

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	+/-
Listing Activity Charts Metrics						
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%	NA	NA	
Active Listing Volume	\$104,848,651	\$96,357,589	+8.8%	NA	NA	
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%
Sales Activity Charts Metrics						
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%
Cloæd 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	48														
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	36														
Family Residence	24														
	12														
	0	Sep	Oct		Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	
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	\$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	Sep '17	0ct '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		-	-	-	-	-	-	-	-	-	-	-	-	\$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	400														
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, WImington, VT 05363 Property Type:	300														
Condo/Townhouse/Apt, Single Family Residence	200														
	100														
	0														
	Ŭ	Sep '17	0ct '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		-	-	-	-	-	-	-	-	-	-	-	-	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	\$200.0M ······													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363	\$150.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100.0M													
	\$50.0M													
	0	Sep '17	0ct '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		-	-	-	-	-	-	-	-	-	-	-	-	\$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.

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 Sep '17	0ct '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	-	-	-	-	-	-	-	-	-	-	-	-	\$384K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	28%

Median Listing Price

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 Property Type: Condo/Townhouse/Apt, Single	\$225K \$150K												
Family Residence													
	\$75K												
	0												
	Sep '17	0ct '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		-	-	-	-	-	-	-		-	-		\$269K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$223K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%





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.

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												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$381K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$384K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	101%

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.

Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$258K
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '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												





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												
FiltersUsed													
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												
	Sep	0ct	Nov		Jan			Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	_	_				_	_	-			
						-							134
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	134 135
Prior Year Percent Change from Prior Year	-	-	-	-	-	-	- - -	-	- -	- -	- -	- - -	

Months of Inventory

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

Filters Used	30												
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	23												
Family Residence													
	8												
	0												
	Sep '17	0ct '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	-	-	-	-	-	-	-	-	-	-	-	-	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	10%
Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence	5%
raniny nesuence	

	0 Sep '17	0ct '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	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
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 05366, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence	225······												
	75												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	273
Pending	-	-	-	-	-	-	-	-	-	-	-	-	38
Sold	-	-	-	-	-	-	-	-	-	-	-	-	16





New Pending Sales

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

Filters Used	40													
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													
	0	Sep '17	0ct '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		-	-	-	-	-	-	-	-	-	-	-	-	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.

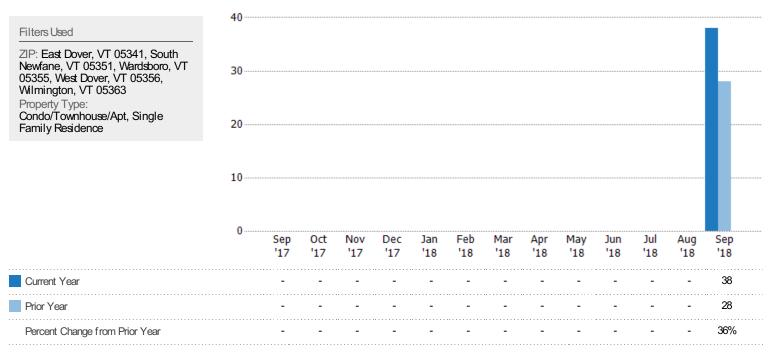
Filters Used	\$6.0M ······													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	\$4.5M													
Condo/Townhouse/Apt, Single Family Residence	\$3.0M													
	\$1.5M													
	0	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
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.



Pending Sales Volume

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

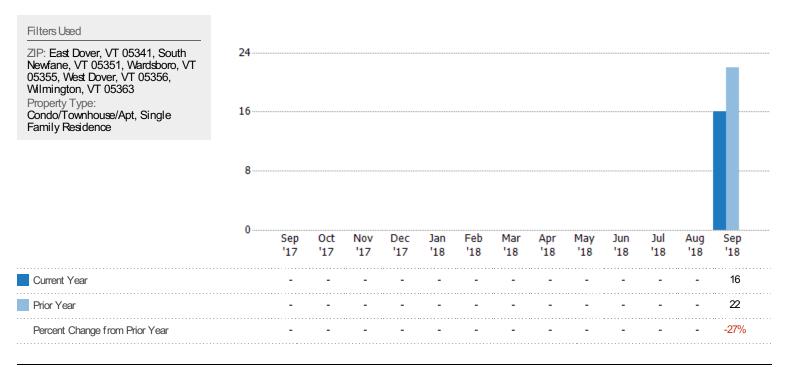
Filters Used	\$10.0M ······													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	\$7.5M													
Condo/Townhouse/Apt, Single Family Residence	\$5.0M ·····													
	\$2.5M													
	0	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.68M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.31M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	32%





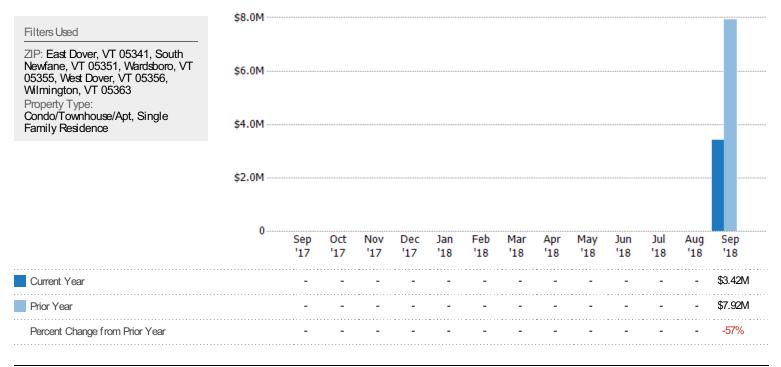
Closed Sales

The total number of residential properties sold each month.



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	Sep			Dec		Feb			May	Jun	Jul	Aug	Sep	
		'17	'17	'17	'17		'18		Apr '18	'18	'18	'18	'18	'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

oro	perfies sold each month.
	\$400K
	\$300K
	\$200K

\$100K

	0												
	Sep '17	0ct '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.

Filters Used	\$300K												
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												
	0 Sep '17	0ct '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	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%

Average Sales Price vs Average Listing Price

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

Filters Used	\$300K												
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363	\$225K												
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$150K												
	\$75K												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$227K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
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.

	\$200K ······												
Filters Used													
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												
	4												
	0	0-+		-	•				• •				
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$194K
Median Sales Price													
	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Med Sales Price as a % of Med List Price	-	- -	-	-	- -	-	- -	-	-	- -	- -	-	\$180K 93%

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.

	\$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												
	Sep	0ct	Nov	Dec	lan	Feh	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$169K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$227K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	134%





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: 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												
	\$50K												
	0												
	Sep '17	0ct '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%

