

Summary of Key Listing and Sales Metrics

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

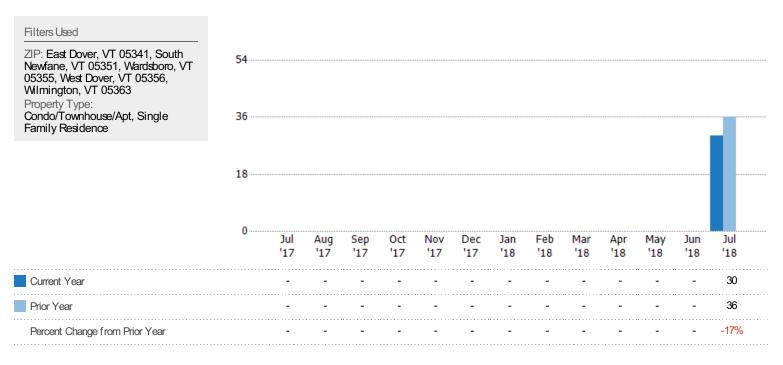
+/-	YTD 2017	YTD 2018	+/-	Jul 2017	Jul 2018	Key Metrics
						isting Activity Charts Metrics
-16.7%	36	30	-16.7%	36	30	New Listing Count
-26.6%	\$10,846,895	\$7,962,459	-26.6%	\$10,846,895	\$7,962,459	New Listing Volume
-22.1%	353	275	-22.1%	353	275	Active Listing Count
-2.4%	\$110,636,887	\$108,015,352	-2.4%	\$110,636,887	\$108,015,352	Active Listing Volume
+25.3%	\$313,419	\$392,783	+25.3%	\$313,419	\$392,783	Average Listing Price
+12.2%	\$229,000	\$257,000	+12.2%	\$229,000	\$257,000	Median Listing Price
+1.3%	158	160	+1.3%	158	160	Median Daysin RPR
-34.4%	22.1	14.5	-	_	_	Months of Inventory
+2.4%	4.53%	6.91%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+6.7%	15	16	+6.7%	15	16	New Pending Sales Count
+33.3%	\$2,991,000	\$3,987,600	+33.3%	\$2,991,000	\$3,987,600	New Pending Sales Volume
-6.9%	29	27	-6.9%	29	27	Pending Sales Count
-17.3%	\$8,093,900	\$6,691,400	-17.3%	\$8,093,900	\$6,691,400	Pending Sales Volume
-42.1%	19	11	-42.1%	19	11	Closed Sales Count
-62.3%	\$4,840,900	\$1,825,650	-62.3%	\$4,840,900	\$1,825,650	Closed Sales Volume
-34.9%	\$254,784	\$165,968	-34.9%	\$254,784	\$165,968	Average Sales Price
+3%	\$165,000	\$169,900	+3%	\$165,000	\$169,900	Median Sales Price





New Listings

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



New Listing Volume

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

Filters Used	\$20.0M													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	\$15.0M													
Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	0	Jul '17	Aug '17	Sep '17	Oct	Nov '17	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
		17	.17	.17	'17	.17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.96M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-27%



Active Listings

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

Filters Used	480													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	360													
Condo/Townhouse/Apt, Single Family Residence	240													
	120													
	0	Jul	Aug '17	Sep '17		Nov		Jan	Feb	Mar	Apr	May	Jun	Jul
		'17		.17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	275
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	353
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%

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	\$200.0M ······													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	\$150.0M													
Condo/Townhouse/Apt, Single Family Residence	\$100.0M													
	\$50.0M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
			17		17	17		10	10	10	10	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$108M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$111M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-2%



Average Listing Price

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

Filters Used	\$400K												
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$393K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$313K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	25%

Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Prior Year	_	-		-	-		-					-	\$229K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$75K												
Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356,	\$225K												
Filters Used	\$300K												





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.

FiltersUsed	\$500K												
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	\$375K												
Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$441K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$393K
Avg Listing Price as a % of Avg Est Value													89%

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.

	\$300K												
Filters Used													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Jul	Aug		Oct			Jan		Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$264K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	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.

	200												
Filters Used													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363	150												
Property Type: Condo/Townhouse/Apt, Single Family Residence	100												
	50												
	0												
	Jul	Aug	C										
	1			Oct		Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	'17 -		'17 -	0ct '17 -									
Current Year Prior Year	'17 - -		5ep '17 -	0ct '17 -									'18
	'17 		Sep '17 - -	0ct '17 - -									'18 160

Months of Inventory

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

Filters I lead	50												
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	38												
	13												
	0	-	_			_	_			_		_	
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	13.1
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13.6
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%





Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
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	5%

	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-		-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

Active/Pending/Sold Units

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

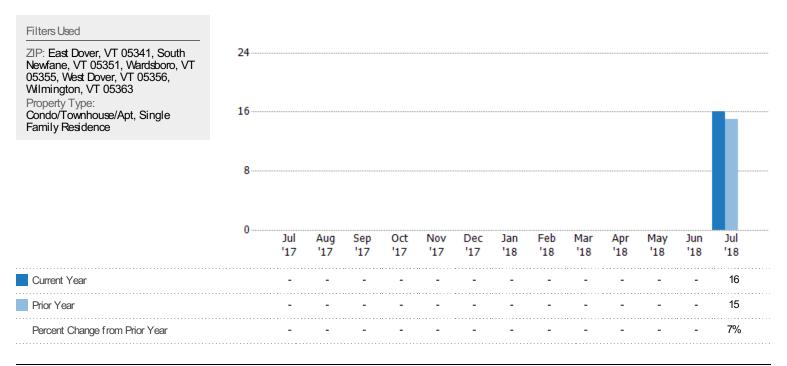
Active Pending	-	-	-	-	-	-	-	-	-	-	-	-	275 27
Active	-	-	-	-	-	-	-	-	-	-	-	-	275
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	75												
05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05255, What Daver, VT 05256	225												
Filters Used													





New Pending Sales

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



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	\$6.0M ······													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	\$4.5M													
Condo/Townhouse/Apt, Single Family Residence	\$3.0M													
	\$1.5M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year														\$3.99M
Prior Year		-		-	- -	-	-		-	-				\$2.99M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	33%





Pending Sales

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

	48													
Filters Used														
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	36													
Condo/Townhouse/Apt, Single	24													
Family Residence	24													
	12													
	0	Jul	Διια	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year														27
		-		-	-	-		-	-	-		-	-	<i>2</i> 1
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	29
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-7%

Pending Sales Volume

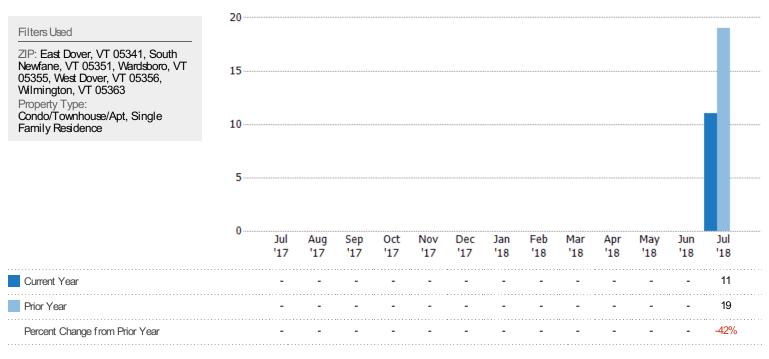
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$20.0M ······													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	\$15.0M													
Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.69M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.09M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%



Closed Sales

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



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	\$5.4M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.6M													
	\$1.8M													
	0		-	_			_	_			-		_	_
		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.83M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.84M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-62%



Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT	80%														
05355, West Dover, VT 05356, Wilmington, VT 05363	70%														
Property Type:	60%														
Condo/Townhouse/Apt, Single Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	55%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	45%	

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, WImington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence \$500K \$375K \$250K

\$125K ------

	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$166K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$255K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-35%





Median Sales Price

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

	\$300K ······												
Filters Used													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0		_	~ .	••	_		- 1					
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-		-		-	-	-	-		
• • • • • • • • • • • • • • • • • • • •													\$170K
Prior Year		-	-	-		-	-	-	-	-	-	-	\$170K \$165K
Prior Year Percent Change from Prior Year	-	- -	- -	-	-	-	-	-	-	-		-	

Average Sales Price vs Average Listing Price

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

	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$50K												
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												
Filters Used													





Median Sales Price vs Median Listing Price

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

FiltersUsed	\$200K												
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$179K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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	\$200K												
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	\$150K												
Family Residence	φισσια												
	\$50K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$174K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$200K ······												
FiltersUsed													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$179K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

