

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	Feb 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	22	+_	22	22	+
New Listing Volume	\$4,253,500	\$4,063,700	+4.7%	\$4,253,500	\$4,063,700	+4.7%
Active Listing Count	58	115	-49.6%	58	115	-49.6%
Active Listing Volume	\$11,666,350	\$19,519,884	-40.2%	\$11,666,350	\$19,519,884	-40.2%
Average Listing Price	\$201,144	\$169,738	+18.5%	\$201,144	\$169,738	+18.5%
Median Listing Price	\$175,000	\$149,000	+17.4%	\$175,000	\$149,000	+17.4%
Median Days in RPR	114.5	155	-26.1%	114.5	155	-26.1%
Months of Inventory	_	_	-	6.4	16.4	-60.8%
Absorption Rate	_	_	+_	15.52%	6.09%	+9.4%
Sales Activity Charts Metrics		• • • • • • • • • • • • • • • • • • • •			• • • • • • • • • • • • • • • • • • • •	
New Pending Sales Count	12	14	-14.3%	12	14	-14.3%
New Pending Sales Volume	\$1,861,200	\$2,452,000	-24.1%	\$1,861,200	\$2,452,000	-24.1%
Pending Sales Count	19	26	-26.9%	19	26	-26.9%
Pending Sales Volume	\$3,290,000	\$4,195,325	-21.6%	\$3,290,000	\$4,195,325	-21.6%
Closed Sales Count	7	9	-22.2%	7	9	-22.2%
Closed Sales Volume	\$1,135,000	\$1,826,850	-37.9%	\$1,135,000	\$1,826,850	-37.9%
Average Sales Price	\$162,143	\$202,983	-20.1%	\$162,143	\$202,983	-20.1%
Median Sales Price	\$185,000	\$160,000	+15.6%	\$185,000	\$160,000	+15.6%



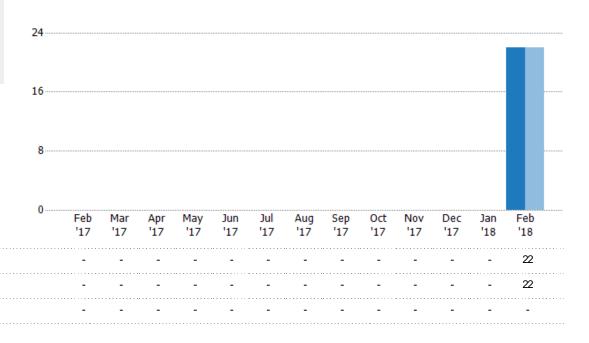




New Listings

The number of new single-family, condominium and townhome listings that were added each month.

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



New Listing Volume

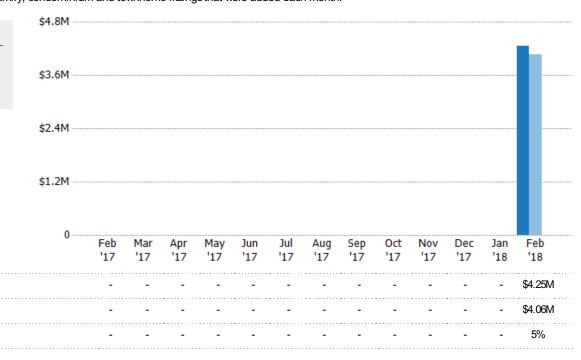
Current Year

PriorExtra Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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





Current Year

Percent Change from Prior Year

Prior Year

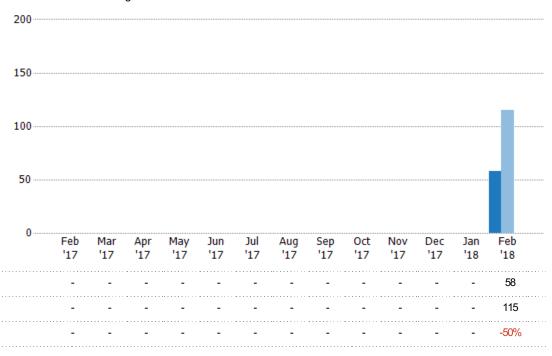




Active Listings

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





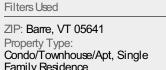
Active Listing Volume

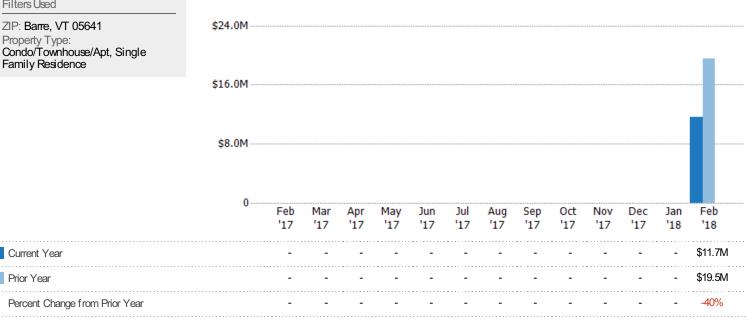
Percent Change from Prior Year

Current Year

Prior Year

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









Average Listing Price

The average listing price of active single-family, condominium and townhome 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					 						
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

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

\$200K Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single \$150K Family Residence \$100K \$50K Feb Mar May Jun Jul Aug Sep 0ct Νον Dec Jan Feb

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17%

'17





\$201K

\$170K

19%



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	\$300K												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$191K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$201K
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.

Filters Used

ZIP: Barre, VT 05641

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

Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value

0K											
0K											
0 Feb		May							Dec	Jan	
_	Mar				Aug '17				Dec	Jan	Feb
Feb	Mar								Dec	Jan	Feb '18
Feb	Mar		Jun '17 -	Jul '17 -		Sep '17	0ct '17 -	Nov '17	Dec '17	Jan	Feb '18 \$161 \$175



Median Est Value

Median Listing Price





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.

Eltera Hand	200												
ZIP: Barre, VT 05641													
Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												**********
	50												
	0								O-4		D		
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year			Apr '17	May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17					
Current Year Prior Year			Apr '17 -	May '17 -	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17					'18

Months of Inventory

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

	30												
Filters Used													
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	17	Aug '17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5.8
Current Year Prior Year	- 	- 	- 	- 	- -	- -	- 	- -	- 	- -	-	-	5.8 10.5







Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

0	% 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan 1 17 '17 '17 '17 '17 '18							
0	%	%	 	 	 	 	 	
·	0	%	 	 	 	 	 	
0	0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan F '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '							
·	Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan F '17 '17 '17 '17 '17 '17 '17 '17 '17 '17	%	 	 	 			
		%	 	 				•••••

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

Current Year Prior Year

Change from Prior Year

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

60												
45												
30												
15												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17						Feb '18
17 '17	Mar '17	Apr '17	May '17	Jun '17 -			Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
'17	Mar '17 -	Apr '17 -	May '17 -	Jun '17 -		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18



Active Pending

Sold

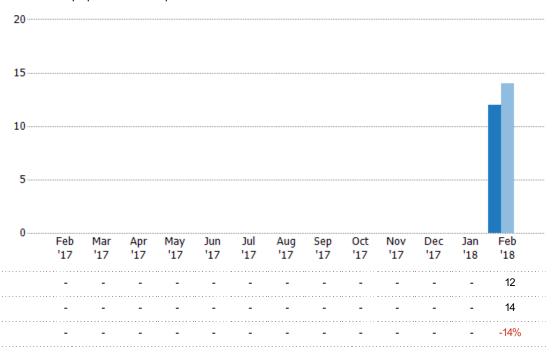




New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.





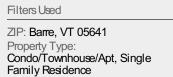
New Pending Sales Volume

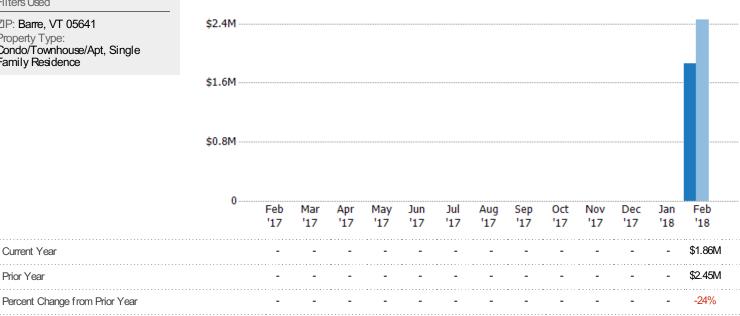
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.







Current Year

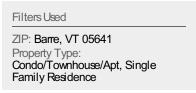
Prior Year

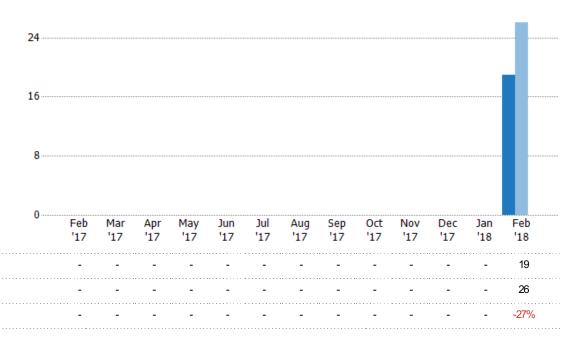




Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





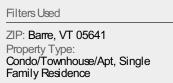
Pending Sales Volume

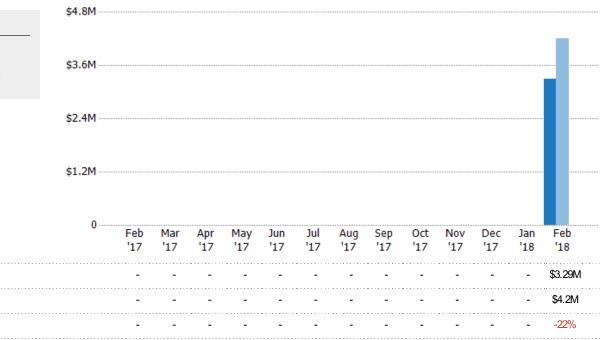
Percent Change from Prior Year

Current Year

Prior Year

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.





Current Year

Percent Change from Prior Year

Prior Year

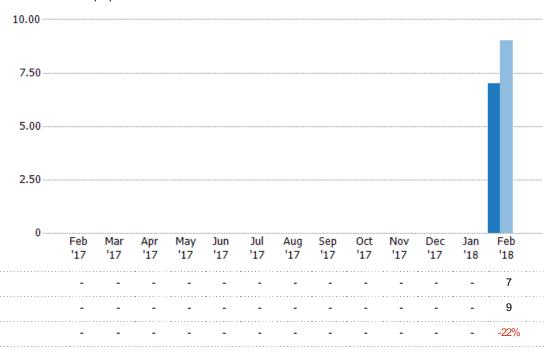




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.



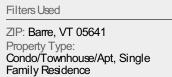


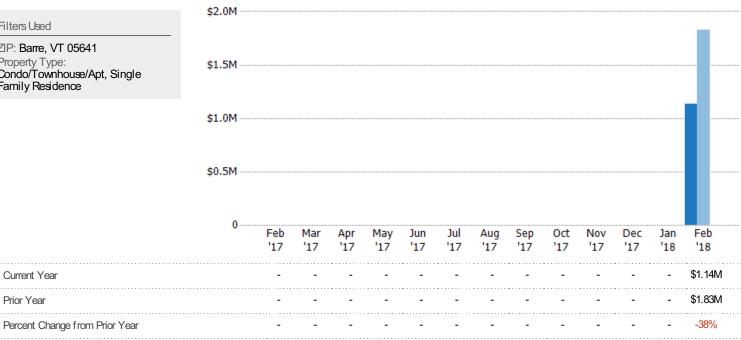
Closed Sales Volume

Percent Change from Prior Year

Current Year Prior Year

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







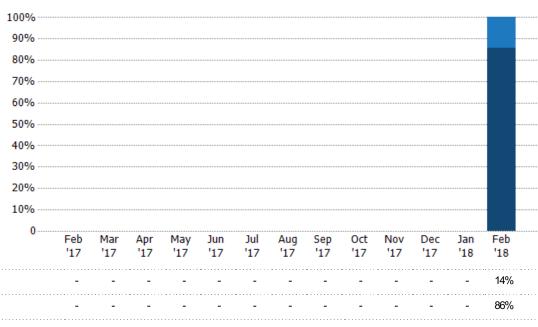


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

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



Average Sales Price

Single Family Residence

Condo/Townhouse

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

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

\$300K		 									
\$225K		 									
\$150K		 									
\$75K		 									
	Mar										
0······	Mar		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18 \$162K
0······	Mar		Jun '17	Jul '17 -		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18 \$162K



Current Year
Prior Year

Percent Change from Prior Year





Median Sales Price

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

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

\$200K												
\$150K												
\$100K												
\$50K												
_			May '17								Jan	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	\$185K
-	-	-	-	-	-	-	-	-	-	-	-	\$160K
-	-	-	-	-	-	-	-	-	-	-	-	16%

Average Sales Price vs Average Listing Price

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

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

Current Year
Prior Year

\$150K	 										
\$100K	 										
\$50K											
_											
_		May '17									Feb '18
_		May '17		Jul '17		Sep '17	0ct '17	Nov '17	Dec '17		Feb '18
_	Apr '17	May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18



Avg List Price

Avg Sales Price





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

\$200K								 			
\$150K								 			
\$100K								 			
\$50K								 			
•			May								
'17	'17		May '17					 	'17		
- -	- - -	- 	- -	- - -	- - -	- -	- -	 - - -	- - -	- -	\$195K \$185K
-	-	- -	-	-	-	-	-	 -	- -	-	95%

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

\$200K ·····												
\$150K												
\$100K ·····												
\$50K												
0 Feb	Mar										Jan	Feb
'17	'17	'17	May '17	'17	'17	'17	'17	'17	'17	'17		'18
-	-	-	-	-	-	-	-	-	-	-	-	\$0
-	-	-	-	-	-	-	-	-	-	-	-	\$172K
-	-	-	-	- -	-	-	-	-	-	-	-	100%



Avg Est Value

Avg Sales Price





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.

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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$200)K												
\$150)K												
\$100)K												
\$50)K												
	-			May '17									Feb '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$0
	-	-	-	-	-	-	-	-	-	-	-	-	\$195K
	-	-	-	-	-	-	-	-	-	-	-	-	100%



