

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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	5	+220%	263	210	+25.2%
New Listing Volume	\$2,763,000	\$948,500	+191.3%	\$52,448,250	\$39,909,602	+31.4%
Active Listing Count	84	49	+71.4%	N/A	N/A	
Active Listing Volume	\$18,016,650	\$9,368,049	+92.3%	N/A	N/A	
Average Listing Price	\$214,484	\$191,185	+12.2%	\$213,711	\$182,140	+17.3%
Median Listing Price	\$176,500	\$174,900	+0.9%	\$178,838	\$166,547	+7.4%
Median Days in RPR	143	150	-4.7%	98.31	107.46	-8.5%
Months of Inventory	9.3	4.1	+128.6%	9.3	7	+33.3%
Absorption Rate	10.71%	24.49%	-13.8%	10.71%	14.29%	-3.6%
Sales Activity Charts Metrics						
New Pending Sales Count	14	7	+100%	186	198	-6.1%
New Pending Sales Volume	\$2,651,600	\$974,800	+172%	\$33,189,200	\$35,927,282	-7.6%
Pending Sales Count	14	13	+7.7%	N/A	N/A	
Pending Sales Volume	\$2,782,500	\$2,226,144	+25%	N/A	N/A	
Closed Sales Count	7	9	-22.2%	156	176	-11.4%
Closed Sales Volume	\$1,382,432	\$1,878,525	-26.4%	\$27,519,343	\$31,749,375	-13.3%
Average Sales Price	\$197,490	\$208,725	-5.4%	\$176,406	\$180,394	-2.2%
Median Sales Price	\$189,000	\$187,025	+1.1%	\$170,960	\$170,784	+0.1%

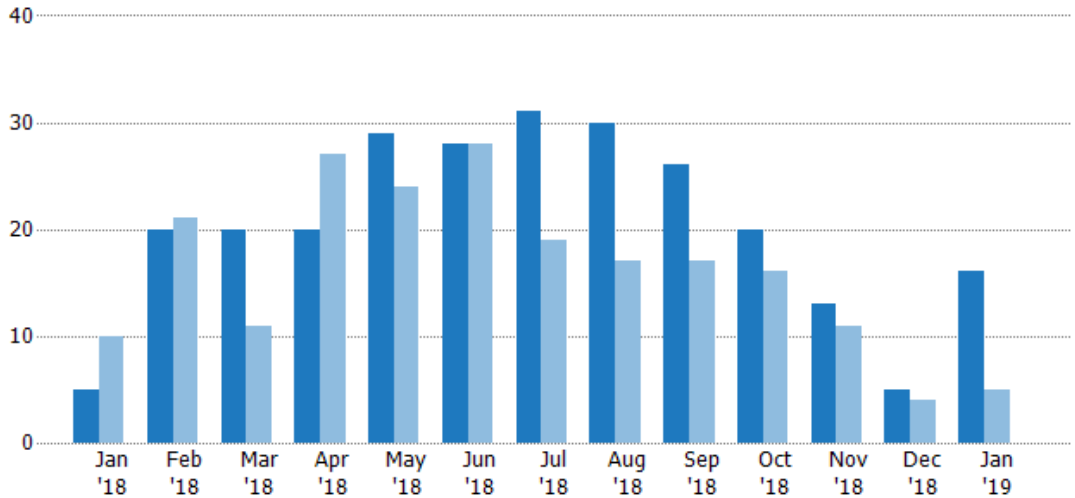
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Jan '19	16	220%
Jan '18	5	-50%
Jan '17	10	-40%



Current Year	5	20	20	20	29	28	31	30	26	20	13	5	16
Prior Year	10	21	11	27	24	28	19	17	17	16	11	4	5
Percent Change from Prior Year	-50%	-5%	82%	-26%	21%	0%	63%	76%	53%	25%	18%	25%	220%

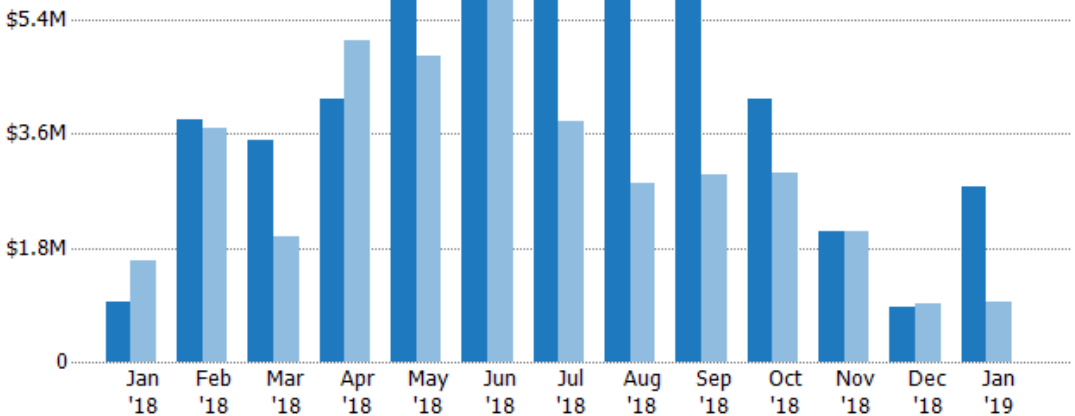
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$2.76M	191.3%
Jan '18	\$949K	-40.3%
Jan '17	\$1.59M	-41.2%



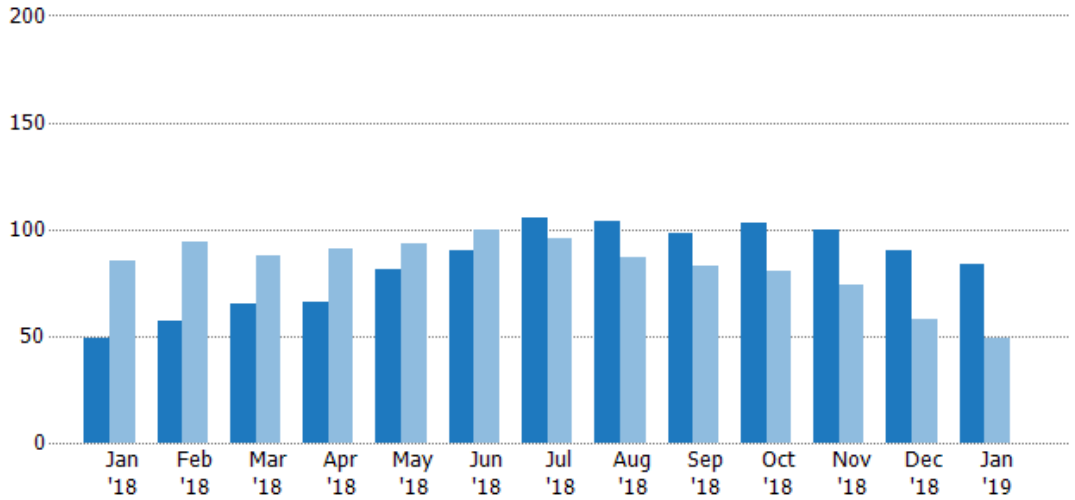
Current Year	\$949K	\$3.81M	\$3.49M	\$4.15M	\$5.92M	\$5.84M	\$6.44M	\$6.15M	\$5.86M	\$4.16M	\$2.06M	\$859K	\$2.76M
Prior Year	\$1.59M	\$3.69M	\$1.98M	\$5.07M	\$4.84M	\$6.29M	\$3.79M	\$2.81M	\$2.95M	\$2.97M	\$2.06M	\$915K	\$949K
Percent Change from Prior Year	-40%	3%	76%	-18%	22%	-7%	70%	119%	98%	40%	0%	-6%	191%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



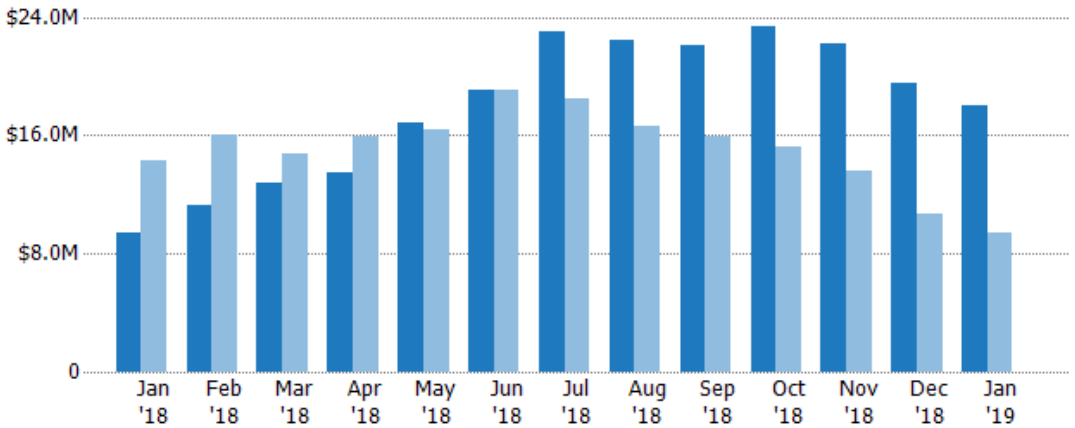
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	49	57	65	66	81	90	105	104	98	103	100	90	84
Prior Year	85	94	88	91	93	100	96	87	83	80	74	58	49
Percent Change from Prior Year	-42%	-39%	-26%	-27%	-13%	-10%	9%	20%	18%	29%	35%	55%	71%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$9.37M	\$11.2M	\$12.8M	\$13.4M	\$16.9M	\$19.1M	\$23M	\$22.4M	\$22.1M	\$23.4M	\$22.3M	\$19.5M	\$18M
Prior Year	\$14.3M	\$16M	\$14.8M	\$15.9M	\$16.4M	\$19.1M	\$18.4M	\$16.6M	\$16M	\$15.3M	\$13.6M	\$10.7M	\$9.37M
Percent Change from Prior Year	-34%	-30%	-13%	-16%	3%	0%	25%	35%	38%	53%	64%	82%	92%

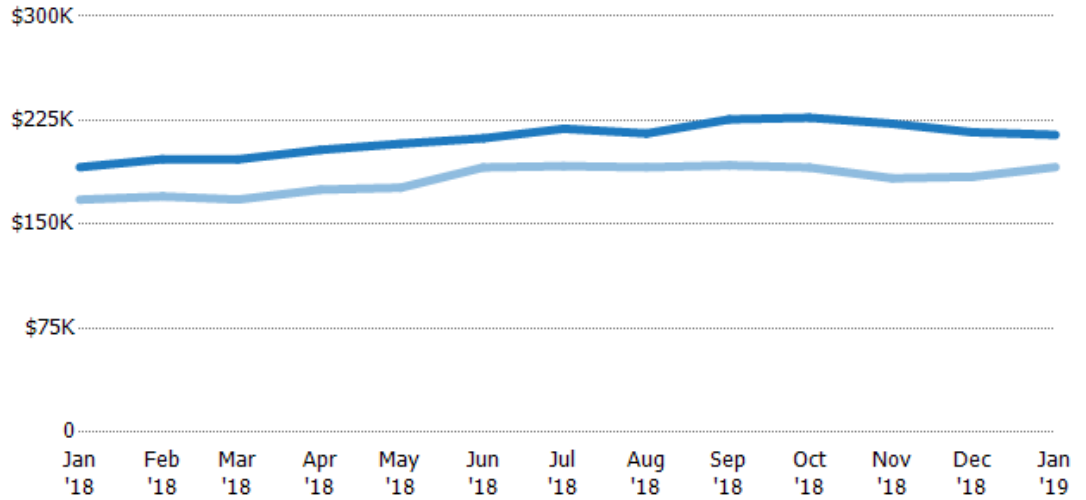
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Price	% Chg.
Jan '19	\$214K	12.2%
Jan '18	\$191K	14%
Jan '17	\$168K	7.6%



Current Year	\$191K	\$197K	\$197K	\$204K	\$208K	\$212K	\$219K	\$215K	\$226K	\$227K	\$223K	\$216K	\$214K
Prior Year	\$168K	\$170K	\$168K	\$175K	\$176K	\$191K	\$192K	\$191K	\$192K	\$191K	\$183K	\$184K	\$191K
Percent Change from Prior Year	14%	16%	17%	16%	18%	11%	14%	13%	17%	19%	21%	17%	12%

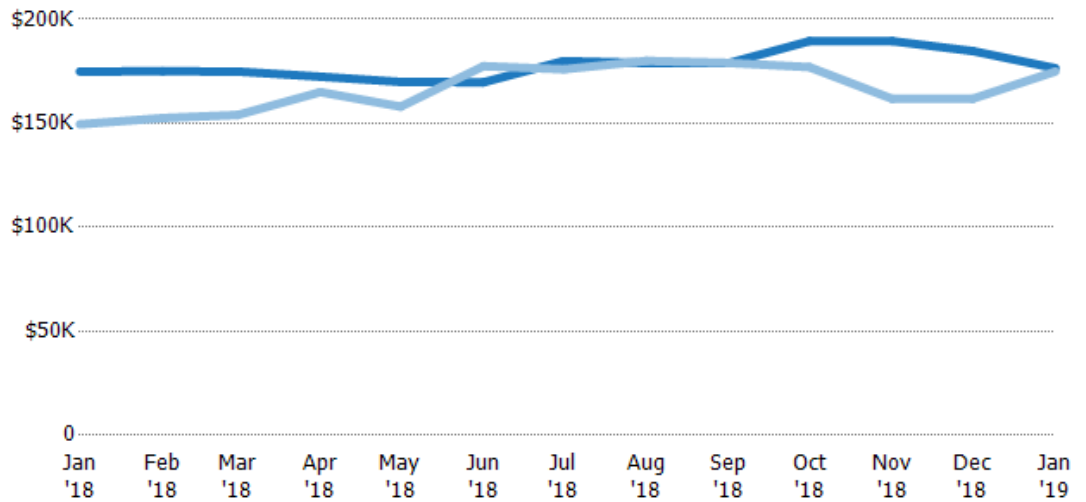
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Price	% Chg.
Jan '19	\$177K	0.9%
Jan '18	\$175K	17%
Jan '17	\$150K	10.4%



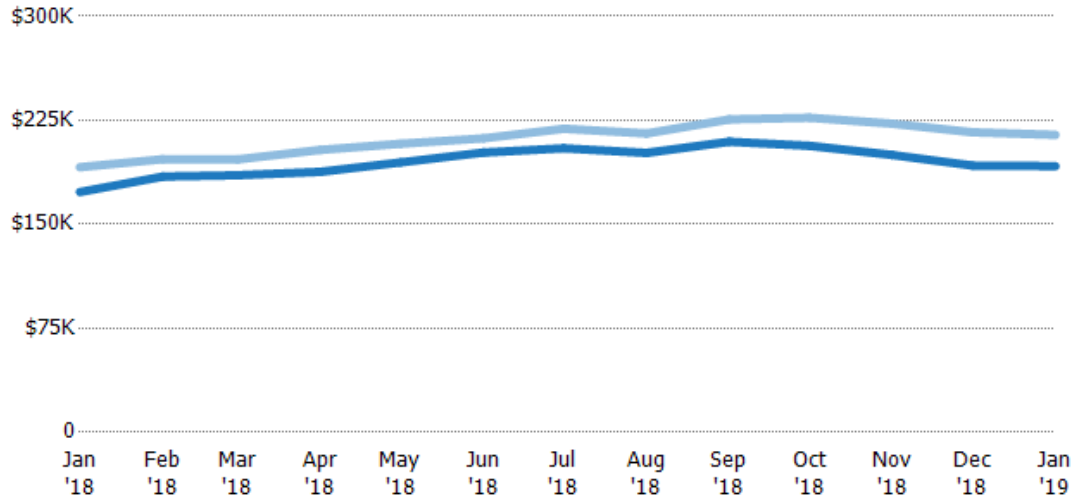
Current Year	\$175K	\$175K	\$175K	\$172K	\$170K	\$170K	\$180K	\$179K	\$179K	\$190K	\$190K	\$185K	\$177K
Prior Year	\$150K	\$153K	\$154K	\$165K	\$158K	\$177K	\$176K	\$180K	\$179K	\$177K	\$162K	\$162K	\$175K
Percent Change from Prior Year	17%	15%	14%	4%	8%	-4%	2%	-1%	0%	7%	17%	14%	1%

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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



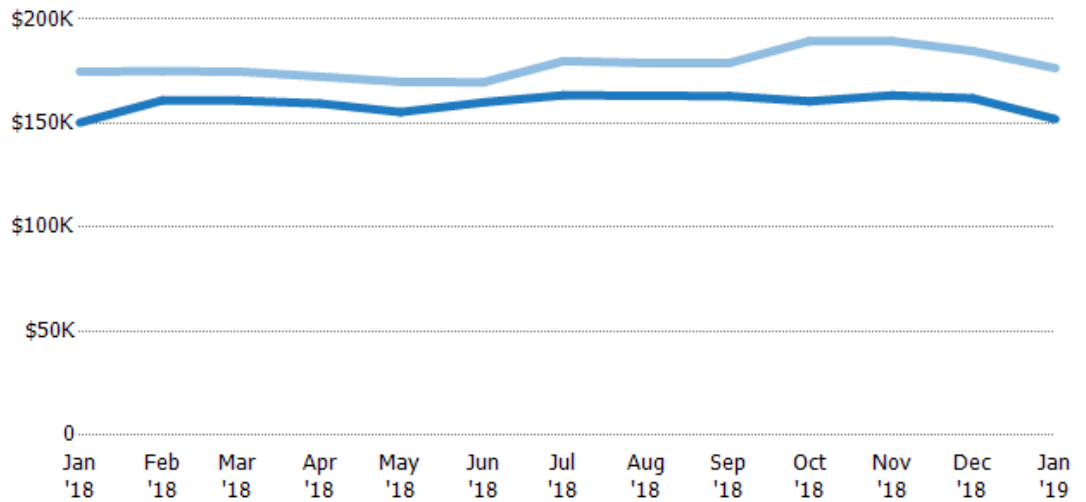
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$173K	\$184K	\$185K	\$188K	\$195K	\$202K	\$205K	\$201K	\$210K	\$207K	\$200K	\$192K	\$192K
Avg Listing Price	\$191K	\$197K	\$197K	\$204K	\$208K	\$212K	\$219K	\$215K	\$226K	\$227K	\$223K	\$216K	\$214K
Avg Listing Price as a % of Avg Est Value	110%	107%	106%	108%	107%	105%	107%	107%	108%	110%	111%	112%	112%

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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$150K	\$161K	\$161K	\$159K	\$155K	\$160K	\$163K	\$163K	\$163K	\$161K	\$163K	\$162K	\$152K
Median Listing Price	\$175K	\$175K	\$175K	\$172K	\$170K	\$170K	\$180K	\$179K	\$179K	\$190K	\$190K	\$185K	\$177K
Med Listing Price as a % of Med Est Value	116%	109%	109%	108%	109%	106%	110%	110%	110%	118%	116%	114%	116%

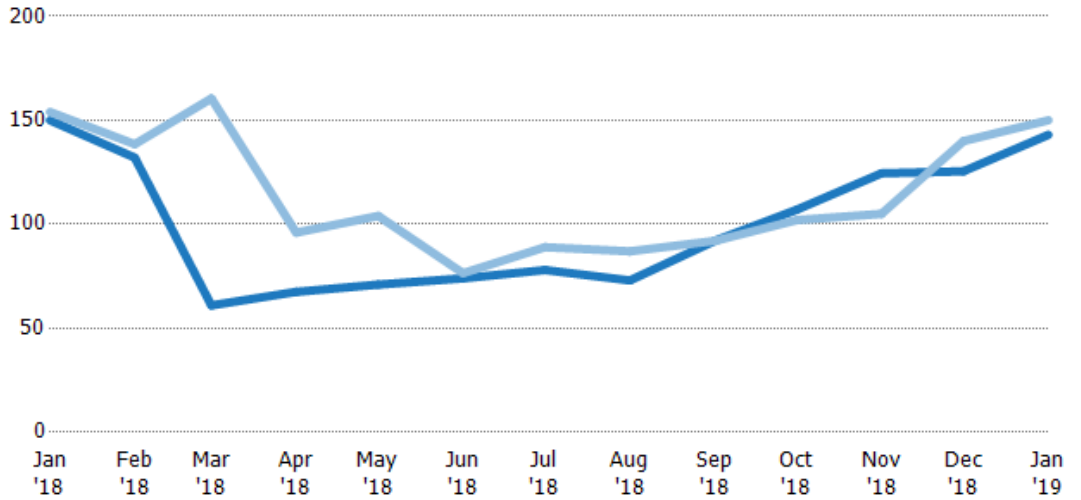
Median Days in RPR

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.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Days	% Chg.
Jan '19	143	-4.7%
Jan '18	150	-2.6%
Jan '17	154	22.1%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	150	132	61	67.5	71	74	78	73	92	107	125	126	143
Prior Year	154	139	161	96	104	76.5	89	87	92	102	105	140	150
Percent Change from Prior Year	-3%	-5%	-62%	-30%	-32%	-3%	-12%	-16%	0%	5%	19%	-10%	-5%

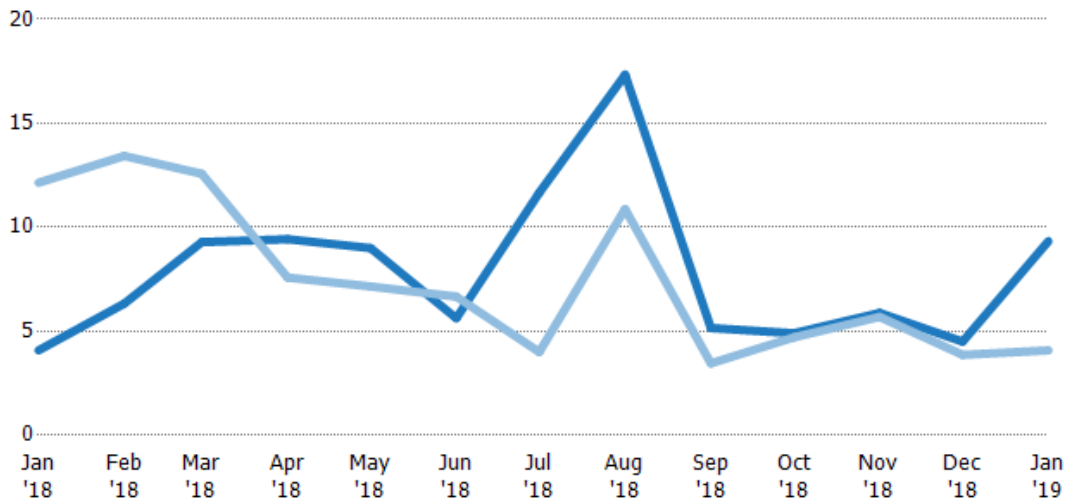
Months of Inventory

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Months	% Chg.
Jan '19	9.33	128.6%
Jan '18	4.08	-66.4%
Jan '17	12.1	-40.9%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	4.08	6.33	9.29	9.43	9	5.63	11.7	17.3	5.16	4.9	5.88	4.5	9.33
Prior Year	12.1	13.4	12.6	7.58	7.15	6.67	4	10.9	3.46	4.71	5.69	3.87	4.08
Percent Change from Prior Year	-66%	-53%	-26%	24%	26%	-16%	192%	59%	49%	4%	3%	16%	129%

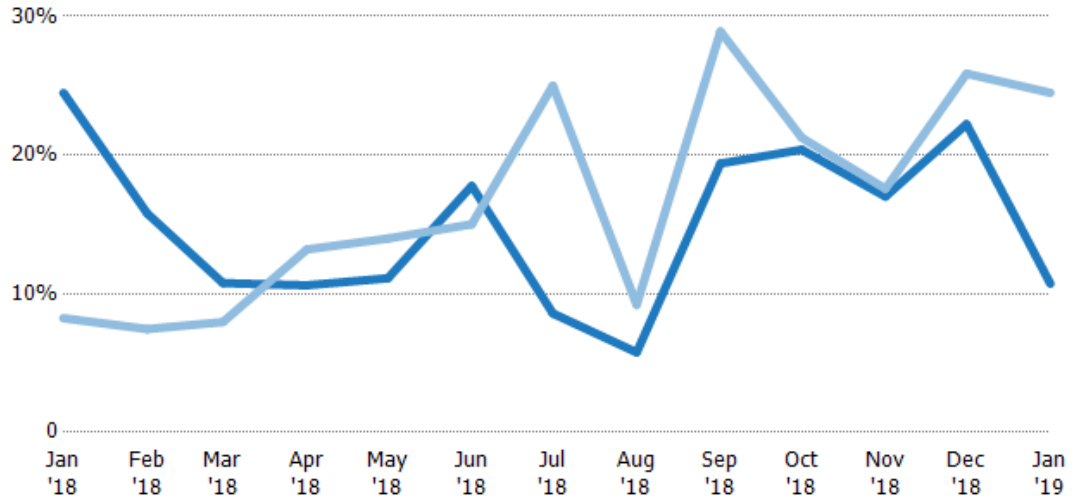
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Rate	Chg.
Jan '19	11%	13.8%
Jan '18	24%	-16.3%
Jan '17	8%	69.1%



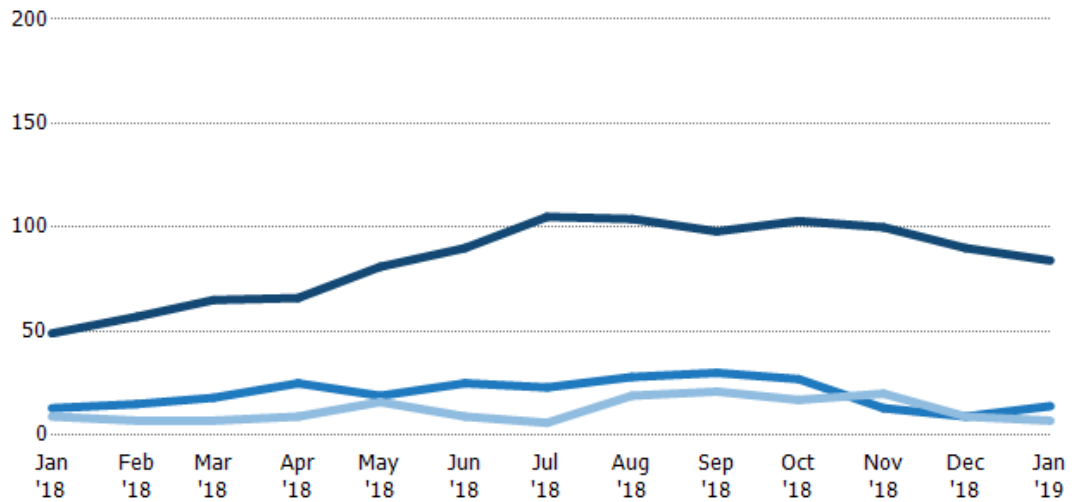
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	24%	16%	11%	11%	11%	18%	9%	6%	19%	20%	17%	22%	11%
Prior Year	8%	7%	8%	13%	14%	15%	25%	9%	29%	21%	18%	26%	24%
Change from Prior Year	-16%	-8%	-3%	3%	3%	-3%	16%	3%	10%	1%	1%	4%	14%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Active	49	57	65	66	81	90	105	104	98	103	100	90	84
Pending	13	15	18	25	19	25	23	28	30	27	13	9	14
Sold	9	7	7	9	16	9	6	19	21	17	20	9	7

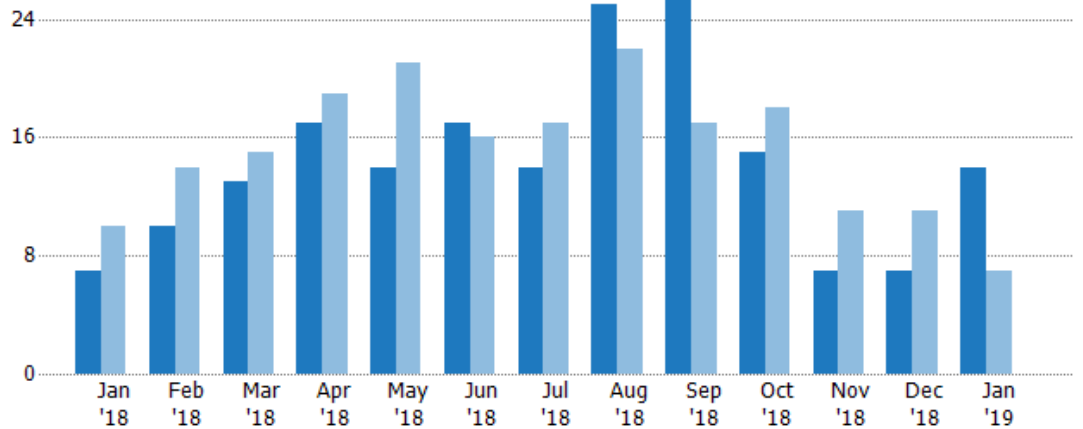
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Jan '19	14	100%
Jan '18	7	-30%
Jan '17	10	-40%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	7	10	13	17	14	17	14	25	26	15	7	7	14
Prior Year	10	14	15	19	21	16	17	22	17	18	11	11	7
Percent Change from Prior Year	-30%	-29%	-13%	-11%	-33%	6%	-18%	14%	53%	-17%	-36%	-36%	100%

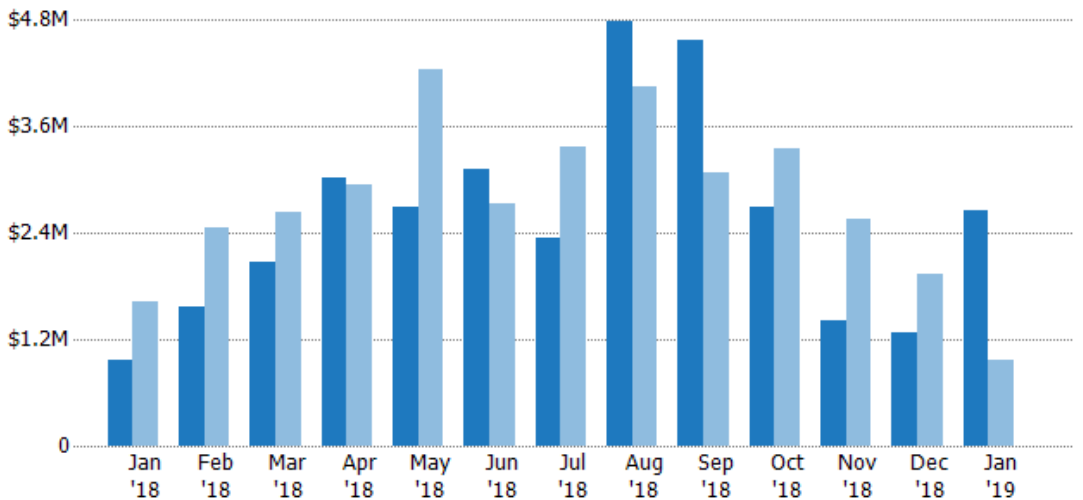
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$2.65M	172%
Jan '18	\$975K	-39.8%
Jan '17	\$1.62M	-43.7%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$975K	\$1.57M	\$2.07M	\$3.03M	\$2.7M	\$3.12M	\$2.34M	\$4.79M	\$4.57M	\$2.68M	\$1.4M	\$1.28M	\$2.65M
Prior Year	\$1.62M	\$2.45M	\$2.63M	\$2.95M	\$4.24M	\$2.73M	\$3.37M	\$4.04M	\$3.08M	\$3.35M	\$2.55M	\$1.93M	\$975K
Percent Change from Prior Year	-40%	-36%	-21%	3%	-36%	14%	-31%	19%	48%	-20%	-45%	-34%	172%

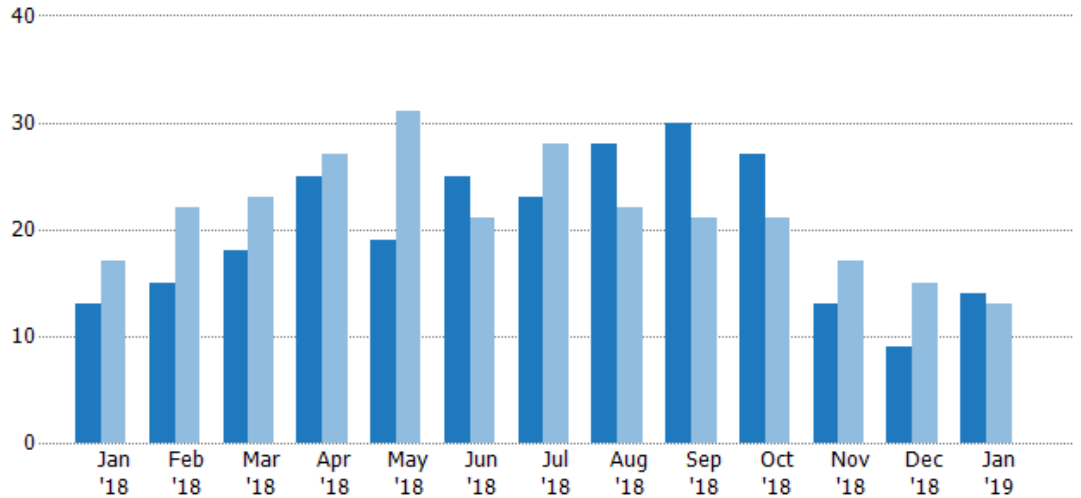
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Jan '19	14	7.7%
Jan '18	13	-23.5%
Jan '17	17	-35.3%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	13	15	18	25	19	25	23	28	30	27	13	9	14
Prior Year	17	22	23	27	31	21	28	22	21	21	17	15	13
Percent Change from Prior Year	-24%	-32%	-22%	-7%	-39%	19%	-18%	27%	43%	29%	-24%	-40%	8%

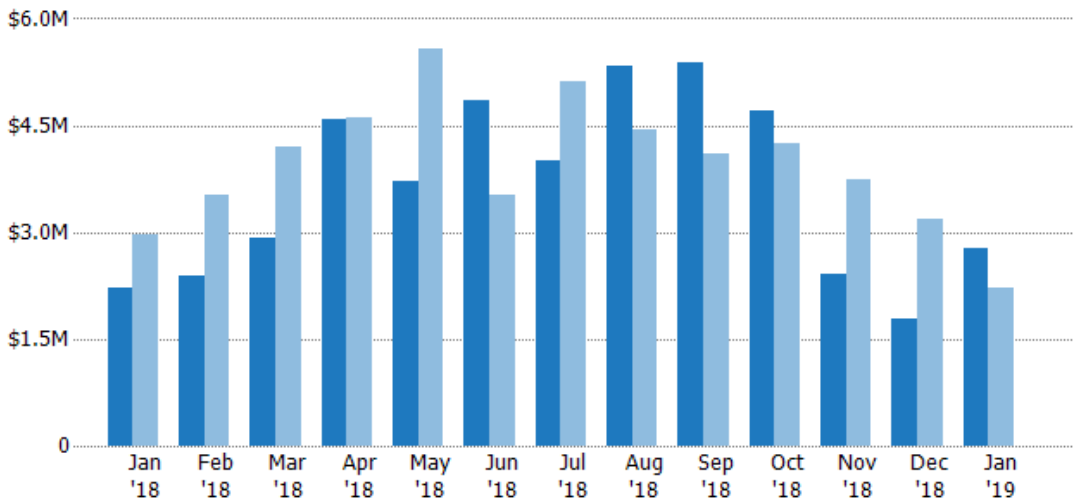
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$2.78M	25%
Jan '18	\$2.23M	-25.1%
Jan '17	\$2.97M	-47.3%



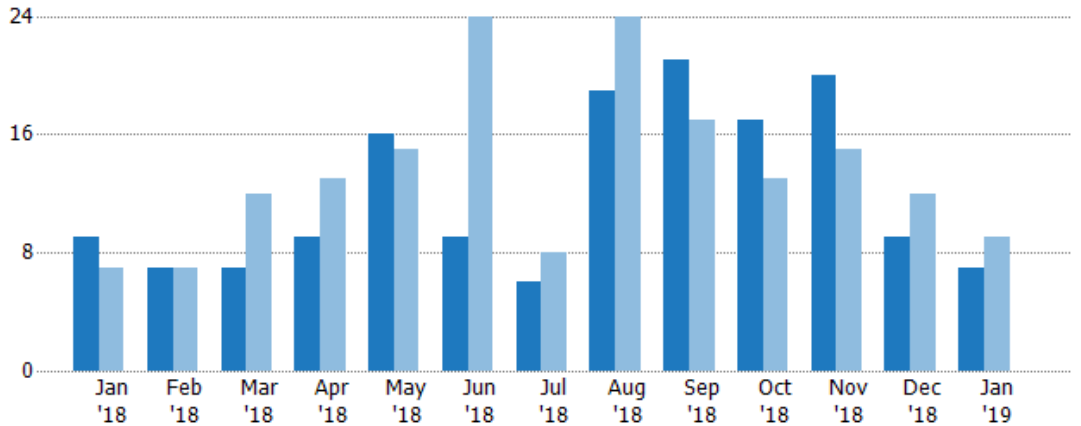
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$2.23M	\$2.39M	\$2.93M	\$4.59M	\$3.72M	\$4.84M	\$4.02M	\$5.33M	\$5.38M	\$4.71M	\$2.41M	\$1.79M	\$2.78M
Prior Year	\$2.97M	\$3.51M	\$4.2M	\$4.6M	\$5.57M	\$3.53M	\$5.11M	\$4.44M	\$4.1M	\$4.24M	\$3.73M	\$3.18M	\$2.23M
Percent Change from Prior Year	-25%	-32%	-30%	0%	-33%	37%	-21%	20%	31%	11%	-35%	-44%	25%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Count	% Chg.
Jan '19	7	-22.2%
Jan '18	9	28.6%
Jan '17	7	-14.3%

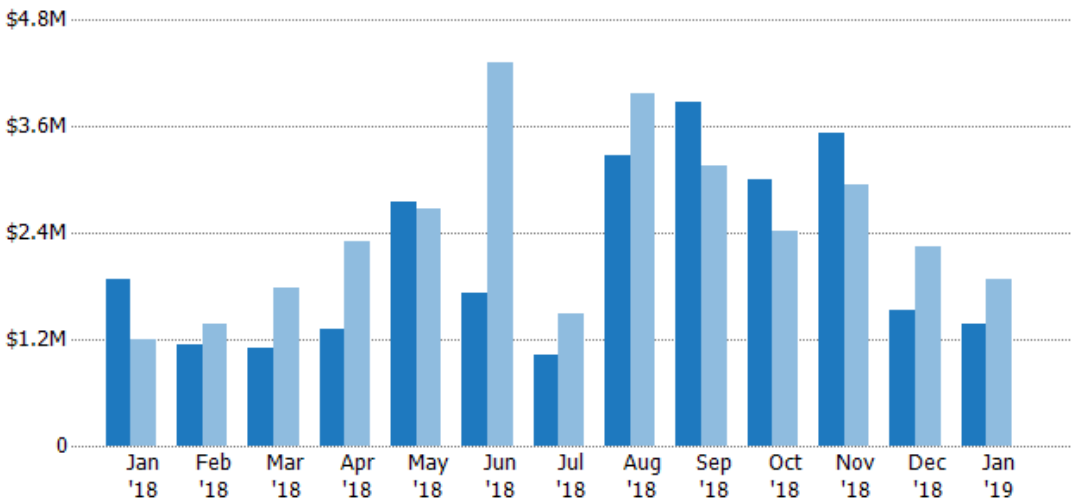
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	9	7	7	9	16	9	6	19	21	17	20	9	7
Prior Year	7	7	12	13	15	24	8	24	17	13	15	12	9
Percent Change from Prior Year	29%	0%	-42%	-31%	7%	-63%	-25%	-21%	24%	31%	33%	-25%	-22%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Volume	% Chg.
Jan '19	\$1.38M	-26.4%
Jan '18	\$1.88M	55.6%
Jan '17	\$1.21M	-35.2%

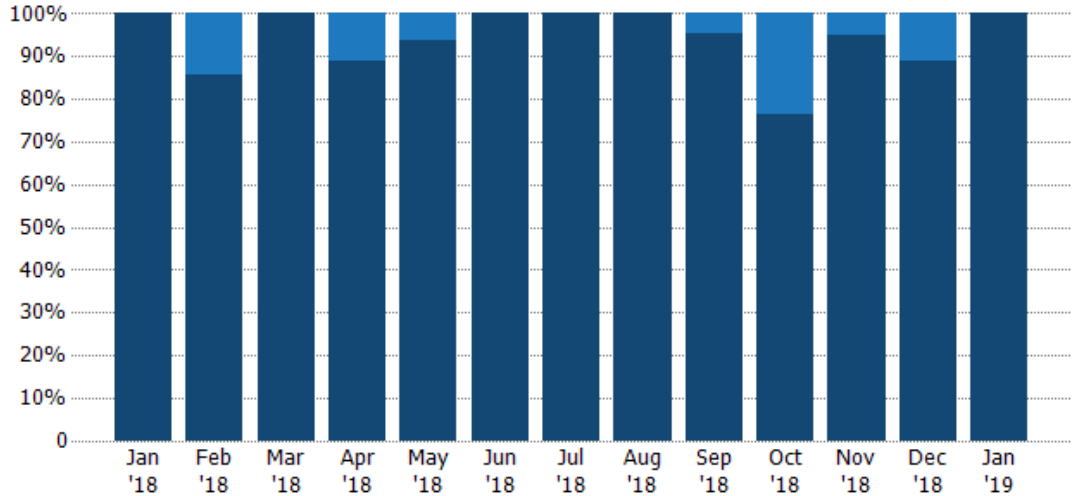
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$1.88M	\$1.14M	\$1.1M	\$1.31M	\$2.75M	\$1.71M	\$1.03M	\$3.27M	\$3.87M	\$3M	\$3.54M	\$1.53M	\$1.38M
Prior Year	\$1.21M	\$1.38M	\$1.78M	\$2.3M	\$2.68M	\$4.32M	\$1.49M	\$3.97M	\$3.16M	\$2.42M	\$2.94M	\$2.24M	\$1.88M
Percent Change from Prior Year	56%	-18%	-38%	-43%	3%	-60%	-31%	-18%	22%	24%	20%	-32%	-26%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



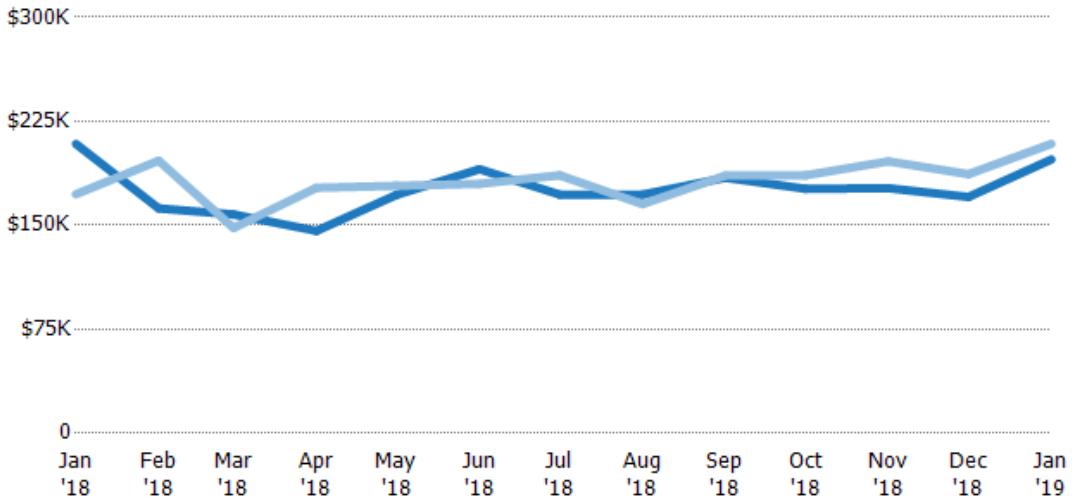
Condo/Townhouse	-	14%	-	11%	6%	-	-	-	5%	24%	5%	11%	-
Single Family Residence	100%	86%	100%	89%	94%	100%	100%	100%	95%	76%	95%	89%	100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year	\$209K	\$162K	\$158K	\$146K	\$172K	\$190K	\$172K	\$172K	\$184K	\$176K	\$177K	\$170K	\$197K
Prior Year	\$172K	\$197K	\$148K	\$177K	\$178K	\$180K	\$186K	\$165K	\$186K	\$186K	\$196K	\$187K	\$209K
Percent Change from Prior Year	21%	-18%	7%	-18%	-4%	6%	-7%	4%	-1%	-5%	-10%	-9%	-5%

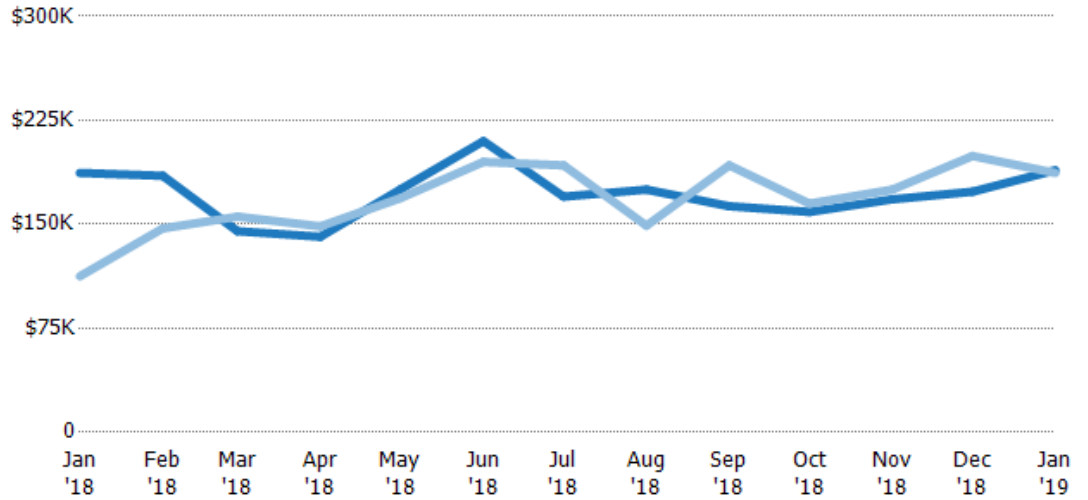
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$189K	1.1%
Jan '18	\$187K	66.2%
Jan '17	\$113K	26.2%



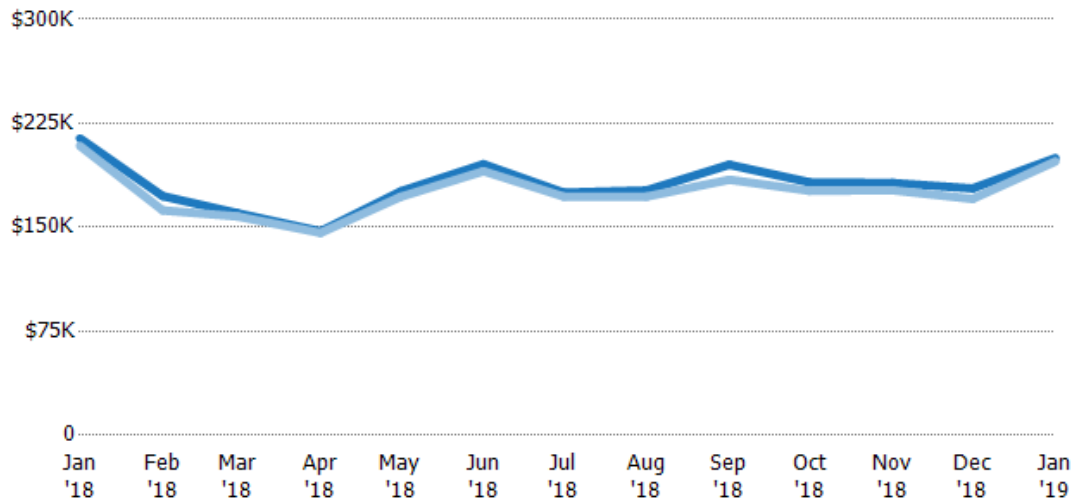
Current Year	\$187K	\$185K	\$145K	\$141K	\$175K	\$210K	\$170K	\$175K	\$163K	\$159K	\$168K	\$174K	\$189K
Prior Year	\$113K	\$147K	\$156K	\$149K	\$169K	\$195K	\$193K	\$149K	\$193K	\$165K	\$175K	\$199K	\$187K
Percent Change from Prior Year	66%	26%	-7%	-5%	4%	8%	-12%	17%	-15%	-4%	-4%	-13%	1%

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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



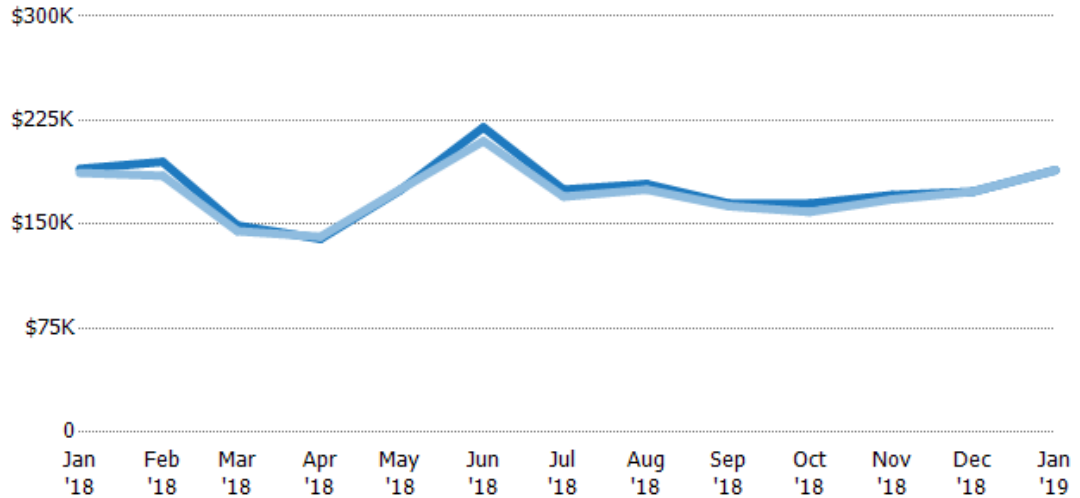
Avg List Price	\$214K	\$172K	\$160K	\$147K	\$176K	\$196K	\$175K	\$177K	\$195K	\$182K	\$182K	\$178K	\$200K
Avg Sales Price	\$209K	\$162K	\$158K	\$146K	\$172K	\$190K	\$172K	\$172K	\$184K	\$176K	\$177K	\$170K	\$197K
Avg Sales Price as a % of Avg List Price	97%	94%	99%	99%	98%	97%	98%	97%	94%	97%	97%	96%	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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



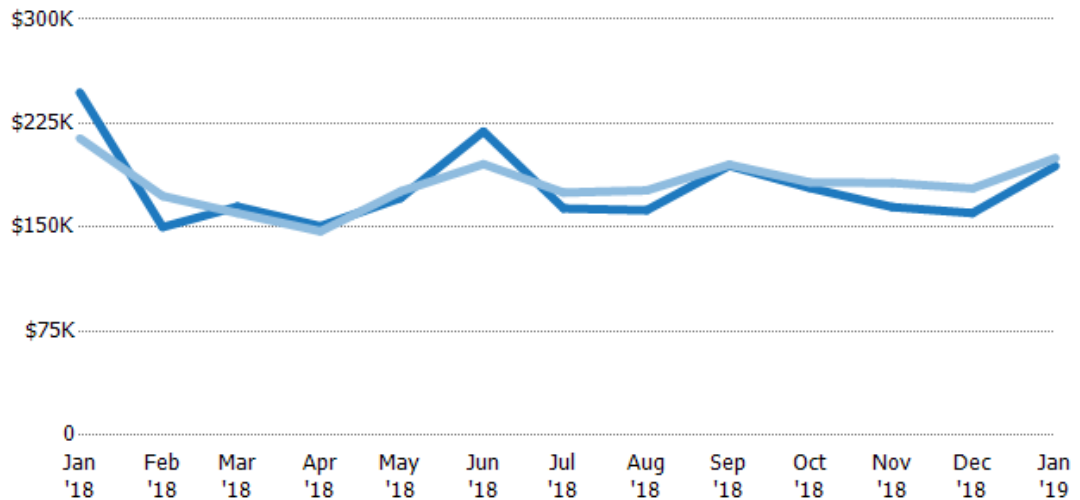
Median List Price	\$190K	\$195K	\$149K	\$140K	\$175K	\$220K	\$175K	\$179K	\$165K	\$165K	\$171K	\$174K	\$189K
Median Sales Price	\$187K	\$185K	\$145K	\$141K	\$175K	\$210K	\$170K	\$175K	\$163K	\$159K	\$168K	\$174K	\$189K
Med Sales Price as a % of Med List Price	98%	95%	97%	101%	100%	95%	97%	98%	99%	96%	98%	100%	100%

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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



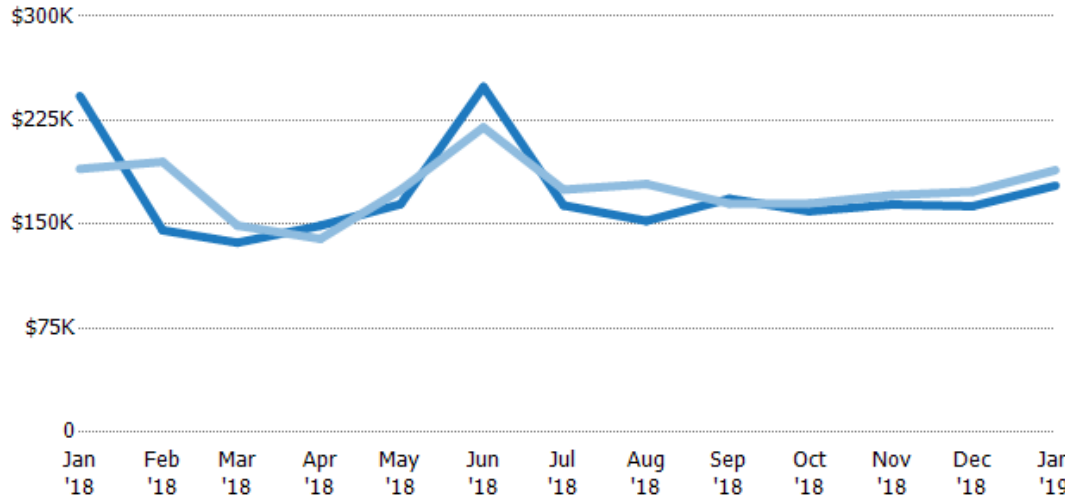
Avg Est Value	\$247K	\$150K	\$165K	\$151K	\$171K	\$219K	\$164K	\$162K	\$194K	\$178K	\$165K	\$160K	\$194K
Avg Sales Price	\$214K	\$172K	\$160K	\$147K	\$176K	\$196K	\$175K	\$177K	\$195K	\$182K	\$182K	\$178K	\$200K
Avg Sales Price as a % of Avg Est Value	87%	115%	97%	98%	103%	89%	107%	109%	100%	102%	111%	111%	103%

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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$242K	\$146K	\$137K	\$149K	\$164K	\$249K	\$164K	\$152K	\$168K	\$159K	\$164K	\$163K	\$178K
Median Sales Price	\$190K	\$195K	\$149K	\$140K	\$175K	\$220K	\$175K	\$179K	\$165K	\$165K	\$171K	\$174K	\$189K
Med Sales Price as a % of Med Est Value	78%	134%	109%	94%	106%	88%	107%	117%	98%	104%	104%	106%	106%