

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	63	48	+31.3%	108	79	+36.7%
New Listing Volume	\$16,903,649	\$11,267,600	+50%	\$28,697,849	\$17,937,987	+60%
Active Listing Count	328	355	-7.6%	N/A	N/A	
Active Listing Volume	\$120,906,666	\$124,800,249	-3.1%	N/A	N/A	
Average Listing Price	\$368,618	\$351,550	+4.9%	\$363,739	\$351,941	+3.4%
Median Listing Price	\$275,000	\$258,900	+6.2%	\$275,000	\$258,950	+6.2%
Median Days in RPR	167	188	-11.2%	164.33	181.47	-9.4%
Months of Inventory	10.9	11.5	-4.5%	11.9	11	+8.3%
Absorption Rate	9.15%	8.73%	+0.4%	8.42%	9.12%	-0.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	61	41	+48.8%	100	68	+47.1%
New Pending Sales Volume	\$16,282,700	\$9,054,800	+79.8%	\$28,134,300	\$17,287,600	+62.7%
Pending Sales Count	109	65	+67.7%	N/A	N/A	
Pending Sales Volume	\$33,065,600	\$18,545,000	+78.3%	N/A	N/A	
Closed Sales Count	15	26	-42.3%	45	57	-21.1%
Closed Sales Volume	\$3,335,500	\$4,731,695	-29.5%	\$12,749,375	\$12,717,020	+0.3%
Average Sales Price	\$222,367	\$181,988	+22.2%	\$283,319	\$223,106	+27%
Median Sales Price	\$217,500	\$176,348	+23.3%	\$223,833	\$205,799	+8.8%

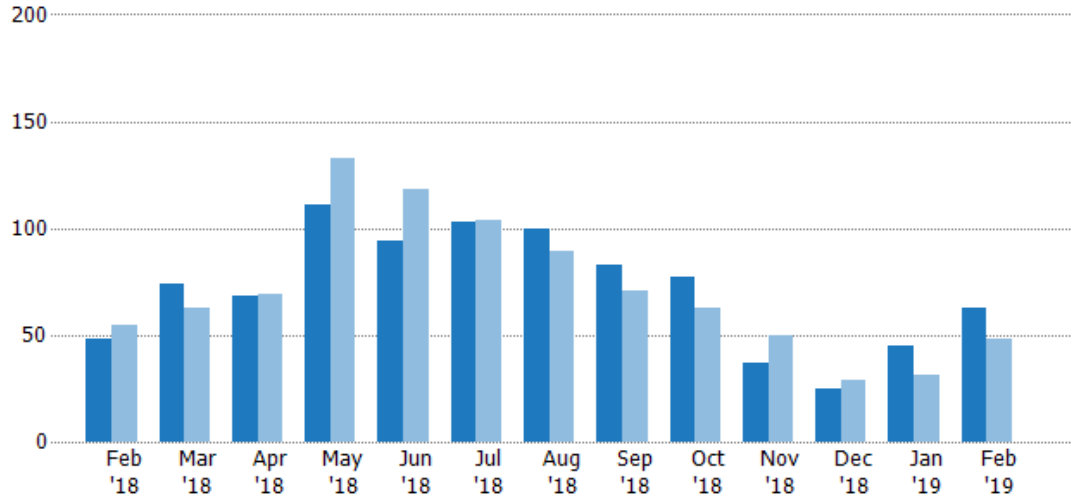
## New Listings

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

### Filters Used

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

Month/Year	Count	% Chg.
Feb '19	63	31.3%
Feb '18	48	-12.7%
Feb '17	55	14.5%



Current Year	48	74	68	111	94	103	100	83	77	37	25	45	63
Prior Year	55	63	69	133	118	104	89	71	63	50	29	31	48
Percent Change from Prior Year	-13%	17%	-1%	-17%	-20%	-1%	12%	17%	22%	-26%	-14%	45%	31%

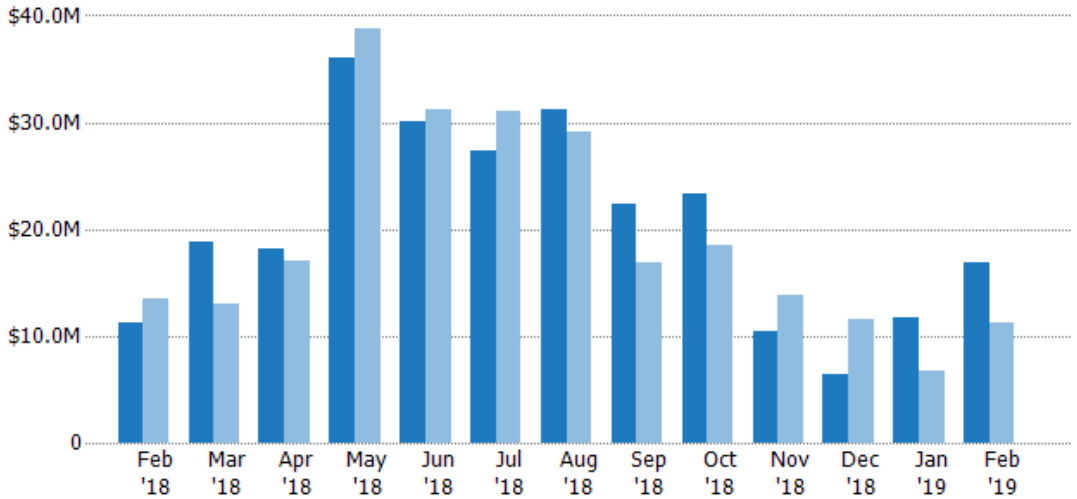
## New Listing Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Feb '19	\$16.9M	50%
Feb '18	\$11.3M	-16.4%
Feb '17	\$13.5M	29.8%



Current Year	\$11.3M	\$18.8M	\$18.1M	\$36M	\$30.1M	\$27.4M	\$31.3M	\$22.3M	\$23.3M	\$10.4M	\$6.4M	\$11.8M	\$16.9M
Prior Year	\$13.5M	\$12.9M	\$17.1M	\$38.8M	\$31.2M	\$31M	\$29.1M	\$16.9M	\$18.5M	\$13.9M	\$11.6M	\$6.67M	\$11.3M
Percent Change from Prior Year	-16%	45%	6%	-7%	-4%	-12%	8%	32%	26%	-25%	-45%	77%	50%

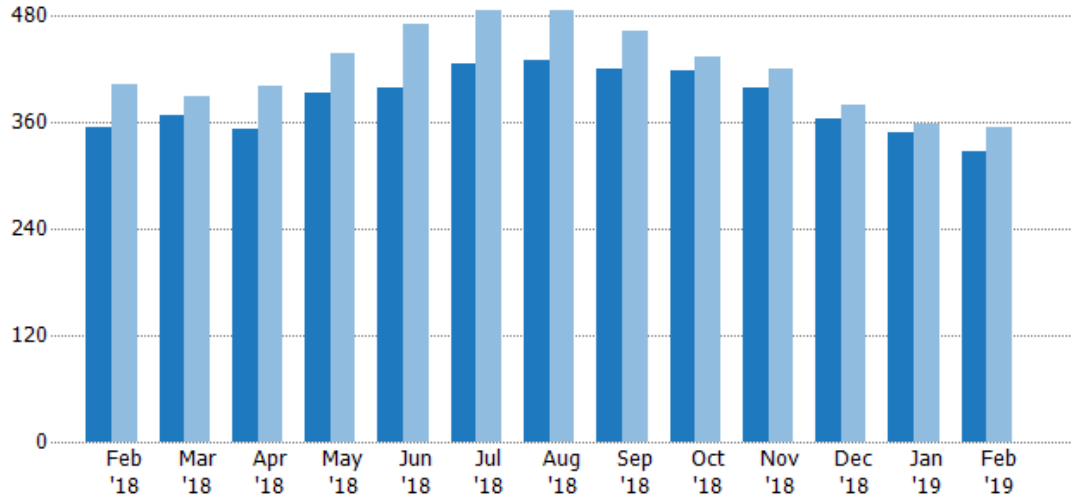
## Active Listings

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

### Filters Used

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

Month/Year	Count	% Chg.
Feb '19	328	-7.6%
Feb '18	355	-12.1%
Feb '17	404	12.1%



	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
Current Year	355	369	352	393	400	426	430	421	418	399	364	349	328
Prior Year	404	389	401	437	471	487	487	464	435	420	380	358	355
Percent Change from Prior Year	-12%	-5%	-12%	-10%	-15%	-13%	-12%	-9%	-4%	-5%	-4%	-3%	-8%

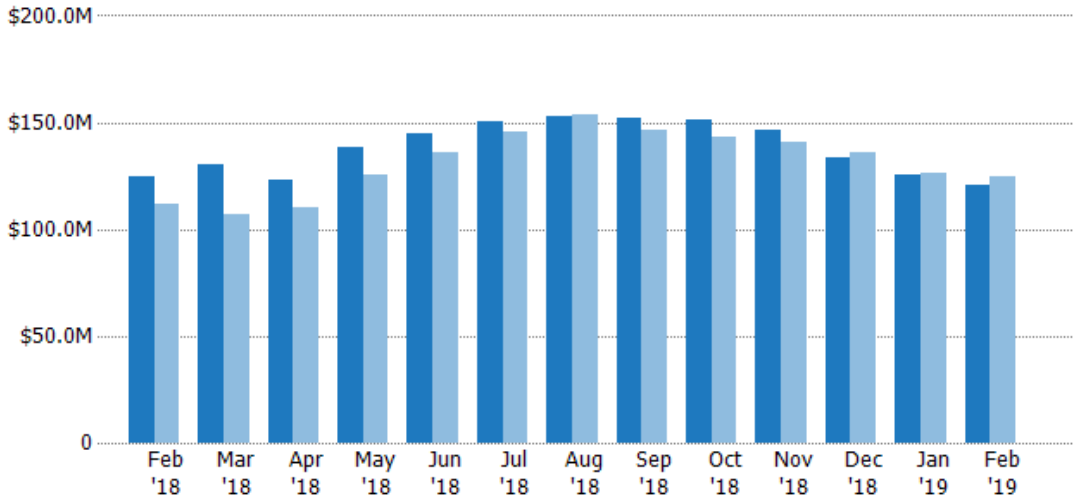
## Active Listing Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Feb '19	\$121M	-3.1%
Feb '18	\$125M	11.5%
Feb '17	\$112M	21.7%



	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
Current Year	\$125M	\$130M	\$123M	\$139M	\$144M	\$150M	\$153M	\$152M	\$151M	\$146M	\$133M	\$125M	\$121M
Prior Year	\$112M	\$107M	\$111M	\$126M	\$136M	\$146M	\$153M	\$146M	\$143M	\$141M	\$136M	\$126M	\$125M
Percent Change from Prior Year	12%	22%	12%	10%	6%	3%	0%	4%	5%	4%	-2%	-1%	-3%

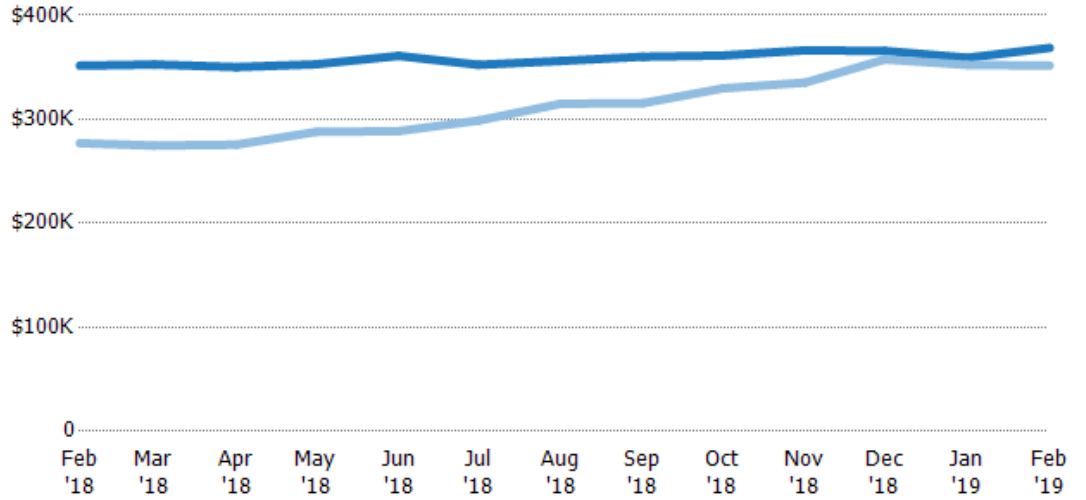
## Average Listing Price

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

### Filters Used

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

Month/Year	Price	% Chg.
Feb '19	\$369K	4.9%
Feb '18	\$352K	26.9%
Feb '17	\$277K	8.6%



Current Year	\$352K	\$353K	\$350K	\$353K	\$361K	\$352K	\$356K	\$360K	\$361K	\$366K	\$366K	\$359K	\$369K
Prior Year	\$277K	\$275K	\$276K	\$288K	\$289K	\$299K	\$315K	\$316K	\$330K	\$335K	\$358K	\$352K	\$352K
Percent Change from Prior Year	27%	28%	27%	23%	25%	18%	13%	14%	10%	9%	2%	2%	5%

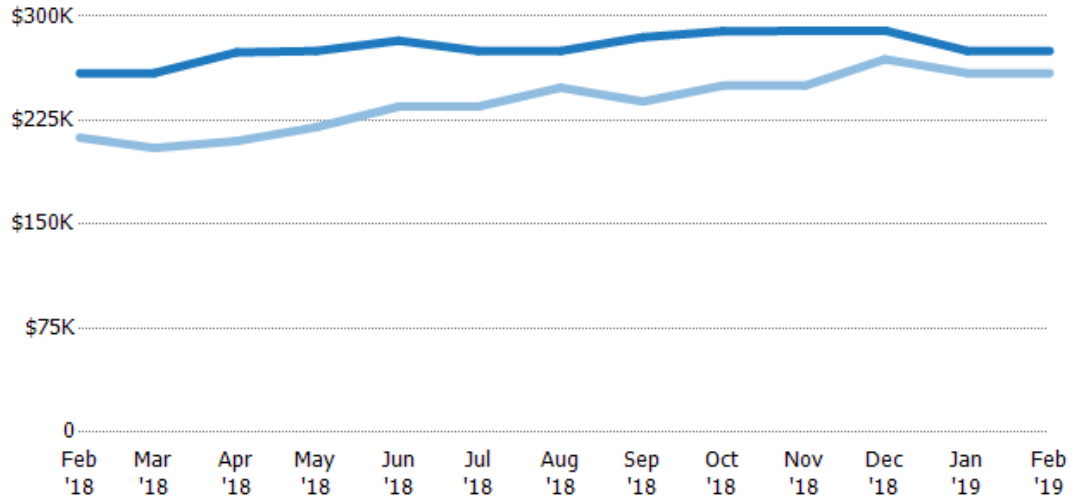
## Median Listing Price

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

### Filters Used

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

Month/Year	Price	% Chg.
Feb '19	\$275K	6.2%
Feb '18	\$259K	21.8%
Feb '17	\$213K	8%



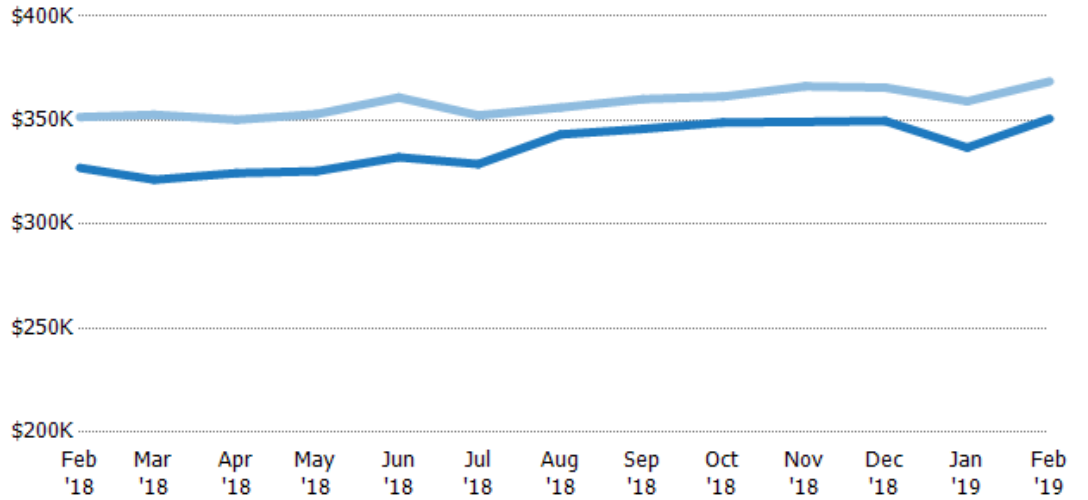
Current Year	\$259K	\$259K	\$274K	\$275K	\$282K	\$275K	\$275K	\$285K	\$289K	\$290K	\$290K	\$275K	\$275K
Prior Year	\$213K	\$205K	\$210K	\$220K	\$235K	\$235K	\$249K	\$239K	\$250K	\$250K	\$269K	\$259K	\$259K
Percent Change from Prior Year	22%	26%	30%	25%	20%	17%	11%	19%	16%	16%	8%	6%	6%

## 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

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



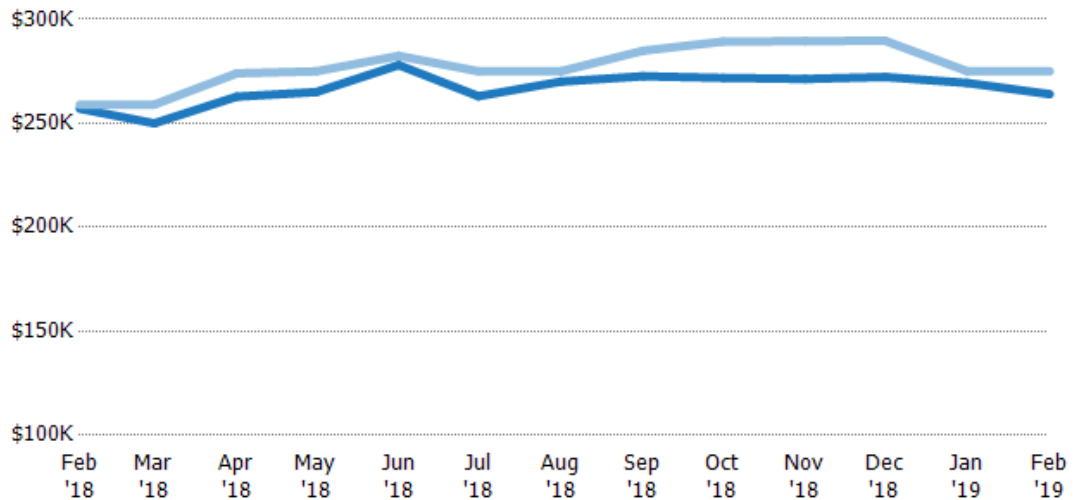
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$327K	\$321K	\$325K	\$326K	\$332K	\$329K	\$343K	\$346K	\$349K	\$349K	\$350K	\$337K	\$351K
Avg Listing Price	\$352K	\$353K	\$350K	\$353K	\$361K	\$352K	\$356K	\$360K	\$361K	\$366K	\$366K	\$359K	\$369K
Avg Listing Price as a % of Avg Est Value	107%	110%	108%	108%	109%	107%	104%	104%	104%	105%	105%	107%	105%

## 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

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



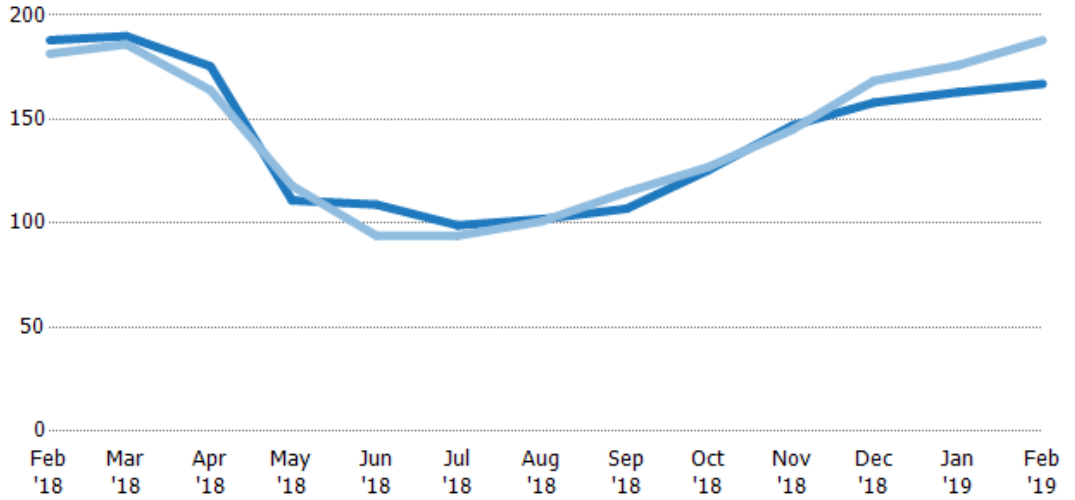
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$257K	\$250K	\$263K	\$265K	\$278K	\$263K	\$270K	\$273K	\$272K	\$271K	\$272K	\$269K	\$264K
Median Listing Price	\$259K	\$259K	\$274K	\$275K	\$282K	\$275K	\$275K	\$285K	\$289K	\$290K	\$290K	\$275K	\$275K
Med Listing Price as a % of Med Est Value	101%	104%	104%	104%	102%	105%	102%	105%	106%	107%	106%	102%	104%

## 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

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



Month/Year	Days	% Chg.
Feb '19	167	-11.2%
Feb '18	188	3.6%
Feb '17	182	-1.4%

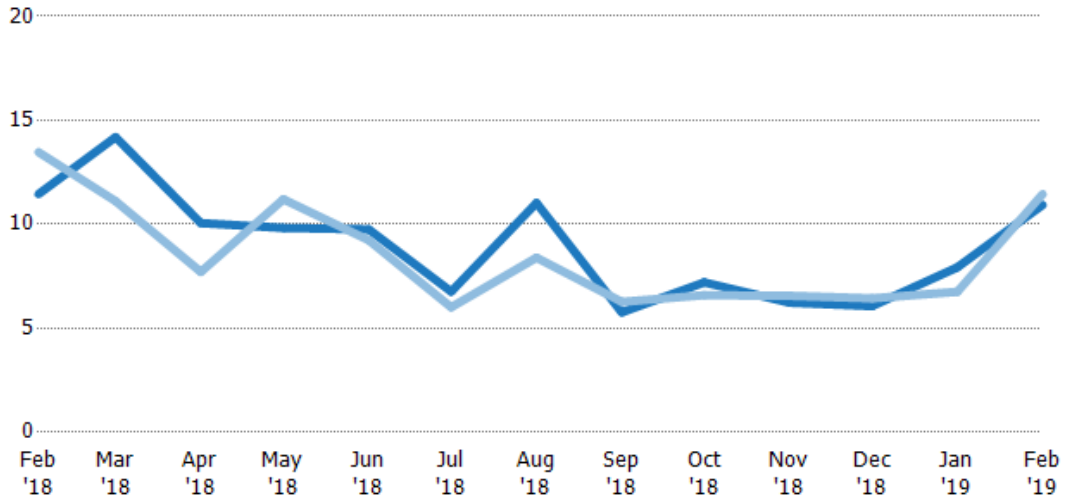
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	188	190	176	111	109	99	102	107	126	147	158	163	167
Prior Year	182	186	164	118	94	94	101	115	127	145	169	176	188
Percent Change from Prior Year	4%	2%	7%	-6%	16%	5%	1%	-7%	-1%	1%	-6%	-7%	-11%

## Months of Inventory

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

### Filters Used

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



Month/Year	Months	% Chg.
Feb '19	10.9	-4.5%
Feb '18	11.5	-15%
Feb '17	13.5	46.3%

	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
Current Year	11.5	14.2	10.1	9.83	9.76	6.76	11	5.77	7.21	6.23	6.07	7.93	10.9
Prior Year	13.5	11.1	7.71	11.2	9.24	6.01	8.4	6.27	6.59	6.56	6.44	6.75	11.5
Percent Change from Prior Year	-15%	28%	30%	-12%	6%	12%	31%	-8%	9%	-5%	-6%	17%	-5%

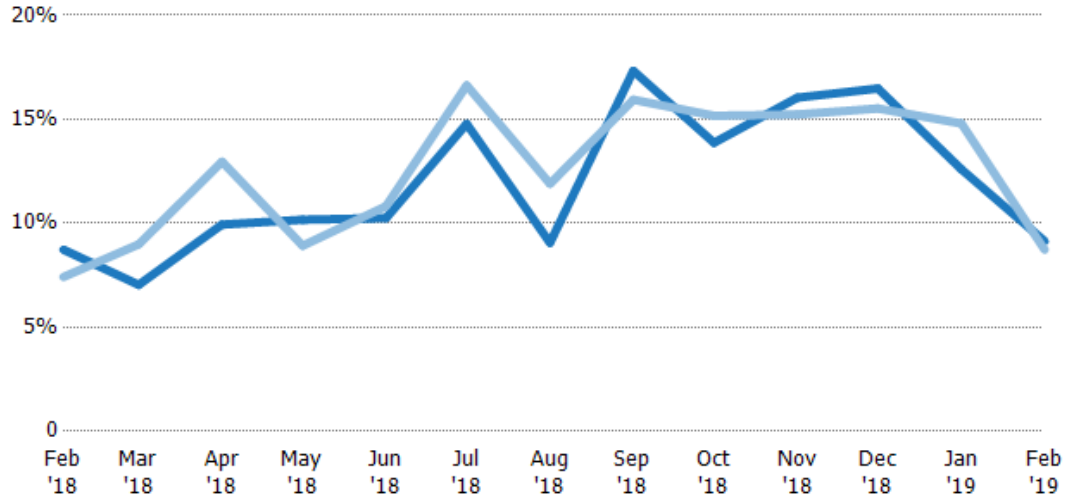
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/Year	Rate	Chg.
Feb '19	9%	-0.4%
Feb '18	9%	-1.3%
Feb '17	7%	-31.7%



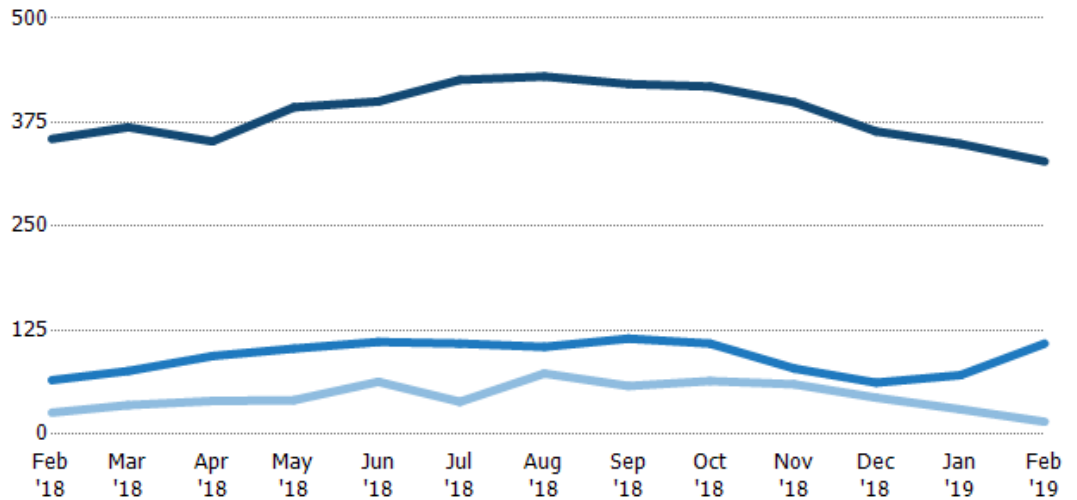
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	9%	7%	10%	10%	10%	15%	9%	17%	14%	16%	16%	13%	9%
Prior Year	7%	9%	13%	9%	11%	17%	12%	16%	15%	15%	16%	15%	9%
Change from Prior Year	-1%	2%	3%	-1%	1%	2%	3%	-1%	1%	-1%	-1%	2%	0%

## Active/Pending/Sold Units

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

### Filters Used

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



	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
Active	355	369	352	393	400	426	430	421	418	399	364	349	328
Pending	65	76	94	103	111	109	105	115	109	79	62	71	109
Sold	26	35	40	41	63	39	73	58	64	60	44	30	15

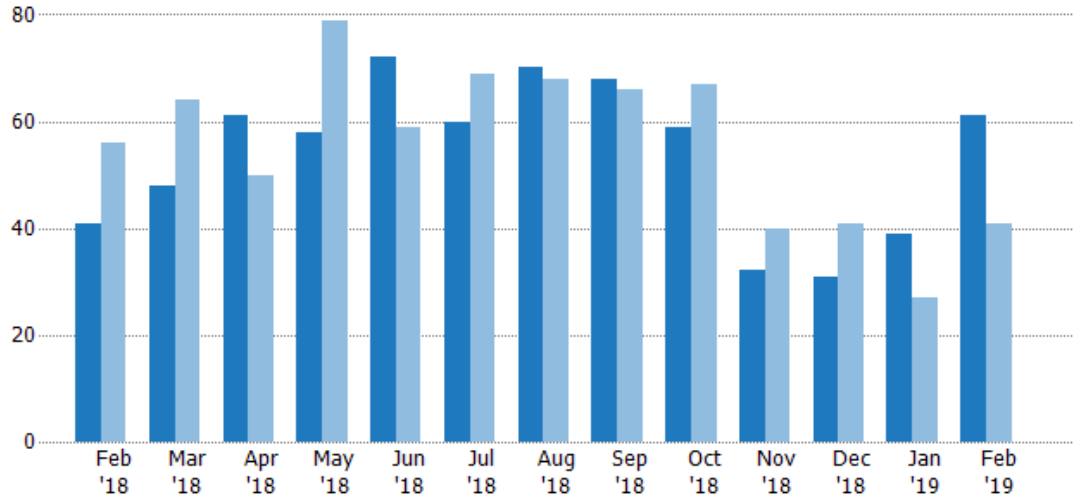
## New Pending Sales

The number of residential 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

Month/Year	Count	% Chg.
Feb '19	61	48.8%
Feb '18	41	-26.8%
Feb '17	56	-30.4%



Current Year	41	48	61	58	72	60	70	68	59	32	31	39	61
Prior Year	56	64	50	79	59	69	68	66	67	40	41	27	41
Percent Change from Prior Year	-27%	-25%	22%	-27%	22%	-13%	3%	3%	-12%	-20%	-24%	44%	49%

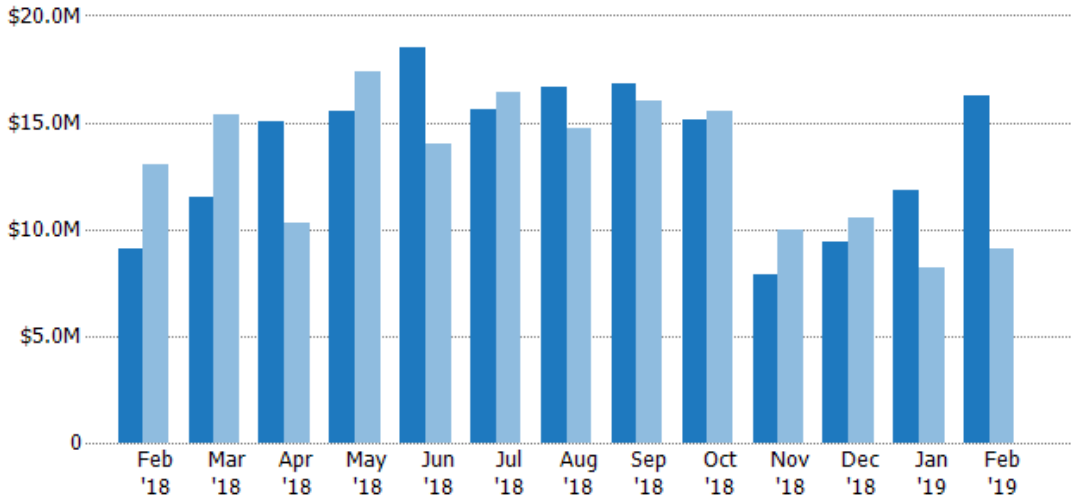
## New Pending Sales Volume

The sum of the sales price of residential 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

Month/Year	Volume	% Chg.
Feb '19	\$16.3M	79.8%
Feb '18	\$9.05M	-30.5%
Feb '17	\$13M	-39.1%



Current Year	\$9.05M	\$11.5M	\$15.1M	\$15.5M	\$18.5M	\$15.6M	\$16.7M	\$16.8M	\$15.1M	\$7.9M	\$9.43M	\$11.9M	\$16.3M
Prior Year	\$13M	\$15.4M	\$10.3M	\$17.4M	\$14M	\$16.4M	\$14.8M	\$16M	\$15.5M	\$9.94M	\$10.5M	\$8.23M	\$9.05M
Percent Change from Prior Year	-30%	-25%	46%	-11%	32%	-5%	13%	5%	-2%	-21%	-10%	44%	80%



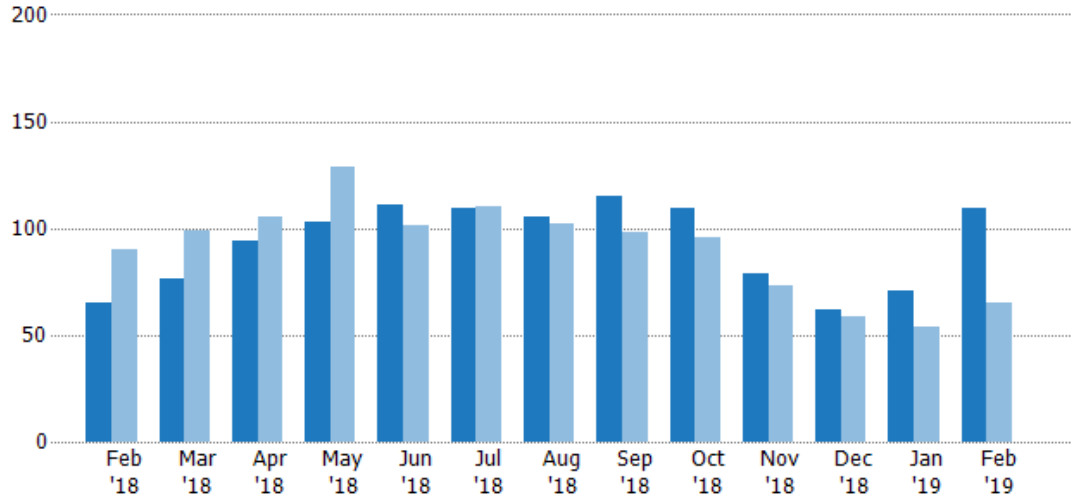
## Pending Sales

The number of residential 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

Month/Year	Count	% Chg.
Feb '19	109	67.7%
Feb '18	65	-27.8%
Feb '17	90	-26.7%



Current Year	65	76	94	103	111	109	105	115	109	79	62	71	109
Prior Year	90	99	105	129	101	110	102	98	96	73	59	54	65
Percent Change from Prior Year	-28%	-23%	-10%	-20%	10%	-1%	3%	17%	14%	8%	5%	31%	68%

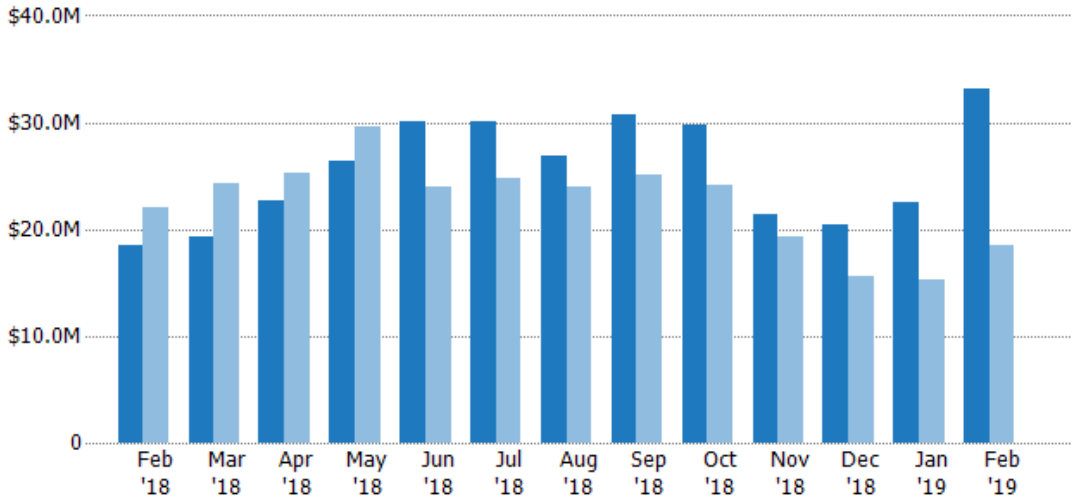
## Pending Sales Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Feb '19	\$33.1M	78.3%
Feb '18	\$18.5M	-16.1%
Feb '17	\$22.1M	-36%



Current Year	\$18.5M	\$19.3M	\$22.7M	\$26.5M	\$30.2M	\$30.1M	\$26.9M	\$30.7M	\$29.8M	\$21.3M	\$20.4M	\$22.5M	\$33.1M
Prior Year	\$22.1M	\$24.3M	\$25.3M	\$29.6M	\$23.9M	\$24.8M	\$24M	\$25.1M	\$24.2M	\$19.3M	\$15.5M	\$15.2M	\$18.5M
Percent Change from Prior Year	-16%	-21%	-10%	-11%	26%	21%	12%	22%	23%	10%	31%	48%	78%

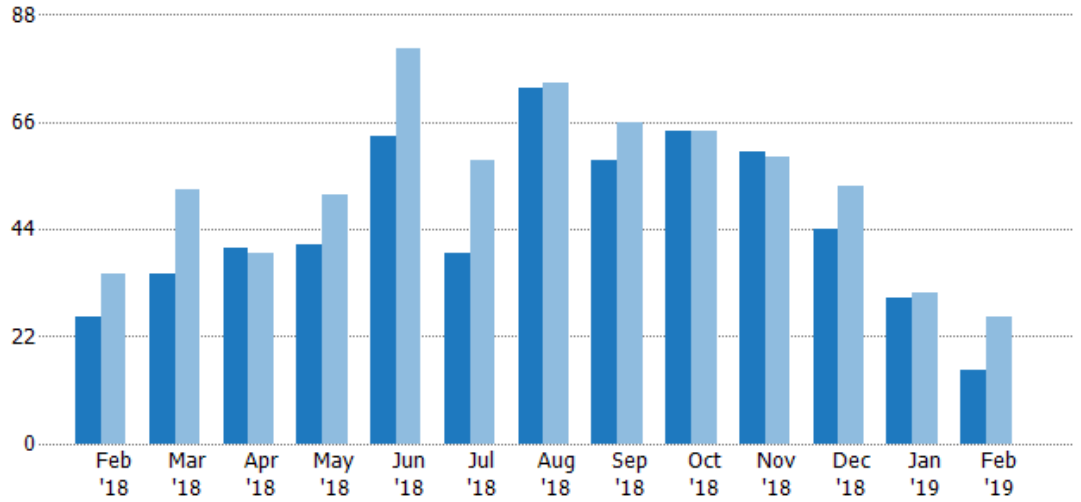
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/Year	Count	% Chg.
Feb '19	15	-42.3%
Feb '18	26	-25.7%
Feb '17	35	-28.6%



Current Year	26	35	40	41	63	39	73	58	64	60	44	30	15
Prior Year	35	52	39	51	81	58	74	66	64	59	53	31	26
Percent Change from Prior Year	-26%	-33%	3%	-20%	-22%	-33%	-1%	-12%	0%	2%	-17%	-3%	-42%

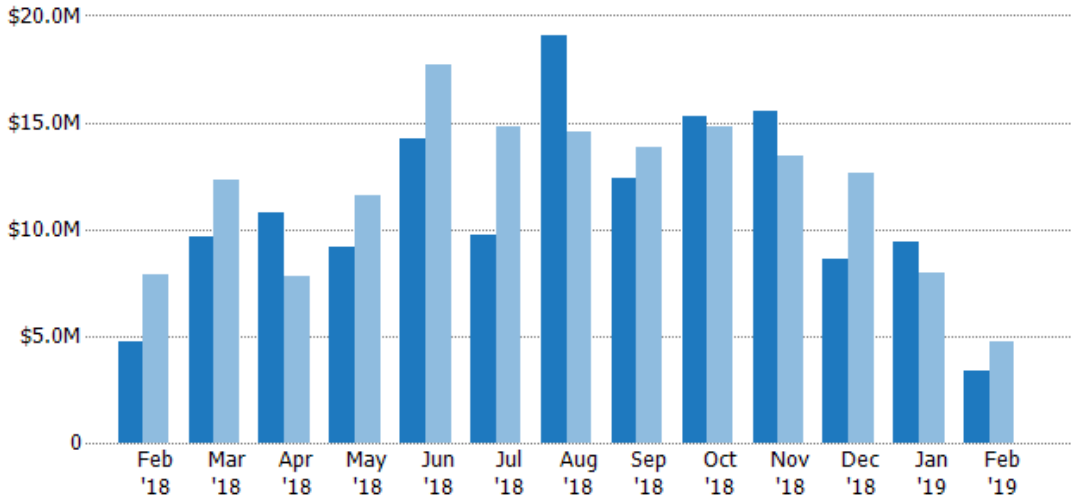
## Closed Sales Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Feb '19	\$3.34M	-29.5%
Feb '18	\$4.73M	-40.2%
Feb '17	\$7.91M	-57.5%



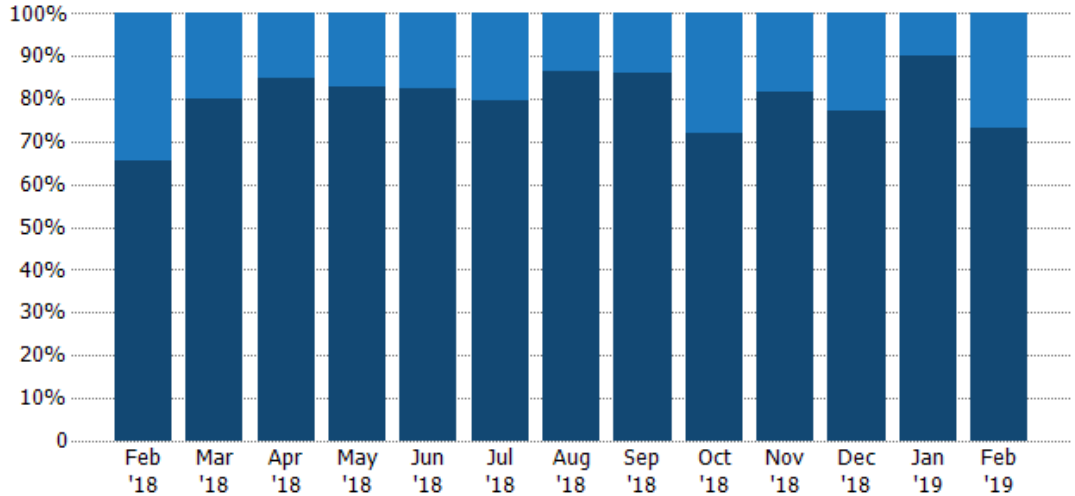
Current Year	\$4.73M	\$9.63M	\$10.8M	\$9.13M	\$14.2M	\$9.74M	\$19M	\$12.4M	\$15.2M	\$15.5M	\$8.57M	\$9.41M	\$3.34M
Prior Year	\$7.91M	\$12.3M	\$7.82M	\$11.6M	\$17.7M	\$14.8M	\$14.5M	\$13.8M	\$14.8M	\$13.4M	\$12.7M	\$7.99M	\$4.73M
Percent Change from Prior Year	-40%	-22%	38%	-21%	-20%	-34%	31%	-11%	3%	16%	-32%	18%	-30%

## Closed Sales by Property Type

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

**Filters Used**

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



Condo/Townhouse	35%	20%	15%	17%	17%	21%	14%	14%	28%	18%	23%	10%	27%
Single Family Residence	65%	80%	85%	83%	83%	79%	86%	86%	72%	82%	77%	90%	73%

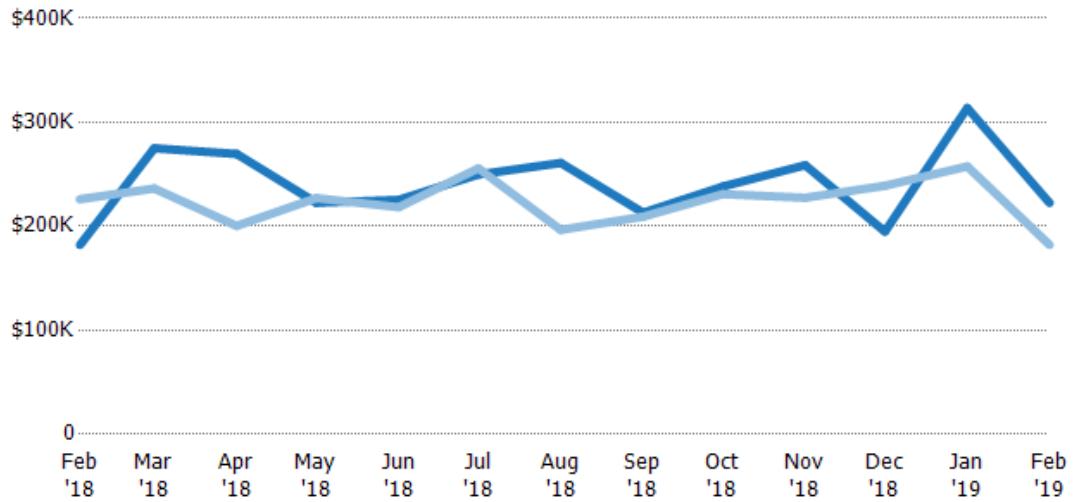
## Average Sales Price

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

**Filters Used**

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

Month/Year	Price	% Chg.
Feb '19	\$222K	22.2%
Feb '18	\$182K	-19.5%
Feb '17	\$226K	-40.5%



Current Year	\$182K	\$275K	\$270K	\$223K	\$225K	\$250K	\$261K	\$213K	\$238K	\$259K	\$195K	\$314K	\$222K
Prior Year	\$226K	\$236K	\$200K	\$227K	\$218K	\$256K	\$196K	\$209K	\$231K	\$227K	\$239K	\$258K	\$182K
Percent Change from Prior Year	-19%	16%	35%	-2%	3%	-2%	33%	2%	3%	14%	-18%	22%	22%

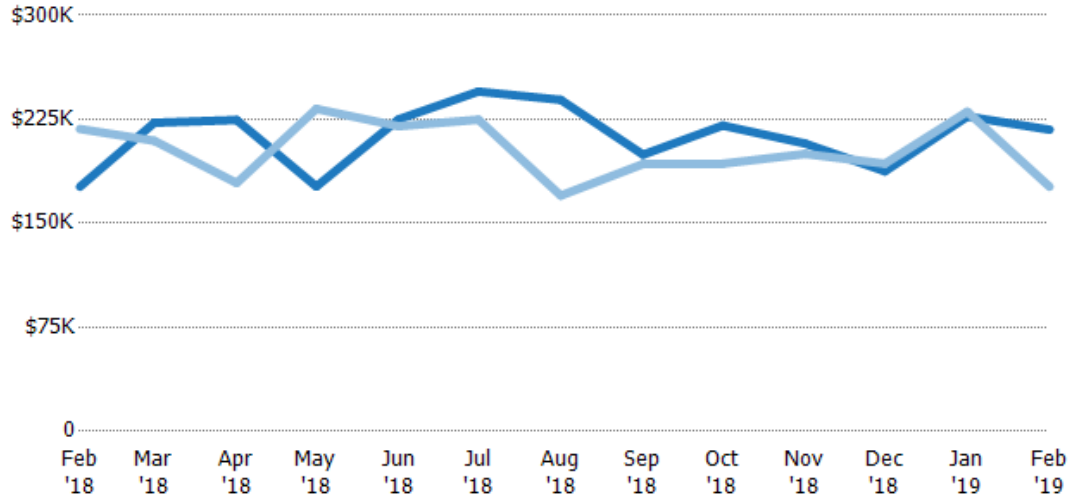
## Median Sales Price

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

### Filters Used

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

Month/Year	Price	% Chg.
Feb '19	\$218K	23.3%
Feb '18	\$176K	-19.1%
Feb '17	\$218K	-37.6%



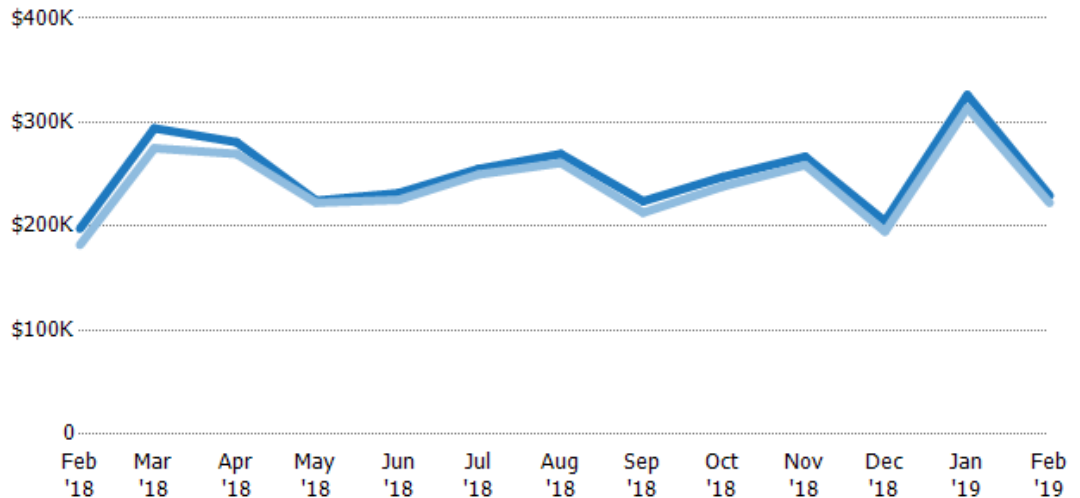
Current Year	\$176K	\$223K	\$225K	\$177K	\$225K	\$245K	\$239K	\$200K	\$221K	\$208K	\$188K	\$227K	\$218K
Prior Year	\$218K	\$210K	\$179K	\$233K	\$220K	\$225K	\$170K	\$193K	\$193K	\$200K	\$193K	\$231K	\$176K
Percent Change from Prior Year	-19%	6%	25%	-24%	2%	9%	41%	4%	14%	4%	-3%	-2%	23%

## 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

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



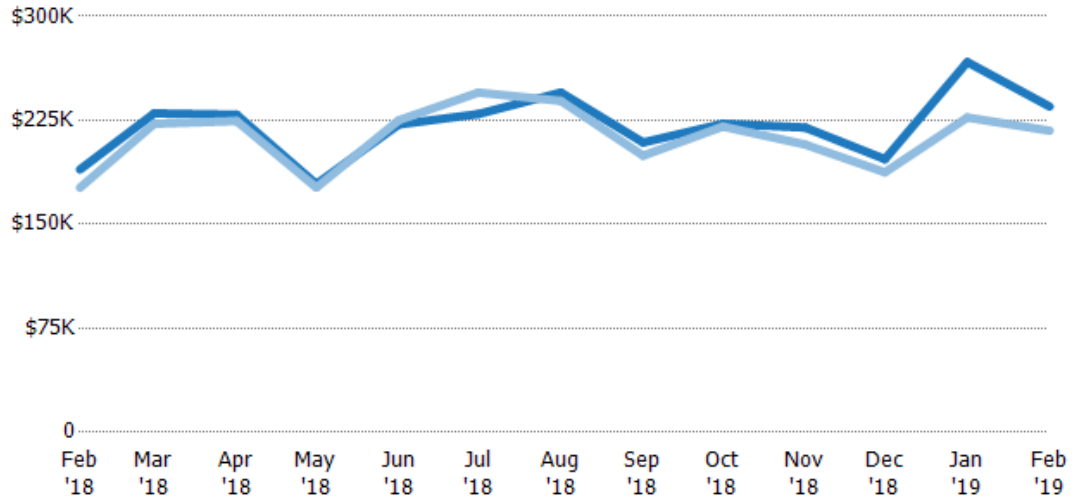
Avg List Price	\$198K	\$294K	\$281K	\$225K	\$232K	\$255K	\$270K	\$224K	\$247K	\$267K	\$205K	\$326K	\$229K
Avg Sales Price	\$182K	\$275K	\$270K	\$223K	\$225K	\$250K	\$261K	\$213K	\$238K	\$259K	\$195K	\$314K	\$222K
Avg Sales Price as a % of Avg List Price	92%	94%	96%	99%	97%	98%	97%	95%	96%	97%	95%	96%	97%

## 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

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



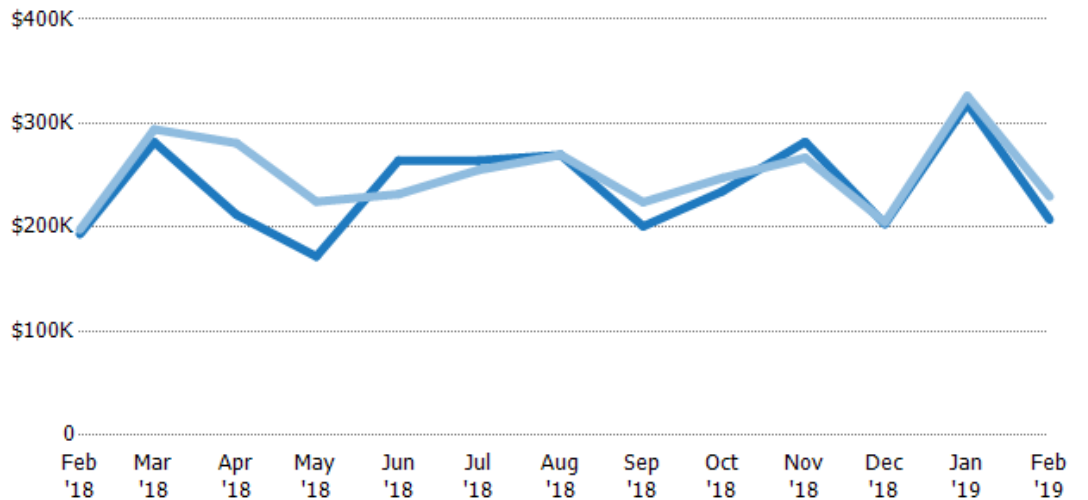
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$189K	\$230K	\$229K	\$179K	\$222K	\$230K	\$245K	\$209K	\$223K	\$220K	\$197K	\$267K	\$235K
Median Sales Price	\$176K	\$223K	\$225K	\$177K	\$225K	\$245K	\$239K	\$200K	\$221K	\$208K	\$188K	\$227K	\$218K
Med Sales Price as a % of Med List Price	93%	97%	98%	99%	101%	107%	98%	95%	99%	94%	95%	85%	93%

## 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

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



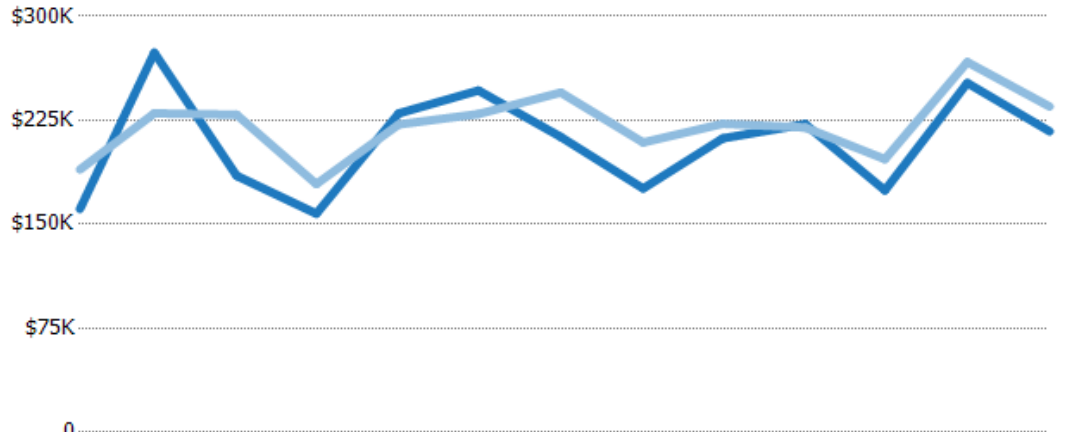
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$193K	\$282K	\$212K	\$172K	\$264K	\$264K	\$269K	\$201K	\$235K	\$282K	\$203K	\$319K	\$207K
Avg Sales Price	\$198K	\$294K	\$281K	\$225K	\$232K	\$255K	\$270K	\$224K	\$247K	\$267K	\$205K	\$326K	\$229K
Avg Sales Price as a % of Avg Est Value	102%	104%	133%	131%	88%	97%	100%	112%	105%	95%	101%	102%	111%

## 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



	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	\$161K	\$274K	\$185K	\$158K	\$230K	\$247K	\$213K	\$176K	\$212K	\$222K	\$174K	\$252K	\$217K
Median Sales Price	\$189K	\$230K	\$229K	\$179K	\$222K	\$230K	\$245K	\$209K	\$223K	\$220K	\$197K	\$267K	\$235K
Med Sales Price as a % of Med Est Value	118%	84%	124%	114%	97%	93%	115%	119%	105%	99%	113%	106%	108%