

MARKET DATA REPORT

Vermont February 2019 Market Report



Report Characteristics

Report Name: Vermont February 2019 Market Report

Report Date Range: 2/2018 – 2/2019

Filters Used: Property Type, Location

Avg/Med: Both

Run Date: 04/30/2019

Scheduled: No

Presented by

Vermont Association of REALTORS®

Other: http://www.vermontrealtors.com/

148 State Street Montpelier, VT 05602







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	Feb 2019	Feb 2018	+/-	YTD 2019	YTD 2018	+/-
Listing Activity Charts Metrics						
New Listing Count	624	614	+1.6%	1,188	1,116	+6.5%
New Listing Volume	\$215,856,798	\$189,898,837	+13.7%	\$390,171,925	\$348,790,281	+11.9%
Active Listing Count	4,074	4,387	-7.1%	N⁄A	N/A	
Active Listing Volume	\$1,616,197,287	\$1,618,676,496	-0.2%	N⁄A	NA	
Average Listing Price	\$396,710	\$368,971	+7.5%	\$392,398	\$368,421	+6.5%
Median Listing Price	\$275,000	\$249,900	+10%	\$272,463	\$249,900	+9%
Median Days in RPR	181	189	-4.2%	177.8	185.83	-4.3%
Months of Inventory	11.3	11.8	-4.8%	11.8	13	-9.4%
Absorption Rate	8.89%	8.46%	+0.4%	8.5%	7.7%	+0.8%
Sales Activity Charts Metrics						
New Pending Sales Count	522	445	+17.3%	1,003	900	+11.4%
New Pending Sales Volume	\$149,894,849	\$123,944,020	+20.9%	\$285,392,805	\$244,114,323	+16.9%
Pending Sales Count	1,041	792	+31.4%	N⁄A	N/A	
Pending Sales Volume	\$312,061,606	\$229,187,272	+36.2%	N⁄A	N/A	
Cloæd Sales Count	317	332	-4.5%	679	703	-3.4%
Closed Sales Volume	\$85,025,650	\$84,257,384	+0.9%	\$173,986,501	\$173,059,734	+0.5%
Average Sales Price	\$268,220	\$253,787	+5.7%	\$256,239	\$246,173	+4.1%
Median Sales Price	\$210,000	\$200,000	+5%	\$210,000	\$199,947	+5%





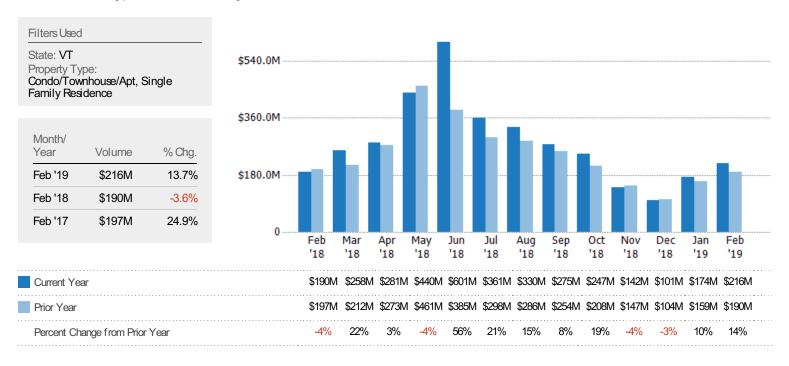
New Listings

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



New Listing Volume

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



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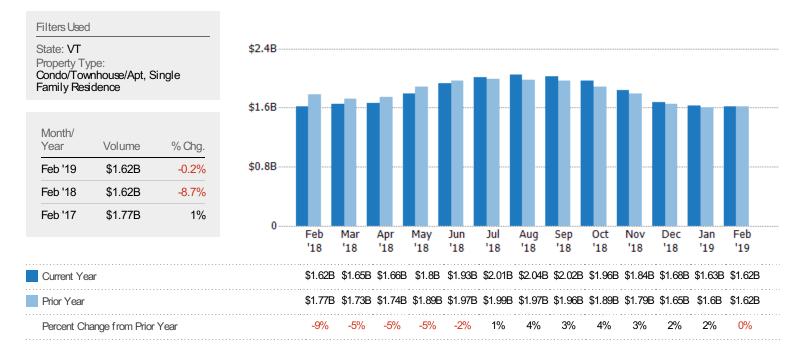
Active Listings

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



Active Listing Volume

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





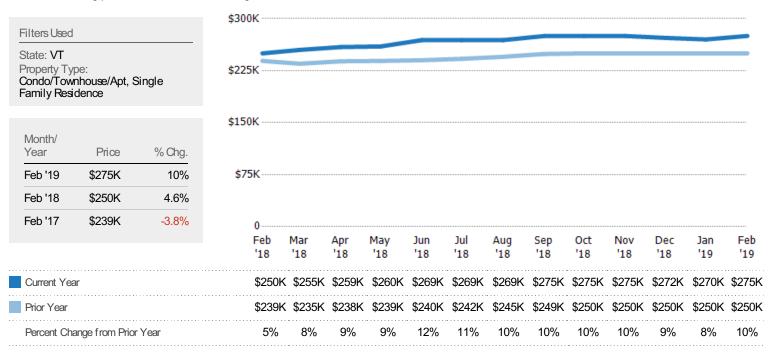
Average Listing Price

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

Filters Used			\$400K												
State: VT Property Ty	pe: nhouæ/Apt, S	Single	\$300K												
			\$200K												
Month/ Year	Price	% Chg.													
Feb '19	\$397K	7.5%	\$100K												
Feb '18	\$369K	5.5%													
Feb '17	\$350K	-7.6%	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
			'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'19	'19
Current Yea	ar		\$369K	\$371K	\$371K	\$369K	\$372K	\$373K	\$375K	\$380K	\$382K	\$386K	\$388K	\$388K	\$397K
Prior Year			\$350K	\$346K	\$345K	\$347K	\$349K	\$350K	\$348K	\$351K	\$356K	\$361K	\$362K	\$368K	\$369K
Percent Ch	ange from Prior	Year	6%	7%	8%	6%	6%	7%	8%	8%	7%	7%	7%	6%	8%

Median Listing Price

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







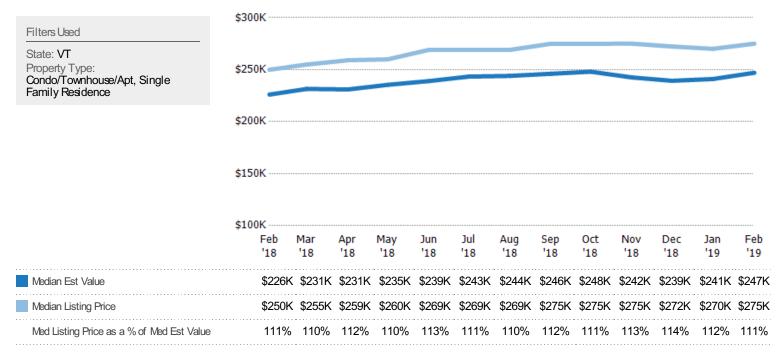
Average Listing Price vs Average Est Value

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

	\$400K												
Filters Used State: VT Property Type: Condo/Townhouse/Apt, Single Family Residence	\$350K												
	\$300K												
	\$250K												
	\$200K 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
Avg Est Value	\$300K	\$305K	\$303K	\$305K	\$309K	\$314K	\$315K	\$319K	\$323K	\$321K	\$322K	\$324K	\$331K
Avg Listing Price	\$369K	\$371K	\$371K	\$369K	\$372K	\$373K	\$375K	\$380K	\$382K	\$386K	\$388K	\$388K	\$397K
Avg Listing Price as a % of Avg Est Value	123%	122%	123%	121%	120%	119%	119%	119%	118%	120%	121%	120%	120%

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.

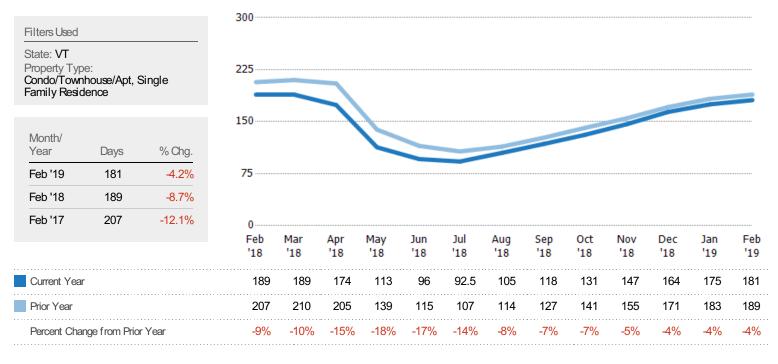






Median Days in RPR

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

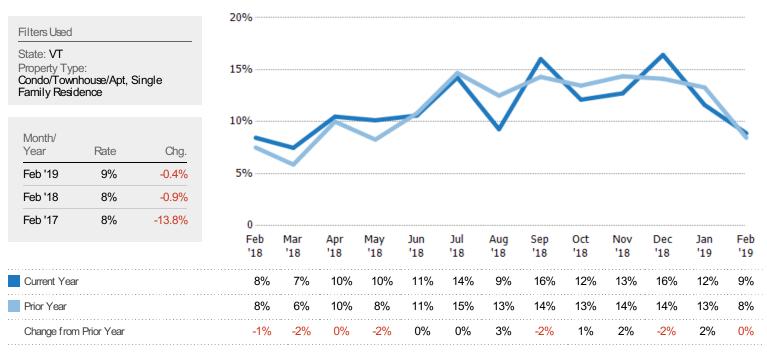
The number of months it would take to exhaust active listings at the current sales rate.





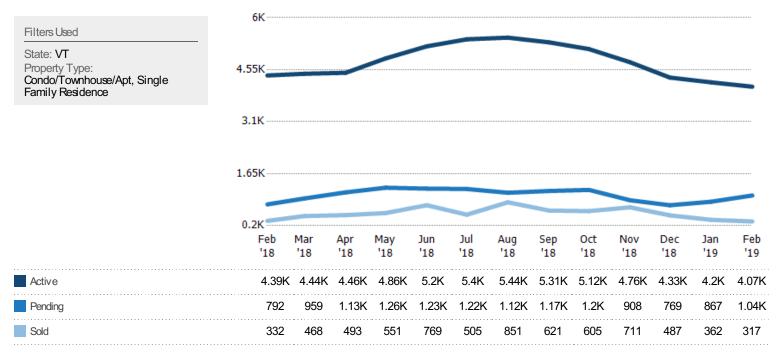
Absorption Rate

The percentage of inventory sold per month.



Active/Pending/Sold Units

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



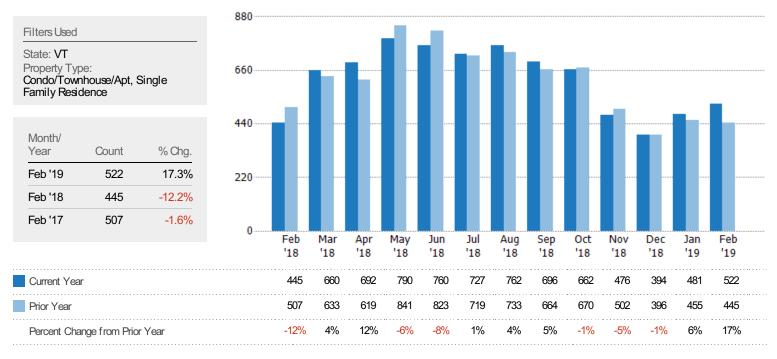


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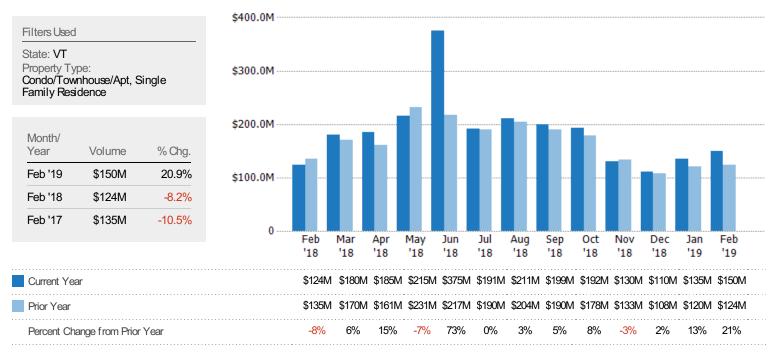
New Pending Sales

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



New Pending Sales Volume

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





Pending Sales

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



Pending Sales Volume

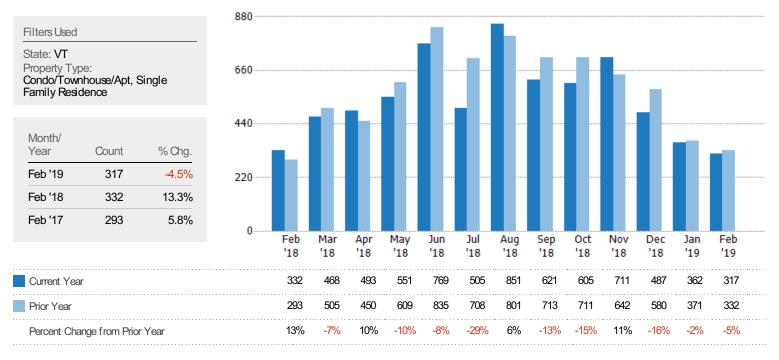
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.





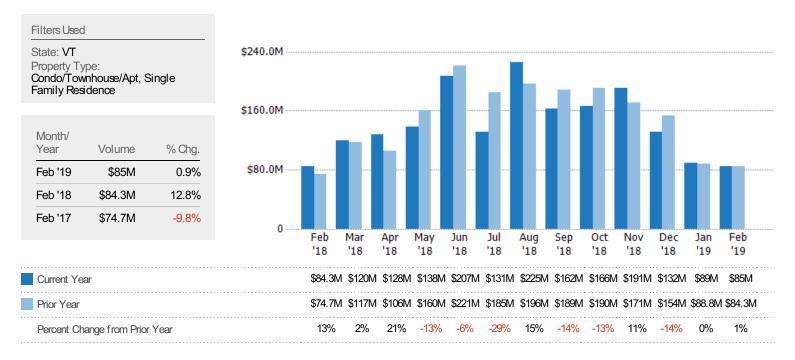
Closed Sales

The total number of residential properties sold each month.



Closed Sales Volume

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

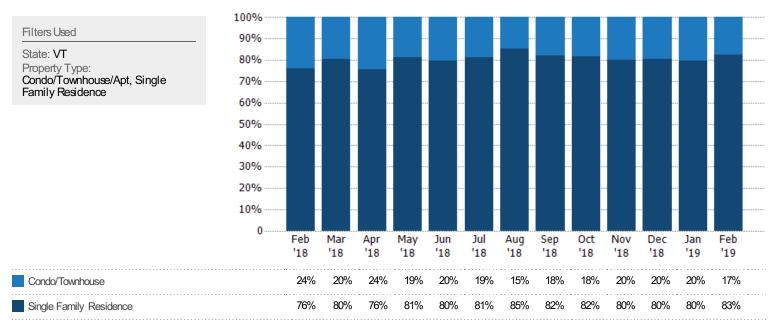


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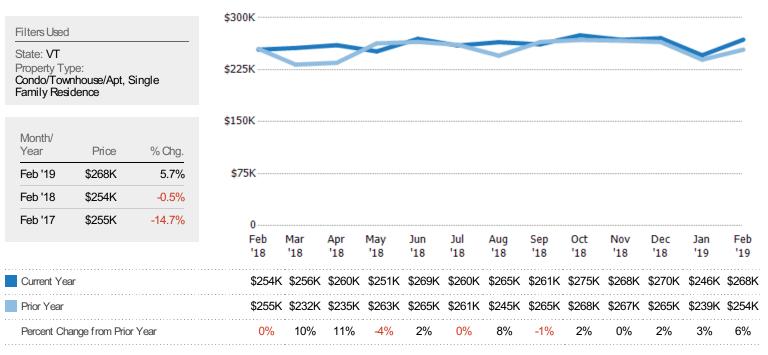
Closed Sales by Property Type

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



Average Sales Price

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

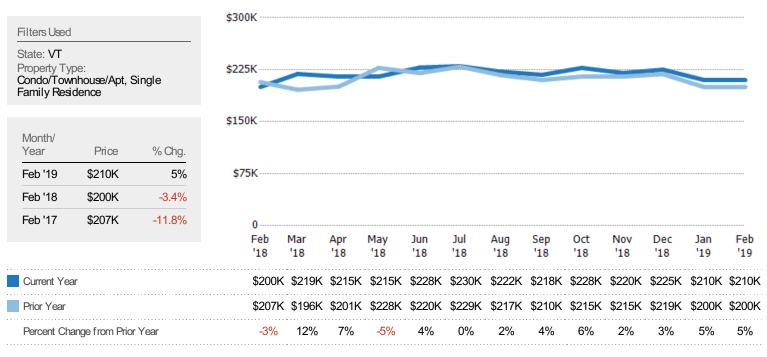






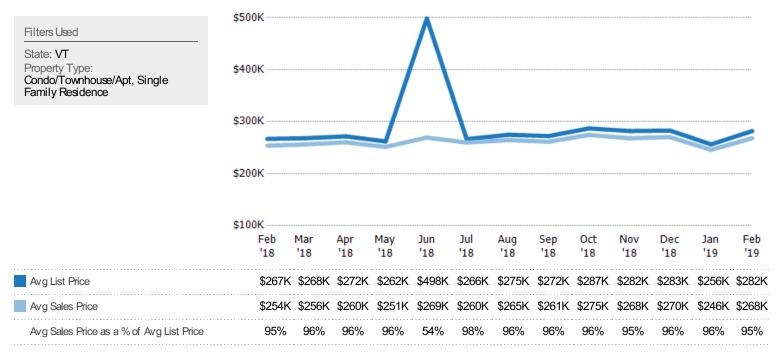
Median Sales Price

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



Average Sales Price vs Average Listing Price

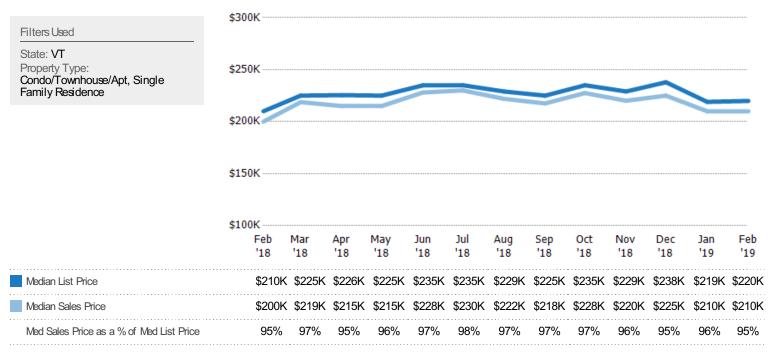
The average sales price as a percentage of the average listing price for properties sold each month.





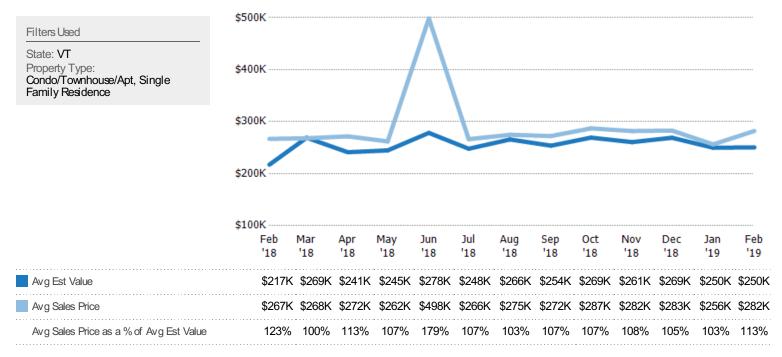
Median Sales Price vs Median Listing Price

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



Average Sales Price vs Average Est Value

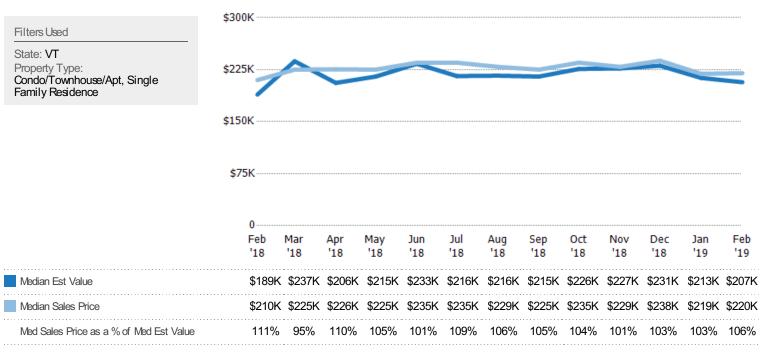
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.





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.









Sales Activity by ZIP

Mar 2019

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05001	23	\$5,203,700	5	\$1,190,000	\$238,000	\$240,000	\$134	\$142	157
05033	5	\$867,700	1	\$71,000	\$71,000	\$71,000	\$39	\$39	95
05036	1	\$385,000	1	\$217,000	\$217,000	\$217,000	\$125	\$125	148
05037	2	\$529,000	2	\$302,000	\$151,000	\$151,000	\$145	\$145	99
05038	1	\$99,500	2	\$772,450	\$386,225	\$386,225	\$95	\$95	187
05039	5	\$1,127,300	2	\$273,500	\$136,750	\$136,750	\$81	\$81	111
05046	4	\$598,400	1	\$359,000	\$359,000	\$359,000	\$251	\$251	198
05048	3	\$883,900	3	\$1,126,000	\$375,333	\$330,000	\$129	\$116	320
05051	2	\$509,500	2	\$106,000	\$53,000	\$53,000	\$54	\$54	124
05053			1	\$210,000	\$210,000	\$210,000	\$116	\$116	36
05055	5	\$2,506,000	2	\$903,000	\$451,500	\$451,500	\$186	\$186	4
05056	2	\$469,000	2	\$437,000	\$218,500	\$218,500	\$124	\$124	127
05059	25	\$6,079,800	7	\$2,176,000	\$310,857	\$304,500	\$116	\$123	159
05060	6	\$992,500	3	\$633,000	\$211,000	\$198,100	\$101	\$95	253
05061			1	\$225,000	\$225,000	\$225,000	\$131	\$131	47
05067	1	\$495,900	1	\$575,000	\$575,000	\$575,000	\$125	\$125	480
05068	2	\$559,000	3	\$617,500	\$205,833	\$175,000	\$113	\$104	162
05071	2	\$2,099,000	1	\$629,000	\$629,000	\$629,000	\$206	\$206	107
05075	4	\$966,000	1	\$315,000	\$315,000	\$315,000	\$156	\$156	4
05077	6	\$1,402,800	1	\$465,000	\$465,000	\$465,000	\$167	\$167	276
05081			1	\$69,000	\$69,000	\$69,000	\$48	\$48	336
05091	17	\$7,787,300	6	\$2,087,500	\$347,917	\$267,500	\$162	\$146	26
05101	10	\$1,723,950	2	\$230,000	\$115,000	\$115,000	\$64	\$64	102
05143	16	\$5,098,428	4	\$900,500	\$225,125	\$222,500	\$122	\$127	307
05146	5	\$1,872,750	1	\$272,500	\$272,500	\$272,500	\$138	\$138	186
05148	4	\$2,123,999	3	\$860,000	\$286,667	\$329,000	\$139	\$146	58
05149	10	\$3,990,300	7	\$2,216,000	\$316,571	\$225,000	\$122	\$111	18
05155	4	\$1,975,000	1	\$280,000	\$280,000	\$280,000	\$231	\$231	263
05156	13	\$2,020,040	1	\$150,000	\$150,000	\$150,000	\$77	\$77	963
05158	3	\$461,000	1	\$229,000	\$229,000	\$229,000	\$116	\$116	23
05201	22	\$3,234,100	8	\$1,341,150	\$167,644	\$179,875	\$94	\$99	35
05250	11	\$3,409,800	4	\$760,500	\$190,125	\$184,250	\$102	\$103	217
05251	3	\$1,840,000	3	\$1,120,000	\$373,333	\$335,000	\$154	\$174	37
05254	2	\$859,900	1	\$320,000	\$320,000	\$320,000	\$163	\$163	154
05255	6	\$1,660,500	5	\$1,969,400	\$393,880	\$360,000	\$154	\$153	278
05257	4	\$645,000	2	\$353,900	\$176,950	\$176,950	\$134	\$134	67
05262	7	\$2,036,800	2	\$290,500	\$145,250	\$145,250	\$152	\$152	24
05301	20	\$4,992,158	9	\$1,898,935	\$210,993	\$192,500	\$122	\$140	96
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Sales Activity by ZIP Mar 2019

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ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05340	18	\$6,385,500	4	\$881,375	\$220,344	\$232,500	\$115	\$108	158
05343	6	\$1,603,899	1	\$195,000	\$195,000	\$195,000	\$109	\$109	243
05344	2	\$385,000	1	\$225,000	\$225,000	\$225,000	\$102	\$102	63
05345	3	\$792,000	2	\$222,940	\$111,470	\$111,470	\$120	\$120	111
05352			1	\$145,000	\$145,000	\$145,000	\$137	\$137	196
05355	3	\$435,500	2	\$471,000	\$235,500	\$235,500	\$135	\$135	407
05356	24	\$5,751,300	7	\$1,978,500	\$282,643	\$312,500	\$134	\$156	66
05359	1	\$299,000	1	\$395,000	\$395,000	\$395,000	\$119	\$119	0
05360	9	\$3,907,900	3	\$638,900	\$212,967	\$240,000	\$124	\$109	154
05361	5	\$1,227,900	2	\$445,000	\$222,500	\$222,500	\$88	\$88	137
05363	16	\$3,305,798	5	\$1,311,500	\$262,300	\$276,500	\$136	\$147	183
05401	26	\$10,896,500	5	\$1,339,100	\$267,820	\$239,900	\$274	\$241	12
05403	50	\$19,943,200	14	\$4,325,700	\$308,979	\$277,250	\$166	\$175	24
05404	8	\$2,352,700	5	\$1,344,000	\$268,800	\$267,500	\$201	\$227	22
05408	20	\$6,018,300	8	\$2,810,250	\$351,281	\$277,500	\$204	\$213	62
05441	1	\$149,000	1	\$245,000	\$245,000	\$245,000	\$110	\$110	8
05443	6	\$1,505,900	4	\$1,302,500	\$325,625	\$320,000	\$167	\$168	112
05444	6	\$1,449,700	1	\$196,000	\$196,000	\$196,000	\$79	\$79	168
05445	10	\$7,876,700	6	\$3,553,000	\$592,167	\$545,750	\$232	\$235	89
05446	35	\$12,534,175	17	\$5,093,299	\$299,606	\$333,000	\$165	\$171	59
05450	4	\$732,900	2	\$323,000	\$161,500	\$161,500	\$109	\$109	195
05452	33	\$10,617,540	20	\$6,245,011	\$312,251	\$272,450	\$170	\$165	24
05454	7	\$1,800,400	7	\$2,126,383	\$303,769	\$280,000	\$152	\$135	69
05456	5	\$1,524,000	1	\$140,000	\$140,000	\$140,000	\$145	\$145	40
05457	1	\$182,900	1	\$153,000	\$153,000	\$153,000	\$101	\$101	50
05458	5	\$1,449,799	1	\$230,000	\$230,000	\$230,000	\$121	\$121	180
05459	1	\$270,000	1	\$39,900	\$39,900	\$39,900	\$40	\$40	225
05461	8	\$4,953,100	3	\$868,500	\$289,500	\$299,000	\$230	\$185	94
05462	4	\$1,472,000	1	\$90,000	\$90,000	\$90,000	\$56	\$56	93
05464	9	\$2,589,300	2	\$451,000	\$225,500	\$225,500	\$126	\$126	66
05465	13	\$4,272,700	5	\$2,136,150	\$427,230	\$379,900	\$174	\$177	103
05468	19	\$5,229,100	9	\$2,061,475	\$229,053	\$225,000	\$153	\$160	106
05471	1	\$159,000	1	\$190,325	\$190,325	\$190,325	\$150	\$150	276
05472	2	\$581,000	1	\$249,000	\$249,000	\$249,000	\$127	\$127	177
05473	3	\$697,900	1	\$450,000	\$450,000	\$450,000	\$133	\$133	362
05474	1	\$45,000	1	\$274,900	\$274,900	\$274,900	\$123	\$123	22
05476	3	\$282,300	2	\$226,500	\$113,250	\$113,250	\$68	\$68	278

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Sales Activity by ZIP

Mar 2019

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ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05477	3	\$588,400	6	\$1,699,500	\$283,250	\$212,500	\$190	\$185	41
05478	26	\$6,205,100	10	\$2,310,948	\$231,095	\$214,250	\$118	\$121	125
05482	16	\$8,673,200	4	\$2,583,000	\$645,750	\$698,000	\$194	\$195	65
05486	5	\$1,937,550	1	\$565,000	\$565,000	\$565,000	\$172	\$172	448
05487	2	\$409,000	2	\$494,000	\$247,000	\$247,000	\$162	\$162	6
05488	20	\$4,830,500	2	\$249,100	\$124,550	\$124,550	\$81	\$81	174
05491	6	\$2,562,800	4	\$719,400	\$179,850	\$156,700	\$127	\$121	53
05494	7	\$2,454,300	2	\$1,124,000	\$562,000	\$562,000	\$168	\$168	69
05495	17	\$6,448,699	9	\$3,701,895	\$411,322	\$390,000	\$178	\$183	105
05602	17	\$5,093,550	4	\$1,006,123	\$251,531	\$240,562	\$169	\$168	40
05641	30	\$5,154,200	13	\$2,262,900	\$174,069	\$165,000	\$78	\$72	106
05650	1	\$229,000	1	\$50,000	\$50,000	\$50,000			194
05651	3	\$854,000	1	\$380,000	\$380,000	\$380,000	\$105	\$105	231
05653	1	\$149,000	1	\$156,000	\$156,000	\$156,000	\$174	\$174	16
05654			1	\$115,000	\$115,000	\$115,000	\$156	\$156	207
05655	6	\$1,483,550	2	\$553,500	\$276,750	\$276,750	\$234	\$234	120
05656	6	\$1,062,800	3	\$1,305,000	\$435,000	\$425,000	\$143	\$152	438
05657			1	\$390,000	\$390,000	\$390,000	\$151	\$151	47
05658	4	\$1,720,000	1	\$334,500	\$334,500	\$334,500	\$139	\$139	243
05660	6	\$2,431,500	2	\$719,000	\$359,500	\$359,500	\$132	\$132	217
05661	5	\$2,008,000	2	\$486,000	\$243,000	\$243,000	\$164	\$164	39
05663	8	\$1,956,300	5	\$1,116,300	\$223,260	\$248,000	\$133	\$107	53
05667	1	\$215,000	2	\$430,000	\$215,000	\$215,000	\$129	\$129	398
05672	32	\$20,576,800	11	\$5,641,250	\$512,841	\$500,000	\$243	\$256	148
05673	11	\$3,769,000	6	\$1,258,860	\$209,810	\$169,000	\$178	\$175	57
05674	20	\$6,641,400	13	\$3,008,806	\$231,447	\$158,000	\$162	\$128	136
05676	9	\$3,996,900	2	\$1,033,250	\$516,625	\$516,625	\$181	\$181	189
05680	1	\$229,000	2	\$293,000	\$146,500	\$146,500	\$152	\$152	116
05701	37	\$7,094,900	16	\$2,371,551	\$148,222	\$139,875	\$67	\$61	59
05732	2	\$694,000	1	\$57,900	\$57,900	\$57,900	\$49	\$49	3
05733	10	\$2,778,600	5	\$429,850	\$85,970	\$67,700	\$65	\$41	135
05735	9	\$1,438,300	3	\$412,500	\$137,500	\$122,500	\$96	\$83	174
05736			1	\$148,000	\$148,000	\$148,000	\$109	\$109	1
05739	3	\$499,900	1	\$134,000	\$134,000	\$134,000	\$107	\$107	374
05743	7	\$1,027,100	4	\$545,000	\$136,250	\$140,000	\$105	\$93	149
05751	30	\$6,584,800	10	\$2,893,000	\$289,300	\$221,000	\$185	\$175	41
05753	17	\$5,470,400	7	\$1,983,000	\$283,286	\$253,500	\$142	\$151	77
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Sales Activity by ZIP

Mar 2019

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ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05758	5	\$1,243,000	1	\$40,000	\$40,000	\$40,000	\$37	\$37	159
05760	2	\$354,800	1	\$195,000	\$195,000	\$195,000	\$98	\$98	2
05762	1	\$269,000	1	\$135,000	\$135,000	\$135,000	\$118	\$118	318
05763	6	\$925,800	1	\$15,000	\$15,000	\$15,000	\$12	\$12	9
05764	7	\$1,118,200	2	\$267,400	\$133,700	\$133,700	\$66	\$66	148
05767	5	\$1,008,900	1	\$149,000	\$149,000	\$149,000	\$123	\$123	10
05768	3	\$523,900	1	\$335,000	\$335,000	\$335,000	\$116	\$116	130
05772	5	\$648,000	1	\$279,000	\$279,000	\$279,000	\$130	\$130	54
05773			3	\$951,900	\$317,300	\$198,000	\$112	\$77	159
05774	2	\$269,500	1	\$86,000	\$86,000	\$86,000	\$143	\$143	79
05777	2	\$332,900	1	\$116,000	\$116,000	\$116,000	\$61	\$61	19
05819	12	\$1,949,400	3	\$514,000	\$171,333	\$150,000	\$118	\$121	75
05822	1	\$79,000	1	\$290,000	\$290,000	\$290,000	\$402	\$402	36
05824	1	\$72,000	3	\$380,000	\$126,667	\$170,000	\$70	\$93	78
05826	1	\$260,000	1	\$300,000	\$300,000	\$300,000	\$178	\$178	1,353
05828	4	\$863,850	2	\$425,000	\$212,500	\$212,500	\$165	\$165	271
05836	2	\$293,500	1	\$30,000	\$30,000	\$30,000	\$45	\$45	1,058
05837	1	\$150,000	1	\$98,000	\$98,000	\$98,000	\$88	\$88	108
05845	3	\$524,800	1	\$250,000	\$250,000	\$250,000	\$68	\$68	111
05847	2	\$225,000	1	\$38,500	\$38,500	\$38,500	\$37	\$37	21
05851	7	\$1,170,600	3	\$352,000	\$117,333	\$125,000	\$64	\$68	110
05853	4	\$563,700	2	\$324,000	\$162,000	\$162,000	\$110	\$110	199
05855	12	\$1,956,100	3	\$368,500	\$122,833	\$118,500	\$89	\$110	8
05860	5	\$879,700	4	\$425,000	\$106,250	\$120,000	\$92	\$88	133
05862	1	\$285,000	1	\$269,000	\$269,000	\$269,000	\$112	\$112	54
05867	2	\$323,000	1	\$525,000	\$525,000	\$525,000	\$139	\$139	199
05871	3	\$883,900	3	\$235,400	\$78,467	\$50,500	\$41	\$33	66
05903	4	\$459,650	1	\$132,000	\$132,000	\$132,000	\$57	\$57	262
05905	2	\$534,000	1	\$385,000	\$385,000	\$385,000	\$116	\$116	231
Other	2	\$1,230,000	1	\$570,000	\$570,000	\$570,000	\$160	\$160	94





Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Detail	s		Listing Activity Charts
Report Name: V	ermont February 2019 Market Report		✓ New Listings
Run Date: 04/30/2	2019	✓ Active Listings	
Scheduled: No		✓ Avg/Med Listing Price	
Report Date Ran	nge: From 2/2018 To: 2/2019	Avg/Med Listing Price per Sq Ft	
	-l.d.d	Avg/Med Listing Price vs Est Value	
Information In			Median Days in RPR
Include Cover	_	Averages	Months of Inventory
🗹 Include Key M	letric Summary* 🗹 Include Appendix	Medians	Solution Rate
Include Metric	cs By		
* The Key Metrics Ta month that is include	able's YTD median calculations are calculated using a weighted avera	ge of the median values for each	Sales Activity Charts
	u		Active/Pending/Sold
MLS Filter			✓ New Pending Sales
MLS:	All		✓ Pending Sales
	7 01		✓ Closed Sales
Listing Filters			✓ Avg/Med Sales Price
Property Types:	Condo/Townhouse/Apt Single Family Residence		Avg/Med Sales Price per Sq Ft
			Avg/Med Sales Price vs Listing Price
Sales Types:	All		✓ Avg/Med Sales Price vs Est Value
Price Range:	None		Distressed Charts
			Distressed Listings
Location Filte	rs		Distressed Sales
State:	Vermont		
			Data Tables Using 3/2019 data
County:	All		Listing Activity by ZIP
ZIP Code:	All	Listing Activity by Metro Area	
			Sales Activity by ZIP
			Sales Activity by Metro Area

