

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	20	29	-31%	93	99	-6.1%
New Listing Volume	\$4,697,900	\$6,078,800	-22.7%	\$17,249,100	\$18,995,000	-9.2%
Active Listing Count	68	83	-18.1%	N/A	N/A	
Active Listing Volume	\$15,452,300	\$16,856,499	-8.3%	N/A	N/A	
Average Listing Price	\$227,240	\$203,090	+11.9%	\$212,562	\$194,694	+9.2%
Median Listing Price	\$193,200	\$172,000	+12.3%	\$180,019	\$173,282	+3.9%
Median Days in RPR	126	70	+80%	135.64	97.59	+39%
Months of Inventory	6.8	9.2	-26.3%	8.2	5.7	+44.3%
Absorption Rate	14.71%	10.84%	+3.9%	12.25%	17.68%	-5.4%
Sales Activity Charts Metrics						
New Pending Sales Count	28	14	+100%	93	61	+52.5%
New Pending Sales Volume	\$5,036,800	\$2,697,100	+86.7%	\$16,601,600	\$10,340,800	+60.5%
Pending Sales Count	41	21	+95.2%	N/A	N/A	
Pending Sales Volume	\$7,409,500	\$4,159,500	+78.1%	N/A	N/A	
Closed Sales Count	17	18	-5.6%	49	50	-2%
Closed Sales Volume	\$2,925,906	\$3,046,255	-4%	\$8,940,238	\$8,449,800	+5.8%
Average Sales Price	\$172,112	\$169,236	+1.7%	\$182,454	\$168,996	+8%
Median Sales Price	\$166,900	\$175,253	-4.8%	\$174,139	\$165,773	+5%

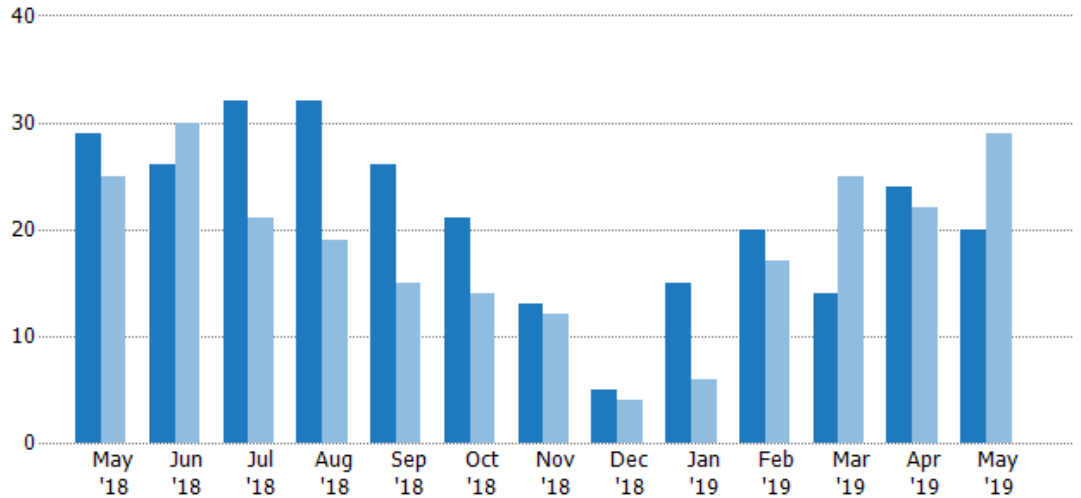
New Listings

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.
May '19	20	-31%
May '18	29	16%
May '17	25	-4%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	29	26	32	32	26	21	13	5	15	20	14	24	20
Prior Year	25	30	21	19	15	14	12	4	6	17	25	22	29
Percent Change from Prior Year	16%	-13%	52%	68%	73%	50%	8%	25%	150%	18%	-44%	9%	-31%

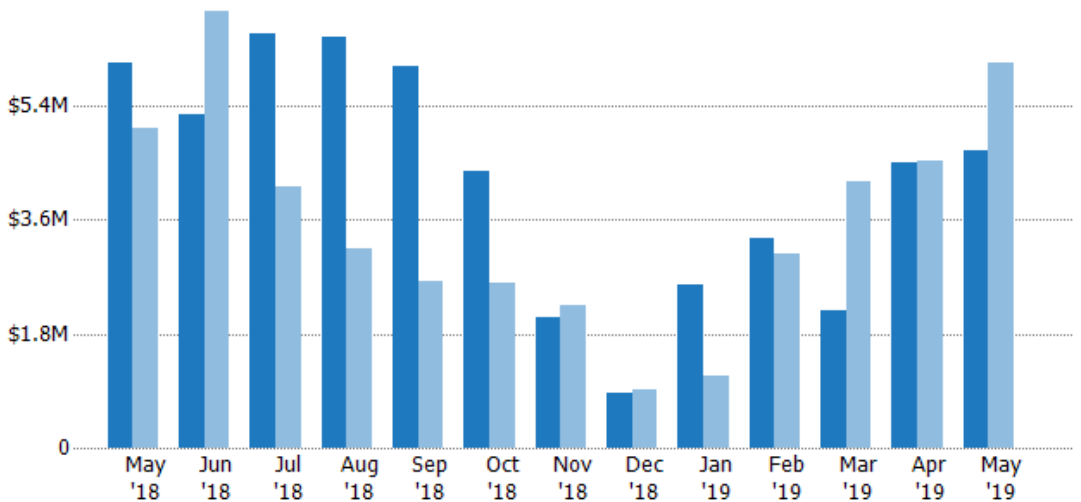
New Listing Volume

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.
May '19	\$4.7M	-22.7%
May '18	\$6.08M	20.5%
May '17	\$5.05M	-14.1%



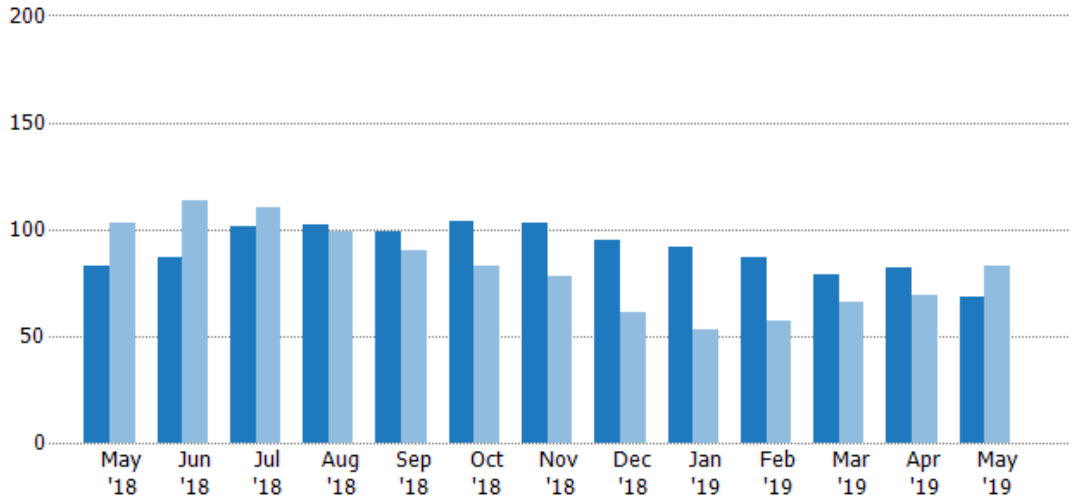
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$6.08M	\$5.28M	\$6.55M	\$6.47M	\$6.01M	\$4.36M	\$2.05M	\$855K	\$2.58M	\$3.31M	\$2.17M	\$4.49M	\$4.7M
Prior Year	\$5.05M	\$6.88M	\$4.12M	\$3.15M	\$2.62M	\$2.59M	\$2.25M	\$915K	\$1.15M	\$3.05M	\$4.2M	\$4.52M	\$6.08M
Percent Change from Prior Year	20%	-23%	59%	105%	129%	68%	-9%	-7%	125%	8%	-48%	-1%	-23%

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



Month/Year	Count	% Chg.
May '19	68	-18.1%
May '18	83	-19.4%
May '17	103	-12.6%

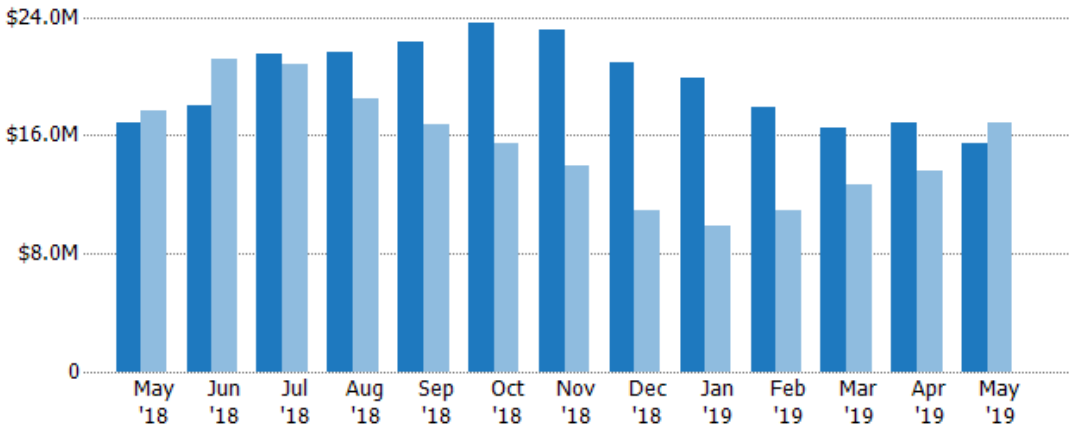
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	83	87	101	102	99	104	103	95	92	87	79	82	68
Prior Year	103	113	110	99	90	83	78	61	53	57	66	69	83
Percent Change from Prior Year	-19%	-23%	-8%	3%	10%	25%	32%	56%	74%	53%	20%	19%	-18%

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



Month/Year	Volume	% Chg.
May '19	\$15.5M	-8.3%
May '18	\$16.9M	-4.5%
May '17	\$17.7M	-16.2%

	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$16.9M	\$18M	\$21.6M	\$21.6M	\$22.3M	\$23.5M	\$23.1M	\$20.9M	\$19.9M	\$18M	\$16.6M	\$16.8M	\$15.5M
Prior Year	\$17.7M	\$21.2M	\$20.8M	\$18.5M	\$16.8M	\$15.5M	\$14M	\$11M	\$9.84M	\$10.9M	\$12.6M	\$13.6M	\$16.9M
Percent Change from Prior Year	-5%	-15%	4%	17%	33%	52%	66%	91%	102%	65%	31%	23%	-8%

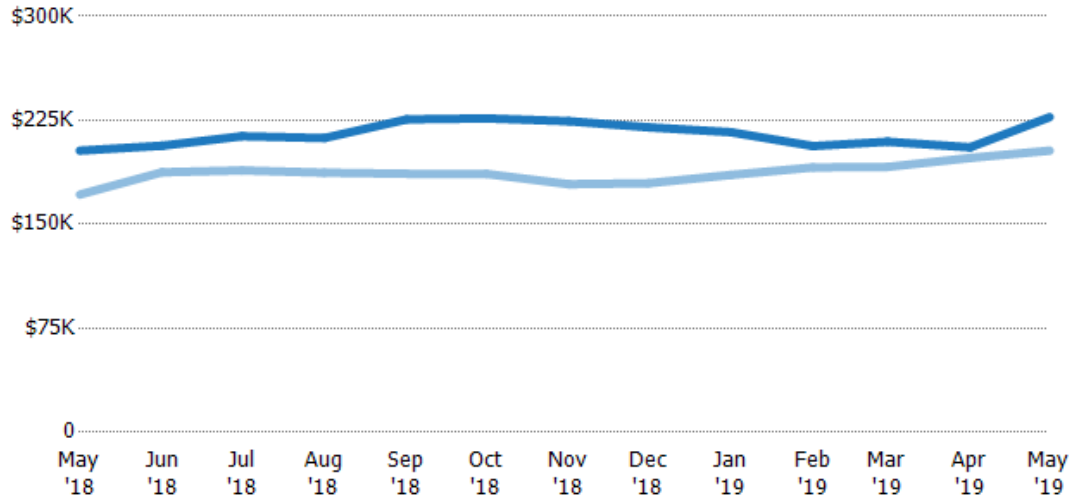
Average Listing Price

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.
May '19	\$227K	11.9%
May '18	\$203K	18.5%
May '17	\$171K	-4.1%



Current Year	\$203K	\$207K	\$213K	\$212K	\$226K	\$226K	\$224K	\$220K	\$216K	\$206K	\$210K	\$205K	\$227K
Prior Year	\$171K	\$188K	\$189K	\$187K	\$186K	\$186K	\$179K	\$180K	\$186K	\$191K	\$191K	\$198K	\$203K
Percent Change from Prior Year	18%	10%	13%	13%	21%	22%	25%	22%	17%	8%	10%	4%	12%

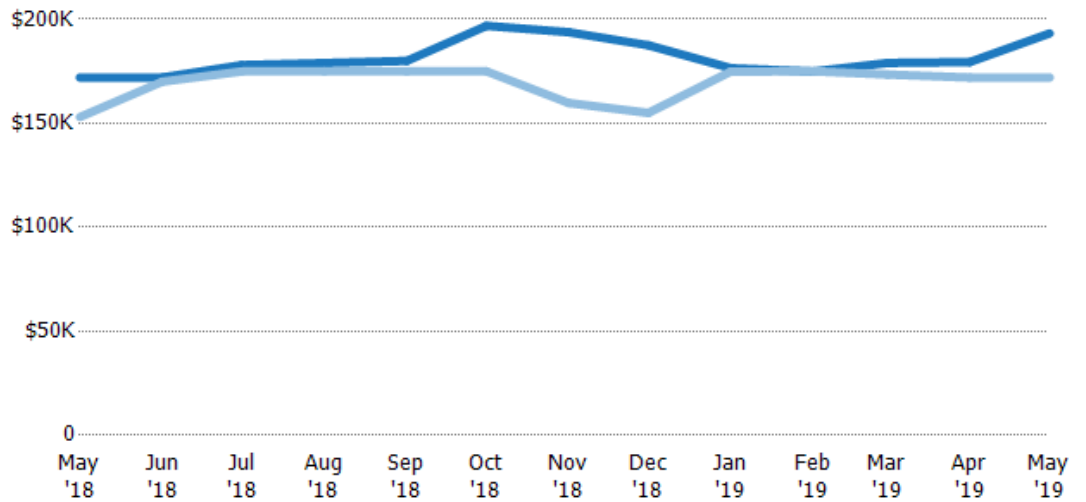
Median Listing Price

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.
May '19	\$193K	12.3%
May '18	\$172K	12.4%
May '17	\$153K	-2.9%



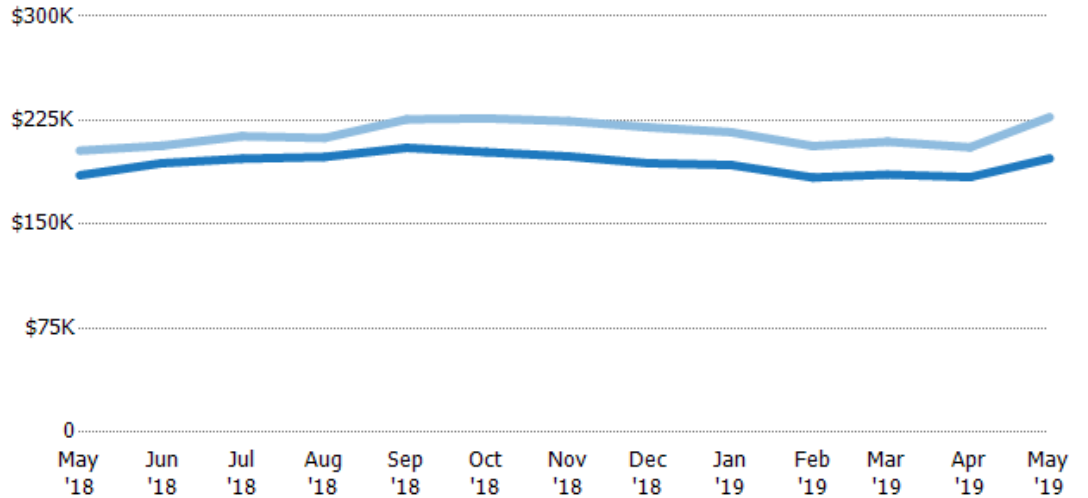
Current Year	\$172K	\$172K	\$178K	\$179K	\$180K	\$197K	\$194K	\$188K	\$177K	\$175K	\$179K	\$179K	\$193K
Prior Year	\$153K	\$170K	\$175K	\$175K	\$175K	\$175K	\$160K	\$155K	\$175K	\$175K	\$173K	\$172K	\$172K
Percent Change from Prior Year	12%	1%	2%	2%	3%	12%	21%	21%	1%	0%	3%	4%	12%

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



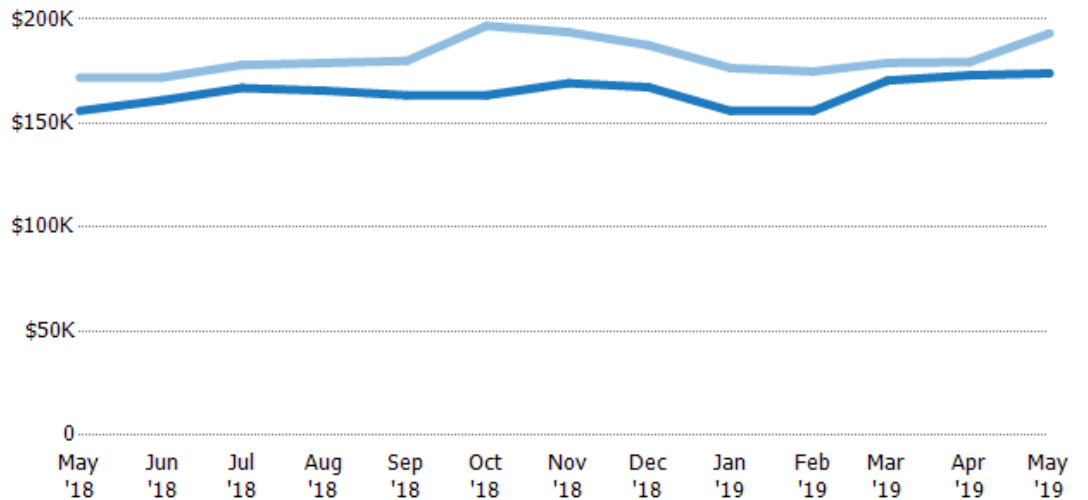
Avg Est Value	\$185K	\$194K	\$197K	\$199K	\$205K	\$202K	\$199K	\$194K	\$193K	\$184K	\$186K	\$184K	\$197K
Avg Listing Price	\$203K	\$207K	\$213K	\$212K	\$226K	\$226K	\$224K	\$220K	\$216K	\$206K	\$210K	\$205K	\$227K
Avg Listing Price as a % of Avg Est Value	110%	106%	108%	107%	110%	112%	113%	113%	112%	112%	113%	112%	115%

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



Median Est Value	\$156K	\$161K	\$167K	\$166K	\$163K	\$163K	\$169K	\$167K	\$156K	\$156K	\$171K	\$173K	\$174K
Median Listing Price	\$172K	\$172K	\$178K	\$179K	\$180K	\$197K	\$194K	\$188K	\$177K	\$175K	\$179K	\$179K	\$193K
Med Listing Price as a % of Med Est Value	110%	107%	107%	108%	110%	120%	114%	112%	113%	112%	105%	104%	111%

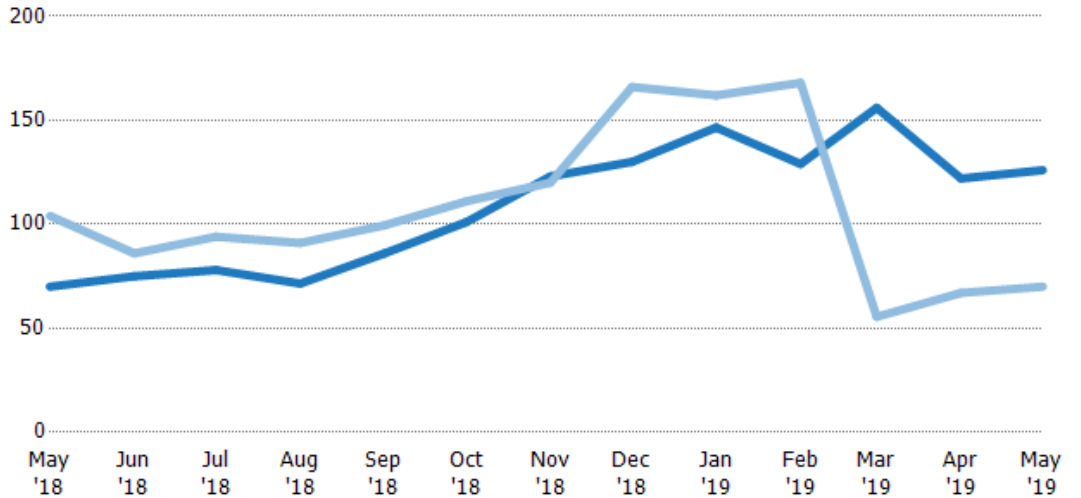
Median Days in RPR

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.
May '19	126	80%
May '18	70	-32.7%
May '17	104	-14.9%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	70	75	78	71.5	86	101	123	130	147	129	156	122	126
Prior Year	104	86	94	91	100	111	120	166	162	168	55.5	67	70
Percent Change from Prior Year	-33%	-13%	-17%	-21%	-14%	-9%	3%	-22%	-10%	-23%	181%	82%	80%

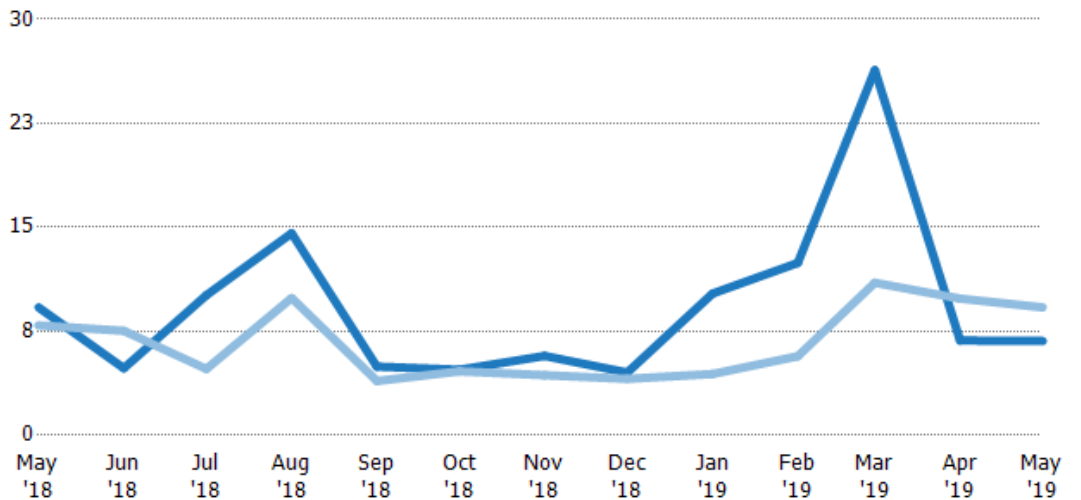
Months of Inventory

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.
May '19	6.8	-26.3%
May '18	9.22	16.4%
May '17	7.92	62.3%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	9.22	4.83	10.1	14.6	4.95	4.73	5.72	4.52	10.2	12.4	26.3	6.83	6.8
Prior Year	7.92	7.53	4.78	9.9	3.91	4.61	4.33	4.07	4.42	5.7	11	9.86	9.22
Percent Change from Prior Year	16%	-36%	111%	47%	27%	3%	32%	11%	131%	118%	139%	-31%	-26%

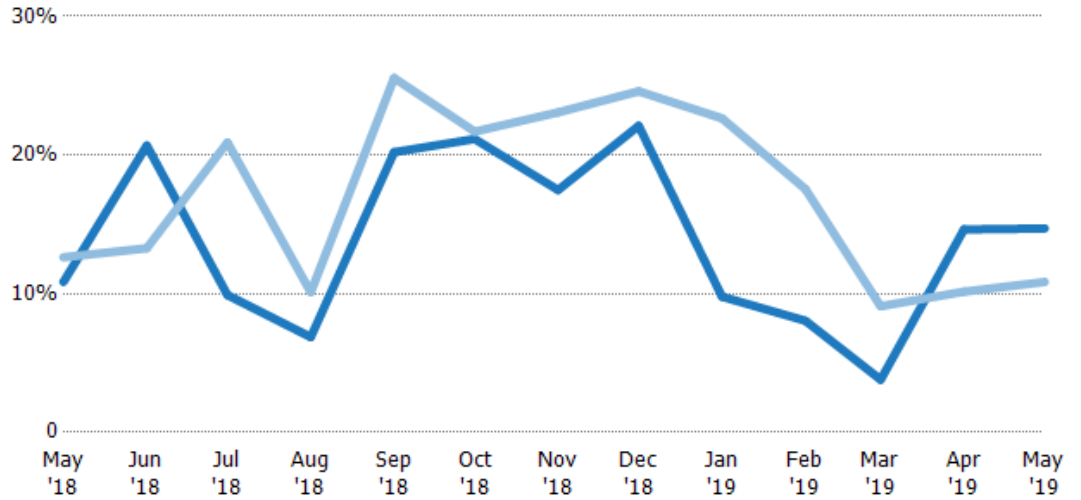
Absorption Rate

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.
May '19	15%	-3.9%
May '18	11%	1.8%
May '17	13%	-38.4%



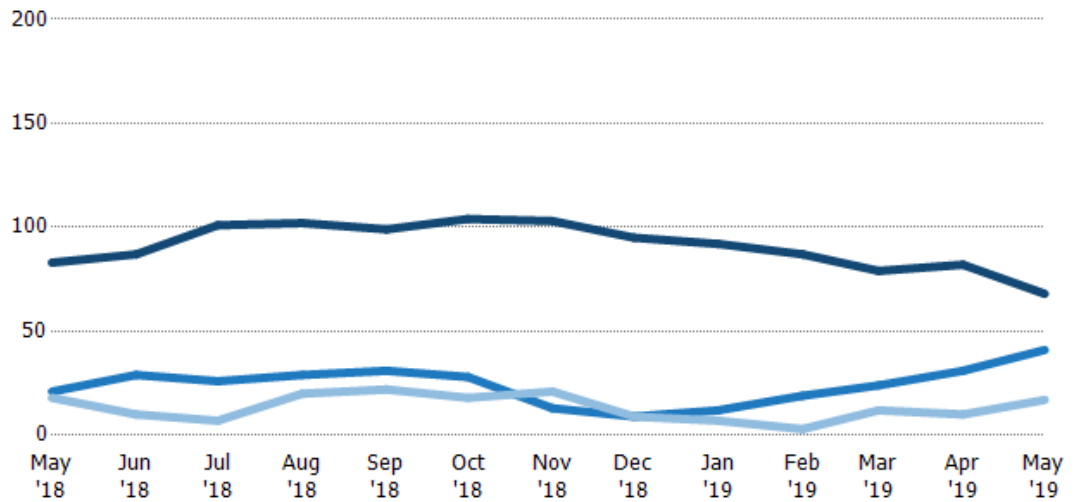
Current Year	11%	21%	10%	7%	20%	21%	17%	22%	10%	8%	4%	15%	15%
Prior Year	13%	13%	21%	10%	26%	22%	23%	25%	23%	18%	9%	10%	11%
Change from Prior Year	2%	-7%	11%	3%	5%	1%	6%	2%	13%	10%	5%	-4%	-4%

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



Active	83	87	101	102	99	104	103	95	92	87	79	82	68
Pending	21	29	26	29	31	28	13	9	12	19	24	31	41
Sold	18	10	7	20	22	18	21	9	7	3	12	10	17

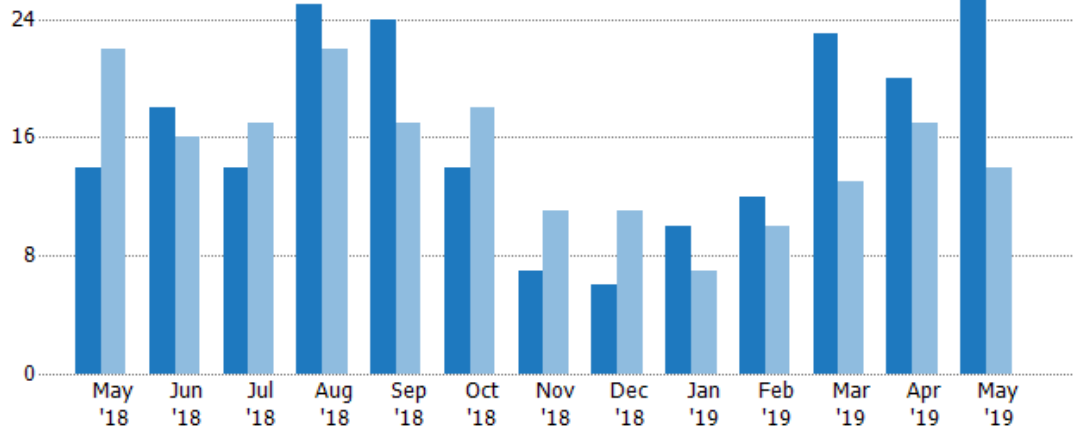
New Pending Sales

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.
May '19	28	100%
May '18	14	-36.4%
May '17	22	-22.7%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	14	18	14	25	24	14	7	6	10	12	23	20	28
Prior Year	22	16	17	22	17	18	11	11	7	10	13	17	14
Percent Change from Prior Year	-36%	13%	-18%	14%	41%	-22%	-36%	-45%	43%	20%	77%	18%	100%

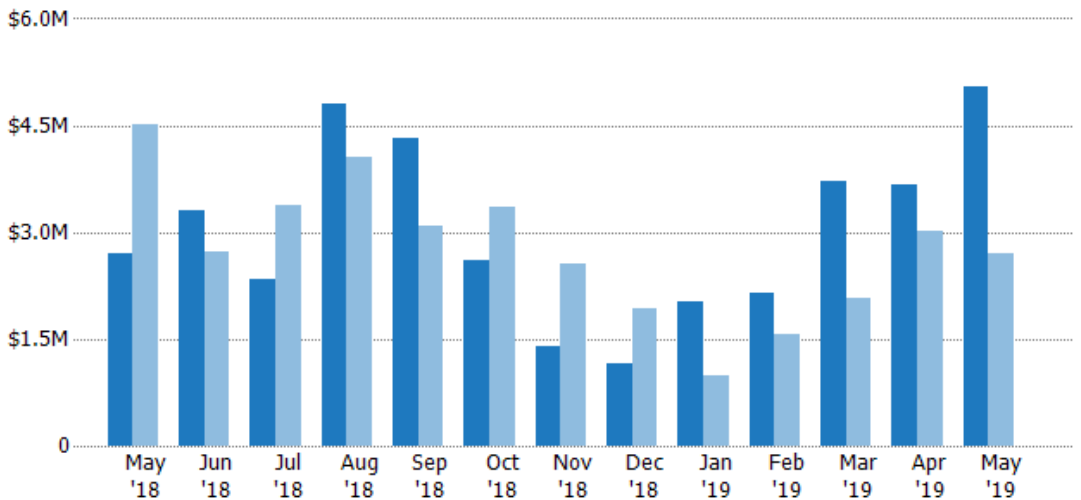
New Pending Sales Volume

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.
May '19	\$5.04M	86.7%
May '18	\$2.7M	-40.1%
May '17	\$4.5M	-26.5%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$2.7M	\$3.32M	\$2.34M	\$4.79M	\$4.33M	\$2.61M	\$1.4M	\$1.16M	\$2.03M	\$2.15M	\$3.72M	\$3.66M	\$5.04M
Prior Year	\$4.5M	\$2.73M	\$3.37M	\$4.04M	\$3.08M	\$3.35M	\$2.55M	\$1.93M	\$975K	\$1.57M	\$2.07M	\$3.03M	\$2.7M
Percent Change from Prior Year	-40%	22%	-31%	19%	40%	-22%	-45%	-40%	109%	37%	80%	21%	87%

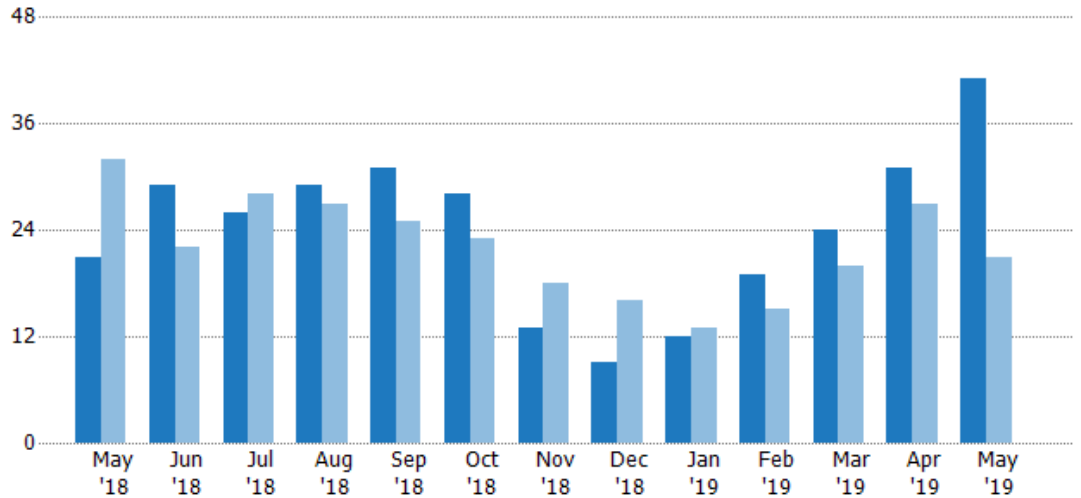
Pending Sales

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.
May '19	41	95.2%
May '18	21	-34.4%
May '17	32	-12.5%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	21	29	26	29	31	28	13	9	12	19	24	31	41
Prior Year	32	22	28	27	25	23	18	16	13	15	20	27	21
Percent Change from Prior Year	-34%	32%	-7%	7%	24%	22%	-28%	-44%	-8%	27%	20%	15%	95%

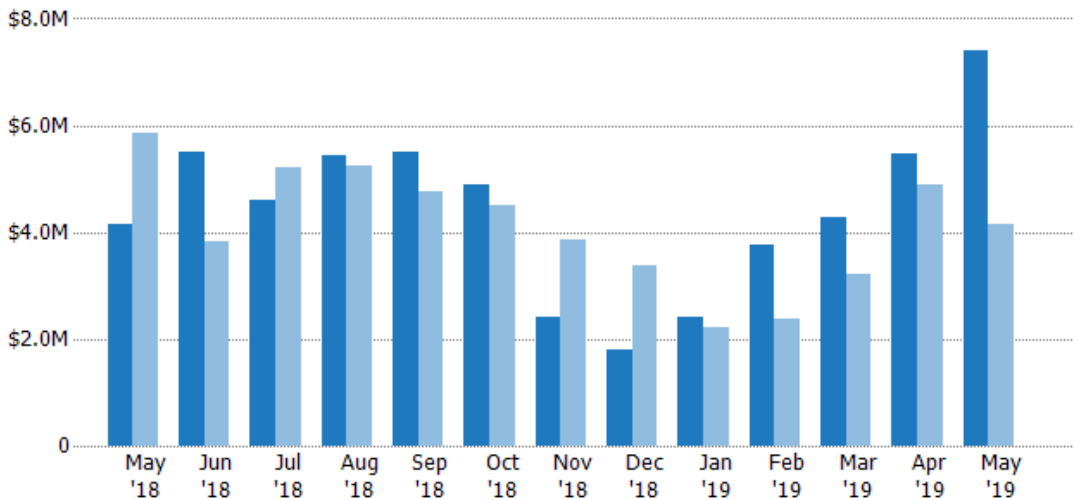
Pending Sales Volume

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.
May '19	\$7.41M	78.1%
May '18	\$4.16M	-29.1%
May '17	\$5.87M	-9.8%



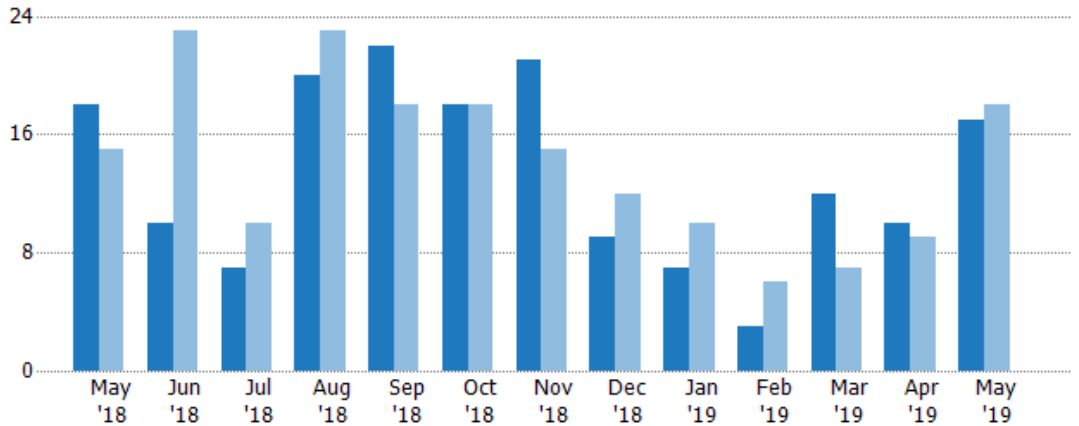
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$4.16M	\$5.52M	\$4.61M	\$5.43M	\$5.51M	\$4.89M	\$2.41M	\$1.79M	\$2.42M	\$3.78M	\$4.27M	\$5.48M	\$7.41M
Prior Year	\$5.87M	\$3.84M	\$5.21M	\$5.26M	\$4.76M	\$4.52M	\$3.85M	\$3.37M	\$2.23M	\$2.39M	\$3.23M	\$4.89M	\$4.16M
Percent Change from Prior Year	-29%	44%	-12%	3%	16%	8%	-38%	-47%	9%	58%	32%	12%	78%

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



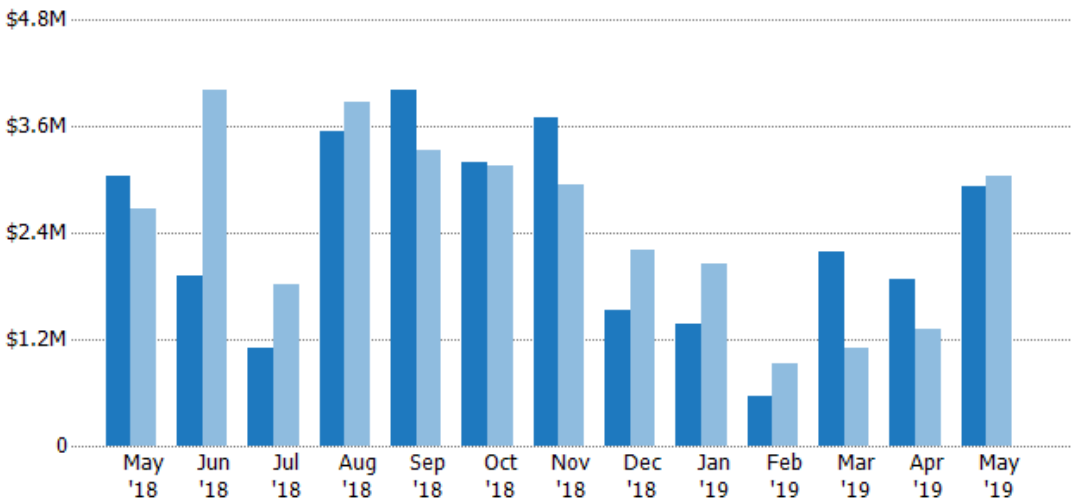
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	18	10	7	20	22	18	21	9	7	3	12	10	17
Prior Year	15	23	10	23	18	18	15	12	10	6	7	9	18
Percent Change from Prior Year	20%	-57%	-30%	-13%	22%	0%	40%	-25%	-30%	-50%	71%	11%	-6%

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



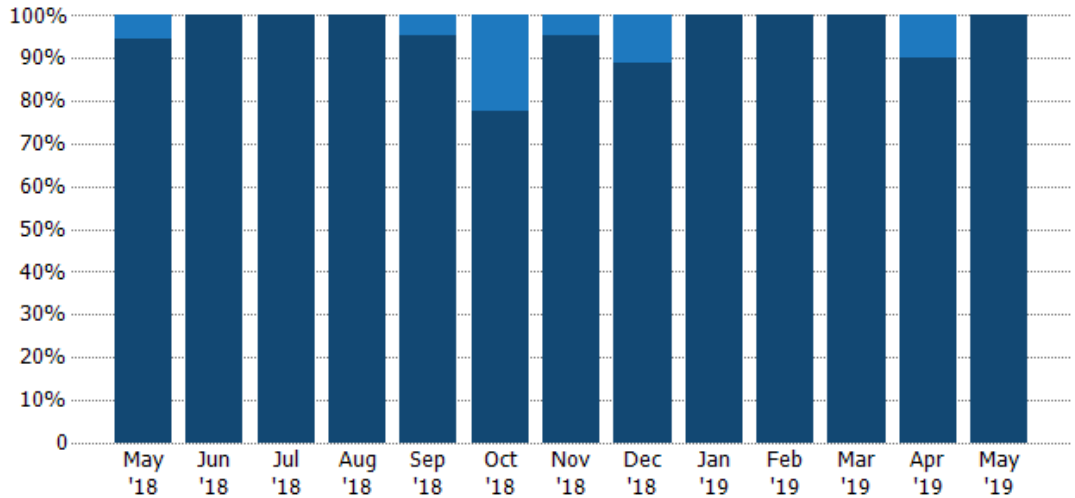
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$3.05M	\$1.91M	\$1.11M	\$3.55M	\$4.02M	\$3.19M	\$3.71M	\$1.53M	\$1.38M	\$563K	\$2.2M	\$1.87M	\$2.93M
Prior Year	\$2.68M	\$4.01M	\$1.81M	\$3.87M	\$3.33M	\$3.16M	\$2.94M	\$2.21M	\$2.06M	\$925K	\$1.1M	\$1.31M	\$3.05M
Percent Change from Prior Year	14%	-52%	-39%	-8%	21%	1%	26%	-31%	-33%	-39%	99%	43%	-4%

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



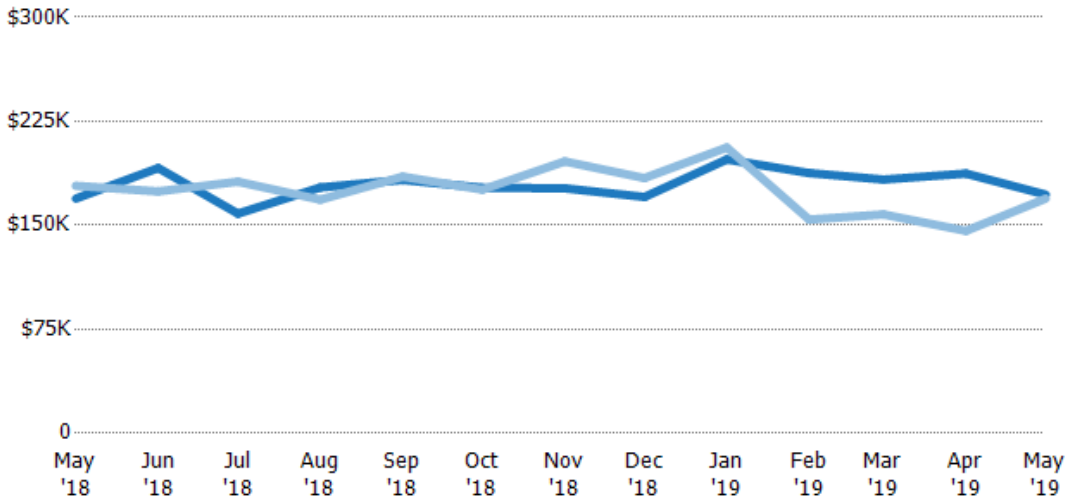
Condo/Townhouse	6%	-	-	-	5%	22%	5%	11%	-	-	-	10%	-
Single Family Residence	94%	100%	100%	100%	95%	78%	95%	89%	100%	100%	100%	90%	100%

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	\$169K	\$191K	\$158K	\$177K	\$183K	\$177K	\$177K	\$170K	\$197K	\$188K	\$183K	\$187K	\$172K
Prior Year	\$178K	\$174K	\$181K	\$168K	\$185K	\$176K	\$196K	\$184K	\$206K	\$154K	\$158K	\$146K	\$169K
Percent Change from Prior Year	-5%	10%	-13%	5%	-1%	1%	-10%	-7%	-4%	22%	16%	28%	2%

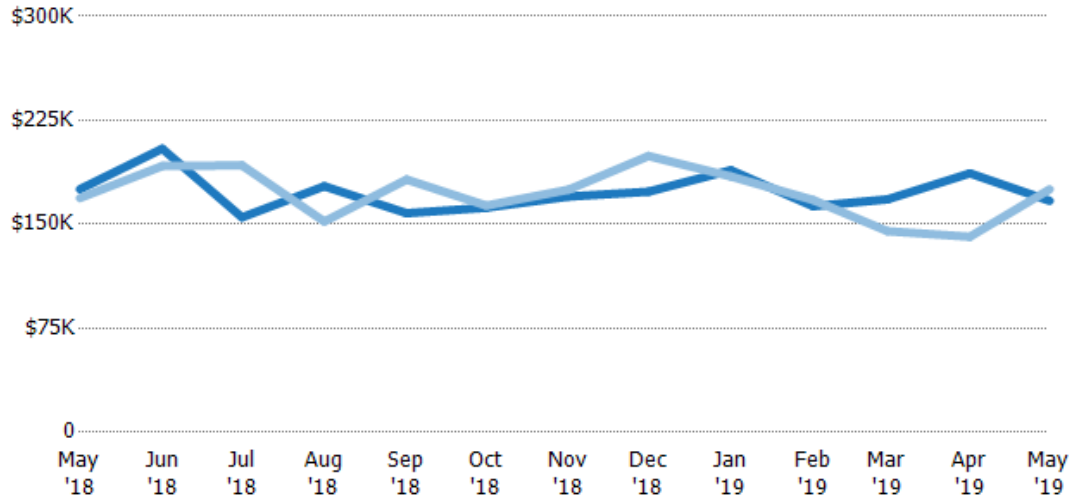
Median Sales Price

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.
May '19	\$167K	-4.8%
May '18	\$175K	3.8%
May '17	\$169K	-14%



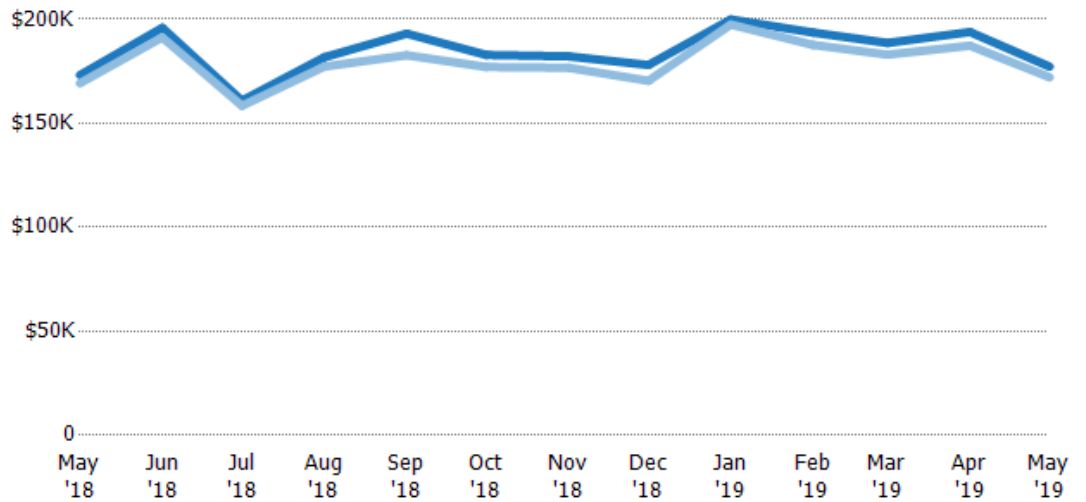
Current Year	\$175K	\$205K	\$155K	\$177K	\$158K	\$162K	\$170K	\$174K	\$189K	\$163K	\$168K	\$187K	\$167K
Prior Year	\$169K	\$192K	\$193K	\$152K	\$182K	\$163K	\$175K	\$199K	\$185K	\$168K	\$145K	\$141K	\$175K
Percent Change from Prior Year	4%	7%	-19%	17%	-13%	-1%	-3%	-13%	2%	-3%	16%	32%	-5%

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



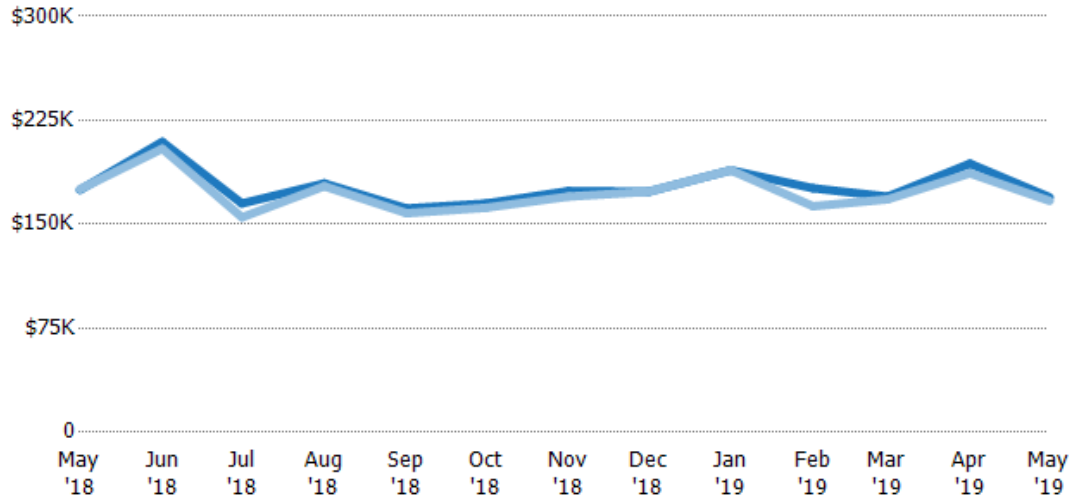
Avg List Price	\$173K	\$196K	\$161K	\$182K	\$193K	\$183K	\$182K	\$178K	\$200K	\$194K	\$189K	\$194K	\$177K
Avg Sales Price	\$169K	\$191K	\$158K	\$177K	\$183K	\$177K	\$177K	\$170K	\$197K	\$188K	\$183K	\$187K	\$172K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	98%	95%	97%	97%	96%	99%	97%	97%	97%	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

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



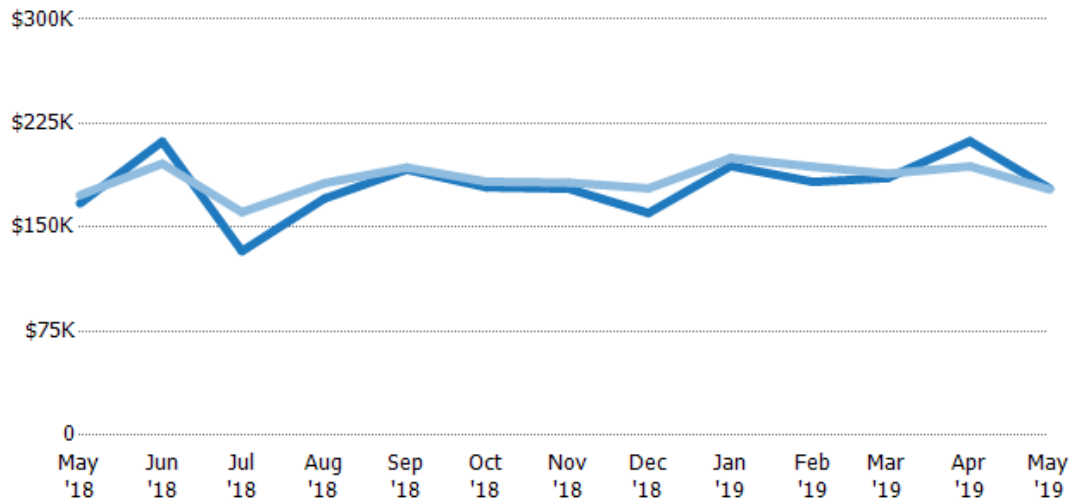
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$175K	\$209K	\$165K	\$179K	\$161K	\$165K	\$174K	\$174K	\$189K	\$176K	\$170K	\$194K	\$170K
Median Sales Price	\$175K	\$205K	\$155K	\$177K	\$158K	\$162K	\$170K	\$174K	\$189K	\$163K	\$168K	\$187K	\$167K
Med Sales Price as a % of Med List Price	100%	98%	94%	99%	98%	98%	98%	100%	100%	93%	99%	96%	98%

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



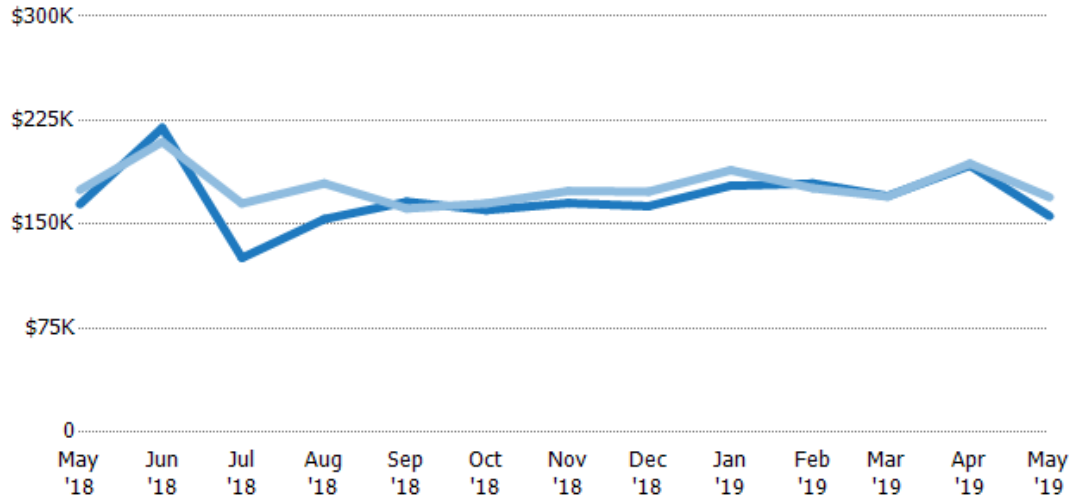
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$167K	\$212K	\$133K	\$171K	\$192K	\$179K	\$178K	\$160K	\$194K	\$183K	\$185K	\$212K	\$178K
Avg Sales Price	\$173K	\$196K	\$161K	\$182K	\$193K	\$183K	\$182K	\$178K	\$200K	\$194K	\$189K	\$194K	\$177K
Avg Sales Price as a % of Avg Est Value	104%	92%	121%	106%	101%	102%	102%	111%	103%	106%	102%	91%	100%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$164K	\$220K	\$126K	\$154K	\$166K	\$160K	\$165K	\$163K	\$178K	\$179K	\$170K	\$192K	\$156K
Median Sales Price	\$175K	\$209K	\$165K	\$179K	\$161K	\$165K	\$174K	\$174K	\$189K	\$176K	\$170K	\$194K	\$170K
Med Sales Price as a % of Med Est Value	106%	95%	131%	117%	97%	103%	105%	106%	106%	98%	100%	101%	109%