

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 2018	YTD 2019	+ / -	Feb 2018	Feb 2019	Key Metrics
			1			Listing Activity Charts Metrics
-23.2%	69	53	-21.6%	37	29	New Listing Count
+4.4%	\$18,750,200	\$19,573,200	-15.2%	\$11,196,500	\$9,492,900	New Listing Volume
	NA	NA	-13.2%	272	236	Active Listing Count
	NA	NA	+9.2%	\$93,239,095	\$101,827,749	Active Listing Volume
+26.5%	\$340,687	\$430,957	+25.9%	\$342,791	\$431,474	Average Listing Price
+27.4%	\$233,867	\$297,978	+27.3%	\$233,250	\$297,000	Median Listing Price
-11.1%	180.3	160.29	-11.1%	180.5	160.5	Median Daysin RPR
-32.2%	20.7	14	-13.2%	20.9	18.2	Months of Inventory
+2.3%	4.84%	7.14%	+0.7%	4.78%	5.51%	Absorption Rate
						Sales Activity Charts Metrics
-15.2%	46	39	-26.3%	19	14	New Pending Sales Count
-17.5%	\$12,108,000	\$9,983,798	-28.5%	\$5,520,800	\$3,948,899	New Pending Sales Volume
	N/A	NA	+25.9%	27	34	Pending Sales Count
	N/A	NA	-2.9%	\$8,314,800	\$8,076,398	Pending Sales Volume
-6.1%	33	31	-10%	20	18	Closed Sales Count
+4.3%	\$6,449,400	\$6,724,625	+2.2%	\$4,292,500	\$4,385,125	Closed Sales Volume
+11%	\$195,436	\$216,923	+13.5%	\$214,625	\$243,618	Average Sales Price
+10.6%	\$177,597	\$196,355	+-	\$186,500	\$186,500	Median Sales Price





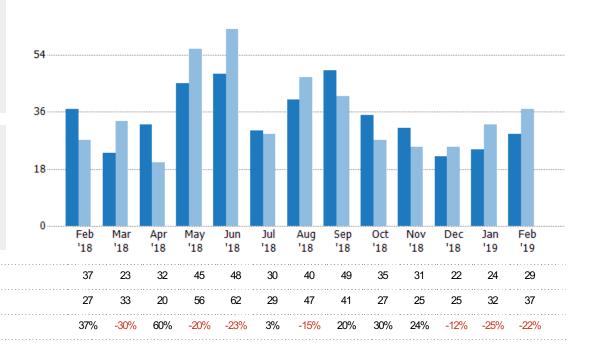


New Listings

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

Filters Used ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Count	% Chg.
Feb '19	29	-21.6%
Feb '18	37	37%
Feb '17	27	25.9%



New Listing Volume

Percent Change from Prior Year

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

Filters Used

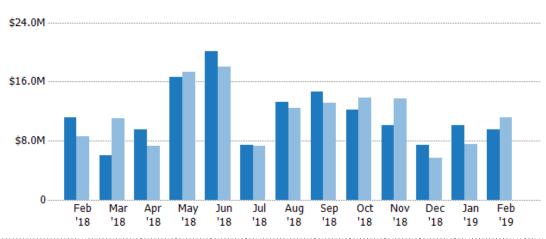
Current Year

Prior Year

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single

Family Residence

Volume	% Chg.
\$9.49M	-15.2%
\$11.2M	30.4%
\$8.59M	25.8%
	\$9.49M \$11.2M









Active Listings

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

Filters Used ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Count	% Chg.
Feb '19	236	-13.2%
Feb '18	272	-10.8%
Feb '17	305	-4.6%



Active Listing Volume

Percent Change from Prior Year

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

Filters Used

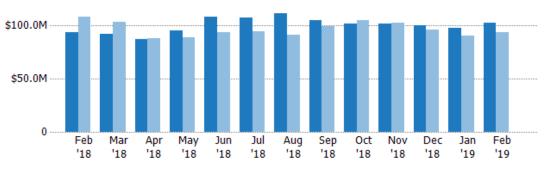
Current Year

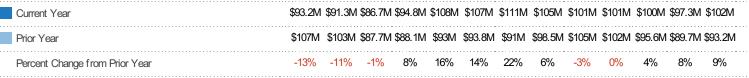
Prior Year

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$102M	9.2%
Feb '18	\$93.2M	-13.2%
Feb '17	\$107M	-21.4%











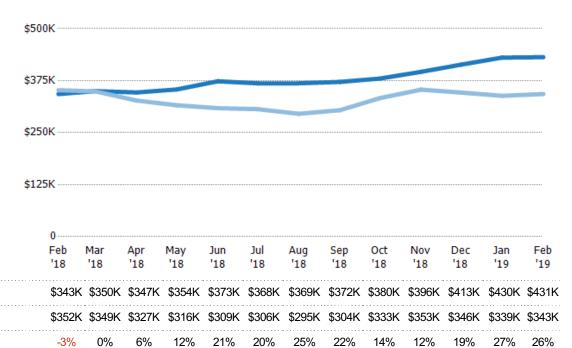
Average Listing Price

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

Filters Used

ZIP: East Dover, VT 05341, South
Newfane, VT 05351, Wardsboro, VT
05355, West Dover, VT 05356,
WIlmington, VT 05363
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Median Listing Price

Percent Change from Prior Year

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

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Current Year

Prior Year

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, WImington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$297K	27.3%
Feb '18	\$233K	-3.6%
Feb '17	\$242K	-9.5%

Percent Change from Prior Year

\$300)K												
\$225	K												
\$150)K												
\$75	5K												
	0												
				May '18							Dec	Jan	Feb
	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'19	'19
	\$233K	\$240K	\$243K	\$249K	\$252K	\$249K	\$250K	\$261K	\$265K	\$274K	\$279K	\$299K	\$297K
	\$242K	\$249K	\$229K	\$224K	\$220K	\$219K	\$219K	\$221K	\$229K	\$241K	\$233K	\$235K	\$233K
	-4%	-3%	6%	11%	15%	13%	14%	18%	16%	14%	20%	28%	27%



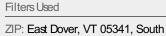
Current Year

Prior Year

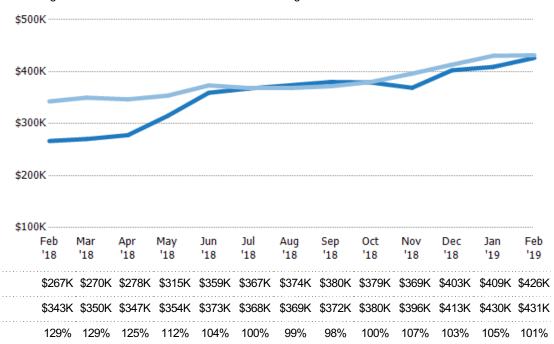


Average Listing Price vs Average Est Value

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



Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
Property Type:
Condo/Townhouse/Apt, Single Family Residence



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.

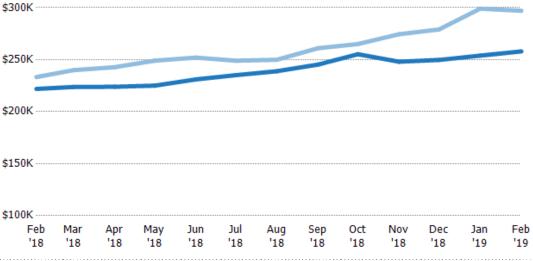
Filters Used

Avg Est Value

Avg Listing Price

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wlmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$222K	\$224K	\$224K	\$225K	\$231K	\$235K	\$239K	\$245K	\$255K	\$248K	\$250K	\$254K	\$258K
Median Listing Price	\$233K	\$240K	\$243K	\$249K	\$252K	\$249K	\$250K	\$261K	\$265K	\$274K	\$279K	\$299K	\$297K
Med Listing Price as a % of Med Est Value	105%	107%	108%	111%	109%	106%	105%	106%	104%	111%	112%	118%	115%





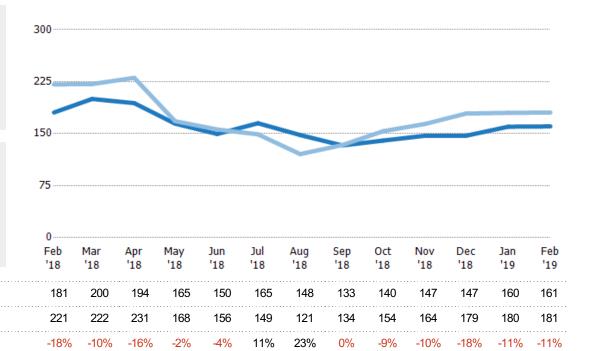
Median Days in RPR

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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single

Family Residence

Month/ Year	Days	% Chg.
Feb '19	161	-11.1%
Feb '18	181	-18.3%
Feb '17	221	-19.5%



Months of Inventory

Percent Change from Prior Year

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

Filters Used

Current Year

Prior Year

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ % Chg. Year Months Feb '19 18.2 -13.2% Feb '18 20.9 -10.8% Feb '17 23.5 3.4%

Percent Change from Prior Year

40												***********
30						\wedge						
20			\triangle				1					/
10		<u> </u>		<u> </u>							1	
Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
20.9	13.1	10.9	19.1	11.5	17.1	30.1	17.6	14.8	14.2	7.3	12.6	18.2
23.5	22.6	16.8	15.5	16.7	13.3	16.2	21.6	12.6	10.7	10.2	9.81	20.9
-11%	-42%	-35%	24%	-31%	29%	86%	-18%	18%	33%	-29%	28%	-13%

Current Year

Prior Year



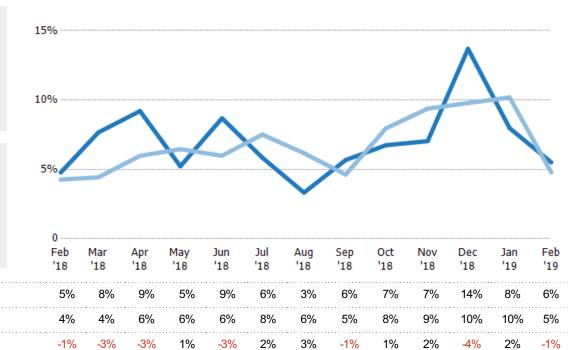
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Rate	Chg.
Feb '19	6%	-0.7%
Feb '18	5%	-0.5%
Feb '17	4%	-3.3%



Active/Pending/Sold Units

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

Filters Used

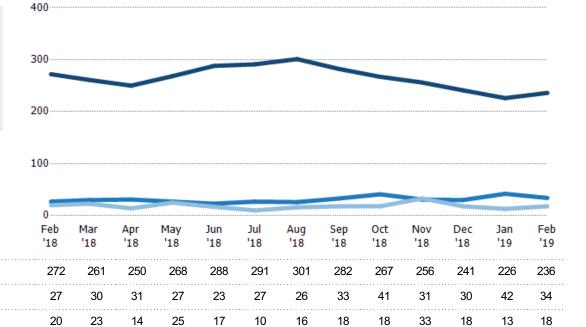
Current Year

Change from Prior Year

Prior Year

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:

Condo/Townhouse/Apt, Single Family Residence



Active

Pending

Sold



2%

1%

2%

-3%

1%

-3%

2%

3%

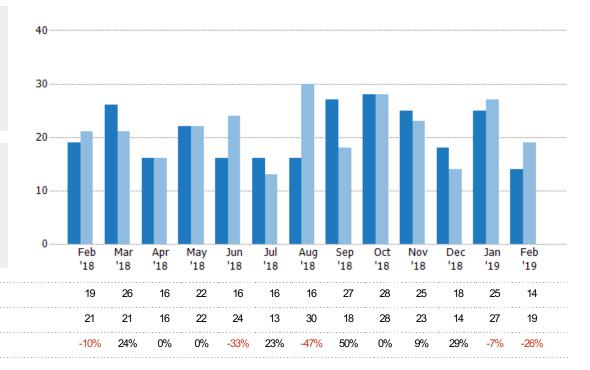
New Pending Sales

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

Filters Used

ZIP: East Dover, VT 05341, South
Newfane, VT 05351, Wardsboro, VT
05355, West Dover, VT 05356,
Wilmington, VT 05363
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Feb '19	14	-26.3%
Feb '18	19	-9.5%
Feb '17	21	-14.3%



New Pending Sales Volume

Percent Change from Prior Year

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

\$20.0M

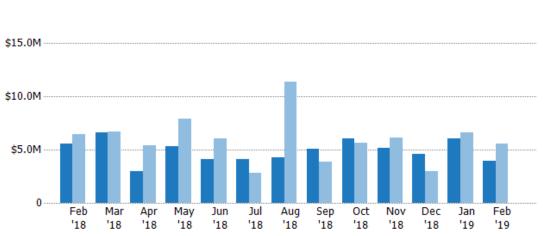
Filters Used

Current Year

Prior Year

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wlmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$3.95M	-28.5%
Feb '18	\$5.52M	-13.8%
Feb '17	\$6.41M	-29.8%



 Current Year
 \$5.52M \$6.55M \$2.98M \$5.3M \$4.09M \$4.13M \$4.23M \$5.04M \$6M \$5.12M \$4.59M \$6.03M \$3.95M

 Prior Year
 \$6.41M \$6.65M \$5.36M \$7.9M \$5.99M \$2.78M \$11.4M \$3.83M \$5.62M \$6.08M \$2.95M \$6.59M \$5.52M

 Percent Change from Prior Year
 -14% -2% -44% -33% -32% 48% -63% 32% 7% -16% 56% -8% -28%



Pending Sales

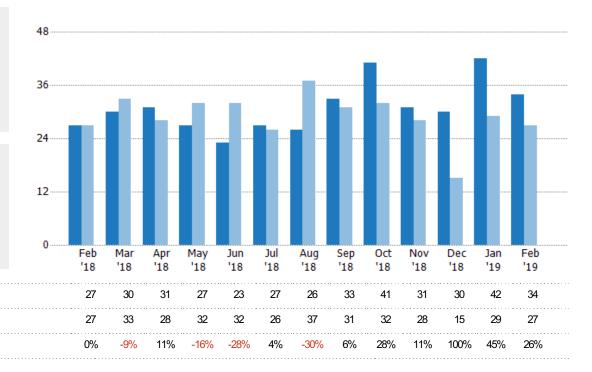
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: East Dover, VT 05341, South
Newfane, VT 05351, Wardsboro, VT
05355, West Dover, VT 05356,
WIlmington, VT 05363

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Feb '19	34	25.9%
Feb '18	27	0%
Feb '17	27	29.6%



Pending Sales Volume

Percent Change from Prior Year

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

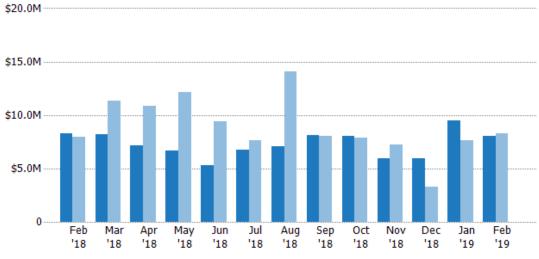
Filters Used

Current Year

Prior Year

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wlimington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$8.08M	-2.9%
Feb '18	\$8.31M	4.3%
Feb '17	\$7.97M	13.5%









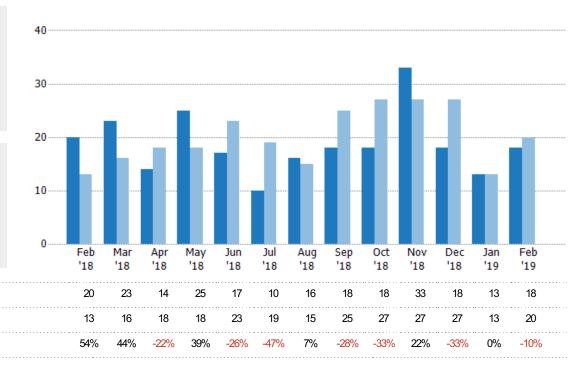
Closed Sales

The total number of residential properties sold each month.

Filters Used ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single

Family Residence

Month/ Year	Count	% Chg.
Feb '19	18	-10%
Feb '18	20	53.8%
Feb '17	13	7.7%



Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

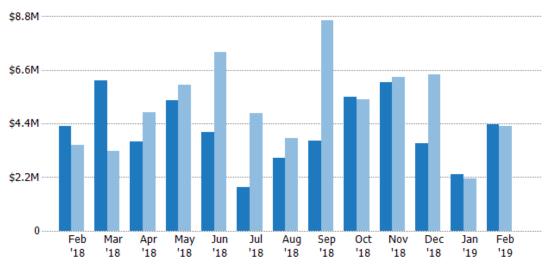
Current Year

Prior Year

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single

Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$4.39M	2.2%
Feb '18	\$4.29M	22.4%
Feb '17	\$3.51M	14.5%



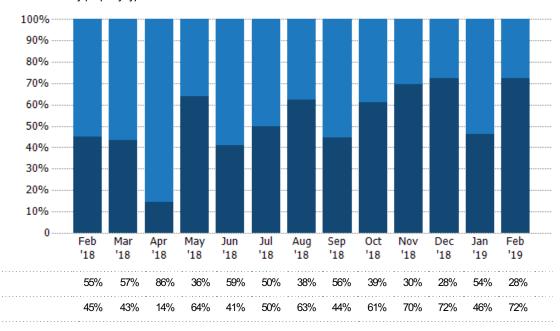




Closed Sales by Property Type

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

Filters Used ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

Condo/Townhouse

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

0 ····· Feb

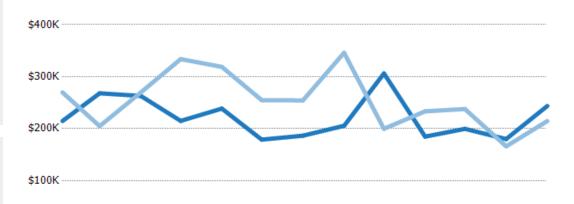
Mar

Apr

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wlimington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$244K	13.5%
Feb '18	\$215K	-20.4%
Feb '17	\$270K	6.4%



Jul

Aug

Sep

0ct

Nov

Dec

Jan

Feb

Jun

	'18	'18	'i8	'18	'18	'18	'18	'18	'18	'18	'18	'19	'19
Current Year	\$215K	\$268K	\$263K	\$215K	\$239K	\$179K	\$186K	\$205K	\$306K	\$185K	\$200K	\$180K	\$244K
Prior Year	\$270K	\$205K	\$270K	\$334K	\$319K	\$255K	\$254K	\$346K	\$200K	\$233K	\$238K	\$166K	\$215K
Percent Change from Prior Year	-20%	31%	-2%	-36%	-25%	-30%	-27%	-41%	53%	-21%	-16%	8%	14%

May





Median Sales Price

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

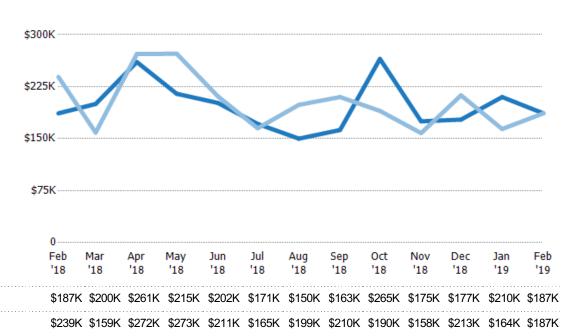
Filters Used

Current Year Prior Year

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:

Condo/Townhouse/Apt, Single Family Residence

Price	% Chg.
\$187K	0%
\$187K	-22%
\$239K	-0.1%
	\$187K \$187K



11%

39%

-16%

Average Sales Price vs Average Listing Price

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

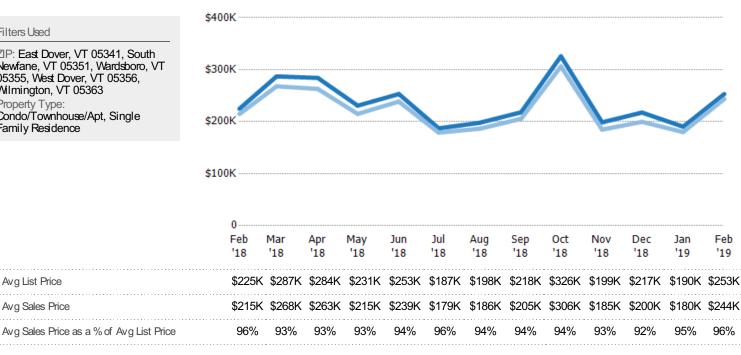
Filters Used ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:

Percent Change from Prior Year

Condo/Townhouse/Apt, Single

Family Residence

Avg List Price Avg Sales Price



-21%





Median Sales Price vs Median Listing Price

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



Family Residence

Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single



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.

89%

94%

91%

96%

93%

90%

96%

94%

95%

92%

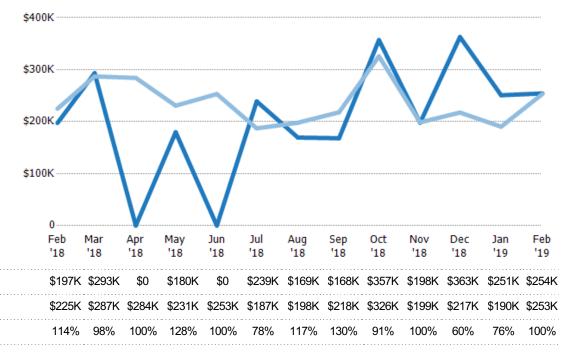
94%

Filters Used

Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single

ZIP: East Dover, VT 05341, South

Family Residence





Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



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

Family Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wlmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single





