

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	32	-65.6%	89	124	-28.2%
New Listing Volume	\$3,578,600	\$9,569,949	-62.6%	\$30,162,800	\$34,362,949	-12.2%
Active Listing Count	–	250	–	N/A	N/A	
Active Listing Volume	–	\$86,669,294	–	N/A	N/A	
Average Listing Price	–	\$346,677	–	\$432,815	\$344,412	+25.7%
Median Listing Price	–	\$242,750	–	\$304,255	\$237,488	+28.1%
Median Days in RPR	–	194	–	138.52	189.51	-26.9%
Months of Inventory	–	10.9	-100%	9.8	17.5	-44%
Absorption Rate	–	9.2%	–	10.22%	5.73%	+4.5%
Sales Activity Charts Metrics						
New Pending Sales Count	11	16	-31.3%	75	88	-14.8%
New Pending Sales Volume	\$2,338,900	\$2,978,850	-21.5%	\$18,194,897	\$21,635,650	-15.9%
Pending Sales Count	–	31	–	N/A	N/A	
Pending Sales Volume	–	\$7,137,400	–	N/A	N/A	
Closed Sales Count	9	14	-35.7%	54	70	-22.9%
Closed Sales Volume	\$1,708,484	\$3,680,543	-53.6%	\$12,194,109	\$16,294,443	-25.2%
Average Sales Price	\$189,832	\$262,896	-27.8%	\$225,817	\$232,778	-3%
Median Sales Price	\$195,000	\$260,500	-25.1%	\$218,657	\$201,539	+8.5%

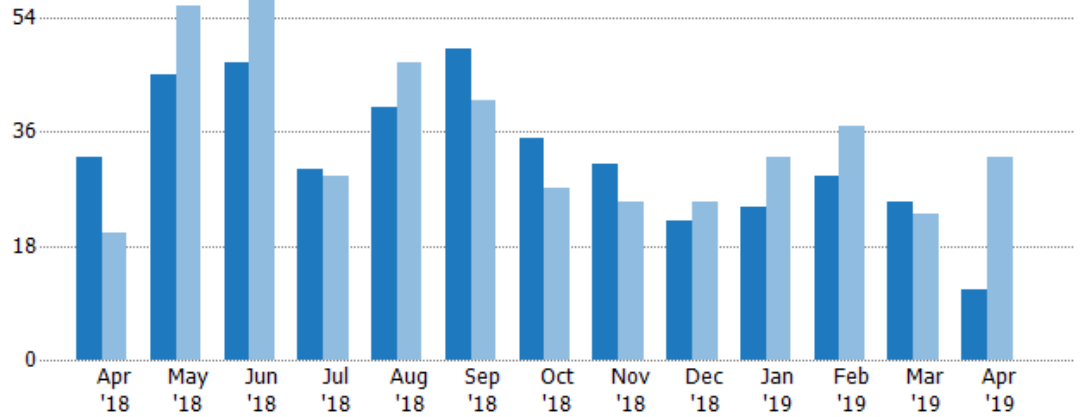
New Listings

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.
Apr '19	11	-65.6%
Apr '18	32	60%
Apr '17	20	5%



Current Year	32	45	47	30	40	49	35	31	22	24	29	25	11
Prior Year	20	56	62	29	47	41	27	25	25	32	37	23	32
Percent Change from Prior Year	60%	-20%	-24%	3%	-15%	20%	30%	24%	-12%	-25%	-22%	9%	-66%

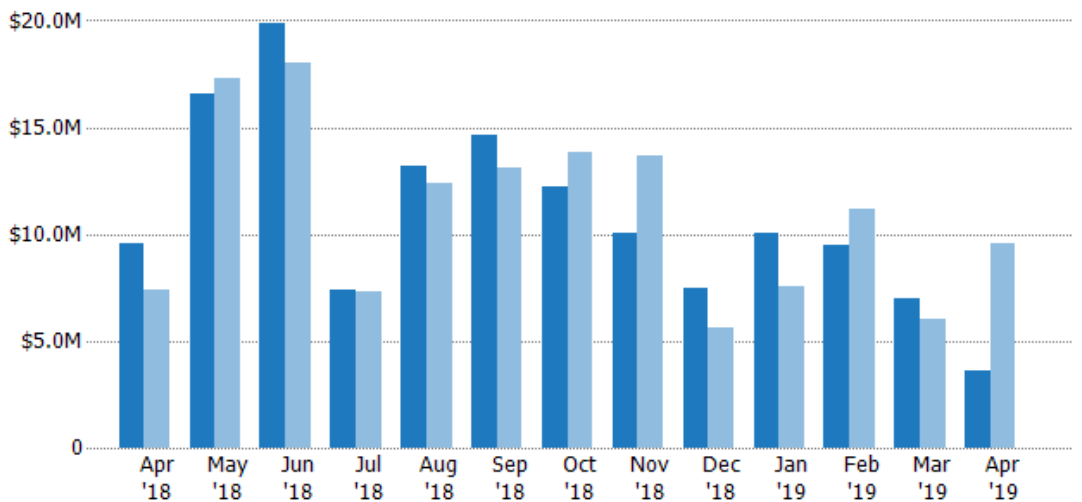
New Listing Volume

The sum of the listing price of 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	Volume	% Chg.
Apr '19	\$3.58M	-62.6%
Apr '18	\$9.57M	30.1%
Apr '17	\$7.36M	-11.1%



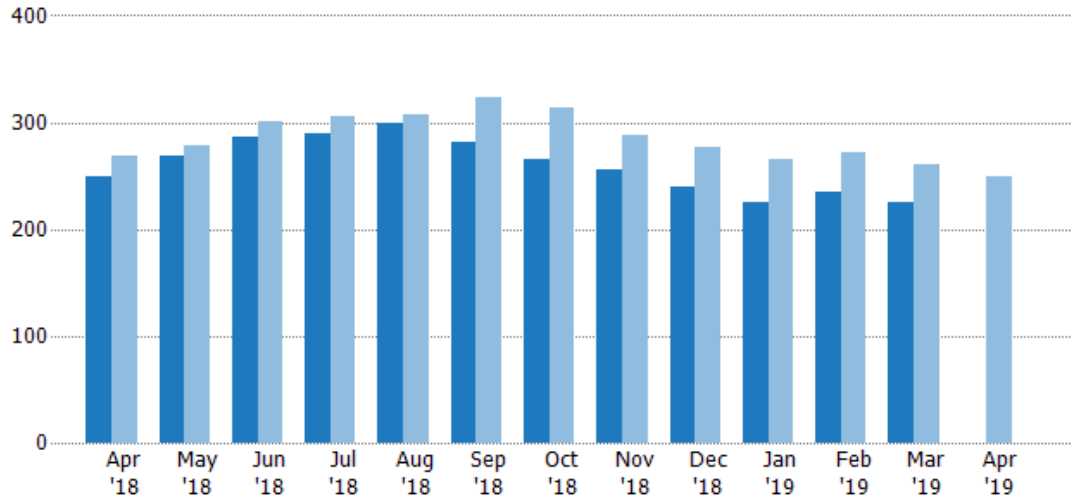
Current Year	\$9.57M	\$16.6M	\$19.9M	\$7.41M	\$13.2M	\$14.6M	\$12.2M	\$10.1M	\$7.47M	\$10.1M	\$9.49M	\$7.01M	\$3.58M
Prior Year	\$7.36M	\$17.3M	\$18M	\$7.31M	\$12.4M	\$13.1M	\$13.9M	\$13.7M	\$5.63M	\$7.55M	\$11.2M	\$6.04M	\$9.57M
Percent Change from Prior Year	30%	-4%	10%	1%	7%	12%	-12%	-26%	33%	33%	-15%	16%	-63%

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



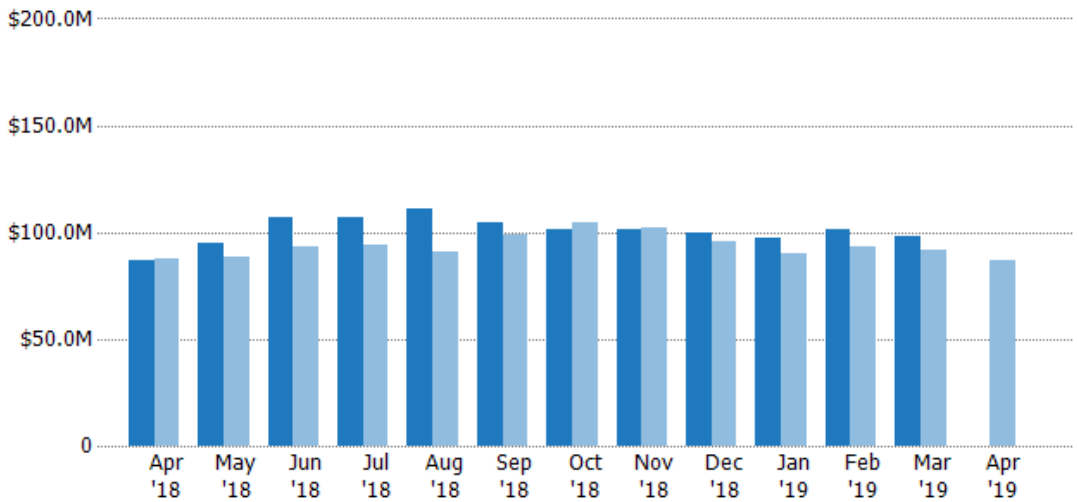
Current Year	250	268	287	290	300	281	266	255	240	225	235	225	-
Prior Year	268	279	301	306	308	324	314	288	276	265	272	261	250
Percent Change from Prior Year	-7%	-4%	-5%	-5%	-3%	-13%	-15%	-11%	-13%	-15%	-14%	-14%	-100%

Active Listing Volume

The sum of the 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



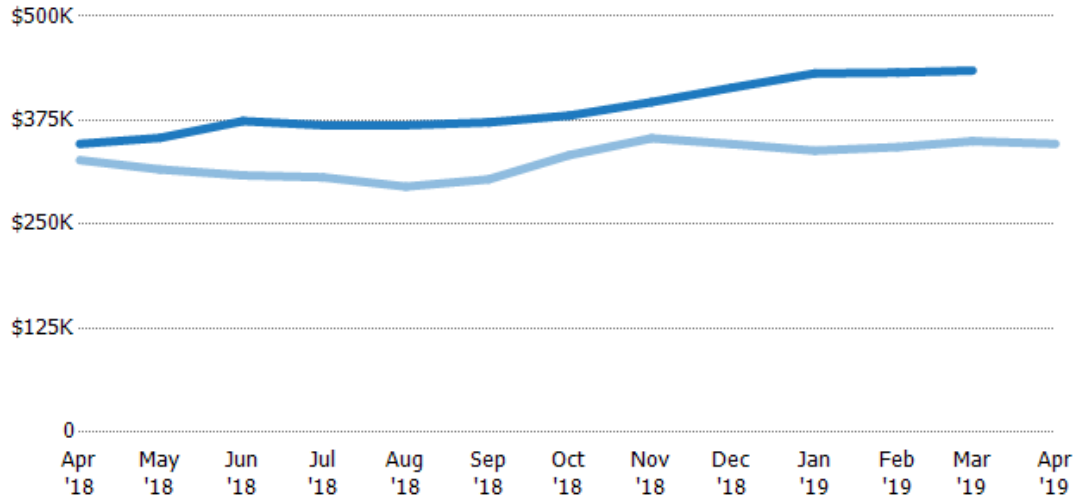
Current Year	\$86.7M	\$94.8M	\$107M	\$107M	\$111M	\$105M	\$101M	\$101M	\$99.4M	\$97M	\$102M	\$97.8M	-
Prior Year	\$87.7M	\$88.1M	\$93M	\$93.8M	\$91M	\$98.5M	\$105M	\$102M	\$95.6M	\$89.7M	\$93.2M	\$91.3M	\$86.7M
Percent Change from Prior Year	-1%	8%	15%	14%	22%	6%	-3%	-1%	4%	8%	9%	7%	-100%

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



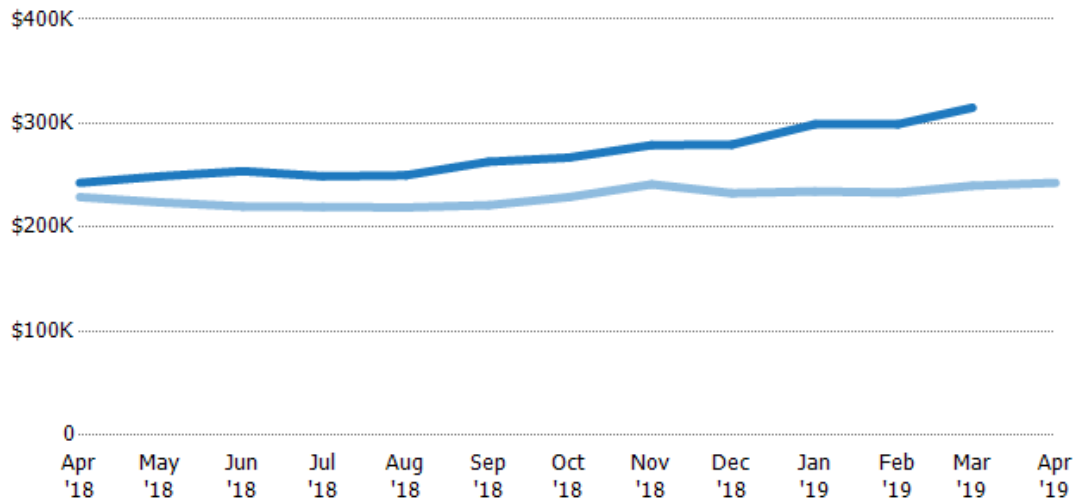
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$347K	\$354K	\$374K	\$369K	\$369K	\$372K	\$381K	\$397K	\$414K	\$431K	\$432K	\$435K	-
Prior Year	\$327K	\$316K	\$309K	\$306K	\$295K	\$304K	\$333K	\$353K	\$346K	\$339K	\$343K	\$350K	\$347K
Percent Change from Prior Year	6%	12%	21%	20%	25%	23%	14%	12%	20%	27%	26%	24%	-100%

Median Listing Price

The median 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



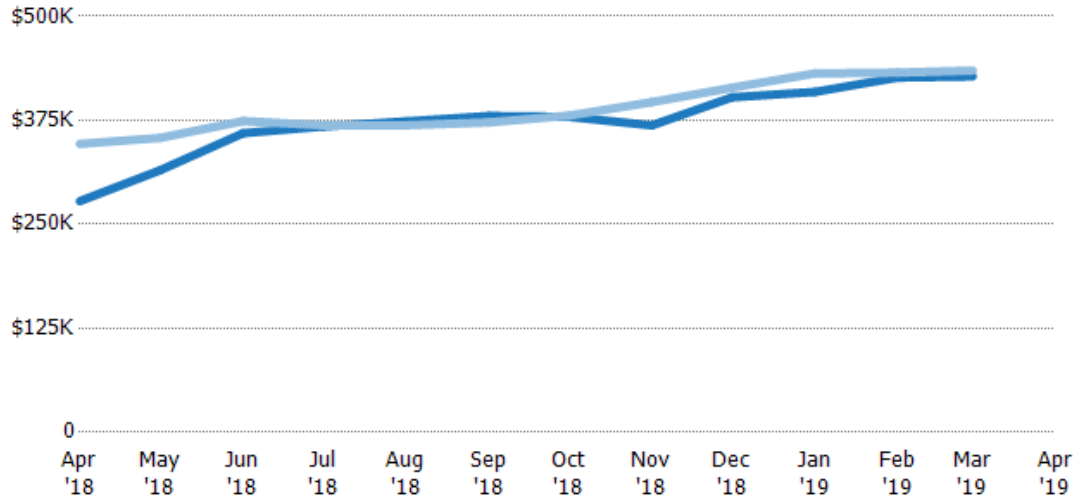
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$243K	\$249K	\$254K	\$249K	\$250K	\$263K	\$267K	\$279K	\$280K	\$299K	\$299K	\$315K	-
Prior Year	\$229K	\$224K	\$220K	\$219K	\$219K	\$221K	\$229K	\$241K	\$233K	\$235K	\$233K	\$240K	\$243K
Percent Change from Prior Year	6%	11%	15%	13%	14%	19%	17%	16%	20%	28%	28%	31%	-100%

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: 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



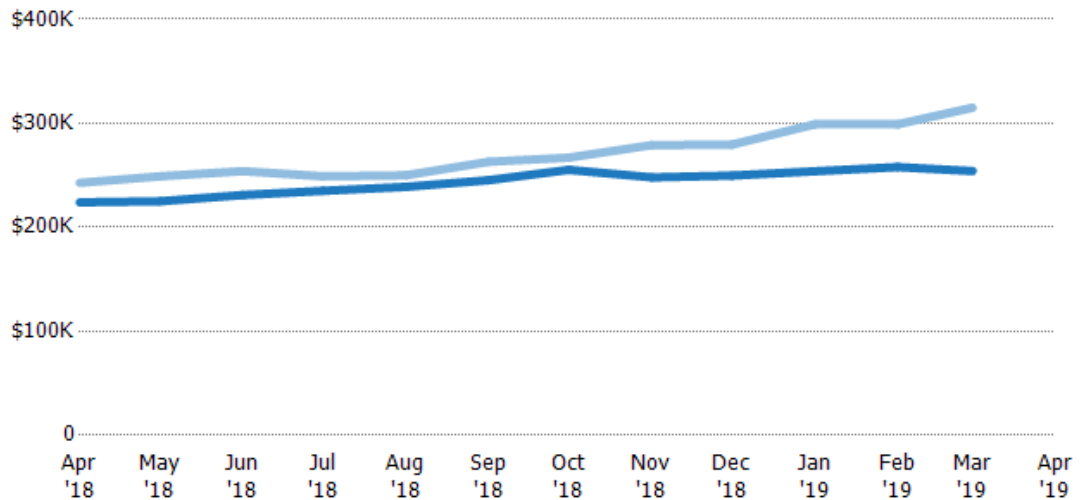
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$278K	\$315K	\$359K	\$367K	\$374K	\$380K	\$379K	\$369K	\$403K	\$409K	\$426K	\$428K	-
Avg Listing Price	\$347K	\$354K	\$374K	\$369K	\$369K	\$372K	\$381K	\$397K	\$414K	\$431K	\$432K	\$435K	-
Avg Listing Price as a % of Avg Est Value	125%	112%	104%	100%	99%	98%	100%	108%	103%	105%	101%	102%	-

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: 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



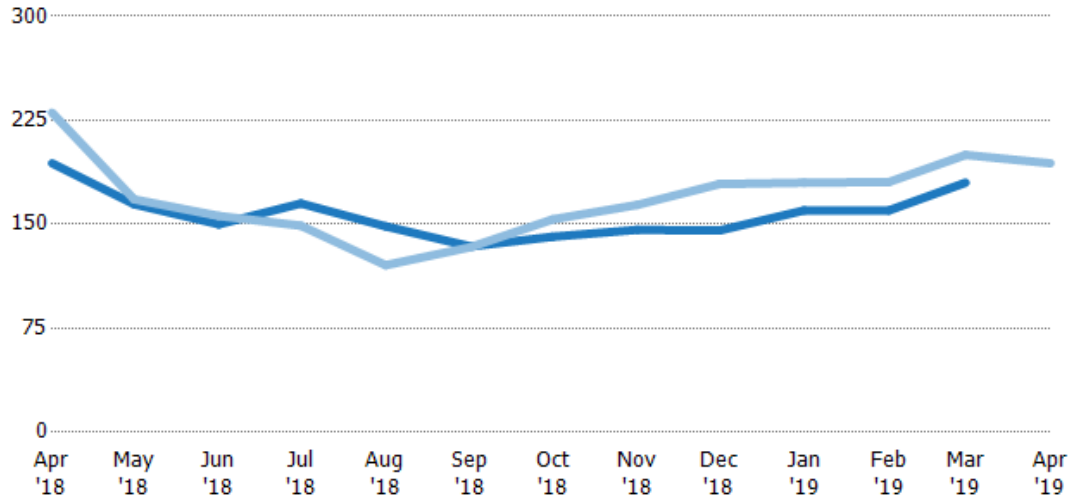
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$224K	\$225K	\$231K	\$235K	\$239K	\$245K	\$255K	\$248K	\$250K	\$254K	\$258K	\$254K	-
Median Listing Price	\$243K	\$249K	\$254K	\$249K	\$250K	\$263K	\$267K	\$279K	\$280K	\$299K	\$299K	\$315K	-
Med Listing Price as a % of Med Est Value	108%	111%	110%	106%	105%	107%	105%	113%	112%	118%	116%	124%	-

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



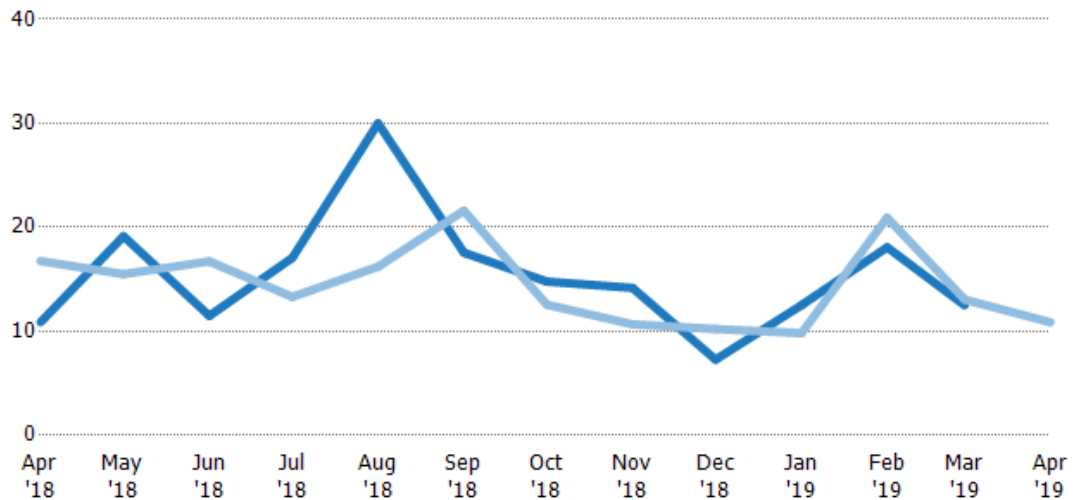
Current Year	194	165	150	165	149	134	141	146	146	160	160	180	-
Prior Year	231	168	156	149	121	134	154	164	179	180	181	200	194
Percent Change from Prior Year	-16%	-2%	-4%	11%	23%	0%	-8%	-11%	-19%	-11%	-11%	-10%	-100%

Months of Inventory

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

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



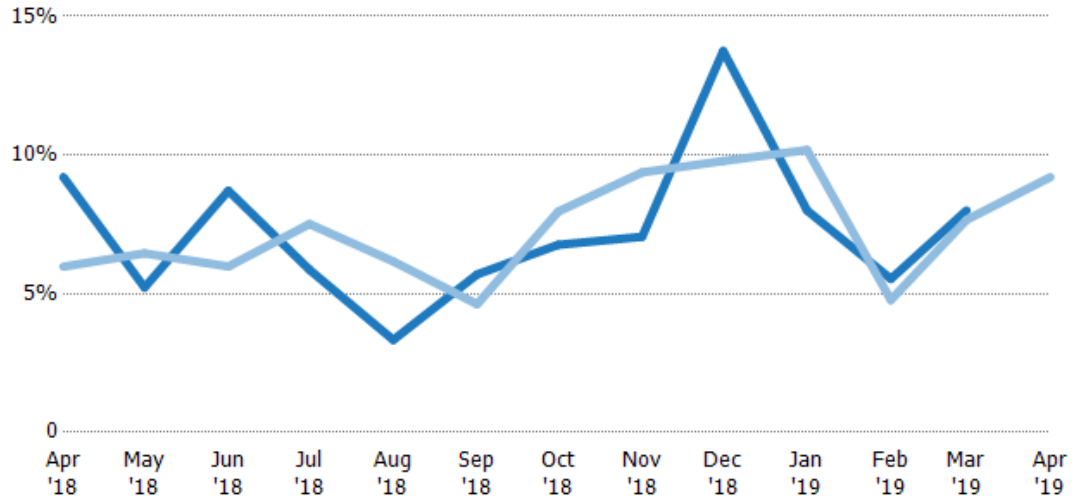
Current Year	10.9	19.1	11.5	17.1	30	17.6	14.8	14.2	7.27	12.5	18.1	12.5	-
Prior Year	16.8	15.5	16.7	13.3	16.2	21.6	12.6	10.7	10.2	9.81	20.9	13.1	10.9
Percent Change from Prior Year	-35%	24%	-31%	28%	85%	-19%	18%	33%	-29%	27%	-14%	-4%	-100%

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



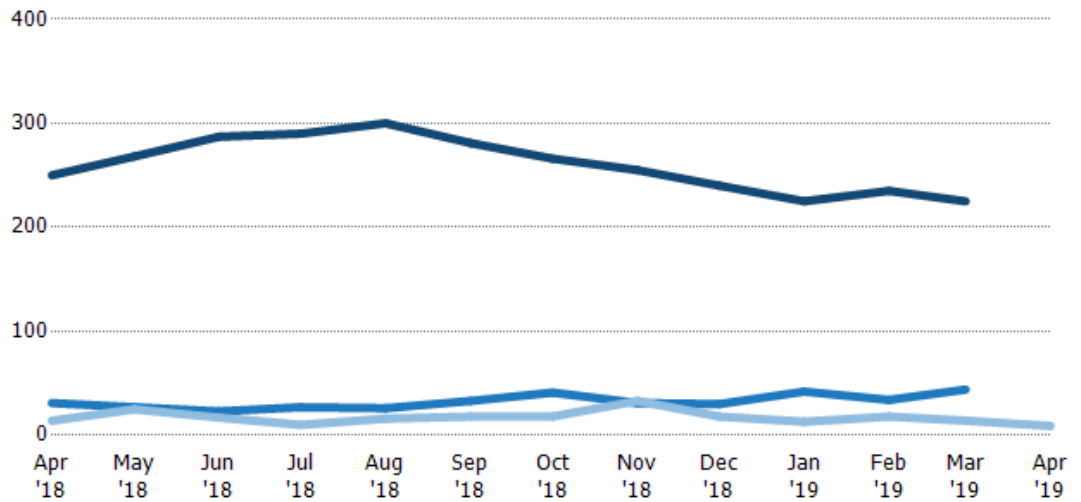
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	9%	5%	9%	6%	3%	6%	7%	7%	14%	8%	6%	8%	-
Prior Year	6%	6%	6%	8%	6%	5%	8%	9%	10%	10%	5%	8%	9%
Change from Prior Year	-3%	1%	-3%	2%	3%	-1%	1%	2%	-4%	2%	-1%	0%	9%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and 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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	250	268	287	290	300	281	266	255	240	225	235	225	-
Pending	31	27	23	27	26	33	41	31	30	42	34	44	-
Sold	14	25	17	10	16	18	18	33	18	13	18	14	9

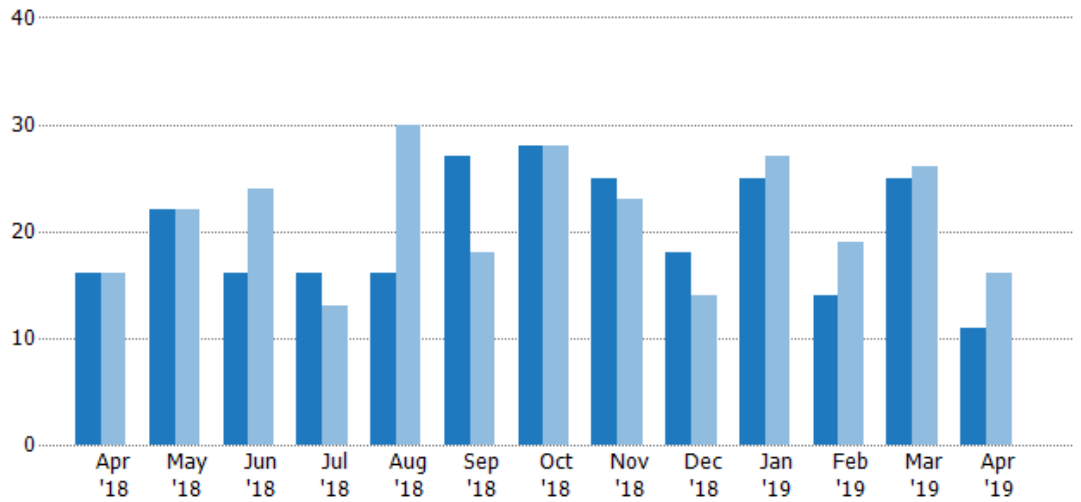
New Pending Sales

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.
Apr '19	11	-31.3%
Apr '18	16	0%
Apr '17	16	81.3%



Current Year	16	22	16	16	16	27	28	25	18	25	14	25	11
Prior Year	16	22	24	13	30	18	28	23	14	27	19	26	16
Percent Change from Prior Year	0%	0%	-33%	23%	-47%	50%	0%	9%	29%	-7%	-26%	-4%	-31%

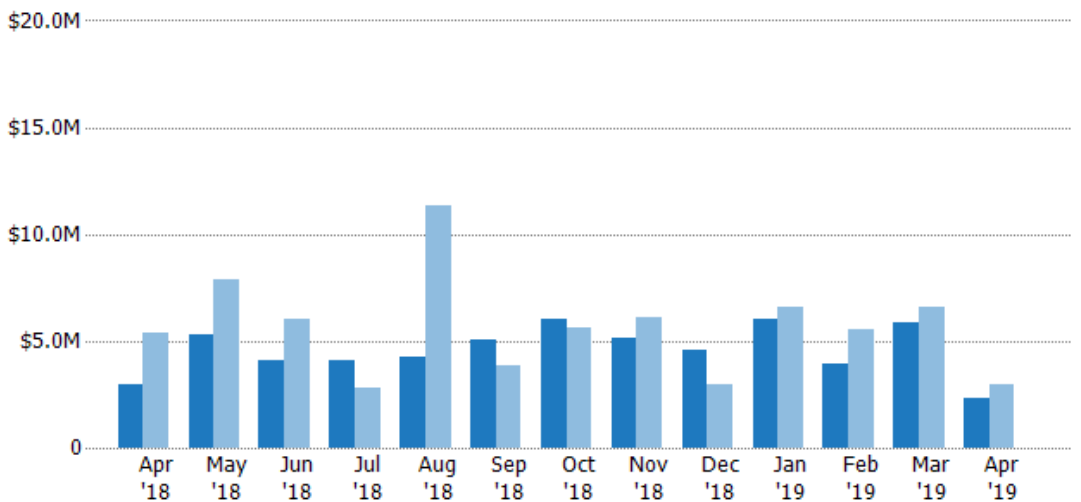
New Pending Sales Volume

The sum of the sales price 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	Volume	% Chg.
Apr '19	\$2.34M	-21.5%
Apr '18	\$2.98M	-44.4%
Apr '17	\$5.36M	67.1%



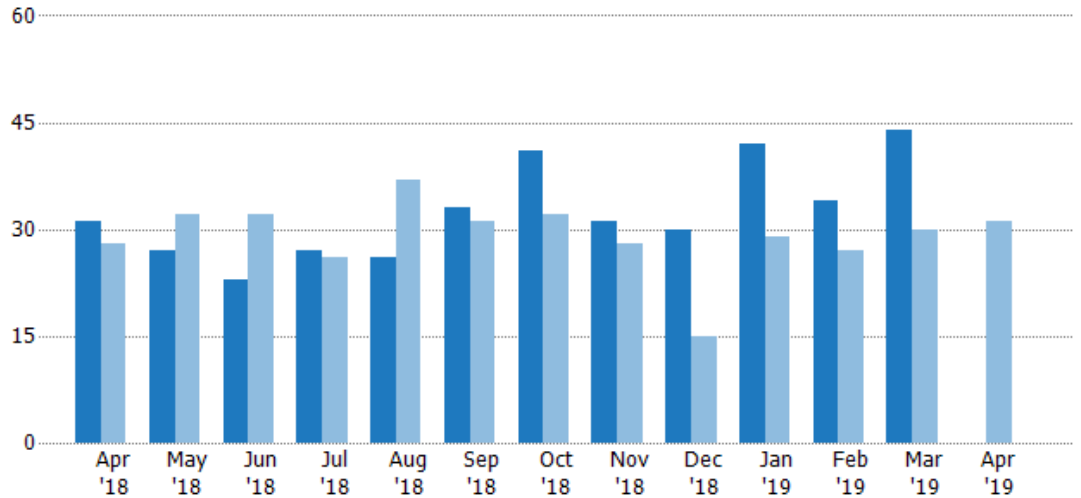
Current Year	\$2.98M	\$5.3M	\$4.09M	\$4.13M	\$4.23M	\$5.04M	\$6M	\$5.12M	\$4.59M	\$6.03M	\$3.95M	\$5.87M	\$2.34M
Prior Year	\$5.36M	\$7.9M	\$5.99M	\$2.78M	\$11.4M	\$3.83M	\$5.62M	\$6.08M	\$2.95M	\$6.59M	\$5.52M	\$6.55M	\$2.98M
Percent Change from Prior Year	-44%	-33%	-32%	48%	-63%	32%	7%	-16%	56%	-8%	-28%	-10%	-21%

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



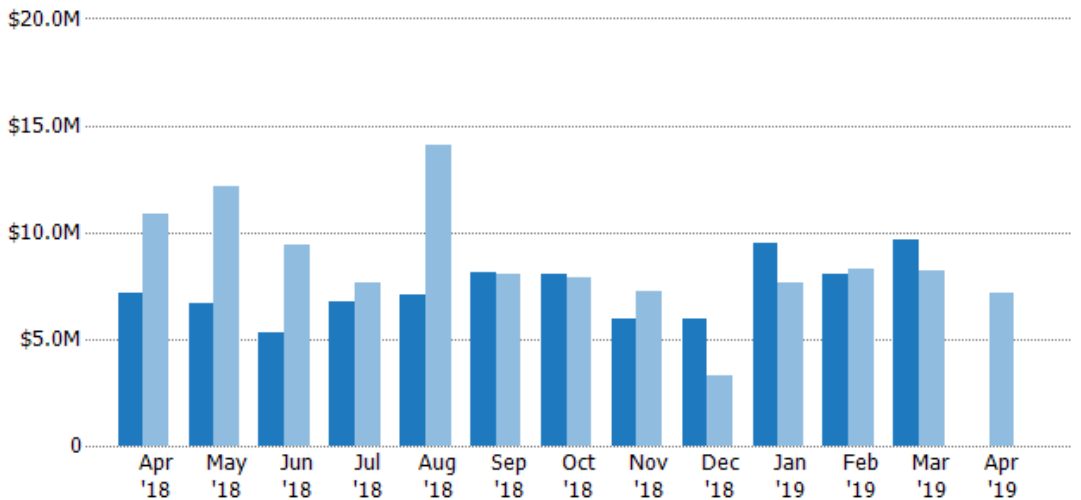
Current Year	31	27	23	27	26	33	41	31	30	42	34	44	-
Prior Year	28	32	32	26	37	31	32	28	15	29	27	30	31
Percent Change from Prior Year	11%	-16%	-28%	4%	-30%	6%	28%	11%	100%	45%	26%	47%	-100%

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: 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



Current Year	\$7.14M	\$6.63M	\$5.32M	\$6.76M	\$7.06M	\$8.08M	\$8.01M	\$5.96M	\$5.94M	\$9.49M	\$8.08M	\$9.64M	-
Prior Year	\$10.8M	\$12.2M	\$9.44M	\$7.67M	\$14M	\$8.05M	\$7.87M	\$7.23M	\$3.31M	\$7.6M	\$8.31M	\$8.19M	\$7.14M
Percent Change from Prior Year	-34%	-45%	-44%	-12%	-50%	0%	2%	-17%	79%	25%	-3%	18%	-100%

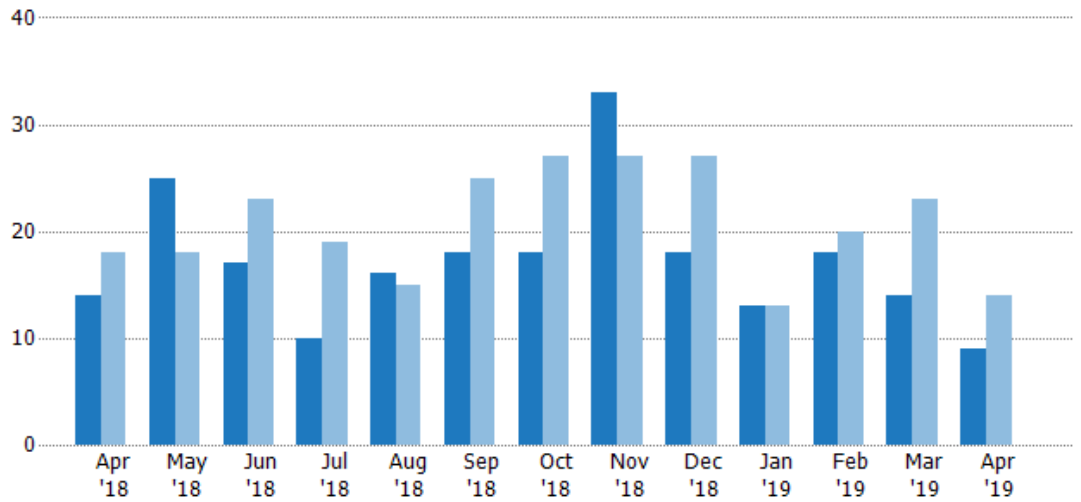
Closed Sales

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.
Apr '19	9	-35.7%
Apr '18	14	-22.2%
Apr '17	18	27.8%



Month	Current Year	Prior Year	Percent Change from Prior Year
Apr '18	14	18	-22%
May '18	25	18	39%
Jun '18	17	23	-26%
Jul '18	10	19	-47%
Aug '18	16	15	7%
Sep '18	18	25	-28%
Oct '18	18	27	-33%
Nov '18	33	27	22%
Dec '18	18	27	-33%
Jan '19	13	13	0%
Feb '19	18	20	-10%
Mar '19	14	23	-39%
Apr '19	9	14	-36%

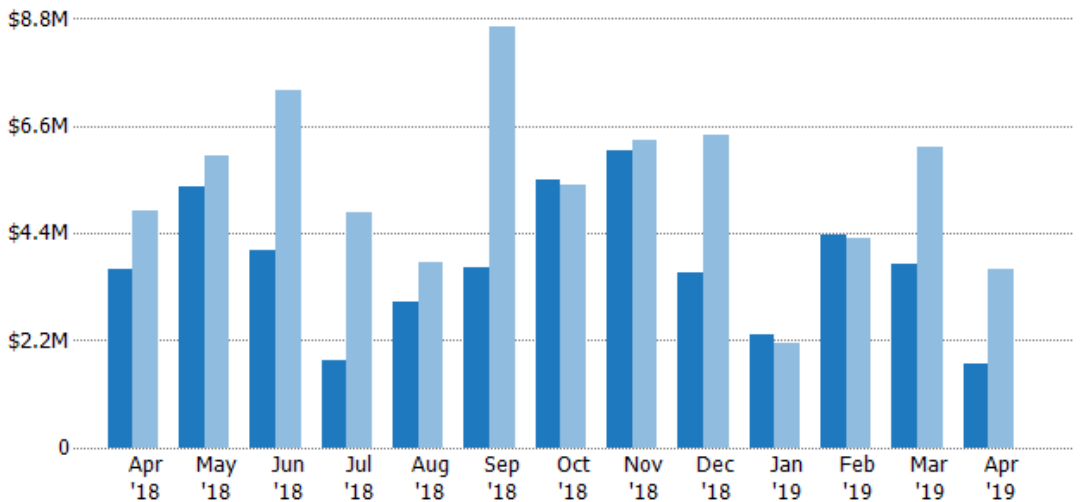
Closed Sales Volume

The sum of the sales price 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	Volume	% Chg.
Apr '19	\$1.71M	-53.6%
Apr '18	\$3.68M	-24.2%
Apr '17	\$4.85M	-0.7%



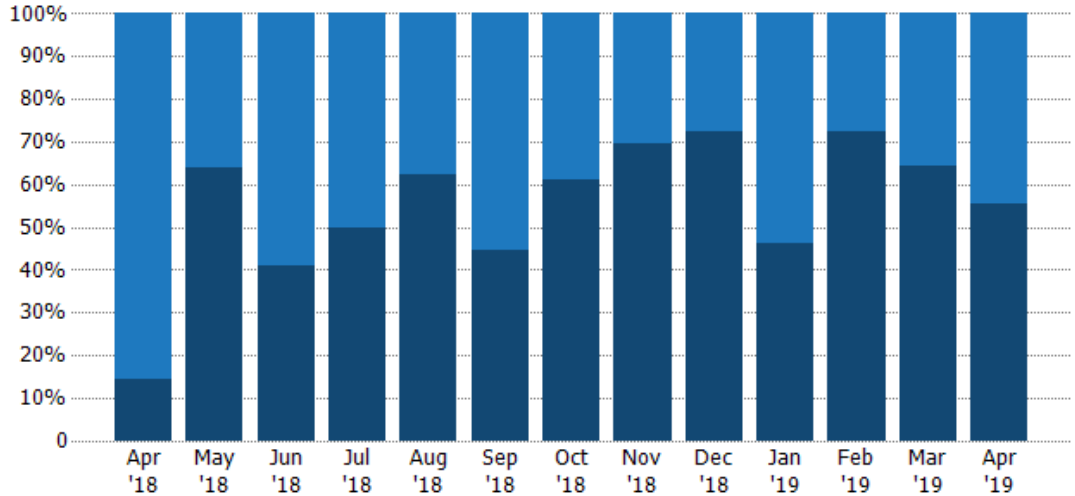
Month	Current Year	Prior Year	Percent Change from Prior Year
Apr '18	\$3.68M	\$4.85M	-24%
May '18	\$5.37M	\$6.01M	-11%
Jun '18	\$4.06M	\$7.33M	-45%
Jul '18	\$1.79M	\$4.84M	-63%
Aug '18	\$2.98M	\$3.81M	-22%
Sep '18	\$3.7M	\$8.65M	-57%
Oct '18	\$5.51M	\$5.39M	2%
Nov '18	\$6.09M	\$6.3M	-3%
Dec '18	\$3.59M	\$6.42M	-44%
Jan '19	\$2.34M	\$2.16M	8%
Feb '19	\$4.39M	\$4.29M	2%
Mar '19	\$3.76M	\$6.16M	-39%
Apr '19	\$1.71M	\$3.68M	-54%

Closed Sales by Property Type

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

Filters Used

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



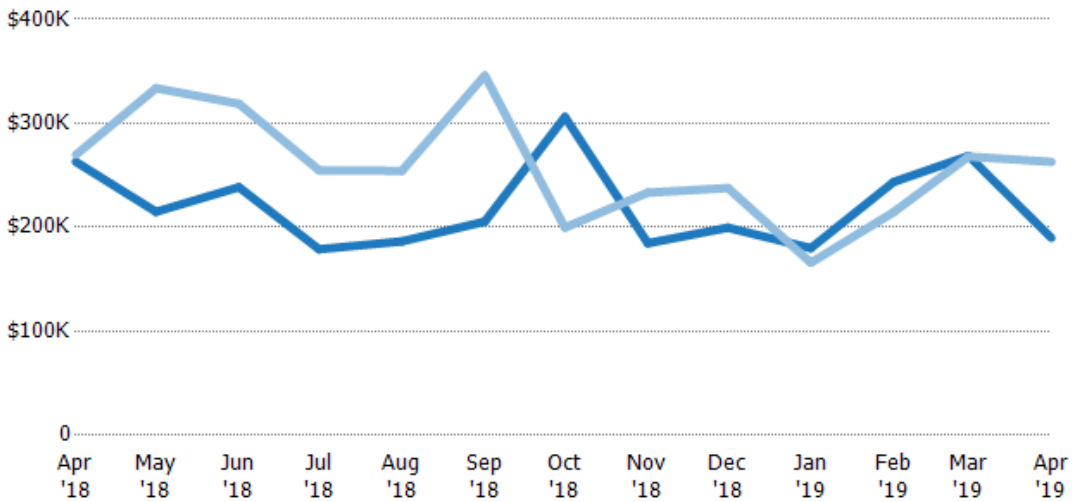
Condo/Townhouse	86%	36%	59%	50%	38%	56%	39%	30%	28%	54%	28%	36%	44%
Single Family Residence	14%	64%	41%	50%	63%	44%	61%	70%	72%	46%	72%	64%	56%

Average Sales Price

The average sales price of the 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



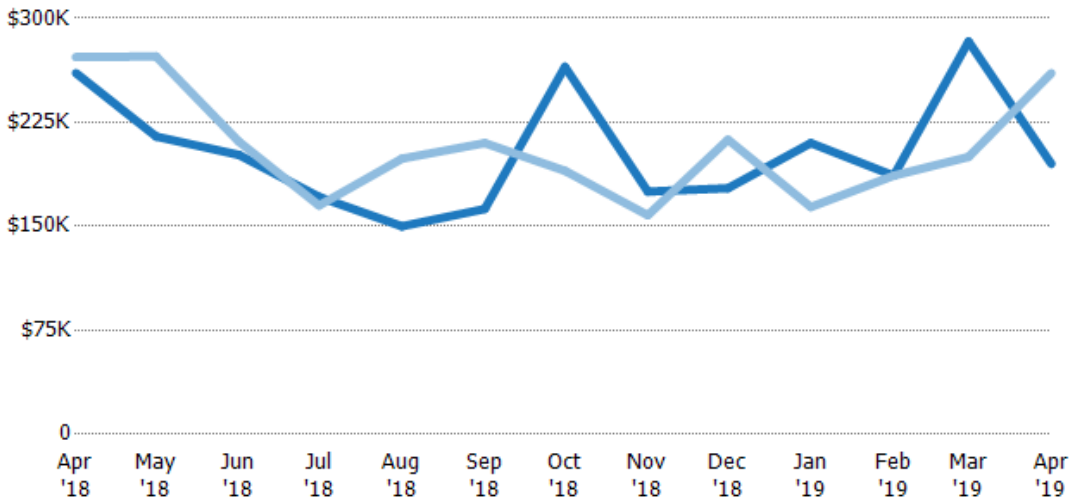
Current Year	\$263K	\$215K	\$239K	\$179K	\$186K	\$205K	\$306K	\$185K	\$200K	\$180K	\$244K	\$269K	\$190K
Prior Year	\$270K	\$334K	\$319K	\$255K	\$254K	\$346K	\$200K	\$233K	\$238K	\$166K	\$215K	\$268K	\$263K
Percent Change from Prior Year	-2%	-36%	-25%	-30%	-27%	-41%	53%	-21%	-16%	8%	14%	0%	-28%

Median Sales Price

The median sales price of the 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



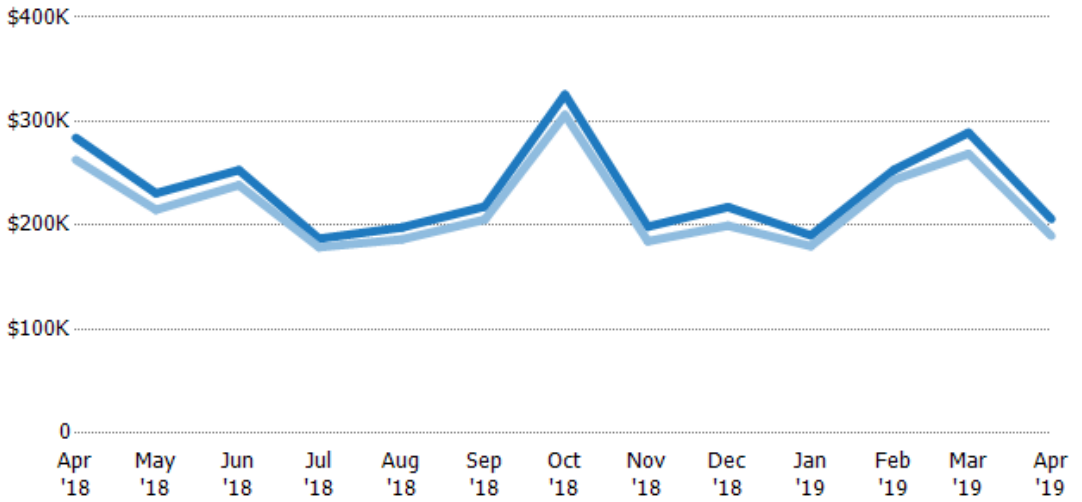
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$261K	\$215K	\$202K	\$171K	\$150K	\$163K	\$265K	\$175K	\$177K	\$210K	\$187K	\$283K	\$195K
Prior Year	\$272K	\$273K	\$211K	\$165K	\$199K	\$210K	\$190K	\$158K	\$213K	\$164K	\$187K	\$200K	\$261K
Percent Change from Prior Year	-4%	-21%	-5%	4%	-25%	-23%	39%	11%	-16%	28%	0%	42%	-25%

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: Condo/Townhouse/Apt, Single Family Residence



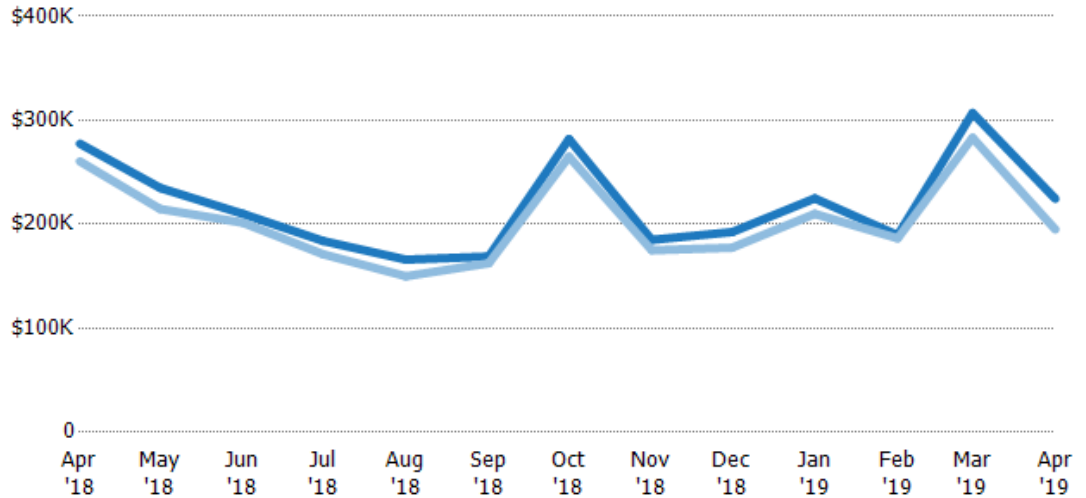
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg List Price	\$284K	\$231K	\$253K	\$187K	\$198K	\$218K	\$326K	\$199K	\$217K	\$190K	\$253K	\$289K	\$206K
Avg Sales Price	\$263K	\$215K	\$239K	\$179K	\$186K	\$205K	\$306K	\$185K	\$200K	\$180K	\$244K	\$269K	\$190K
Avg Sales Price as a % of Avg List Price	93%	93%	94%	96%	94%	94%	94%	93%	92%	95%	96%	93%	92%

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: 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



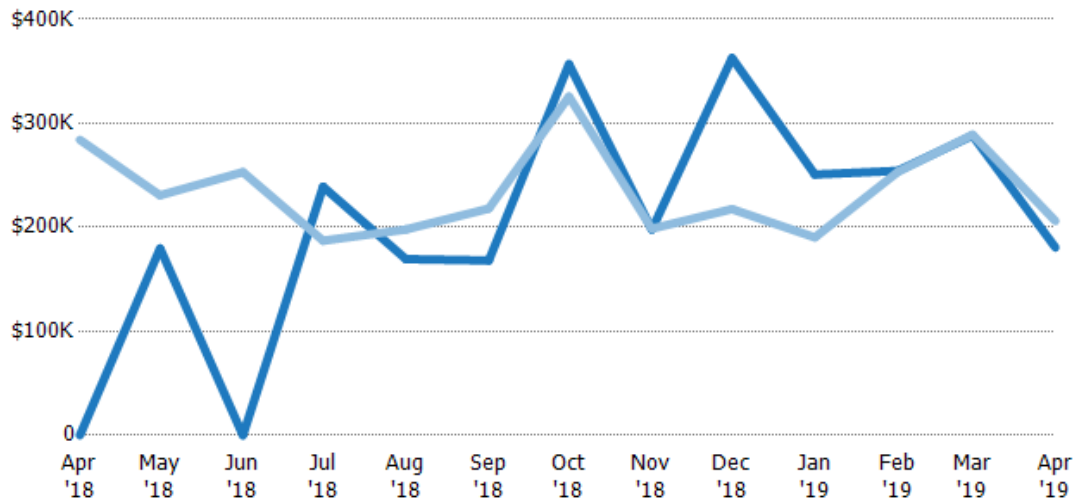
Median List Price	\$278K	\$235K	\$210K	\$184K	\$166K	\$169K	\$282K	\$185K	\$193K	\$225K	\$190K	\$307K	\$225K
Median Sales Price	\$261K	\$215K	\$202K	\$171K	\$150K	\$163K	\$265K	\$175K	\$177K	\$210K	\$187K	\$283K	\$195K
Med Sales Price as a % of Med List Price	94%	91%	96%	93%	90%	96%	94%	95%	92%	93%	98%	92%	87%

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: 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



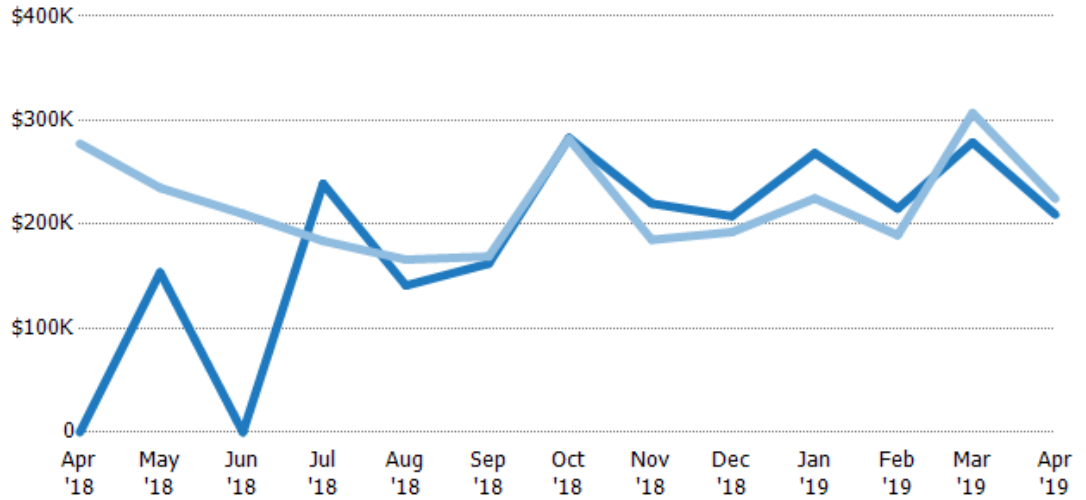
Avg Est Value	\$0	\$180K	\$0	\$239K	\$169K	\$168K	\$357K	\$198K	\$363K	\$251K	\$254K	\$288K	\$181K
Avg Sales Price	\$284K	\$231K	\$253K	\$187K	\$198K	\$218K	\$326K	\$199K	\$217K	\$190K	\$253K	\$289K	\$206K
Avg Sales Price as a % of Avg Est Value	100%	128%	100%	78%	117%	130%	91%	100%	60%	76%	100%	100%	114%

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: 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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$0	\$154K	\$0	\$239K	\$141K	\$162K	\$283K	\$220K	\$208K	\$268K	\$215K	\$279K	\$209K
Median Sales Price	\$278K	\$235K	\$210K	\$184K	\$166K	\$169K	\$282K	\$185K	\$193K	\$225K	\$190K	\$307K	\$225K
Med Sales Price as a % of Med Est Value	100%	153%	100%	77%	118%	104%	100%	84%	93%	84%	88%	110%	107%