

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 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	25	-12%	22	25	-12%
New Listing Volume	\$7,598,000	\$5,632,800	+34.9%	\$7,598,000	\$5,632,800	+34.9%
Active Listing Count	235	271	-13.3%	NA	N/A	
Active Listing Volume	\$99,437,907	\$93,971,795	+5.8%	NA	N/A	
Average Listing Price	\$423,140	\$346,759	+22%	\$423,140	\$346,759	+22%
Median Listing Price	\$289,000	\$229,000	+26.2%	\$289,000	\$229,000	+26.2%
Median Daysin RPR	142	183	-22.4%	142	183	-22.4%
Months of Inventory	_	_	-	9.4	11.3	-16.8%
Absorption Rate	_	_	+_	10.64%	8.86%	+1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	20	14	+42.9%	20	14	+42.9%
New Pending Sales Volume	\$4,796,050	\$2,945,100	+62.8%	\$4,796,050	\$2,945,100	+62.8%
Pending Sales Count	33	14	+135.7%	NA	N/A	
Pending Sales Volume	\$6,758,700	\$3,094,700	+118.4%	NA	N/A	
Closed Sales Count	18	25	-28%	18	25	-28%
Closed Sales Volume	\$3,593,150	\$6,031,325	-40.4%	\$3,593,150	\$6,031,325	-40.4%
Average Sales Price	\$199,619	\$241,253	-17.3%	\$199,619	\$241,253	-17.3%
Median Sales Price	\$177,450	\$212,500	-16.5%	\$177,450	\$212,500	-16.5%



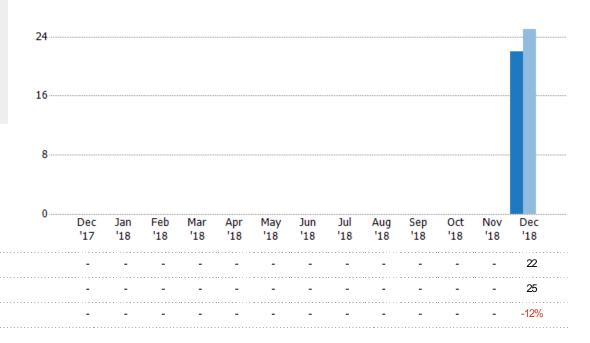


New Listings

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



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



New Listing Volume

Percent Change from Prior Year

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

Filters Used

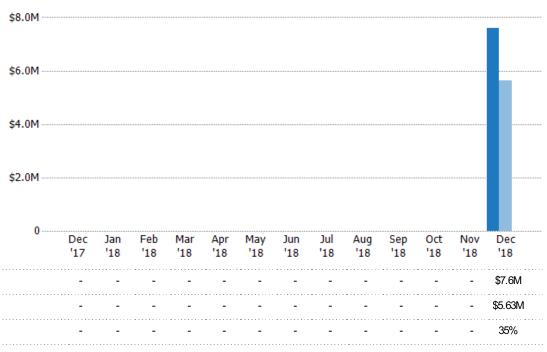
Current Year

Prior Year

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



Current Year

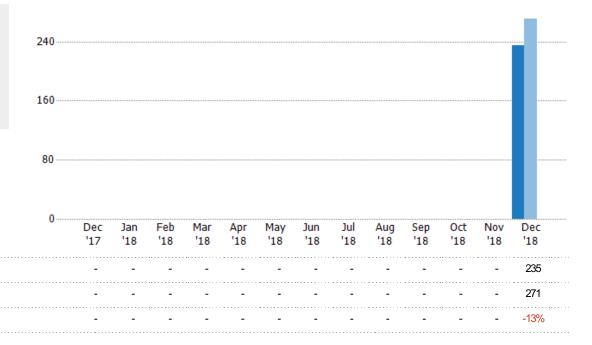


Active Listings

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



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



Active Listing Volume

Percent Change from Prior Year

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

Filters Used

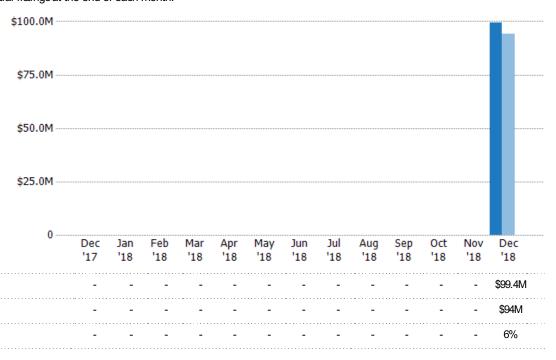
Current Year

Prior Year

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

Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year





Average Listing Price

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

Filters Used

Family Residence

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

\$500K \$375K \$250K

\$125K

0 ... Dec Feb May Jun Jul Aug Sep Nov Dec '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 '18 \$423K \$347K

Median Listing Price

Percent Change from Prior Year

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

Filters Used

Current Year

Prior Year

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

\$300K \$225K \$150K

\$75K

	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	-	-		-				-		-	-	-	\$289K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$229K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	26%



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.

\$500K

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

125K	 	 	 	 	 	
250K	 	 	 	 	 	
375K	 	 	 	 	 	 •••••

	'1/	'18	'18	'18	'18	'18	'18	18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$402K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$423K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	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.

\$75K

Filters Used

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

00K	
25K	
238	
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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$253K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	114%



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

200												
150												
100	•••••										•••••	
50												
Dec					May '18							Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	142
-	-	-	-	-	-	-	-	-	-	-	-	
-	-	-		-	-	-	-	-	-	-	-	-22%

Months of Inventory

Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

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

20	
15	
10	

	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.91
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10.8
Percent Change from Prior Year	_	-	-	-	-		-	-	-	-	-	-	-36%



Absorption Rate

The percentage of inventory sold per month.

Εi	Iters	

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wlmington, VT 05363 Property Type: Condo/Townhouse/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
-	-	-	-	-	-	-	-	-	-		-	14%
-	-	-	-	-	-	-	-		-		-	9%
-	- -	-	- -	-	-	-	-	-	-	-	-	-5%

Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wlmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence 300 225 150

75 -----

	0													
	Dec '17	Jan '18		Mar '18	Apr '18									
Active	-	-	-	-	-	-	-	-	-	-	-	-	235	
Pending	-	-	-	-	-	-	-	-	-	-	-	-	33	
Sold	-	-	-	-	-	-	-	-	-	-	-	-	18	



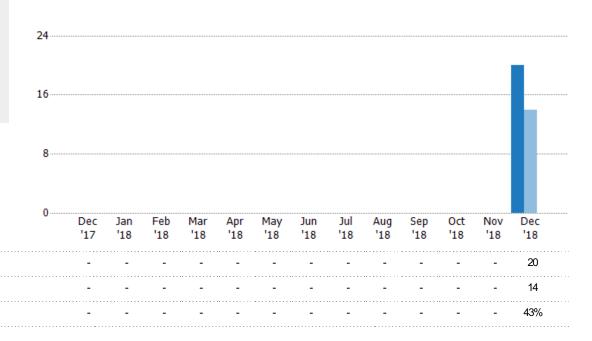


New Pending Sales

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, Wlmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence



New Pending Sales Volume

Percent Change from Prior Year

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



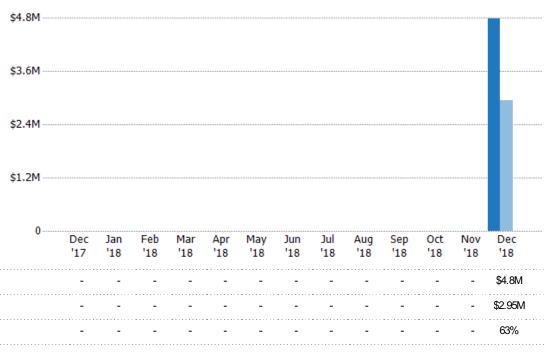
Current Year

Prior Year

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

ZIP: East Dover, VT 05341, South



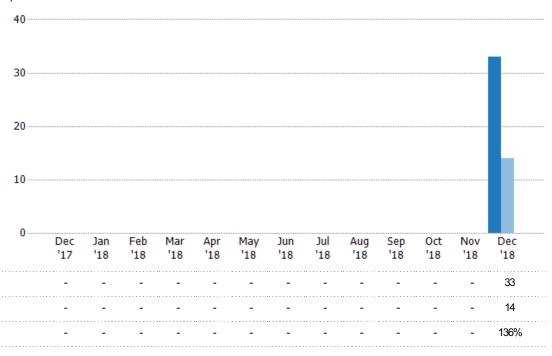
Current Year



Pending Sales

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





Pending Sales Volume

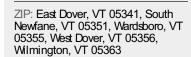
Percent Change from Prior Year

Current Year

Prior Year

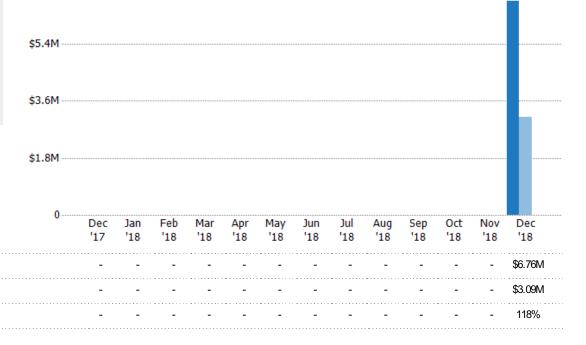
Filters Used

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



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

Percent Change from Prior Year



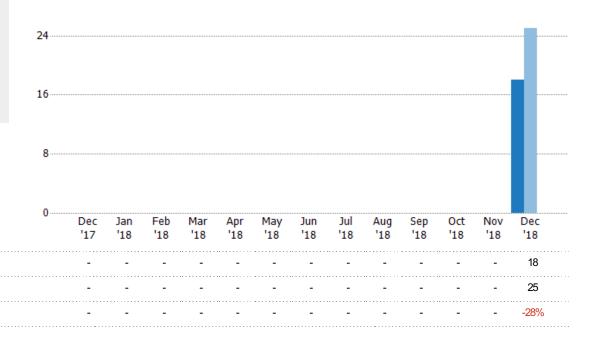
Current Year

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



Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

Current Year

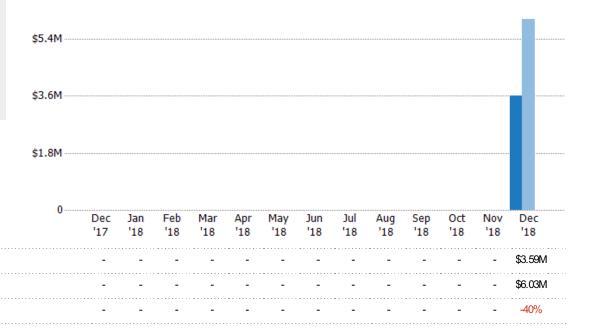
Prior Year

Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single

ZIP: East Dover, VT 05341, South

Family Residence

Percent Change from Prior Year



Current Year

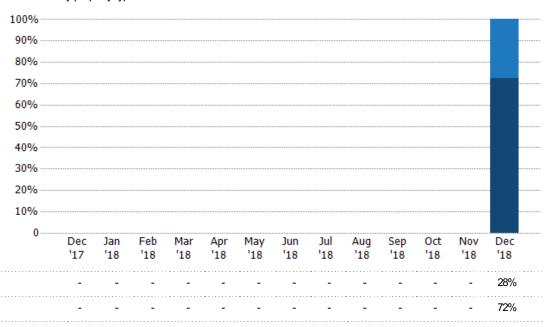


Closed Sales by Property Type

The percentage of residential 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, WImington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

Condo/Townhouse

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

\$75K

Filters Used

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

\$300K ·	
\$225K -	
\$150K	

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
-	-	-	-	-	-	-	-		-	-	-	\$200K
-	-	-	-	-	-	-	-	-	-	-	-	\$241K
-	-	-	-	- -	-	-	-	-	-	-	-	-17%



Current Year
Prior Year

Percent Change from Prior Year





\$300K

\$75K-

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

\$225K	
\$150K	

18 '18	'18	Sep	_			1-lay	Apr	Mar	⊢eb	Jan	Dec
		'18	'18	'18	'18	'18	'18	'18	'18	'18	'17
¢177											
- \$1//	- 		-	-	-	-	-	- 	- 	-	-
	- 			-	-	-	-		-	- 	-

Average Sales Price vs Average Listing Price

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

\$75K

Filters Used

Current Year
Prior Year

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

Percent Change from Prior Year

\$300K
\$225K
\$150K

	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	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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. \$200K

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

\$150K	
\$100K	
\$50K	

	0												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	- -	-	-	- -	\$193K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$177K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	92%

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

\$400K
\$300K
\$200K
\$100K

	n												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$363K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	60%



93%



Market Data Report

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 Us	æd
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Median Est Value

Median Sales Price

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

Med Sales Price as a % of Med Est Value

25K	 	 	 	 	 		
50K							
75K	 	 	 	 	 		•••••
0 Dec						Nov	 C
0 Dec					Oct '18	Nov	 C



