

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
+23.1%	26	32	+23.1%	26	32	New Listing Count
-25.3%	\$13,859,600	\$10,356,500	-25.3%	\$13,859,600	\$10,356,500	New Listing Volume
	N/A	NA	-	_	285	Active Listing Count
	N/A	NA	-	_	\$100,643,989	Active Listing Volume
_	_	\$353,137	-	_	\$353,137	Average Listing Price
_	_	\$242,500	-	_	\$242,500	Median Listing Price
_	_	167	-	_	167	Median Days in RPR
_	17.8	_	-	_	_	Months of Inventory
_	5.61%	_	-	_	_	Absorption Rate
						Sales Activity Charts Metrics
+_	24	24	+_	24	24	New Pending Sales Count
-22.7%	\$6,343,300	\$4,901,800	-22.7%	\$6,343,300	\$4,901,800	New Pending Sales Volume
	N/A	N/A	-	_	27	Pending Sales Count
	N/A	N/A	-	_	\$7,045,200	Pending Sales Volume
+28%	25	32	+28%	25	32	Closed Sales Count
+10.7%	\$6,082,333	\$6,734,100	+10.7%	\$6,082,333	\$6,734,100	Closed Sales Volume
-13.5%	\$243,293	\$210,441	-13.5%	\$243,293	\$210,441	Average Sales Price
+15.5%	\$164,500	\$190,000	+15.5%	\$164,500	\$190,000	Median Sales Price





New Listings

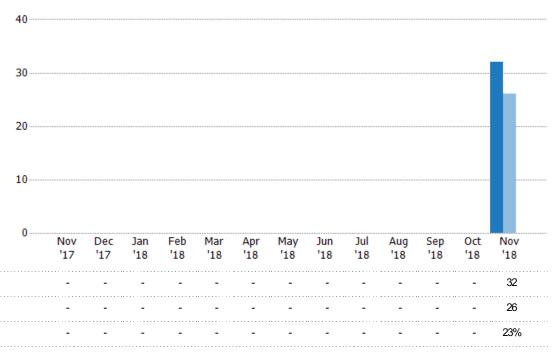
The number of new residential listings that were added each month.

Filters Used

ZIP: East Dover, VT 05341, South
Newfane, VT 05351, Wardsboro, VT
05355, West Dover, VT 05356,

Family Residence

Wilmington, VT 05363
Property Type:
Condo/Townhouse/Apt, Single



New Listing Volume

Percent Change from Prior Year

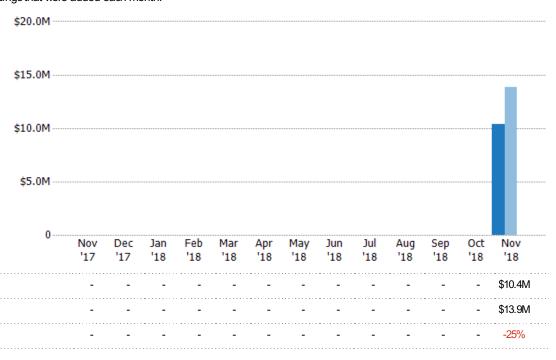
The sum of the listing price of residential listings that were added each month.

Filters Used

Current Year

Prior Year

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





Current Year

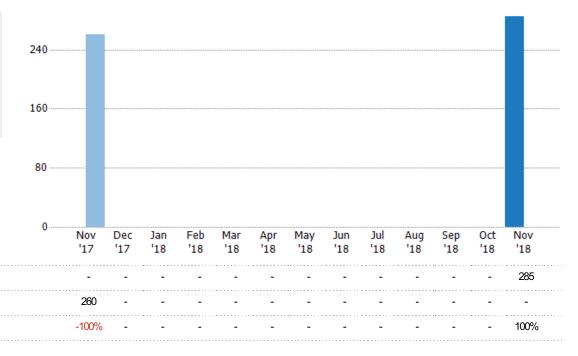
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

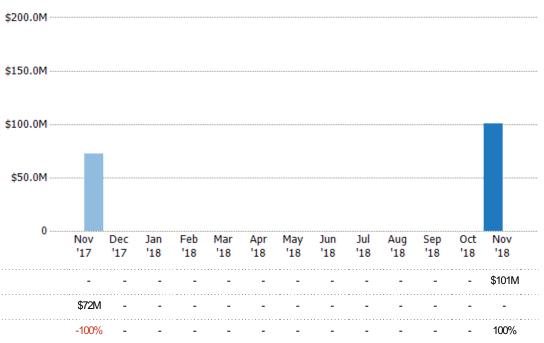
The sum of the listing price of active residential listings at the end of each month.

Eilters Used

ZIP: East Dover, VT 05341, South
Newfane, VT 05351, Wardsboro, VT
05355, West Dover, VT 05356,
Wilmington, VT 05363
Property Type:

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

Percent Change from Prior Year



Current Year

Family Residence

Market Data Report

Average Listing Price

The average listing price of active residential listings at the end of 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

\$40	0K												**********
\$30	0K												
\$20	0K												
\$10	0K												
	0 Nov '17	Dec	Jan '18	Feb	Mar	Apr	May	Jun '18	1ul	Δυσ	Sen	Oct	Nov '18
	-	-	-	-	-		-	-	-	-	-	-	\$353K
	\$277K	-	-	_	-	-	-	_	-	-	-	-	-
	-100%	-83%	-67%	-50%				17%				83%	100%

Median Listing Price

Percent Change from Prior Year

The median listing price of active residential listings at the end of 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, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

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

0 -Νον Dec Feb Mar May Jun Jul Aug Sep 0ct Νον Jan Apr '18 '18 \$243K \$224K -100% -83% -67% -50% -33% -17% 67% 83% 100%

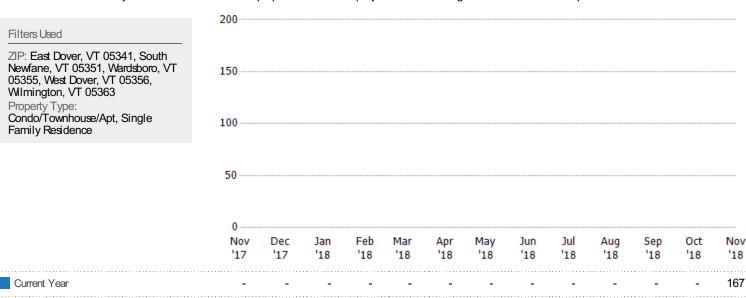
Current Year

Percent Change from Prior Year



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



-50%

-67%

Months of Inventory

Percent Change from Prior Year

Prior Year

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

20

160

-100%

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

10 Family Residence 0 Nov Dec Jan Feb Mar May Jun Jul Aug Sep 0ct Νον Apr '17 '18 '18 '18 '18 '18 '18 '18 '18 Current Year 11.9 12.4 Prior Year -50% 33% 83% 100% Percent Change from Prior Year -100% -67% -33% 0 17% 50% 67%





33%

50%

67%

100%



Absorption Rate

The percentage of inventory sold per month.

	14	1.1
НΠ	Iters	usea

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

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	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	8%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	8%	7%	5%	4%	3%	1%	0%	-2%	-3%	-4%	-6%	-7%	-8%

Active/Pending/Sold Units

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

40												
30												
20												•••••
10												•••••
0												
Nov '17		Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	-	-	-	-	-	-	-		32



Sold

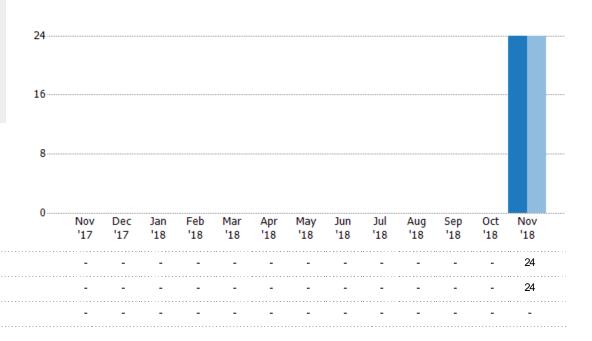


New Pending Sales

The number of residential properties with accepted offers 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 Pending Sales Volume

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

Filters Used

Current Year

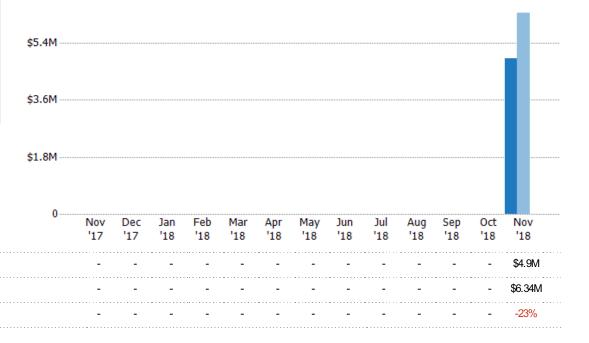
PriorExtra Year

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

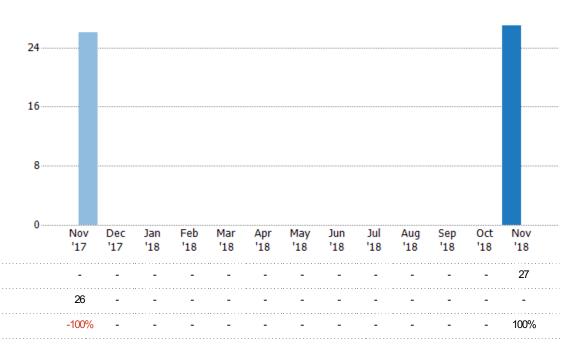




Pending Sales

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





Pending Sales Volume

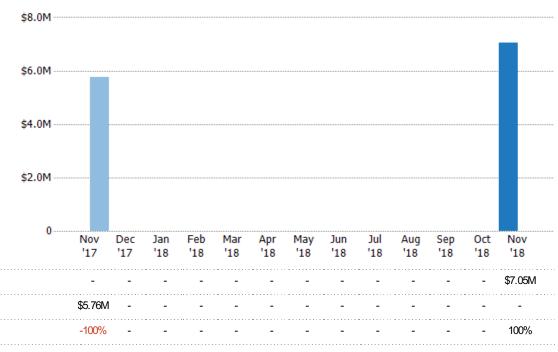
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

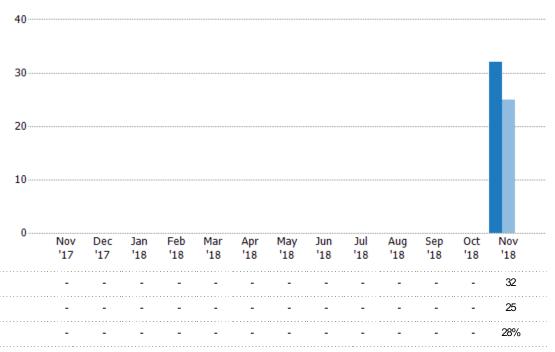
Percent Change from Prior Year

Closed Sales

Family Residence

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



Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

Current Year

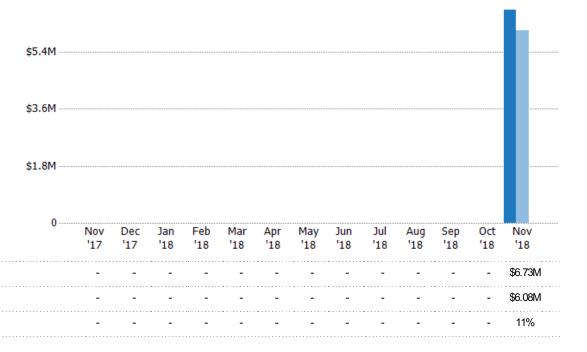
Prior Year

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

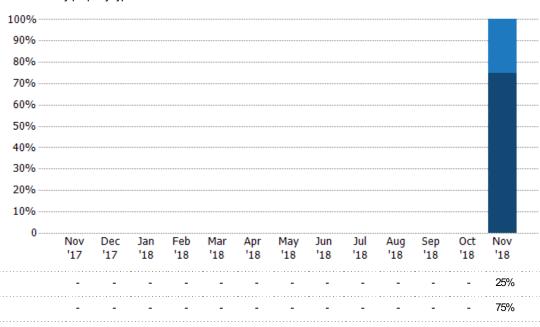


Closed Sales by Property Type

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

00K	
25K	
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
 -	-	-	-	-	-	-	-	-	-	-	-	\$210K
 -	-	-	-	-	-	-	-	-	-	-	-	\$243K
 -	-	-	-	-	-	-	-	-	-	-	-	-14%



Current Year
Prior Year

Percent Change from Prior Year



\$300K

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

5225K	
5150K	
\$75K	

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
-	-	-	-	-	-	-	-	-	-	-	-	\$190K
-	-	-	-	-	-	-	-	-		-	-	\$165K

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

Percent Change from Prior Year

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

	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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$226K
Avg Sales Price	_	-	-	_	-	-	-	-	-	-	-	-	\$210K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	- -	-	-	-	93%





\$192K

\$190K

Market Data Report

Median Sales Price vs Median Listing Price

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

Fi	Iters	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

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

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

Median List Price

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

75K	K	75K
75K O O O O Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct	O	75K O O O O O O O O O O O O O O O O O O O
0	0	0
0	0	0
0	0	0
0	0	0
Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct	Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18	Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep O
Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct	Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct 1 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep O
Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct	Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct 1 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep O
Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct	'17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep O
'17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18	'17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	
1, 1, 10 10 10 10 10 10 10 10 10	Si	'17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '1
	·	



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.

Filters Used	Fil	Iters	Used
--------------	-----	-------	------

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

300K											
225K	 										
150K	 										
\$75K	 										
0	 										
0		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	No.
0	 	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18		Sep '18	Oct '18	No '18



