

## Summary of Key Listing and Sales Metrics

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

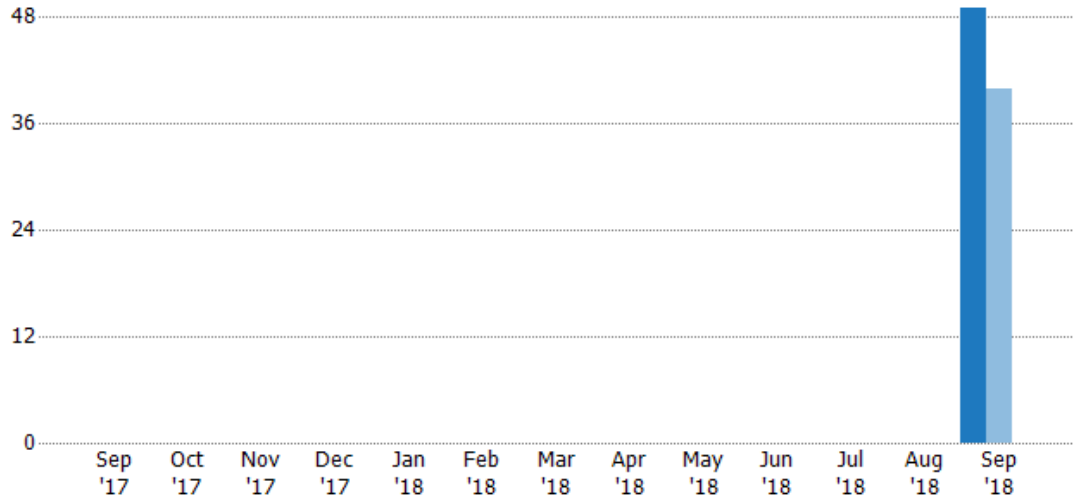
Key Metrics	Sep 2018	Sep 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	49	40	+22.5%	49	40	+22.5%
New Listing Volume	\$14,913,600	\$12,657,300	+17.8%	\$14,913,600	\$12,657,300	+17.8%
Active Listing Count	273	321	-15%	N/A	N/A	
Active Listing Volume	\$104,848,651	\$96,357,589	+8.8%	N/A	N/A	
Average Listing Price	\$384,061	\$300,179	+27.9%	\$384,061	\$300,179	+27.9%
Median Listing Price	\$269,000	\$222,500	+20.9%	\$269,000	\$222,500	+20.9%
Median Days in RPR	134	135	-0.7%	134	135	-0.7%
Months of Inventory	-	-	-	12.4	12.8	-3.4%
Absorption Rate	-	-	+/-	8.06%	7.79%	+0.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	30	18	+66.7%	30	18	+66.7%
New Pending Sales Volume	\$5,934,600	\$3,833,100	+54.8%	\$5,934,600	\$3,833,100	+54.8%
Pending Sales Count	38	28	+35.7%	N/A	N/A	
Pending Sales Volume	\$9,675,000	\$7,311,600	+32.3%	N/A	N/A	
Closed Sales Count	16	22	-27.3%	16	22	-27.3%
Closed Sales Volume	\$3,423,000	\$7,920,150	-56.8%	\$3,423,000	\$7,920,150	-56.8%
Average Sales Price	\$213,938	\$360,007	-40.6%	\$213,938	\$360,007	-40.6%
Median Sales Price	\$180,000	\$212,500	-15.3%	\$180,000	\$212,500	-15.3%

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



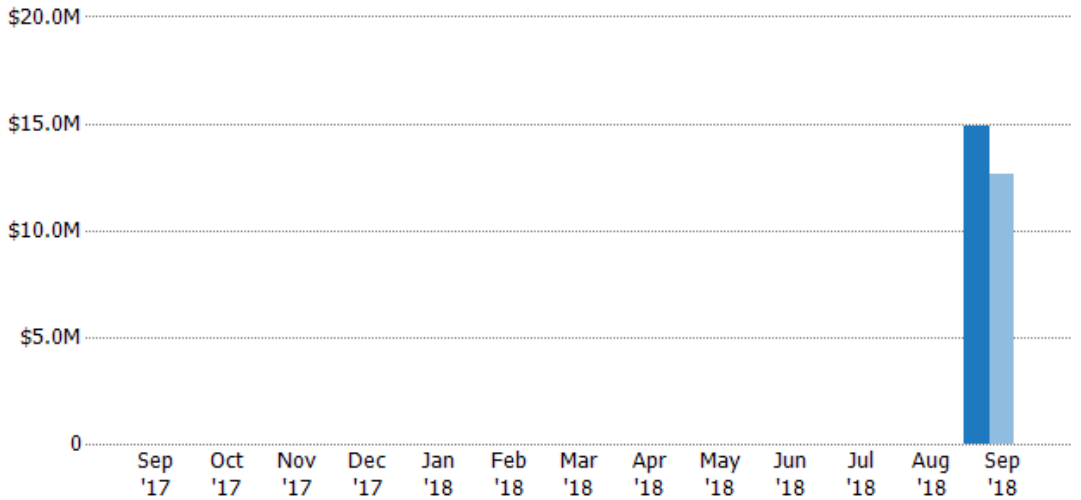
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	49
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	40
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	23%

## New Listing Volume

The sum of the listing price of 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, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$14.9M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$12.7M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	18%

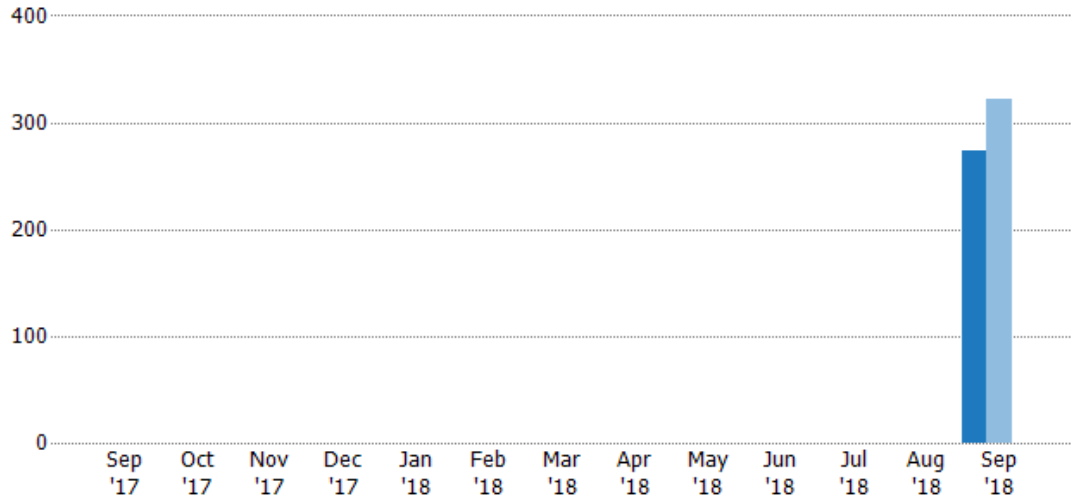
## Active Listings

The number 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 Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	273
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	321
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-15%

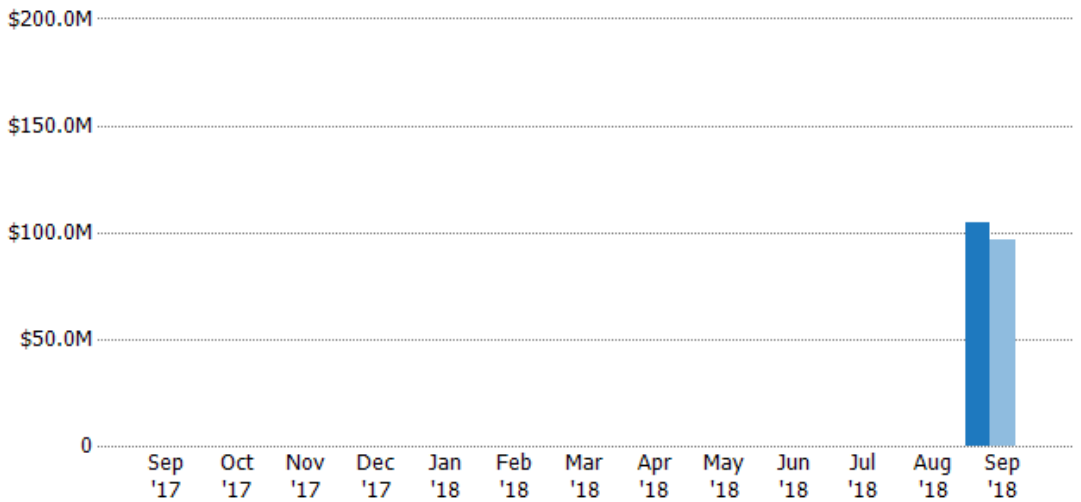
## Active Listing Volume

The sum of the 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

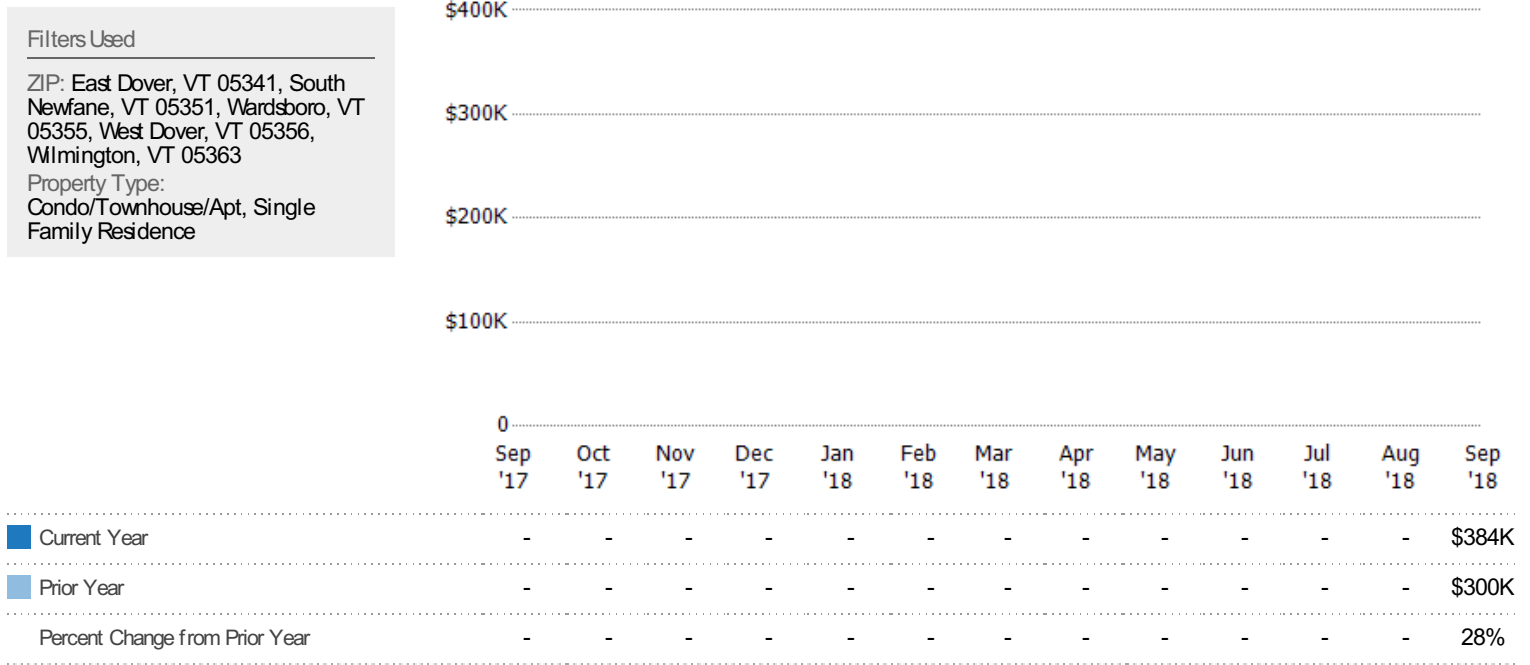
Property Type:  
Condo/Townhouse/Apt, Single Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$105M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$96.4M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	9%

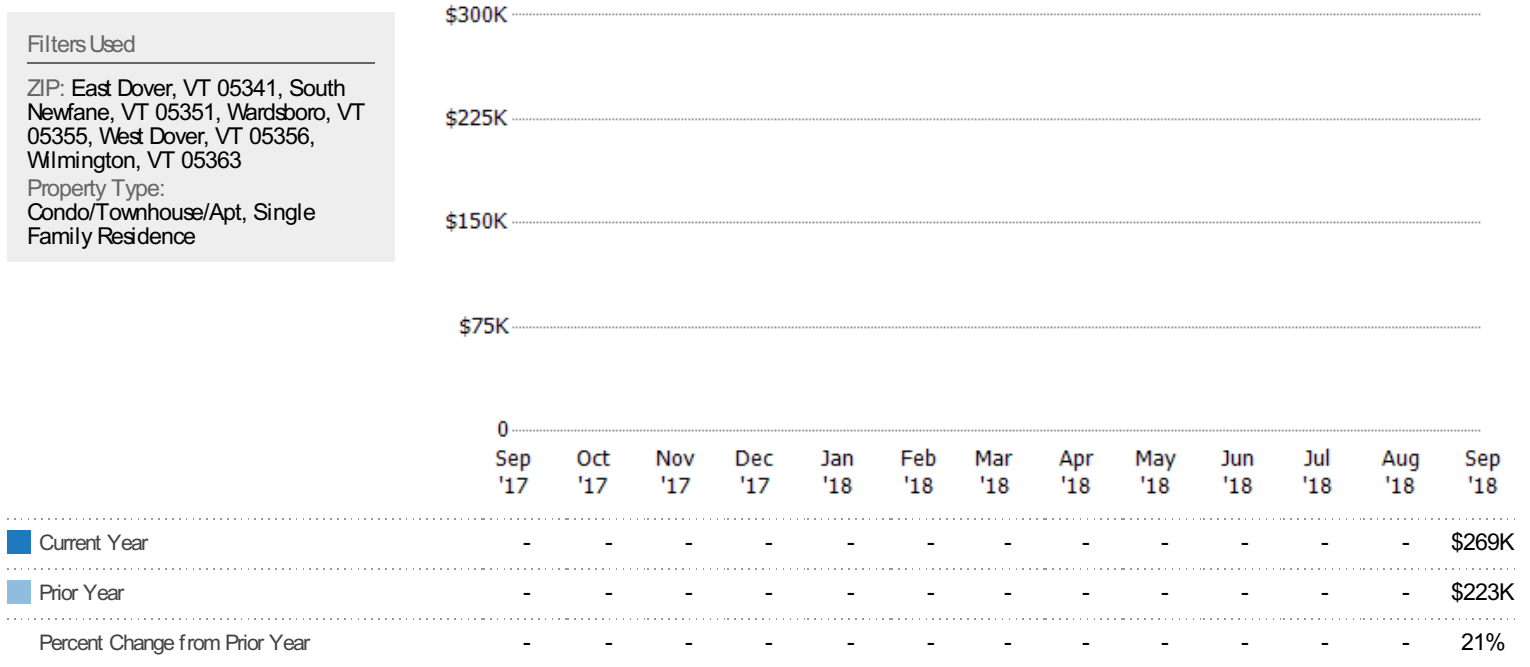
## Average Listing Price

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



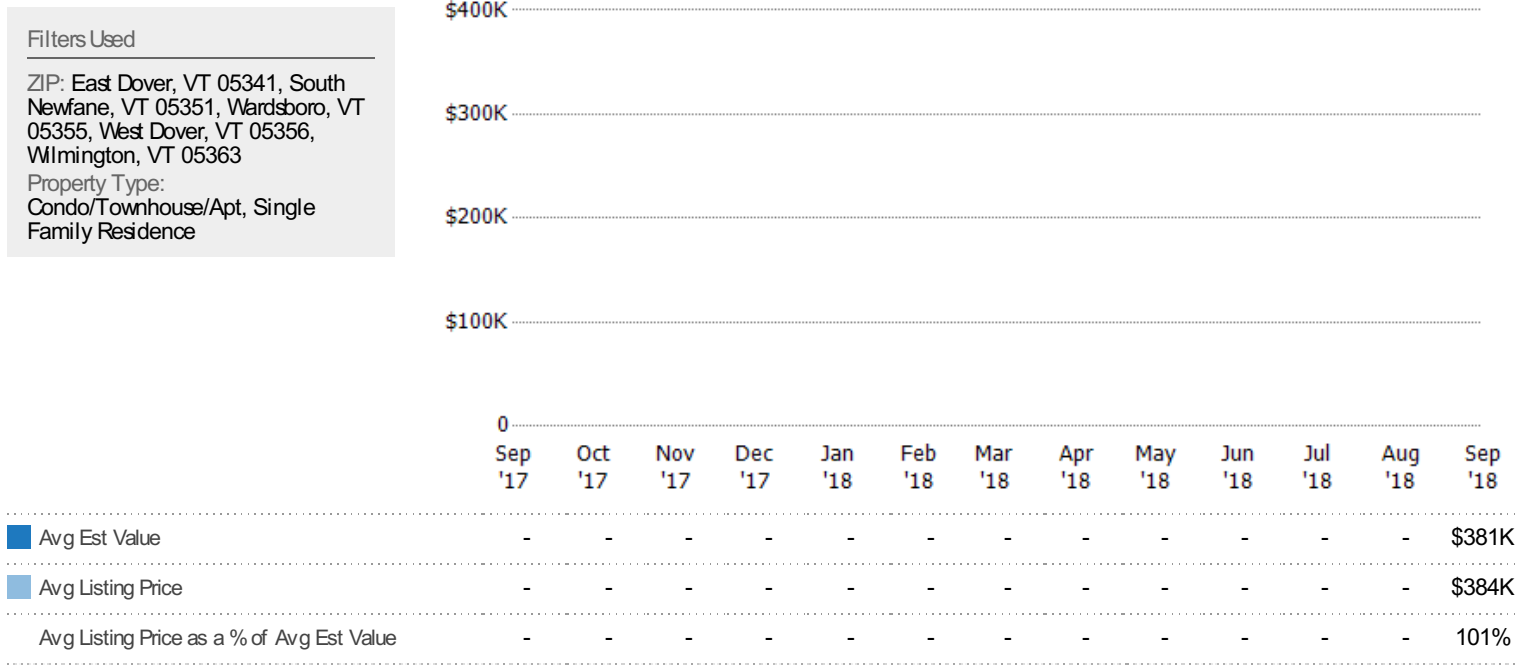
## Median Listing Price

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



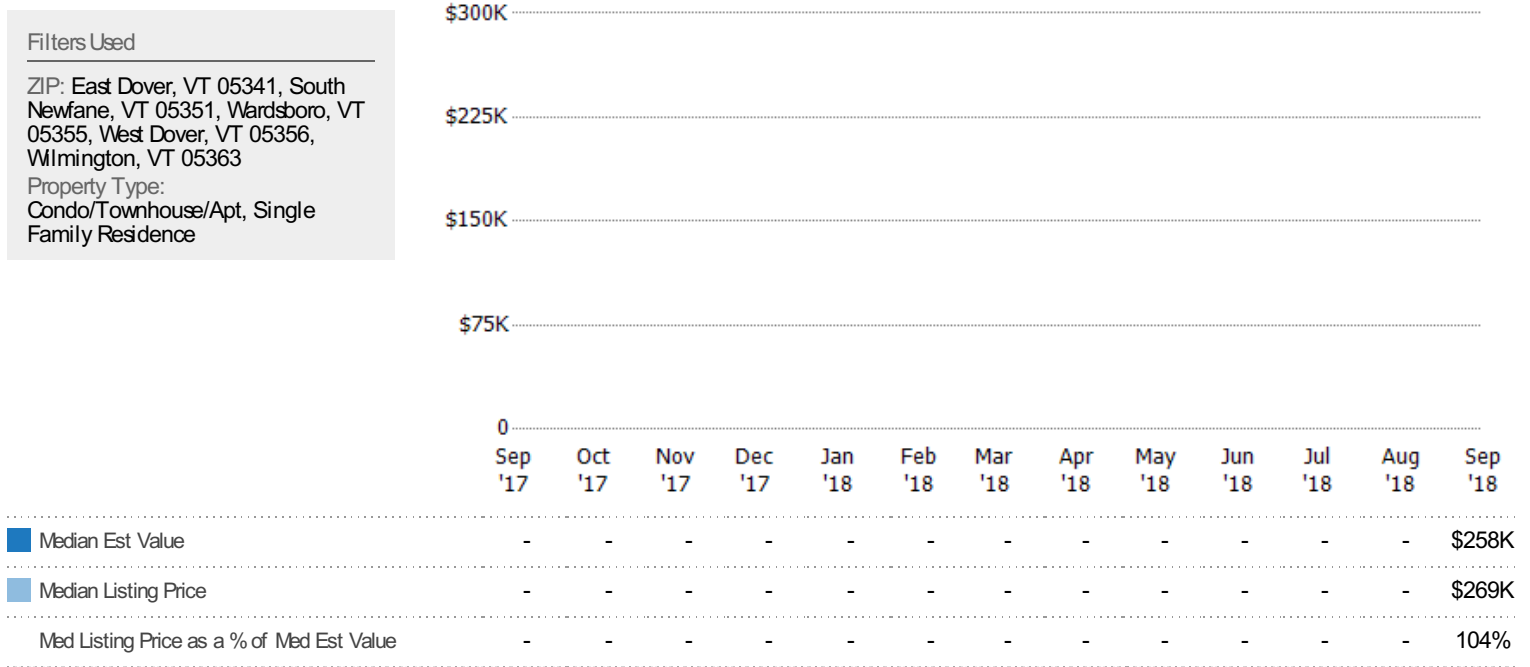
## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



## 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.

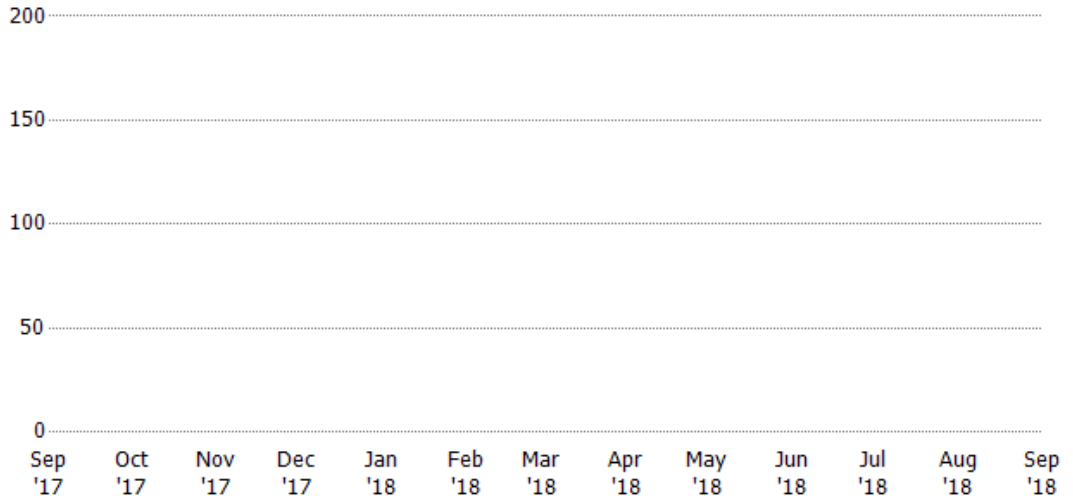


## Median Days in RPR

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.

### 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



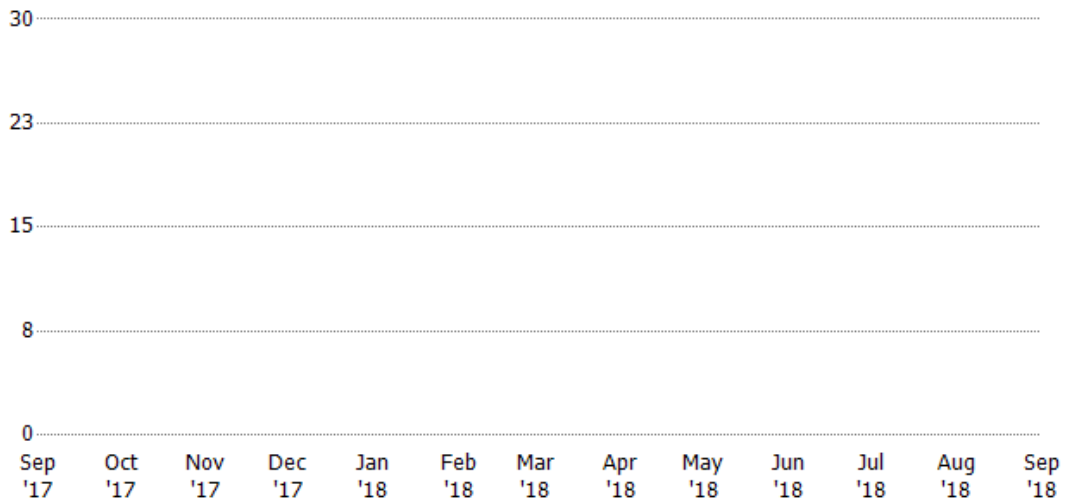
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	134
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	135
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

## Months of Inventory

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

### 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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	17.1
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21.4
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-20%

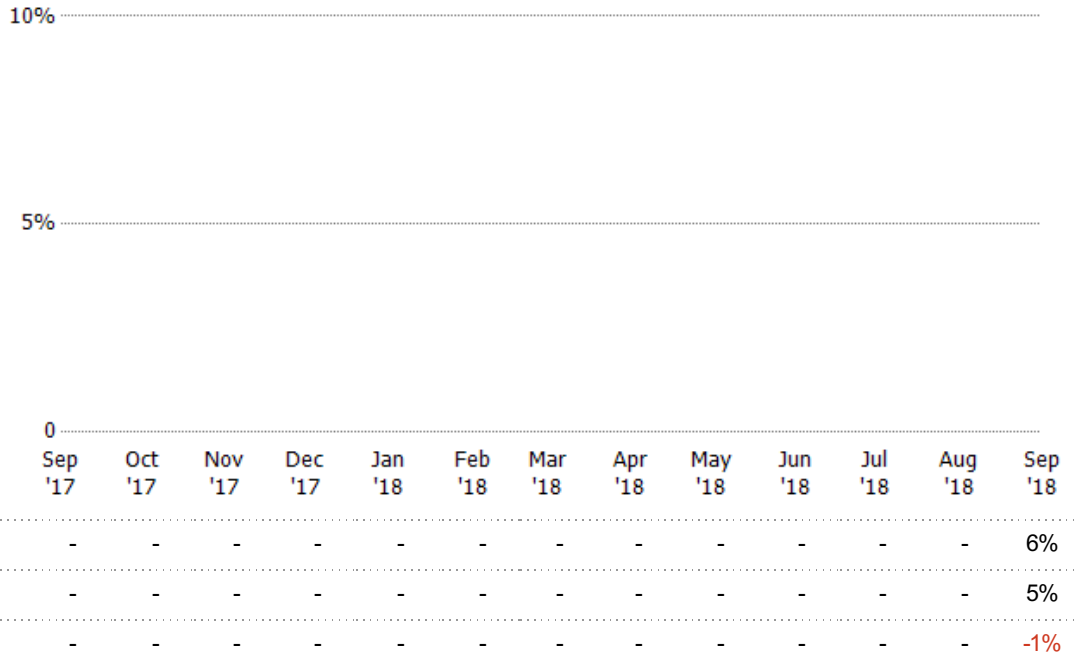
## Absorption Rate

The percentage of inventory sold per 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 Family Residence



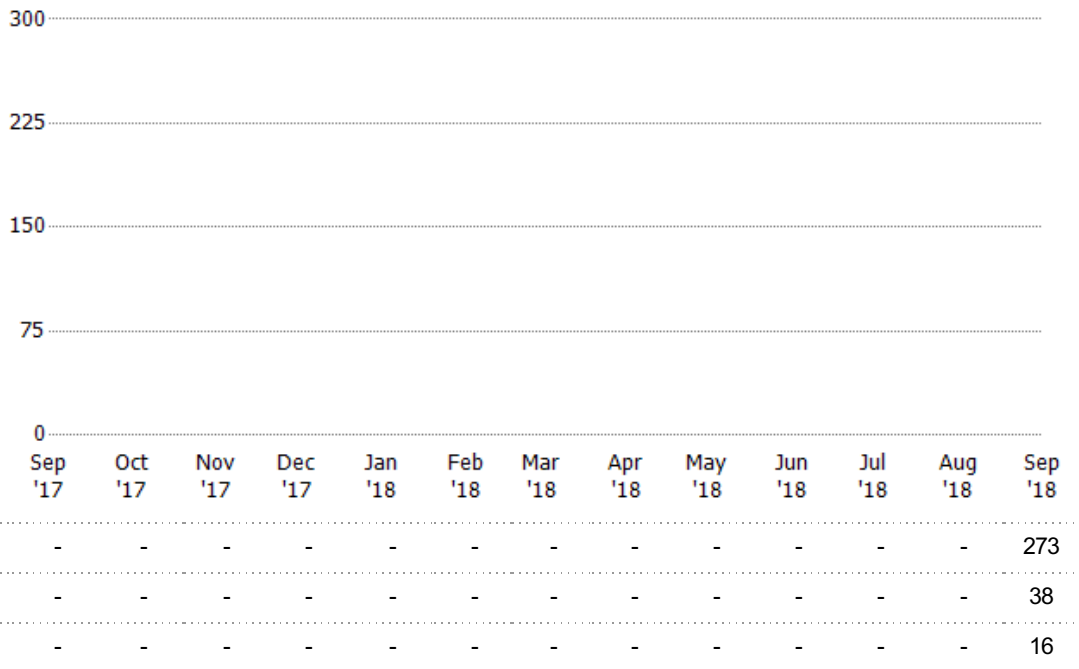
## Active/Pending/Sold Units

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, Wilmington, VT 05363

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

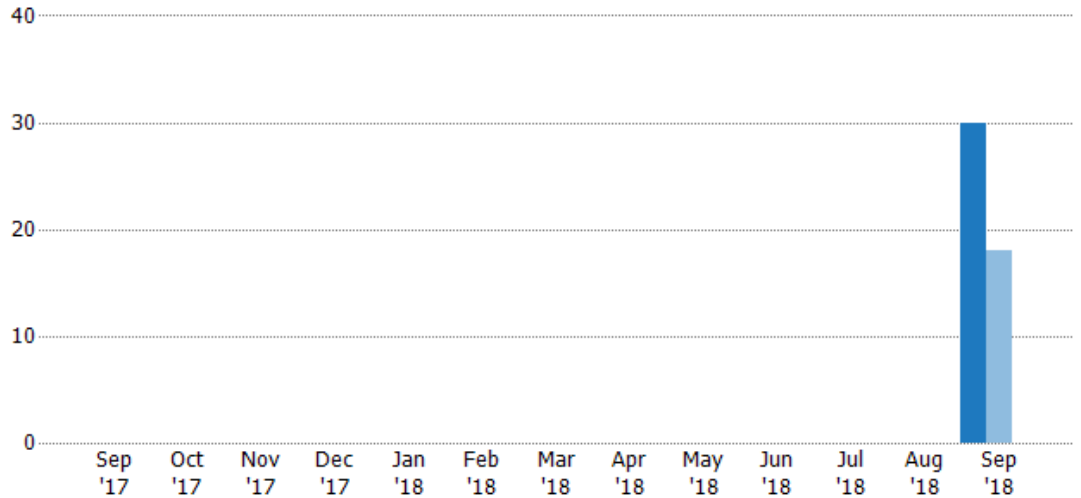


## New Pending Sales

The number of residential properties with accepted offers that were added 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 Family Residence



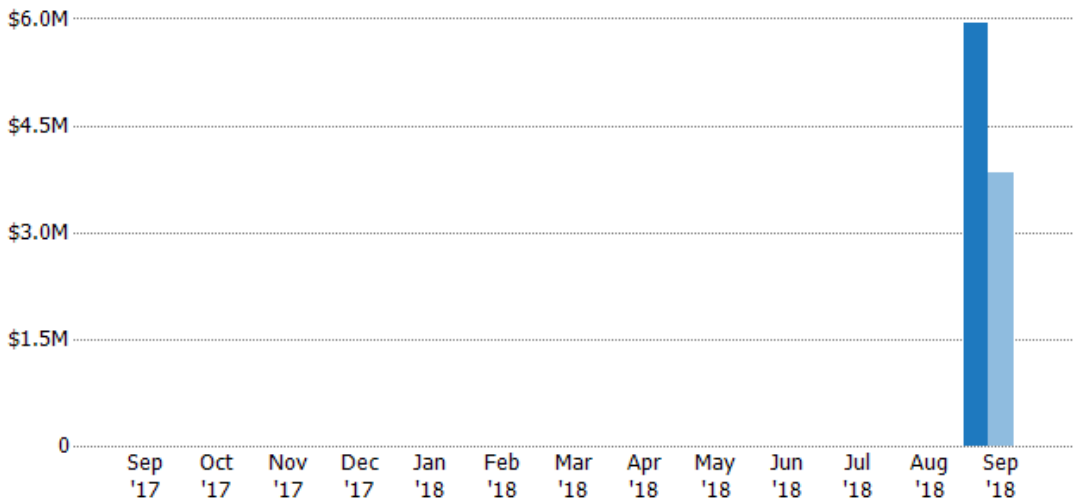
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	30
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	67%

## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added 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 Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$5.93M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$3.83M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	55%

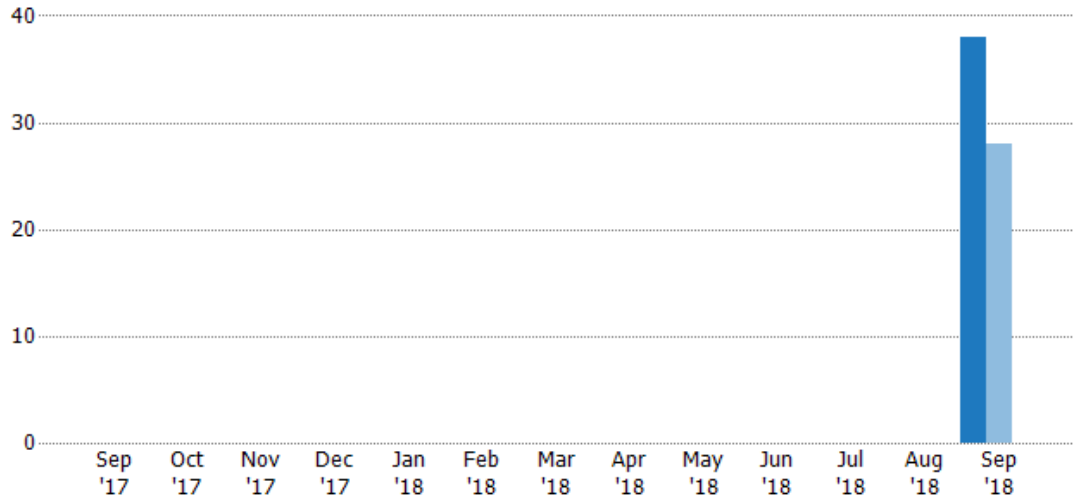


## Pending Sales

The number of residential properties with accepted offers that were available at the end 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 Family Residence



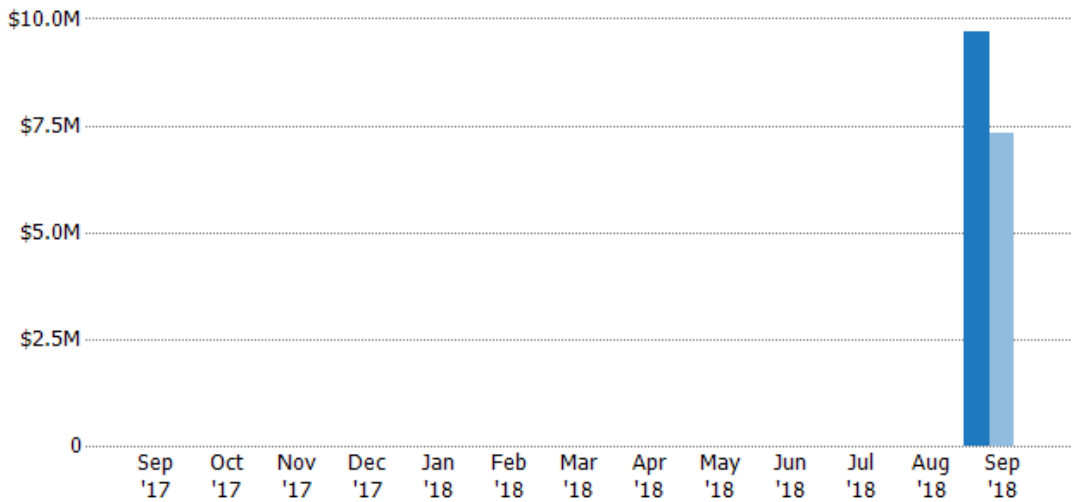
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	38
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	28
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	36%

## 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

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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$9.68M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$7.31M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	32%

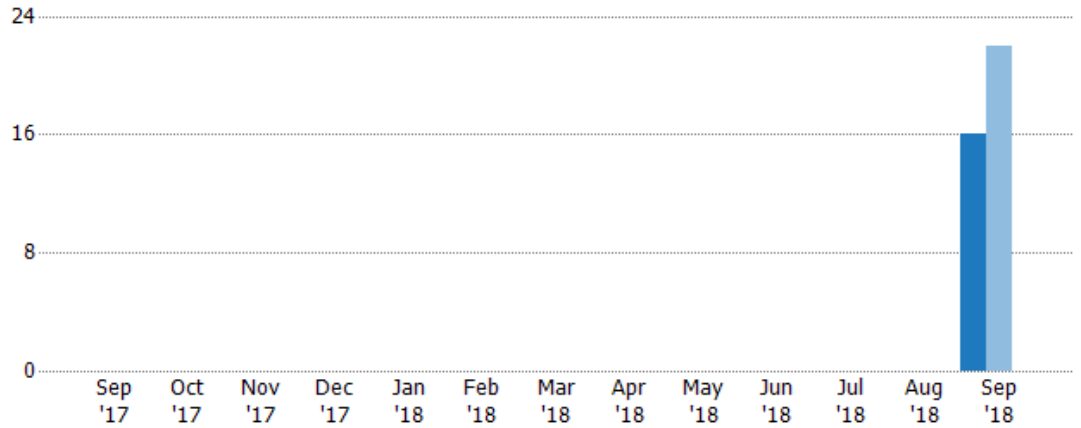
## Closed Sales

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 Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	16
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	22
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-27%

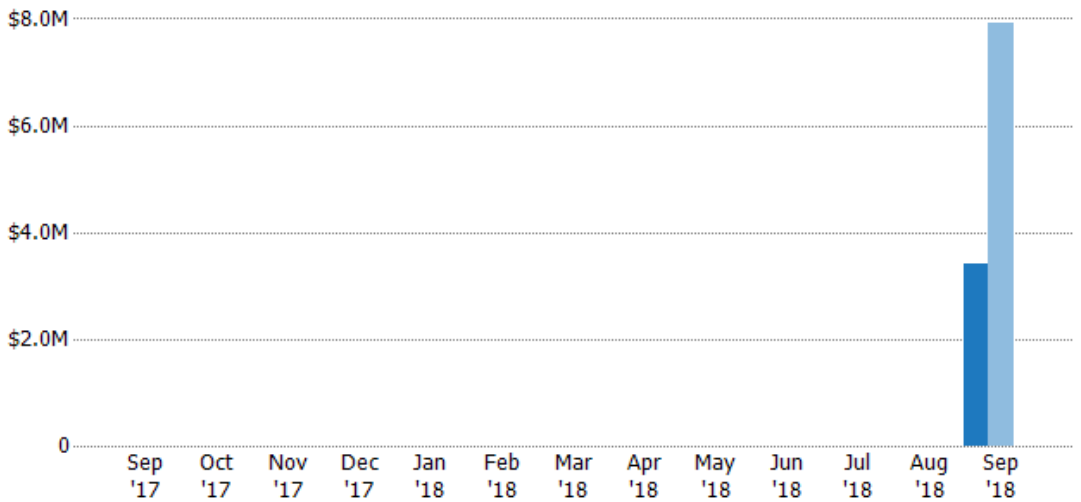
## Closed Sales Volume

The sum of the sales price 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 Family Residence



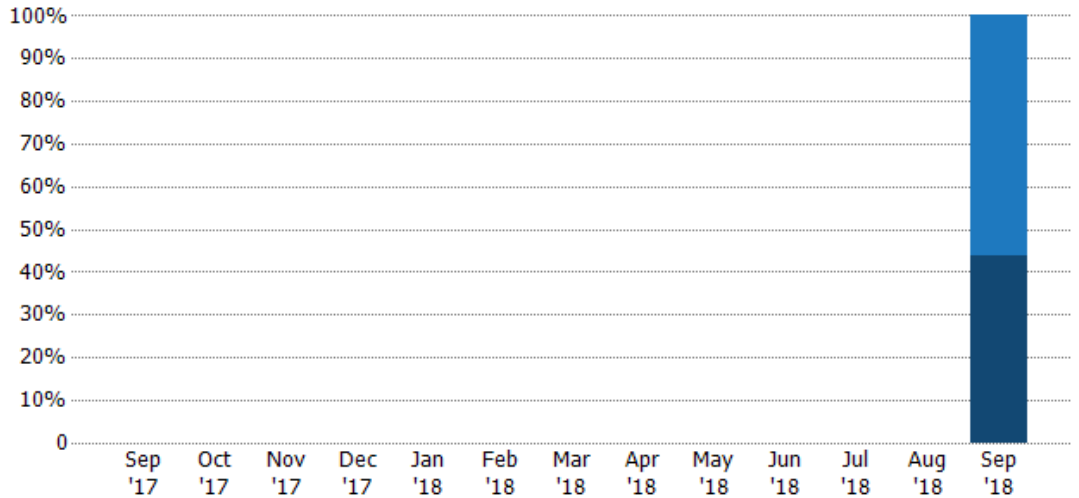
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$3.42M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$7.92M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-57%

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



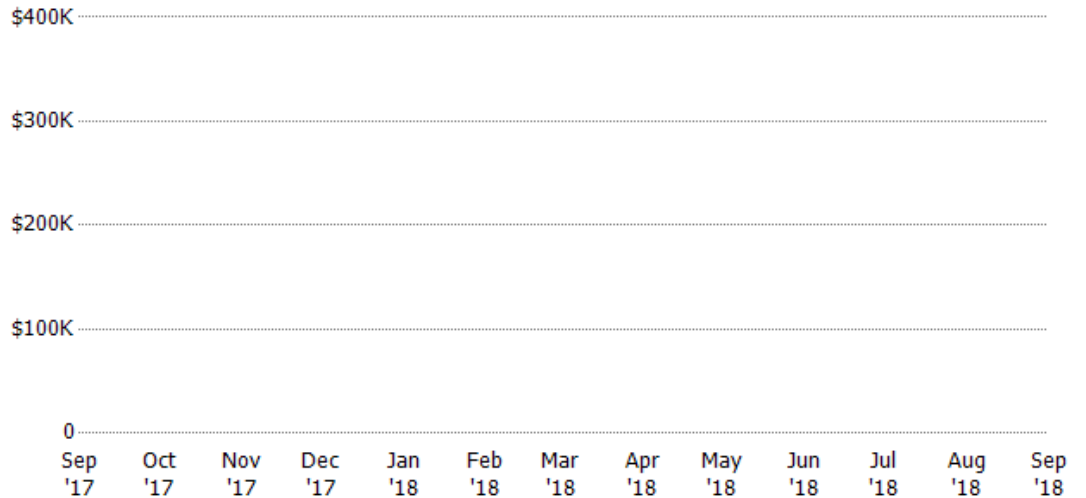
Property Type	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	56%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	44%

## Average Sales Price

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

### Filters Used

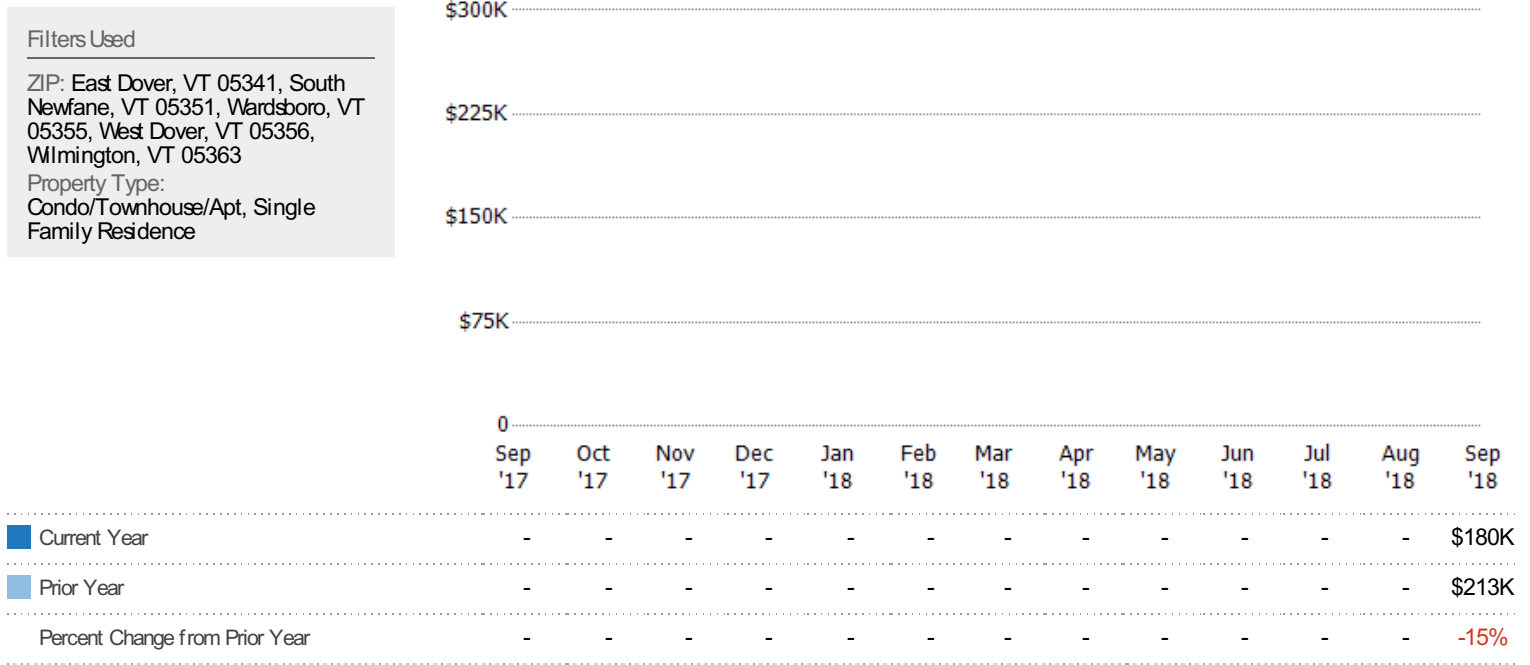
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Property Type	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$360K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-41%

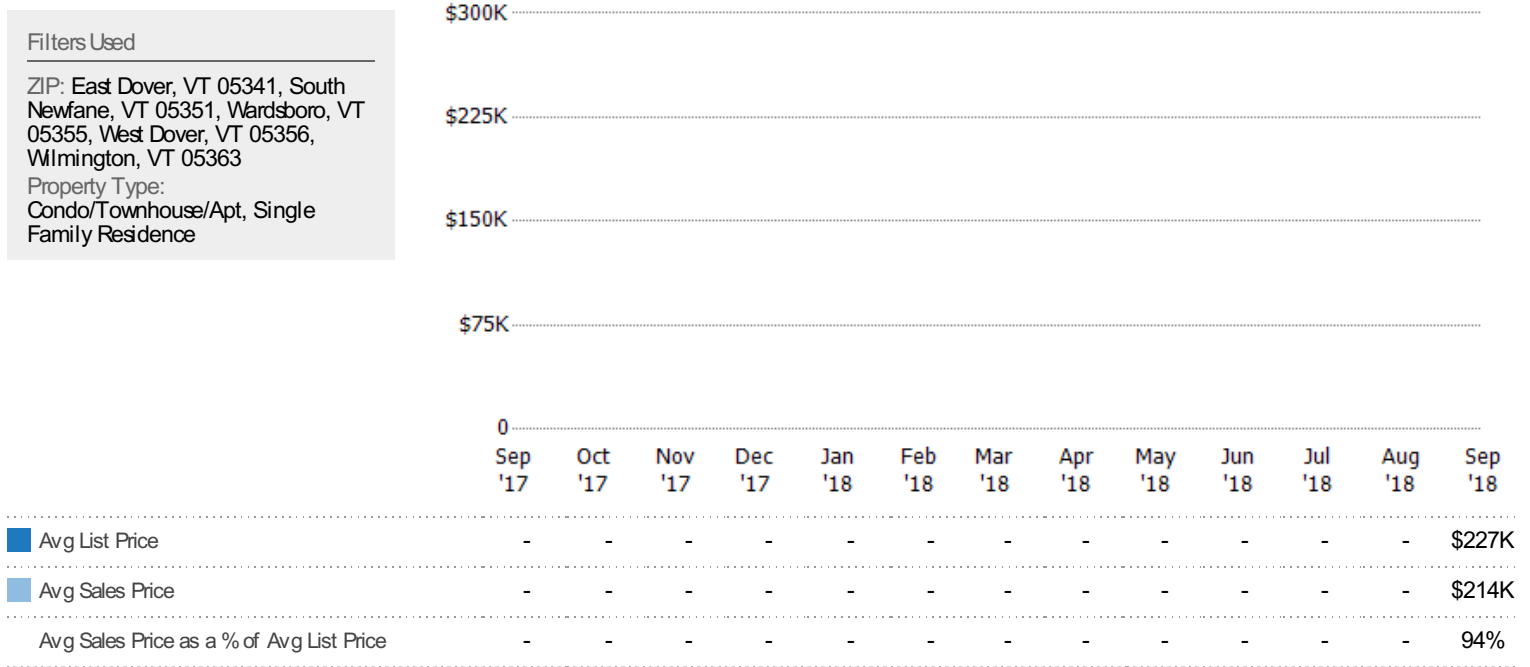
## Median Sales Price

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



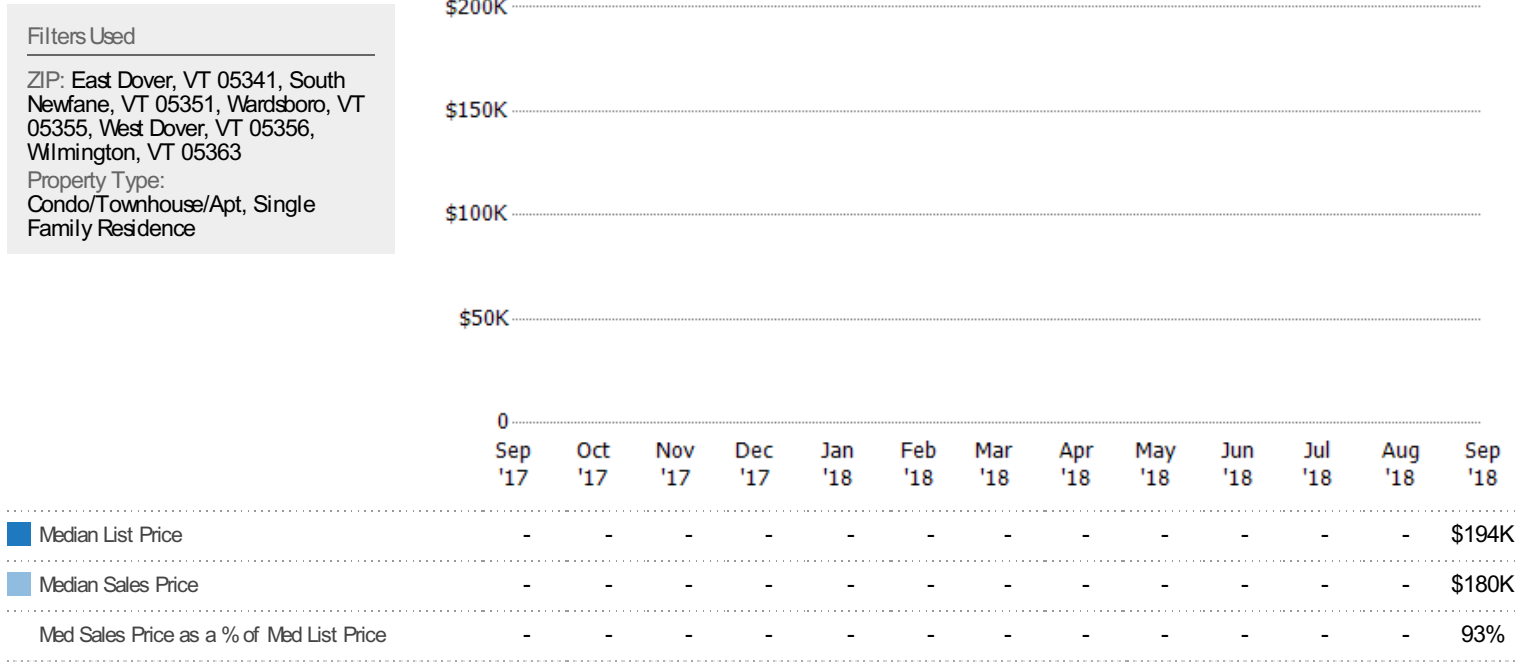
## Average Sales Price vs Average Listing Price

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



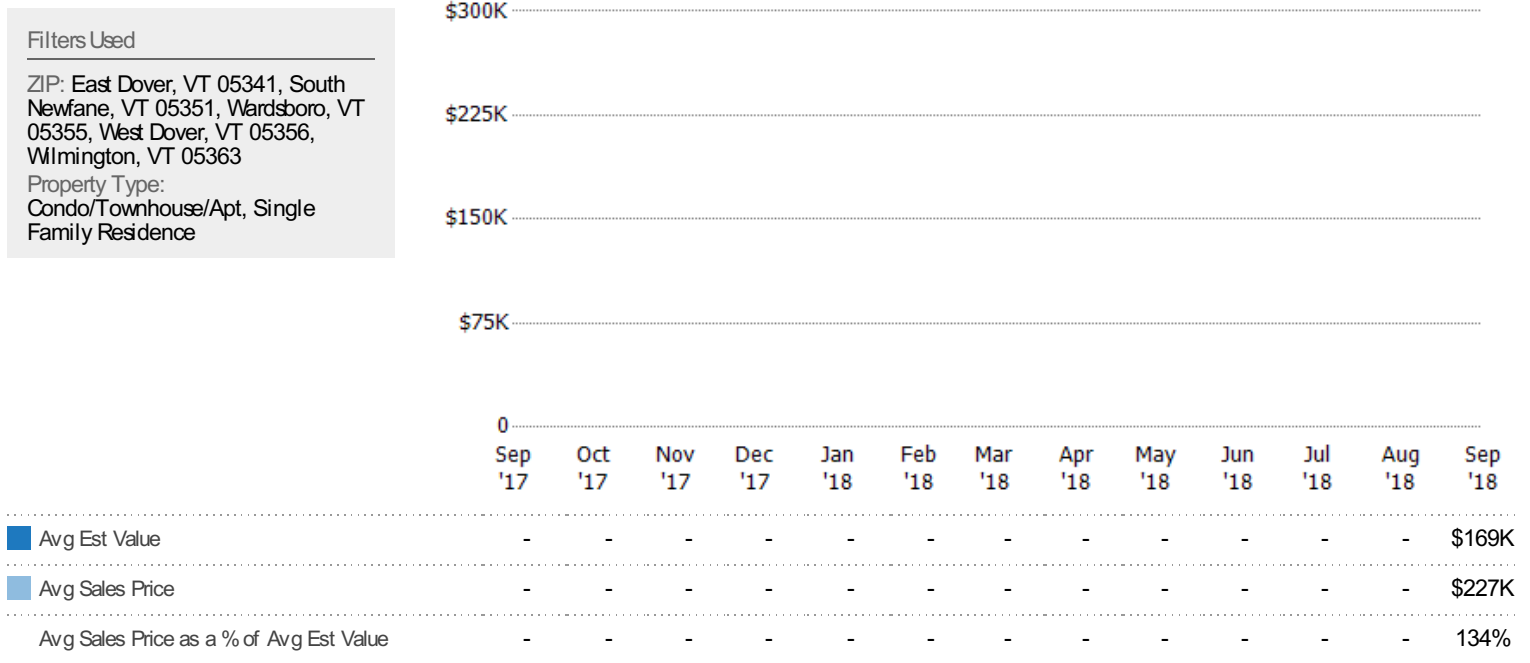
## Median Sales Price vs Median Listing Price

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



## 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.



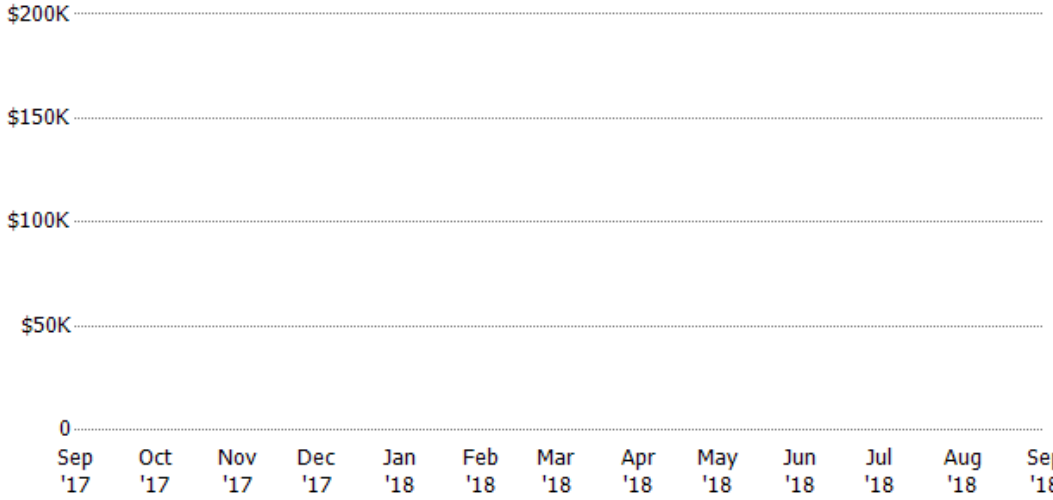
## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

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



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$163K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$194K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	119%