

Summary of Key Listing and Sales Metrics

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

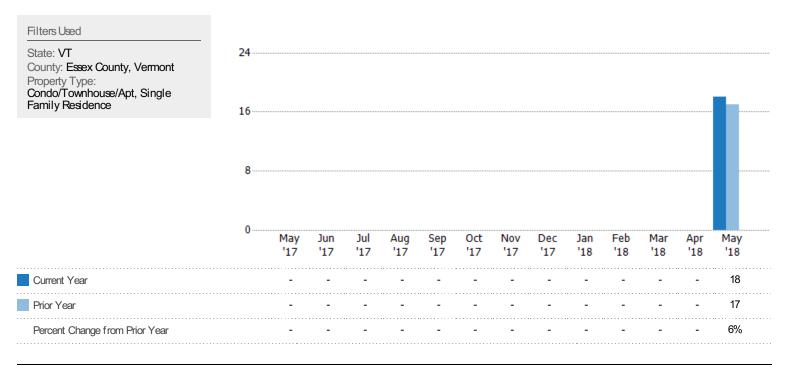
+/-	YTD 2017	YTD 2018	+ / -	May 2017	May 2018	Key Metrics
						Listing Activity Charts Metrics
+5.9%	17	18	+5.9%	17	18	New Listing Count
-30.2%	\$4,375,500	\$3,053,400	-30.2%	\$4,375,500	\$3,053,400	New Listing Volume
-23.6%	106	81	-23.6%	106	81	Active Listing Count
-25.3%	\$17,624,494	\$13,168,550	-25.3%	\$17,624,494	\$13,168,550	Active Listing Volume
-2.2%	\$166,269	\$162,575	-2.2%	\$166,269	\$162,575	Average Listing Price
+12.3%	\$129,000	\$144,900	+12.3%	\$129,000	\$144,900	Median Listing Price
-15%	206	175	-15%	206	175	Median Daysin RPR
-67.3%	35.3	11.6	-	_	_	Months of Inventory
+5.8%	2.83%	8.64%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+333.3%	3	13	+333.3%	3	13	New Pending Sales Count
+335.7%	\$355,000	\$1,546,800	+335.7%	\$355,000	\$1,546,800	New Pending Sales Volume
+41.7%	12	17	+41.7%	12	17	Pending Sales Count
+10.2%	\$1,994,500	\$2,198,829	+10.2%	\$1,994,500	\$2,198,829	Pending Sales Volume
+	7	7	+	7	7	Closed Sales Count
+56.5%	\$724,144	\$1,133,600	+56.5%	\$724,144	\$1,133,600	Closed Sales Volume
+56.5%	\$103,449	\$161,943	+56.5%	\$103,449	\$161,943	Average Sales Price
+91%	\$89,000	\$170,000	+91%	\$89,000	\$170,000	Median Sales Price





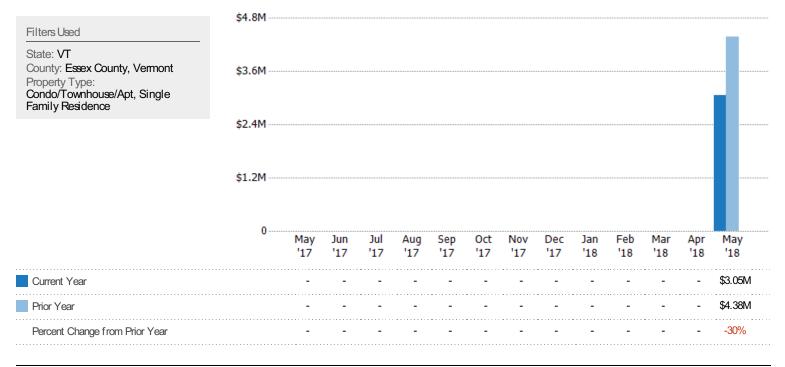
New Listings

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.



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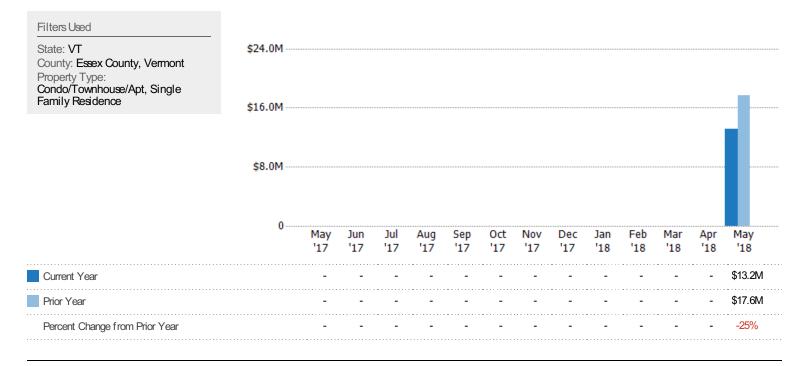
Active Listings

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	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17		Jan '18		Mar '18	Apr '18	May '18
														81
Current Year		-	-		-			-			-			
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	106
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-24%

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.

	\$200K												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K 0 May	Jun	Jul	Aug	Sep	0ct		Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$163K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$166K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

Median Listing Price

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

Percent Change from Prior Year	_	_				_					_		12%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$129K
Current Year	-	-	-	-		-		-	-	-	-	-	\$145K
	May '17	Jun '17	Jul '17	'17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	\$50K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K												
Filters Used State: VT County: Essex County, Vermont	\$150K												
	\$200K												





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	\$150K												
Family Residence	61.0.0K												
	\$100K												
	\$50K												
	0			•									
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$125K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$163K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	131%

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												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$115K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	127%





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.

	300												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	,5												
	0												
	May '17	Jun	Jul	Aug	Sep	Oct		Dec	Jan	Feb	Mar	Apr	May
	.17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	175
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	206
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%

Months of Inventory

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

Filters Used													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single	23												
Family Residence	15												
	8												
	8												
	8												
	8 May '17		Jul	Aug '17		Oct	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Ma '11
Current Year	'17 -	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17	Jan '18 -	Feb '18	Mar '18 -	Apr '18 -	'1 16
Current Year Prior Year	'17 -	Jun '17 -	Jul '17 -	Aug	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17	Jan '18 -	Feb '18	Mar '18 -	Apr '18 -	'1 16





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												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
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.

State: VT										
County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	68									
	45	 		 						
	23	 		 	 					
	23									
	0									
			Aug '17			Jan '18	Feb '18	Mar '18	Apr '18	Ma
Active	0 May					Jan	Feb	Mar	Apr	Ma
Active Pending	0 May					Jan	Feb	Mar	Apr	May '18



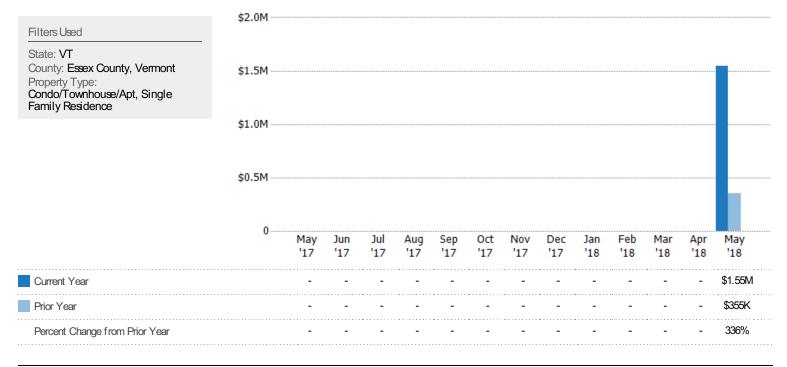
New Pending Sales

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

	20													
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5				A			Next						
		May '17	Jun	Jul	Aug '17	Sep	Oct	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
		17	17	17	17	17	17	17	17	10	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	13
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	333%

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.

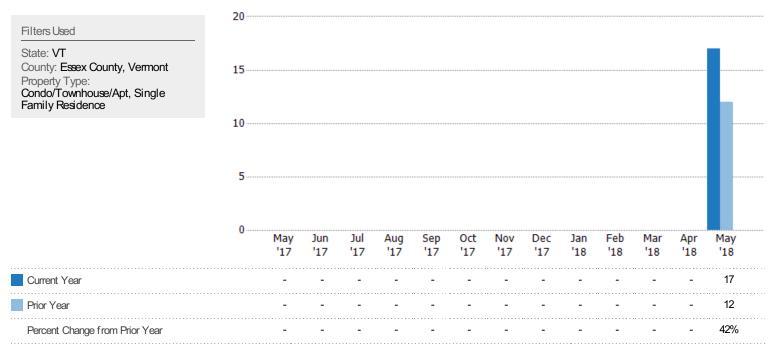






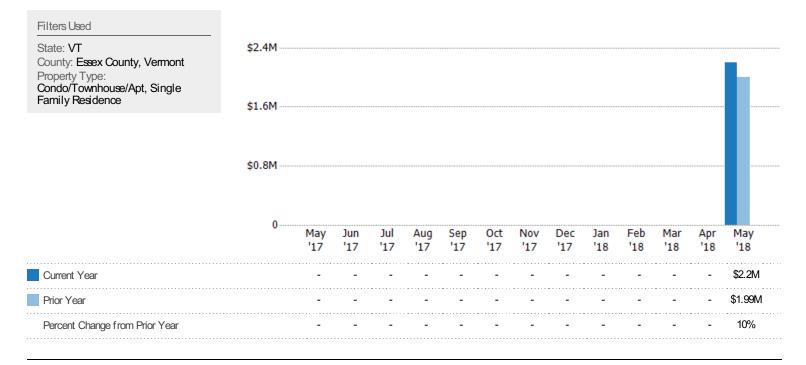
Pending Sales

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



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.







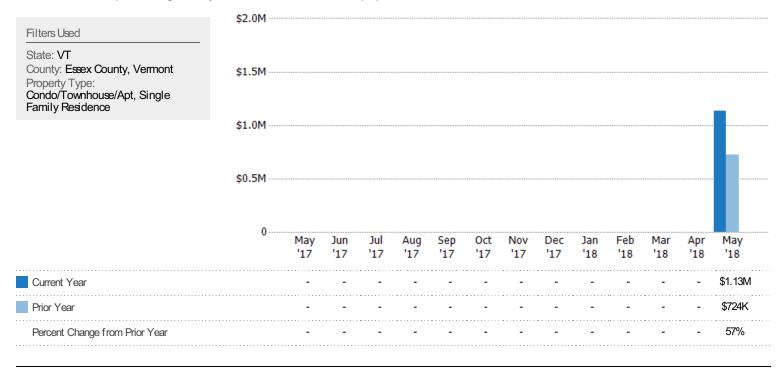
Closed Sales

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

Filters Used	8.00														
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00														
	4.00														
	2.00														
	0	May	Jun			Sep		Nov	Dec	Jan		Mar	Apr	May	
		'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

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%	
	Ū	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '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

Percent Change from Prior Year

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	_		-	_			_	_			_		
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$162K	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$103K	



57%



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 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K 0 May '17	Jun '17				0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$89K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	91%

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	\$200K												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence	\$100K												
	\$50K												
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$167K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$162K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%





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 County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$100K												
	\$50K												
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%

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	-	-	-	-	-	-	-	-	-	-	-	-	117%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$167K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$143K
	\$50K 0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Family Residence	\$100K												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used	\$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 Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K 0 May '17	Jun '17	-			0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$143K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	122%

