

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





New Listings

The number of new single-family, condominium and townhome 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	30													
Property Type: Condo/Townhouse/Apt, Single Family Residence	20													
	10													
	0													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
		17	17	17	17	17	17	17	17	17	10	18	16	10
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	\$20.0M ······													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363	\$15.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.39M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	46%

Dover



Active Listings

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

	480													
Filters Used														
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363	360													
Property Type: Condo/Townhouse/Apt, Single	240													
Family Residence	240													
	120													
	0													
	0	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
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	\$200.0M													
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	\$150.0M													
Family Residence	\$100.0M													
	\$50.0M													
		Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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.

\$400K ······												
\$300K												
\$200K												
\$100K												
0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-				-				-				\$370K
-	-	-	-	-	-	-	-	-	-	-	-	\$319K
-	-	-	-	-	-	-	-	-	-	-	-	16%
	\$300K \$200K \$100K 0 Apr	\$300K \$200K \$100K 0 Apr May	\$300K \$200K \$100K 0 Apr May Jun	\$300K \$200K \$100K 0 Apr May Jun Jul	\$300K \$200K \$100K 0 Apr May Jun Jul Aug	\$300K \$200K \$100K 0 	\$300K \$200K \$100K 0 Apr May Jun Jul Aug Sep Oct	\$300K \$200K \$100K 0 Apr May Jun Jul Aug Sep Oct Nov	\$300K \$200K \$100K 0 Apr May Jun Jul Aug Sep Oct Nov Dec	\$300K \$200K \$100K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan	\$300K \$200K \$100K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb	\$300K \$200K \$100K 0

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of 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: Condo/Townhouse/Apt, Single Family Residence	\$225K \$150K												
	\$75K												
	0 Apr	Мау	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
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.

ZIP: East Dover, VT 05351, Wardsboro, VT Avg Est Value Avg Listing Price So of Avg Est Value So o	Filters Used	\$400K												
Condo/Townhouse/Apt, Single Family Residence \$200K \$100K \$100K 0 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr Avg Est Value - - - - - - - - \$351K Avg Listing Price - - - - - - - \$370K	Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363	\$300K												
0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 Avg Est Value - - - - - - - - \$351K Avg Listing Price - - - - - - - \$370K	Condo/Townhouse/Apt, Single	\$200K												
'17 '17 '17 '17 '17 '17 '17 '18 '18 '18 Avg Est Value - - - - - - - \$351k Avg Listing Price - - - - - - - \$370k		\$100K												
Avg Listing Price \$370K						Aug '17								
	Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$351K
Avg Listing Price as a % of Avg Est Value 106%	Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$370K
	Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%

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	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	<i>47 5</i> 1												
	0												
	Apr	May		Jul		Sep	Oct		Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$241K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%



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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.

	300												
Filters Used													
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363	225												
Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	75												
	0												
	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year						Sep '17	0ct '17						
Current Year Prior Year						Sep '17 -	0ct '17 -						'18
						Sep '17 - -	Oct '17 - -						'18 175

Months of Inventory

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

Filters Used	20												
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	15												
	5												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10.7
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18.1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-41%





Absorption Rate

The percentage of inventory sold per month.

FiltersUsed	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 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%

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:	225												
Condo/Townhouse/Apt, Single Family Residence	150												
	75												
	0												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
		May '17			Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	'18
Active													
Active Pending													'18
													'18 247





New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

24														
8														
0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	
	-	-	-	-	-	-	-	-	-	-	-	-		
	-	-	-	-	-	-	-	-	-	-	-	-	17	
	-	-	-	-	-	-	-	-	-	-	-	-	-6%	
	24 16 8	16	16	16	16	16	16	16 8 0 Apr May Jun Jul Aug Sep Oct	16	16 8 0 Apr May Jun Jul Aug Sep Oct Nov Dec	16 8 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan	16 8 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb	16 8 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar	16 8 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr 17 17 17 17 17 17 17 18 18 18 18 - - - - - - - 16 - - - - - - 17 17

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	\$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	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.09M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.6M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-45%

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Pending Sales

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

Filters Used	60													
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	45 30													
	15													
	0	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
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	\$24.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$16.0M													
	\$8.0M													
	0	Apr	May	Jun	Jul	Δυσ	Son	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.62M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.6M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-34%

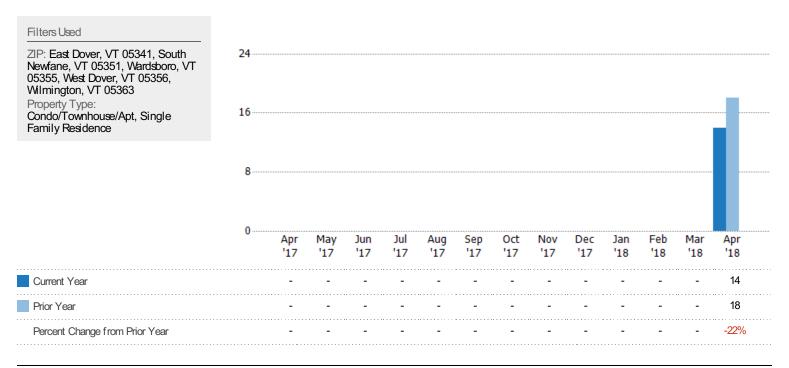


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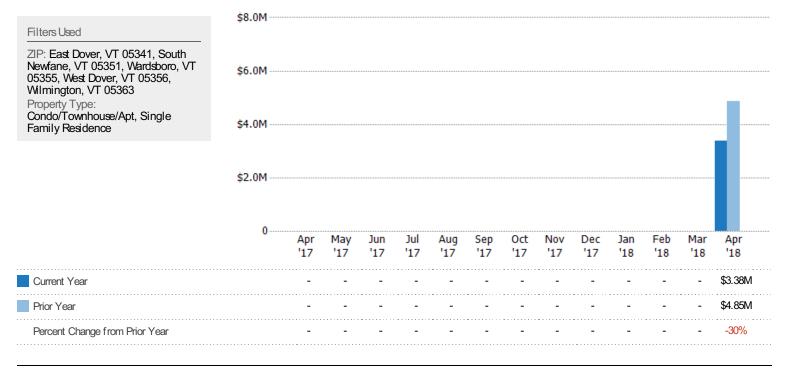
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.



Closed Sales Volume

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





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Closed Sales by Property Type

The percentage of single-family, condominium and townhome 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	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	86%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	14%	

Average Sales Price

Prior Year

RPR

Percent Change from Prior Year

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

\$400K Filters Used ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, \$300K Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single \$200K Family Residence \$100K 0 Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 Current Year \$241K _

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\$270K

-10%

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Median Sales Price

The median sales price of the single-family, condominium and townhome 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 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$191K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	@0701/
Percent Change from Prior Year													\$272K
	-	-	-	-	-	-	-	-	-	-	-	-	\$272K -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.

	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
Condo/Townhouse/Apt, Single Family Residence	\$150K \$75K												
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type:	\$225K												
Filters Used													





Median Sales Price vs Median Listing Price

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

\$300K ······												
\$225K												
\$150K												
\$75K												
0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	-	-	-	-	-	-	-	-	-	-	-	\$205K
-	-	-	-	-	-	-	-	-	-	-	-	\$191K
												\$. \$
	\$225K \$150K \$75K 0 Apr	\$225K \$150K \$75K 0 Apr May	\$225K \$150K \$75K 0 Apr May Jun	\$225K \$150K \$75K 0 Apr May Jun Jul	\$225K \$150K \$75K 0 Apr May Jun Jul Aug	\$225K \$150K \$75K 0 Apr May Jun Jul Aug Sep	\$225K \$150K \$75K 0 Apr May Jun Jul Aug Sep Oct	\$225K \$150K \$75K 0 Apr May Jun Jul Aug Sep Oct Nov	\$225K \$150K \$75K 0 Apr May Jun Jul Aug Sep Oct Nov Dec	\$225K \$150K \$75K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan	\$225K \$150K \$75K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb	\$225K \$150K \$75K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar

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												
	φroit												
	0												
	Apr	May	Jun		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'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.

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

