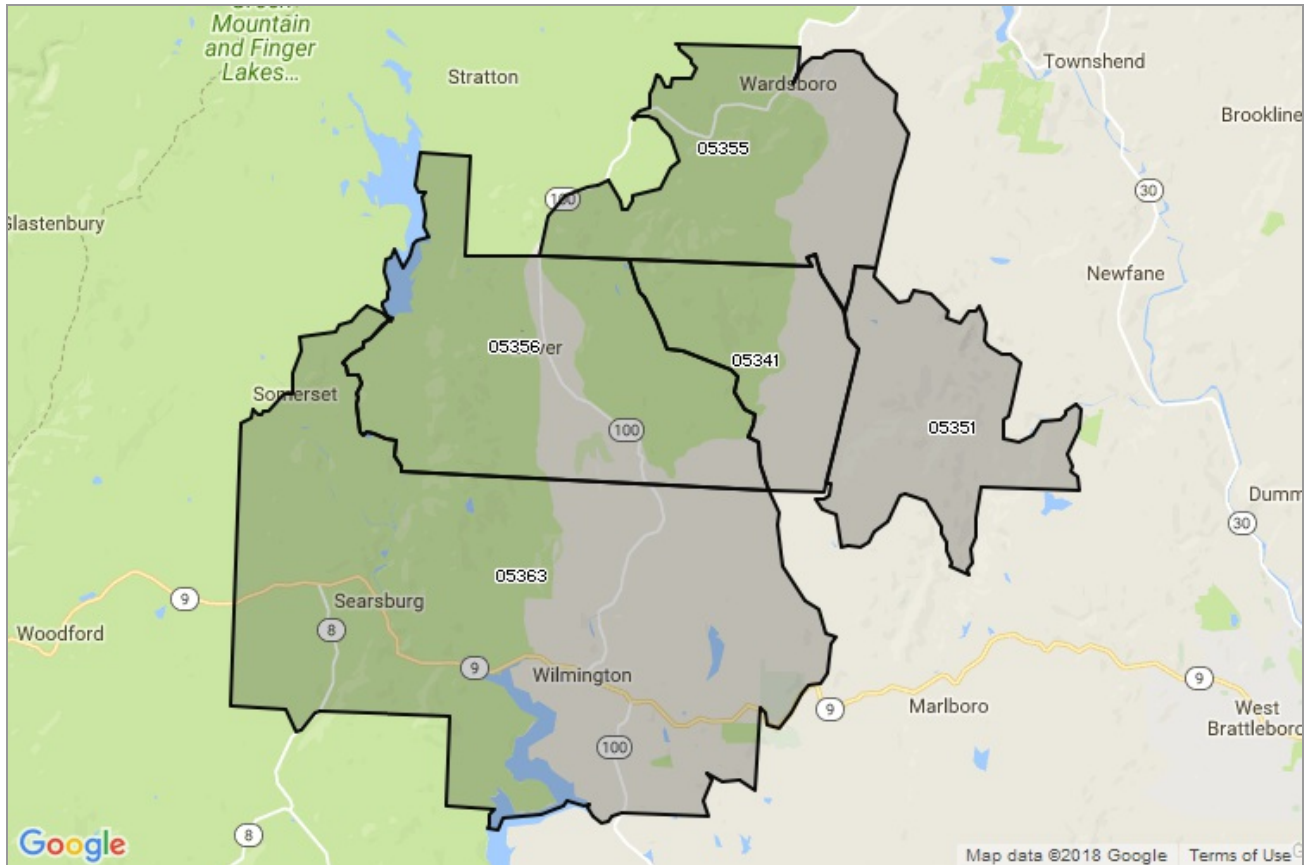




MARKET DATA REPORT

Dover Nov/Dec 2017



Report Characteristics

Report Name:
Dover Nov/Dec 2017

Report Date Range:
11/2017 – 12/2017

Filters Used:
Property Type, Location

Avg/Med: Both

Include Metrics By: County

Run Date: 01/24/2018

Scheduled: No

Presented by

Vermont REALTORS®

<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	Dec 2017	Dec 2016	+ / -	YTD 2017	YTD 2016	+ / -
Listing Activity Charts Metrics						
New Listing Count	30	26	+15.4%	56	51	+9.8%
New Listing Volume	\$6,284,000	\$11,637,800	-46%	\$20,351,700	\$20,302,268	+0.2%
Active Listing Count	299	365	-18.1%	624	741	-15.8%
Active Listing Volume	\$98,606,294	\$121,410,463	-18.8%	\$213,335,781	\$242,999,416	-12.2%
Average Listing Price	\$329,787	\$332,631	-0.9%	\$341,884	\$327,934	+4.3%
Median Listing Price	\$229,000	\$224,000	+2.2%	\$232,125	\$226,537	+2.5%
Median Days in RPR	183	206	-11.2%	175.77	199.45	-11.9%
Months of Inventory	11.1	20.3	-45.4%	14.2	12.4	+14.8%
Absorption Rate	9.03%	4.93%	+4.1%	7.05%	8.1%	-1%
Sales Activity Charts Metrics						
New Pending Sales Count	16	14	+14.3%	41	33	+24.2%
New Pending Sales Volume	\$3,224,999	\$4,156,800	-22.4%	\$9,708,199	\$11,107,500	-12.6%
Pending Sales Count	18	23	-21.7%	49	58	-15.5%
Pending Sales Volume	\$3,693,599	\$8,141,900	-54.6%	\$11,422,699	\$20,530,800	-44.4%
Closed Sales Count	29	26	+11.5%	56	44	+27.3%
Closed Sales Volume	\$6,778,825	\$8,166,030	-17%	\$13,078,608	\$14,215,930	-8%
Average Sales Price	\$233,753	\$314,078	-25.6%	\$233,547	\$323,089	-27.7%
Median Sales Price	\$212,500	\$267,500	-20.6%	\$186,223	\$257,273	-27.6%

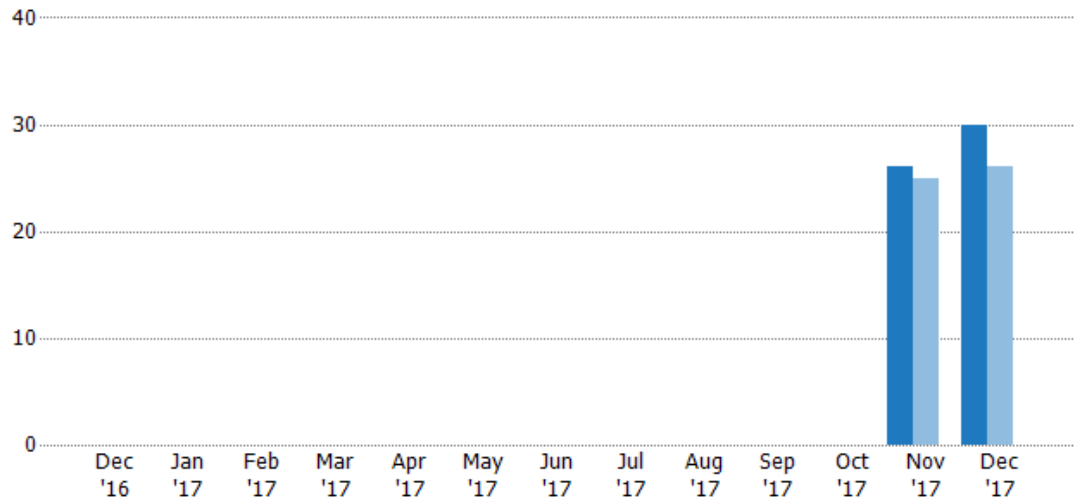
New Listings

The number of new single-family, condominium and townhome 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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	26	30
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	25	26
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%	15%

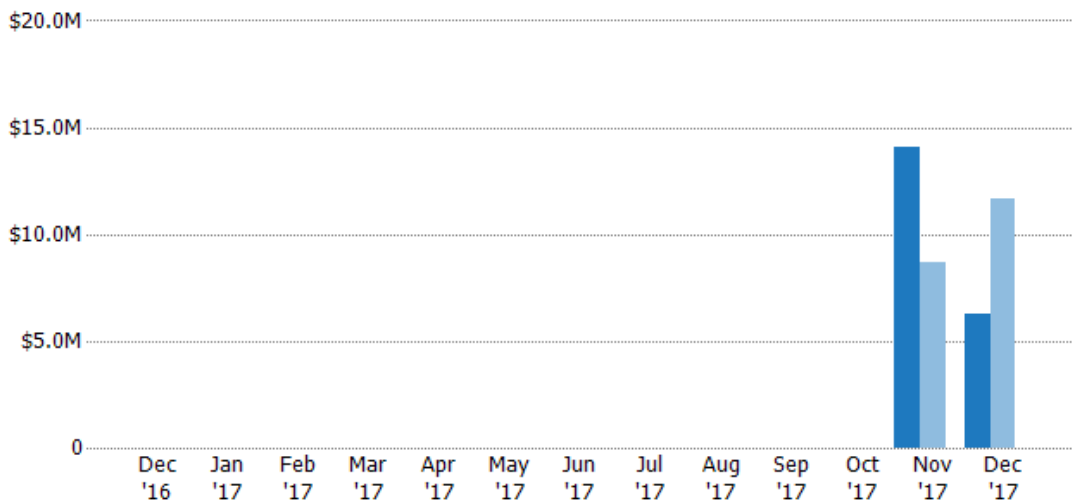
New Listing Volume

The sum of the listing price of single-family, condominium and townhome 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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$14.1M	\$6.28M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$8.66M	\$11.6M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	62%	-46%

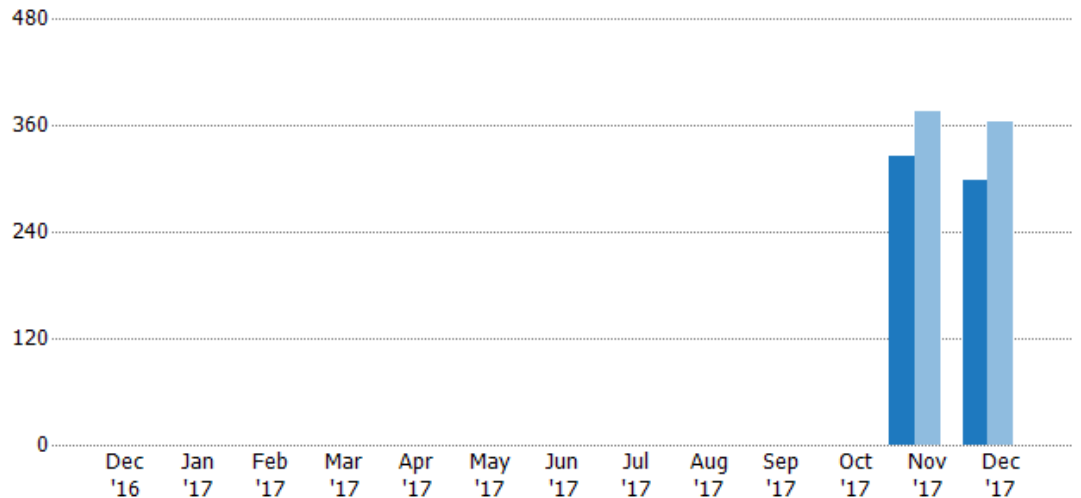
Active Listings

The number of active single-family, condominium and townhome 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	-	-	-	-	-	-	-	-	-	-	-	-	325	299
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	376	365
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-14%	-18%

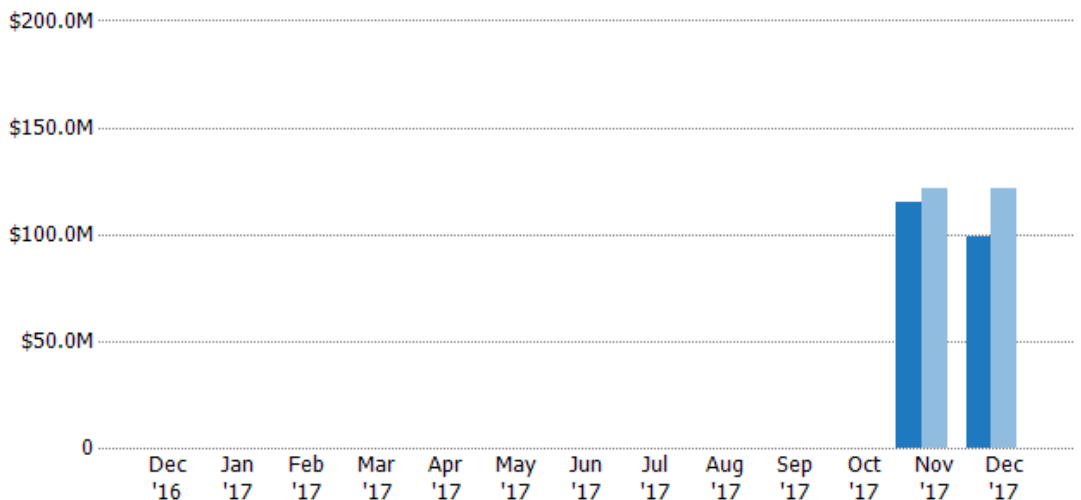
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome 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	-	-	-	-	-	-	-	-	-	-	-	-	\$115M	\$98.6M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$122M	\$121M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%	-19%

Average Listing Price

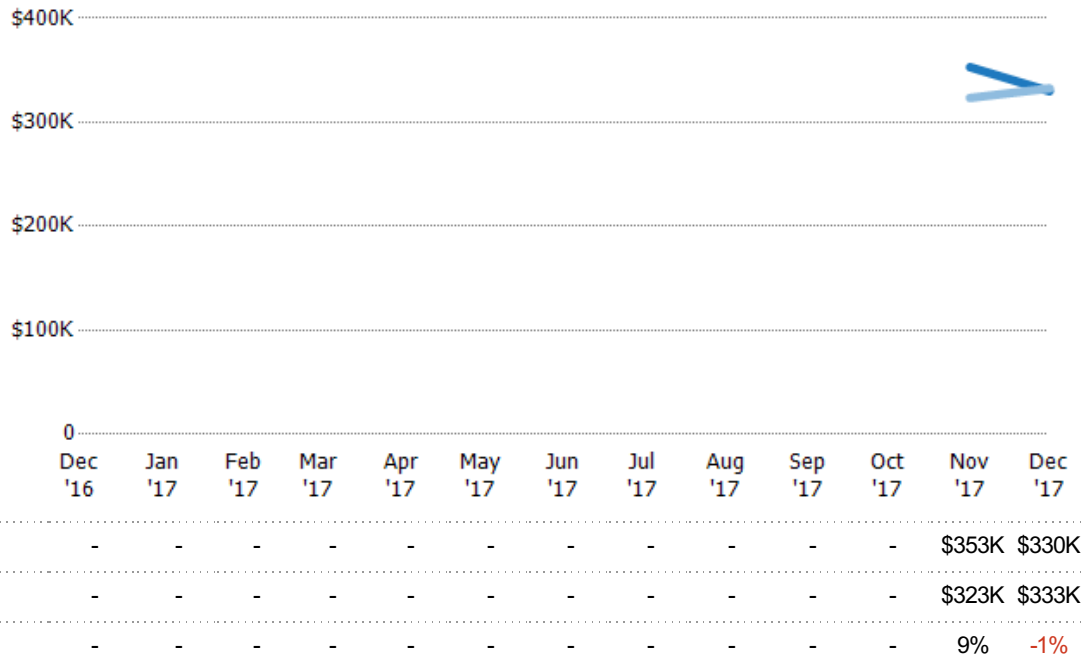
The average listing price of active single-family, condominium and townhome listings at the end of each month.

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

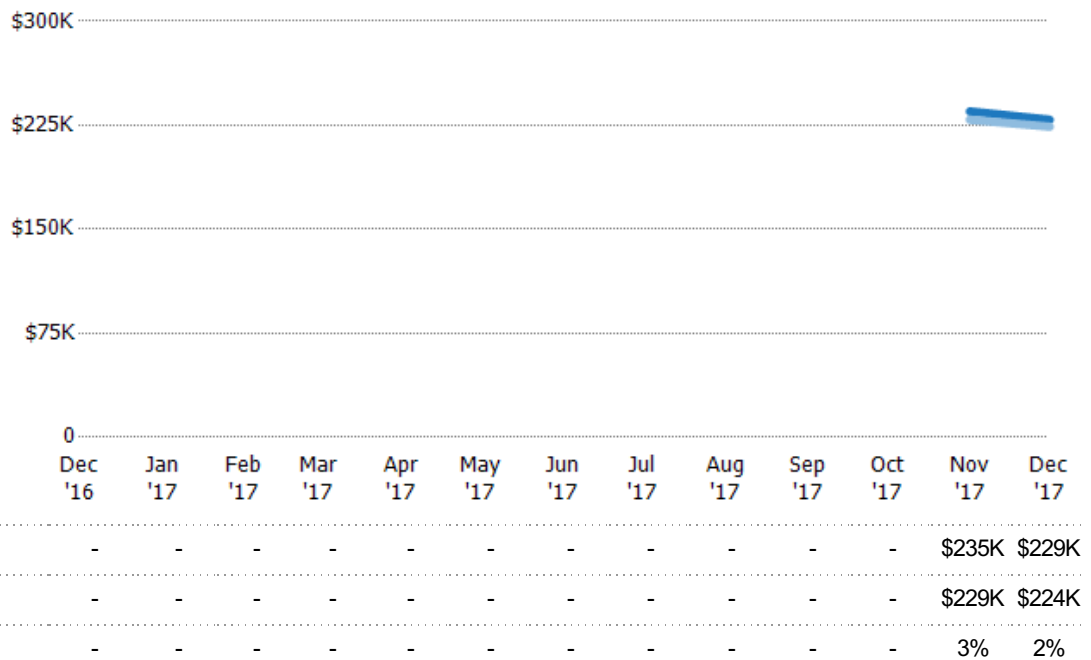
The median listing price of active single-family, condominium and townhome listings at the end of each month.

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



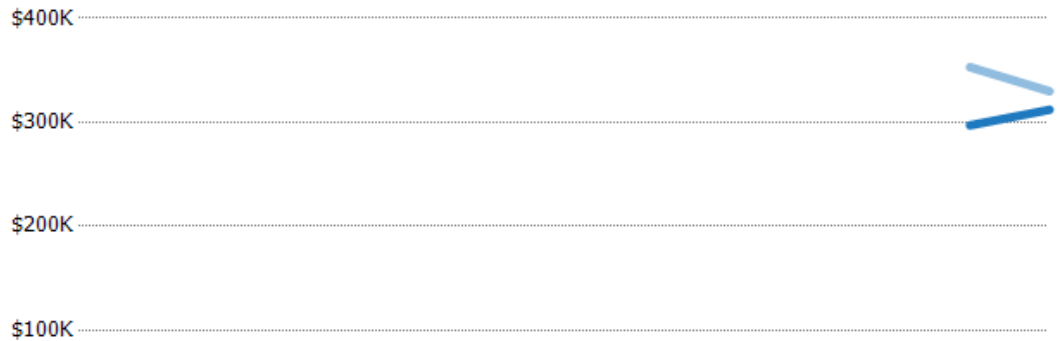
Average Listing Price vs Average Est Value

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



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	\$297K	\$312K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	\$353K	\$330K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	119%	106%

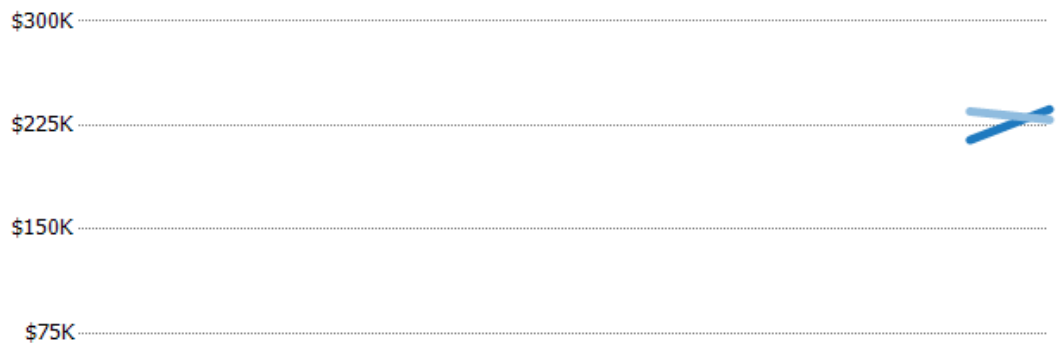
Median Listing Price vs Median Est Value

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



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	\$214K	\$237K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	\$235K	\$229K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	110%	97%

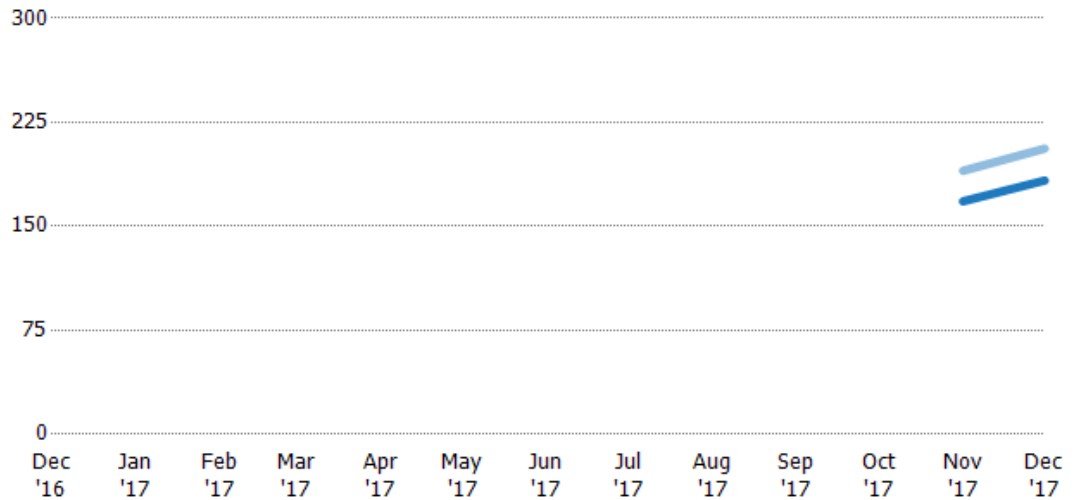
Median Days in RPR

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

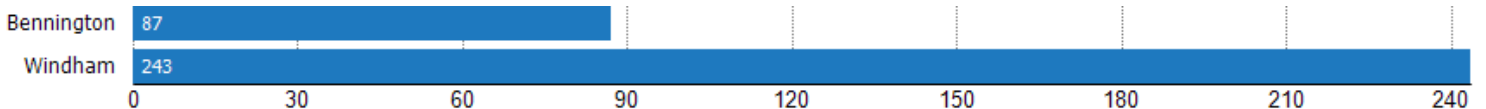


Percent Change from Prior Year

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

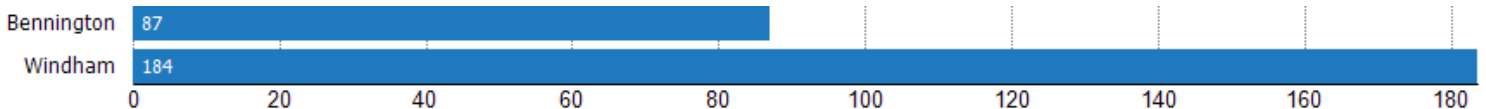
Filters Used: ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363; Property Type: Condo/Townhouse/Apt, Single Family Residence



Median Days in RPR (By County)

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 by county.

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



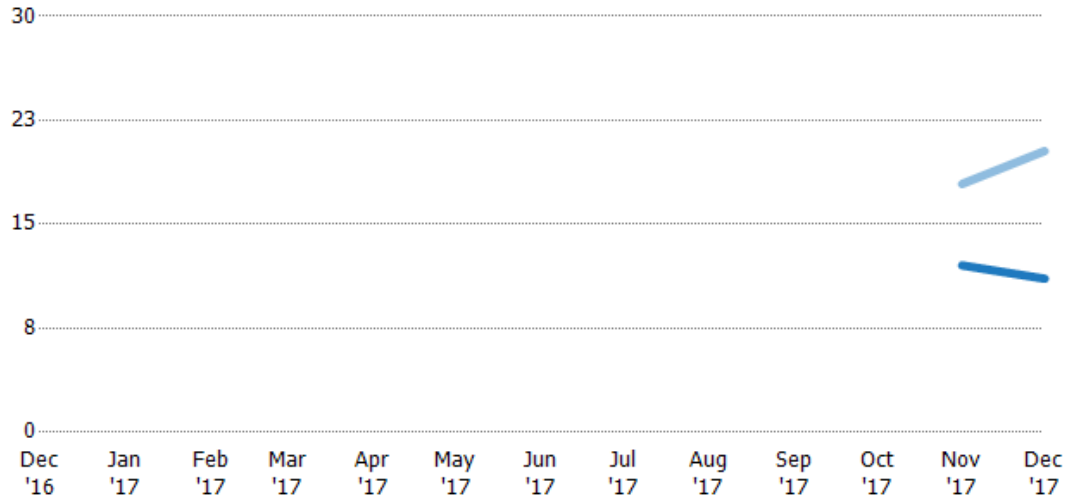
Months of Inventory

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	-	-	-	-	-	-	-	-	-	-	-	12	11.1
Prior Year	-	-	-	-	-	-	-	-	-	-	-	17.9	20.3
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-33%	-45%

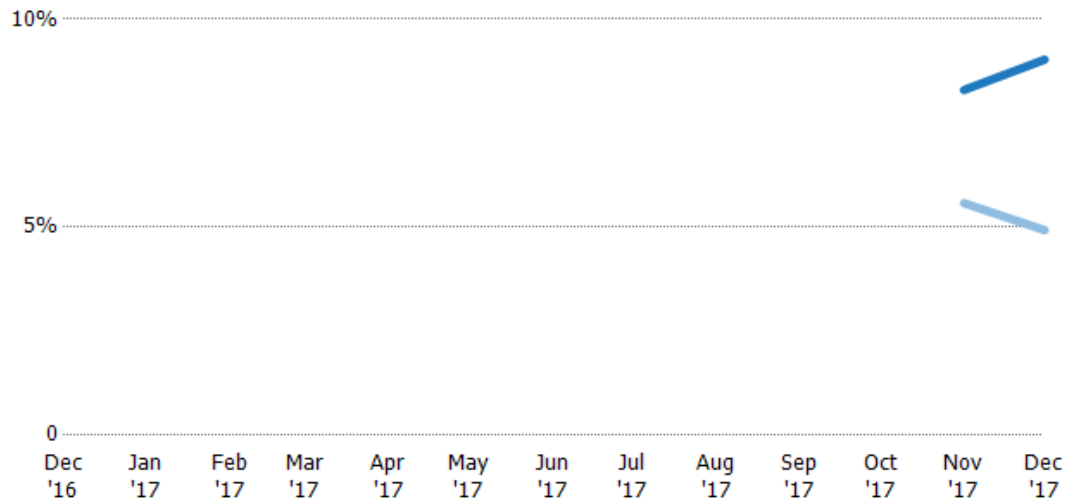
Absorption Rate

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

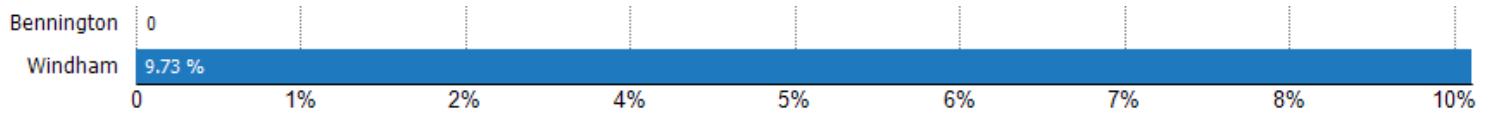


Current Year	-	-	-	-	-	-	-	-	-	-	-	8%	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	6%	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-3%	-4%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

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



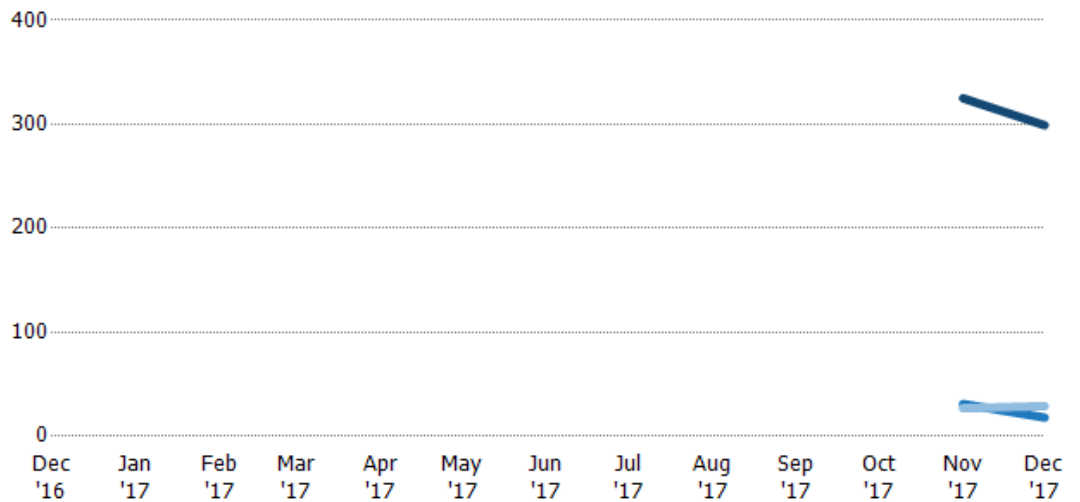
Active/Pending/Sold Units

The number of single-family, condominium and townhome 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



Active	-	-	-	-	-	-	-	-	-	-	-	325	299
Pending	-	-	-	-	-	-	-	-	-	-	-	31	18
Sold	-	-	-	-	-	-	-	-	-	-	-	27	29

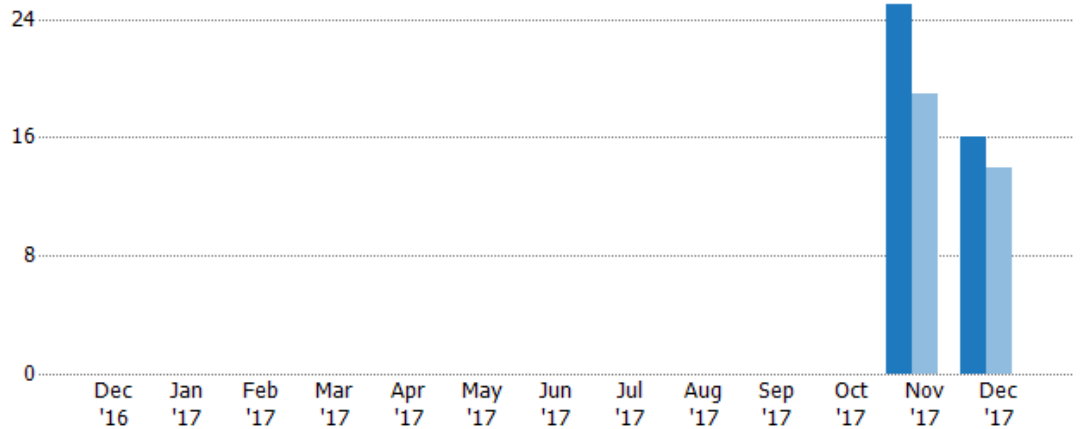
New Pending Sales

The number of single-family, condominium and townhome 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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	25	16
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	19	14
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	32%	14%

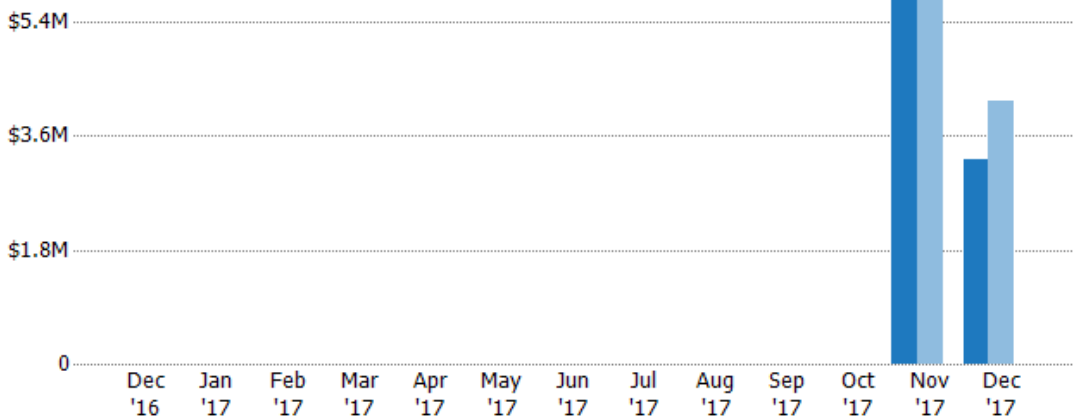
New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$6.48M	\$3.22M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$6.95M	\$4.16M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%	-22%

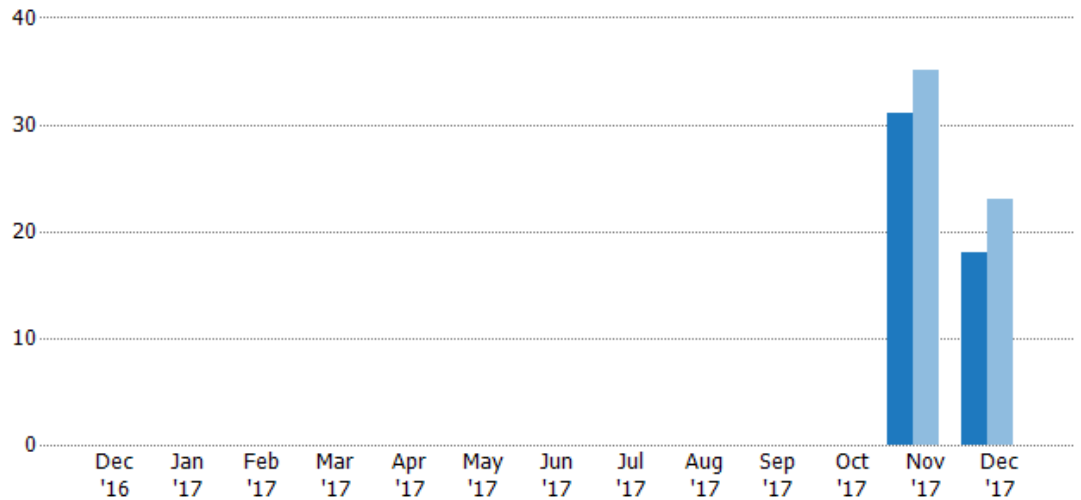
Pending Sales

The number of single-family, condominium and townhome 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	18
Prior Year	-	-	-	-	-	-	-	-	-	-	-	35	23
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-11%	-22%

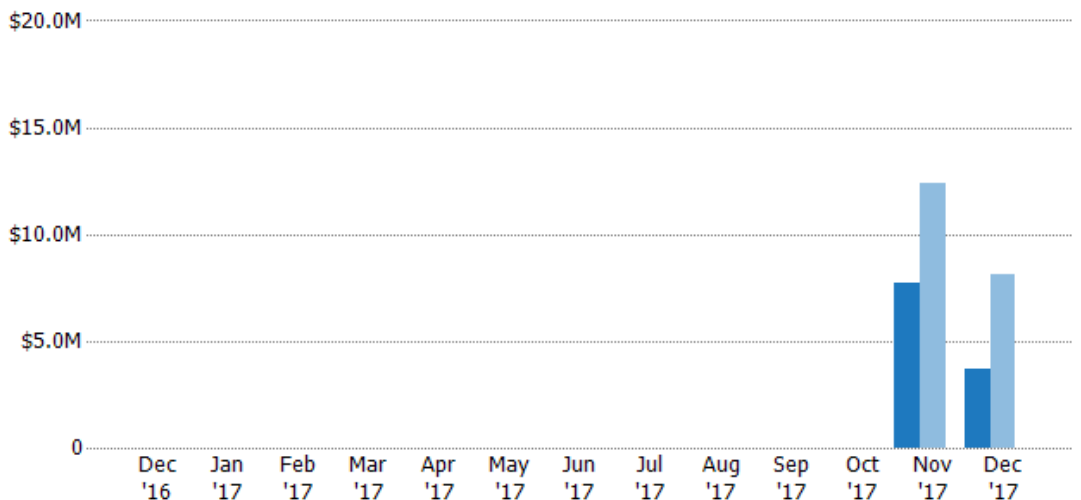
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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	-	-	-	-	-	-	-	-	-	-	-	\$7.73M	\$3.69M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$12.4M	\$8.14M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-38%	-55%

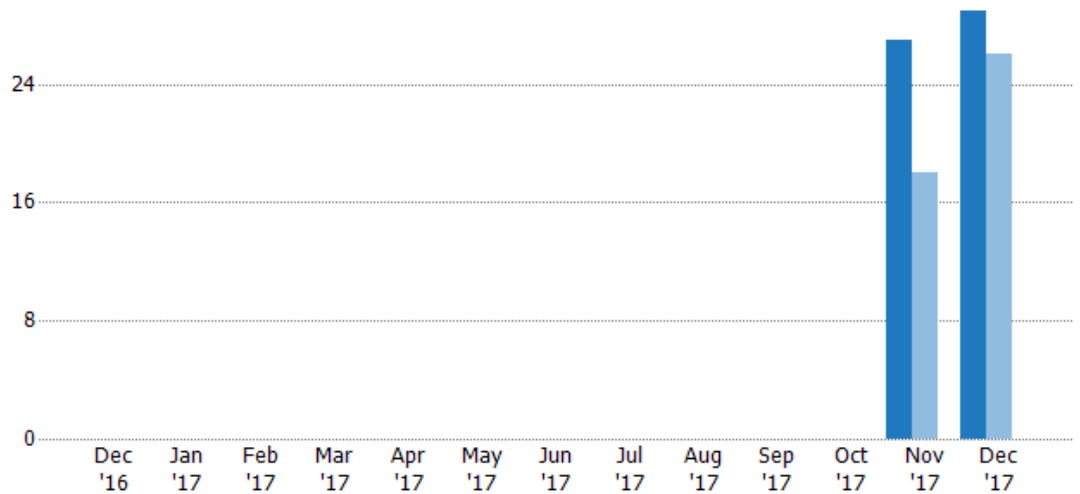
Closed Sales

The total number of single-family, condominium and townhome 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	-	-	-	-	-	-	-	-	-	-	-	-	27	29
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18	26
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	50%	12%

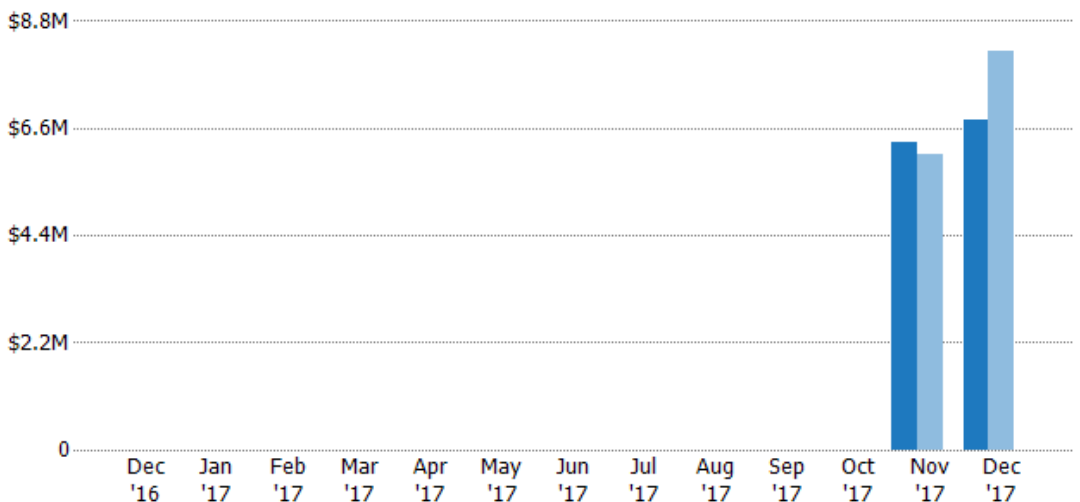
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome 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	-	-	-	-	-	-	-	-	-	-	-	-	\$6.3M	\$6.78M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$6.05M	\$8.17M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%	-17%

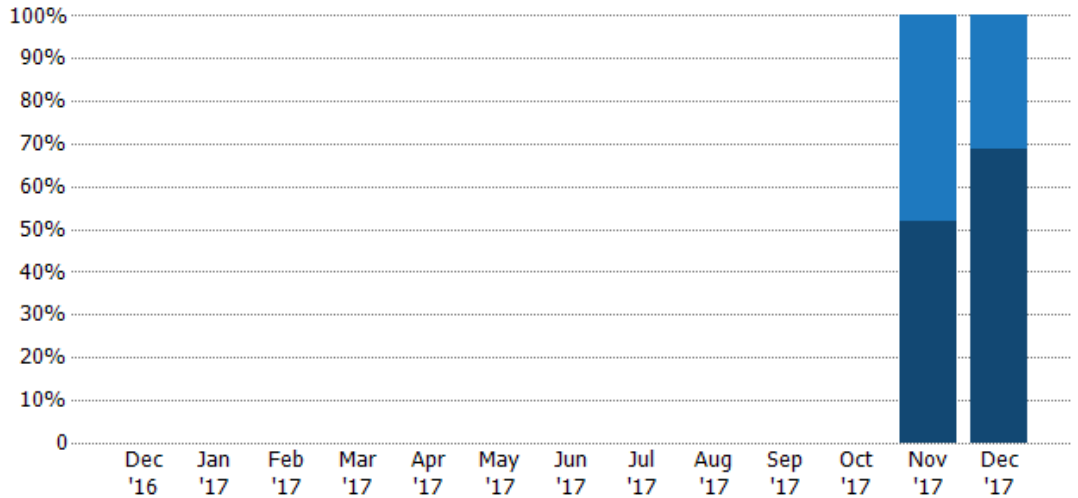
Closed Sales by Property Type

The percentage of single-family, condominium and townhome 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



Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	48%	31%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	52%	69%

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

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

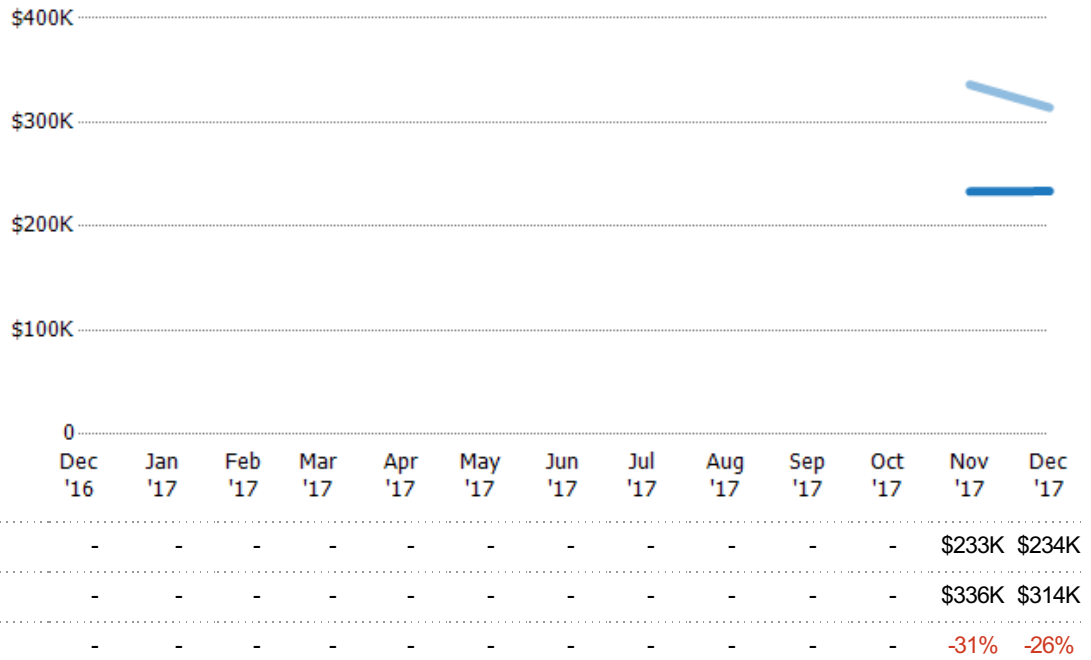
The average sales price of the single-family, condominium and townhome properties sold each month.

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 Sales Price

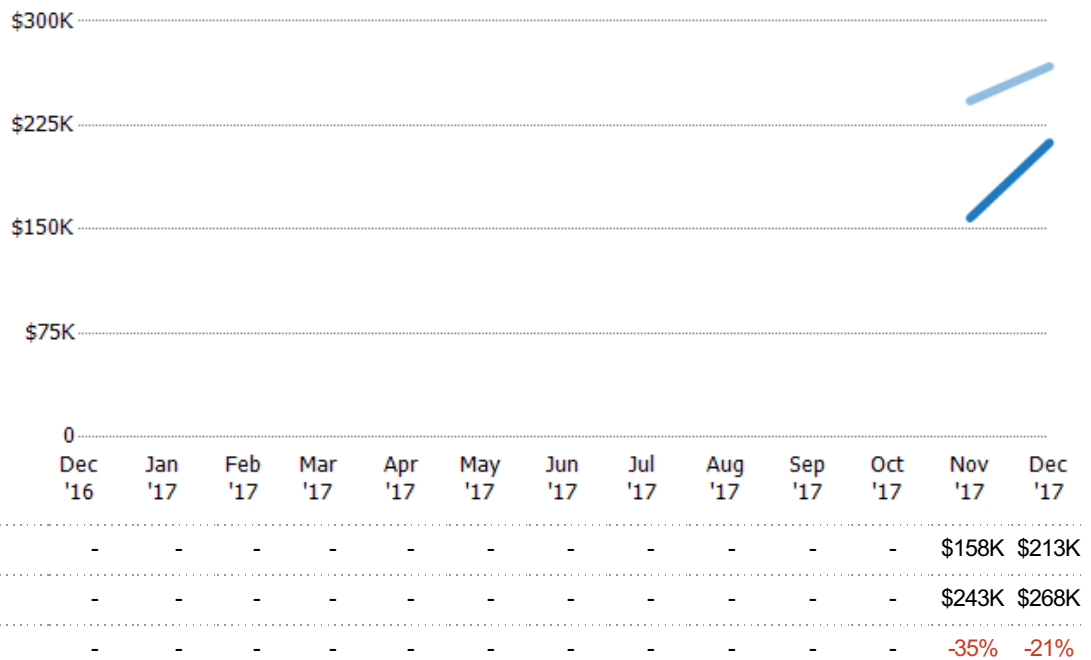
The median sales price of the single-family, condominium and townhome properties sold each month.

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



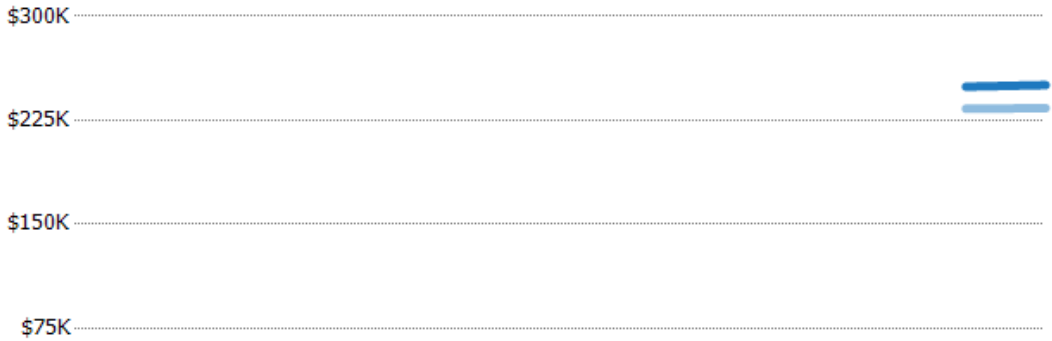
Average Sales Price vs Average Listing Price

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



Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$249K	\$250K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$233K	\$234K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%	93%

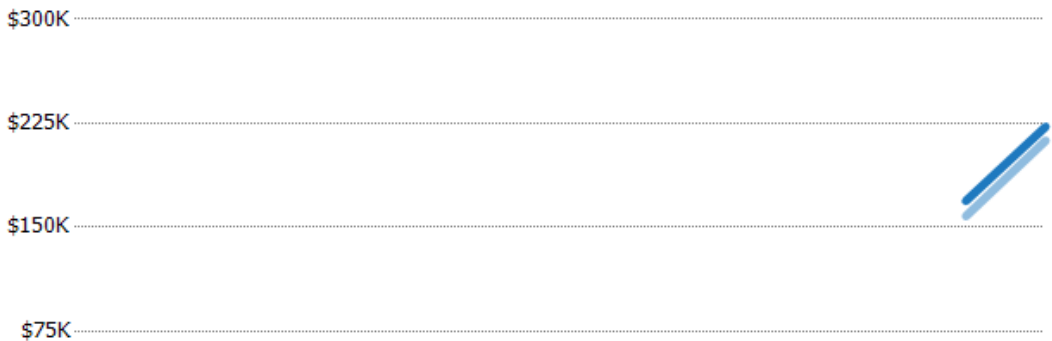
Median Sales Price vs Median Listing Price

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	-	-	-	-	-	-	-	-	-	-	-	-	\$169K	\$223K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$158K	\$213K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	93%	96%

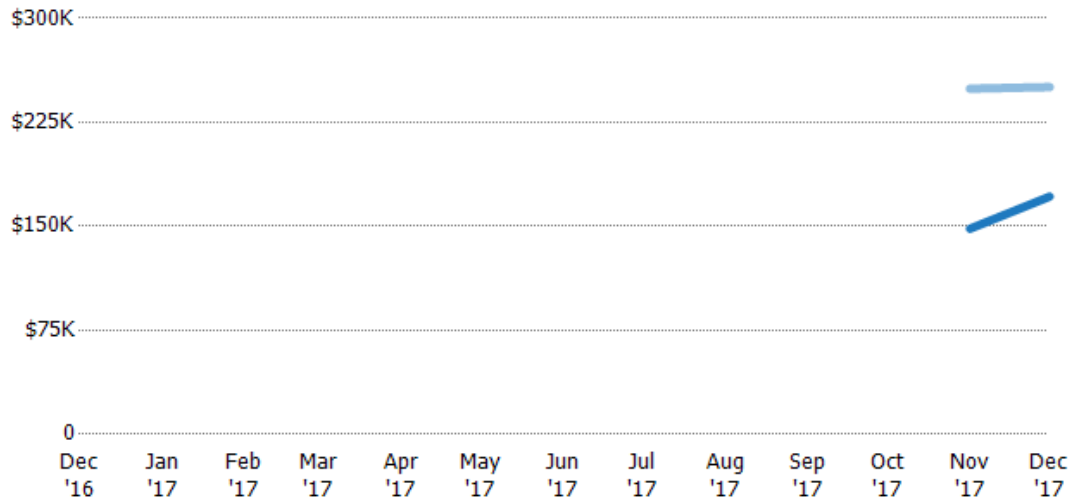
Average Sales Price vs Average Est Value

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



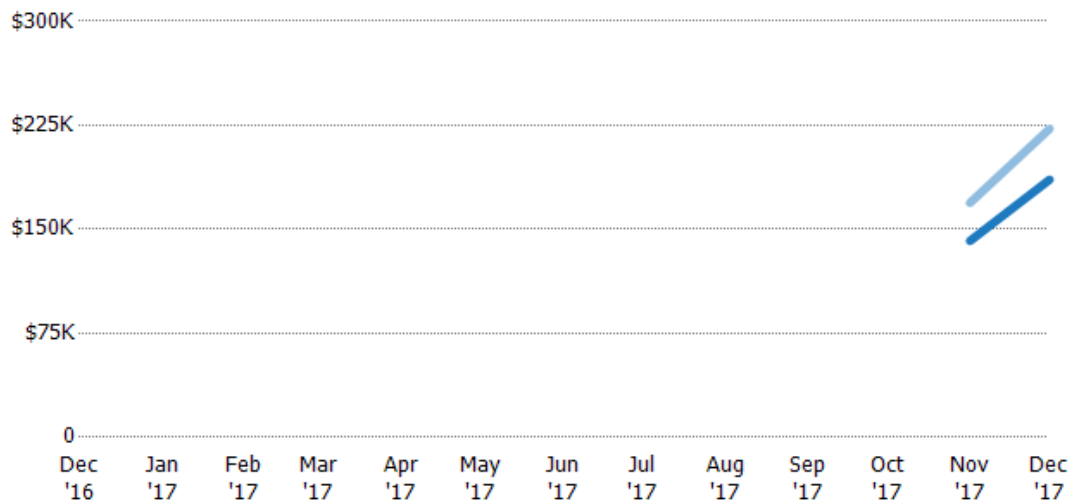
Median Sales Price vs Median Est Value

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



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 Details

Report Name: Dover Nov/Dec 2017

Run Date: 01/24/2018

Scheduled: No

Report Date Range: From 11/2017 To: 12/2017

Information Included

☒ Include Cover Sheet

☒ Include Key Metric Summary *

☒ Include Metrics By: County

☒ Averages

☒ Include Appendix

☒ Medians

* The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.

MLS Filter

MLS: All

Listing Filters

Property Types: Condo/Townhouse/Apt Single Family Residence

Sales Types: All

Price Range: None

Location Filters

State: All

County: All

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

Listing Activity Charts

☒ New Listings

☒ Active Listings

☒ Avg/Med Listing Price

☐ Avg/Med Listing Price per Sq Ft

☒ Avg/Med Listing Price vs Est Value

☒ Median Days in RPR

☒ Months of Inventory

☒ Absorption Rate

Sales Activity Charts

☒ Active/Pending/Sold

☒ New Pending Sales

☒ Pending Sales

☒ Closed Sales

☒ Avg/Med Sales Price

☐ Avg/Med Sales Price per Sq Ft

☒ Avg/Med Sales Price vs Listing Price

☒ Avg/Med Sales Price vs Est Value

Distressed Charts

☐ Distressed Listings

☐ Distressed Sales

Data Tables Using 12/2017 data

☐ Listing Activity by ZIP

☐ Listing Activity by Metro Area

☐ Sales Activity by ZIP

☐ Sales Activity by Metro Area