

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+/-	YTD 2017	YTD 2018	+/-	Dec 2017	Dec 2018	Key Metrics
						Listing Activity Charts Metrics
+25%	4	5	+25%	4	5	New Listing Count
-6.1%	\$915,000	\$858,900	-6.1%	\$915,000	\$858,900	New Listing Volume
	NA	N⁄A	+39.7%	58	81	Active Listing Count
	NA	N⁄A	+69.3%	\$10,696,048	\$18,109,050	Active Listing Volume
+21.2%	\$184,415	\$223,569	+21.2%	\$184,415	\$223,569	Average Listing Price
+19.6%	\$161,750	\$193,500	+19.6%	\$161,750	\$193,500	Median Listing Price
-16.4%	140	117	-16.4%	140	117	Median Days in RPR
-18.5%	8.3	6.8	-	_	_	Months of Inventory
+2.7%	12.07%	14.81%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-36.4%	11	7	-36.4%	11	7	New Pending Sales Count
-33.8%	\$1,932,844	\$1,279,800	-33.8%	\$1,932,844	\$1,279,800	New Pending Sales Volume
	N⁄A	N∕A	-13.3%	15	13	Pending Sales Count
	N⁄A	N/A	-26.4%	\$3,178,244	\$2,339,100	Pending Sales Volume
-25%	12	9	-25%	12	9	Closed Sales Count
-31.6%	\$2,242,100	\$1,533,946	-31.6%	\$2,242,100	\$1,533,946	Closed Sales Volume
-8.8%	\$186,842	\$170,438	-8.8%	\$186,842	\$170,438	Average Sales Price
-12.9%	\$199,250	\$173,500	-12.9%	\$199,250	\$173,500	Median Sales Price
•••	N/A 12 \$2,242,100 \$186,842	N/A 9 \$1,533,946 \$170,438	-26.4% -25% -31.6% -8.8%	\$3,178,244 12 \$2,242,100 \$186,842	\$2,339,100 9 \$1,533,946 \$170,438	Pending Sales Volume Cloæd Sales Count Cloæd Sales Volume Average Sales Price





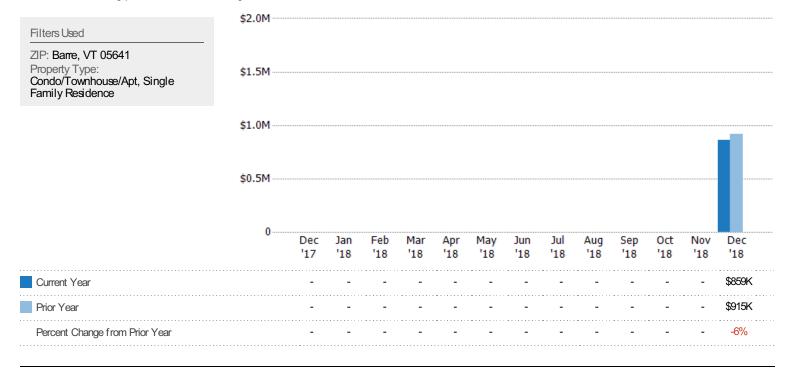
### New Listings

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

	8.00													
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00													
	4.00													
	4.00													
	2.00													
	2.00													
	0	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	Oct	Nov	Dec
		'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	25%

#### New Listing Volume

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





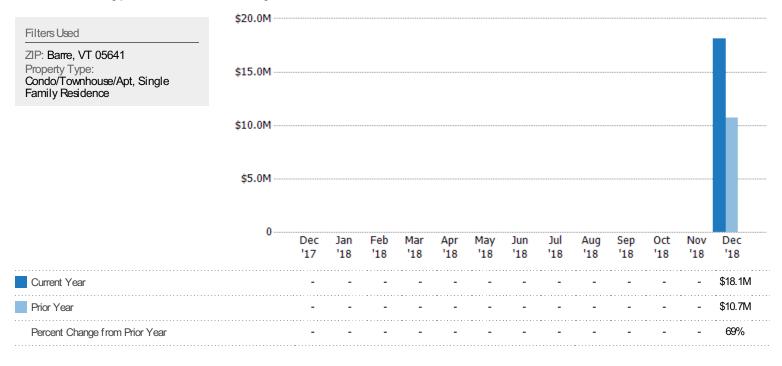
### Active Listings

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

Filters Used	88													
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	66													
	44													
	22													
	0													
	0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
			10	10	10	10	10	10	10	10	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	81
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	58
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	40%

#### 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	\$300K ······												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	•												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%

### Median Listing Price

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

Filters Used	\$200K												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	·												
	0	_			_		_		-	_			
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$194K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$162K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20%

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### 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.

	\$300K ······												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0	-											_
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Avg Listing Price as a % of Avg Est Value	_	-	-	-	-	-	-	-	-	-	-	-	112%

### 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.

	\$200K ······												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Median Est Value				-		-				-	-	-	\$162K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$194K
Med Listing Price as a % of Med Est Value		-	-	-	-	-	-	-	-	-	-	-	119%





### 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	200												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0		_										
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	117
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	140
Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	-16%

### Months of Inventory

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.87
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3.86
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
	1.50												
	3.00												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50												
Filters Used	6.00												





#### Absorption Rate

The percentage of inventory sold per month.

	30%												
Filters Used													
ZIP: Barre, VT 05641 Property Type:													
Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
	10%												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	26%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	26%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

### Active/Pending/Sold Units

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

Filters Used	90												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	68												
	45												
	23												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Active	_	-	-	-	-	-	-	-	-	-	-	-	81
Pending	-	-	-	-	-	-	-	-	-	-	-	-	13
Sold	-	-	-	-	-	-	-	-	-	-	-	-	9





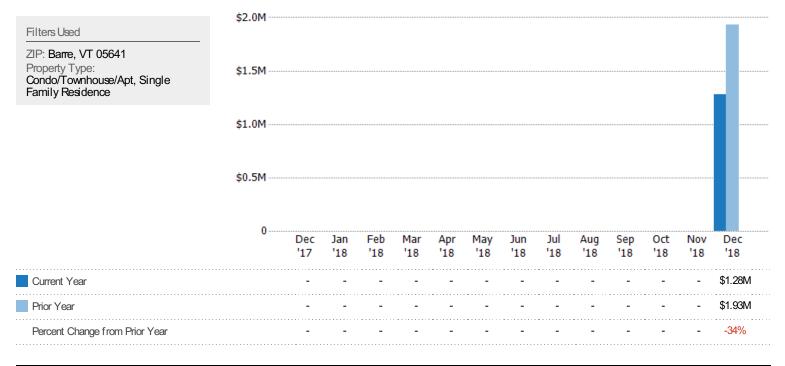
## New Pending Sales

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

Filters Used	20													
ZIP: Barre, VT 05641 Property Type: Condo/Townhouœ/Apt, Single Family Residence	15													
	10													
	5													
	0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-36%

### New Pending Sales Volume

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





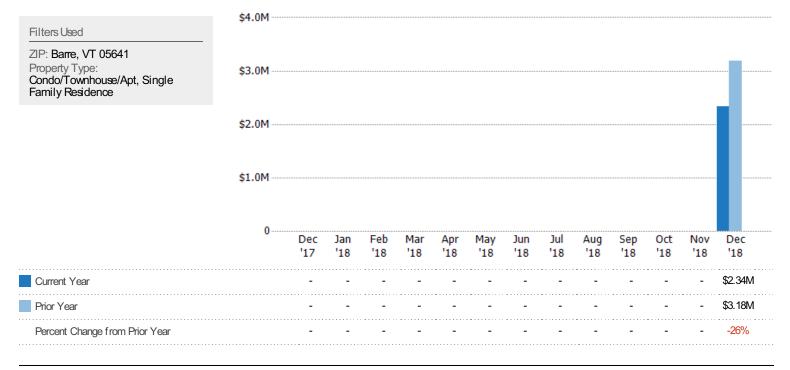
### Pending Sales

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



### Pending Sales Volume

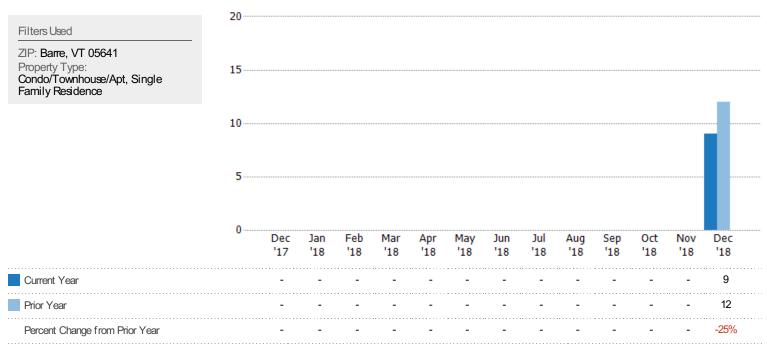
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.





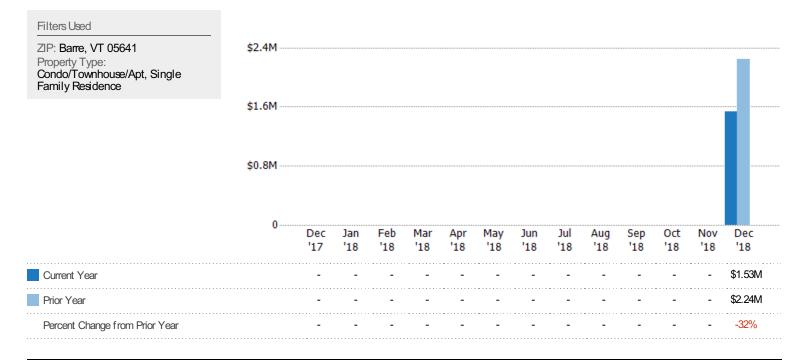
### Closed Sales

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.

	100%														
Filters Used	90%														
ZIP: Barre, VT 05641 Property Type:	80%														
Condo/Townhouse/Apt, Single Family Residence	70%														
r anny headence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep			Dec	
		'17	'18	'18	'18	'18	'18	'18		'18	'18				
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	11%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	89%	

### **Average Sales Price**

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

	\$200K												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	άτον.												
	\$50K												
	0	1	<b>F</b> - <b>L</b>		<b>A</b>		1	<b>7</b> 1	A	C	0.4	NI	
	Dec '17	Jan '18	'18	Mar '18	Арг '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-9%





### Median Sales Price

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

	\$200K												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year		-	-		-	-	-	-	-	-	-		\$174K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-13%

### 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	\$200K												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg List Price	-		-		-	-	-	-	-	-	-	-	\$178K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%

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# Median Sales Price vs Median Listing Price

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

	\$200K												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0								Aug				Doc
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$174K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$174K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	100%

#### 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	\$200K ······												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$160K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
Avg Sales Price as a % of Avg Est Value	_	-		-	-	-	-	-	-	-	-	-	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.

	\$200K ······												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Median Est Value		-	-	-	-	-	-	-	-	-	-	-	\$163K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$174K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%

