

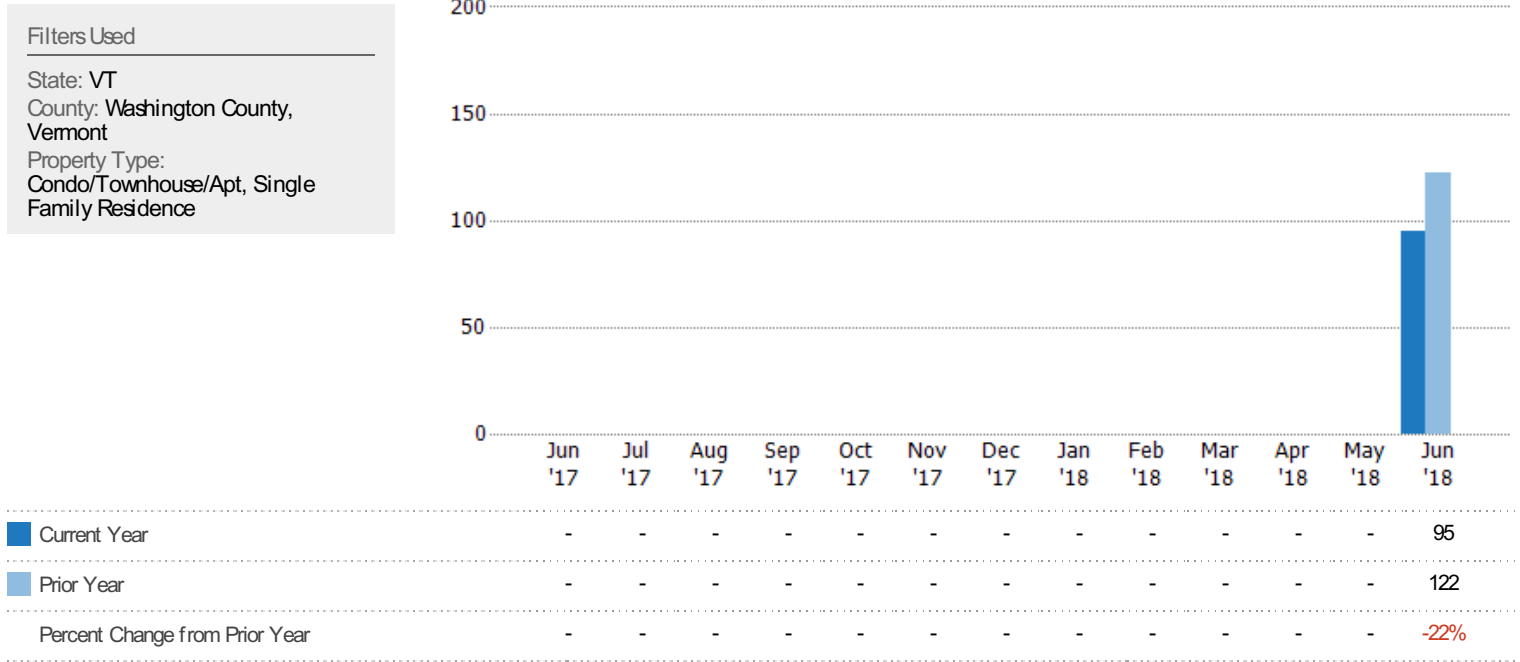
## Summary of Key Listing and Sales Metrics

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      | + / -  |
|--|---------------|---------------|--------|---------------|---------------|--------|
| <b>Listing Activity Charts Metrics</b> |               |               |        |               |               |        |
| New Listing Count                      | 95            | 122           | -22.1% | 95            | 122           | -22.1% |
| New Listing Volume                     | \$31,220,549  | \$33,274,922  | -6.2%  | \$31,220,549  | \$33,274,922  | -6.2%  |
| Active Listing Count                   | 360           | 520           | -30.8% | 360           | 520           | -30.8% |
| Active Listing Volume                  | \$139,059,852 | \$155,168,651 | -10.4% | \$139,059,852 | \$155,168,651 | -10.4% |
| Average Listing Price                  | \$386,277     | \$298,401     | +29.4% | \$386,277     | \$298,401     | +29.4% |
| Median Listing Price                   | \$299,000     | \$234,950     | +27.3% | \$299,000     | \$234,950     | +27.3% |
| Median Days in RPR                     | 106.5         | 106           | +0.5%  | 106.5         | 106           | +0.5%  |
| Months of Inventory                    | -             | -             | -      | 4.1           | 8.7           | -52.3% |
| Absorption Rate                        | -             | -             | +/-    | 24.17%        | 11.54%        | +12.6% |
| <b>Sales Activity Charts Metrics</b>   |               |               |        |               |               |        |
| New Pending Sales Count                | 77            | 63            | +22.2% | 77            | 63            | +22.2% |
| New Pending Sales Volume               | \$20,007,050  | \$14,462,800  | +38.3% | \$20,007,050  | \$14,462,800  | +38.3% |
| Pending Sales Count                    | 116           | 101           | +14.9% | 116           | 101           | +14.9% |
| Pending Sales Volume                   | \$30,816,350  | \$24,130,100  | +27.7% | \$30,816,350  | \$24,130,100  | +27.7% |
| Closed Sales Count                     | 47            | 87            | -46%   | 47            | 87            | -46%   |
| Closed Sales Volume                    | \$9,706,587   | \$20,025,060  | -51.5% | \$9,706,587   | \$20,025,060  | -51.5% |
| Average Sales Price                    | \$206,523     | \$230,173     | -10.3% | \$206,523     | \$230,173     | -10.3% |
| Median Sales Price                     | \$199,000     | \$210,000     | -5.2%  | \$199,000     | \$210,000     | -5.2%  |

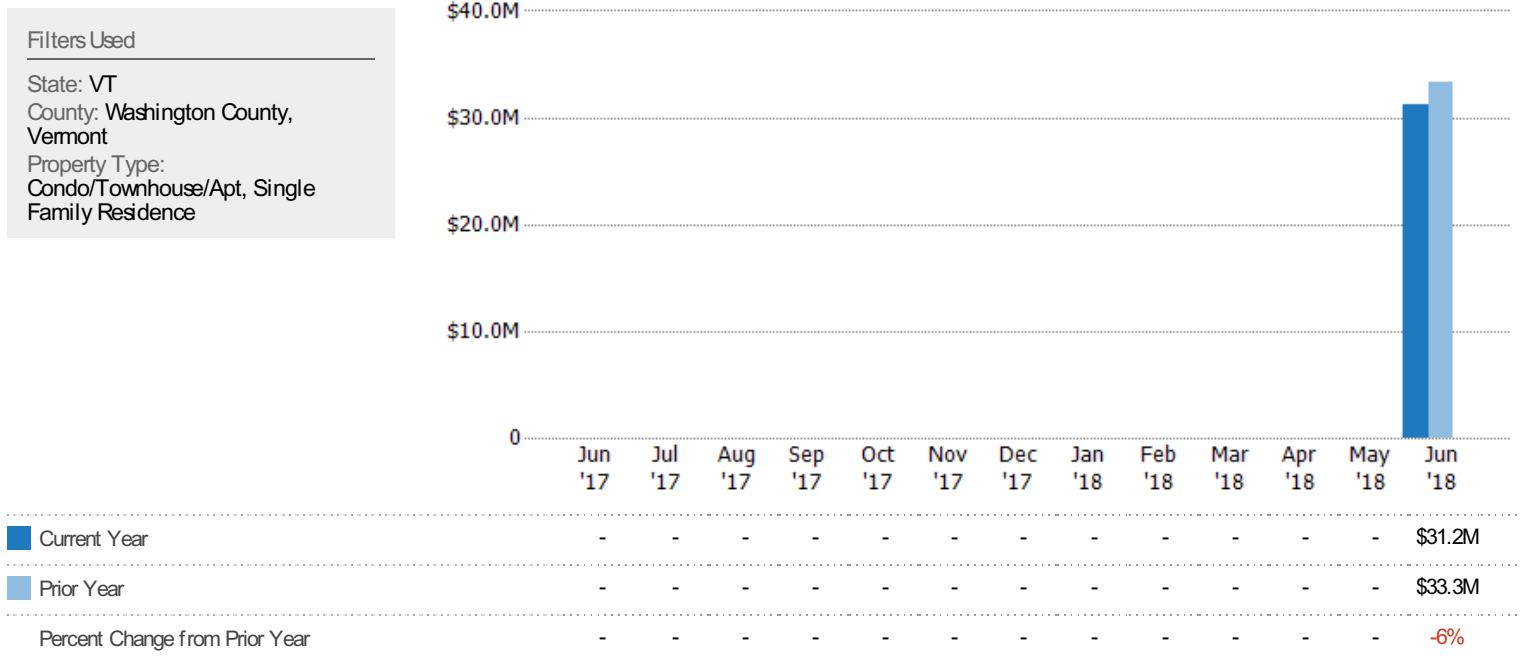
## New Listings

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.

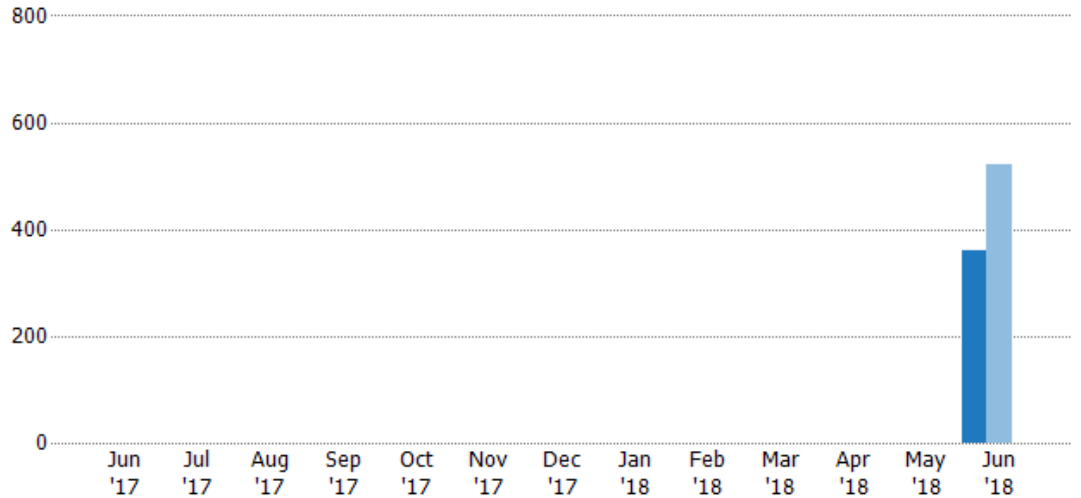


## Active Listings

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

**Filters Used**

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



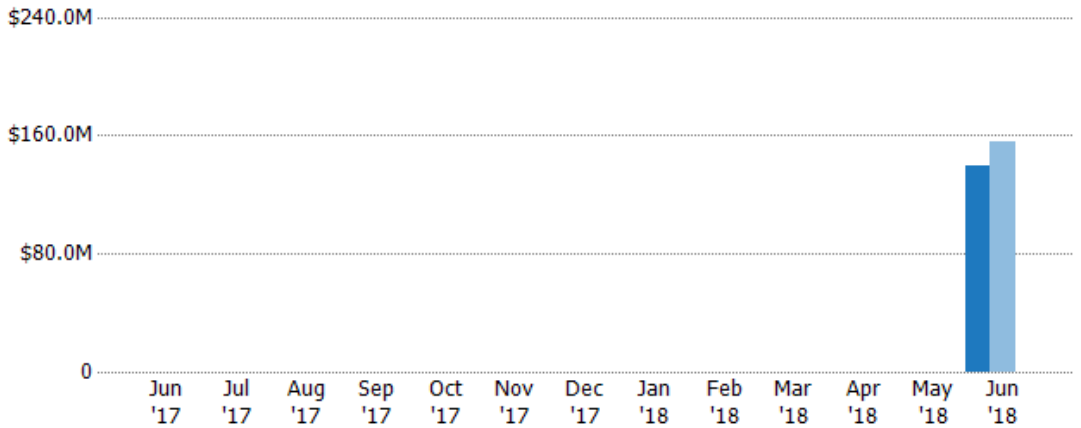
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 360  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 520  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -31% |

## 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**

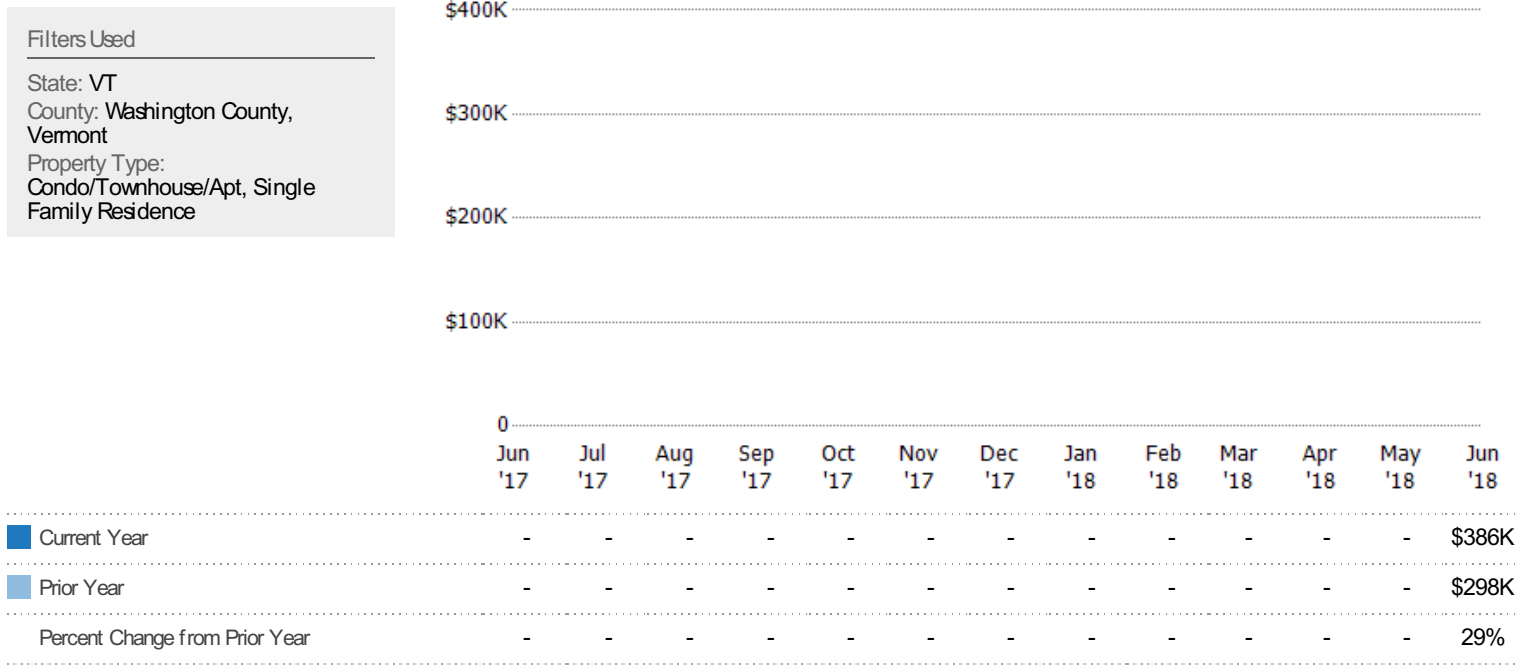
State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |        |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$139M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$155M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -10%   |

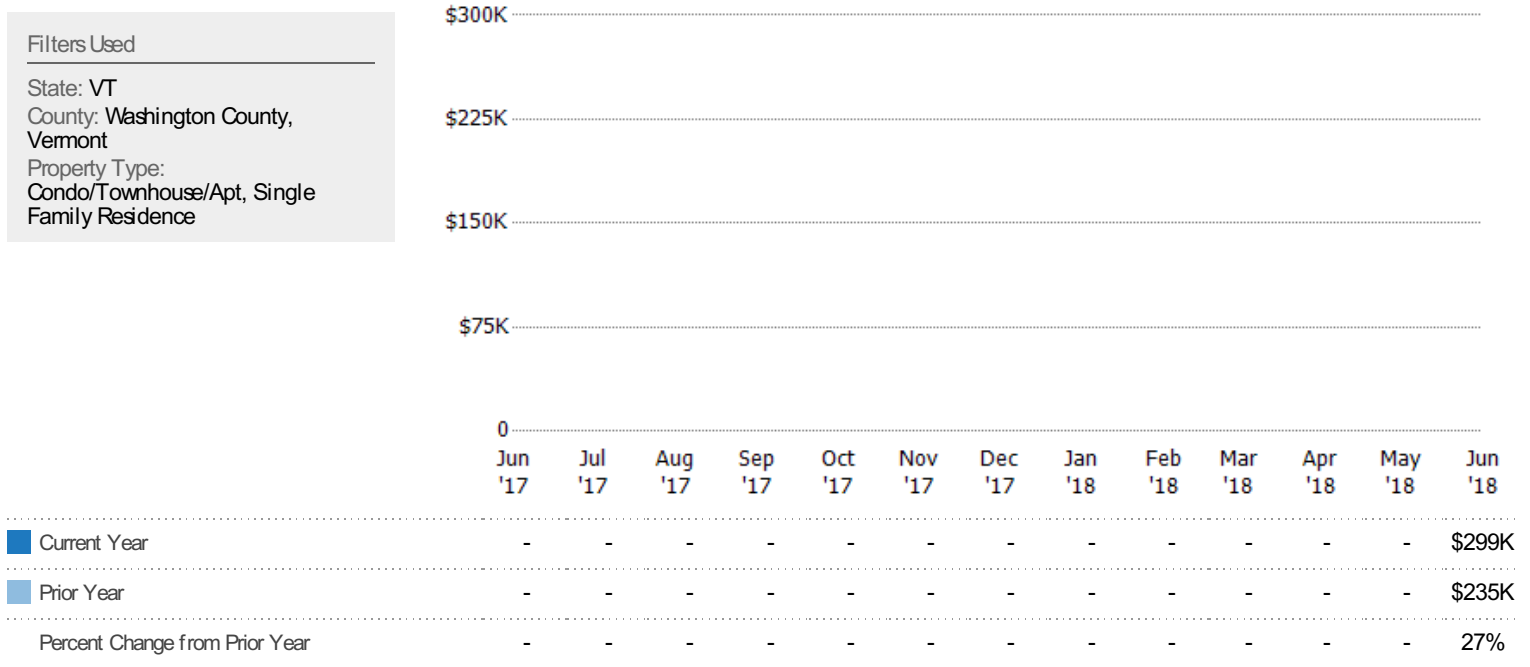
## Average Listing Price

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



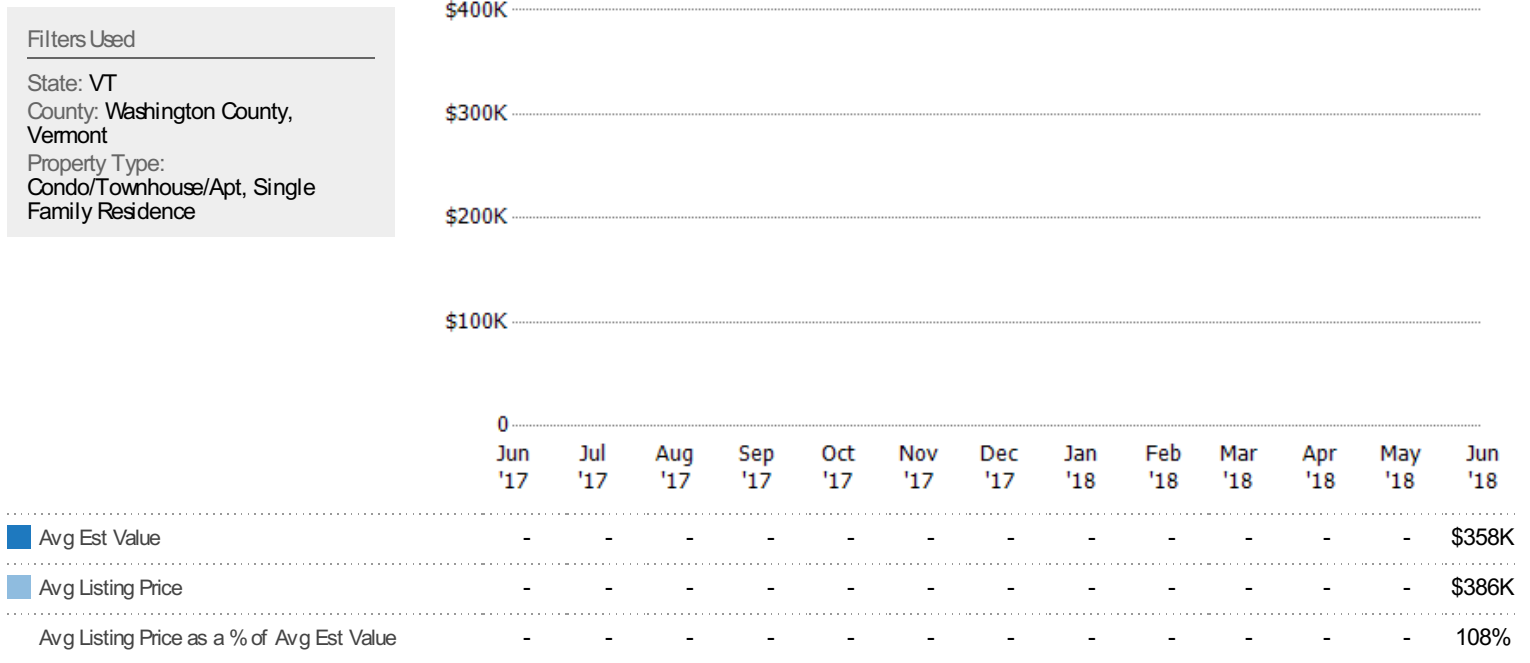
## Median Listing Price

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



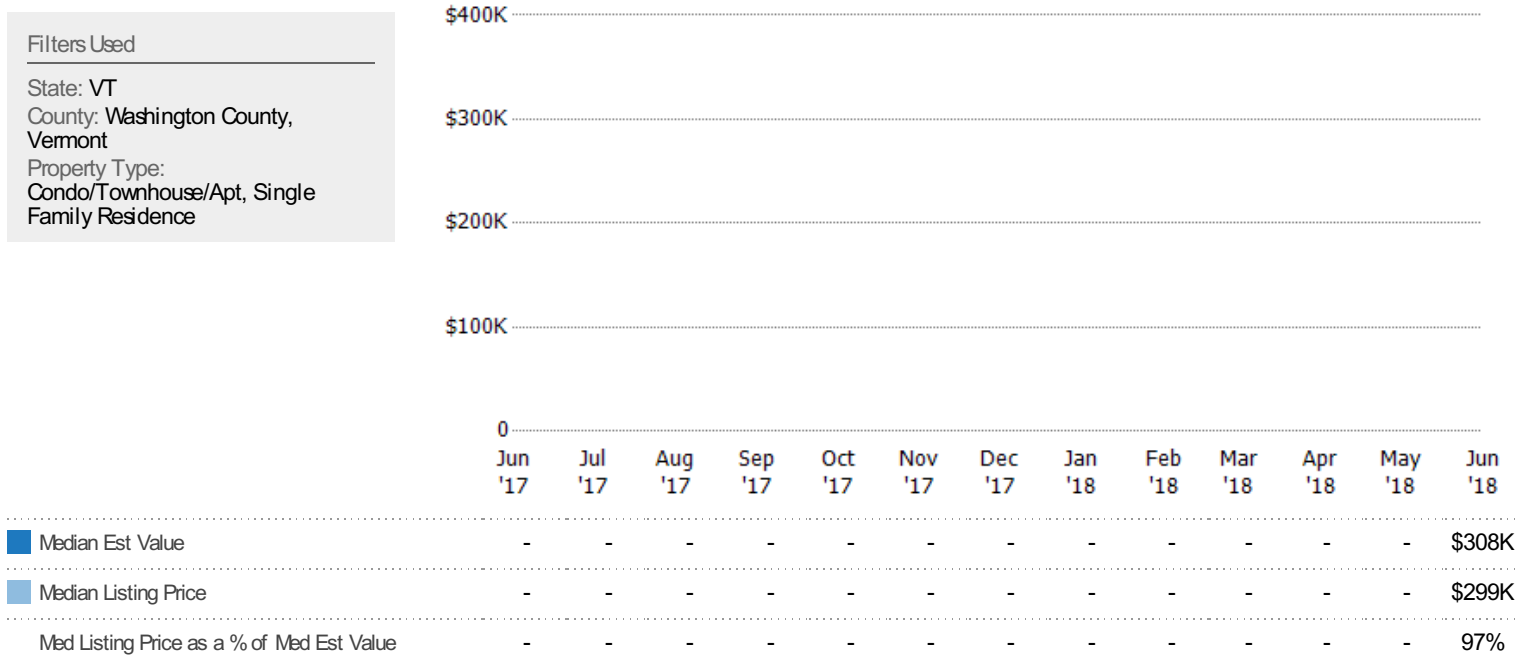
## Average Listing Price vs Average Est Value

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



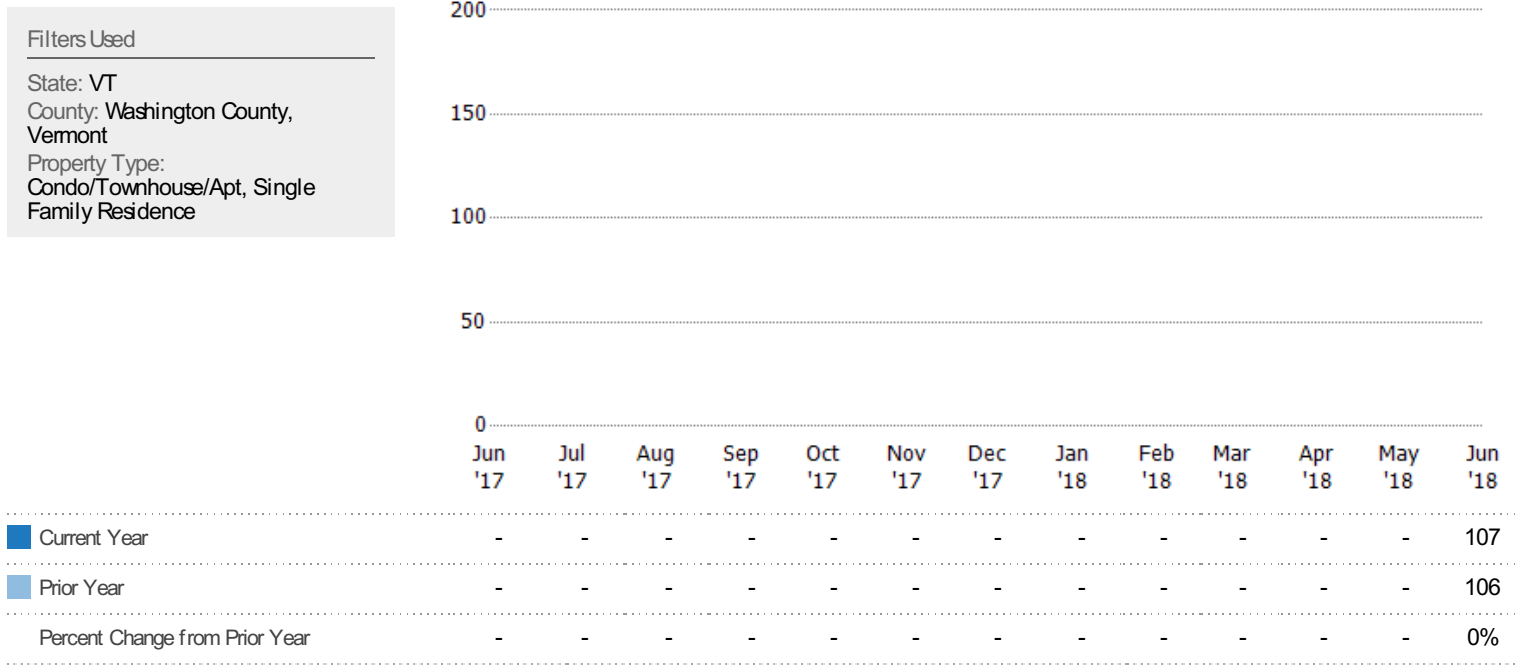
## Median Listing Price vs Median Est Value

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



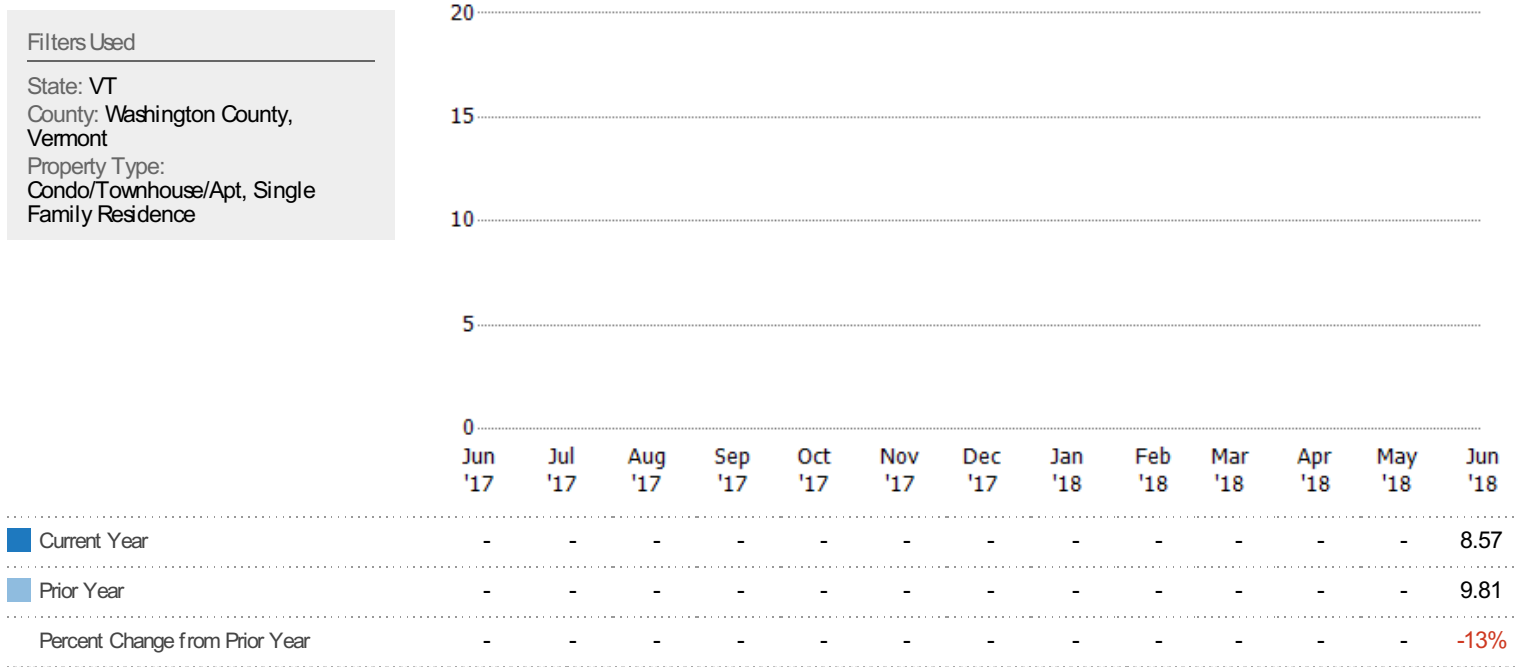
## Median Days in RPR

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.



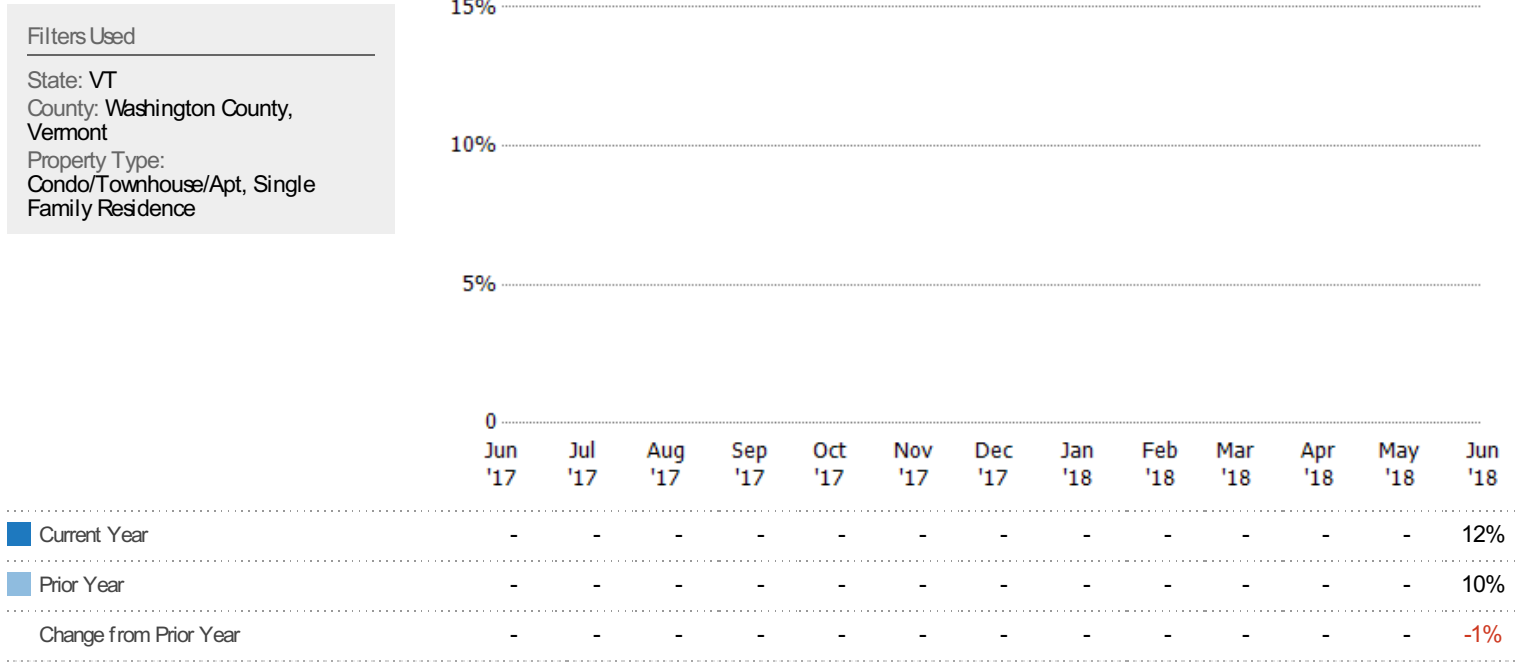
## Months of Inventory

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



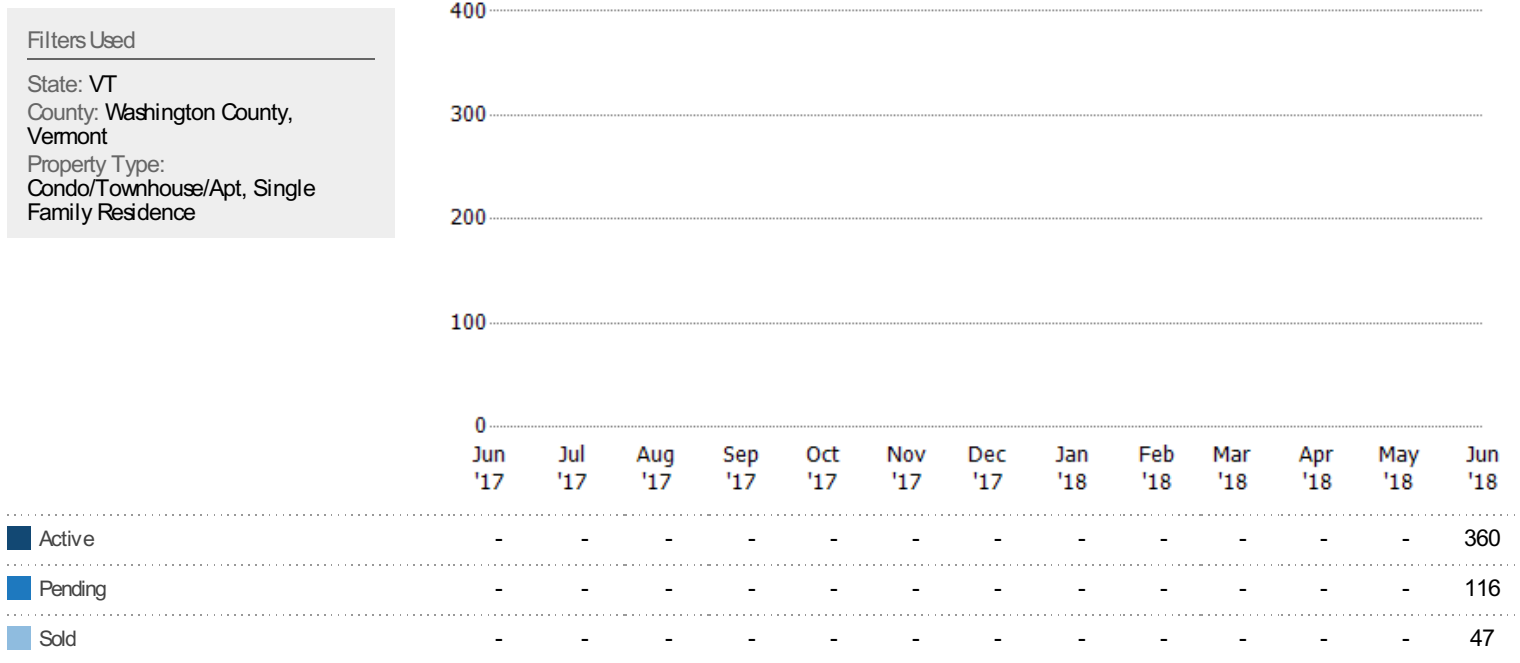
## Absorption Rate

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.

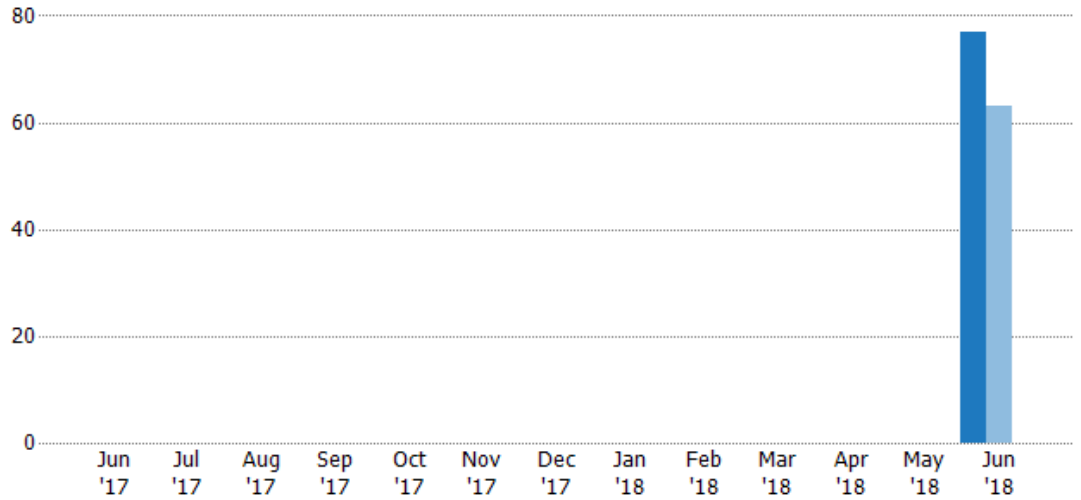


## New Pending Sales

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

### Filters Used

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



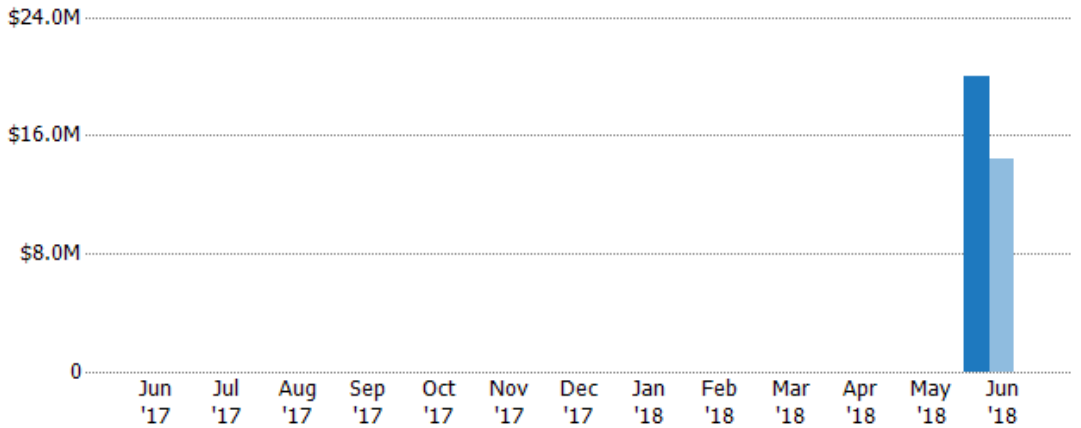
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |     |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 77  |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 63  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 22% |

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



|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$20M   |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$14.5M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 38%     |

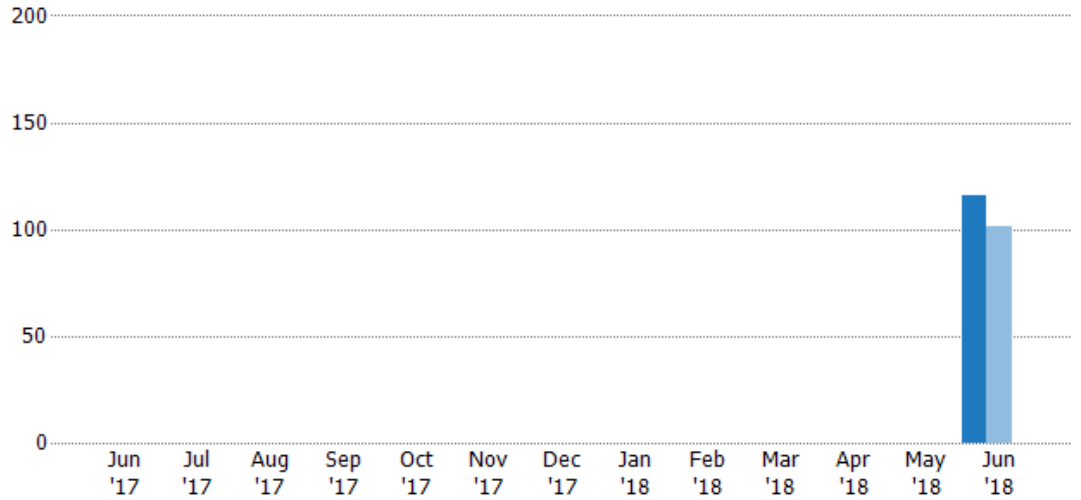


## Pending Sales

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



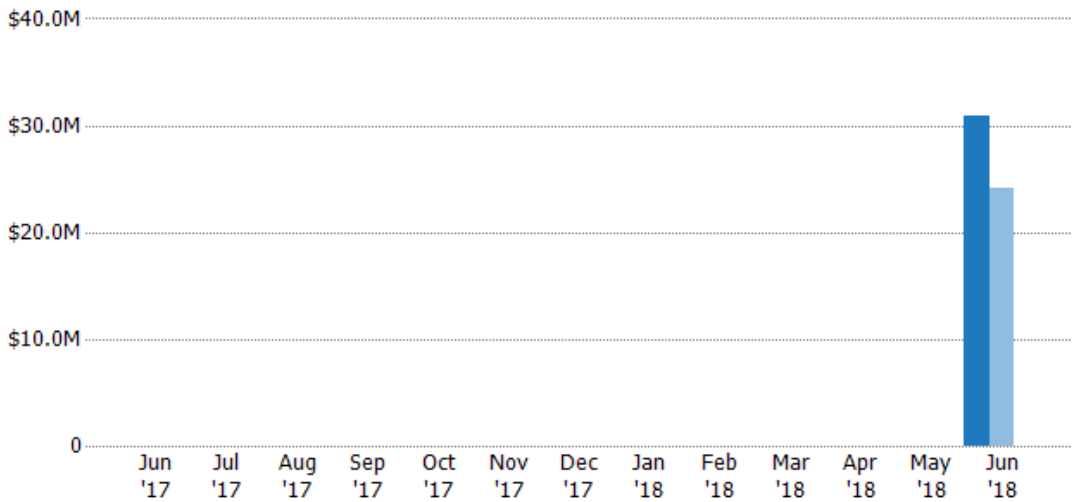
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |     |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 116 |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 101 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 15% |

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



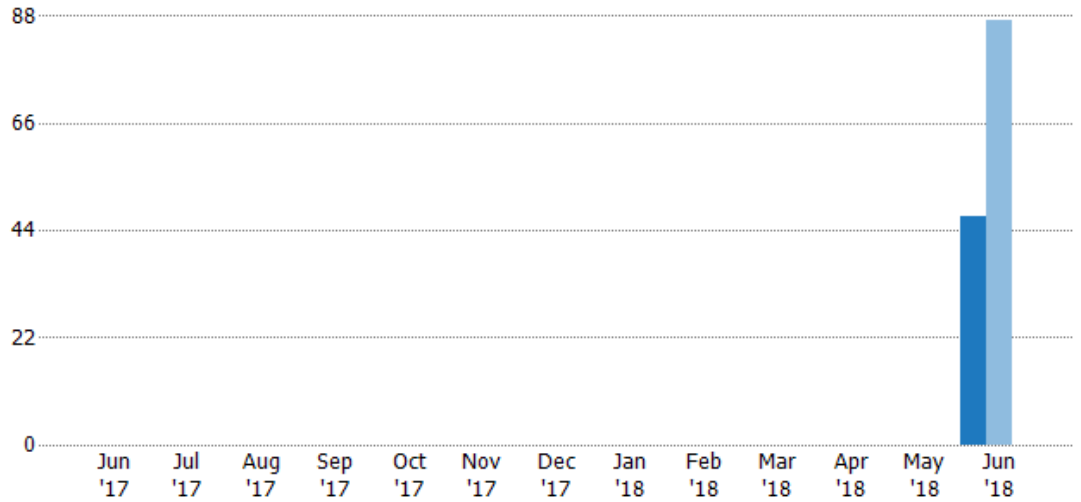
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$30.8M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$24.1M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 28%     |

## Closed Sales

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

### Filters Used

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



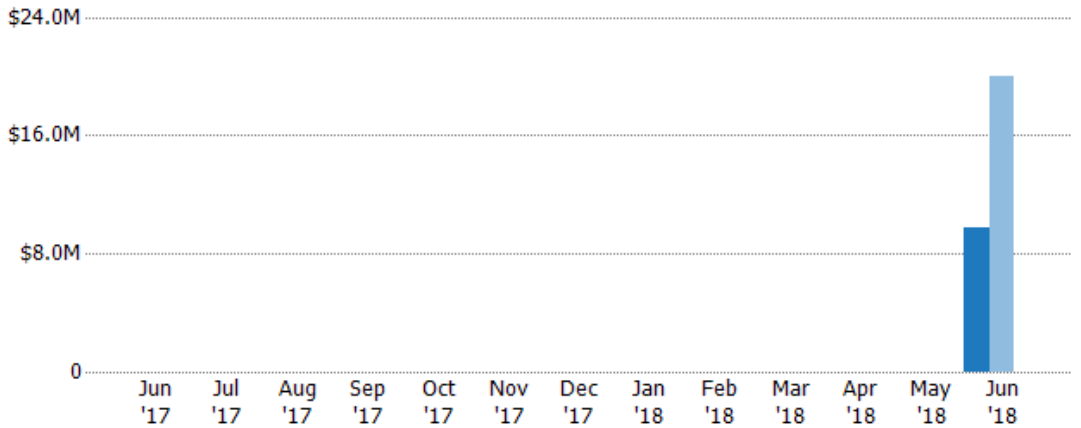
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 47   |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 87   |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -46% |

## Closed Sales Volume

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

### Filters Used

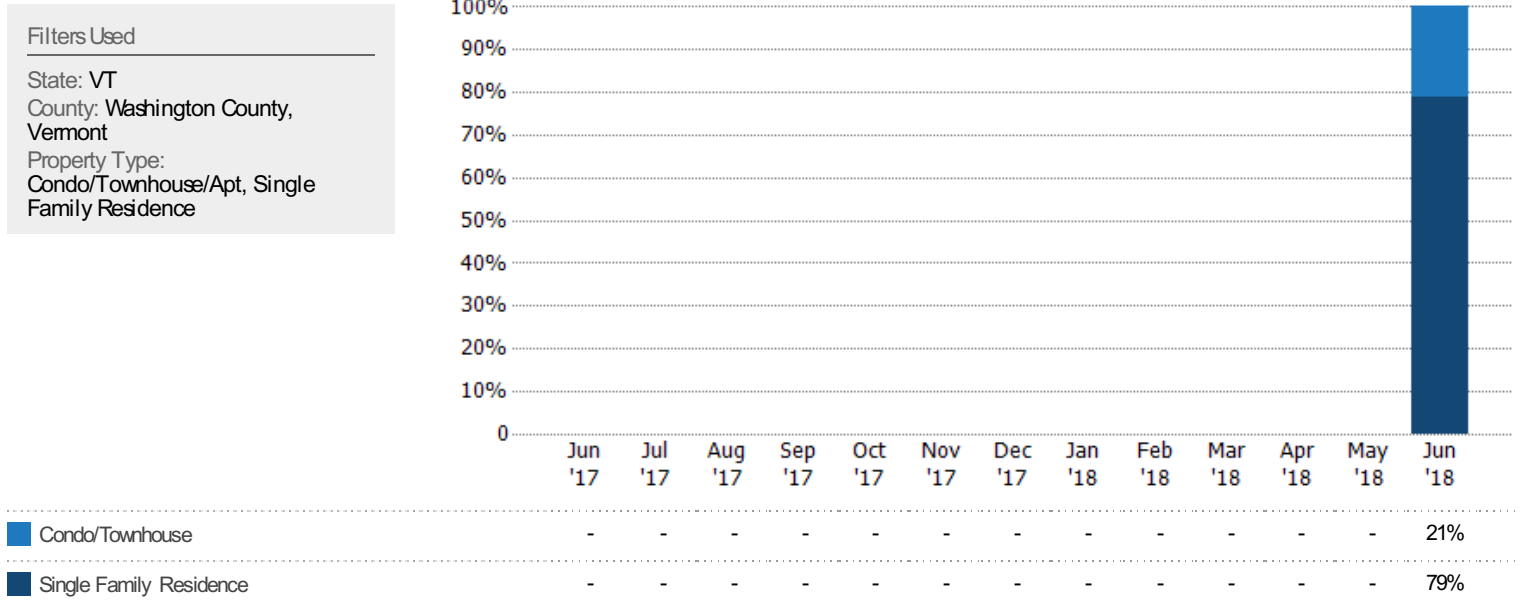
State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$9.71M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$20M   |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -52%    |

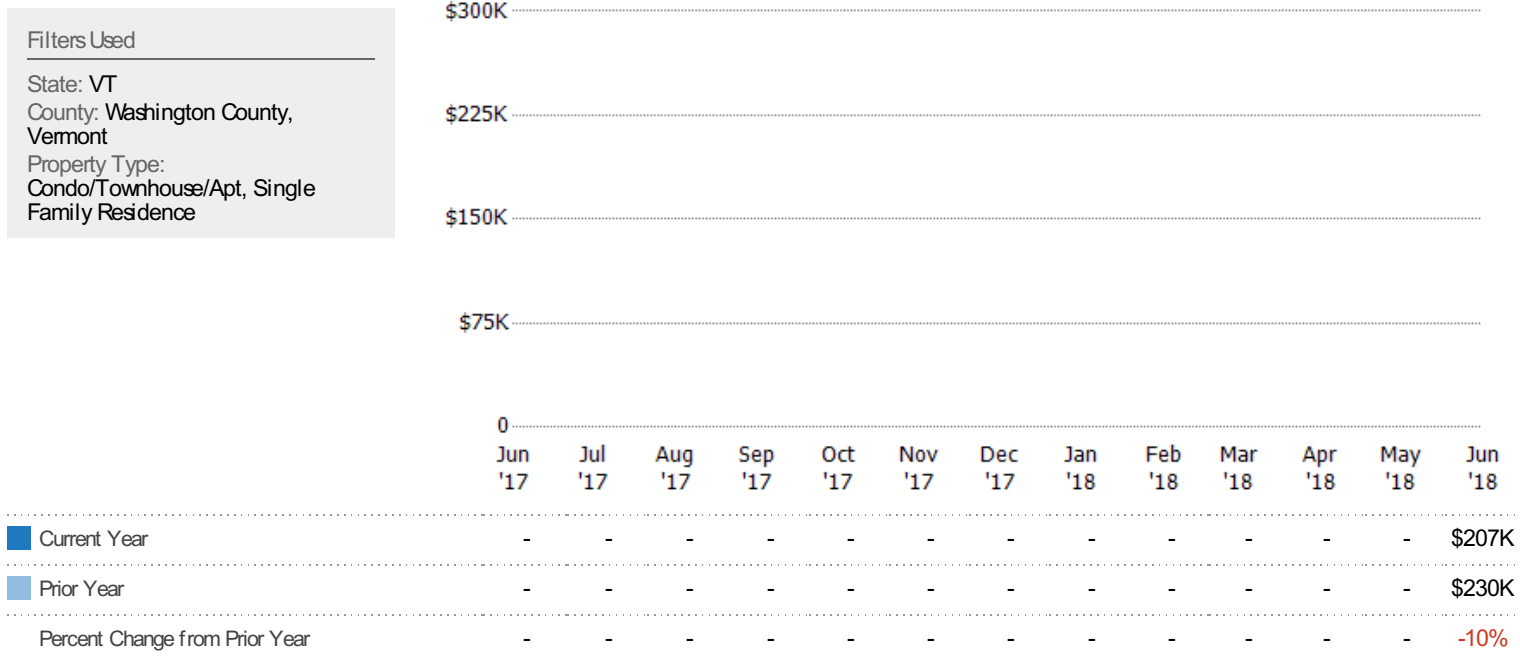
## Closed Sales by Property Type

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



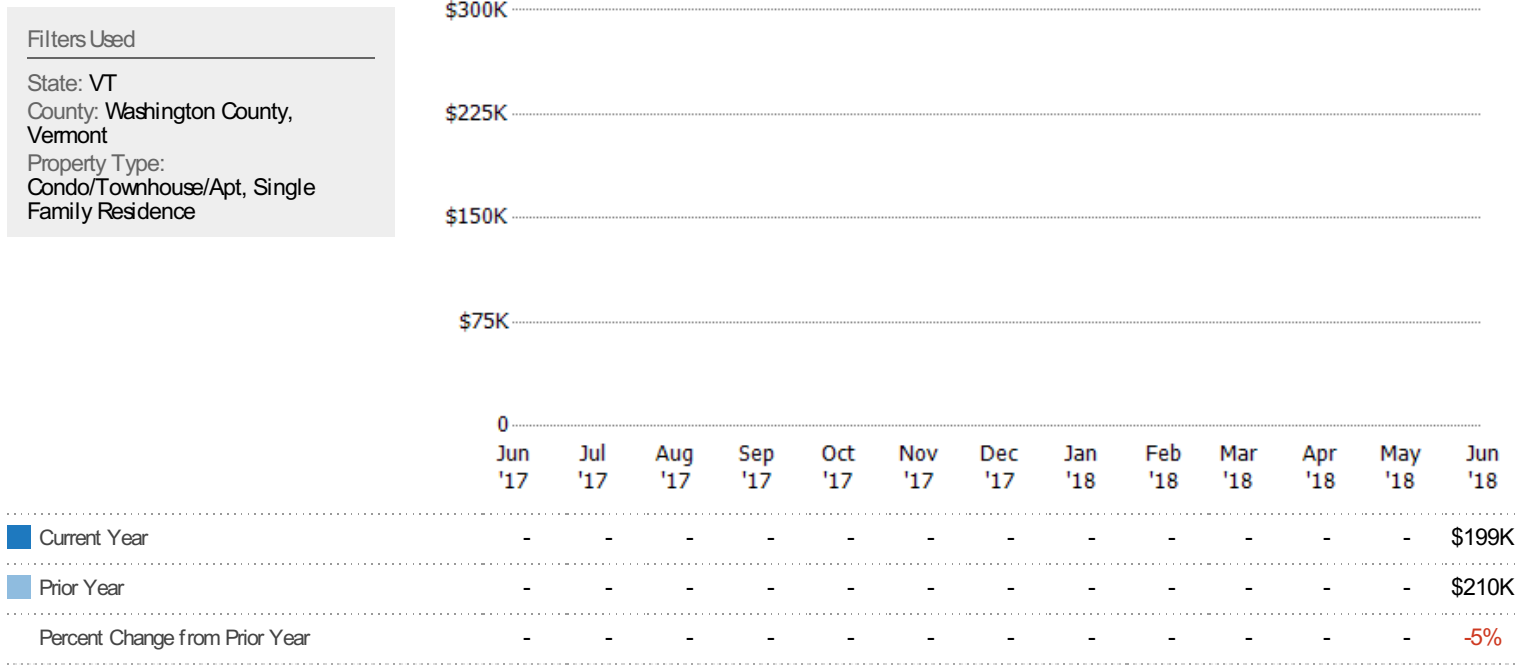
## Average Sales Price

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



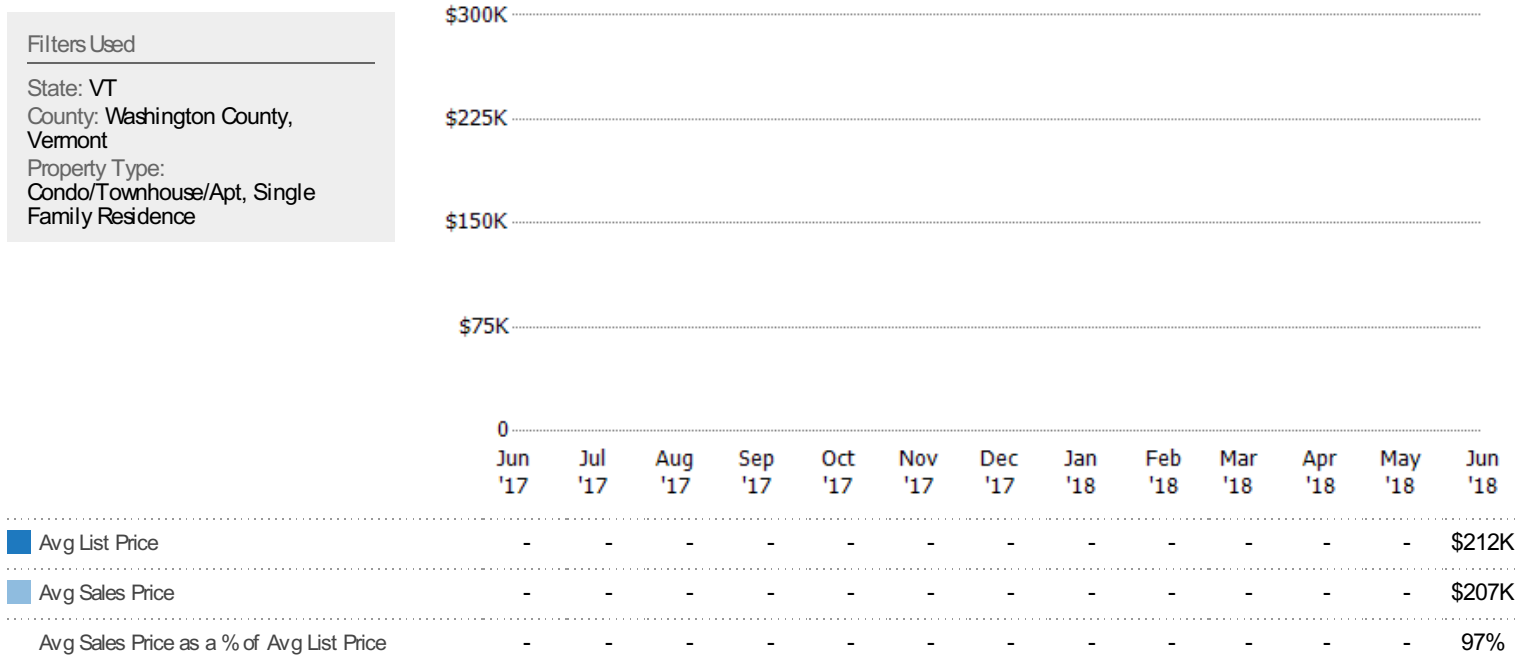
## Median Sales Price

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



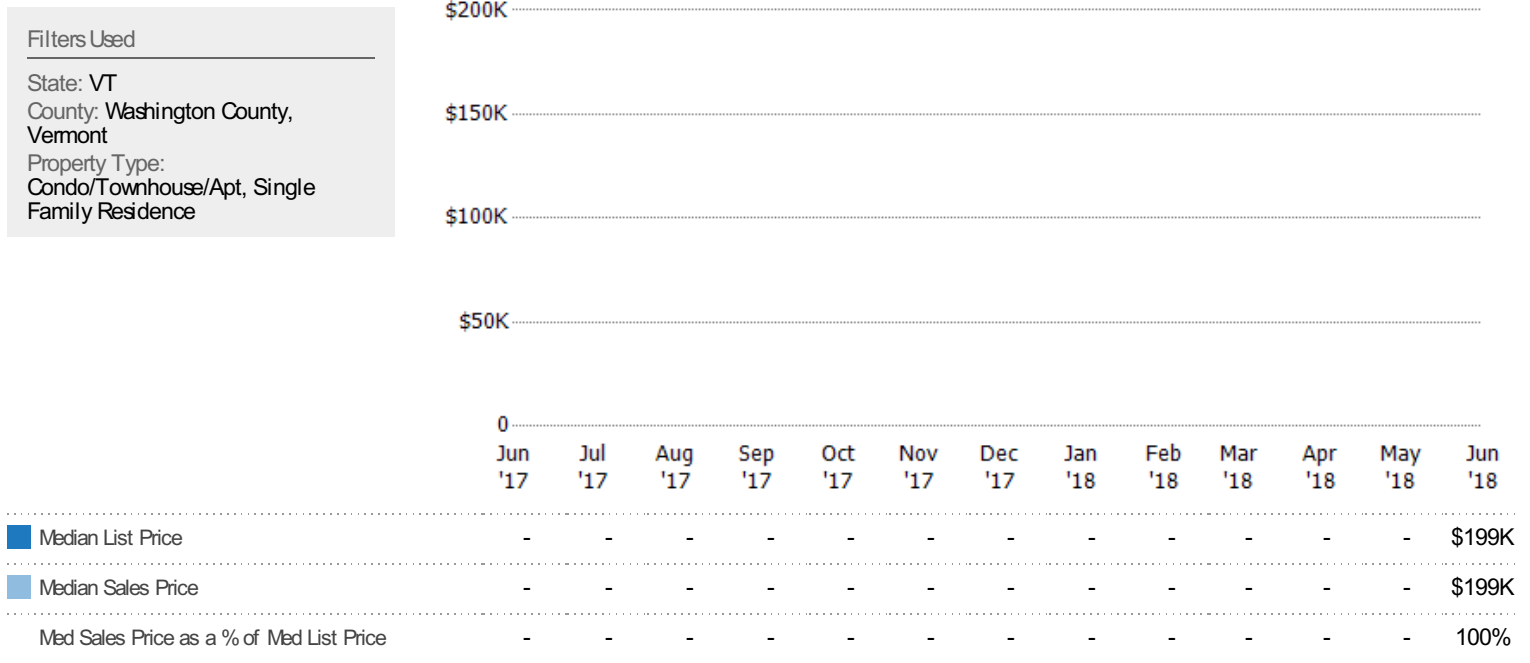
## Average Sales Price vs Average Listing Price

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



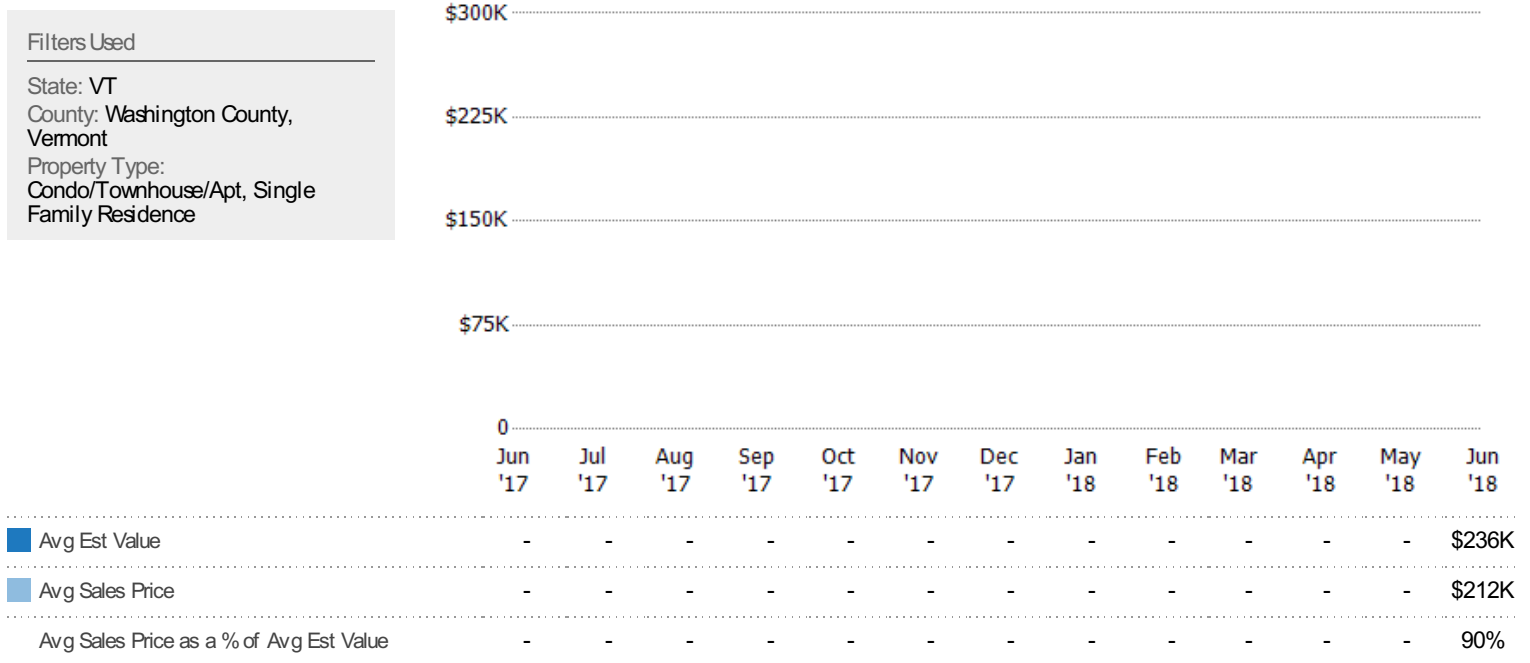
## Median Sales Price vs Median Listing Price

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.



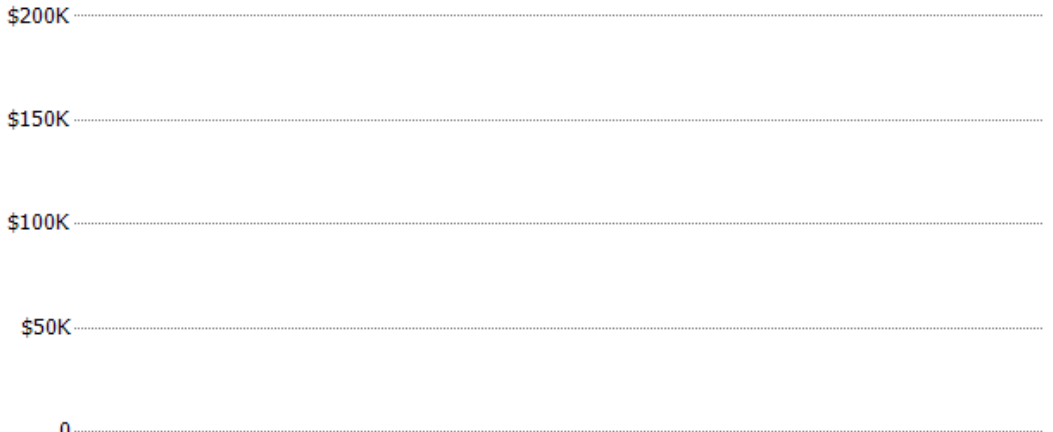
## Median Sales Price vs Median Est Value

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



|   | 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 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$192K  |
| Median Sales Price                      | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$199K  |
| Med Sales Price as a % of Med Est Value | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 104%    |