Summary of Key Listing and Sales Metrics

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

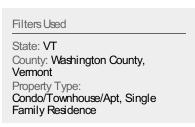
Key Metrics	May 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	93	140	-33.6%	93	140	-33.6%
New Listing Volume	\$32,901,600	\$40,935,349	-19.6%	\$32,901,600	\$40,935,349	-19.6%
Active Listing Count	369	489	-24.5%	369	489	-24.5%
Active Listing Volume	\$134,299,653	\$143,626,028	-6.5%	\$134,299,653	\$143,626,028	-6.5%
Average Listing Price	\$363,956	\$293,714	+23.9%	\$363,956	\$293,714	+23.9%
Median Listing Price	\$294,500	\$220,000	+33.9%	\$294,500	\$220,000	+33.9%
Median Daysin RPR	122	141	-13.5%	122	141	-13.5%
Months of Inventory	_	_	-	7	9.6	-27.4%
Absorption Rate	_	_	+-	14.36%	10.43%	+3.9%
Sales Activity Charts Metrics						
New Pending Sales Count	61	79	-22.8%	61	79	-22.8%
New Pending Sales Volume	\$15,845,400	\$17,594,650	-9.9%	\$15,845,400	\$17,594,650	-9.9%
Pending Sales Count	108	131	-17.6%	108	131	-17.6%
Pending Sales Volume	\$27,311,650	\$32,071,200	-14.8%	\$27,311,650	\$32,071,200	-14.8%
Closed Sales Count	42	53	-20.8%	42	53	-20.8%
Closed Sales Volume	\$9,645,030	\$12,064,420	-20.1%	\$9,645,030	\$12,064,420	-20.1%
Average Sales Price	\$229,644	\$227,631	+0.9%	\$229,644	\$227,631	+0.9%
Median Sales Price	\$185,000	\$232,500	-20.4%	\$185,000	\$232,500	-20.4%

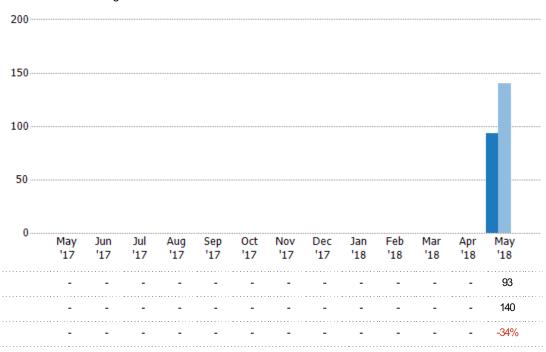




New Listings

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





New Listing Volume

Percent Change from Prior Year

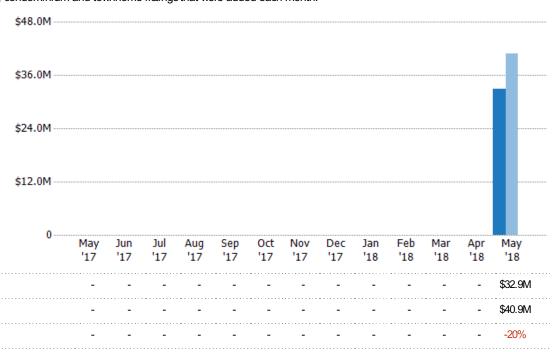
Current Year

Prior Year

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

Filters Used

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



Current Year

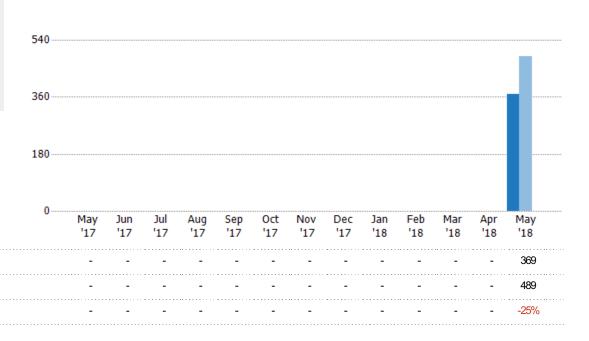
Percent Change from Prior Year



Active Listings

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

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



Active Listing Volume

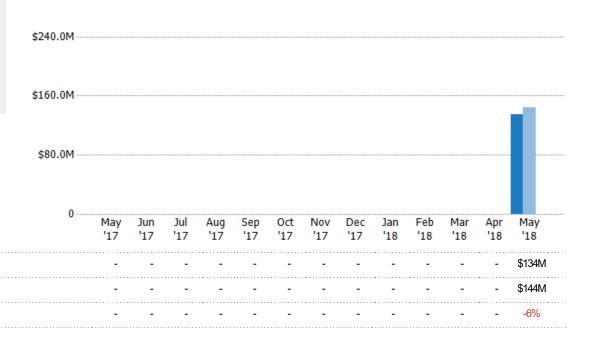
Percent Change from Prior Year

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



Current Year

Percent Change from Prior Year



\$294K

24%



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	\$400K												
State: VT County: Washington County, Vermont	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0 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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$364K

Median Listing Price

Percent Change from Prior Year

Prior Year

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

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

	\$75K												
	0 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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$295K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	34%







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.

Filters Used	\$400K												
State: VT County: Washington County, Vermont Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	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	-	- -	-	- -	- -	-	- -	-	-	-	-	-	\$344K
Avg Est Value Avg Listing Price	-	- - -	-	- - -	- - -	- - -	- - -	- - -	- - -	-	- -	- - -	\$344K \$364K

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

-	 		_	 _	_	_	_	_	_	\$295K
_										ψ <u>-</u> 0 11 0
	 - · · · · · · · · · · · · · · · · · · ·			 				-		\$284K
0 May '17		Aug '17						Mar	Apr '18	May '18
\$75K	 			 						
\$150K	 			 						
\$225K	 			 						



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.

Filters Used	200												,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single	150												
Family Residence	100												
	50												
	0												
	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	-	-	-	-	-	-	-	-	-	-	-	-	122
Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	141

Months of Inventory

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

	20
Filters Used	
State: VT County: Washington County, Vermont Property Type:	15
Property Type: Condo/Townhouse/Apt, Single Family Residence	10

	3												************
	0												
	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	-	-	-	-	-	-	-	-	-	-	-	-	9.46
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12.2
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-23%







10%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT

County: Washington County,

Vermont

Current Year
Prior Year

Change from Prior Year

Property Type: Condo/Townhouse/Apt, Single

Family Residence

15%

5% ------

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
 -	-	-	-	-	-	-	-	-	-	-		11%
 -	-	-	-	-	-	-	-	-	-	-	-	8%
 			_	_	_		-	_		· · · · · · · · · · · · · · · · ·	_	-2%

Active/Pending/Sold Units

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

100

Filters Used

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

300

0 May Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May '17 '17 '18 369 108 42



Active

Sold

Pending



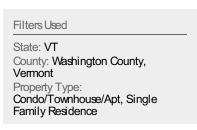
Current Year

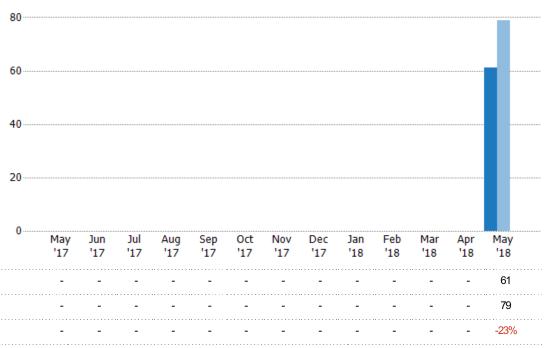
Prior Year

Market Data Report

New Pending Sales

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

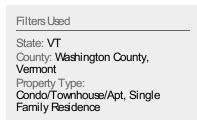


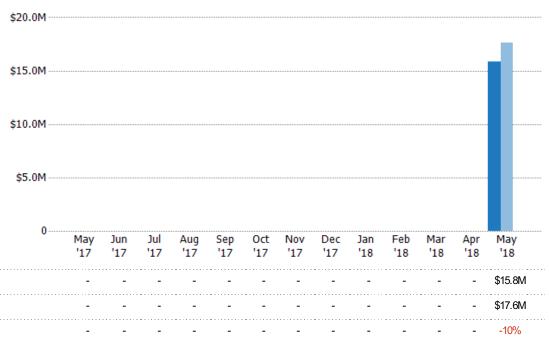


New Pending Sales Volume

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.





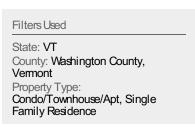
Current Year

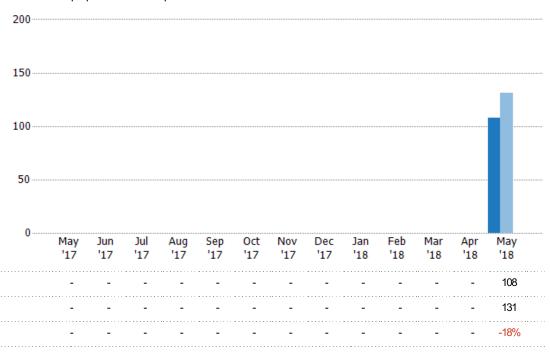
Percent Change from Prior Year



Pending Sales

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





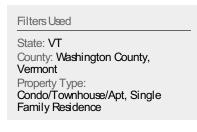
Pending Sales Volume

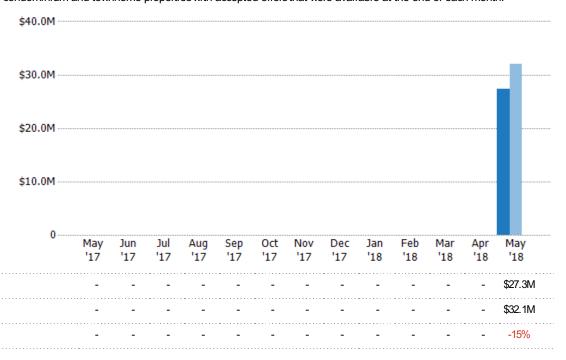
Percent Change from Prior Year

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

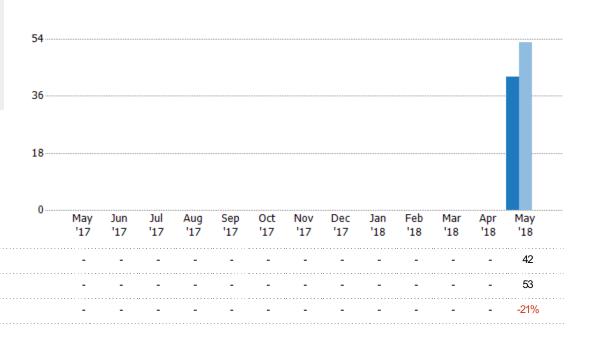
Percent Change from Prior Year



Closed Sales

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

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



Closed Sales Volume

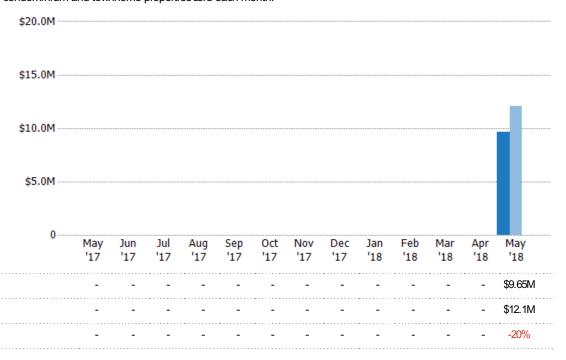
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Washington 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

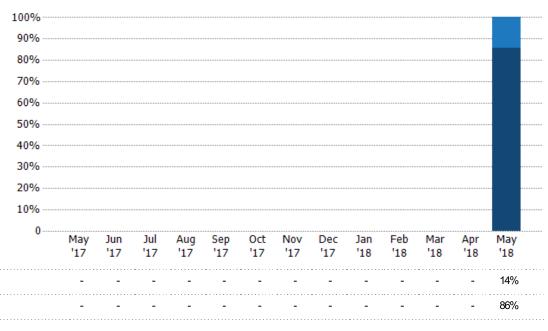
County: Washington County,

Vermont Property Type:

Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



Average Sales Price

Single Family Residence

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

\$75K

Filters Used State: VT County: Washington County, Vermont Condo/Townhouse/Apt, Single Family Residence

\$300K \$225K \$150K

May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 \$230K \$228K



Current Year

Percent Change from Prior Year

Prior Year



1%

\$185K

\$233K



Current Year

Prior Year

Market Data Report

Median Sales Price

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

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

Average Sales Price vs Average Listing Price

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

\$300K -

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

225K												
150K												
•												
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
-	-	-	-	-	-	-	-	-	-	-	-	\$231K
	_	_				_		_	_	_		\$230K



Avg List Price
Avg Sales 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.

Filters Used	\$200K
State: VT County: Washington County, Vermont Property Type:	\$150K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K
	\$50K

	0												
	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 List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
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.

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

\$300K
\$225K
\$150K
\$75K

	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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$182K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$231K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	127%







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	\$200K												
State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$163K
Median Sales Price	-	-	-	-	-	-	-	-	_	-	_	-	\$190K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	117%



