

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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	37	21	+76.2%	37	21	+76.2%
New Listing Volume	\$10,801,150	\$7,390,300	+46.2%	\$10,801,150	\$7,390,300	+46.2%
Active Listing Count	247	325	-24%	247	325	-24%
Active Listing Volume	\$91,513,095	\$103,730,896	-11.8%	\$91,513,095	\$103,730,896	-11.8%
Average Listing Price	\$370,498	\$319,172	+16.1%	\$370,498	\$319,172	+16.1%
Median Listing Price	\$250,000	\$227,400	+9.9%	\$250,000	\$227,400	+9.9%
Median Days in RPR	175	247	-29.1%	175	247	-29.1%
Months of Inventory	—	—	—	13.7	13	+5.6%
Absorption Rate	—	—	±	7.29%	7.69%	-0.4%
Sales Activity Charts Metrics						
New Pending Sales Count	16	17	-5.9%	16	17	-5.9%
New Pending Sales Volume	\$3,088,850	\$5,603,899	-44.9%	\$3,088,850	\$5,603,899	-44.9%
Pending Sales Count	33	31	+6.5%	33	31	+6.5%
Pending Sales Volume	\$7,617,300	\$11,575,599	-34.2%	\$7,617,300	\$11,575,599	-34.2%
Closed Sales Count	14	18	-22.2%	14	18	-22.2%
Closed Sales Volume	\$3,379,543	\$4,853,150	-30.4%	\$3,379,543	\$4,853,150	-30.4%
Average Sales Price	\$241,396	\$269,619	-10.5%	\$241,396	\$269,619	-10.5%
Median Sales Price	\$190,500	\$272,000	-30%	\$190,500	\$272,000	-30%

New Listings

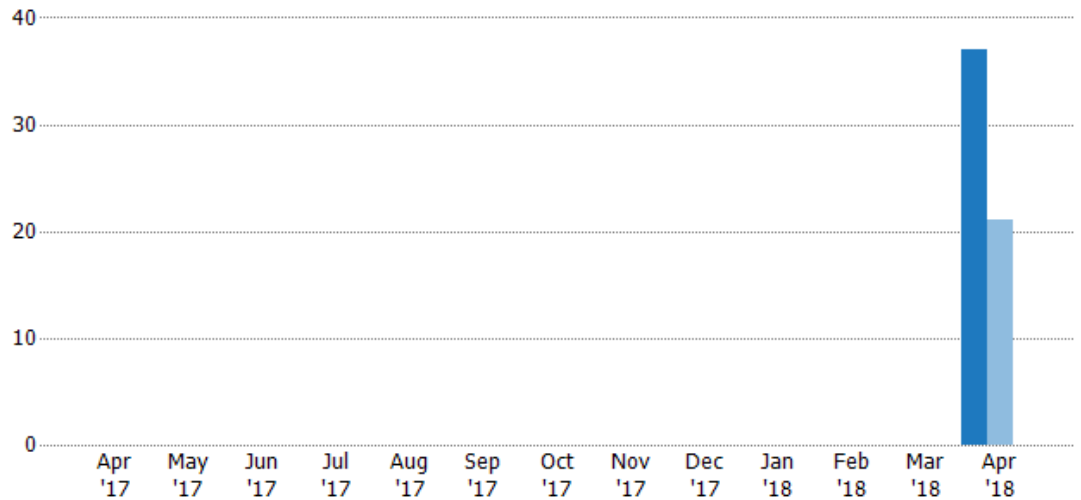
The number of new single-family, condominium and townhome listings that were added each month.

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	-	-	-	-	-	-	-	-	-	-	-	-	37
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	76%

New Listing Volume

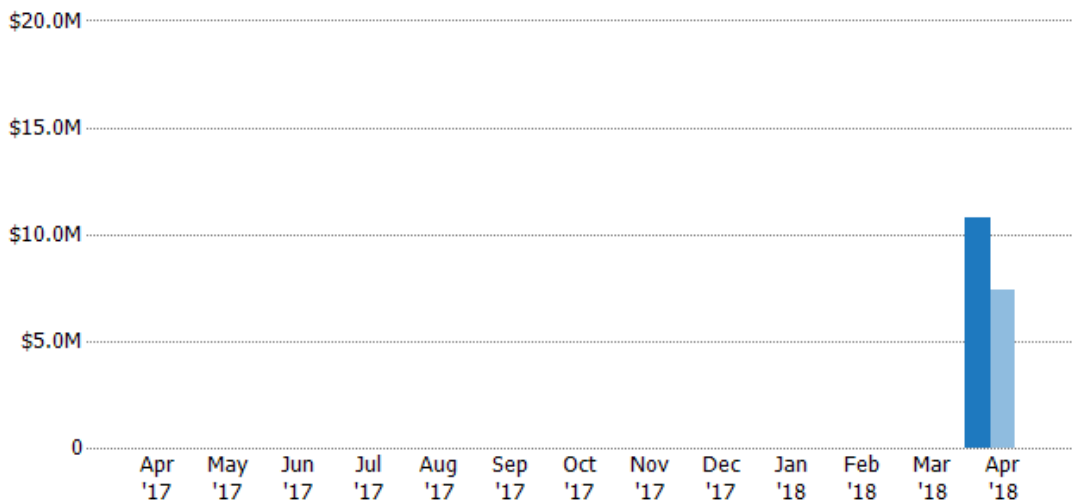
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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	-	-	-	-	-	-	-	-	-	-	-	-	\$10.8M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$7.39M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	46%

Active Listings

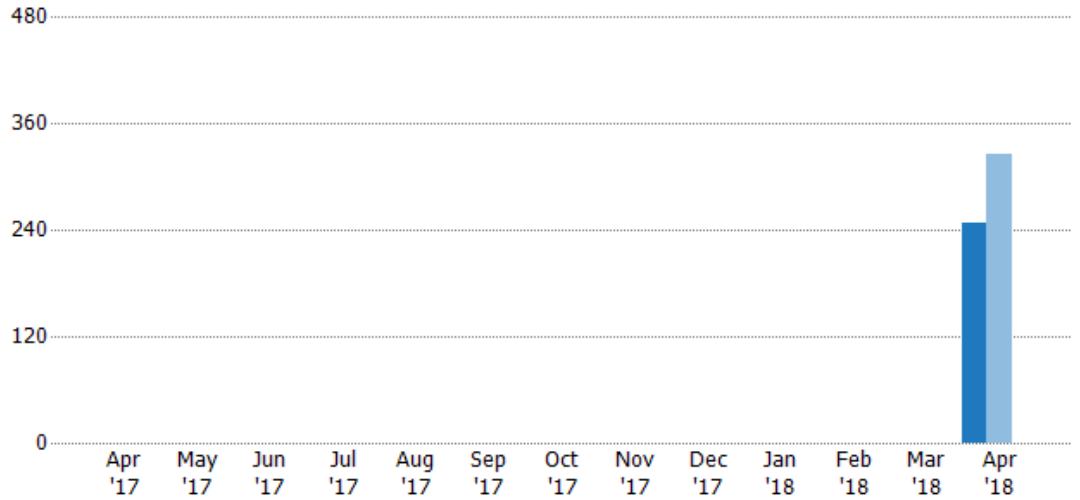
The number of active single-family, condominium and townhome listings at the end of each month.

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	-	-	-	-	-	-	-	-	-	-	-	-	247
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	325
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-24%

Active Listing Volume

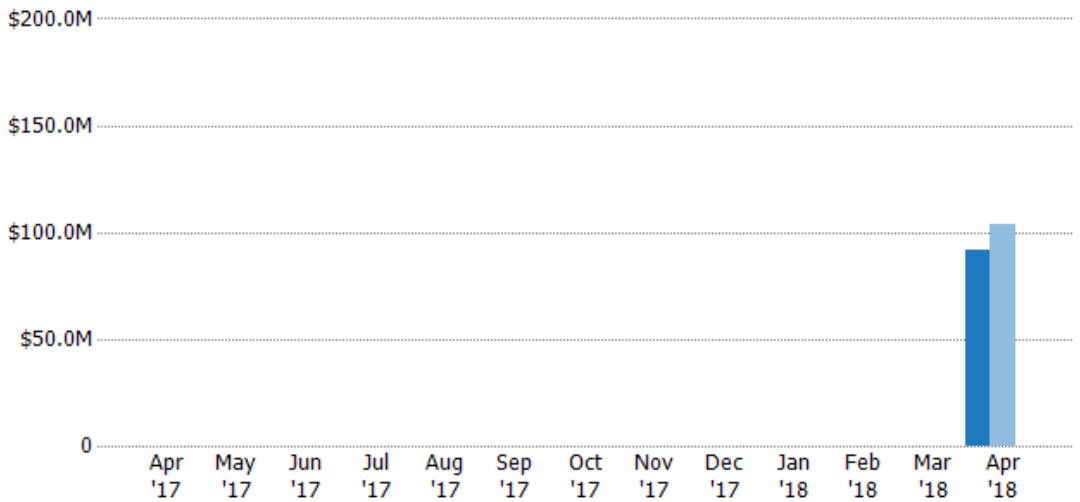
The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

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	-	-	-	-	-	-	-	-	-	-	-	-	\$91.5M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$104M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-12%

Average Listing Price

The average listing price of active single-family, condominium and townhome 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

\$400K

\$300K

\$200K

\$100K

0

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$370K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$319K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%

Median Listing Price

The median listing price of active single-family, condominium and townhome 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

\$300K

\$225K

\$150K

\$75K

0

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$227K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

Average Listing Price vs Average Est Value

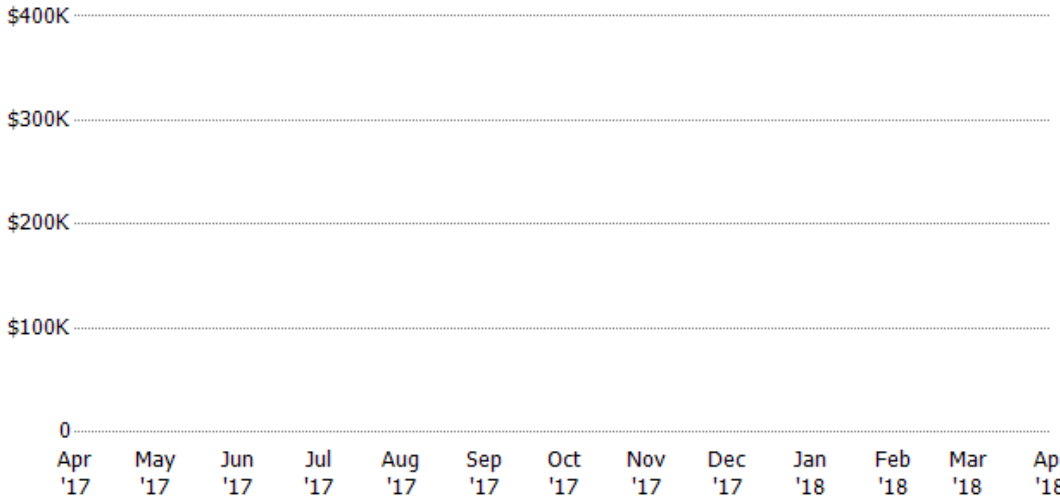
The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

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



Median Listing Price vs Median Est Value

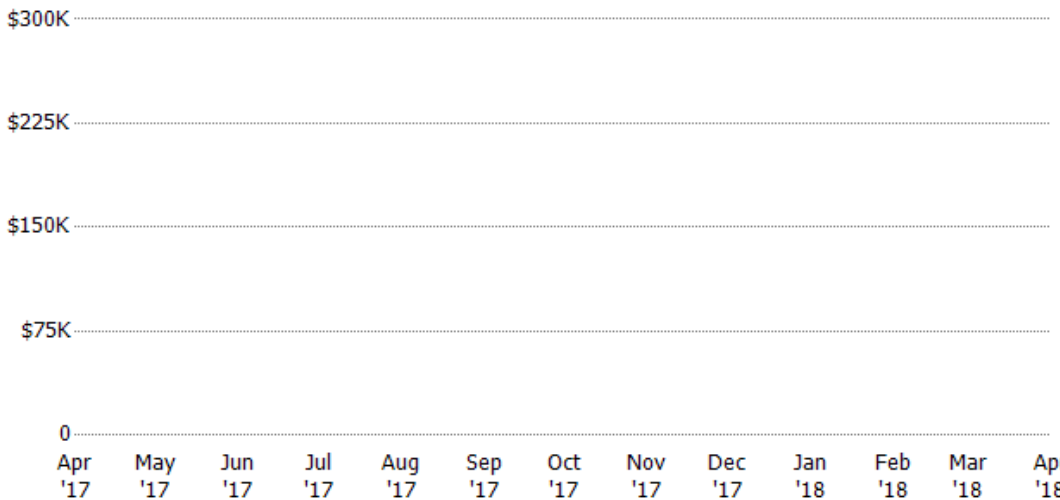
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

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



Median Days in RPR

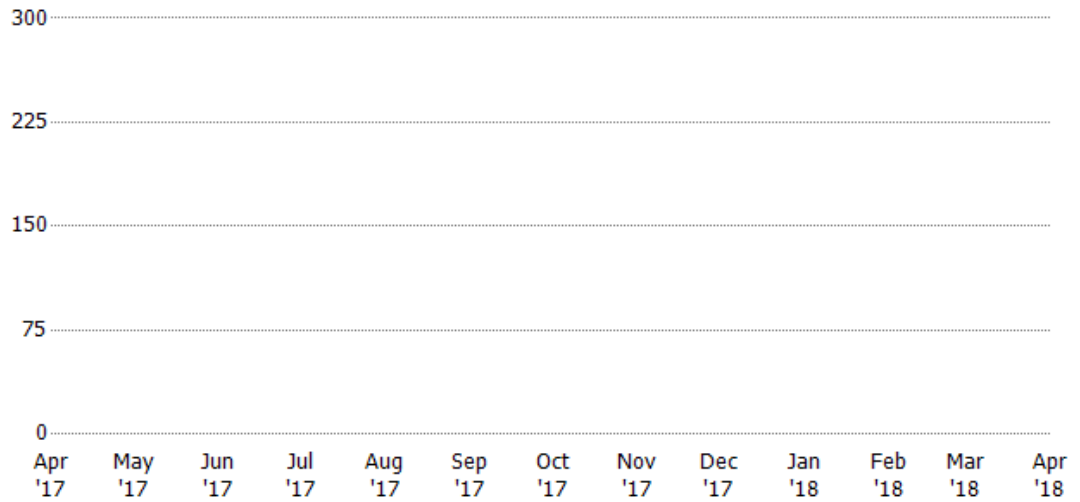
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

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



Percent Change from Prior Year

-29%

Months of Inventory

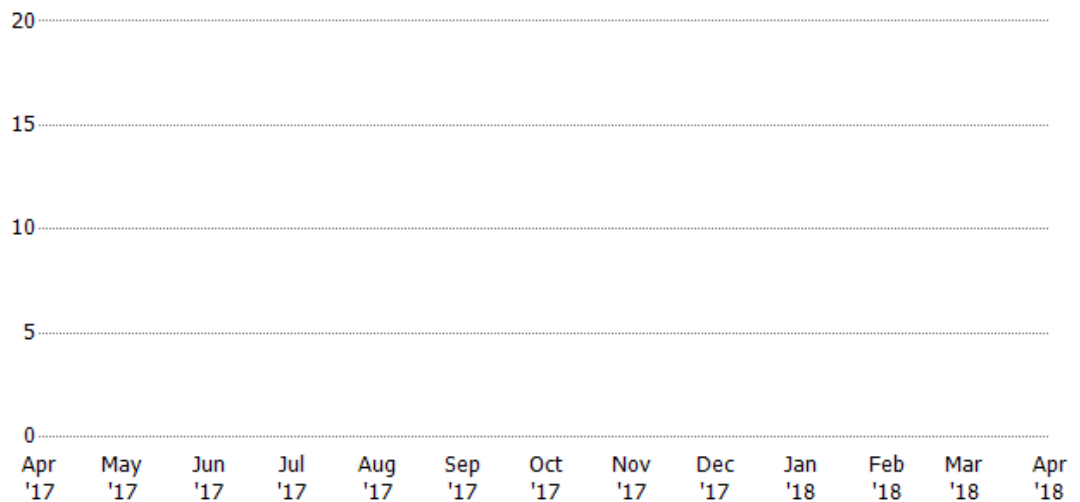
The number of months it would take to exhaust active listings at the current sales rate.

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



Percent Change from Prior Year

-41%

Absorption Rate

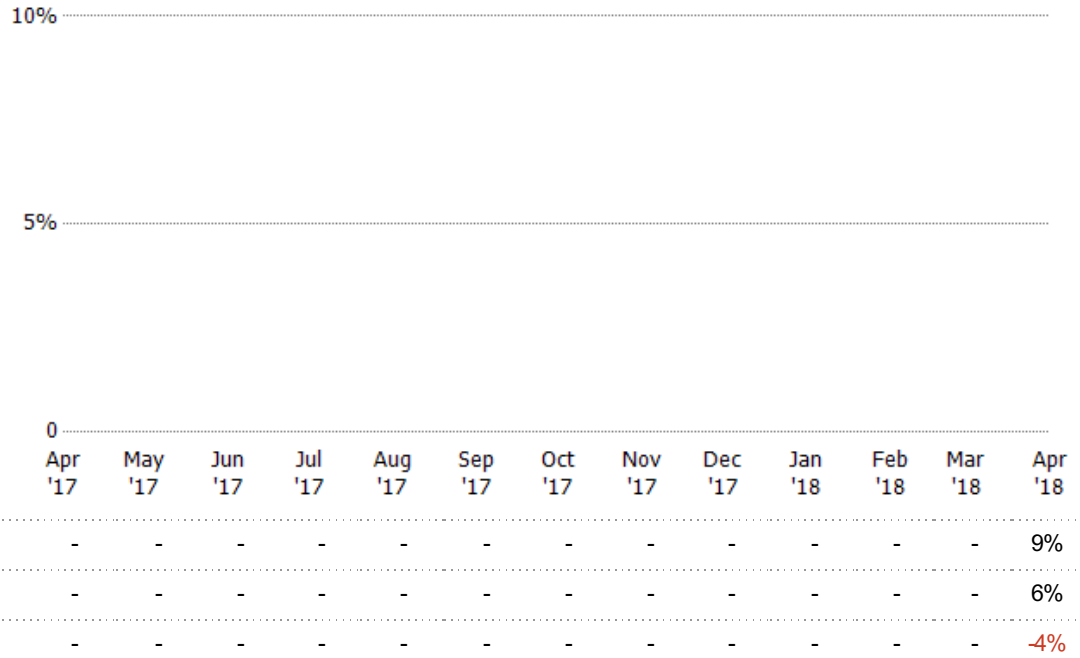
The percentage of inventory sold per month.

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

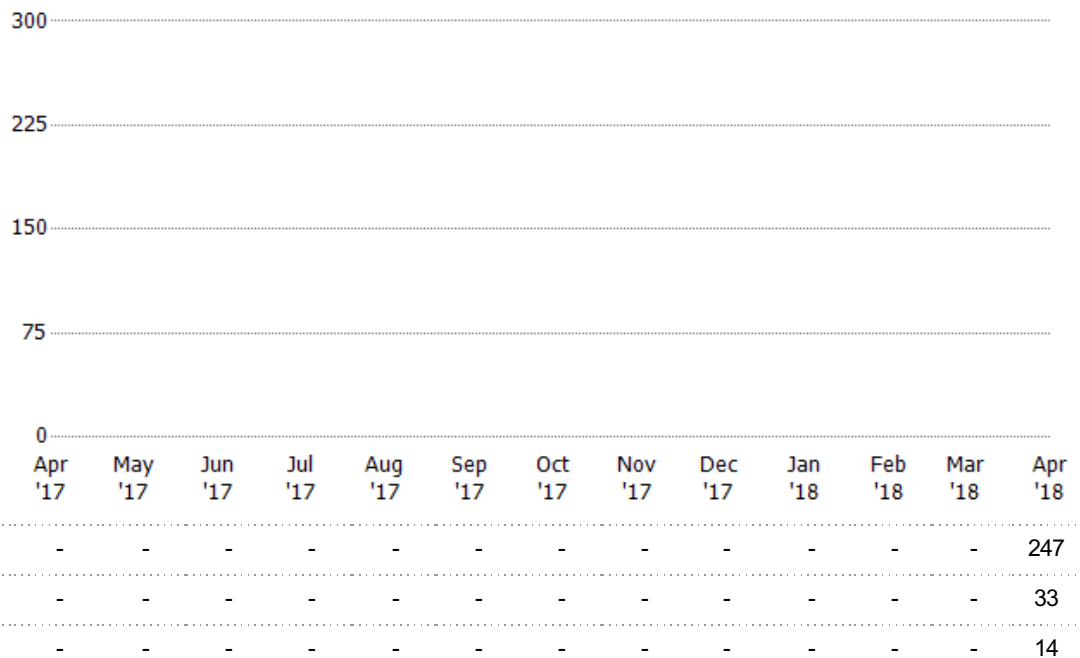
The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

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



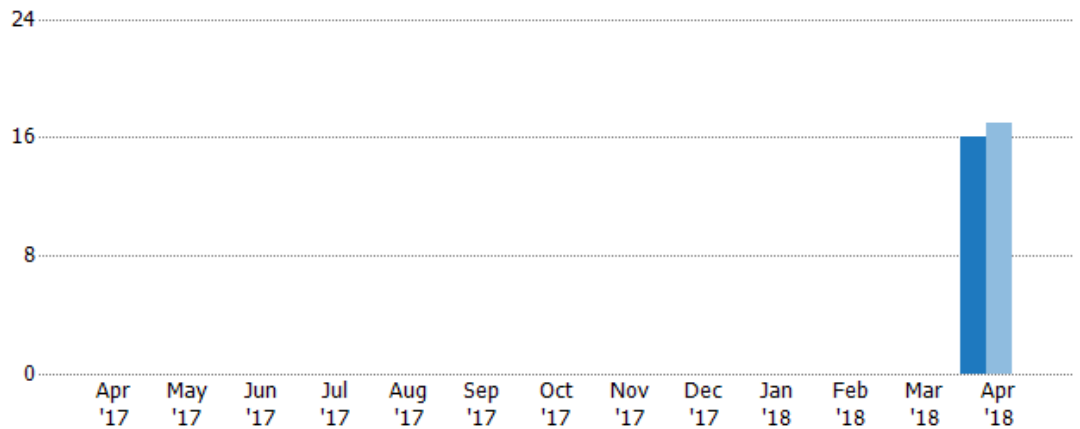
New Pending Sales

The number of single-family, condominium and townhome 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	-	-	-	-	-	-	-	-	-	-	-	-	16
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

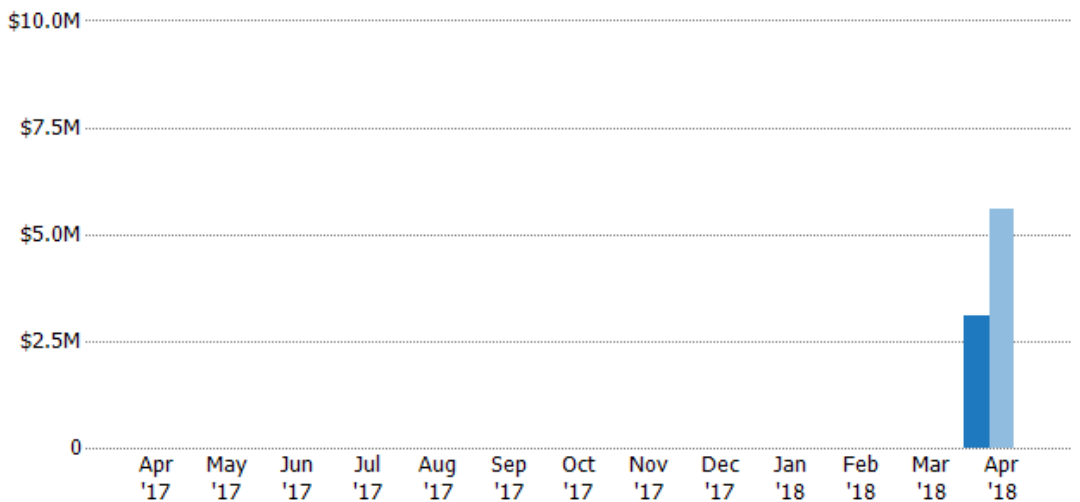
New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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	-	-	-	-	-	-	-	-	-	-	-	-	\$3.09M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$5.6M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-45%

Pending Sales

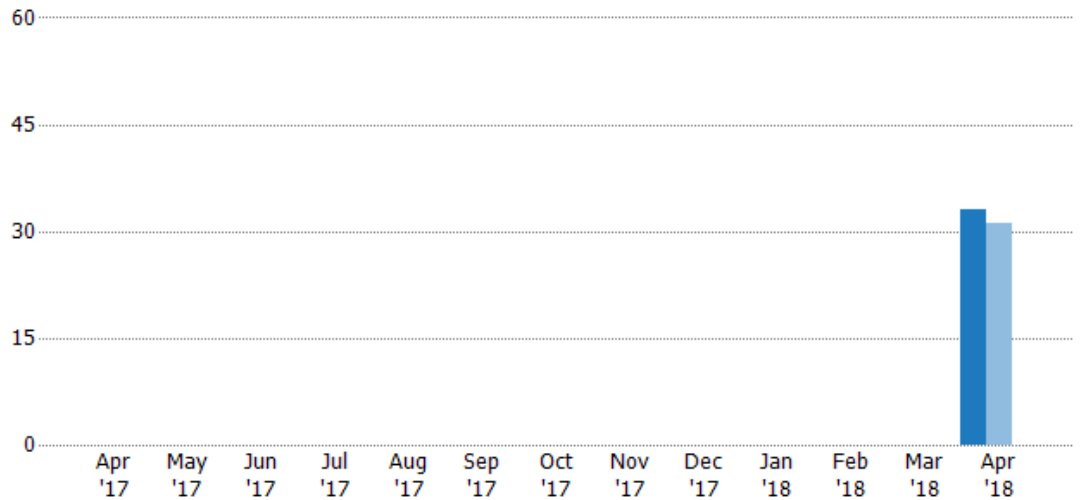
The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

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	-	-	-	-	-	-	-	-	-	-	-	-	33
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	31
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%

Pending Sales Volume

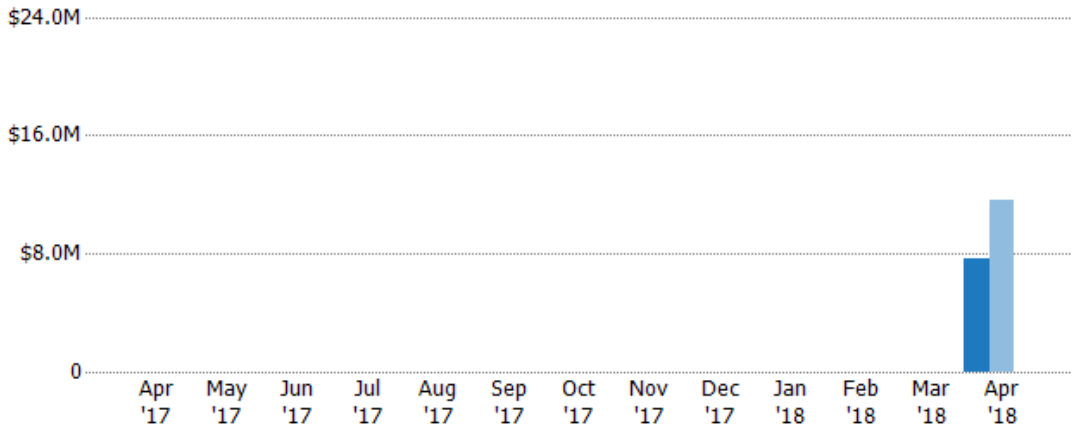
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

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	-	-	-	-	-	-	-	-	-	-	-	-	\$7.62M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$11.6M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-34%

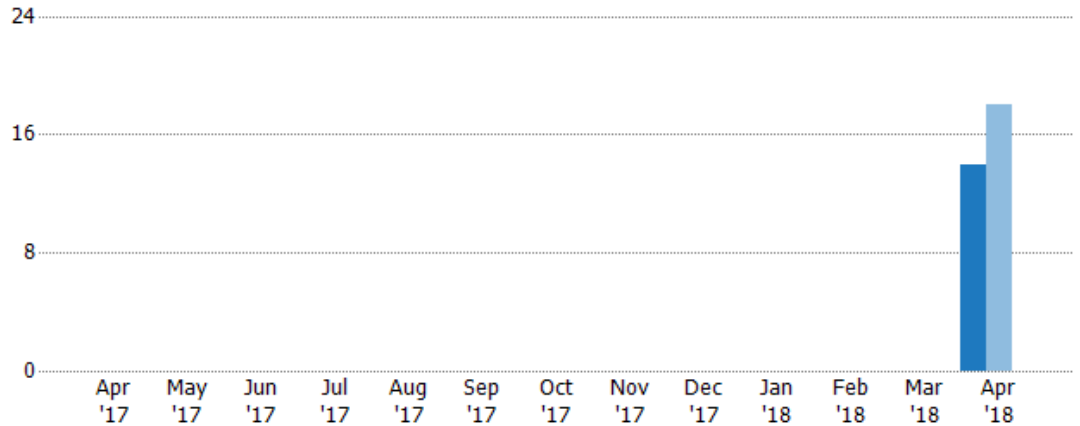
Closed Sales

The total number of single-family, condominium and townhome 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	-	-	-	-	-	-	-	-	-	-	-	-	14
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-22%

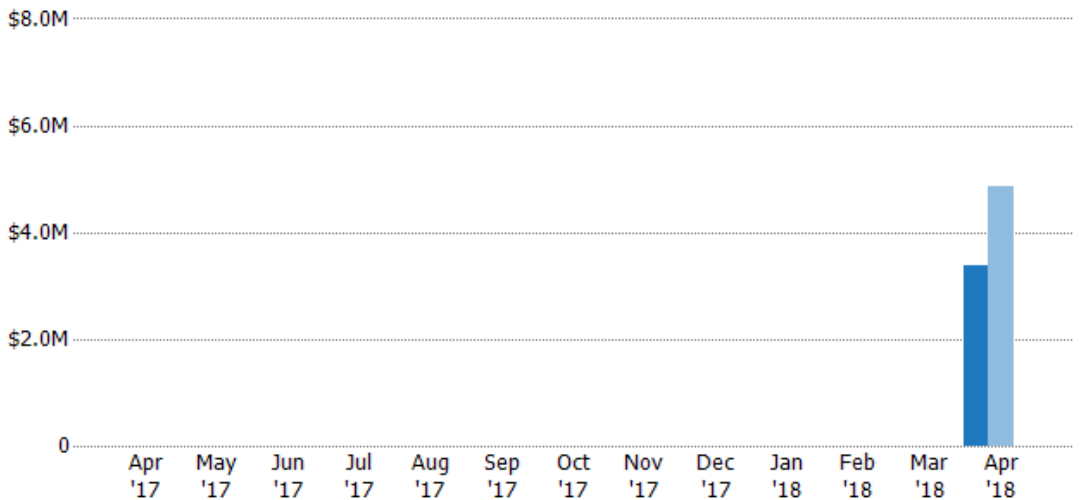
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome 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	-	-	-	-	-	-	-	-	-	-	-	-	\$3.38M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$4.85M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-30%

Closed Sales by Property Type

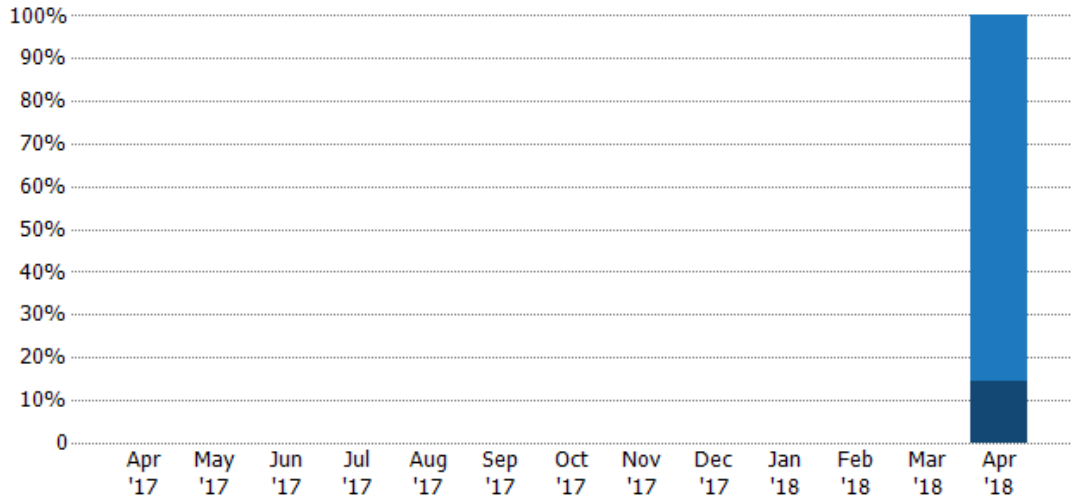
The percentage of single-family, condominium and townhome properties sold each month by property type.

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



Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	86%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	14%

Average Sales Price

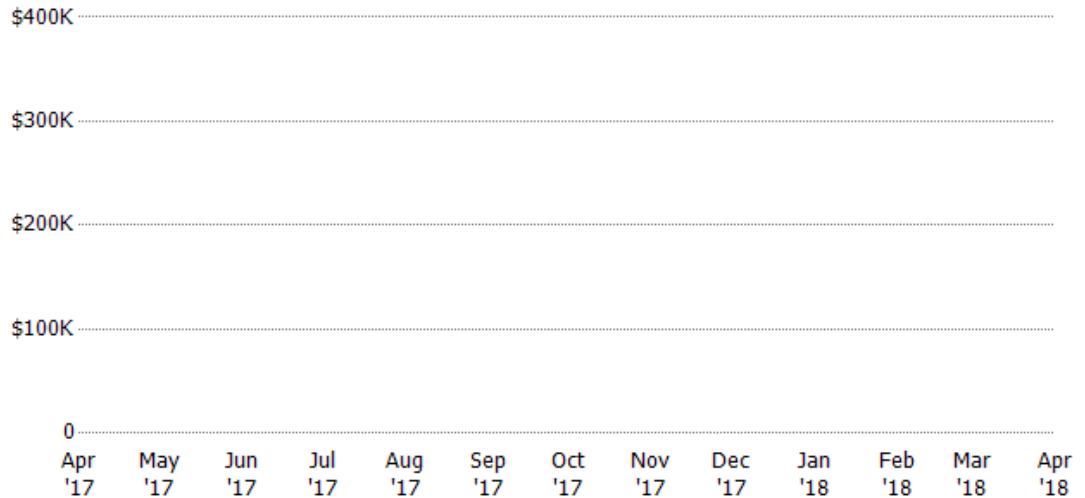
The average sales price of the single-family, condominium and townhome properties sold each month.

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	-	-	-	-	-	-	-	-	-	-	-	-	\$241K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$270K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-10%

Median Sales Price

The median sales price of the single-family, condominium and townhome 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

\$300K

\$225K

\$150K

\$75K

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$191K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$272K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-30%

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

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

\$75K

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$263K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$241K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	92%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price 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

\$300K

\$225K

\$150K

\$75K

0

Apr '17 May '17 Jun '17 Jul '17 Aug '17 Sep '17 Oct '17 Nov '17 Dec '17 Jan '18 Feb '18 Mar '18 Apr '18

Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	-	\$191K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	-	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.

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

\$300K

\$225K

\$150K

\$75K

0

Apr '17 May '17 Jun '17 Jul '17 Aug '17 Sep '17 Oct '17 Nov '17 Dec '17 Jan '18 Feb '18 Mar '18 Apr '18

Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	-	\$263K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	-	100%

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

\$300K

\$225K

\$150K

\$75K

0

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%