

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	+/-	Nov 2017	Nov 2018	Key Metrics
						Listing Activity Charts Metrics
+9.1%	11	12	+9.1%	11	12	New Listing Count
+2%	\$2,057,400	\$2,098,100	+2%	\$2,057,400	\$2,098,100	New Listing Volume
	N⁄A	N⁄A	-	-	73	Active Listing Count
	N⁄A	N⁄A	-	_	\$13,991,014	Active Listing Volume
_	_	\$191,658	-	_	\$191,658	Average Listing Price
_	_	\$164,900	-	_	\$164,900	Median Listing Price
_	-	106	-	_	106	Median Days in RPR
_	4.1	-	-	_	-	Months of Inventory
_	24.66%	-	-	_	-	Absorption Rate
						Sales Activity Charts Metrics
-18.2%	11	9	-18.2%	11	9	New Pending Sales Count
-30.2%	\$2,553,400	\$1,782,600	-30.2%	\$2,553,400	\$1,782,600	New Pending Sales Volume
	N⁄A	N⁄A	-	_	16	Pending Sales Count
	N⁄A	N⁄A	-	_	\$3,500,900	Pending Sales Volume
+20%	15	18	+20%	15	18	Cloæd Sales Count
+11%	\$2,941,125	\$3,263,390	+11%	\$2,941,125	\$3,263,390	Closed Sales Volume
-7.5%	\$196,075	\$181,299	-7.5%	\$196,075	\$181,299	Average Sales Price
-4%	\$175,000	\$168,000	-4%	\$175,000	\$168,000	Median Sales Price





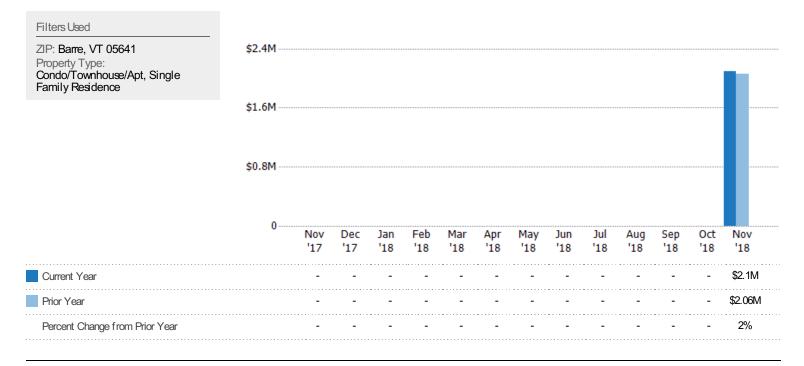
New Listings

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

Filters Used	20													
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	15													_
	10													
	5													
	0	Nov '17	Dec		Feb	Mar	Apr '18	May '18	Jun '18	Jul	Aug	Sep '18	Oct	Nov '18
		17	'17	'18	'18	'18	18	18	18	'18	18	18	'18	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	12
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9%

New Listing Volume

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



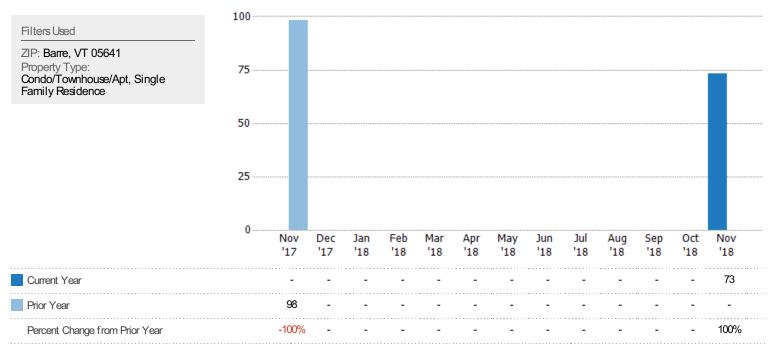


囼



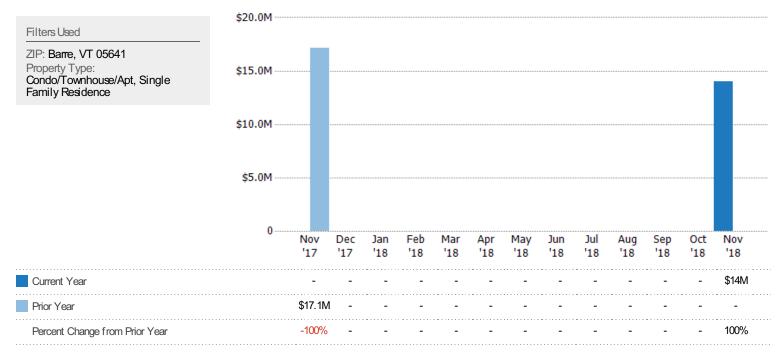
Active Listings

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



Active Listing Volume

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



仓



Average Listing Price

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

	\$200K ······												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$192K
Prior Year	\$175K		-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

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/Townhouœ/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Prior Year	\$169K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





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.

Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%
Prior Year	147	-	-	-	-	-	-	-	-	-	-	-	-
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	106
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	50												
	100												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	200												

Months of Inventory

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

Filters Used	6.00												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50												
	3.00												
	1.50												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5.62
Prior Year	5.76	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





Absorption Rate

The percentage of inventory sold per month.

Filters Used	20%												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	15%												
	10%												
	5%												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year		-		-	-			-	-	-	-	-	18%
Prior Year	17%	-	-	-	-		-	-	-	-	-	-	-
Change from Prior Year	17%	14%	11%	9%	6%	3%	0%	-3%	-6%	-9%	-12%	-15%	-18%

Active/Pending/Sold Units

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

Filters Used	20												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												,
	10												
	5												
	0												
	Nov '17	Dec '17		Feb '18		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Sold	-	-	-	-	-	-	-	-	-	-	-	-	18





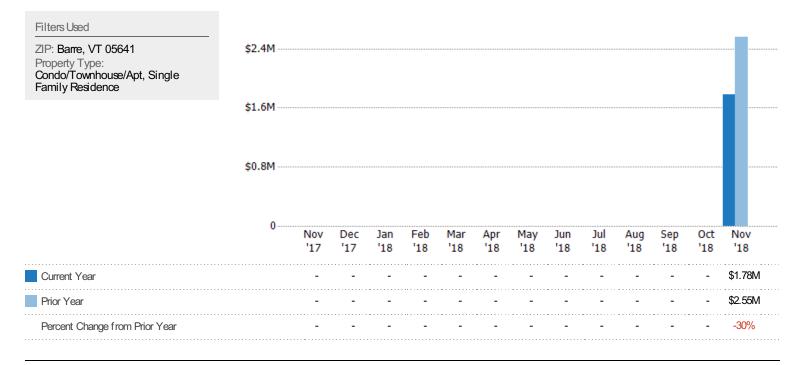
New Pending Sales

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

Filters Used	20													
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
	0	Nov	Dec		Feb	Mar	Apr '18		Jun	Jul		Sep	0ct	Nov
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-18%

New Pending Sales Volume

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

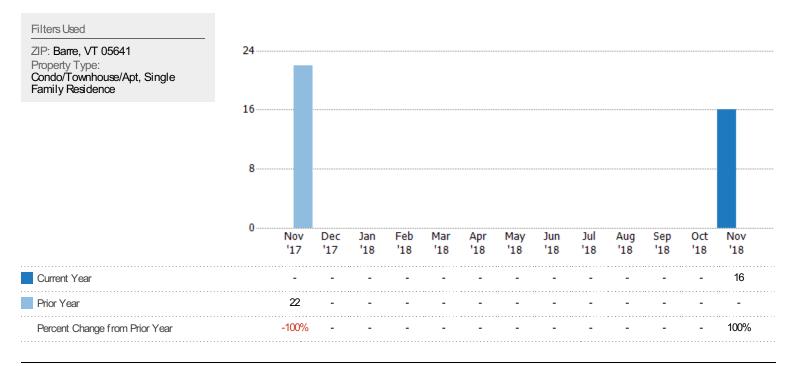


囼



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.



仓



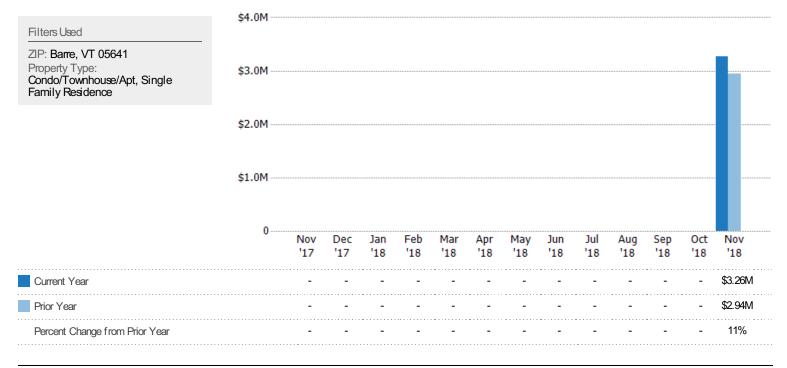
Closed Sales

The total number of residential properties sold each month.

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

Closed Sales Volume

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



囼



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%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	6%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	94%	

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												
	\$50K												
	0								_				
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
		- /											
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$181K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$196K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-8%





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 0 Nov	Dec	Jan	Feb	Mar				Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	18	'18	18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$168K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%

Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$181K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$186K
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	\$100K \$50K												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used	\$200K ······												

仓



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 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$171K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$168K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%

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.

	\$200K ······												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	_	-	-	-	-	-	-	-	-	-	-	-	\$167K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$186K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	112%





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												
	Nov '17	Dec '17	Jan '18	'18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$164K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$171K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%

