

Summary of Key Listing and Sales Metrics

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

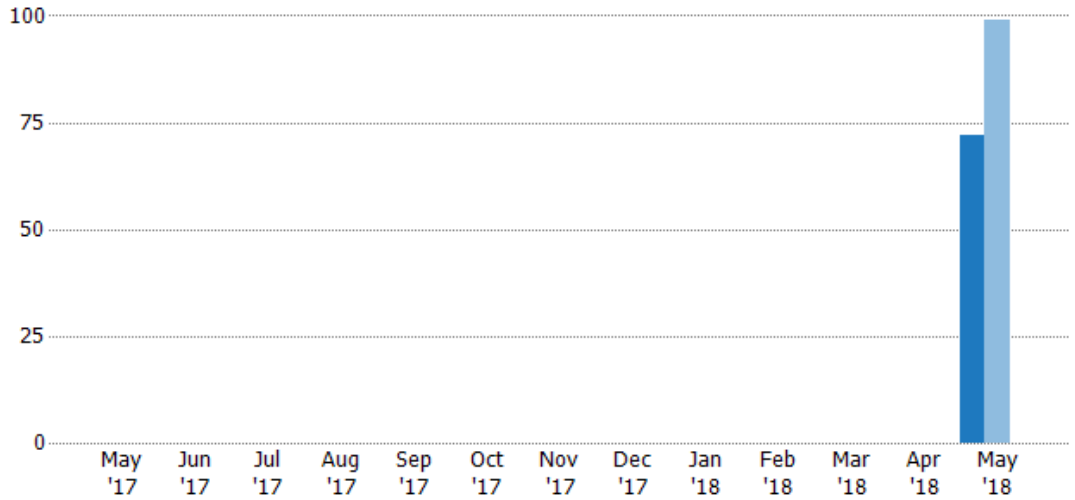
| Key Metrics | May 2018 | May 2017 | + / - | YTD 2018 | YTD 2017 | + / - |
|--|---------------|---------------|--------|---------------|---------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 72 | 99 | -27.3% | 72 | 99 | -27.3% |
| New Listing Volume | \$20,849,999 | \$21,485,644 | -3% | \$20,849,999 | \$21,485,644 | -3% |
| Active Listing Count | 371 | 472 | -21.4% | 371 | 472 | -21.4% |
| Active Listing Volume | \$104,819,278 | \$118,508,679 | -11.6% | \$104,819,278 | \$118,508,679 | -11.6% |
| Average Listing Price | \$282,532 | \$251,078 | +12.5% | \$282,532 | \$251,078 | +12.5% |
| Median Listing Price | \$219,000 | \$189,900 | +15.3% | \$219,000 | \$189,900 | +15.3% |
| Median Days in RPR | 148 | 196 | -24.5% | 148 | 196 | -24.5% |
| Months of Inventory | - | - | - | 13.3 | 10 | +31.9% |
| Absorption Rate | - | - | +/- | 7.55% | 9.96% | -2.4% |
| Sales Activity Charts Metrics | | | | | | |
| New Pending Sales Count | 53 | 38 | +39.5% | 53 | 38 | +39.5% |
| New Pending Sales Volume | \$11,049,399 | \$6,904,900 | +60% | \$11,049,399 | \$6,904,900 | +60% |
| Pending Sales Count | 79 | 56 | +41.1% | 79 | 56 | +41.1% |
| Pending Sales Volume | \$16,760,149 | \$9,921,400 | +68.9% | \$16,760,149 | \$9,921,400 | +68.9% |
| Closed Sales Count | 35 | 28 | +25% | 35 | 28 | +25% |
| Closed Sales Volume | \$6,666,735 | \$5,478,500 | +21.7% | \$6,666,735 | \$5,478,500 | +21.7% |
| Average Sales Price | \$190,478 | \$195,661 | -2.6% | \$190,478 | \$195,661 | -2.6% |
| Median Sales Price | \$164,200 | \$166,050 | -1.1% | \$164,200 | \$166,050 | -1.1% |

New Listings

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

Filters Used

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



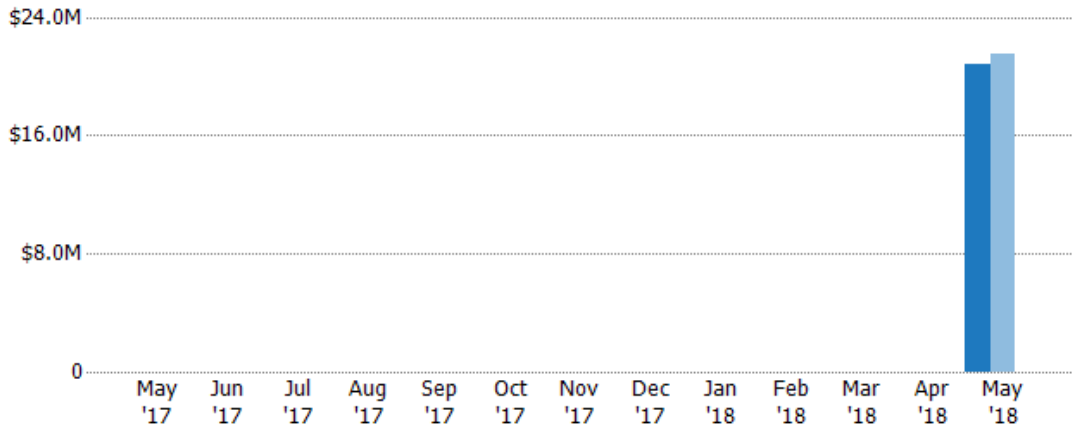
| | | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 72 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 99 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -27% |

New Listing Volume

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

Filters Used

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



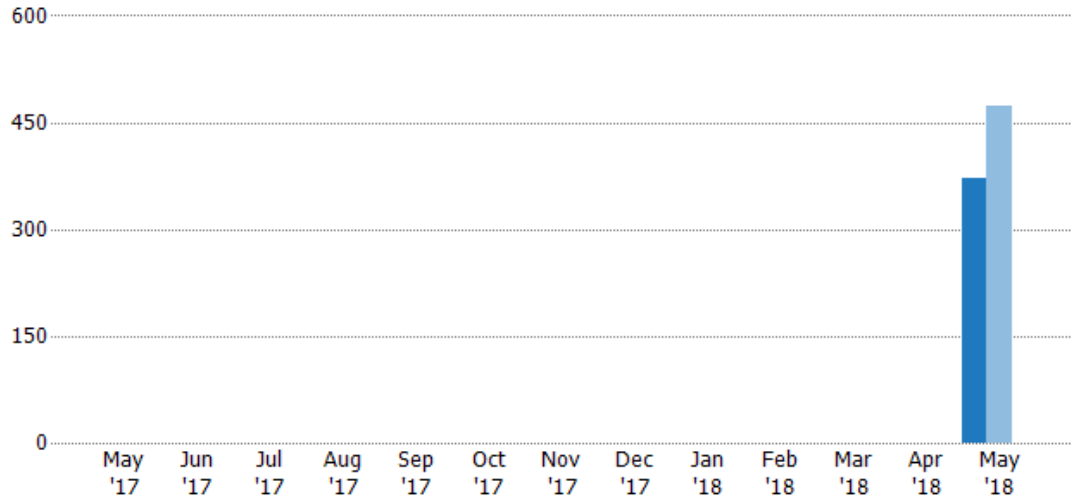
| | | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | - | \$20.8M |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | \$21.5M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -3% |

Active Listings

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

Filters Used

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



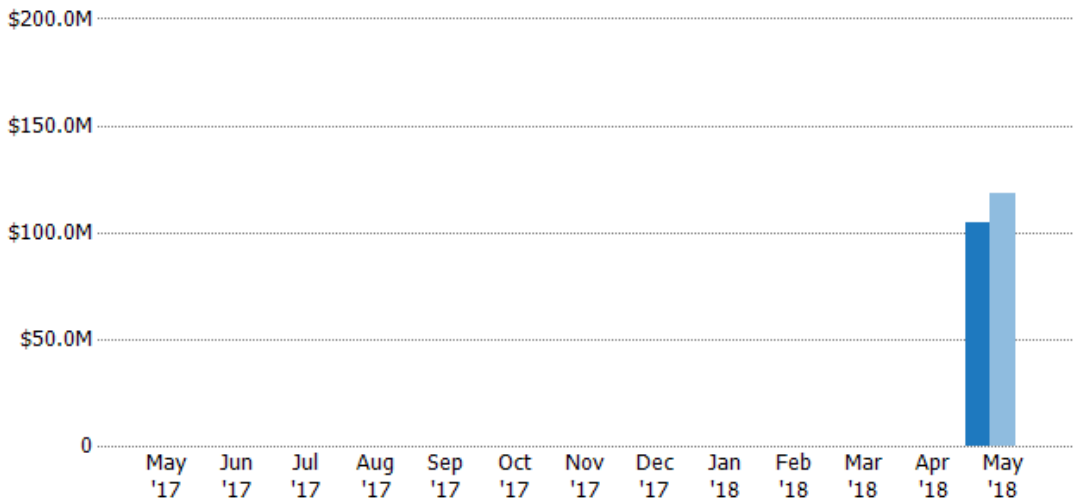
| | | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 371 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 472 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -21% |

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

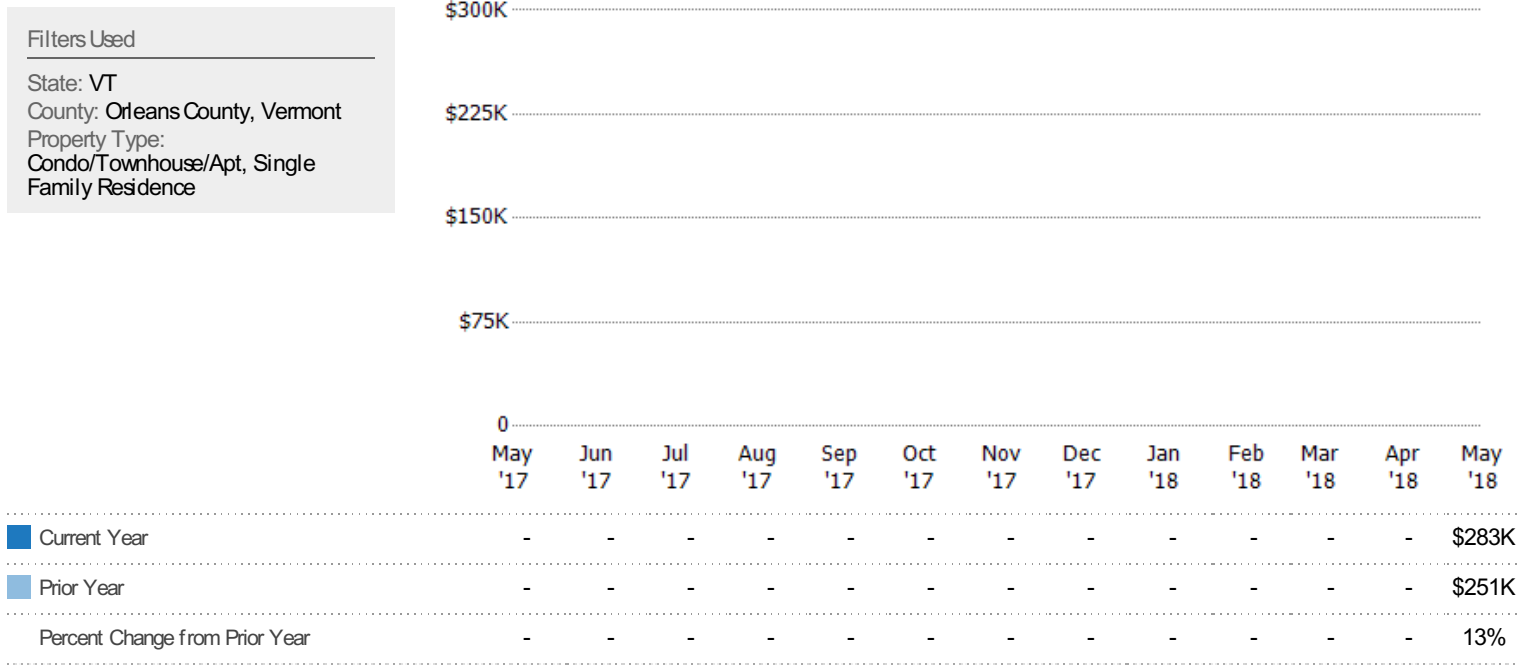
State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



| | | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | - | \$105M |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | \$119M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -12% |

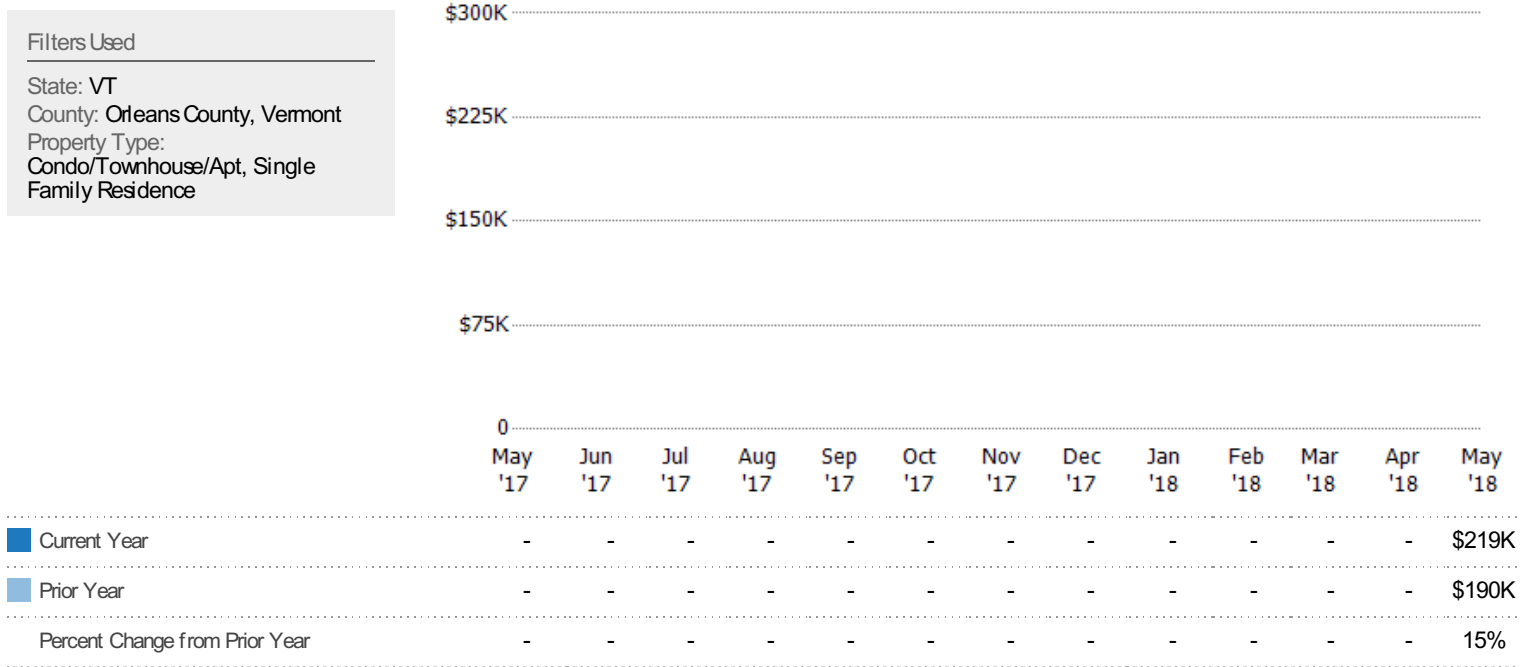
Average Listing Price

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



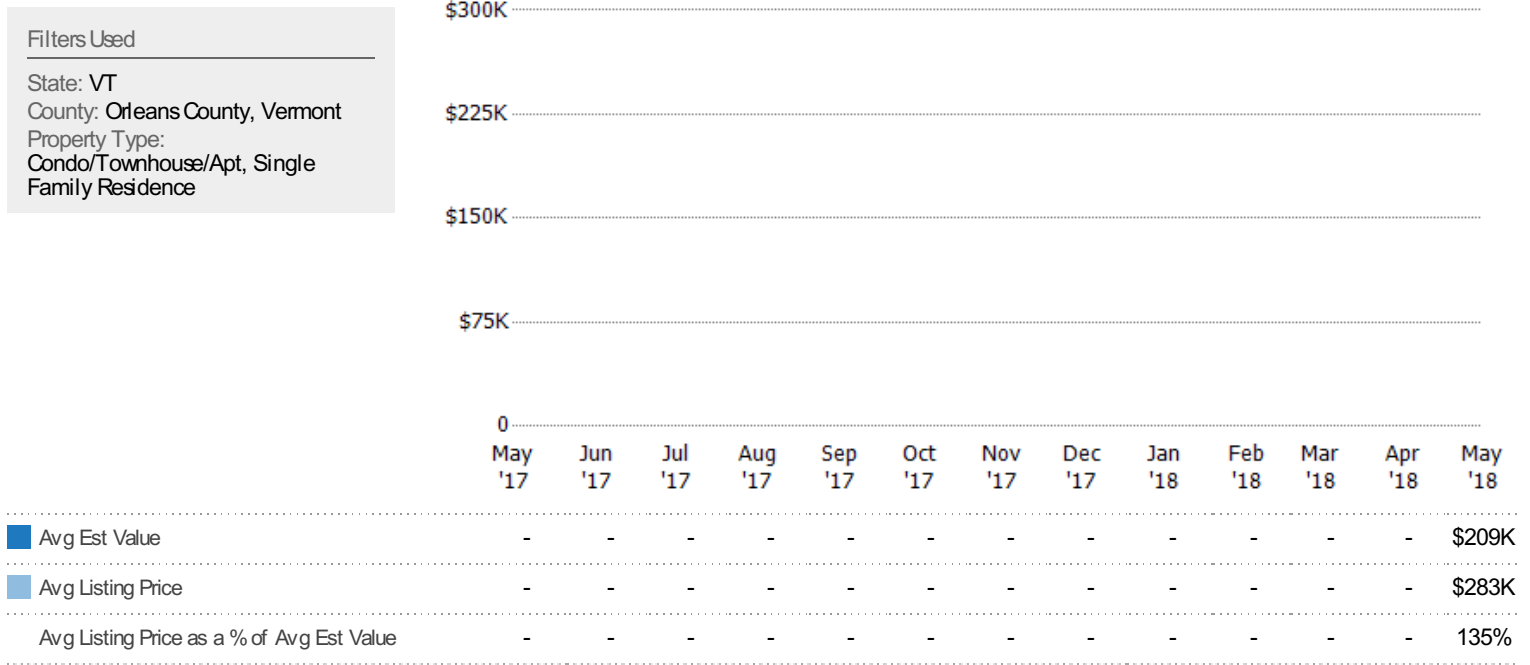
Median Listing Price

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



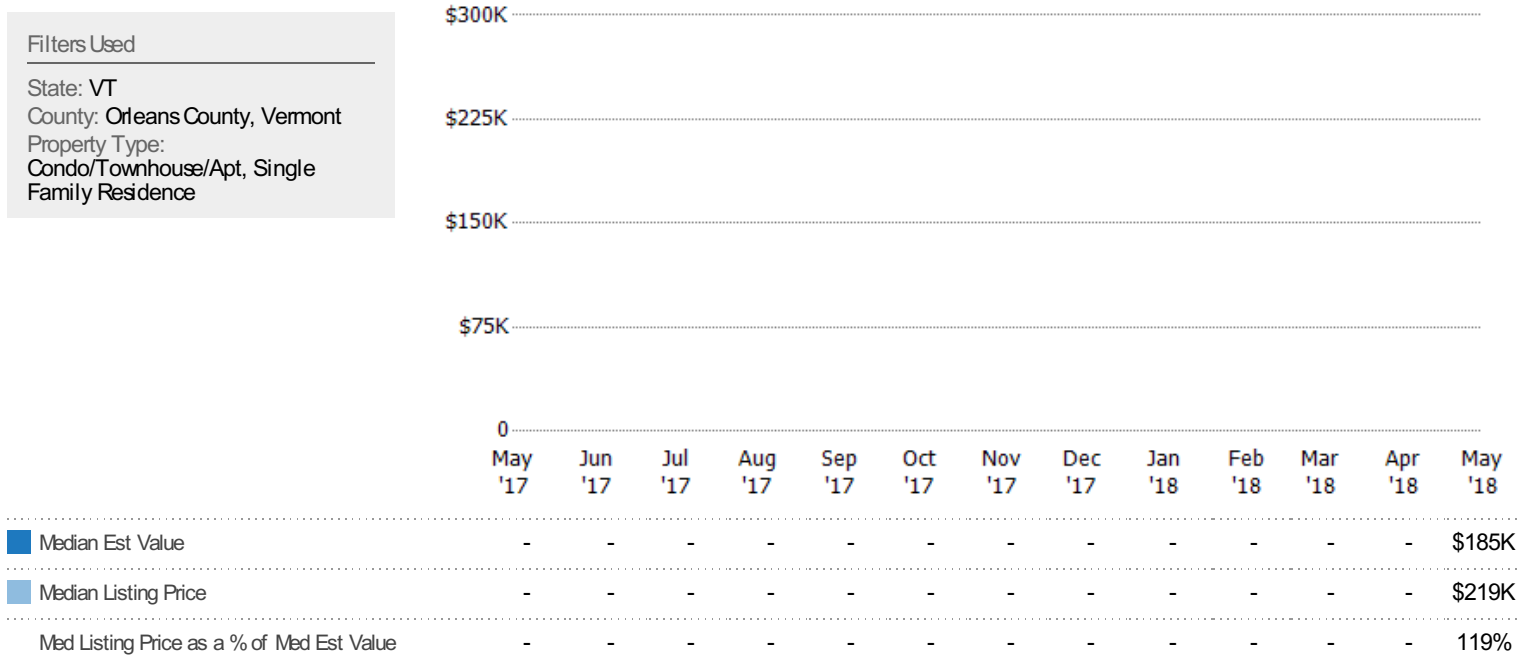
Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



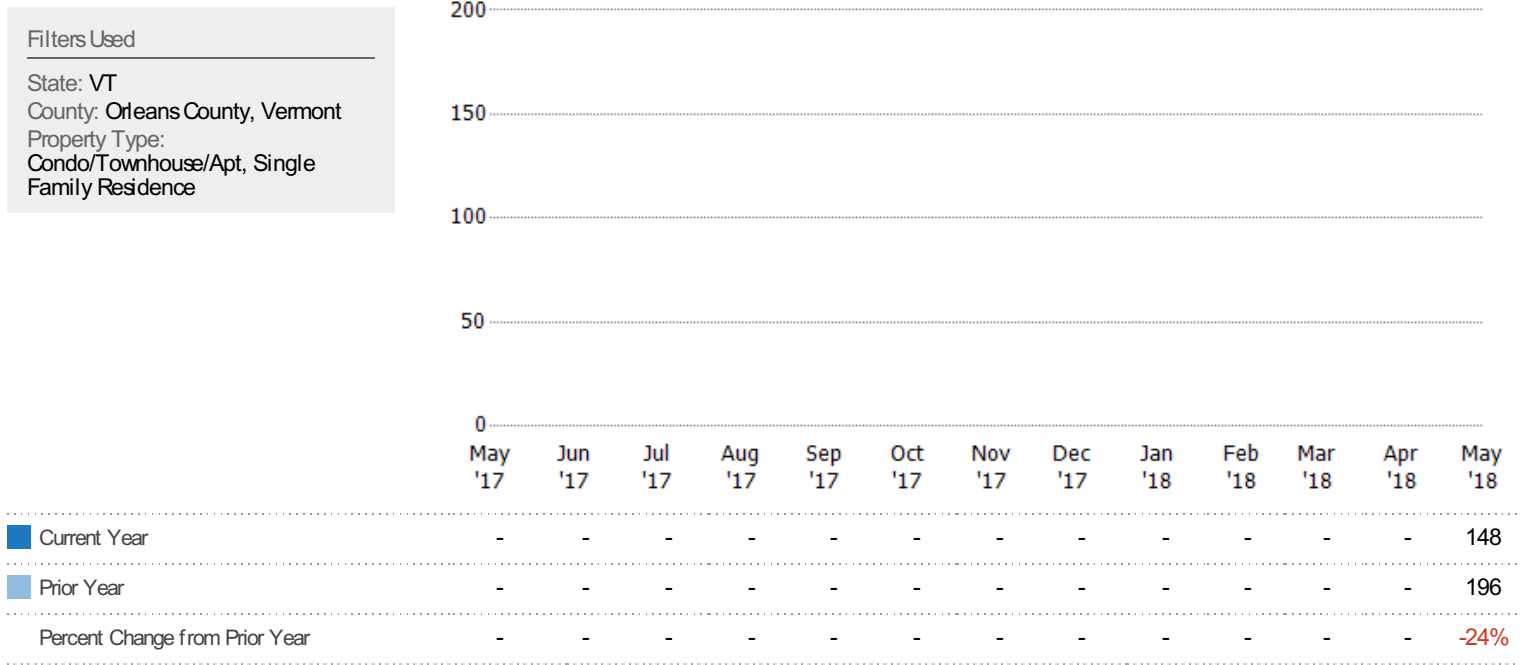
Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.



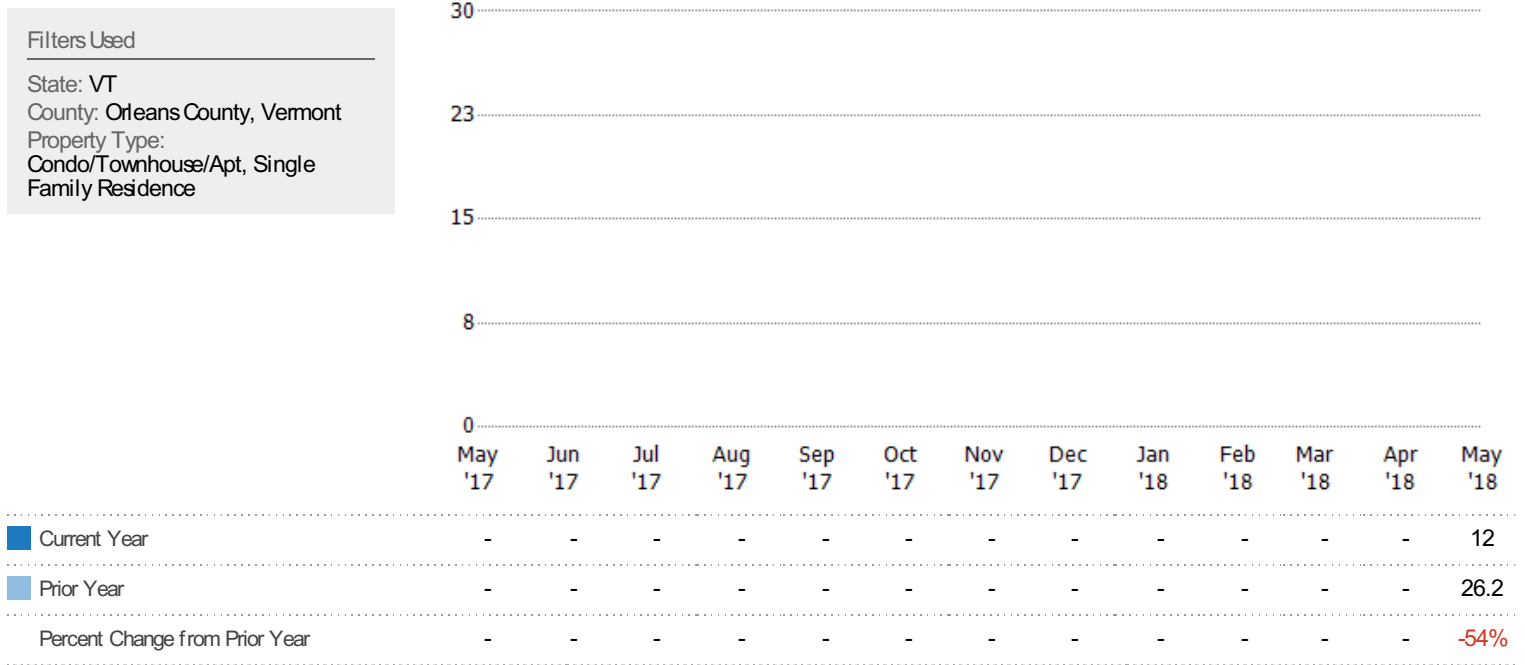
Median Days in RPR

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.



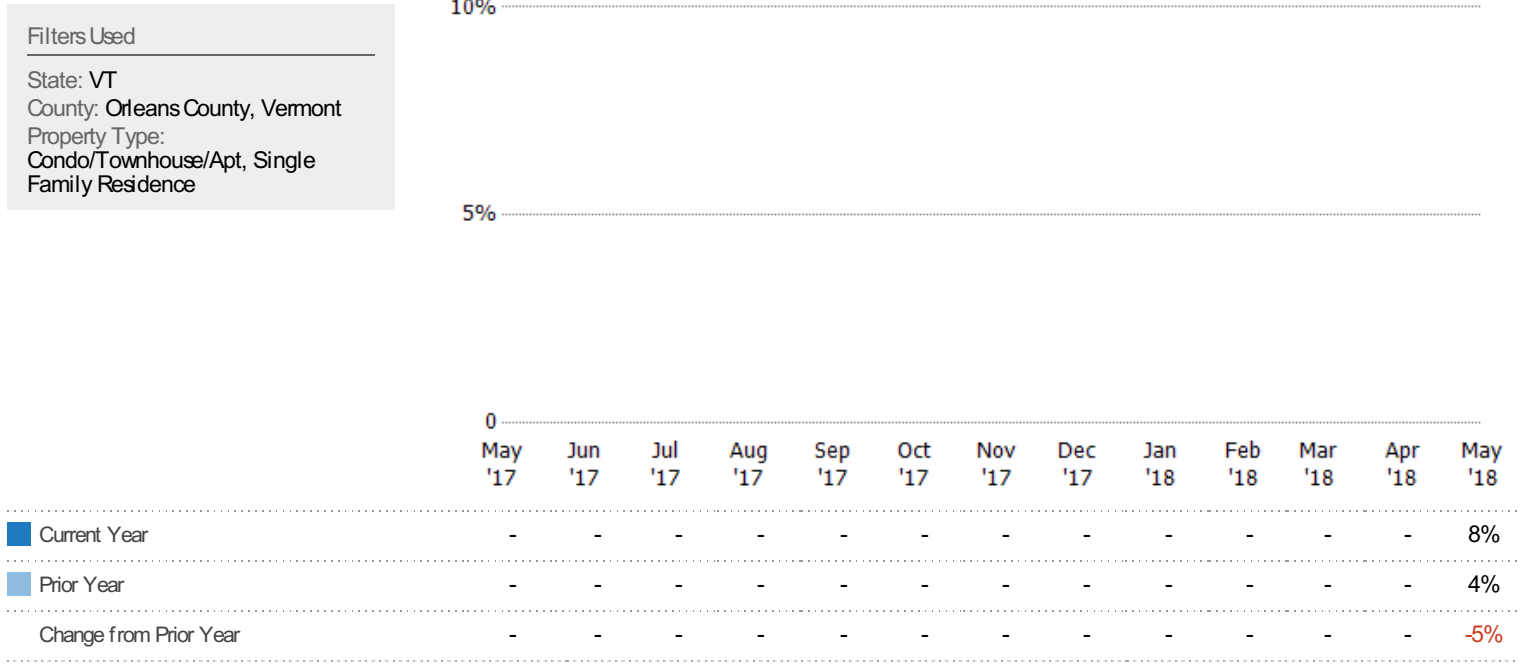
Months of Inventory

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



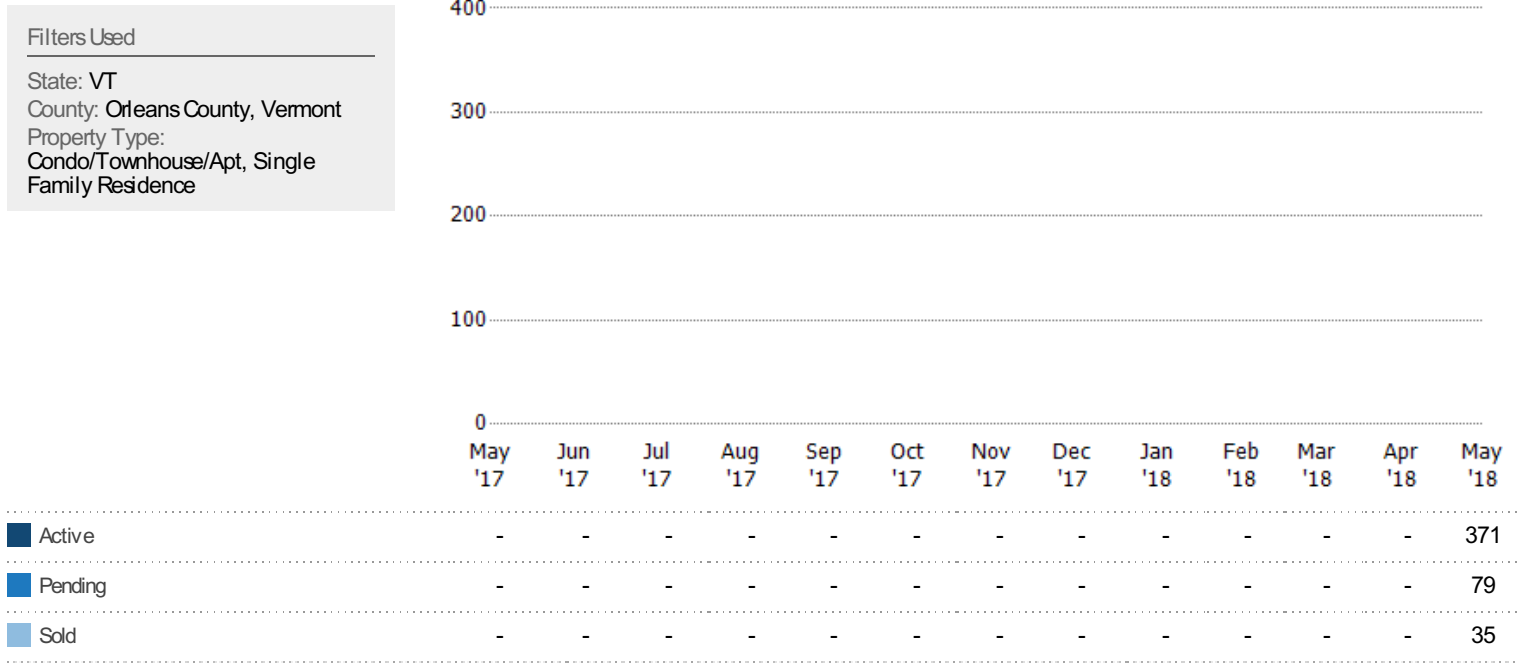
Absorption Rate

The percentage of inventory sold per month.



Active/Pending/Sold Units

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

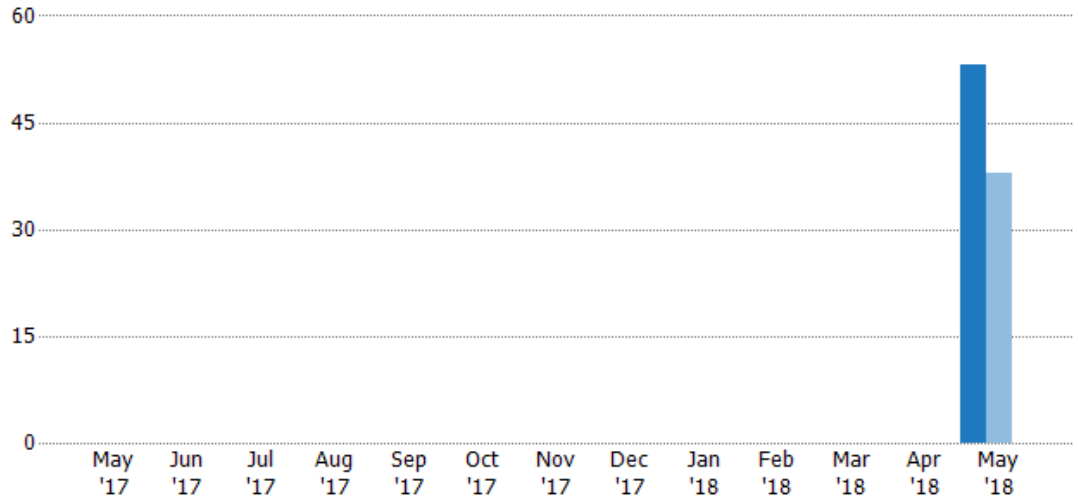


New Pending Sales

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

Filters Used

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



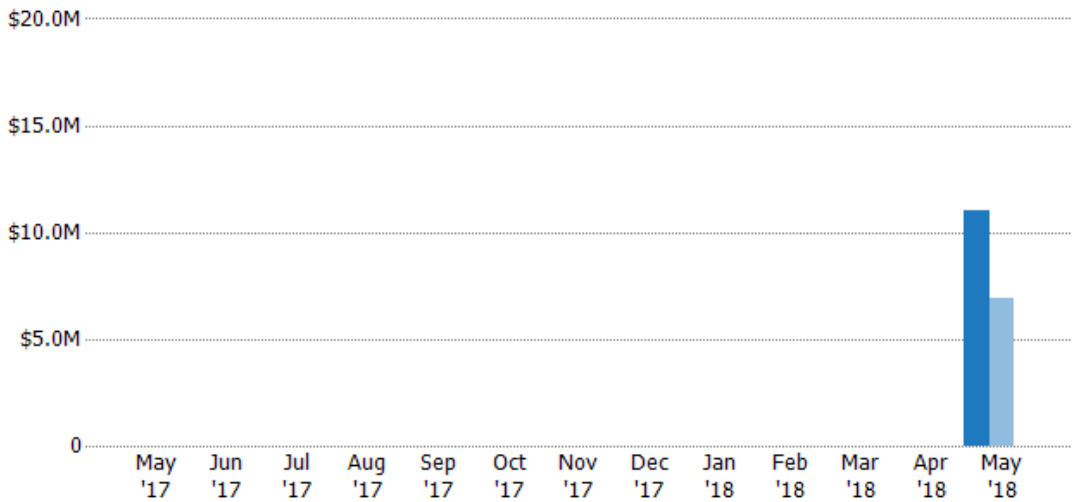
| | | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 53 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 38 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 39% |

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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



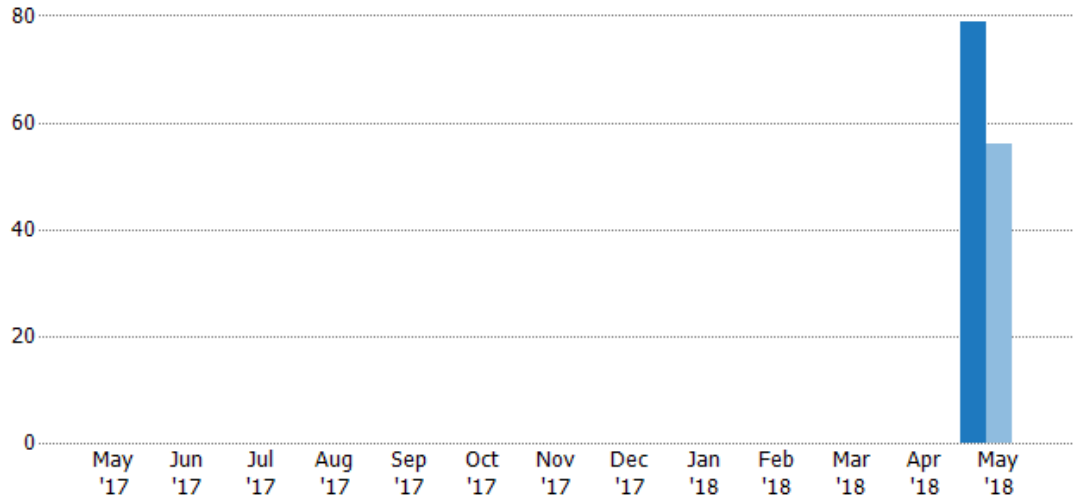
| | | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | - | \$11M |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | \$6.9M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 60% |

Pending Sales

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

Filters Used

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



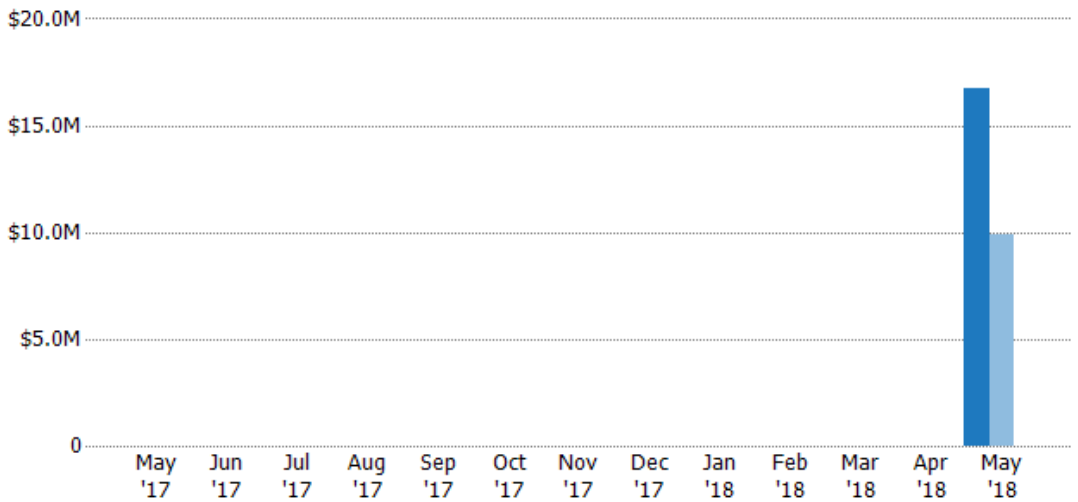
| | | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 79 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 56 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 41% |

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

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



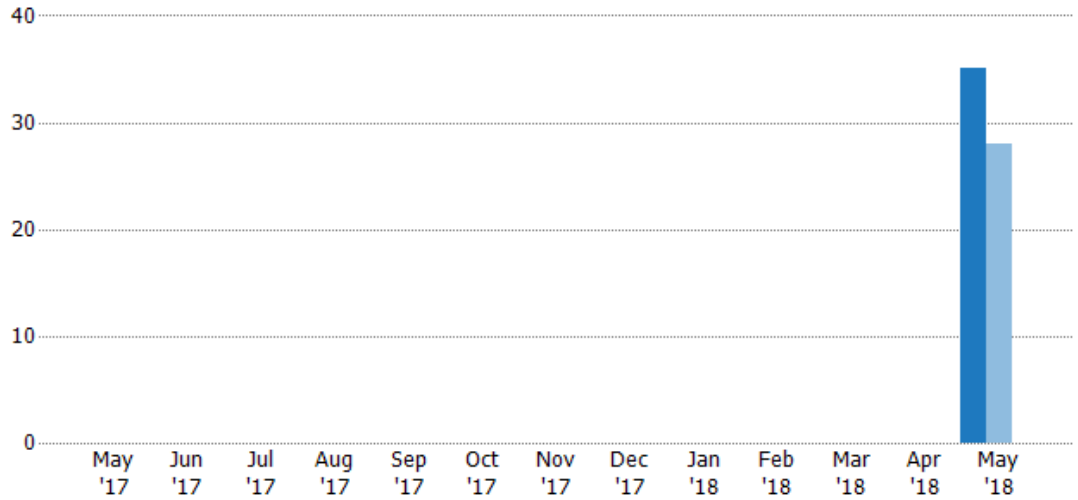
| | | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | - | \$16.8M |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | \$9.92M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 69% |

Closed Sales

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

Filters Used

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



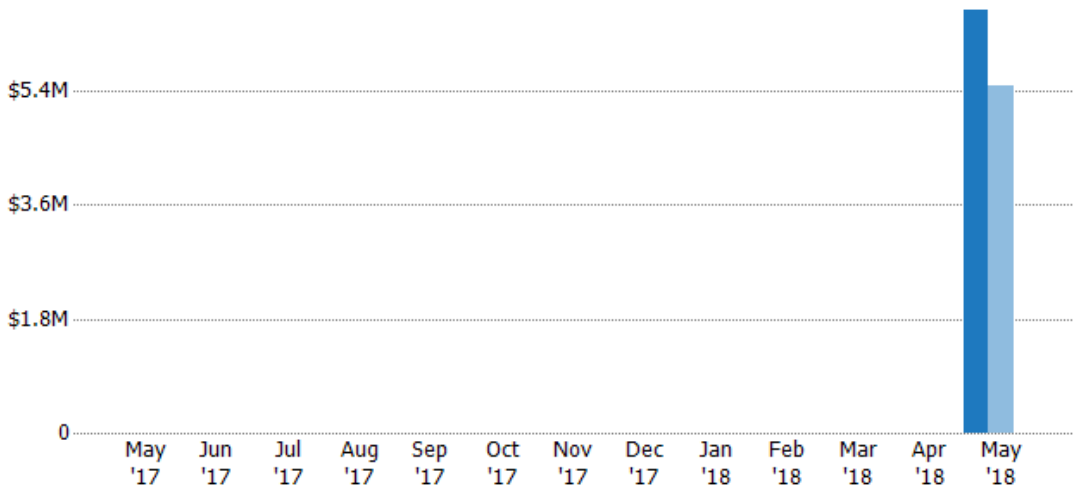
| | | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 35 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 28 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 25% |

Closed Sales Volume

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

Filters Used

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



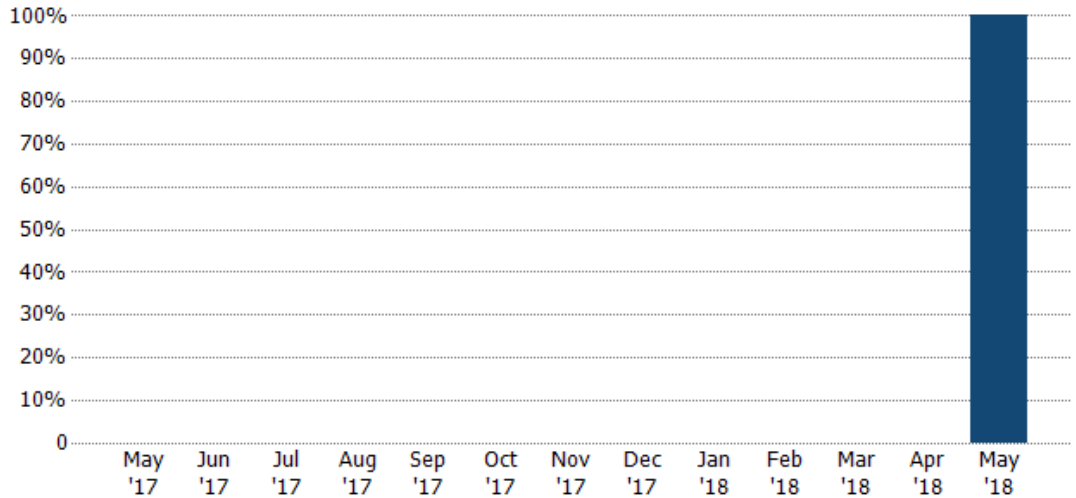
| | | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | - | \$6.67M |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | \$5.48M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 22% |

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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



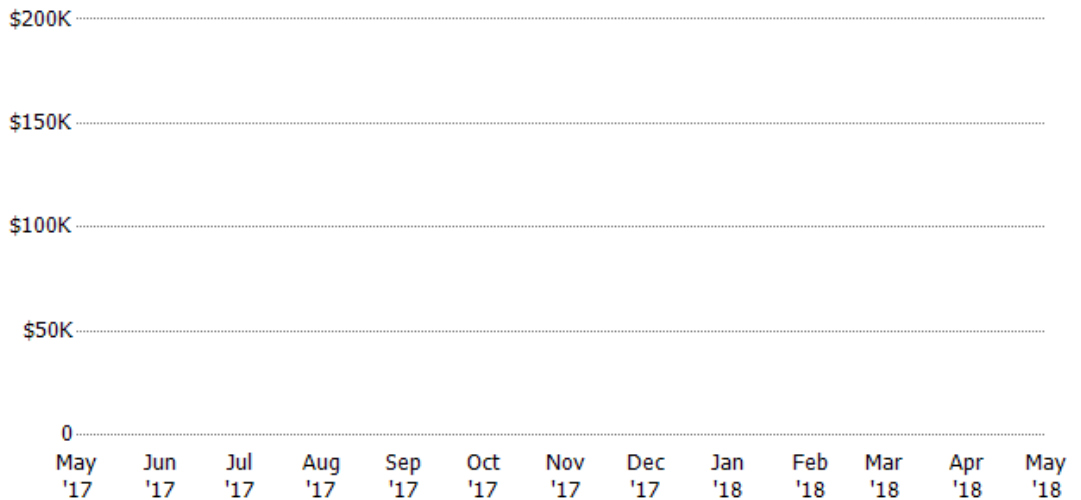
| Property Type | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Single Family Residence | - | - | - | - | - | - | - | - | - | - | - | - | 100% |

Average Sales Price

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

Filters Used

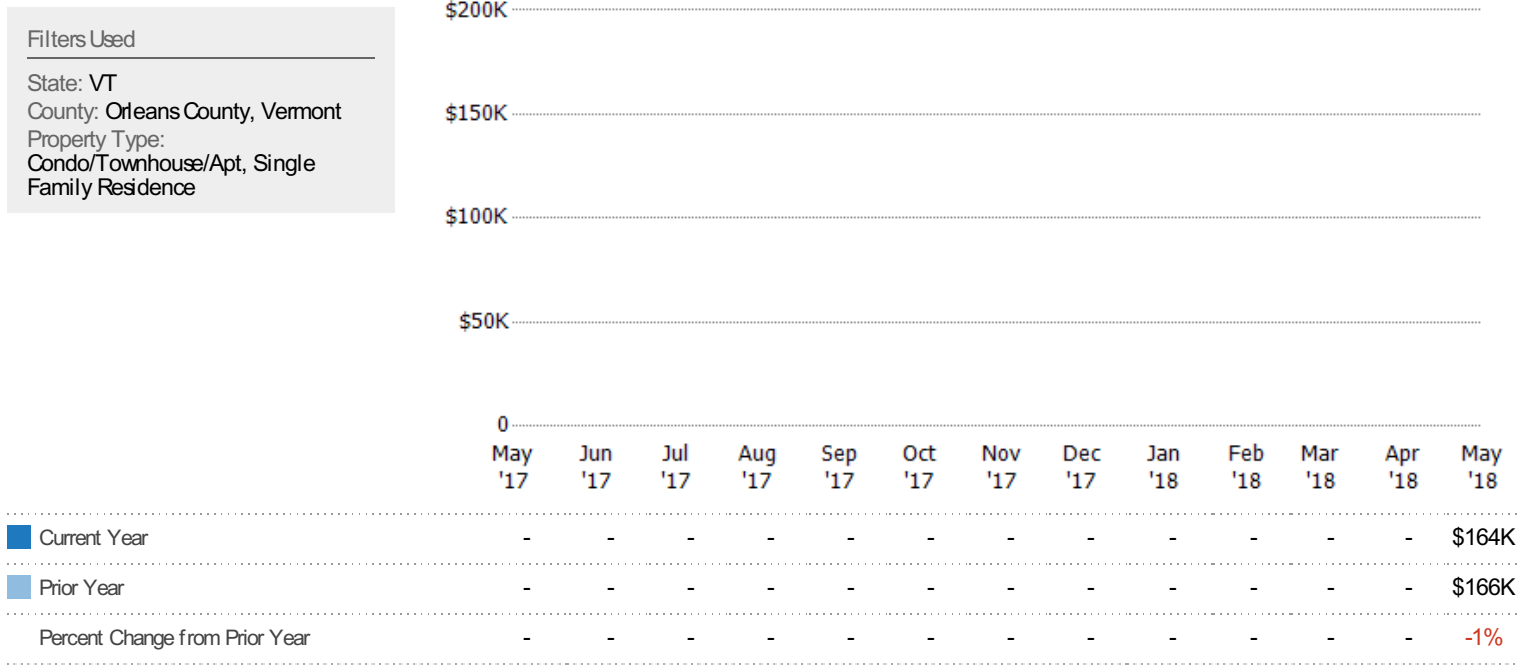
State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



| Category | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$190K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$196K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -3% |

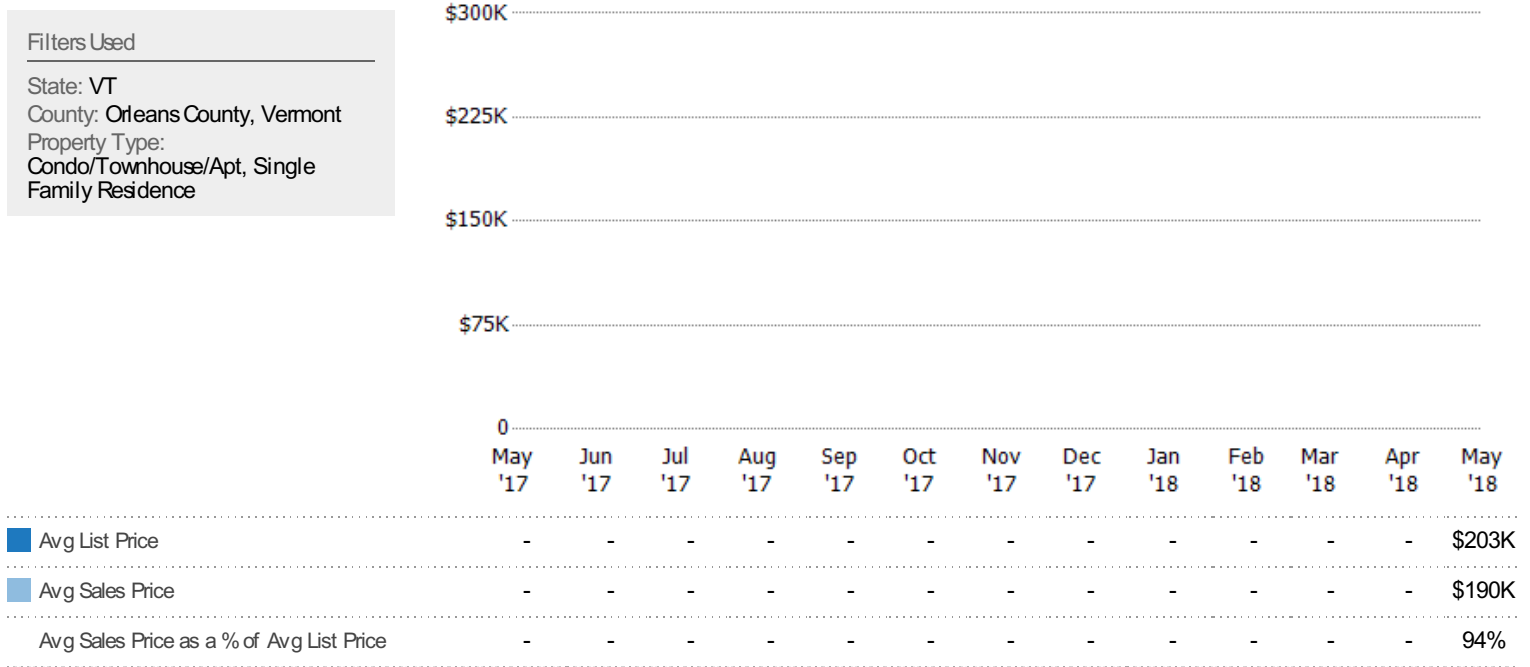
Median Sales Price

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



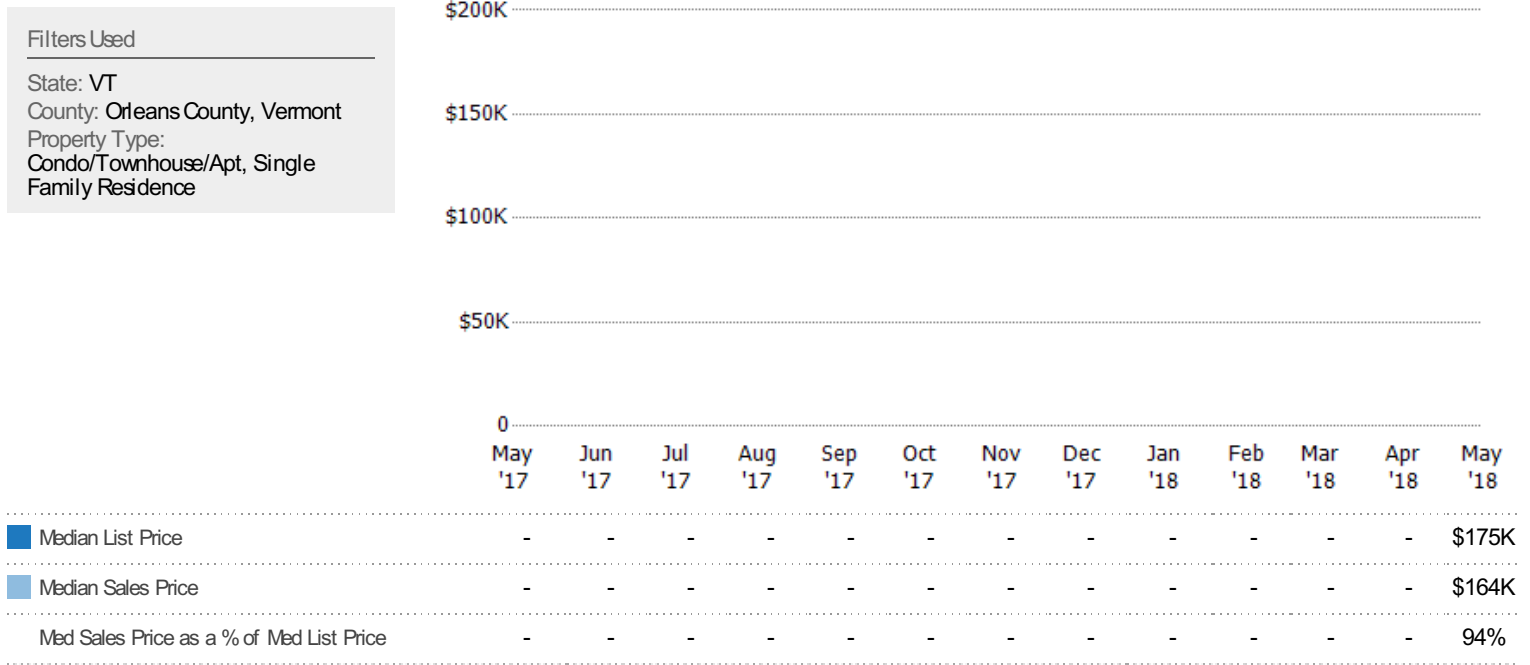
Average Sales Price vs Average Listing Price

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



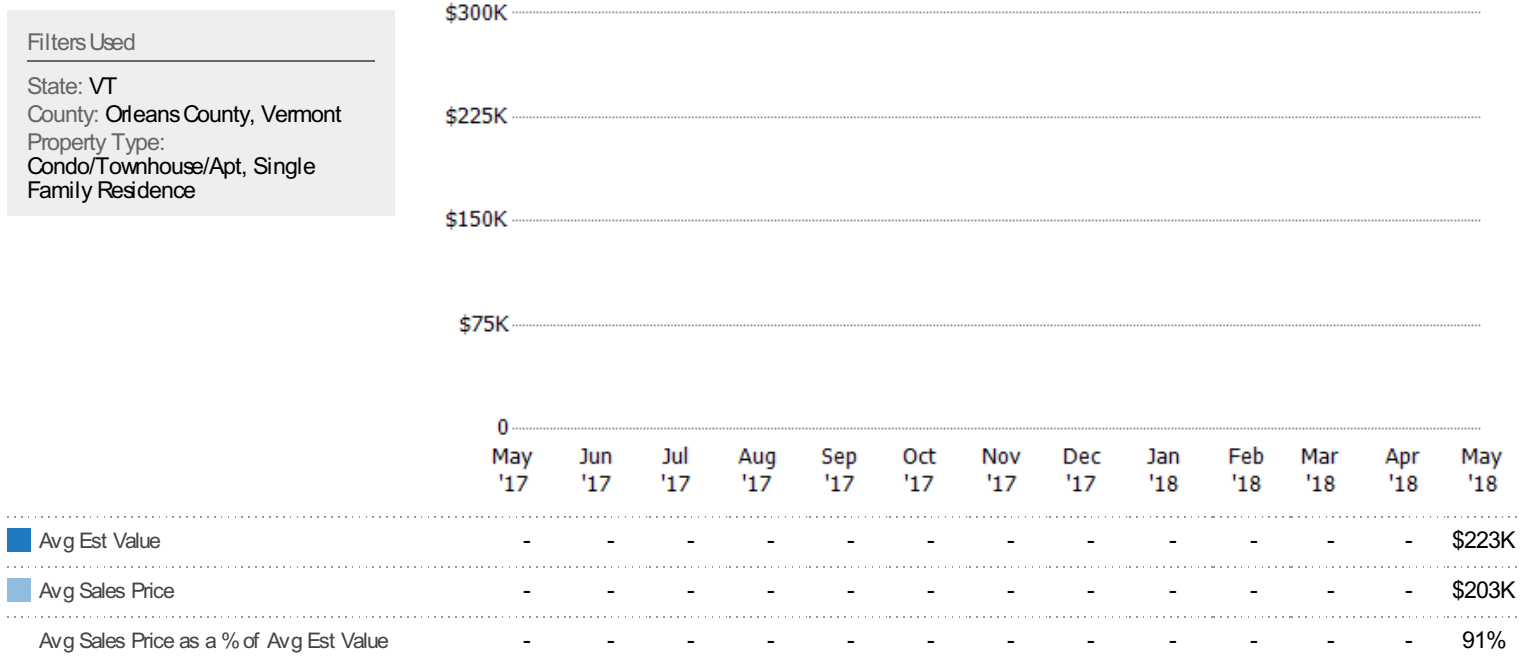
Median Sales Price vs Median Listing Price

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



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.

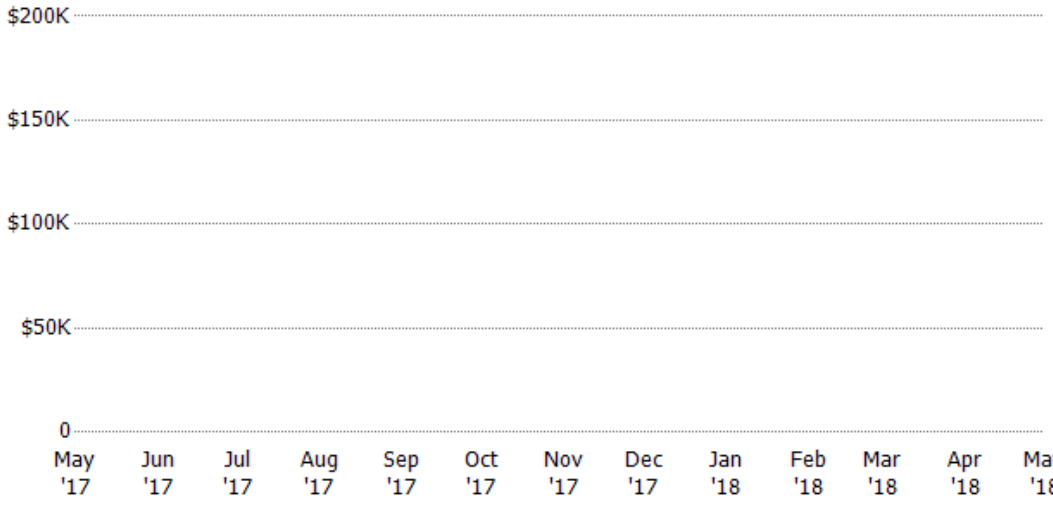


Median Sales Price vs Median Est Value

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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$173K |
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$175K |
| Med Sales Price as a % of Med Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 101% |