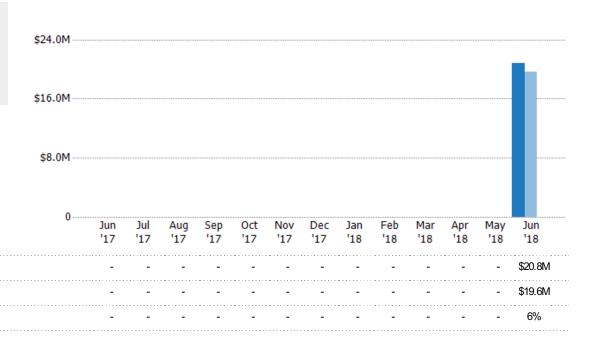


New Pending Sales Volume

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.

State: VT
County: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year

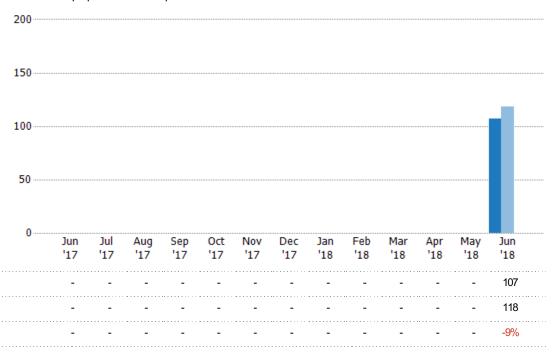




Pending Sales

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





Pending Sales Volume

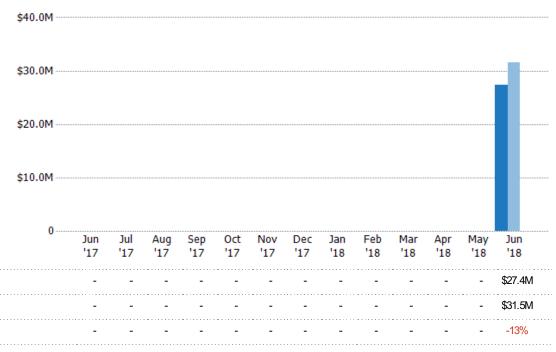
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year



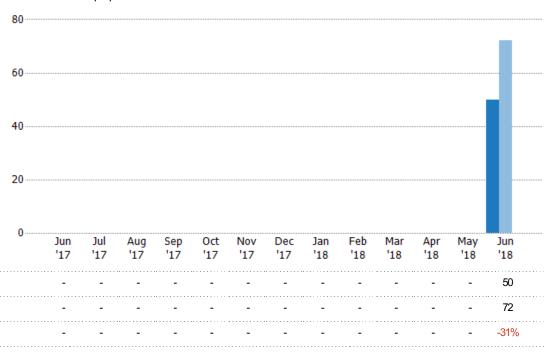


Closed Sales

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

Filters Used

State: VT
County: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



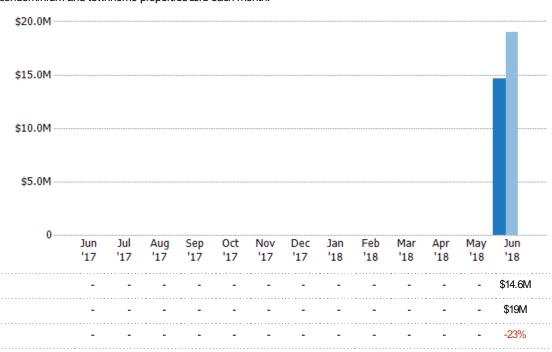
Closed Sales Volume

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
State: VT
County: Windham County, Vermont
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.

Filters Used

State: VT

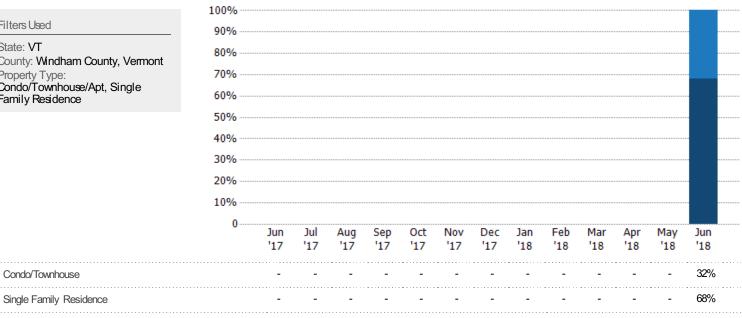
County: Windham County, Vermont

Property Type:

Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse

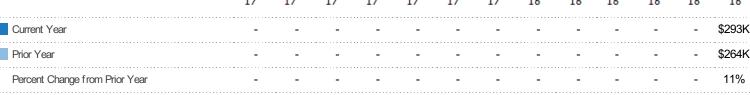


Average Sales Price

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

Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

\$300K \$225K \$150K \$75K 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 \$293K \$264K





May

'18

'18

Jun

'18



Market Data Report

Median Sales Price

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

0.

Filters Used	\$300K
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K
Family Residence	\$150K
	\$75K

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$278K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
 Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	54%

'17

'17

'17

'17

Nov

'17

Dec

'17

'18

'18

'18

Average Sales Price vs Average Listing Price

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

State: VT
County: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg List Price

\$400K												
\$300K												
\$200K												
\$100K												
0 Jun '17		Aug '17										
-	-	-	-		-	-	-	_	- -	-	- -	\$316K
												\$3 ION
-	-	-	-	-	-	-	-	-	-	-	-	\$293K



Avg List Price

Avg Sales Price





Median List Price

Median Sales Price

Market Data Report

Median Sales Price vs Median Listing Price

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

Filters Used
State: VT County: Windham County, Vermont Property Type:
Condo/Townhouse/Apt, Single Family Residence

455511												
\$225K												
\$150K												
\$75K												
0												
Jun '17		Aug '17										Jun '18
-	-	-	-	-	-	-	-	-	-	-	-	\$282K
-	-	-	-	-	-	-	-	-	-	-	-	\$278K
-	-	-	-	-	-	-	-	-	-	-	-	98%

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.

State: VT
County: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

)K	 							
)K	 		 	 	 			
0	 		 	 	 			
0 Jun						Apr	May	 Jun
•		Sep '17						
Jun						Apr	May	Jun



Avg Est Value

Avg Sales Price





Elfore Honel

Median Est Value

Median Sales Price

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
State: VT
County: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Med Sales Price as a % of Med Est Value

\$300K												
\$225K												
\$150K				•••••								
\$75K												
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
-	-	-	-	-	-	-	-	-	-	-	-	\$187K
-	- -	-	-	-	-	-	-	-	-	-	-	\$282K



