

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	+/-	Oct 2017	Oct 2018	Key Metrics
						Listing Activity Charts Metrics
+38.5%	26	36	+38.5%	26	36	New Listing Count
-11%	\$13,777,500	\$12,259,000	-11%	\$13,777,500	\$12,259,000	New Listing Volume
	NA	NA	-13.1%	306	266	Active Listing Count
	NA	NA	+5.5%	\$97,924,289	\$103,290,956	Active Listing Volume
+21.3%	\$320,014	\$388,312	+21.3%	\$320,014	\$388,312	Average Listing Price
+17.6%	\$229,000	\$269,250	+17.6%	\$229,000	\$269,250	Median Listing Price
-12.2%	155.5	136.5	-12.2%	155.5	136.5	Median Daysin RPR
-23.9%	14.6	11.1	-	_	_	Months of Inventory
+2.2%	6.86%	9.02%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-3.6%	28	27	-3.6%	28	27	New Pending Sales Count
-6.2%	\$5,619,100	\$5,271,095	-6.2%	\$5,619,100	\$5,271,095	New Pending Sales Volume
	N⁄A	N⁄A	+45.2%	31	45	Pending Sales Count
	N⁄A	N⁄A	+14.8%	\$7,759,700	\$8,910,095	Pending Sales Volume
-37.5%	24	15	-37.5%	24	15	Closed Sales Count
+4.3%	\$4,682,400	\$4,881,900	+4.3%	\$4,682,400	\$4,881,900	Closed Sales Volume
+66.8%	\$195,100	\$325,460	+66.8%	\$195,100	\$325,460	Average Sales Price
+34.2%	\$197,500	\$265,000	+34.2%	\$197,500	\$265,000	Median Sales Price





New Listings

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

	40													
Filters Used														_
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	30													
Condo/Townhouse/Apt, Single Family Residence	20													
	10													
	10													
	0	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	36
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	26
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	38%

New Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-11%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.8M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.3M
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	\$5.0M													
Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356,	\$15.0M													_
Filters Used	\$20.0M													





Active Listings

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

400													
300													
200													
100													
0							-				_		
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	-	-	-	-	-	-	-	-	-	-	-	-	266
	-	-	-	-	-	-	-	-	-	-	-	-	306
	-	-	-	-	-	-	-	-	-	-	-	-	-13%
	200	200	200	200	200	200	200	200 100 0 Oct Nov Dec Jan Feb Mar Apr	200 100 0 Oct Nov Dec Jan Feb Mar Apr May	200 200 100 0 Oct Nov Dec Jan Feb Mar Apr May Jun	200 100 0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul	200 200 100 0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug	200 100 0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep

Active Listing Volume

The sum of the listing price of active residential 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	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year			 -		<u>-</u>				-		 -			\$103M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$97.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5%





Average Listing Price

The average listing price of active residential 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												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-			-	-	-	-	\$388K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$320K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%

Median Listing Price

Percent Change from Prior Year

The median listing price of active residential listings at the end of 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												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$229K

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18%

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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	\$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												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$379K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$388K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	102%

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 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	\$7 JK												
	0												
	Oct	Nov	Dec			Mar			Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$268K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	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.

	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 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year				•••••		• • • • • • • • • • • • •					•••••		
	-	-	-	-	-	-	-	-	-	-	-	-	137
Prior Year	-	-	-	- -	- -		-	-		- -	- -	- -	137 156
Percent Change from Prior Year	- -	- - -			- - -	- - -	- - -	-	- - -	- - -	- - -	- - -	156 -12%

Months of Inventory

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

	20												
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	15												
	5												
	0			_			_		_		_		
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	16.6
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14.6
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%





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												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

Active/Pending/Sold Units

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

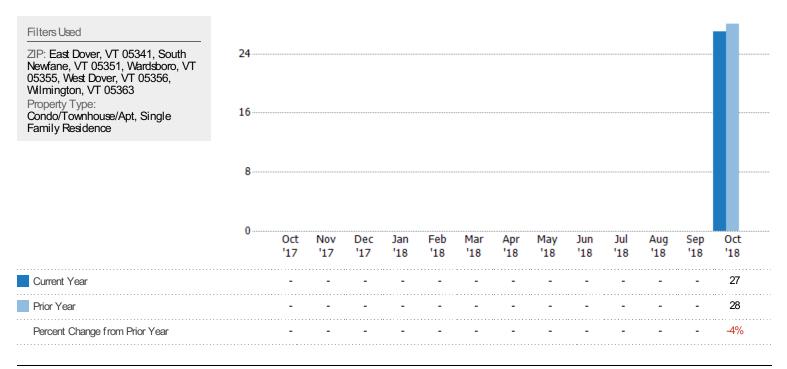
Filters Used	300												
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence	225 150												
	75												
	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	266
Pending	-	-	-	-	-	-	-	-	-	-	-	-	45
Sold	-	-	-	-	-	-	-	-	-	-	-	-	15





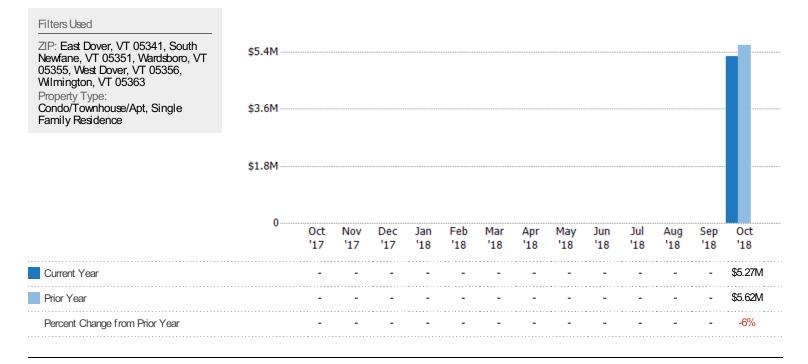
New Pending Sales

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



New Pending Sales Volume

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

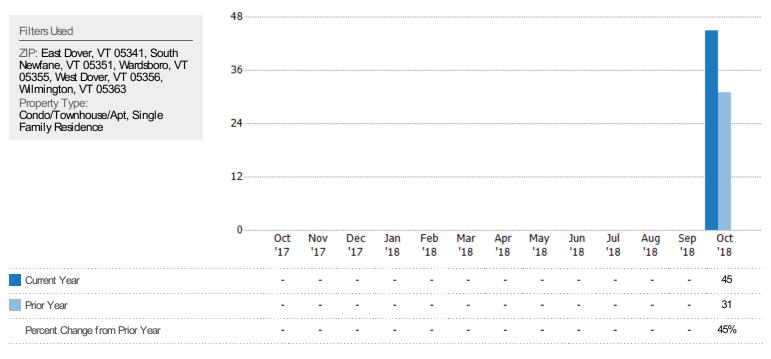






Pending Sales

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.

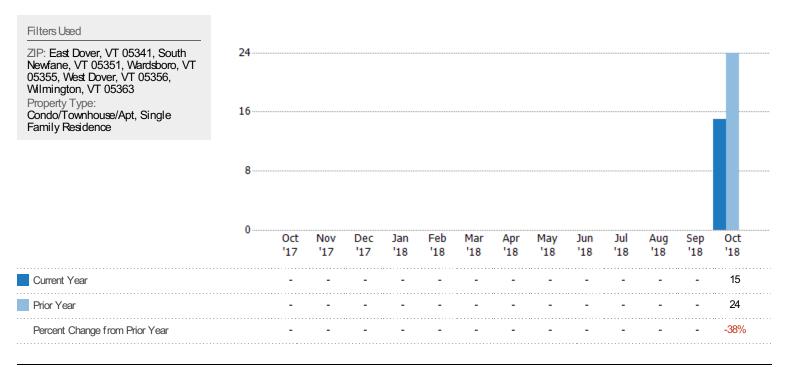
Filters Used	\$8.8M ······													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363	\$6.6M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$4.4M													
	\$2.2M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.91M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.76M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	15%





Closed Sales

The total number of residential properties sold each month.



Closed Sales Volume

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







Closed Sales by Property Type

The percentage of residential 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	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	33%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	67%	

Average Sales Price

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

	\$400K
Filters Used	
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363	\$300K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K
	\$100K
	0

	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$195K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	67%





Median Sales Price

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

	\$300K ······												
Filters Used													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, WIImington, VT 05363	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$198K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	34%

Average Sales Price vs Average Listing Price

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

	\$400K												
Filters Used 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												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg List Price	-	-	-		-	-	-	-	-	-	-	-	\$347K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Avg Sales Price as a % of Avg List Price	_	-	-	-	-	-	-	-	-	-	-	-	94%





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	\$300K												
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, WImington, VT 05363 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$279K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
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.

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Filters Used	\$400K ······												
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$357K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$347K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	97%





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.

	\$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												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$283K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$279K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%

