

Summary of Key Listing and Sales Metrics

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

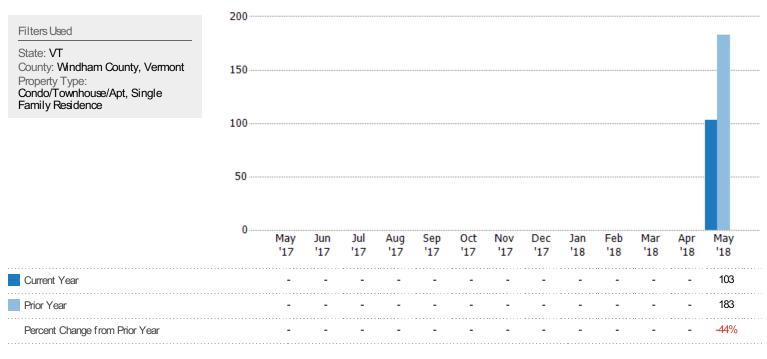
YTD 2017	YTD 2018	+/-	May 2017	May 2018	Key Metrics
					Listing Activity Charts Metrics
183	103	-43.7%	183	103	New Listing Count
\$59,649,444	\$35,652,599	-40.2%	\$59,649,444	\$35,652,599	New Listing Volume
763	566	-25.8%	763	566	Active Listing Count
\$281,014,533	\$239,048,838	-14.9%	\$281,014,533	\$239,048,838	Active Listing Volume
\$368,302	\$422,348	+14.7%	\$368,302	\$422,348	Average Listing Price
\$239,000	\$275,000	+15.1%	\$239,000	\$275,000	Median Listing Price
201	161	-19.9%	201	161	Median Daysin RPR
10.9	10.7	-	_	_	Months of Inventory
9.17%	9.36%	+	_	_	Absorption Rate
					Sales Activity Charts Metrics
74	69	-6.8%	74	69	New Pending Sales Count
\$19,584,000	\$19,596,198	+0.1%	\$19,584,000	\$19,596,198	New Pending Sales Volume
110	99	-10%	110	99	Pending Sales Count
\$32,354,000	\$26,072,598	-19.4%	\$32,354,000	\$26,072,598	Pending Sales Volume
53	50	-5.7%	53	50	Closed Sales Count
\$14,643,250	\$11,622,500	-20.6%	\$14,643,250	\$11,622,500	Closed Sales Volume
\$276,288	\$232,450	-15.9%	\$276,288	\$232,450	Average Sales Price
\$215,000	\$197,000	-8.4%	\$215,000	\$197,000	Median Sales Price
	183 \$59,649,444 763 \$281,014,533 \$368,302 \$239,000 201 10.9 9.17% 74 \$19,584,000 110 \$32,354,000 53 \$14,643,250 \$276,288	103183\$35,652,599\$59,649,444566763\$239,048,838\$281,014,533\$422,348\$368,302\$275,000\$239,00016120110.710.99.36%9.17%6974\$19,596,198\$19,584,00099110\$26,072,598\$32,354,0005053\$11,622,500\$14,643,250\$232,450\$276,288	-43.7%103183 $-40.2%$ \$35,652,599\$59,649,444 $-25.8%$ 566763 $-14.9%$ \$239,048,838\$281,014,533 $+14.7%$ \$422,348\$368,302 $+15.1%$ \$275,000\$239,000 $-19.9%$ 161201 $-$ 10.710.9 $+-$ 9.36%9.17% $-6.8%$ 6974 $+0.1%$ \$19,596,198\$19,584,000 $-10%$ 99110 $-19.4%$ \$26,072,598\$32,354,000 $-5.7%$ 5053 $-20.6%$ \$11,622,500\$14,643,250 $-15.9%$ \$232,450\$276,288	183-43.7%103183 $\$59,649,444$ -40.2% $\$35,652,599$ $\$59,649,444$ 763-25.8%566763 $\$281,014,533$ -14.9% $\$239,048,838$ $\$281,014,533$ $\$368,302$ +14.7% $\$422,348$ $\$368,302$ $\$239,000$ +15.1% $\$275,000$ $\$239,000$ 201 -19.9%16120110.710.9-+ 9.36% 9.17% 74-6.8%6974 $\$19,584,000$ $\div0.1\%$ $\$19,596,198$ $\$19,584,000$ 110-10%99110 $\$32,354,000$ -19.4% $\$26,072,598$ $\$32,354,000$ 53-5.7%5053 $\$14,643,250$ -20.6% $\$11,622,500$ $\$14,643,250$ $\$276,288$ -15.9% $\$232,450$ $\$276,288$	103183 43.7% 103183 $\$35,652,599$ $\$59,649,444$ 40.2% $\$35,652,599$ $\$59,649,444$ 566 763 -25.8% 566763 $\$239,048,838$ $\$281,014,533$ -14.9% $\$239,048,838$ $\$281,014,533$ $\$422,348$ $\$368,302$ $+14.7\%$ $\$422,348$ $\$368,302$ $\$275,000$ $\$239,000$ $+15.1\%$ $\$275,000$ $\$239,000$ 161 201 -19.9% 161201 $ -$ 10.710.9 $ 9.17\%$ $ 9.17\%$ $ 9.17\%$ $ 9.17\%$ $ 10.7$ $ 10.7$ $ 10.7$ $ 10.7$ $ 10.7$ $ -$ </td





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.

Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$54.0M													
	\$18.0M													
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$35.7M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$59.6M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-40%



Active Listings

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

	1,000													
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	750													
-	500													
	250													
	0	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
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	566
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	763
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-26%

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: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$240.0M \$160.0M													
	\$80.0M													
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$239M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$281M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-15%



Average Listing Price

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

	\$500K												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Failing Residence	\$250K												
	\$125K												
	0												
	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'1Ż	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$422K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$368K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%

Median Listing Price

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

Current Year Prior Year	-	-	-	-	-	-	-	-	-	-	- -	-	\$275K \$239K
Current Year	-	-	-	-	-	-	-	-	-	-	-		\$275K
	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
	\$150K \$75K												
Property Type: Condo/Townhouæ/Apt, Single Family Residence	¢150K												
State: VT County: Windham County, Vermont	\$225K												
Filters Used													





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.

	\$500K ······												
Filters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence	\$250K												
	\$125K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$323K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$422K
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	\$300K ······												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$237K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$275K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	116%





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	225												
County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single	225												
Condo/Townhouse/Apt, Single Family Residence													
	150												
	75												
	0												
	May	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	-	-	-	-	-	-	-	-	-	-	-	-	161
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	201
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-20%

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: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	_												
	5												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12.9
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17.3
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-26%





Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
State: VT County: Windham 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	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
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.

	600												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	450												
Family Residence	200												
	150······												
	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
Active	-	-	-	-	-	-	-	-	-	-	-	-	566
Pending	-	-	-	-	-	-	-	-	-	-	-	-	99
Sold	-	-	-	-	-	-	-	-	-	-	-	-	50



New Pending Sales

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

	80													
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	60													
	40													
	20				Aug	San	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
		May '17	Jun '17	'17	Aug '17	3ep '17	'17	17	'17	'18	'18	18 ¹	Apr '18	118
		17	17	17	17	17	17	17	17	10	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	69
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	74
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-7%

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	\$20.0M													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$19.6M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.6M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	0%



Pending Sales

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

Filters Used	200														
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													_	
	100														
	50														
	0	May	Jun '17	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		-	-	-	-	-	-	-	-	-	-	-	-	99	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	110	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-10%	

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	\$48.0M ······													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$36.0M													
	\$24.0M ······													
	\$12.0M													
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$26.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$32.4M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-19%



Closed Sales

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

Filters Used	60														
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	45														
	30														
	15														
	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		-	-	-	-	-	-	-	-	-	-	-	-	50	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	53	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-6%	

Closed Sales Volume

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

Filters Used	\$20.0M ······													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	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
														\$11.6M
Current Year		-	-	-	-	-	- 	-		-	-	-	-	φτι.οινι
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.6M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-21%

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Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

	100%														
Filters Used	90%														
State: VT County: Windham County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	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	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	18%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	82%	

Average Sales Price

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

	\$300K												
Filters Used													
State: VT													
County: Windham County, Vermont Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence													
Family Residence	\$150K												
	\$75K												
	0												
	May 17	Jun '17	Jul '17	Aug '17	Sep '17	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	-17	.17	.17			'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$276K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-16%





Median Sales Price

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

	\$300K ······												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
,	\$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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-8%

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	-	-	-	-	-	-	-	-	-	-	-	-	94%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$246K
	\$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
Family Residence	\$150K												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Filters Used	\$300K												





Median Sales Price vs Median Listing Price

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

	\$300K ······												
Filters Used													
State: VT	422EV												
County: Windham County, Vermont Property Type:	\$225K ······												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
ranny Neadence	\$150K												
	\$75K												
	0												
	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
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$204K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
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 Est Value Avg Sales Price	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 \$192K \$246K
Avg Est Value													'18
	\$150K \$75K												
County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
State: VT													
Filters Used	\$300K												





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.

	\$300K ······												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K 0 May '17	Jun '17				0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$177K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$204K
Med Sales Price as a $\% {\rm of}$ Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	115%

